

# MCR

MAJOR COMPANIES IN ROMANIA

2023  
EDITION

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# **MCR**

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**2023**  
**EDITION**

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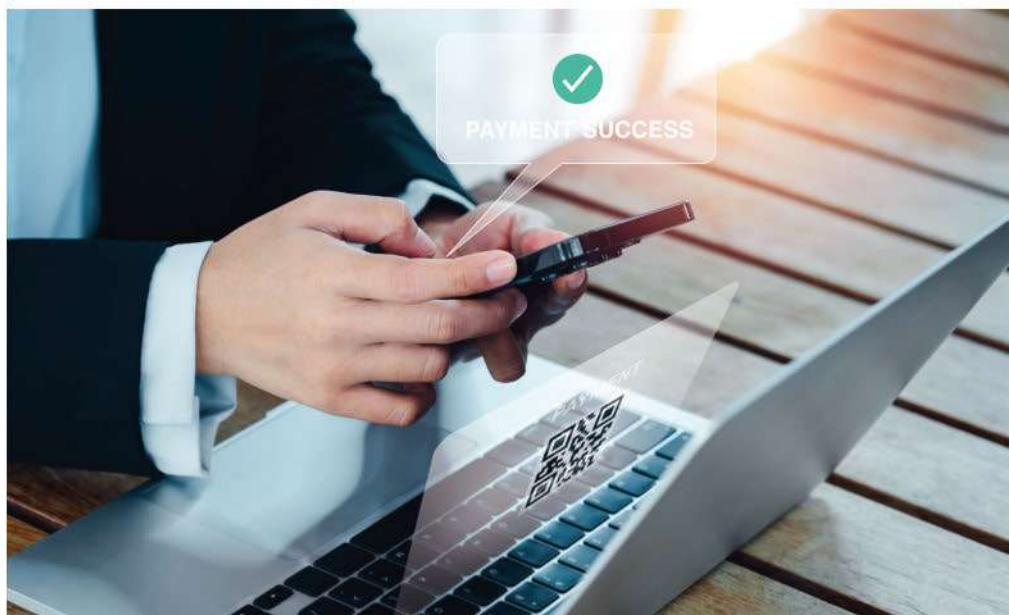
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### TOP MCR

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### TOP MCR

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- Crops
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- Agricultural Machinery and Equipment
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#### TOP MCR

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- Condiments and Seasoning
- Cocoa, Chocolate and Confectionery
- Honey, Grain Mill Products and Starches
- Fish and Sea Food, Frozen  
or Ready Made Food
- Pet Food
- Food and Beverage Ingredients
- Water and Soft Drinks

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#### TOP MCR

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- Safety and Security Equipment

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#### TOP MCR

- Hotels and Accommodation
- Restaurants Bars and Catering
- Equipment and Machinery
- Jewellery & Watches
- Coins Medals Trophies and Badges



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# SERIA 5.



CO<sub>2</sub>, în g/km: 0. Autonomie electrică în km: 455 – 516.



# BEYOND THE PERMACRISIS:

## 20 STRATEGIC IMPERATIVES FOR CEOs

CEOs face the daunting task of steering their organizations through a myriad of challenges and opportunities. Understanding the prevailing economic conditions is paramount for making informed decisions that contribute to sustainable growth.

By **ELENA BADEA** Managing Director, Valoria Business Solutions

In this intricate dance between risk and reward, CEOs play a pivotal role in orchestrating strategies that not only address immediate hurdles but also pave the way for enduring success. As the business environment evolves, the need for astute leadership grows, emphasizing the critical role CEOs play in fostering resilience and sustainable growth amidst an ever-changing landscape.

### 10 MAJOR CHALLENGES SHAPING THE BUSINESS LANDSCAPE

Drawing insights from the relevant economic data in Romania and the broader European context, here are

key considerations for CEOs to navigate the complex business environment.

#### 1. Trade deficit and global dynamics

In Romania, the trade deficit has emerged as a significant concern. As of the first eight months of the year, Romania has the largest trade deficit in Central and Eastern Europe, reaching over 18 billion euros. CEOs need to grasp the implications of this deficit, recognizing that it could impact the country's economic stability. The deficit reduction observed in July 2023 is attributed to decreased demand, emphasizing the importance of understanding global dynamics affecting trade.

#### 2. Industrial challenges and opportunities

The industrial sector is a vital indicator of economic health.

In Romania, new orders in the manufacturing industry experienced a decline in July 2023 compared to the previous month, reflecting a challenging environment. CEOs should closely monitor industrial trends and assess the impact on their respective sectors. The 5.5% increase in new orders for the first seven months of 2023 indicates resilience, but a closer look reveals disparities among industrial categories. Notably, the decline in the production of goods of intermediate use signals potential supply chain challenges.

#### 3. Inflation and business operations

Inflationary pressures persist in Romania, influencing the business landscape. Despite a 1.8% increase in industry turnover in the first seven months of the year, the real growth picture is overshadowed by a 5%





decrease in industrial production. CEOs must recognize that nominal growth may not necessarily translate into increased operational profitability. Contending with inflationary forces requires a nuanced approach to pricing strategies, cost management, and maintaining competitiveness.

#### **4. Regional comparisons and competitiveness**

Comparing Romania to its regional counterparts provides valuable insights for CEOs. While Romania's export percentage within the EU27 is modest at 1.6%, countries like Poland and the Czech Republic exhibit higher export proportions, showcasing a more robust economic presence. CEOs need to evaluate the competitive landscape, identifying areas for improvement in export strategies to enhance the country's economic standing.

#### **5. Global industrial trends and external factors**

CEOs should remain attuned to global industrial trends, as evidenced by the challenges faced by the Eurozone. The recent decline in industrial production across Eurozone countries, coupled with external factors such as weakened demand from China, underscores the interconnectedness of economies. CEOs should factor these external dynamics into their strategic planning, understanding that global shifts can significantly impact local businesses.

#### **6. Sustainable growth and fiscal responsibility**

In the pursuit of economic expansion, CEOs should be wary of unsustainable growth models. Romania's economic growth, fueled by high trade and budget deficits, is a

case in point. CEOs must recognize the importance of fiscal responsibility, as illustrated by the challenges faced by countries with large deficits. Sustainable growth demands a strategic balance between consumption, investment, and fiscal prudence.

#### **7. Sectoral dynamics and adaptability**

The varying performance across industrial sectors emphasizes the importance of sector-specific strategies. For instance, the growth in the Romanian IT&C sector showcases opportunities for innovation and digital transformation. CEOs should leverage sectoral insights to tailor their organizational strategies, identifying areas where they can capitalize on growth trends and mitigate risks.



## 8. Investment and funding considerations

As CEOs assess growth prospects, attention to investment and funding becomes crucial. Romania's anticipation of the most substantial economic advance among regional counterparts in 2023, driven in part by European funds, underscores the significance of strategic investments. However, CEOs must balance optimism with a pragmatic understanding of the costs, including substantial debt servicing requirements.

## 9. Diversification and risk management

The economic landscape is inherently volatile, necessitating a robust approach to risk management. CEOs should explore diversification strategies to mitigate vulnerabilities associated with specific sectors or markets. Romania's focus on expanding its portfolio of end users in the gas and electricity sectors is a pertinent example of diversification to enhance resilience.

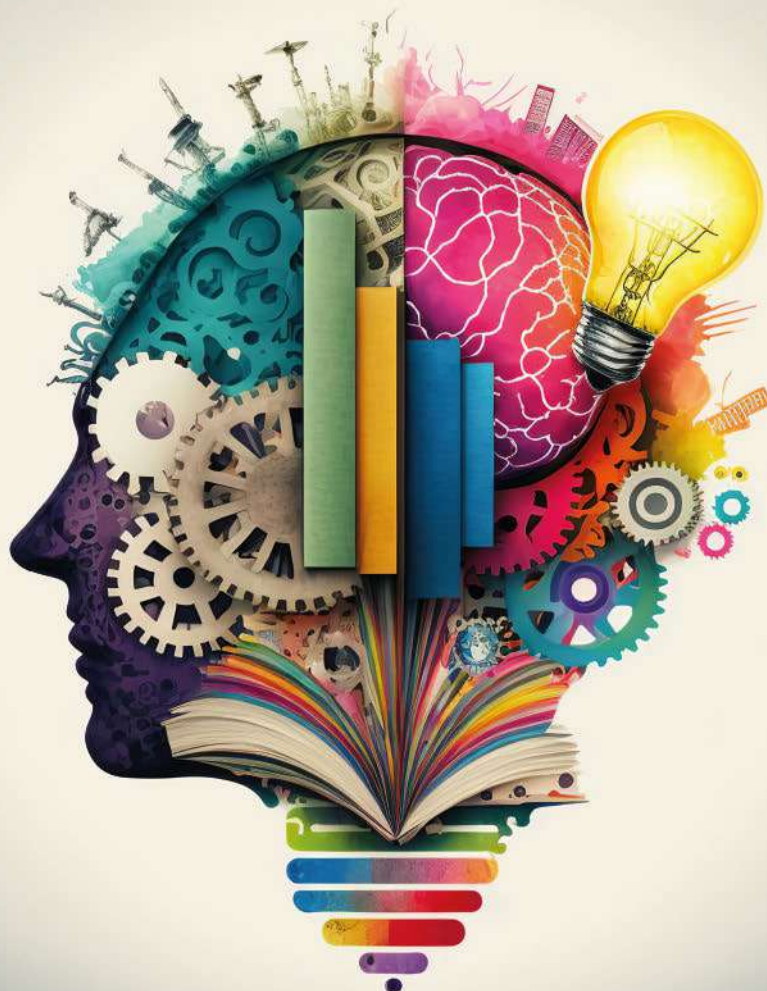
## 10. Long-term vision amid short-term challenges

While short-term challenges are evident, CEOs must maintain a long-term vision for sustained success. The Romanian economy's resilience amid

global uncertainties is encouraging, and CEOs should harness this momentum. Strategic planning, adaptability, and an unwavering commitment to organizational goals will be essential in navigating the economic landscape and capitalizing on emerging opportunities.

## 10 KEY STRATEGIES FOR ADDRESSING THE CHALLENGES OF PERMACRISIS

The economic landscape presents CEOs with a dynamic canvas of





challenges and possibilities. Navigating these complexities demands a holistic understanding of domestic and global factors, informed decision-making, and a commitment to sustainable growth. CEOs who proactively engage with the economic landscape, adapt their strategies to changing conditions, and foster resilience within their organizations will be well-positioned to thrive in an ever-evolving business environment.

The subsequent key strategies will assist business leaders in tackling the challenges posed by the permacrisis:

**1. Adopting a “growth mindset”**  
The top business leaders need to embrace a mentality oriented towards continuous growth and development. They need to be ready to adapt and learn from every experience, explore new opportunities, and find innovative solutions to strengthen businesses in the face of permacrisis.

**2. Building an agile, collaborative culture**  
Open communication and collaboration between teams and departments were identified as crucial components of a successful strategy. The top business leaders need to emphasize the significance of sharing knowledge and ideas to accelerate innovation and find better solutions to the complex challenges presented by the permacrisis.

**3. Operating with calculated strategic courage**  
There is a huge necessity of making bold decisions and taking calculated risks to progress and gain a competitive advantage in an uncertain and volatile environment. That is why CEOs have to understand that embracing strategic courage is vital for organizations to thrive during the permacrisis.

**4. Gaining resilience in the face of permacrisis**  
CEOs do understand the importance of resilience as a key attribute for success. They know that organizations

need to adapt quickly to sudden changes, bounce back from setbacks, and confidently reinvent themselves. Resilience is a determining factor for long-term success.

**5. Making corporate governance a crucial pillar in business**  
There is no argue on the importance of sound principles of governance, ethics, and transparency to build trust, stability, and autonomy within organizations. CEOs have to champion strong corporate governance practices as they are essential for successfully navigating the permacrisis challenges.

**6. Proactive market monitoring and adaptation**  
In the face of permacrisis, CEOs must go beyond reactive strategies and proactively monitor market trends. This involves staying ahead of economic shifts, technological advancements, and consumer behaviors. By adapting swiftly to changing conditions, businesses can position themselves as agile and responsive, mitigating risks and capitalizing on emerging opportunities.

**7. Leveraging technology for operational efficiency**  
Embracing technology is paramount for operational efficiency. CEOs should invest in and leverage advanced technologies such as artificial intelligence, automation, and data analytics. These tools can optimize processes, streamline operations, and enhance decision-making, enabling organizations to navigate challenges with agility and precision.

**8. Stakeholder engagement and partnerships**  
Building strong relationships with stakeholders, including customers, suppliers, and community partners, is crucial during permacrisis. CEOs should focus on transparent communication, fostering trust, and creating collaborative partnerships. Engaging with stakeholders enhances resilience, facilitates shared problem-

solving, and contributes to the development of innovative solutions.

**9. Employee empowerment and well-being**  
Amidst permacrisis challenges, the well-being and empowerment of employees are integral. CEOs should prioritize creating a positive work environment, supporting employee mental health, and fostering a culture of innovation. Empowered and satisfied employees contribute to organizational resilience and are better equipped to navigate uncertainties with creativity and dedication.

**10. Environmental, Social, and Governance (ESG) integration**  
Incorporating ESG principles into business practices is increasingly vital. CEOs should align their organizations with sustainable and socially responsible practices. This includes addressing environmental impact, promoting social responsibility, and maintaining high governance standards. ESG integration not only aligns with global trends but also enhances the long-term sustainability and reputation of the organization.

## IN CONCLUSION

CEOs navigating the shifting economic terrain must consider the multifaceted challenges and opportunities presented. From addressing economic indicators and regional competitiveness to embracing a growth mindset and building organizational resilience, strategic imperatives guide CEOs towards sustainable growth. By integrating these considerations and imperatives into their decision-making processes, CEOs can proactively navigate the complexities of the economic landscape and position their organizations for success in an ever-evolving business environment.



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ONLY ONE WAY**

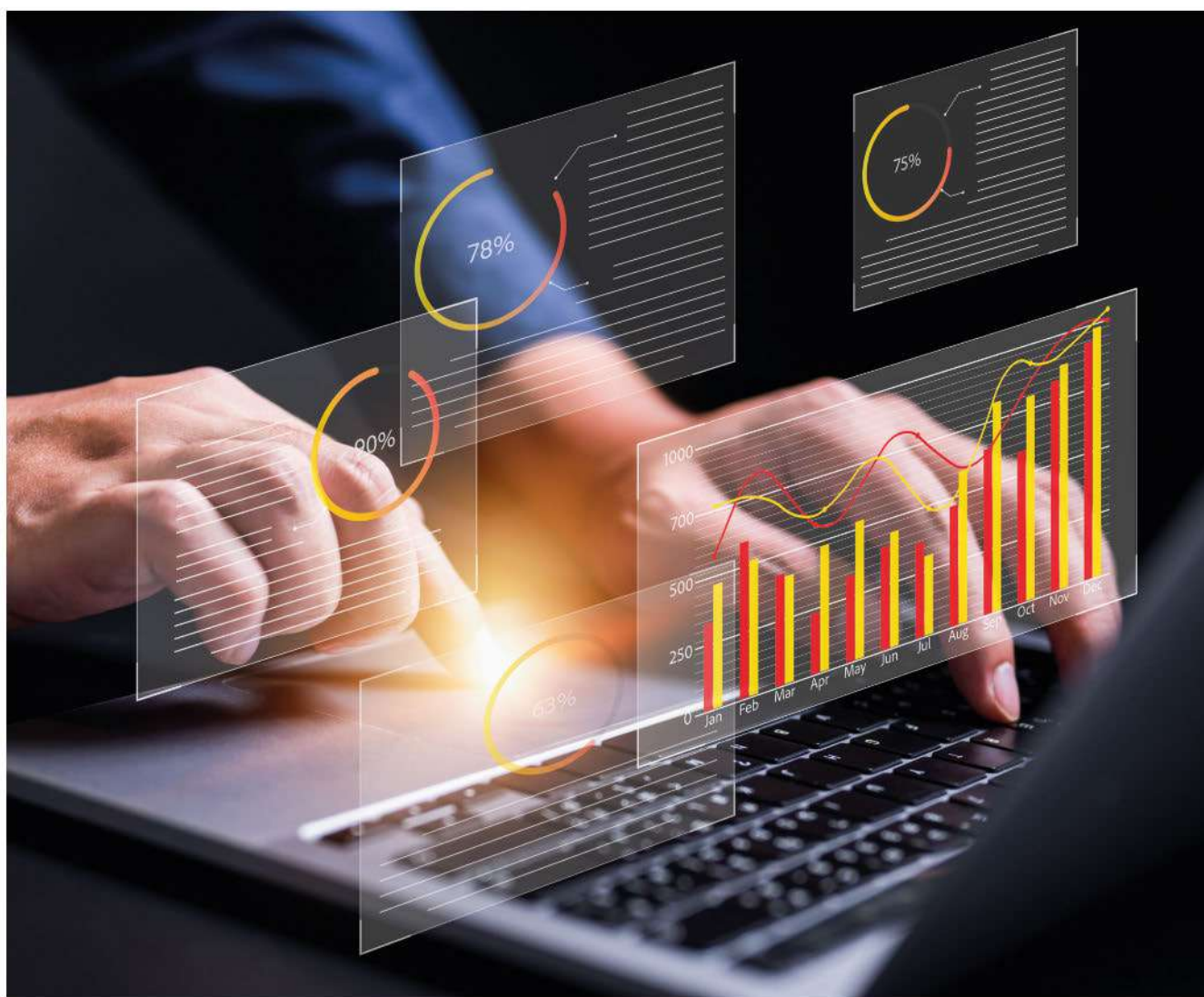
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# BANKING & FINANCE



## In this Chapter

Banking; Insurance; Leasing; Voucher Providers.

# 19%

*IS THE MARKET SHARE FOR 2022 OF  
BANCA TRANSILVANIA, FOLLOWED BY  
BANCA COMERCIALĂ ROMÂNĂ WITH  
A MARKET SHARE CLOSED TO 14%.*





## Interview

# GARANTI BBVA EMBRACES THE SYNERGY OF TECHNOLOGY AND HUMAN EXPERTISE

**MUSTAFA TIFTIKCIOĞLU**, CEO, Garanti BBVA România

**1** As Garanti BBVA celebrates 25 years in Romania, could you reflect on the journey and share key milestones that shaped the bank's strategic direction?

As we celebrate 25 years of Garanti BBVA's presence in Romania, it is indeed an excellent opportunity to reflect on our journey in the local market and the main milestones that have shaped our bank's and two FINCO's strategic direction.

Throughout this quarter-century, we have been guided by our core brand values, which continue to be the driving force behind our success. Our three fundamental values are: "We are one team", "Customer comes first", and "We think big".

First and foremost, "We are one team" signifies the strength of our collective effort. Our dedicated and skilled team members have played a crucial role in the bank's growth and development. Working together,

we have overcome challenges and achieved significant milestones.

"The customer comes first" has been at the heart of our approach. We prioritize the needs and satisfaction of our customers, tailoring our services to meet their expectations. This unwavering commitment to our customers has fostered trust and loyalty over the years.

Lastly, "We think big" encapsulates our forward-thinking and innovative mindset. We have consistently embraced new technologies, strategies, and opportunities to ensure we remain at the forefront of the banking industry. This value has allowed us to expand our offerings, adapt to changing market conditions, and provide cutting-edge solutions to our clients.

Looking back, our journey has been marked by achievements in expanding our service offerings, achieving financial milestones, and contributing to the Romanian financial



landscape. Our commitment to these core values has not only shaped our bank's strategic direction but has also solidified our position as a trusted and forward-looking financial institution.

As we continue to grow and adapt to new challenges and opportunities, our values will remain at the core of our strategy, guiding us toward a future of sustained success in Romania's dynamic financial sector.

## 2. In the face of recent economic challenges, how has Garanti BBVA demonstrated resilience, and what strategies were employed to navigate through these difficulties successfully?

Garanti BBVA has demonstrated remarkable resilience despite the challenges. We understand that adaptability and proactive strategies are essential in navigating uncertain economic conditions. To overcome these difficulties, we have implemented a multifaceted approach that combines careful market analysis, investments in team development, and a solid commitment to digitalization.

First and foremost, we have consistently conducted thorough market analysis. This includes a deep understanding of the Romanian market dynamics, its challenges, and its potential opportunities. Our ability to respond effectively to economic challenges stems from this analytical foundation. By staying ahead of market trends and identifying potential risks early on, we can proactively adjust our strategies to mitigate their impact.

Investing in our team's development has been another crucial aspect of our resilience. Our employees are not just bankers; they are financial advisors to the Romanians. We have nurtured a culture of continuous learning and skill development to ensure our team members can provide insightful and expert guidance to our customers. This investment has enabled us to offer tailored financial solutions that address the unique needs of our clients, even during challenging economic times.

Furthermore, we have placed a strong emphasis on digitalization. Our commitment to this aspect has facilitated easier processes and greater access to our financial services.

By leveraging the latest technological advancements, we have streamlined operations and enhanced our customer experience. Digitalization has enabled us to provide our clients with convenient and secure access to banking services, regardless of the economic environment.

Therefore, our resilience in the face of economic challenges is a result of our proactive market analysis, investments in team development, and our commitment to digitalization. By combining these strategies, we have not only weathered difficult times but also continued to offer reliable and innovative financial solutions to the people.

## 3. Given the rise of digital banking, how does Garanti BBVA balance traditional brick-and-mortar services with the growth of digital channels? What role do online and mobile platforms play in the bank's overall strategy?

Balancing traditional physical services with the growth of digital channels is a crucial aspect of our strategy at Garanti BBVA. We recognize that the banking landscape is evolving rapidly with the rise of digital banking, and our approach revolves around accommodating the diverse preferences of our customers.

In fact, we have noticed an apparent uptick in the preference for simple and user-friendly mobile transactions. So, we have observed that mobile transactions by Garanti BBVA customers have increased by over 23% in the first nine months of 2023 compared to the same period in 2022.

Digital channels, such as online and mobile platforms, play a central role in our overall strategy. These platforms offer convenience, accessibility, and speed, and we understand that there is a growing segment of customers who want to migrate to online and mobile options. To meet their needs, we have made substantial investments in the development of these channels, ensuring that our digital offerings are cutting-edge and user-friendly. Our customers can access a wide range of banking services from the comfort of their homes or on the go, 24/7, thanks to these digital platforms.

At the same time, we also recognize that there is another segment of customers who



*Balancing traditional physical services with the growth of digital channels is a crucial aspect of our strategy.*





*We aim to be where our customers need us, whether that's in the digital space or through traditional channels.*

prefer a more traditional, in-person approach. They want to visit a branch, speak with a consultant, or have a conversation with a specialist over the phone. We highly value this segment and understand that their financial needs may require a personal touch. As such, we will maintain our physical branch network and constantly train our staff to offer expert guidance and assistance to those who prefer face-to-face interaction.

Our approach is all about providing choice and flexibility to our customers. We aim to be where our customers need us, whether that is in the digital space or through traditional channels.

**4. How does Garanti BBVA ensure a customer-centric approach, and what measures are in place to continuously understand and meet the evolving needs of retail, SME, and corporate clients?**

Garanti BBVA is committed to a customer-centric approach, which is a fundamental pillar of our strategy, as I mentioned before. We continuously seek to understand and meet the evolving needs of our retail, SME, and corporate customers. We actively engage with our customers, seeking their input and feedback. Their insights are invaluable, and we swiftly implement their suggestions to ensure our product and service portfolio align as closely as possible with their needs.

Our dedication to responsiveness and customer feedback helps us remain agile and adapt to our customers' changing requirements effectively.

**5. Could you highlight some of Garanti BBVA's flagship products or services that have been particularly successful in the Romanian market and contributed significantly to the bank's growth?**

I tend to say that all Garanti BBVA products are of interest to our customers. And from last year's and this year's results, we can see that we are registering growth both on the credit and loan side. But if I were to make a top of the most desired financial products, I would say that personal loans are in the first place.

Personal need loans have gained significant popularity among Garanti BBVA's customers, primarily due to their adaptability and

accessibility. This financing option caters to a broad spectrum of requirements, ranging from small indulgences to fulfilling postponed aspirations. In this category, the GPL personal need loan stands out as a versatile financial tool, offering flexibility in terms of loan amount and repayment duration.

Romanian consumers are increasingly turning to these loans to meet diverse financial needs, including home improvement projects, dream vacations, and vehicle upgrades, without depleting their savings.

Additionally, these loans serve as a lifeline for those with deferred dreams and ambitions, empowering them to launch home-based businesses, pursue further education, or embark on long-awaited home renovation projects.

**6. Garanti BBVA has achieved notable brand recognition. What strategies were employed to build such strong market visibility, and how does the bank differentiate itself in a competitive landscape?**

Garanti BBVA's strong brand recognition results from a combination of key strategies. We prioritize open and transparent communication with the press, addressing all topics that foster trust. Our early adoption of social media, as the first Romanian bank on Facebook, has expanded our online presence and audience engagement. We currently have around 400,000 loyal followers on Facebook and are present on all other social networks, with a constant active presence.

Additionally, we have consistently invested in promoting our financial products, reinforcing our commitment to customer-centric solutions.

These strategies have set us apart in a competitive landscape, solidifying our reputation as a trustworthy and innovative financial institution over our 25 years in Romania.

**7. Sustainability is a key focus for Garanti BBVA. How does the bank integrate sustainability into its business strategy, and what specific initiatives contribute to environmental and social responsibility?**



At Garanti BBVA, we firmly believe in the significance of embracing responsibility for sustainability and aligning our core activities with the long-term well-being of our customers, communities, and the environment.

I hold a firm conviction that sustainability in banking transcends mere symbolic gestures. Therefore, within our group, we are dedicated to integrating sustainability into various facets of our operations. For instance, we actively support environmentally friendly projects and companies committed to responsible business practices.

This extends beyond financial backing; it entails ensuring that the projects we endorse are in harmony with sustainability objectives. Furthermore, we advocate for positive change and actively support regulatory reforms that promote sustainability, thereby exerting a positive influence on the broader industry. I am aware that sustainability can drive innovation, whether through the development of eco-friendly financial products or investments in sustainable technologies, positioning banks at the forefront of positive change.

In essence, discussions about sustainability in banking are not confined to mere rhetoric; they translate into tangible actions. It's about forging a more sustainable future, and as a bank, Garanti BBVA is resolute in fulfilling its role. The extent of sustainability's impact knows no bounds; it represents a direction, and we are committed to pushing the boundaries to effect meaningful change.

Currently, we take pride in noting that a substantial portion of Garanti BBVA's workforce consists of long-serving employees who have evolved alongside us for 10, 15 or 25 years, providing invaluable industry expertise.

**9. Leadership plays a crucial role, especially in times of volatility. How do you view the importance of transformational leadership in driving the bank through complex and unpredictable economic landscapes?**

Transformational leadership is paramount during times of volatility. It not only navigates the bank through complex and unpredictable economic terrains but also propels us towards innovation and adaptability.

This leadership style inspires our team to embrace change, fosters a culture of continuous improvement, and encourages forward-thinking strategies. It is instrumental in fostering resilience, enabling us to respond agilely to evolving market dynamics.

In essence, I believe that transformational leadership is the cornerstone of our ability to thrive amid uncertainty, promoting stability, growth, and a sustainable future for our bank.

**10. Looking ahead, what are the key strategic priorities for Garanti BBVA in terms of future growth and expansion, and how does the bank plan to capitalize on emerging opportunities in the Romanian market?**

The past years have been a remarkable period for the Garanti BBVA Group, marked by significant accomplishments that underscore our unwavering commitment to excellence, customer dedication, and the Romanian business environment. In 2023, the year that marks our 25<sup>th</sup> anniversary in the market, we remain steadfast in our mission to create opportunities for our customers.

Our plans for the future are ambitious, with a particular emphasis on the transformation of core banking and a continued push for digitalization. We are embarking on an ambitious project to overhaul our banking infrastructure entirely



*Our early adoption of social media, as the first Romanian bank on Facebook, has expanded our online presence and audience engagement.*

**8. In an era where banking is increasingly intertwined with technology and the role of a banker has evolved significantly, how does Garanti BBVA approach employer branding to attract top talent?**

In Garanti BBVA, we are privileged to enjoy a robust standing in the industry, consistently drawing highly qualified candidates to our job openings.

To secure a perpetual stream of capable professionals, we make substantial investments in training and development, arming our team with the requisite knowledge and skills to thrive. Significantly, we uphold a low turnover rate, indicative of our employees' loyalty and job contentment.





*Our three fundamental values are: "We are one team," "Customer comes first," and "We think big".*

to provide our customers with enhanced digital products and services.

In parallel with this transformational endeavor, we will persist in diversifying our product portfolio, including loans, deposits, and other offerings, focusing on sustainable and advantageous options for individuals and businesses.

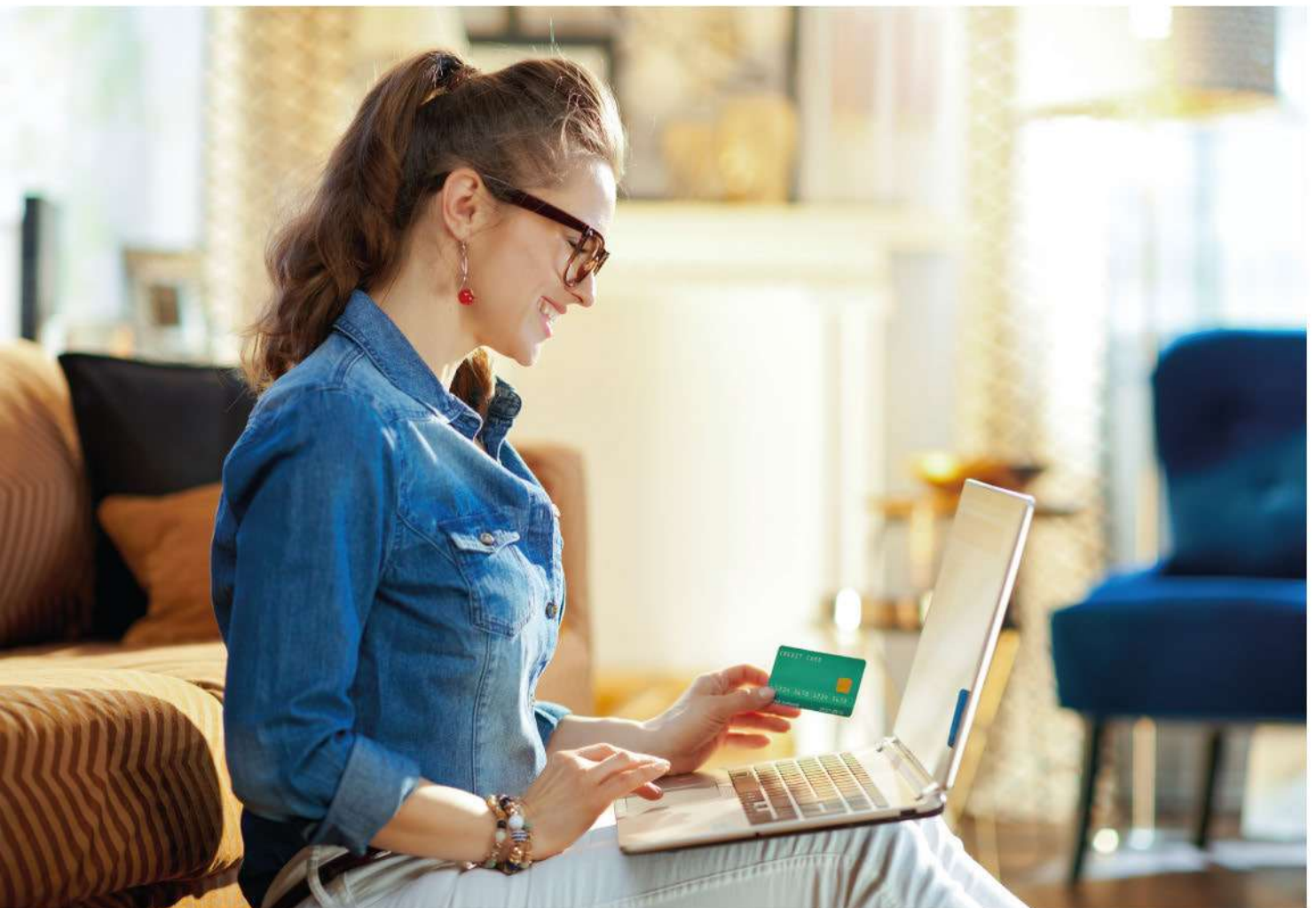
Our commitment to developing the banking expertise of our colleagues remains unwavering, ensuring they continue to provide personalized and practical solutions to our customers.

Moreover, Garanti BBVA has firmly established sustainability as one of our five strategic priorities since 2020. This reflects our role as a significant contributor to

inclusive, environmentally responsible economic and social development. ESG factors are at the core of our growth strategy, making us a key player in the transition towards a greener economy.

As a bank, we not only provide financial support for a sustainable economy but also share our knowledge, foster collaborations with external stakeholders, and leverage our influence to raise awareness and drive results in advancing sustainable development.

In short, looking ahead, we are committed to building upon these achievements in the years to come as we adapt and expand in response to the evolving needs of our stakeholders.









## Interview

# FINANCIAL STABILITY AND CONFIDENCE FROM CUSTOMERS AND CAPITAL MARKETS ARE OUR KEY ASSETS

**MIRCEA BUSUIOCEANU**, Vice-President, Chief Risk Officer, Raiffeisen Bank România

**1. How do you characterize the banking year 2023 compared to what you expected last year, and what are your expectations for 2024?**

The evolution has been generally in line with expectations, and the banking sector is characterized by accelerated digitalization and technological investments, consolidation activities, maturity and resilience despite rising uncertainties due to the geopolitical context.

As for our recent performance, we ended the first nine months of the year with excellent results, with growing lending activity across all our business segments, and we believe we will maintain our strong position through the end of the year, continuing our strong focus on financing the real economy and ensuring competitive interest rates for our customers' savings. At the same time, we benefit from solid financial stability: this year, Moody's reaffirmed our senior unsecured debt and

deposit ratings at Baa1 with a stable outlook, two notches above Romania's sovereign rating. Moody's also upgraded our senior non-preferred debt rating by one notch from Baa3 to Baa2. Nevertheless, we enjoy the confidence of investors in the international capital market. At the beginning of October, Raiffeisen Bank Romania successfully launched its first Eurobond issue on the international capital market for a total amount of Eur 300 million. The funds raised will be used to strengthen our capacity to finance SMEs in less developed areas of the country, projects supporting the transition to a green economy, and to improve access to health services, education, and infrastructure.

Next year, our focus is on maintaining the strength of our financial performance while pursuing our long-term goal of becoming our customers' most trusted partner on key issues such as financial planning, the transition to sustainable business and the circular economy.



**2. Our readers were able to comprehend the information from the media that Raiffeisen Bank has set three strategic goals bank for 2023: the best financial planning services, complete digital services for clients, and the best work environment for our employees. How will these goals help navigate the current context?**

When it comes to our clients, we have two important strategic directions. On the one hand, we want to make their lives easier with the digital solutions we provide, and on the other hand, we want to do everything we can to improve their financial situation with the advice of our experts.

Specifically, our digital specialists develop and launch new functionalities that make it faster and easier for clients to access the bank's services and products – our easy banking approach.

In parallel, our experts focus on excellence in financial planning, helping clients to define and achieve their personal financial goals and ensuring that their financial needs are covered by the best solutions.

In relation to our colleagues, the quality of the work environment is a core element in achieving any strategic business objective or direction. We strive to improve both the job content of each role so to make it attractive and challenging to stimulate professional development and the tools we provide to colleagues including AI-powered ones.

The fact is that in 2023, as in the past, we continued to invest in attracting and retaining talented people and developing the bank's digital capabilities while promoting innovation and being a frontrunner in AI adoption.

**3. How do you see the ESG topic medium-term? What's the role of banks in the sustainable transition?**

This is going to be a very ample subject. Talking only about the E component, we believe that in the coming period, the challenge is for companies to continue to grow while reducing their environmental impact.

In the transition to a sustainable economy,

progress will be measured not only in terms of value added but also in terms of reducing the negative impact on the planet and communities by reducing resource consumption and various types of emissions throughout the value chain, from the company's own emissions to those of energy suppliers, as well as emissions in the supply or distribution chains.

We believe in the positive domino effect of supporting sustainable business and entrepreneurship. Where a thriving, sustainable business develops, the whole community, the value chain, and the citizens of the community become more prosperous and closer to the principles of a sustainable lifestyle.

The role of banks in this endeavour is to steer their portfolios to support the development of a sustainable economy. Practically, companies will necessarily go through an ESG rating on top of the regular credit rating, and depending on the score received from, credit conditions will be different.

**4. What are the advantages for companies that choose sustainable financing?**

The benefits are many. First, the business becomes less risky from an operational standpoint in terms of securing resources – energy, raw materials and materials. Second, it becomes more attractive to employees – the employer brand is stronger, and you have a competitive advantage with customers and suppliers. Then, there are financial benefits – if you take responsibility for managing natural capital, there are savings to be made.

Last but not least, companies with a clear sustainability plan will also have an advantage in terms of insurance costs and financing.

Specifically, in terms of financing, at Raiffeisen Bank Romania, companies with green projects have lower financing costs.

Year after year, we are making significant progress in financing a sustainable economy. In the last two years, we have issued green bonds, which we will use to provide loans with a green component. We already have a portfolio of more than Eur 500 million in green loans, having added Eur 150-200



*Where a thriving, sustainable business develops, the whole community become more prosperous.*





*Our focus is on maintaining the strength of our financial performance while pursuing our long-term goal of becoming our customers' most trusted partner on key issues such as financial planning, the transition to sustainable business and the circular economy.*

million in the last year alone, and our goal is to have 30% of our portfolio in green loans within the next three years.

**5. Not just in Romania but worldwide, we are looking at a very uncertain future. What does this mean for you as a leader?**

Developments in recent years have shown us that uncertainty is the most important certainty. We have trained our resilience muscle and learned to see every challenge as an opportunity.

**6. Digitalization is the new mantra in retail banking. What makes your strategy unique, and how will Romanian clients benefit from your strategy?**

In recent years, the pace of digitalization in banking has taken important steps, and it is natural, at least for efficiency reasons, to continue automating processes and migrating to the digital environment, especially simple interactions, which customers prefer to do from home on their phone, saving time and effort to go to the bank.

However, human interaction will continue to play an important role in financial services and as a key element of trust when it comes to complex needs such as a mortgage or a more complex financial plan. When faced with an important decision for their future, people still feel the need to talk to a banking professional to make sure they understand the pros and cons of the alternatives available to them, that they are not missing any details, and that their final decision is informed and best suited to their financial profile, needs and goals.

What we have done recently and what makes our offering unique is that we have moved agency activities from the operational/transactional space (which can easily move to digital) to the advisory area, where the added value that a good financial partner can create for the client is maximized. We want our colleagues to be the best financial partner for our clients and to spend more time on value-added interactions with customers, providing them with information on the bank's digital services, as well as lending, savings and all things financial plans.

**7. Looking forward to 2024, what future-ready initiatives is Raiffeisen Bank planning to undertake to stay ahead in the rapidly evolving financial and technological landscape? How do you see the competition in the banking sector, and what does competition bring for the clients?**

We continue our path to innovation and digitalization while being mindful of the new risks associated with it. We want to use data analytics and artificial intelligence to provide personalized services and offer our customers an experience of the highest standards, whether talking about their interaction with the digital environment via mobile or online or their direct interaction with our colleagues supported by technological innovation.

**8. What will the banking of the future look like?**

It is clear that banking in the future will be even more digital than it is today. The contribution of the banking system to the real economy will be higher, and the level of financial intermediation will increase. From a human resources perspective, I think the industry will grow a lot in terms of the level of specialization and productivity.

One aspect that I believe will continue to improve is the customer perception of the banking system. Things are going in a good direction as the level of financial education increases, and the contribution of the banking system to the progress of society will become more and more visible and appreciated. As a bank, we understand the profound impact financial education programs can have on individuals, communities, and the financial environment at large. Thus, through our initiatives, we aim to provide people with the knowledge and skills to make informed financial decisions and equip them with the necessary tools for navigating the complex financial world. To name just two of our financial education initiatives, I would point to Money Chat, our financial education podcast, now streaming its third season, and the partnership we have with Junior Achievement Romania. For 13 years, Raiffeisen Bank, together with Junior Achievement Romania, has been offering financial education courses for primary and high school students, with lessons tailored to the age of the students.







## Interview

# UP ROMÂNIA: 20 YEARS OF COMMITMENT TO PEOPLE AND BUSINESSES

**ELENA PAP**, Regional Director - România, Moldova, Bulgaria, Greece, Up Coop

**1.** Can you provide an overview of Up Romania and its journey over the past 20 years in Romania? What sets Up Romania apart from other players in the service ticket market?

The story of Up Romania began in 2002, a time when benefits were just starting to emerge. We were pioneers and contributed to educating companies and individuals. Today, 20 years later, we talk about digitalization, flexible benefit platforms, and their adaptation to the needs of employees. It has been and continues to be a journey that we enjoy and undertake together with the people at Up, and we learn new things every day over these 20 years. Perhaps the most important lesson is that only together can we respond to challenges and find joy in our achievements.

Up Romania is a company that focuses most on people and their needs when it comes to clients, partners, and employees,

and that's what sets us apart. We understand that appreciation and authenticity are fundamental ingredients in any relationship, especially in business relationships.

**2.** What products, tools and services Up Romania offers its clients? How has the product portfolio evolved over the years to meet the changing needs of client companies?

A few years ago, we were talking about paper vouchers, but today, we discuss cards and advanced digital infrastructure, including electronic payment tools and applications. The portfolio is stable and now includes the four products (Up Dejun, Up Vacanță, Up Cadou, and Up Cultură) and the star of the portfolio, the Up MultiBeneficii platform. This platform caters to the recent needs of employers, allowing them to allocate a budget to each employee, who can then choose the benefits that suit them. Needs change, and so



do benefits, and the solutions we offer come in this context of agility and frequent benefit updates.

### **3. With over 20,000 client companies, how does Up Romania tailor its offerings to cater to the diverse needs of its clients?**

We understand that each of us is different, just like our needs, and adaptation is the key to evolving our relationships. We offer customization based on clients' needs. For example, the Up MultiBeneficii platform has special functionalities for certain clients because we constantly aim to adapt to specific requests.

### **4. Can you share some success stories or examples of how Up Romania's services have positively impacted client companies?**

Our products bring well-being to people, and every card on the market positively impacts society and our clients' lives. We love to surprise our clients with the different things we do, the events we organize, and the value of the information we share with them. We firmly believe that success stories are written with the "pen" of the quality of the services you provide.

### **5. How do you see the service ticket market evolving in the coming years, and what role does Up Romania aim to play in those changes? Are there any emerging trends or technologies in the industry that Up Romania is leveraging?**

As studies show, 9 out of 10\* employees desire flexibility regarding fringe benefits. That's why we support and respond to this demand with our Up MultiBeneficii platform. We achieve this by offering employees the freedom to choose their own benefits and employers the freedom to manage the budgets they allocate. We are also preparing innovations in our benefits market, focusing on technology and digitalization.

### **6. Up Romania offers a range of social vouchers. How does the company contribute to social and community development through these initiatives?**

We invest a lot in the development of communities in Romania and always strive to find the best solutions for people from less developed backgrounds. We have a dedicated social projects team, and we are proud to say that we have covered a wide range of needs through these projects, contributing to improving living conditions, education, and the well-being of people, all of which are embedded in our DNA.

### **7. Can you share any specific social impact projects or collaborations that Up Romania is currently involved in?**

We have been involved in social causes for many years, planting trees as a team and volunteering as a team, and we should mention our 8-year partnership with Hospice, during which we engaged Up employees in supporting the association's causes. Last year, we even involved our clients in our efforts. We organized an impressive event where we invited colleagues, clients, and partners to a private screening of "The Tree of Wishes," an initiative that was awarded at the CSR Awards Gala for team involvement.

We are engaged in education, both through our actions and the partnerships we choose. We are partners with the Association for Values in Education (AVE), and we are involved in supporting inspirational individuals who contribute to shaping the personalities of young people.

### **8. What are the key challenges that Up Romania faces in the current business landscape, and how does the company navigate them? Are there specific opportunities or growth areas that Up Romania is looking to capitalize on?**

The environment in which we operate is constantly evolving and growing. We adapt to changes and learn at an accelerated pace how to overcome challenges, learn from them, and put them into practice. Macroeconomic movements impact us, and changes in the business environment affect us as well. We seek to find opportunities in every challenge, developing new niches and directions that ensure stability and growth.



*The growth of a company is primarily based on the growth of its people, and contributing to an individual's development is based on a set of values.*



**9. Employee development and well-being are integral aspects of a thriving workplace. How does Up Romania prioritize and foster its workforce's professional development and overall well-being? Additionally, in what ways do these initiatives contribute to the company's overall success and employee satisfaction?**

We continuously invest in the growth of our people and believe that we contribute to the development and well-being of our colleagues. At Up Romania, we invest in training our colleagues through courses, participation in events, and even exchanging experiences with colleagues from other countries. We love to learn, so we have internal innovation programs in which colleagues get involved and help develop our products and services.

Because we want to scale our focus on people, this year we launched a bold campaign, #RedefinimMunca (Redefining Work) – a manifesto for change, in which we aim to change how employers and employees perceive work, educate, and contribute to the consolidation of strong organizational cultures. The market and industry experts have already recognised our initiative, earning two awards at the Employer Branding Awards.

**10. How does Up Romania incorporate technology and innovation into its products and services? Are there any recent technological advancements or innovations that Up Romania has embraced?**

We have placed a strong focus on innovation and technology, both in Romania and in the other countries we operate in. We support change and adapt to it, with most changes occurring in the technological field. While there is increasing talk of technology replacing human work, I believe it will

replace only repetitive tasks, allowing people to focus more on creativity, authenticity, and giving meaning. At Up, we already have several technology-related projects, including the Victor chatbot, a virtual exhibition in partnership with Sorin Onișor, content created with the help of technology, and ongoing studies. The list will continue to grow because we have a long list of projects in development.

**11. Can you provide insights into Up Romania's plans and strategic initiatives? Are there new products or services on the horizon that Up Romania is excited about?**

We are pleased to see that flexibility is so important today, which is why we will continue to develop the Up MultiBeneficii platform, both in terms of functionalities and user experience. At the same time, we will continue our journey to Redefine Work in Romania, believing that we are agents of change in the industry in which we operate through everything we do.

**12. In a rapidly evolving business landscape, the role of leadership is crucial. How do you embrace transformational leadership, and in your view, how does this leadership style contribute to securing sustainable growth for the company in both the short and long term?**

A company's growth is primarily based on the growth of its people, and contributing to an individual's development is based on a set of values. Over the more than 20 years spent with the people at Up, we have developed common values, such as responsibility, authenticity, and passion for what we do. Because when the people around you see an example in the company's leader, they will be more performant and motivated.



## BANKING

RANK	COMPANY NAME	TOTAL ASSETS 2022 (RON)	MARKET SHARE (%)	PROFIT/LOSS 2022 (RON)	CONTACT
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### PEERS MORE THAN 6% MARKET SHARE

1	BANCA TRANSILVANIA SA	133,968,200,000	19.11%	2,177,998,978	CLUJ-NAPOCA, CLUJ
2	BANCA COMERCIALA ROMANA SA	97,756,200,000	13.95%	1,830,015,908	BUCURESTI, SECTORUL 6
3	BRD - GROUPE SOCIETE GENERALE SA	71,523,000,000	10.20%	1,285,937,894	BUCURESTI, SECTORUL 1
4	ING BANK N.V. AMSTERDAM SUCURSALA BUCURESTI	63,073,900,000	9.00%	1,249,600,065	BUCURESTI, SECTORUL 1
5	RAIFFEISEN BANK SA	62,012,800,000	8.85%	1,234,695,416	BUCURESTI, SECTORUL 1
6	CEC BANK SA	61,884,900,000	8.83%	424,325,972	BUCURESTI, SECTORUL 3
7	UNICREDIT BANK SA	60,444,100,000	8.62%	879,240,139	BUCURESTI, SECTORUL 1

### PEERS BETWEEN 1% AND 6% MARKET SHARE

8	EXIM BANCA ROMANEASCA SA	22,961,600,000	3.27%	43,223,094	BUCURESTI, SECTORUL 1
9	ALPHA BANK ROMANIA SA	21,130,900,000	3.01%	128,937,560	BUCURESTI, SECTORUL 1
10	OTP BANK ROMANIA SA	19,887,600,000	2.84%	68,938,665	BUCURESTI, SECTORUL 1
11	CITIBANK EUROPE PLC, DUBLIN - SUCURSALA ROMANIA	14,363,900,000	2.05%	349,842,162	BUCURESTI, SECTORUL 1
12	GARANTI BANK SA	13,354,400,000	1.91%	198,364,704	BUCURESTI, SECTORUL 2
13	LIBRA INTERNET BANK SA	9,717,100,000	1.39%	238,176,779	BUCURESTI, SECTORUL 3
14	VISTA BANK (ROMANIA) SA	8,109,400,000	1.16%	23,835,846	BUCURESTI, SECTORUL 1
15	FIRST BANK SA	7,733,400,000	1.10%	58,053,981	BUCURESTI, SECTORUL 1
16	BANCA COMERCIALA INTESA SANPAOLO ROMANIA SA	7,671,400,000	1.09%	30,830,432	BUCURESTI, SECTORUL 1

### PEERS LESS THAN 1% MARKET SHARE

17	PATRIA BANK SA	4,157,200,000	0.59%	20,247,092	BUCURESTI, SECTORUL 2
18	CREDIT EUROPE BANK (ROMANIA) SA	4,009,000,000	0.57%	34,534,763	BUCURESTI, SECTORUL 6
19	BNP PARIBAS SA PARIS SUCURSALA BUCURESTI	3,438,200,000	0.49%	22,622,494	BUCURESTI, SECTORUL 2
20	PROCREDIT BANK SA	2,593,900,000	0.37%	13,234,962	BUCURESTI, SECTORUL 1
21	IDEA BANK SA	2,295,200,000	0.33%	-14,104,718	BUCURESTI, SECTORUL 2
22	TBI BANK EAD SOFIA - SUCURSALA BUCURESTI	2,014,000,000	0.29%	48,225,637	BUCURESTI, SECTORUL 1
23	BNP PARIBAS PERSONAL FINANCE SA PARIS SUCURSALA BUCURESTI	1,595,200,000	0.23%	14,188,301	BUCURESTI, SECTORUL 2
24	BANCA CENTRALA COOPERATISTA CREDITCOOP	1,597,200,000	0.23%	2,417,847	BUCURESTI, SECTORUL 6
25	TECHVENTURES BANK SA	869,500,000	0.12%	-17,202,684	BUCURESTI, SECTORUL 1
26	BCR BANCA PENTRU LOCUINTE SA	729,300,000	0.10%	-212,960,663	BUCURESTI, SECTORUL 6
27	BANQUE BANORIENT FRANCE SA SUCURSALA ROMANIA	658,900,000	0.09%	4,685,467	BUCURESTI, SECTORUL 3
28	PORSCHE BANK ROMANIA SA	485,800,000	0.07%	21,466,980	VOLUNTARI, ILFOV
29	ALIOR BANK SA VARSOVIA-SUCURSALA BUCURESTI	491,200,000	0.07%	-48,035,826	BUCURESTI, SECTORUL 1
30	BANCA ROMANA DE CREDITE SI INVESTITII SA	310,900,000	0.04%	-16,811,888	BUCURESTI, SECTORUL 1
31	AEDIFICIUM BANCA PENTRU LOCUINTE SA	107,500,000	0.02%	-15,279,718	BUCURESTI, SECTORUL 1
32	BANK OF CHINA (CENTRAL AND EASTERN EUROPE) LIMITED SUCURSALA BUCURESTI	63,000,000	0.01%	-10,364,191	BUCURESTI, SECTORUL 1

Source: BNR, ONRC



## GENERAL INSURANCE & LIFE INSURANCE

RANK	COMPANY NAME	TOTAL GROSS PREMIUM WRITTEN 2022 (RON)	LIFE INSURANCE GROSS PREMIUM WRITTEN 2022 (RON)	GENERAL INSURANCE GROSS PREMIUM WRITTEN 2022 (RON)	NO OF EMPLOYEES 2022	CONTACT
1	ALLIANZ - TIRIAC ASIGURARI SA	163,938,393	7,733,438	156,204,955	957	BUCURESTI, SECTORUL 1
2	GROUPAMA ASIGURARI SA	107,666,407	-1,662,999	109,329,406	1,374	BUCURESTI, SECTORUL 1
3	NN ASIGURARI DE VIATA SA	101,793,484	101,793,484		372	BUCURESTI, SECTORUL 5
4	OMNIASIG VIENNA INSURANCE GROUP SA	82,937,765		82,937,765	1,113	BUCURESTI, SECTORUL 1
5	BCR ASIGURARI DE VIATA VIENNA INSURANCE GROUP SA	48,231,034	48,231,034		72	BUCURESTI, SECTORUL 1
6	POOLUL DE ASIGURARE IMPOTRIVA DEZASTRELOR NATURALE SA	47,641,022		47,641,022	41	BUCURESTI, SECTORUL 1
7	GENERALI ROMANIA ASIGURARE REASIGURARE SA	28,660,129	532,449	28,127,680	359	BUCURESTI, SECTORUL 1
8	GRAWE ROMANIA ASIGURARE SA	24,322,376	702,030	23,620,346	245	BUCURESTI, SECTORUL 3
9	BRD ASIGURARI DE VIATA SA	16,200,530	16,200,530		143	BUCURESTI, SECTORUL 1
10	UNIQA ASIGURARI SA	13,413,615		13,413,615	634	BUCURESTI, SECTORUL 1
11	ASIGURAREA ROMANEASCA - ASIROM VIENNA INSURANCE GROUP SA	6,983,306	-1,427,001	8,410,307	666	BUCURESTI, SECTORUL 2
12	SIGNAL IDUNA ASIGURARE REASIGURARE SA	-8,437,175	-8,437,175		184	BUCURESTI, SECTORUL 2

Source: ASF, Ministerul Finantelor Publice, ONRC

## GENERAL INSURANCE MARKET SHARE

RANK	COMPANY NAME	MARKET SHARE (%)
1	GROUPAMA ASIGURARI SA	21.04%
2	ALLIANZ - TIRIAC ASIGURARI SA	18.79%
3	OMNIASIG VIENNA INSURANCE GROUP SA	15.29%
4	ASIGURAREA ROMANEASCA - ASIROM VIENNA INSURANCE GROUP SA	7.59%
5	GENERALI ROMANIA ASIGURARE REASIGURARE SA	5.72%
6	GRAWE ROMANIA ASIGURARE SA	3.50%
7	UNIQA ASIGURARI SA	2.76%
8	POOL - UL DE ASIGURARE IMPOTRIVA DEZASTRELOR NATURALE SA	1.28%
9	ONIX ASIGURARI SA	0.99%

Source: ASF, Ministerul Finantelor Publice, ONRC

## LIFE INSURANCE MARKET SHARE

RANK	COMPANY NAME	MARKET SHARE (%)
1	NN ASIGURARI DE VIATA SA	36.64%
2	BCR ASIGURARI DE VIATA VIENNA INSURANCE GROUP SA	17.37%
3	ALLIANZ - TIRIAC ASIGURARI SA	10.38%
4	BRD ASIGURARI DE VIATA SA	8.79%
5	SIGNAL IDUNA ASIGURARE REASIGURARE SA	7.74%
6	UNIQA ASIGURARI SA	5.82%
7	GENERALI ROMANIA ASIGURARE REASIGURARE SA	4.29%
8	ASIGURAREA ROMANEASCA - ASIROM VIENNA INSURANCE GROUP SA	3.63%
9	GROUPAMA ASIGURARI SA	2.17%
10	GRAWE ROMANIA ASIGURARE SA	1.94%

Source: ASF, Ministerul Finantelor Publice, ONRC



## GENERAL INSURANCE & LIFE INSURANCE MARKET SHARE

RANK	COMPANY NAME	MARKET SHARE (%)
1	GROUPAMA ASIGURARI SA	18,02%
2	ALLIANZ - TIRIAC ASIGURARI SA	17,44%
3	OMNIASIG VIENNA INSURANCE GROUP SA	12,84%
4	ASIGURAREA ROMANEASCA - ASIROM VIENNA INSURANCE GROUP SA	6,95%
5	NN ASIGURARI DE VIATA SA	5,88%
6	GENERALI ROMANIA ASIGURARE REASIGURARE SA	5,49%
7	GRAWE ROMANIA ASIGURARE SA	3,25%
8	BCR ASIGURARI DE VIATA VIENNA INSURANCE GROUP SA	2,79%
9	UNIQA ASIGURARI SA	2,32%

Source: Ministerul Finantelor Publice

## INSURANCE BROKERS

RANK	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION (%)	PROFIT /LOSS 2022 (RON)	CONTACT
1	SAFETY BROKER DE ASIGURARE SA	166,138,682	149,928,435	10.81%	8,643,276	BUCURESTI, SECTORUL 6
2	DESTINE BROKER DE ASIGURARE-REASIGURARE SRL	139,032,763	113,938,051	22.02%	4,965,951	PRAHOVA, PLOIESTI
3	INTER BROKER DE ASIGURARE SRL	129,996,814	102,223,486	27.17%	1,885,132	BIHOR, ORADEA
4	TRANSILVANIA BROKER DE ASIGURARE SA	129,892,569	98,905,785	31.33%	11,529,337	BISTRITA-NASAUD, BISTRITA
5	MARSH BROKER DE ASIGURARE-REASIGURARE SRL	113,726,194	88,640,465	28.30%	18,894,935	BUCURESTI, SECTORUL 1
6	AMSTERDAM BROKER DE ASIGURARE SRL	90,241,668	81,713,037	10.44%	69,620,531	BUCURESTI, SECTORUL 1
7	DAW MANAGEMENT-BROKER DE ASIGURARE SRL	82,972,683	75,762,626	9.52%	1,427,392	CONSTANTA, CONSTANTA
8	CAMPION BROKER DE ASIGURARE SI REASIGURARE SRL	81,862,491	68,570,062	19.39%	9,608,378	PRAHOVA, PLOIESTI
9	OVB ALLFINANZ ROMANIA BROKER DE ASIGURARE SRL	77,159,751	54,144,797	42.51%	8,961,948	CLUJ, CLUJ-NAPOCA
10	UNICREDIT INSURANCE BROKER SRL	53,659,897	50,476,588	6.31%	23,677,633	BUCURESTI, SECTORUL 1
11	MILLENIUM INSURANCE BROKER (MIB) BROKER DE ASIGURARE-REASIGURARE SA	49,036,603	38,496,371	27.38%	2,516,847	BUCURESTI, SECTORUL 5
12	PORSCHE BROKER DE ASIGURARE SRL	41,739,409	42,663,795	-2.17%	26,550,756	ILFOV, VOLUNTARI
13	RENOMIA - SRBA INSURANCE BROKER SRL	32,997,429	24,513,053	34.61%	2,688,189	BUCURESTI, SECTORUL 3
14	GRECO ROMANIA GMBH VIENA SUCURSALA BUCURESTI	29,423,820	25,194,969	16.78%	3,711,958	BUCURESTI, SECTORUL 3
15	MAXYGO BROKER DE ASIGURARE SRL	27,862,260	23,997,205	16.11%	751,648	PRAHOVA, PLOIESTI
16	EXA BROKER DE ASIGURARE SRL	27,755,766	19,491,557	42.40%	2,025,463	BIHOR, ORADEA
17	GLOBASIG BROKER DE ASIGURARE-REASIGURARE SRL	27,499,173	21,934,238	25.37%	4,000,707	BUCURESTI, SECTORUL 2
18	RCI BROKER DE ASIGURARE SRL	26,847,910	25,717,183	4.40%	17,256,013	BUCURESTI, SECTORUL 6
19	OTTO BROKER DE ASIGURARE SRL	25,497,774	19,747,354	29.12%	1,302,430	BUCURESTI, SECTORUL 2
20	TRUST BROKERS - BROKER DE ASIGURARE SRL	24,697,933	21,781,891	13.39%	1,846,664	BUCURESTI, SECTORUL 1
21	ASIGEST BROKER DE ASIGURARE - REASIGURARE SA	24,494,431	21,532,104	13.76%	1,459,232	BUCURESTI, SECTORUL 1
22	AON ROMANIA BROKER DE ASIGURARE-REASIGURARE SRL	23,573,181	22,896,326	2.96%	2,812,850	BUCURESTI, SECTORUL 1
23	PROFESSIONAL BROKER DE ASIGURARE SRL	18,529,523	19,373,892	-4.36%	488,216	SIBIU, SIBIU
24	IDEA BROKER DE ASIGURARE SRL	17,994,412	16,805,983	7.07%	7,507,045	BUCURESTI, SECTORUL 1
25	QUARTZ-ASIG BROKER DE ASIGURARE SRL	16,508,433	12,281,742	34.41%	2,327,538	ARAD, ARAD
26	DOMAS INSURANCE BROKER DE ASIGURARE SRL	15,553,450	12,330,350	26.14%	366,112	BUCURESTI, SECTORUL 3
27	MERCEDES-BENZ INSURANCE BROKER SRL	15,419,621	15,950,189	-3.33%	9,230,242	ILFOV, VOLUNTARI
28	ASICONS BROKER DE ASIGURARE SRL	15,337,724	13,651,656	12.35%	222,996	CLUJ, CLUJ-NAPOCA
29	CONSULTANT A.A.-BROKER DE ASIGURARE - REASIGURARE SRL	14,199,258	11,802,856	20.30%	635,276	BUCURESTI, SECTORUL 1
30	STAR BROKER DE ASIGURARE SRL	14,143,605	12,907,854	9.57%	1,365,640	SIBIU, SIBIU

Source: Ministerul Finantelor Publice



## FINANCIAL LEASING

RANK	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION (%)	PROFIT /LOSS 2022 (RON)	CONTACT
1	UNICREDIT LEASING CORPORATION IFN SA	511,708,119	483,044,631	5.93%	121,986,721	BUCURESTI, SECTORUL 1
2	BCR LEASING IFN SA	391,438,057	309,542,147	26.46%	57,981,213	BUCURESTI, SECTORUL 6
3	BNP PARIBAS LEASING SOLUTIONS IFN SA	301,963,701	190,216,664	58.75%	60,625,275	BUCURESTI, SECTORUL 2
4	BT LEASING TRANSILVANIA IFN SA	297,842,180	209,033,108	42.49%	85,916,448	CLUJ, CLUJ-NAPOCA
5	PORSCHE LEASING ROMANIA IFN SA	265,990,821	188,415,942	41.17%	10,131,049	ILFOV, VOLUNTARI
6	IMPULS - LEASING ROMANIA IFN SA	190,721,074	176,804,847	7.87%	47,103,338	BUCURESTI, SECTORUL 2
7	MOTORACTIVE IFN SA	186,657,912	199,160,574	-6.28%	17,329,798	BUCURESTI, SECTORUL 2
8	DEUTSCHE LEASING ROMANIA IFN SA	182,998,042	230,777,620	-20.70%	24,424,805	BUCURESTI, SECTORUL 1
9	BRD SOGELEASE IFN SA	146,648,712	118,515,603	23.74%	27,681,207	BUCURESTI, SECTORUL 1
10	MERCEDES-BENZ LEASING IFN SA	112,950,034	92,417,204	22.22%	37,194,026	BUCURESTI, SECTORUL 1
11	RAIFFEISEN LEASING IFN SA	110,523,513	119,952,596	-7.86%	20,085,271	BUCURESTI, SECTORUL 1
12	IDEA LEASING IFN SA	100,076,963	92,576,968	8.10%	23,671,974	BUCURESTI, SECTORUL 1
13	VFS INT. ROMANIA IFN SA	88,238,306	99,197,736	-11.05%	3,870,374	BUCURESTI, SECTORUL 1
14	OTP LEASING ROMANIA IFN SA	82,125,969	68,424,734	20.02%	21,500,213	BUCURESTI, SECTORUL 1
15	TOYO FINANCE GROUP IFN SA	67,673,080	57,650,189	17.39%	4,638,738	BUCURESTI, SECTORUL 3
16	TOYO MOTOR LEASING IFN SA	62,374,310	49,208,181	26.76%	4,986,094	BUCURESTI, SECTORUL 3
17	VISTA LEASING IFN (ROMANIA) SA	55,978,819	81,614,161	-31.41%	14,933,253	BUCURESTI, SECTORUL 2
18	PATRIA CREDIT INSTITUTIE FINANCIARA NEBANCARA SA	42,893,292	29,844,938	43.72%	7,660,585	BUCURESTI, SECTORUL 2
19	SCANIA CREDIT ROMANIA IFN SA	24,883,135	33,620,638	-25.99%	6,471,634	ILFOV, CHIOGARLA
20	ALPHA LEASING ROMANIA IFN SA	22,913,165	21,366,296	7.24%	9,070	BUCURESTI, SECTORUL 2
21	TRANSILVANIA LEASING SI CREDIT IFN SA	22,124,013	12,866,539	71.95%	1,577,515	BRASOV, BRASOV
22	TRUST LEASING IFN SA	18,936,559	28,518,716	-33.60%	1,542,265	BUCURESTI, SECTORUL 6
23	MERIDIAN LEASING FINANCE IFN SA	16,671,700	12,974,330	28.50%	2,629,009	BUCURESTI, SECTORUL 4
24	CAPITAL LEASING IFN SA	16,295,747	14,166,119	15.03%	1,168,560	BUCURESTI, SECTORUL 3
25	IFN FORTUNA LEASING SA	11,471,635	8,590,389	33.54%	655,509	MARAMURES, BAIJA MARE
26	MERIDIAN LEASING CREDIT IFN SA	10,260,744	8,059,986	27.30%	1,718,923	BUCURESTI, SECTORUL 4
27	RADACINI FINANCIAL SERVICES IFN SA	7,982,607	4,894,026	63.11%	3,402,354	BUCURESTI, SECTORUL 2
28	HELCO LEASING IFN SA	4,272,130	942,262	353.39%	-447,641	DOLJ, CRAIOVA
29	VERBITA LEASING IFN SA	3,441,082	3,835,654	-10.29%	98,134	ARAD, ARAD

Source: Ministerul Finantelor Publice

## OPERATIONAL LEASING

RANK	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION (%)	PROFIT /LOSS 2022 (RON)	CONTACT
1	ARVAL SERVICE LEASE ROMANIA SRL	399,409,106	342,125,565	16.74%	4,358,930	BUCURESTI, SECTORUL 2
2	ALD AUTOMOTIVE SRL	265,483,771	242,848,418	9.32%	36,258,588	BUCURESTI, SECTORUL 1
3	EURIAL INVEST SRL	217,823,250	177,354,232	22.82%	5,562,876	BUCURESTI, SECTORUL 6
4	PORSCHE MOBILITY SRL	184,883,610	162,671,452	13.65%	12,362,117	ILFOV, VOLUNTARI
5	UNICREDIT LEASING FLEET MANAGEMENT SRL	163,764,645	216,234,208	-24.27%	39,392,272	BUCURESTI, SECTORUL 1
6	BCR FLEET MANAGEMENT SRL	140,796,736	141,097,180	-0.21%	-23,101,442	BUCURESTI, SECTORUL 6
7	MERIDIAN ENTERPRISE LEASING SRL	136,218,932	147,622,028	-7.72%	10,362,209	BUCURESTI, SECTORUL 6

RANKING

08

### NEW KOPEL ROMÂNIA SRL

TURNOVER 2022 (RON): 128,334,136  
TURNOVER 2021 (RON): 106,255,561  
TURNOVER EVOLUTION: 20.78%  
PROFIT / LOSS 2022 (RON): 18.381.005



**SIXT**   
BUCUREȘTI – PLOIEȘTI, 145  
[www.sixtgroup.ro](http://www.sixtgroup.ro)  
TAL LAHAV  
CEO SIXT GROUP ROMANIA

Source: Ministerul Finantelor Publice



## OPERATIONAL LEASING

RANK	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION (%)	PROFIT /LOSS 2022 (RON)	CONTACT
9	RCI FINANTARE ROMANIA SRL	106,770,857	135,736,211	-21,34%	36,392,702	BUCURESTI, SECTORUL 6
10	BUSINESS LEASE ROMANIA SRL	86,507,782	69,897,355	23,76%	9,881,332	ILFOV, VOLUNTARI
11	AUTOTECHNICA FLEET SERVICES SRL	66,065,570	53,883,096	22,61%	9,729,793	BUCURESTI, SECTORUL 2
12	OPERATIONAL AUTOLEASING SRL	55,046,070	47,712,815	15,37%	2,889,367	SUCEAVA, SCHEIA

## PENSION ADMINISTRATORS

RANK	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION (%)	PROFIT /LOSS 2022 (RON)	CONTACT
1	NN PENSII SOCIETATE DE ADMINISTRARE A UNUI FOND DE PENSII ADMINISTRAT PRIVAT SA	110,095,694	198,046,325	-44.41%	41,607,743	BUCURESTI, SECTORUL 5
2	ALLIANZ-TIRIAC PENSII PRIVATE SOCIETATE DE ADMINISTRARE A FONDURILOR DE PENSII PRIVATE SA	76,178,317	132,296,823	-42.42%	42,639,529	BUCURESTI, SECTORUL 1
3	METROPOLITAN LIFE SOCIETATE DE ADMINISTRARE A UNUI FOND DE PENSII ADMINISTRAT PRIVAT SA	44,693,129	79,118,964	-43.51%	8,190,808	BUCURESTI, SECTORUL 1
4	BCR PENSII, SOCIETATE DE ADMINISTRARE A FONDURILOR DE PENSII PRIVATE SA	34,469,674	53,361,317	-35.40%	-9,620,150	BUCURESTI, SECTORUL 6
5	AEGON PENSII - SOCIETATE DE ADMINISTRARE A FONDURILOR DE PENSII PRIVATE SA	33,299,520	60,058,840	-44.56%	8,523,646	CLUJ, FLORESTI
6	GENERALI SOCIETATE DE ADMINISTRARE A FONDURILOR DE PENSII PRIVATE SA	29,729,590	55,149,243	-46.09%	6,308,304	BUCURESTI, SECTORUL 1
7	BRD SOCIETATE DE ADMINISTRARE A FONDURILOR DE PENSII PRIVATE SA	16,039,062	24,138,654	-33.55%	-10,810,612	BUCURESTI, SECTORUL 1

Source: Ministerul Finantelor Publice

## PENSION FUNDS - PILLAR 2 (30 DECEMBER 2022)

RANK	MANDATORY PRIVATE PENSION FUND	"MEMBERS (THOUSAND PERSONS)"	MARKET SHARE	"TOTAL ASSETS (MILLIONS RON)"	VALUE OF THE FUND UNIT (RON)
1	NN	2,084.79	26.19%	33,087.68	28.463451
2	AZT VIITORUL TAU	1,658.20	20.83%	20,400.17	25.764288
3	ARIPI	840.15	10.55%	8,660.43	28.250380
4	METROPOLITAN LIFE	1,096.25	13.77%	13,739.62	29.148140
5	VITAL	1,005.30	12.63%	9,814.86	26.387666
6	BCR	744.44	9.35%	6,718.57	27.533859
7	BRD	531.20	6.67%	4,027.79	23.439093
	<b>TOTAL</b>	<b>7,960.33</b>	<b>100.00%</b>	<b>96,449.11</b>	

Source: ASF

## PENSION FUNDS - PILLAR 3 (30 DECEMBER 2022)

RANK	MANDATORY PRIVATE PENSION FUND	"MEMBERS (THOUSAND PERSONS)"	MARKET SHARE	"TOTAL ASSETS (MILLIONS RON)"	VALUE OF THE FUND UNIT (RON)
1	NN OPTIM	234,618	37.44%	1,572.71	24.086960
2	BCR PLUS	145,413	23.21%	598.59	20.979603
3	NN ACTIV	65,999	10.53%	434.07	25.188889
4	AZT MODERATO	47,941	7.65%	364.24	22.605408
5	BRD MEDIO	38,191	6.09%	190.03	17.009214
6	PENSIA MEA	36,660	5.85%	150.66	20.395902
7	RAIFFEISEN ACUMULARE	26,715	4.26%	136.39	25.607113
8	AZT VIVACE	21,496	3.43%	128.61	23.052668
9	STABIL	5,575	0.89%	35.03	20.106602
10	AEGON ESENTIAL	4,004	0.64%	11.75	12.206267
	<b>TOTAL</b>	<b>626,612</b>	<b>100.00%</b>	<b>3,622.08</b>	

Source: ASF



## SERVICES FOR BANKING INDUSTRY

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	SOCIETATEA DE TRANSFER DE FONDURI SI DECONTARI TRANSFOND SA	102,158,359	91,444,716	12%	54,037,038	44,314,642	22%	115	111	4%	BUCURESTI, SECTOR 1
2	SIBS ROMANIA SA	63,309,598	48,305,919	31%	20,177,845	33,442,705	-40%	137	112	22%	BUCURESTI, SECTOR 6

Source: Ministerul Finantelor Publice

## CREDIT REPORTING AND DEBT RECOVERY/COLLECTION

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	KRUK ROMANIA SRL	136,875,027	123,240,703	11%	9,358,618	11,647,026	-20%	522	572	-9%	BUCURESTI, SECTOR 3
2	EOS KSI ROMANIA SRL	49,469,436	52,848,856	-6%	213,036	2,536,452	-92%	347	385	-10%	BUCURESTI, SECTOR 2
3	ASSET PORTFOLIO SERVICING ROMANIA SRL	36,483,617	37,508,797	-3%	8,985,376	8,413,525	7%	212	173	23%	BUCURESTI, SECTOR 1
4	IMPROVEMENT CREDIT COLLECTION SRL	21,634,748	17,554,911	23%	12,237,430	8,259,405	48%	60	57	5%	CLUJ, CLUJ-NAPOCA
5	CREDITEXPRESS FINANCIAL SERVICES SRL	18,230,607	16,413,212	11%	2,386,701	2,977,650	-20%	91	111	-18%	BUCURESTI, SECTOR 4
6	CERVED CREDIT COLLECTION SPA SEDIU PERMANENT CLUJ	16,060,983	18,110,858	-11%	1,359,460	1,633,654	-17%	138	164	-16%	CLUJ, CLUJ-NAPOCA
7	INTRUM ROMANIA SA	16,044,021	28,103,024	-43%	-3,370,925	-649,605	-419%	60	95	-37%	BUCURESTI, SECTOR 2

Source: Ministerul Finantelor Publice

## VOUCHER PROVIDERS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	EDENRED ROMANIA SRL	212,963,127	146,987,069	45%	164,023,329	90,864,335	81%	149	151	-1%	BUCURESTI, SECTOR 4
2	PLUXEE ROMANIA SRL	172,242,663	121,353,113	42%	154,697,004	67,672,426	129%	218	202	8%	BUCURESTI, SECTOR 2

RANKING  
**03**

**UP ROMANIA SRL**  
TURNOVER 2022 (RON): 139,202,796  
TURNOVER 2021 (RON): 82,068,260  
TURNOVER EVOLUTION: 70%  
PROFIT / LOSS 2022 (RON): 61,125,493  
NO. OF EMPLOYEES 2022: 157



  
SECTOR 4, BUCUREȘTI  
[www.upromania.ro](http://www.upromania.ro)  
ELENA PAP, REGIONAL DIRECTOR

Source: Ministerul Finantelor Publice





# Aceleași valori, în fiecare parteneriat.

Mergem pe un drum ghidat de calitate, respect, profesionalism și grijă, valori prin care ne raportăm fiecărui partener. Mai mult, pentru că urmărim în mod constant, ca prin serviciile și produsele din portofoliu, să venim cu soluții personalizate și optimizate pentru partenerii noștri, credem și investim pentru o experiență completă alături de OSCAR.

**Carburantul OSCAR este alături de tine,  
în fiecare moment al călătoriei tale.**



# OSCAR

[www.oscars.ro](http://www.oscars.ro)



# ENERGY, FUEL AND WATER



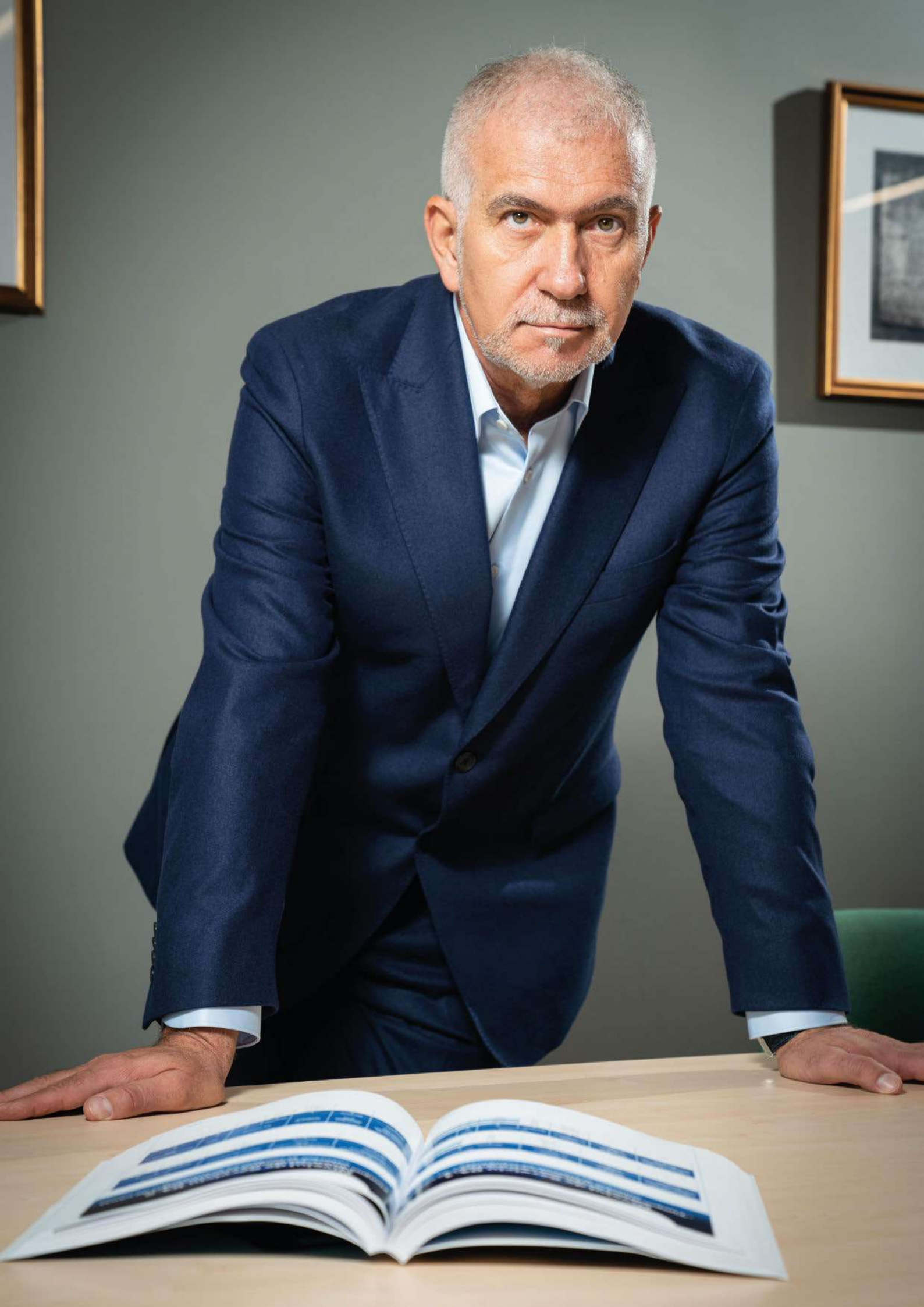
## In this Chapter

Crude Oil Production; Oil Refineries; Oil & Fuels Trade; Fuels Distribution; Natural Gas Production; Trade and Distribution; Drilling and Exploration; Pipeline Administration; Oil and Gas Machinery and Equipment; Alternative Fuels; Electricity Production; Transmission and Distribution; Power Trade; Power & Telecommunications, Lines Contractors; Water Supply Services; District Heating, Cooling, Steam and Compressed Air Supply Services.

# 55%

*IS THE TURNOVER INCREASE REPORTED  
BY THE ALTERNATIVE FUELS COMPANY  
BUNGE BIOCOMBUSTIBIL IN 2022.*







## Interview

# VEOLIA'S SUSTAINABLE SOLUTIONS: NAVIGATING CHALLENGES AND SHAPING THE ECOLOGICAL FUTURE

**MĂDĂLIN MIHAILOVICI**, CEO, Veolia România

**1** In light of the challenges faced in 2023, particularly economic slowdowns and inflation, how is Veolia leveraging its sustainability initiatives to maintain stability and continue its commitment to renewable energy?

Certainly, in the face of the prevailing challenges in 2023, notably economic slowdowns and inflation, Veolia, with 170 years of experience in environmental services and resource management, remains steadfast in its commitment to sustainability and renewable energy. Our strategic approach is geared towards not only weathering these challenges but also leveraging them to reinforce our position as the global champion of ecological transformation.

First and foremost, we understand that the

economic slowdown and inflationary pressures require a diligent approach to resource management. Veolia uses these challenges as an impetus to optimize our operations and resource utilization. By employing innovative and efficient technologies, we are reducing costs and improving the overall economic viability of our sustainability initiatives. This approach not only enhances our competitiveness but also ensures that our commitment to renewable energy remains financially sustainable.

Additionally, Veolia's commitment to renewable energy is not just a sustainability initiative but a cornerstone of our business strategy. Considering the economic environment, we are intensifying our focus on the development and operation of renewable energy projects, which offer



significant long-term benefits. These projects are not only environmentally responsible but also contribute to energy security, which is crucial during times of economic uncertainty.

As a matter of fact, Veolia's purpose is to contribute to human progress through a firm commitment to the Sustainable Development Goals set by the UN for a greener, cleaner and safer future for generations to come.

## **2. Considering the hurdles in Romania's water and sewage sector, such as infrastructure limitations, how is Veolia strategically positioning itself to overcome these obstacles and contribute to future development?**

Veolia is acutely aware of the challenges facing Romania's water and sewage sector, including infrastructure limitations.

To strategically position itself to overcome these obstacles and contribute to future development in Romania, our company implemented a multifaceted approach that aligns with its commitment to sustainability.

There is no doubt that Veolia recognizes the importance of upgrading and expanding water and sewage infrastructure. Our company is actively investing in modernizing and enhancing the existing systems, leveraging our expertise in infrastructure development, and aiming to address capacity limitations and improve the overall performance of these systems.

For more than two years, Apa Nova, a Veolia company, has been implementing one of the largest investment programs in the history of the company, resulting in benefits for all Bucharest residents: from the extension of the water and sewerage infrastructure, the connection of peripheral areas to the centralized system, the increase in wastewater and stormwater collection capacity, the adaptation of the water supply networks to the new consumption requirements and the reduction of water supply interruptions due to breakdowns.

In addition to this massive investment program, we invest annually to achieve its operational objectives: modernization of water production, pumping and treatment plants, acquisition of equipment and technologies, digitization, and automation of processes.

The total investment value since the

beginning of the concession to date is more than €752 million, with an average investment value in recent years of around €36 million/year.

Through these approaches, Veolia is strategically positioning itself as a responsible corporate partner in Romania's efforts to address the obstacles in the water and sewage sector. By investing in infrastructure, embracing innovation, forming partnerships, prioritizing sustainability, and engaging with local communities, Veolia is contributing to the sustainable development of Romania's water and sewage systems while overcoming the associated challenges.

## **3. Veolia is involved in an extensive project for modernizing and expanding water networks in Bucharest. Can you provide an update on the progress of this project and its impact on improving water infrastructure in the city?**

From the start of the program, in July 2020, to the end of 2022, the total value of investments made under the investment program was approximately €41.1 million. Extensions and resizing of the water network of about 31 kilometers and more than 25 kilometers in the sewerage network have been carried out.

For 2023, the public water supply and sewerage system modernization projects have a budget of approximately €27.7 million and consist of projects for rehabilitation of the pumping sector, replacement/rehabilitation/extension of the drinking water and sewerage networks, and smart metering.

All these investments are being made at a time when our tariffs remain among the lowest in the country, ranking 47th out of 49 utility operators in Romania.

## **4. Regarding water management, what innovative technologies or strategies is Veolia Romania implementing to ensure efficient and sustainable use of water resources in the areas it serves?**

We use an extensive range of technologies in the process of upgrading drinking water and sewerage networks to improve the existing infrastructure and optimize system operation. For example, to assess the condition of



*Our company implemented a multifaceted approach that aligns with its commitment to sustainability.*





*Veolia, with 170 years of activity in environmental services, remains steadfast in its commitment to sustainability.*

networks and identify potential problems, we use high-performance video cameras to visually inspect pipes and identify cracks, blockages, or other faults.

We also use advanced IT systems to manage networks efficiently, allowing real-time monitoring of water flow and network fill levels, identifying leaks, and managing the workflow of maintenance teams. To extend the life of existing pipes and avoid replacement, we use rehabilitation technologies, scale removal methods, and crack sealing techniques, and to ensure the quality of discharged water, we use advanced water quality monitoring systems to identify harmful substances, pollution levels, and the effectiveness of treatment processes.

To efficiently manage water flow and sewage network operations, we have control and automation systems at the pumping stations that allow monitoring and control of critical parameters such as pressure, flow rate, and fill level, ensuring optimal system operation.

We ensure that we incorporate state-of-the-art, trenchless, minimally invasive technologies within our projects, with their share continually increasing compared to previous years.

## **5. How is Veolia addressing water quality and wastewater treatment challenges in Romania? Are there specific initiatives in place to enhance water treatment processes?**

In Bucharest, we closely monitor the drinking water to ensure its compliance with all health and safety standards and the highly stringent regulations in the field. The quality of water is continuously checked 24 hours a day. Our experts collect daily samples from 55 fixed collection points distributed across the capital. These samples undergo more than 6,000 annual analyses, monitoring no less than 120,000 parameters.

These rigorous analyses cover a wide range of factors, including chemical compounds, bacteria, toxic substances, and physical parameters. Therefore, Bucharest residents can have confidence that the water from their taps is safe for consumption. Our diligent and meticulous water quality monitoring ensures that any issues or potential health hazards are promptly identified and addressed.

## **6. The goal of Veolia is to become a champion of Ecological Transformation. What specific initiatives or projects is Veolia Romania currently undertaking to achieve this objective, and how do these efforts align with the broader vision of ecological transformation?**

Our country has a huge potential in renewable energy because it benefits from a diversity of resources such as hydropower, wind, solar, and biomass. However, in the case of hydropower, with only 40% of the country's hydropower potential being exploited at a national level, Romania is practically at the same level as it was in 1989, with no new construction in the field.

Locally, we have already initiated tangible measures to enhance energy efficiency and integrate renewable energy sources. As a testament to our commitment, we have invested over Eur 7.5 million in these initiatives. By harnessing solar energy as a renewable source, we are ensuring self-reliance through a photovoltaic facility that will serve the South pumping station. Additionally, we will become producers and consumers by installing smaller photovoltaic systems on the roofs of the Pantelimon pumping station, the headquarters of the Cassette Directorate in Vitan and the Baneasa pumping station.

Another substantial project that has been in progress for some time is our pursuit of energy independence across all our local facilities. Our objective is to maintain affordable tariffs, especially given the fluctuations and volatility of energy prices.

Furthermore, we are actively exploring solutions that transform wastewater treatment into a source of renewable energy. At the Glina wastewater treatment plant, we capture and utilize biogas generated from sludge digestion to fulfil the energy requirements of the wastewater treatment plant.

Through our energy supply and energy efficiency services, we actively contribute to creating favourable living conditions and well-being for the communities where we operate. For instance, we have undertaken the comprehensive design and construction of a retirement home in Alba Iulia, offering a turnkey solution. This entails handling design, construction, equipment procurement, operations, and ongoing maintenance,



including the supply of heat, hot water, and cooling. Our innovative approach incorporates geo-exchange technology and heat pumps, resulting in an 85% reduction in the use of traditional hot water boilers.

**10. Considering the ongoing commitment to sustainability, how does Veolia plan to leverage its existing portfolio of ecological solutions to address emerging challenges and capitalize on business opportunities in the evolving ecological landscape?**

Veolia is deeply committed to sustainability, and we recognize the critical role our company plays in addressing emerging ecological challenges and seizing business opportunities in the evolving landscape. Leveraging our existing portfolio of ecological solutions is central to our strategic vision.

First and foremost, Veolia is continuously investing in research and development to enhance and expand our existing suite of ecological solutions. We understand that the environmental challenges we face are ever evolving, and therefore, we are dedicated to staying at the forefront of innovation to adapt and address these challenges effectively. Our research and development initiatives focus on improving resource efficiency and carbon footprint reduction, ensuring that we are equipped to meet the changing needs of our clients and the environment.

In addition to innovation, collaboration is a cornerstone of our approach. We actively seek partnerships and alliances with both public and private sector organizations, fostering a collective approach to sustainability challenges.

**11. Given the concerns expressed in the Barometer of Ecological Transformation, how is Veolia actively involving the public in its sustainability efforts? Tell us more about the “Romania Unfolds” project and how it will make a difference.**

We understand the pressing concerns expressed in the Barometer of Ecological Transformation, and we are deeply

committed to actively involving the public in our sustainability efforts. One of our most notable initiatives in this regard is the “Romania Unfolds” project, which serves as a platform dedicated to raising awareness and fostering engagement in sustainable practices.

“Romania Unfolds” is based on a compelling mini-series of six video documentaries that shine a spotlight on the inspiring stories of communities that have successfully addressed local challenges using accessible, sustainable solutions. With each episode, our project not only celebrates the remarkable progress achieved by these communities but also engages the public through in-depth research, quality journalism, and authentic imagery that captures the essence of a new, sustainable Romania.

Through this initiative, Veolia stands by its commitment to becoming a Champion of Ecological Transformation by providing access to sustainability information and uncovering sustainable solutions capable of mediating the impact of today’s challenges. In this way, we contribute to increasing the educational value within the communities in which we operate.

**12. Looking forward to 2024, what future-ready initiatives is Veolia Romania planning to undertake to stay ahead in the rapidly evolving business landscape?**

The next strategic program for 2024-2027 is currently in preparation and will be presented at the end of this year. It will definitely enable Veolia to strengthen its presence in the most promising sectors for ecological transformation, such as energy efficiency, battery recycling, wastewater recycling, reuse of wastewater, renewable energy production, and more.

Many of these growth drivers already represent solutions to the triple threat of CO2 emissions, pollution, and scarcity. By consistently creating such alternatives year after year, Veolia continues to solidify its position as a global leader and champion of ecological transformation.



# OPTIMIȘTI CĂTRE NOI ORIZONTURI

“  
Prin producția de  
energie din apele uzate,  
contribuim în mod real  
la transformarea  
ecologică!”

Florian, tehnician la stația  
de epurare a apelor uzate  
La Baumette

În Franța, Florian și colegii săi  
recuperează deșeuri organice din  
apele uzate. Împreună produc  
biogaz care, odată injectat în  
rețeaua națională de gaz,  
furnizează energie pentru o parte  
din oraș. Această operațiune  
reprezintă o modalitate de a  
produce energie regenerabilă la  
nivel local.

**Misiunea noastră, transformarea ecologică.**

Descoperă povestea lui Florian și a celor peste 220.000 de angajați Veolia pe [www.veolia.com](http://www.veolia.com)









## Interview

# BUILDING ON ITS CHALLENGER LEGACY, OSCAR DOWNSTREAM PURSUES NEW OPPORTUNITIES

**NICOLAE BĂNICĂ**, CEO, OSCAR Downstream

**1.** The global economy is projected to further slow down in 2023. Many companies brace for near-term resilience, amid persistent challenges. What strategies helped OSCAR Downstream outperform in the current business environment?

Our business model is built on innovation and agility. We pay close attention to industry trends at a global level and what resonates within the Romanian market.

OSCAR Downstream has established itself as an essential player in the Romanian fuel market, an arena largely controlled by international corporations. We are a company with 100% Romanian equity that has steadily grown over the years to reach the top 5 in the fuel distribution market despite not owning a refinery like many other players.

On the other hand, we have invested more than EUR 50 million in recent years to develop the most significant, fully integrated, in-house logistics chain in the Romanian fuel distribution market. From the fuel entrance

in our ecosystem to its delivery to the final client, the distribution flow is entirely controlled by us. This ensures the high quality of products and services that clients have come to expect since the very beginning.

One aspect I am particularly proud of is our team's commitment to the company's values. To us, premium quality service, professional delivery, trust, and respect are more than simple words; they are the pillars of our long-term partnerships with our clients. We share both good and challenging times with our partners, we learn, and we grow together.

My colleagues and I are proud that our performance and dedication have been recognized by Brand Finance in this year's ranking of the most valuable 50 Romanian brands, naming OSCAR Downstream as the Romanian brand with the fastest ascent - from 42<sup>nd</sup> to 30<sup>th</sup> place, following an increase in value by 72%.

We are collectively dedicated to enhancing the legacy of our brand and maintaining our status as an industry challenger.



## 2. Where does OSCAR Downstream stand today in this strategic and dynamic market?

We are the largest independent fuel distribution company in Romania, part of the Romanian Alfa Group, established by the entrepreneur Alin Niculae.

We currently have a focus on B2B, with approximately 95% of our business being generated through B2B channels. More than 5,000 clients from key industries, such as transport, construction, industry and agriculture, have chosen OSCAR as a fuel supplier and business partner.

Additionally, we have a presence in the retail segment through the RO concept OSCAR fuel stations franchise, adding more than 70 units to the OSCAR network across the country. Overall, our network includes over 100 B2B and B2C stations strategically located nationwide.

Separately, we operate more than 2,500 OSCAR DIESEL Point in-house fuelling stations. This product & services concept, introduced as a premiere on the Romanian market by OSCAR in 2004, allows for direct refuelling on clients' premises. We have a dedicated service team, and we provide free maintenance services for these units.

A distinctive competitive advantage for us is owning the largest fleet in the fuel distribution industry, with over 80 tank trucks and a considerable, modern storage capacity for diesel and gasoline, reaching 70.000 cubic meters.

Our seven warehouses are strategically located within 200 km of each other to ensure efficient fuel distribution anywhere in the country - Șercaia (Brașov county), Zădăreni (Arad), Ocna Mureș (Alba), Roman (Neamț), Craiova (Dolj), Fundulea (Călărași), and Constanța. The warehouses in Șercaia, Zădăreni, Ocna Mureș, and Roman are Greenfield constructions developed from ground-up by OSCAR as environmentally-friendly constructions with premium technology. All warehouses are periodically updated with new technologies and extended, following the commitment to develop the most significant, fully integrated modern logistics chain in Romania's fuel industry.

As the business environment becomes more challenging, the only winning strategy is to continue investing and consolidating the

business. For 2024, we are planning to increase our storage capacity and further expand our in-house transportation fleet to reach a total of 100 tank trucks.

## 3. OSCAR Downstream has grown to become the largest independent fuel distribution company in Romania. In an energy landscape that is rapidly evolving, how is the company adapting to the changes in the market, especially in terms of sustainability and the rise of alternative fuels?

I believe that every company, whether conventional or renewable energy players, should be committed to the collective effort for a sustainable, responsible future. This belief is one that I share with the company's founder and all my colleagues.

Innovation, technological breakthroughs and vision define progress. We are constantly keeping in line with trends and new technologies that are transforming our industry in other countries, with the hope that OSCAR will be the pioneer in bringing these new technologies to Romania once the market conditions are favorable.

Diversifying our product offering to address sustainability needs is a priority for us. We have developed our fuel portfolio with new premium activated fuels such as OSCAR brands, ACTIS & FORTIS, improved & environmentally friendly fuels, also available for retail clients in the RO gas stations network.

We are part of a group of companies that are actively exploring opportunities for investment in renewable energy, starting with the installation of solar panels at our facilities. Additionally, we are considering the installation of recharging stations for electric vehicles across the OSCAR network.

In parallel, we continue to invest in automation and digitalization to streamline our operations and client interactions, thereby reducing our carbon footprint.

## 4. OSCAR Downstream has accumulated significant expertise in the fuel industry. How does the company stay ahead of industry trends and continue to innovate in its services and offerings?



*As pressure rises on global markets, our priority is to deliver on time and prevent disruptions to clients' operations.*





*We are collectively dedicated to enhancing the legacy of our brand and maintaining our status as an industry challenger.*

Being the leader among independent fuel distributors comes with significant responsibility and motivation.

From the very beginning, we have positioned ourselves as innovators. Our unique solutions have enabled clients to achieve sustainable growth while setting a new standard for service quality in the B2B market.

A year ago, we initiated the implementation of a digitization strategy at the national level. We started by launching the new OSCAR fleet card management platform through a partnership with PetroSol, a company specializing in software solutions for the Oil & Gas industry, to offer clients a transparent management of their fuel consumption through a system that is faster, easier, and secure.

The OSCAR Fleet Cards system (namely, the prepaid OSCAR Easy card and the OSCAR Energy credit card) is one of our most emblematic services, first introduced in 2010.

The newly implemented system uses upgraded OSCAR cards equipped with the latest contactless technology, unique to the Romanian fuel market. OSCAR was the first to introduce a contactless fuel card in Romania in 2018.

Reflecting our investment in digitization, we are also automating processes at our B2B fuel stations. This initiative is aimed at providing clients with a fully digital experience and significantly reduced refuelling times at the station—a critical factor for the B2B fleets of our clients.

In parallel, we are diversifying the range of products and services available to OSCAR card clients, including the payment of road taxes (tolls) and access to car wash facilities.

**5.** The B2C segment through the RO franchise is a notable addition to OSCAR Downstream's business. How does the

**company approach the retail market, and what opportunities does it see in this segment?**

We have been observing the retail market for several years, waiting for the right market conditions to make our entry.

Retail is highly competitive and significantly different from B2B. Over the years, we have improved our knowledge while developing the RO franchise, gas stations strategically located around the country, committed to giving retail clients the fuel quality already available in B2B.

Entering the fuel retail was a natural step for us, and we hope to soon capitalize on this know-how as we are preparing to launch our own OSCAR-branded retail stations.

**6.** Considering the dynamic nature of the fuel market, what are the challenges you anticipate in the coming years, and how does the company plan to address them?

Predicting outcomes in our market has never been easy, but in such exceptional times, they have become almost impossible. The fuel market, of strategic importance worldwide, is deeply intertwined with geopolitical, economic and social factors.

Over the past 3 to 4 years, unprecedented global events have irreversibly changed the business landscape and our approach to business.

The war in Ukraine has compelled us to redesign our entire supply network while maintaining the premium quality standard that our clients expect.

The emerging conflict in the Middle East is anticipated to significantly affect prices, with some analysts recently forecasting a surge in Brent oil prices to USD 150 should the conflict escalate.

Our commercial team remains vigilant and trained to understand and anticipate market trends to make the best decisions that implicitly benefit our clients.







## Interview

# AT OX2 WE POWER BANKABLE PROJECTS

LĂCRĂMIOARA DIACONU-PINȚEA, Country Manager, OX2 România

**1. Romania, like many countries, is transitioning to green energy. What role does OX2 Romania see itself playing in this broader transition, and what hurdles do you anticipate on the road to a more sustainable energy landscape? Can you elaborate on the company's future plans and expansion strategies?**

OX2 is a renewable energy pioneer, with close to 20 years in business, so it has been part of shaping the industry. OX2 is developing, building and operating wind and solar parks with a high level of bankability.

We are bringing in Romania extensive expertise and a profitable business model, proposing turn-key projects which attract both international and local investors. Here, we have a strong development portfolio as we managed to reach almost 600 MW in just two years. Our current focus is on onshore wind technology, but the plan is to gradually

add in Romania other technologies to the project development portfolio – offshore wind power, solar power and energy storage. Our business model is to start new projects when previous ones are completed. Thus, OX2 Romania aims to make an important contribution to achieving the country's decarbonisation goals by 2030, and our projects become a strategic component in Romania's effort to strengthen energy independence and security.

The renewable energy sector is going to be the major investor in Romania's energy, however, there are still sources of concern that threaten to keep investors away. The unpredictability of the legislation and taxation, the long permitting process and the difficult access to the national grid are some of them. There is also a restriction on the construction of photovoltaic and wind farms on agricultural land of more than 50 hectares in non-urban areas.



## 2. OX2 entered the Romanian market in 2021. What attracted the company to invest in the Romanian renewable energy sector? What are the key projects and what regions do they cover?

Romania has become an attractive market for investors in the renewable energy sector. The country is rich in resources – wind, sun, nuclear energy, geothermal energy. There is a strong commitment of the Government to support the transition to renewable energy in order to reach the net zero emissions target by 2050, aligned with the EU strategy and solid funds are available to support such an ambitious target.

We see a lot of potential locally and we are looking forward to bringing along our know-how and experience to Romania's benefit. After all, we do what we know best - powering the great shift.

We currently have under development four projects in the region Galati – Braila – Constanta. The most advanced one is in Galati, with a 99 MW capacity. It will be ready for the start of the construction phase (Ready to Build) and will become operational at the end of 2025. The project is in the final phase of equipment acquisition, PPAs, banking financing and takeover by an investor.

Two other projects should reach the ready-to-build status next year. Our plan is to start new projects as soon as the previous ones are completed and sold.

We are looking at projects that create jobs locally especially in the development phase, and we are pleased that the local authorities understand the added value that we bring.

## 3. What are the main challenges and opportunities you see in the Romanian renewable energy market? How would you describe the current regulatory environment for renewable energy projects in Romania? Are there improvements needed?

Every company needs stability and predictability in the markets in which it operates in order to grow its business. In the energy sector, which is so dynamic and effervescent at the moment, including in Romania, these two elements are all the more important because such a business involves

several players and trust is needed. OX2 develops, builds and sells onshore and offshore wind farms and solar PV farms, and for this it needs clear legislation, infrastructure and investors - meaning an ecosystem, much of which can be found today in Romania. Though, as already mentioned, much remains to be done on permitting times and grid access, but also on the labour market, which should be ready to keep pace with the increasing level of investment in the sector. Also, introducing additional limitations after projects have started only contributes to this slowdown in the renewables sector.

Obviously, there are things to be worked out, but the good news is that Romania is a market with great potential that has set itself important goals in terms of the transition to clean energy. Steps are being made to regulate long-term energy contracts, and work is underway to establish a legislative and fiscal framework for the development of offshore wind energy.

## 4. What is your perspective on the investment climate in Romania for renewable energy projects? How do you collaborate with local stakeholders, communities, and authorities to ensure successful project development?

As we see it right now there are areas where improvement is needed. This can be done, through an open dialogue between the authorities and the business environment. We are always eager to share our views and to offer our perspectives in order to unlock possible bottlenecks and move things forward.

Just to give some examples – when it comes to CfDs, we agree with the Romanian Wind Energy Association (RWEA)'s position which signalled the lack of the CfD contract model and the lack of the secondary legislation which completes the primary legislation. At this stage we also don't know what are the phases of the CfD mechanism or the tenders' timetable, so more clarity is needed here in order to see a real progress.

The associations also signaled several issues regarding Law 254/ 2022, which changes and completes Land Law 18/ 1991. Law 254 seeks to simplify the permitting



*Only top quality projects will break through, those with a high bankability, great wind resource and a fair connection price.*





*Uncertainty and instability will most probably generate high energy prices and discontinuities throughout the supply chains.*

procedures of renewable projects developed on land exceeding 50 hectares. However, the developers of renewable energy projects are dealing with a contrary interpretation of Law 18, with representatives of the Agriculture Ministry refusing to accept changing the destination from non-urban to urban areas for pieces of land with surfaces larger than 50 hectares. The Competition Council analysed the situation and recommended the Agriculture Ministry take the necessary measures in order to permit PV and wind projects on unincorporated agricultural land (quality classes III, IV, V) irrespective of the surface.

In conclusion, while we bring in new business, high bankability projects and investors we hope to see a higher level of coordination with the authorities in areas of common interest.

## **5. Sustainability is a key aspect of OX2's business model. How does the company approach sustainability in its operations?**

Our sustainability approach is based on four strategic focus areas a foundation for good governance, which includes business ethics and responsible value chain; Climate and nature contribution, which includes biodiversity, GHG emissions and circular economy; sustainable leadership and here we look at health and safety, diversity and inclusion and employee well-being; local engagement, with focus on community involvement and positive community contributions.

OX2's long-term sustainability targets far 2030 are: increasing renewable energy production and reducing emissions; becoming a leader in health and safety and delivering nature positive wind and solar projects.

OX2 is committed to making the workplace as safe as possible for employees, contractors and all our stakeholders.

## **6. What trends do you observe in the Romanian renewable energy market, and how does OX2 adapt to these trends? Do you intend to leverage EU funding and initiatives, such as the National Recovery and Resilience Plan, for its projects?**

We are witnessing a growing interest in the local energy market, with new projects being announced continuously. However, I believe that only 10% of them will be strong enough to break through and be completed.

Only top-quality projects will break through: those with a high bankability rate, with a great wind resource and a fair connection price. Ethics are also of high importance. OX2, as a company listed on Nasdaq Stockholm Stock Exchange, pays a lot of attention to the projects' ethics, with a focus on integrity and compliance.

As far as the EU funds are concerned, of course, they are an option, but for the time being we see a low rate of private projects accessing EU funds.

## **7. The war in Ukraine and geopolitical tensions in the Middle East have created uncertainties in global markets. How will these events impact the energy market in 2024?**

The wars usually bring us together and determine us to find solutions for the most complex problems. In this case, our biggest challenge is to secure energy independence. Even before the invasion of Ukraine, investment in renewable energy was forecast to be high, but as a consequence, many EU countries increased spending, and the EU has stepped up efforts to accelerate the great shift. So we expect this effort to continue in the coming years.

Uncertainty and instability will most probably generate high energy prices, more expensive raw materials and discontinuities throughout the supply chains.



## CRUDE OIL PRODUCTION

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	OMV PETROM SA	55,939,915,254	23,586,087,255	137%	11,927,431,953	3,107,193,123	284%	7,372	8,271	-11%	BUCURESTI, SECTOR 1
2	STRATUM ENERGY ROMANIA LLC WILMINGTON SUCURSALA BUCURESTI	279,945,821	160,160,511	75%	-53,556,119	-148,352,375	64%	46	48	-4%	BUCURESTI, SECTOR 1
3	KMG ROMPETROL SRL	242,670,191	158,000,983	54%	16,266,529	4,371,628	272%	208	206	1%	BUCURESTI, SECTOR 1
4	DACIAN PETROLEUM SA	152,875,279	13,442,677	1.037%	2,485,331	-14,778,891	117%	196	22	791%	PRAHOVA, BLEJOI
5	PETROSANTANDER ROMANIA SRL	76,550,739	56,896,869	35%	-4,942,344	-15,140,532	67%	245	242	1%	ARAD, ARAD

## OIL REFINERIES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	ROMPETROL RAFINARE SA	23,026,777,606	12,149,617,467	90%	1,202,098,007	-336,411,865	457%	1,074	1,061	1%	CONSTANTA, NAVODARI

Companies without reported results for 2022: PETROTELONLINE LUKOIL SA

## OIL & FUELS TRADE

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	SMART MANAGEMENT INVEST SRL	2,032,184,080	879,354,040	131%	19,111,859	13,857,438	38%	57	34	68%	ARAD, ARAD
2	SMART DIESEL SRL	2,009,201,957	1,571,000,055	28%	54,826,700	49,440,831	11%	118	135	-13%	ARAD, CHISINEU-CRIS
3	UNICOM HOLDING SA	1,427,641,101	671,882,557	112%	2,151,513	1,263,569	70%	93	65	43%	ILFOV, VOLUNTARI
4	ROMPETROL GAS SRL	1,186,761,917	829,198,283	43%	7,192,899	8,895,785	-19%	95	96	-1%	BUCURESTI, SECTOR 1
5	ARTOIL SRL	1,135,096,300	707,569,714	60%	19,739,479	7,827,348	152%	39	31	26%	TIMIS, TIMISOARA
6	CARDOIL AVANTAJ SA	782,075,041	373,184,504	110%	3,312,852	1,234,062	168%	23	10	130%	BUCURESTI, SECTOR 3
7	VOTROM SRL	774,256,407	668,807,580	16%	19,707,123	18,304,759	8%	45	40	13%	BIHOR, ORADEA
8	AIR BP SALES ROMANIA SRL	739,074,512	240,990,531	207%	48,148,072	15,225,543	216%	1	1	-	ILFOV, OTOPENI
9	JETFLY HUB SRL	452,785,380	120,508,147	276%	3,949,577	31,223,677	-87%	44	38	16%	PRAHOVA, PLOIESTI
10	EURO PETROLIERE LOGISTIC SRL	400,573,443	156,915,344	155%	6,874,261	3,240,905	112%	1	1	-	ILFOV, BRAGADIRU
11	MEDIA ROM GRUP SRL	324,732,208	250,322,466	30%	1,637,742	1,555,137	5%	20	21	-5%	IASI, IASI
12	UNIOIL SRL	313,326,250	211,436,118	48%	10,167,671	7,073,763	44%	49	43	14%	BIHOR, ORADEA
13	COMISION TRADE SRL	266,197,930	268,043,645	-1%	385,212	1,934,035	-80%	48	50	-4%	BRAILA, BRAILA
14	BITHOLDER SRL	213,752,793	132,282,130	62%	13,037,169	2,478,164	426%	15	10	50%	BUCURESTI, SECTOR 6
15	TREND ENERGY SRL	208,273,335	178,907,590	16%	2,661,253	2,461,693	8%	28	29	-3%	BUCURESTI, SECTOR 1
16	INTER-GAS TRADING SRL	197,754,888	161,670,702	22%	14,008,351	8,001,674	75%	17	N/A	-	BUCURESTI, SECTOR 6

## FUELS DISTRIBUTION

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	OMV PETROM MARKETING SRL	27,047,276,075	18,913,092,336	43%	646,990,314	593,803,267	9%	187	185	1%	BUCURESTI, SECTOR 1
2	ROMPETROL DOWNSTREAM SRL	16,572,205,378	12,244,138,410	35%	226,888,531	110,435,210	105%	438	453	-3%	BUCURESTI, SECTOR 1
3	LUKOIL ROMANIA SRL	13,358,908,234	7,921,919,149	69%	278,811,352	194,469,079	43%	896	1,321	-32%	BUCURESTI, SECTOR 1
4	MOL ROMANIA PETROLEUM PRODUCTS SRL	9,295,076,994	7,913,297,219	17%	184,458,694	399,995,177	-54%	258	258	-	CLUJ, CLUJ-NAPOCA



## FUELS DISTRIBUTION

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
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### OSCAR DOWNSTREAM SRL

**TURNOVER 2022 (RON):** 7.149.514.098  
**TURNOVER 2021 (RON):** 3.792.043.934  
**TURNOVER EVOLUTION:** 89%  
**PROFIT / LOSS 2022 (RON):** 396.617.879  
**NO. OF EMPLOYEES 2022:** 488

OSCAR Downstream has established itself as an essential player in the Romanian fuel market, an arena largely controlled by international corporations. We are a company with 100% Romanian equity that has steadily grown over the years to reach the top 5 in the fuel distribution market despite not owning a refinery like many other players. We have invested more than EUR 50 million in recent years to develop the most significant, fully integrated, in-house logistics chain in the Romanian fuel distribution market. From the fuel entrance in our ecosystem to its delivery to the final client, the distribution flow is entirely controlled by us. This ensures the high quality of products and services that clients have come to expect since the very beginning.

#### CONTACTS

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 office@oscars.ro, phone: +40 213 182 622, www.oscars.ro



OSCAR



**NICOLAE BĂNICĂ**

CEO



6	SOCAR PETROLEUM SA	2,598,746,673	1,429,349,853	82%	6,050,488	16,715,676	-64%	690	682	1%	BUCUREȘTI, SECTOR 1
7	NIS PETROL SRL	700,608,804	569,484,874	23%	-116,566,729	-106,807,802	-9%	74	74	-	BUCUREȘTI, SECTOR 1
8	TURIST SERVICE SRL	687,292,491	448,900,238	53%	11,069,762	6,908,088	60%	210	188	12%	GIURGIU, ADUNĂȚI-COPACENI DAMBOVITA, I. L. CARAGIALE
9	ROMBEER CRINGASU SRL	290,808,822	227,541,088	28%	10,675,634	12,042,647	-11%	34	32	6%	BUZAU, COZIENI
10	ALMATAR TRANS SRL	289,025,590	193,343,890	49%	9,252,529	4,286,849	116%	35	30	17%	CONSTANTA, CONSTANTA
11	INTERPORT GAZ SRL	268,022,635	94,858,684	183%	18,734,285	3,023,719	520%	3	3	-	BUCUREȘTI, SECTOR 1
12	OCTANO DOWNSTREAM SRL	233,096,378	132,672,000	76%	1,263,498	93,398	1,253%	224	177	27%	BRASOV, SANPETRU
13	STOP UNU SRL	206,637,682	145,875,728	42%	7,378,021	6,676,649	11%	92	90	2%	OLT, BALS
14	EUROGENETIC SRL	201,752,778	111,709,283	81%	14,438,680	7,833,460	84%	160	153	5%	TIMIS, TIMISOARA
15	ART ENERGY ONE SRL	193,504,412	12,095,329	1,500%	2,945,082	7,450	39,431%	2	1	100%	

## NATURAL GAS TRADE

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	ENGIE ENERGY MANAGEMENT ROMANIA SRL	8,029,556,515	1,908,296,415	321%	205,847,544	25,245,278	715%	N/A	N/A	-	BUCUREȘTI, SECTOR 4
2	WIEE ROMANIA SRL	4,112,297,978	945,955,111	335%	20,648,354	55,167,834	-63%	6	7	-14%	BUCUREȘTI, SECTOR 1
3	PREMIER ENERGY SRL	2,911,411,385	971,061,526	200%	752,528,039	157,892,875	377%	N/A	426	-	BUCUREȘTI, SECTOR 1
4	DISTRIGAZ VEST SA	505,050,563	338,585,743	49%	42,831,613	31,537,898	36%	41	39	5%	BIHOR, ORADEA
5	CONEF GAZ SRL	504,276,491	489,469,838	3%	2,798,351	32,314,379	-91%	7	7	-	BUCUREȘTI, SECTOR 4
6	PREMIER ENERGY TRADING SRL	272,408,161	135,697,954	101%	-19,422,046	14,645,923	-233%	7	8	-13%	BUCUREȘTI, SECTOR 1

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## NATURAL GAS PRODUCTION

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	SOCIETATEA NATIONALA DE GAZE NATURALE ROMGAZ SA	13,071,969,020	5,725,213,673	128%	3,121,128,039	2,201,960,855	42%	5.228	5.340	-2%	SIBIU, MEDIAS
2	PETRO VENTURES RESOURCES SRL	845,412,334	N/A	-	324,847,108	-33,481,575	1.070%	2	2	-	BUCURESTI, SECTOR 1
3	GAS PLUS DACIA SRL	422,706,167	N/A	-	186,798,925	-4,069,733	4.690%	N/A	N/A	-	BUCURESTI, SECTOR 1
4	AMROMCO ENERGY SRL	107,583,505	60,055,936	79%	-177,216,595	-69,788,967	-154%	96	137	-30%	PRAHOVA, PLOIESTI

## NATURAL GAS DISTRIBUTION

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	ENGIE ROMANIA SA	15,190,517,642	7,773,955,556	95%	767,429,690	61,449,899	1.149%	830	808	3%	BUCURESTI, SECTOR 4
2	DELGAZ GRID SA	1,728,069,608	1,612,621,126	7%	-125,064,813	-66,136,566	-89%	5.384	5.314	1%	MURES, TARGU MURES
3	DISTRIGAZ SUD RETELE SRL	1,241,583,259	1,264,522,896	-2%	82,955,374	39,697,988	109%	2,761	2,734	1%	BUCURESTI, SECTOR 4
4	GAS POWER TRADING SRL	429,557,810	109,884,955	291%	58,153,814	32,783,773	77%	11	6	83%	BUCURESTI, SECTOR 1
5	SUSTAINABLE ENERGY SUPPLY NORTH SRL	349,332,610	N/A	-	36,846,730	-128,745	28.720%	2	1	100%	BUCURESTI, SECTOR 1
6	ENERGOCOM SA-CHISINAU-SUCURSALA OTOPENI	326,223,452	N/A	-	-134,229	N/A	-	N/A	N/A	-	ILFOV, OTOPENI
7	IMEX OIL LIMITED NICOSIA SUCURSALA BUCURESTI	225,601,947	1,754,141,005	-87%	179,205,833	436,935,991	-59%	6	6	-	BUCURESTI, SECTOR 1
8	ROMENERGY TRADING SRL	219,220,597	62,731	349.361%	316,589	-47,257	770%	N/A	N/A	-	BUCURESTI, SECTOR 1
9	SERINUS ENERGY ROMANIA SA	140,459,474	114,141,631	23%	5,468,468	4,825,088	13%	22	21	5%	BUCURESTI, SECTOR 1
10	ENERGY GAS PROVIDER SRL	101,201,012	21,653,117	367%	17,191,864	9,455,288	82%	3	5	-40%	BUCURESTI, SECTOR 6

## OIL AND GAS MACHINERY AND EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	CAMERON ROMANIA SRL	1,352,367,109	1,143,154,682	18%	89,588,963	94,729,438	-5%	1,661	1,630	2%	PRAHOVA, CAMPINA
2	CONFIND SRL	275,612,860	183,556,039	50%	40,064,580	11,007,380	264%	782	762	3%	PRAHOVA, CAMPINA
3	STIMPEX SA	194,881,495	107,742,726	81%	10,400,533	7,657,681	36%	178	133	34%	BUCURESTI, SECTOR 3
4	TECHNICAL SERVICES GROUP TSG ROMANIA SRL	105,773,239	92,367,259	15%	3,451,014	2,113,735	63%	148	161	-8%	BUCURESTI, SECTOR 6
5	TUBLOROM SRL	101,151,331	87,910,898	15%	15,060,511	14,727,632	2%	41	46	-11%	ILFOV, AFUMATI
6	MACOFIL SA	84,503,186	58,944,214	43%	26,987,383	17,236,515	57%	179	200	-11%	GORJ, TARGU JIU
7	PETROLEUM EQUIPMENT AND SUPPLIES FZE JEBEL ALI SUCURSALA BUCURESTI	64,037,926	59,643,436	7%	4,903,534	3,209,024	53%	236	237	-	BUCURESTI, SECTOR 6
8	ROBMET SRL	62,438,645	64,790,862	-4%	8,529,842	11,579,023	-26%	36	38	-5%	NEAMT, PIATRA NEAMT

## DRILLING AND EXPLORATION

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	GSP OFFSHORE SRL	697,965,053	784,761,603	-11%	24,089,995	27,091,371	-11%	632	787	-20%	CONSTANTA, CONSTANTA
2	J. CHRISTOF E&P SERVICES SRL	443,492,418	457,716,322	-3%	-27,951,683	7,188,617	-489%	2,405	2,428	-1%	PRAHOVA, BRAZII DE SUS



## DRILLING AND EXPLORATION

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
3	WEATHERFORD ATLAS GIP SA	242,380,203	173,192,227	40%	21,125,773	-3,877,566	645%	247	262	-6%	PRAHOVA, PLOIESTI
4	EXPERT PETROLEUM SOLUTIONS SRL	221,977,141	159,333,401	39%	95,539,168	58,808,595	62%	510	517	-1%	BUCURESTI, SECTOR 1
5	MAZARINE ENERGY ROMANIA SRL	207,995,238	132,888,315	57%	22,855,396	29,012,499	-21%	157	166	-5%	BUCURESTI, SECTOR 1
6	HALLIBURTON ENERGY SERVICES ROMANIA SRL	197,507,545	135,027,364	46%	23,146,284	-7,393,062	413%	123	109	13%	BUCURESTI, SECTOR 1
7	DIETSCON O&M SRL	185,152,844	162,914,332	14%	1,392,545	-12,721,823	111%	1,007	1,019	-1%	ILFOV, VOLUNTARI
8	FORAJ SONDE SA	154,641,765	66,847,106	131%	23,302,208	-6,624,289	452%	232	223	4%	TELEORMAN, VIDELE
9	FORAJ SONDE SA	133,590,163	59,164,393	126%	11,079,035	-2,845,394	489%	298	292	2%	DOLJ, CRAIOVA

## PIPELINE ADMINISTRATION

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	SOCIETATEA NATIONALA DE TRANSPORT GAZE NATURALE TRANSGAZ SA	2,436,802,053	1,683,775,006	45%	437,473,521	239,268,327	83%	4,013	4,097	-2%	SIBIU, MEDIAS
2	SNGN ROMGAZ SA-FILIALA DE IMAGAZINARE GAZE NATURALE DEPOGAZ PLOIESTI SRL	475,989,171	313,455,556	52%	120,978,318	38,258,094	216%	484	484	-	PRAHOVA, PLOIESTI
3	CONPET SA	472,232,577	412,786,582	14%	72,138,994	60,835,233	19%	1,467	1,511	-3%	PRAHOVA, PLOIESTI
4	OIL TERMINAL SA	302,678,978	212,323,542	43%	13,379,103	7,815,162	71%	962	947	2%	CONSTANTA, CONSTANTA

## ALTERNATIVE FUELS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	BUNGE BIOCOMBUSTIBIL SRL	1,023,303,244	658,123,164	55%	30,872,324	29,593,112	4%	34	39	-13%	BUCURESTI, SECTOR 2
2	GASPECO L&D SA	665,761,467	554,531,732	20%	21,846,396	14,128,300	55%	337	317	6%	BUCURESTI, SECTOR 1
3	BUTAN GAS ROMANIA SA	294,218,165	249,674,056	18%	10,207,780	4,956,029	106%	197	194	2%	BUCURESTI, SECTOR 1
4	AZALIS SRL	277,956,242	190,725,448	46%	17,999,488	13,055,685	38%	158	166	-5%	DOLJ, CRAIOVA
5	BULROM GAS IMPEX SRL	199,608,309	159,168,530	25%	10,062,604	1,560,737	545%	71	71	-	BUCURESTI, SECTOR 1
6	ADE GAS OIL COMPANY SRL	173,155,718	132,214,023	31%	15,678,991	8,810,299	78%	75	79	-5%	OLT, CARACAL
7	CITY GAS SRL	115,931,754	100,937,643	15%	1,816,730	23,346	7.682%	20	17	18%	GALATI, GALATI

## ELECTRICITY PRODUCTION

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	SOCIETATEA DE PRODUCERE A ENERGIEI ELECTRICE IN HIDROCENTRALE HIDROELECTRICA SA	9,220,668,081	6,335,390,471	46%	5,135,984,151	3,538,485,195	45%	3,388	3,300	3%	BUCURESTI, SECTOR 1
2	SOCIETATEA NATIONALA NUCLEARELECTRICA SA	6,368,544,558	3,118,375,073	104%	3,192,496,911	1,204,093,302	165%	2,221	2,002	11%	BUCURESTI, SECTOR 1
3	SOCIETATEA COMPLEXUL ENERGETIC OLTENIA SA	5,341,930,360	3,278,093,731	63%	3,770,495,536	-1,627,012,868	332%	10,692	11,307	-5%	GORJ, TARGU JIU

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## ELECTRICITY PRODUCTION

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
4	ELECTROCENTRALE BUCURESTI SA	4,562,664,455	2,687,103,849	70%	1,032,118,577	408,190,082	153%	1,734	1,719	1%	BUCURESTI, SECTOR 6
5	EDPR ROMANIA SRL	1,464,742,610	385,326,801	280%	477,850,772	253,044,739	89%	33	29	14%	BUCURESTI, SECTOR 2
6	ENEL GREEN POWER ROMANIA SRL	1,410,646,722	600,586,676	135%	878,672,313	396,744,723	121%	74	64	16%	BUCURESTI, SECTOR 1
7	TOMIS TEAM SA	866,388,265	394,902,881	119%	188,575,694	75,143,033	151%	18	18	-	BUCURESTI, SECTOR 1
8	SOLPRIM SRL	770,877,916	4,179,060	18.346%	117,021,432	3,226,586	3.527%	1	1	-	BUCURESTI, SECTOR 1
9	VERBUND WIND POWER ROMANIA SRL	719,874,970	333,519,278	116%	117,256,450	359,292,177	-67%	12	11	9%	BUCURESTI, SECTOR 2

## ELECTRICITY TRANSMISSION

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	COMPANIA NATIONALA DE TRANSPORT AL ENERGIEI ELECTRICE TRASELECTRICA SA	5,901,428,056	3,702,629,233	59%	587,385,893	1,877,889	31.179%	2,042	2,015	1%	BUCURESTI, SECTOR 3

## ELECTRICITY DISTRIBUTION

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	E.ON ENERGIE ROMANIA SA	13,725,371,052	6,821,957,637	101%	-358,899,374	58,536,801	-713%	668	207	223%	MURES, TARGU MURES
2	ELECTRICA FURNIZARE SA	11,235,153,397	5,943,762,927	89%	371,486,356	-463,187,300	180%	817	838	-3%	BUCURESTI, SECTOR 1
3	ENEL ENERGIE SA	5,201,925,419	3,349,965,900	55%	-391,072,544	-110,466,640	-254%	276	262	5%	BUCURESTI, SECTOR 1
4	ENEL ENERGIE MUNTENIA SA	4,778,924,136	3,240,833,678	47%	-377,568,182	-229,659,639	-64%	254	261	-3%	BUCURESTI, SECTOR 3
5	DISTRIBUTIE ENERGIE ELECTRICA ROMANIA SA	2,889,635,457	2,332,640,648	24%	389,395,465	-140,676,351	377%	6,297	6,360	-1%	CLUJ, CLUJ-NAPOCA
6	DISTRIBUTIE ENERGIE OLTENIA SA	1,174,357,814	1,011,232,760	16%	189,776,162	24,548,915	673%	1,387	1,314	6%	DOLJ, CRAIOVA
7	E-DISTRIBUTIE MUNTENIA SA	1,097,582,035	924,125,048	19%	262,113,680	55,540,207	372%	1,028	1,041	-1%	BUCURESTI, SECTOR 1
8	E-DISTRIBUTIE BANAT SA	706,014,309	547,395,837	29%	55,033,388	-33,665,843	263%	731	757	-3%	TIMIS, TIMISOARA
9	E-DISTRIBUTIE DOBROGEA SA	640,075,731	511,419,249	25%	74,759,475	10,879,425	587%	615	633	-3%	CONSTANTA, CONSTANTA

## POWER TRADE

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	TINMAR ENERGY SA	9,186,307,186	3,568,309,044	157%	588,122,328	159,269,958	269%	97	98	-1%	BUCURESTI, SECTOR 1
2	MET ROMANIA ENERGY SA	5,076,830,236	2,459,667,478	106%	-20,766,816	103,090,761	-120%	56	54	4%	BUCURESTI, SECTOR 1
3	CEZ VANZARE SA	2,961,892,516	2,422,158,994	22%	23,122,743	-32,201,442	172%	240	241	-	DOLJ, CRAIOVA
4	ENERGY DISTRIBUTION SERVICES SRL	2,119,244,924	1,064,803,752	99%	335,524,554	77,719,504	332%	15	15	-	BUCURESTI, SECTOR 1
5	NOVA POWER & GAS SRL	1,852,678,474	580,790,378	219%	263,423,288	-28,186,313	1.035%	111	91	22%	CLUJ, CLUJ-NAPOCA
6	GETICA 95 COM SRL	1,244,857,398	1,903,863,354	-35%	33,431,212	40,074,879	-17%	21	22	-5%	BUZAU, RAMNICU SARAT
7	RENOVATIO TRADING SRL	994,820,265	584,807,271	70%	205,348,808	46,481,306	342%	25	24	4%	BUCURESTI, SECTOR 1
8	MONSSON TRADING SRL	903,782,581	502,479,686	80%	115,126,718	-16,989,880	778%	47	44	7%	CONSTANTA, CONSTANTA
9	AXPO ENERGY ROMANIA SA	887,567,173	626,797,334	42%	75,928,411	-26,558,447	386%	7	8	-13%	BUCURESTI, SECTOR 1
10	NEXT ENERGY PARTNERS SRL	885,763,657	678,432,869	31%	130,713,267	-25,330,022	616%	11	12	-8%	GALATI, GALATI



## POWER & TELECOMMUNICATIONS LINES CONTRACTORS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	CHINTEC SPOLKA Z O.O.	343,114,629	N/A	-	-12,649,520	N/A	-	N/A	N/A	-	ARGES, PITESTI
2	CALIK ENERJI SANAYI VE TICARET ANONIM SIRKETI ISTA	249,143,475	112,535,946	121%	1,959,831	37,136,550	-95%	76	31	145%	CONSTANTA, NAVODARI
3	ENERGOBIT SA	197,093,448	209,706,456	-6%	2,983,903	5,672,218	-47%	434	454	-4%	CLUJ, CLUJ-NAPOCA
4	SUNNERG RENEWABLE SERVICE SRL	162,731,897	13,270,874	1.126%	7,187,149	909,741	690%	7	1	600%	BUCURESTI, SECTOR 2
5	METKA EGN ROM SRL	89,467,395	N/A	-	-1,314,817	-131,603	-899%	10	3	233%	BUCURESTI, SECTOR 1
6	PRO CONECT SRL	78,489,749	85,402,673	-8%	9,824,165	16,949,148	-42%	271	308	-12%	CLUJ, CLUJ-NAPOCA
7	ELECTROECHIPAMENT INDUSTRIAL SRL	58,984,034	52,439,908	12%	3,533,690	877,082	303%	198	195	2%	CARAS-SEVERIN, RESTA
8	ELECTROMONTAJ CARPATI SA	51,148,504	35,243,550	45%	2,191,047	810,868	170%	195	222	-12%	SIBIU, SIBIU
9	T&D PRO ELECTRIC SRL	50,733,026	38,148,880	33%	1,029,387	483,472	113%	53	54	-2%	BUCURESTI, SECTOR 1

## WATER SUPPLY SERVICES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	APA NOVA BUCURESTI SA	988,731,526	871,294,185	13%	87,442,989	124,488,192	-30%	1,953	1,902	3%	BUCURESTI, SECTOR 2
2	RAJA SA	439,016,373	399,727,652	10%	30,271,362	42,276,805	-28%	2,368	2,354	1%	CONSTANTA, CONSTANTA
3	COMPANIA DE APA SOMES SA	291,711,660	255,909,128	14%	61,862,347	18,992,101	226%	1,904	1,922	-1%	CLUJ, CLUJ-NAPOCA
4	APAVITAL SA	274,015,885	225,571,213	21%	10,251,592	21,087,026	-51%	1,395	1,357	3%	IASI, IASI
5	AQUATIM SA	215,540,621	172,641,445	25%	21,164,915	13,173,883	61%	940	939	-	TIMIS, TIMISOARA
6	COMPANIA APA BRASOV SA	160,602,879	138,511,475	16%	6,185,763	10,742,264	-42%	867	858	1%	BRASOV, BRASOV
7	COMPANIA DE APA OLTENIA SA	151,844,927	130,563,397	16%	14,947,386	11,680,004	28%	1,054	1,070	-1%	DOLJ, CRAIOVA
8	APA CANAL SA	147,110,318	126,116,149	17%	8,599,549	-5,509,003	256%	1,013	1,006	1%	GALATI, GALATI
9	COMPANIA AQUASERV SA	127,553,440	111,550,239	14%	-20,769,658	-1,029,426	-1.918%	668	682	-2%	MURES, TARGU MURES
10	APA-CTTA SA	119,042,700	100,896,655	18%	16,300,570	13,699,377	19%	799	793	1%	ALBA, ALBA IULIA
11	APA CANAL SIBIU SA	111,190,462	96,235,408	16%	17,402,962	19,268,729	-10%	679	696	-2%	SIBIU, SIBIU
12	COMPANIA DE APA ARAD SA	109,200,505	95,013,517	15%	3,024,247	307,824	882%	729	737	-1%	ARAD, ARAD
13	COMPANIA DE APA ORADEA SA	106,318,253	83,897,794	27%	16,036,655	11,736,577	37%	542	556	-3%	BIHOR, ORADEA
14	APA CANAL 2000 SA	105,720,304	90,682,256	17%	4,780,730	3,571,930	34%	641	648	-1%	ARGES, PITESTI
15	ACET SA SUCEAVA	104,683,727	90,618,103	16%	460,824	5,610,434	-92%	807	813	-1%	SUCEAVA, SUCEAVA

## DISTRICT HEATING, COOLING, STEAM AND COMPRESSED AIR SUPPLY SERVICES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	COMPANIA MUNICIPALA TERMOENERGETICA BUCURESTI SA	1,966,353,746	1,431,822,244	37%	-427,283,484	-240,965,483	-77%	3,127	3,069	2%	BUCURESTI, SECTOR 4
2	TERMOFICARE ORADEA SA	573,796,639	339,097,760	69%	17,748,431	-21,912,110	181%	530	534	-1%	BIHOR, ORADEA
3	C.E.T. GOVORA SA	480,182,826	351,645,824	37%	29,625,872	-30,548,065	197%	1,170	1,233	-5%	VALCEA, RAMNICU VALCEA
4	VEOLIA ENERGIE ROMANIA SA	455,838,467	474,759,390	-4%	-490,302	-42,536,236	99%	9	93	-90%	BUCURESTI, SECTOR 2
5	VEOLIA ENERGIE PRAHOVA SRL	311,687,911	310,112,114	1%	-24,756,106	-131,953,668	81%	133	314	-58%	PRAHOVA, PLOIESTI
6	BIOENERGY SUCEAVA SA	263,310,627	128,296,094	105%	8,285,122	-27,913,474	130%	58	54	7%	SUCEAVA, SUCEAVA
7	THERMOENERGY GROUP SA	253,855,988	138,086,483	84%	17,851,836	4,467,371	300%	337	332	2%	BACAU, BACAU
8	TERMOFICARE CONSTANTA SRL	228,099,866	72,621,262	214%	-131,972,695	-37,659,029	-250%	354	362	-2%	CONSTANTA, CONSTANTA

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# RECYCLING AND ENVIRONMENTAL SERVICES

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## In this Chapter

Waste Management and Recycling; Technology and Equipment for Environmental Services  
Environmental Services; Environmental Contractors.

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# 3055

*EMPLOYEES ON TOP TEN COMPANIES IN  
WASTE MANAGEMENT AND RECYCLING  
INDUSTRY SECTOR IN 2022.*



## WASTE MANAGEMENT AND RECYCLING

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	REMATHOLDING CO. SRL	556,269,071	551,744,503	1%	9,384,549	18,960,413	-51%	251	226	11%	BUCURESTI, SECTOR 4
2	ROMRECYCLING SRL	540,550,801	448,216,685	21%	13,247,749	15,513,075	-15%	69	69	-	ILFOV, IULAVA
3	REMAT SA	495,671,984	410,545,545	21%	25,179,657	23,968,414	5%	163	152	7%	CALARASI, CALARASI
4	REMAT BRASOV SA	433,950,677	492,661,485	-12%	9,825,244	74,749,456	-87%	289	287	1%	BRASOV, BRASOV
5	REMATINVEST SRL	429,556,320	465,595,211	-8%	27,593,056	50,772,247	-46%	214	210	2%	CLUJ, CLUJ-NAPOCA
6	TEHNOINVEST STEEL & SCRAP SRL	403,929,333	397,582,903	2%	30,308,230	31,160,924	-3%	16	19	-16%	BRASOV, BRASOV
7	METALROM SRL	391,724,512	297,531,274	32%	3,351,889	1,374,240	144%	29	30	-3%	BUCURESTI, SECTOR 1
8	METALIMPEX ROMANIA SRL	382,374,016	324,907,641	18%	20,363,142	15,212,275	34%	117	120	-3%	ARGES, ARGESELU
9	SUPERCOM SA	345,026,022	314,472,205	10%	-36,916,011	4,707,410	-884%	1,874	2,313	-19%	BUCURESTI, SECTOR 2
10	METAL EXCHANGE BUCURESTI SRL	289,868,546	297,440,244	-3%	5,432,142	7,803,975	-30%	33	33	-	BUCURESTI, SECTOR 1
11	SILNEF SRL	270,585,955	292,535,759	-8%	385,080	10,797,392	-96%	111	128	-13%	BRASOV, BRASOV
12	RETIM ECOLOGIC SERVICE SA	236,666,903	195,457,692	21%	15,429,863	11,112,968	39%	791	766	3%	TIMIS, TIMISOARA
13	AS METAL COM SRL	231,111,558	188,967,959	22%	9,285,376	7,592,230	22%	101	101	-	BUCURESTI, SECTOR 4
14	COMPANIA ROMPREST SERVICE SA	227,405,874	228,648,561	-1%	-2,575,451	-9,387,029	73%	2,070	2,308	-10%	BUCURESTI, SECTOR 1
15	IULICRIS RECYCLING SRL	223,118,748	338,982,956	-34%	6,380,582	40,861,966	-84%	48	46	4%	GALATI, BRANISTEA
16	ANGHEL N.G. SRL	222,875,869	209,229,171	7%	3,043,661	2,875,589	6%	60	60	-	GALATI, SENDRENI

Companies without reported results for 2022: ROSAL GRUP SA

## TECHNOLOGY AND EQUIPMENT FOR ENVIRONMENTAL SERVICES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	COMELF SA	173,218,840	132,605,553	31%	4,603,986	4,682,619	-2%	636	647	-2%	BISTRITA-NASAUD, BISTRITA
2	ADISS SA	43,201,003	36,839,721	17%	793,007	997,495	-21%	68	66	3%	MARAMURES, TAUTII-MAGHERAUS
3	EDAS-EXIM SRL	37,612,581	26,191,117	44%	2,005,614	679,459	195%	75	68	10%	BUCURESTI, SECTOR 1
4	NEDEIAS-COM SRL	25,959,406	16,267,299	60%	2,576,673	1,055,412	144%	52	42	24%	BISTRITA-NASAUD, BISTRITA
5	ADARCO INVEST SRL	14,941,161	12,588,610	19%	1,108,634	2,716,997	-59%	57	55	4%	HUNEDOARA, PETROSANI

## ENVIRONMENTAL SERVICES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	ECO SYNERGY SA	43,748,869	39,229,783	12%	1,884,362	4,975,852	-62%	35	25	40%	BUCURESTI, SECTOR 1
2	RLG WASTE MANAGEMENT SYSTEMS ROMANIA SRL	39,566,604	36,469,626	8%	2,374,664	1,562,539	52%	32	24	33%	BUCURESTI, SECTOR 1
3	ECO-ROM AMBALAJE SA	36,610,038	31,307,238	17%	198,172,754	2,615,529	7,477%	14	13	8%	BUCURESTI, SECTOR 6
4	FINANCIAR RECYCLING SA	34,919,782	37,386,218	-7%	416,350	1,235,288	-66%	14	13	8%	ARGES, PITESTI
5	ECOLOGIC 3R AMBALAJE SA	28,160,143	29,925,704	-6%	2,784,482	5,701,882	-51%	19	22	-14%	BUCURESTI, BRAILA

## ENVIRONMENTAL CONTRACTORS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	GREENPOINT MANAGEMENT SA	142,755,527	138,465,750	3%	4,399,206	2,712,635	62%	38	39	-3%	BUCURESTI, SECTOR 1
2	RECICLAD`OR SA	125,944,239	129,329,601	-3%	9,333,459	13,418,300	-30%	34	31	10%	BUCURESTI, SECTOR 1
3	ECO-X SA	98,658,817	106,191,551	-7%	7,260,669	8,012,171	-9%	12	15	-20%	VRANCEA, PETRESTI
4	GREEN RESOURCES MANAGEMENT SA	33,952,588	34,566,148	-2%	1,391,392	140,349	891%	12	13	-8%	BUCURESTI, SECTOR 2
5	ECOSMART UNION SA	24,284,549	52,900,397	-54%	2,073,201	-1,050,636	297%	5	7	-29%	BUCURESTI, SECTOR 3



# CHEMICALS



## In this Chapter

Chemicals Base Products; Industrial Gases; Paints, Varnishes, Inks; Adhesives; Lubricants; Chemicals Trade; Rubber and Plastic Products; Rubber and Plastic Machinery and Equipment; Salt; Mineral Products; Rocks and Stones; Trade, Ores, Minerals and Quarried Stone.

# 1983

*IS THE NUMBER OF EMPLOYEES OF THE TOP TEN COMPANIES IN THE MINERAL PRODUCTS INDUSTRY SECTOR FOR 2022.*



## CHEMICAL BASE PRODUCTS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	CHIMCOMPLEX SA	2,258,532,410	2,244,002,649	1%	311,255,153	543,061,015	-43%	1,688	1,919	-12%	BACAU, ONESTI
2	PULOLITE SRL	405,189,383	321,172,147	26%	4,755,342	7,237,418	-34%	300	285	5%	BRASOV, VICTORIA
3	VIDIAVI COMPANY SA	217,805,496	213,195,671	2%	1,608,667	1,644,083	-2%	4	4	-	BUCURESTI, SECTOR 2
4	AROMA RISE SA	105,878,429	77,284,415	37%	5,599,031	3,235,055	73%	93	95	-2%	BACAU, ONESTI
5	POP INDUSTRY SRL	89,871,400	76,582,977	17%	17,141,717	16,530,773	4%	N/A	160	-	OLT, SLATINA
6	OLMIX ECO SRL	73,098,325	48,430,363	51%	22,416,315	4,320,445	419%	N/A	36	-	BUCURESTI, SECTOR 1
7	KEMCRISTAL SRL	72,701,625	47,087,037	54%	3,673,424	1,660,329	121%	78	79	-1%	CALARASI, FUNDULEA
8	ALMAMET SRL	55,937,579	43,368,038	29%	20,314,497	13,158,825	54%	47	43	9%	MURES, TARNAVENI
9	KYNITA SRL	47,068,548	37,849,059	24%	3,130,454	4,545,414	-31%	49	53	-8%	VALCEA, DANGESTI
10	SINTEZA SA	38,552,939	42,657,990	-10%	-2,038,997	1,280,551	-259%	90	80	13%	BIHOR, ORADEA

## INDUSTRIAL GASES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	LINDE GAZ ROMANIA SRL	1,146,682,082	767,444,641	49%	282,197,186	281,962,790	0%	360	373	-3%	TIMIS, TIMISOARA
2	MESSER ROMANIA GAZ SRL	158,990,305	125,329,298	27%	29,608,134	21,907,462	35%	105	97	8%	BUCURESTI, SECTOR 2
3	SIAD ROMANIA SRL	158,064,608	110,573,270	43%	19,554,577	4,096,382	377%	75	72	4%	BUCURESTI, SECTOR 6
4	AIR LIQUIDE ROMANIA SRL	130,763,168	99,692,791	31%	13,353,473	7,134,983	87%	78	77	1%	BUCURESTI, SECTOR 2
5	NEW DESIGN COMPOSITE SRL	54,623,168	30,838,304	77%	18,535,060	6,621,161	180%	40	49	-18%	ARGES, PITESTI

## PAINTS, VARNISHES, INKS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	KOBER SRL	498,846,145	439,731,637	13%	69,826,192	66,071,376	6%	782	822	-5%	NEAMT, DUMBRAVA ROSIE
2	PPG ROMANIA SA	356,702,827	305,103,873	17%	58,428,419	50,018,703	17%	384	387	-1%	BUCURESTI, SECTOR 3
3	DAW BENTA ROMANIA SRL	231,649,219	182,961,401	27%	25,986,778	16,380,063	59%	335	320	5%	MURES, SANCRAIU DE MURES
4	ROMCOLOR 2000 SA	218,672,283	180,519,856	21%	28,943,909	29,026,385	0%	100	102	-2%	ILFOV, COPACENI
5	AZUR SA	211,142,285	187,483,093	13%	-744,029	-9,826,774	92%	210	277	-24%	TIMIS, TIMISOARA
6	FERRO PERFORMANCE PIGMENTS ROMANIA SRL	148,488,094	116,183,015	28%	17,193,136	16,165,419	6%	150	144	4%	DAMBOVITA, DOICESTI
7	POLICOLOR SA	132,678,479	127,084,880	4%	-7,157,371	1,071,305	-768%	185	218	-15%	BUCURESTI, SECTOR 6
8	BASF COATINGS SERVICES SRL	124,053,737	74,271,421	67%	2,566,038	2,810,544	-9%	19	16	19%	BUCURESTI, SECTOR 1
9	ROMCHIM PROTECT SRL	80,026,929	35,158,286	128%	7,286,363	5,492,611	33%	43	47	-9%	BACAU, BOANTA
10	EVOLOR SRL	77,029,926	64,316,091	20%	7,849,224	8,985,959	-13%	N/A	116	-	VALCEA, BULETA

## ADHESIVES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	EGGER TECHNOLOGIA SRL	536,787,590	480,679,536	12%	43,422,290	48,062,131	-10%	51	50	2%	SUCEAVA, RADAUTI
2	SIKA ROMANIA SRL	404,562,756	334,441,367	21%	93,055,624	42,149,432	121%	156	153	2%	BRASOV, BRASOV
3	BOSTIK ROMANIA SRL	260,720,127	266,960,361	-2%	24,042,353	30,711,816	-22%	127	142	-11%	ILFOV, BUFTEA
4	YILDIZ CHEM SRL	141,841,125	98,899,238	43%	2,902,061	2,268,403	28%	28	28	-	ARGES, CEAUSESTI
5	PREFERE RESINS ROMANIA SRL	54,817,464	39,763,875	38%	-394,295	840,743	-147%	21	21	-	BRASOV, RASNOV
6	MULTIBOND DURAL SRL	45,493,523	44,803,749	2%	-2,182,439	369,293	-691%	61	58	5%	DOLJ, CARCEA



## LUBRICANTS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	TOTALENERGIES MARKETING ROMANIA SA	596,904,830	507,889,879	18%	21,225,536	35,947,061	-41%	174	166	5%	BRASOV, CRISTIAN
2	CASTROL LUBRICANTS RO SRL	403,740,764	342,661,866	18%	15,771,875	13,608,853	16%	21	17	24%	BUCURESTI, SECTOR 5
3	LUKOIL LUBRICANTS EAST EUROPE SRL	177,564,165	142,758,110	24%	13,776,205	5,206,987	165%	76	77	-1%	PRAHOVA, PLOIESTI
4	FATCOM-IMPEX SRL	174,145,891	132,452,265	31%	1,582,867	1,937,768	-18%	47	48	-2%	BIHOR, LIVADA DE BIHOR
5	LUBEXPERT ROMANIA SRL	93,315,837	80,593,822	16%	9,113,481	4,495,210	103%	31	N/A	-	SATU MARE, SATU MARE
6	STAR LUBRICANTS SRL	84,646,036	80,322,013	5%	19,497,119	7,726,841	152%	48	46	4%	CLUJ, CLUJ-NAPOCA

## TRADE, CHEMICALS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	BAYER SRL	1,342,633,911	1,181,581,325	14%	49,529,513	43,943,730	13%	232	226	3%	BUCURESTI, SECTOR 2
2	BASF SRL	979,628,810	772,934,825	27%	41,200,001	22,104,541	86%	81	81	-	BUCURESTI, SECTOR 2
3	PUREFERT BALKANS SRL	735,579,818	13,303,780	5429%	-27,700,487	2,008,974	-1479%	6	N/A	-	ILFOV, VOLUNTARI
4	BRENTAG SRL	429,509,204	313,186,135	37%	34,423,635	21,911,430	57%	95	95	-	ILFOV, CHIAJNA
5	TOROS AGROPORT ROMANIA SA	418,102,087	199,120,124	110%	13,969,518	2,907,993	380%	4	4	-	BUCURESTI, SECTOR 1
6	GOVCREST INTERNATIONAL SRL	391,886,704	217,992,194	80%	13,361,394	3,483,531	284%	12	11	9%	BUCURESTI, SECTOR 2
7	KEYTRADE AG THALWIL - SUCURSALA BUCURESTI	365,797,660	123,241,782	197%	21,188,813	17,434,550	22%	5	4	25%	BUCURESTI, SECTOR 1
8	SOUTH EAST EUROPE FERTILIZER COMPANY S.A	264,135,558	N/A	-	2,091,230	-95,269	2295%	N/A	1	-	BUCURESTI, SECTOR 1
9	KASAKROM CHEMICALS SRL	261,346,717	246,213,210	6%	4,265,452	7,476,483	-43%	10	10	-	BUCURESTI, SECTOR 3
10	AECTRA PLASTICS SRL	233,051,719	173,871,158	34%	14,603,520	9,294,975	57%	19	12	58%	ILFOV, SECTOR 1

## RUBBER PRODUCTS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	CARLISLE CONSTRUCTION MATERIALS RO SRL	79,431,016	69,580,896	14%	1,894,293	1,960,153	-3%	64	62	3%	MARAMURES, BAJA MARE
2	KOEPP ROMANIA SRL	79,186,347	65,629,889	21%	14,223,367	7,369,106	93%	110	N/A	-	MARAMURES, ARINIS
3	RONERA RUBBER SA	66,861,867	61,596,014	9%	12,988,019	15,765,289	-18%	226	219	3%	ARGES, BASCOV
4	ARGOMM RO SRL	63,524,543	61,917,327	3%	4,683,348	7,966,515	-41%	182	197	-8%	TIMIS, TIMISOARA
5	IMM HYDRO EST SRL	50,504,507	72,493,300	-30%	-15,180,151	8,997,519	-269%	143	170	-16%	CLUJ, CLUJ-NAPOCA
6	V.M. COMP SRL	42,118,546	44,165,450	-5%	2,738,291	4,498,533	-39%	214	219	-2%	ARGES, STEFANESTI

## PLASTIC PRODUCTS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	VALEO LIGHTING INJECTION SA	1,016,679,239	937,261,020	8%	-26,390,133	-12,282,783	-115%	1,134	1,321	-14%	TIMIS, GIARMATA
2	NEVEON ROMANIA SRL	307,487,524	337,694,834	-9%	6,645,842	15,170,146	-56%	285	313	-9%	SIBIU, SELIMBAR
3	AMIBLU ROMANIA SRL	272,348,371	142,957,288	91%	1,638,980	3,619,913	-55%	88	84	5%	ILFOV, CLINCENI
4	ROMCARBON SA	265,048,639	266,937,602	-1%	52,383,761	-558,371	9.482%	734	807	-9%	BUZAU, BUZAU
5	AUSTRIA CARD SRL	258,799,758	163,872,458	58%	8,754,357	2,955,531	196%	219	201	9%	BUCURESTI, SECTOR 1
6	AUSTROTHERM COM SRL	253,437,322	176,945,505	43%	24,889,306	24,293,488	2%	147	128	15%	BUCURESTI, SECTOR 6



## RUBBER AND PLASTIC MACHINERY AND EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	REINERT KUNSTSTOFFTECHNIK SRL	156,269,650	118,435,657	32%	15,490,612	14,100,586	10%	257	227	13%	BIHOR, SANTANDREI
2	PLASTICS BAVARIA EQUIPMENT & SYSTEMS SRL	47,023,341	44,730,407	5%	6,178,761	5,121,468	21%	42	42	-	BRASOV, BRASOV

## SALT

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	SOCIETATEA NATIONALA A SARII SA	498,099,493	364,931,503	36%	144,492,843	71,846,742	101%	1,410	1,437	-2%	BUCURESTI, SECTOR 1
2	SALINEN ROMANIA SRL	23,100,262	20,447,944	13%	3,656,955	1,557,525	135%	3	3	-	BUCURESTI, SECTOR 1

## MINERAL PRODUCTS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	CUPRU MIN SA	424,509,686	321,696,269	32%	20,345,640	120,620,978	-83%	595	620	-4%	ALBA, ABRUD
2	ELSID SA	249,885,743	298,343,522	-16%	59,532,443	71,776,893	-17%	209	190	10%	ILFOV, TITU
3	IRIS-ALY EXPLORER SRL	131,628,684	51,656,564	155%	67,904,369	24,335,695	179%	40	23	74%	ILFOV, POPESTI LEORDENI
4	GENERAL MEMBRANE SA	108,420,654	82,561,675	31%	12,661,380	6,553,932	93%	83	76	9%	BUZAU, BUZAU
5	ASFALT DOBROGEA SRL	83,371,721	86,018,486	-3%	7,572,615	10,760,663	-30%	172	163	6%	CONSTANTA, CONSTANTA
6	ELECTROCARBON SA	80,450,729	67,548,401	19%	5,545,678	5,764,692	-4%	107	115	-7%	ILFOV, SLATINA
7	COMPANIA NATIONALA A URANIULUI SA	79,609,621	20,810,223	283%	24,788,149	-135,356,669	118%	412	N/A	-	BUCURESTI, SECTOR 1
8	R.S. ACTIV SRL	76,814,294	72,453,124	6%	1,395,219	1,489,553	-6%	298	312	-4%	BRASOV, GHIMBAY
9	CESAL SA	58,708,299	43,221,821	36%	1,553,187	50,291	2988%	67	65	3%	BIHOR, ORADEA

## ROCKS AND STONES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	OMYA CALCITA SRL	145,682,151	115,089,682	27%	6,068,269	6,963,520	-13%	70	64	9%	BUCURESTI, SECTOR 6
2	SOROCAM SRL	112,128,811	93,579,437	20%	4,042,649	6,843,402	-41%	73	75	-3%	ILFOV, POPESTI LEORDENI
3	MINERALPORT SRL	104,890,574	126,593,544	-17%	941,163	15,292,946	-94%	159	137	16%	OLT, PIATRA
4	VTT SMART SOLUTION SRL	102,535,937	29,646,265	246%	5,092,416	76,987	6515%	4	6	-33%	CLUJ, CAMPIA TURZII
5	CALCARUL SA	93,168,296	103,673,133	-10%	12,016,872	11,750,455	2%	292	258	13%	SUCEAVA, POJORATA
6	RUSU MARIN SRL	81,412,239	54,628,724	49%	13,767,340	9,541,149	44%	102	83	23%	DAMBOVITA, BALDANA
7	GRANDEMAR SA	73,864,702	61,232,310	21%	10,249,894	10,214,738	0%	168	159	6%	CLUJ, CLUJ-NAPOCA
8	ALGABETH COM SRL	59,536,082	58,977,177	1%	11,234,487	10,882,044	3%	47	48	-2%	PRAHOVA, POPESTI

## TRADE, ORES, MINERALS AND QUARRIED STONE

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	MOLDMETAL TRADING SRL	516,538,456	400,475,588	29%	27,308,370	16,063,001	70%	43	24	79%	BUCURESTI, SECTOR 2
2	EUROPE METAL TRADE SRL	410,704,191	247,842,101	66%	31,621,793	25,949,378	22%	9	10	-10%	CONSTANTA, CONSTANTA
3	IMPERIAL METAL SRL	189,463,289	142,290,224	33%	15,889,693	8,290,392	92%	4	3	33%	ILFOV, MOGOSOAIA
4	UNIONOTEL SRL	132,110,670	95,942,853	38%	16,516,198	10,569,888	56%	56	52	8%	BUCURESTI, SECTOR 2
5	STEEL CONSULT SRL	122,168,965	54,606,416	124%	9,977,067	3,873,603	158%	12	7	71%	ILFOV, POPESTI LEORDENI



# PHARMACEUTICALS



## In this Chapter

Pharmaceutical Products; Pharmaceuticals Trade; Pharmacy Chains.

# 35%

*IS THE TURNOVER GROWTH RATE ACHIEVED  
BY DR. MAX, THE MARKET LEADER IN THE  
PHARMACY CHAIN INDUSTRY SECTOR IN 2022*



## PHARMACEUTICAL PRODUCTS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	JOHNSON & JOHNSON ROMANIA SRL	1,360,200,036	1,166,323,768	17%	-8,984,756	6,893,950	-230%	207	176	18%	BUCURESTI, SECTOR 1
2	TERAPIA SA	1,044,674,907	845,123,080	24%	285,873,631	179,749,395	59%	810	816	-1%	CLUJ, CLUJ-NAPOCA
3	ZENTIVA SA	759,630,870	683,865,264	11%	114,984,918	119,210,366	-4%	884	825	7%	BUCURESTI, SECTOR 3
4	BIO EEL SRL	677,342,166	550,273,766	23%	10,174,533	12,318,112	-17%	212	179	18%	MURES, TARGU MURES
5	SANDOZ SRL	561,984,328	452,784,120	24%	23,268,891	19,543,493	19%	510	498	2%	MURES, TARGU MURES
6	ANTIBIOTICE SA	483,724,186	368,421,809	31%	41,903,230	30,302,616	38%	1,355	1,410	-4%	IASI, IASI
7	GLAXOSMITHKLINE CONSUMER HEALTHCARE SRL	452,635,360	406,608,724	11%	37,971,166	32,573,387	17%	117	114	3%	BUCURESTI, SECTOR 5
8	TEVA PHARMACEUTICALS SRL	291,690,474	281,318,928	4%	153,982,975	17,221,105	794%	103	113	-9%	BUCURESTI, SECTOR 5
9	BIOFARM SA	277,026,343	239,086,666	16%	80,880,310	69,554,107	16%	387	371	4%	BUCURESTI, SECTOR 3
10	FITERMAN PHARMA SRL	213,155,277	198,561,593	7%	50,180,712	10,661,993	371%	220	172	28%	IASI, IASI

## PHARMACEUTICALS TRADE

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	FILDAS TRADING SRL	5,907,745,250	4,637,538,645	27%	261,555,607	226,564,669	15%	1,575	1,440	9%	ARGES, SECTOR 1
2	MEDIPLUS EXIM SRL	5,715,667,760	4,678,624,902	22%	88,361,163	79,128,223	12%	1,019	1,006	1%	ILFOV, MOGOSOAIA
3	ALLIANCE HEALTHCARE ROMANIA SRL	4,584,007,871	4,010,412,754	14%	106,632,333	105,283,634	1%	845	866	-2%	BUCURESTI, SECTOR 6
4	FARMEXIM SA	3,453,505,878	2,888,829,002	20%	11,022,908	14,184,940	-22%	644	770	-16%	BUCURESTI, SECTOR 1
5	PHARMAFARM SA	1,635,630,649	1,507,501,305	8%	-6,925,639	-2,475,278	-180%	414	443	-7%	MURES, CORUNCA
6	PFIZER ROMANIA SRL	1,631,115,108	2,375,134,116	-31%	81,394,941	135,861,054	-40%	252	205	23%	BUCURESTI, SECTOR 1
7	DONA. LOGISTICA SA	1,526,560,358	1,234,100,277	24%	8,732,106	5,952,248	47%	274	218	26%	ILFOV, CHITILA
8	NOVARTIS PHARMA SERVICES ROMANIA SRL	997,061,147	879,296,832	13%	39,721,799	43,496,739	-9%	187	197	-5%	BUCURESTI, SECTOR 2
9	SANOFI ROMANIA SRL	971,773,308	1,214,571,665	-20%	63,982,625	94,397,383	-32%	175	215	-19%	BUCURESTI, SECTOR 2
10	EUROPHARM HOLDING SA	896,429,230	778,472,281	15%	3,851,718	3,322,699	16%	295	301	-2%	BRASOV, BRASOV

Companies without reported results for 2022: ROCHE ROMANIA SRL

## PHARMACY CHAINS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	DR.MAX SRL	3,193,482,856	2,374,018,108	35%	-6,856,991	-14,803,923	54%	3,532	3,195	11%	ILFOV, MOGOSOAIA
2	HELP NET FARMA SA	1,511,668,424	1,286,347,364	18%	52,457,938	33,480,924	57%	2,046	2,151	-5%	BUCURESTI, SECTOR 1
3	S.I.E.P.C.O.F.A.R. SA	1,262,202,744	1,129,567,823	12%	20,039,980	17,388,188	15%	1,822	1,704	7%	BUCURESTI, SECTOR 4
4	FARMACIA TEI SRL	949,365,838	867,836,333	9%	47,956,379	45,463,728	5%	611	598	2%	BUCURESTI, SECTOR 2
5	CATENA HYGEIA SRL	920,170,373	717,626,669	28%	43,534,963	38,899,502	12%	895	840	7%	ARGES, PITESTI
6	FARMACEUTICA ARGESFARM SA	646,975,573	525,128,692	23%	37,217,850	33,971,407	10%	602	592	2%	ARGES, PITESTI
7	ROPHARMA SA	550,594,149	469,374,047	17%	8,203,552	7,239,702	13%	718	711	1%	BRASOV, BRASOV
8	MED-SERV UNITED SRL	492,980,283	380,334,442	30%	124,057,190	97,696,192	27%	438	420	4%	BUCURESTI, SECTOR 5
9	LAVIRA TRANSPORT SRL	394,816,518	348,145,560	13%	37,326,540	32,383,371	15%	431	419	3%	BUCURESTI, SECTOR 1
10	DUCFARM SRL	372,656,620	313,873,246	19%	13,097,683	13,320,024	-2%	238	208	14%	CLUJ, CLUJ-NAPOCA
11	MINI-FARM SRL	319,522,045	250,191,304	28%	4,001,096	5,337,874	-25%	499	460	8%	TULCEA, BABADAG
12	MYOSOTIS FARM SRL	301,636,111	281,306,865	7%	5,406,876	8,196,535	-34%	74	80	-8%	GALATI, GALATI
13	MYOSOTIS SRL	287,146,600	243,303,059	18%	8,345,635	9,068,347	-8%	529	508	4%	GALATI, GALATI
14	AMGEN ROMANIA SRL	261,244,037	220,547,481	18%	13,065,483	9,315,465	40%	39	40	-3%	BUCURESTI, SECTOR 1



*Campania*  
**SĂNĂTATEA  
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Susținem colaborarea interdisciplinară a medicilor pentru diagnosticarea sindromului de apnee în somn, pentru tratarea cu succes a pacienților care suferă de acest sindrom și au comorbidități asociate.



# HEALTHCARE



## In this Chapter

Medical Centers; Dental Centers; Medical Equipment.

# 36%

*OF RESPONDENTS FROM A SURVEY  
CONDUCTED BY DENT ESTET SAY THEY  
PREFER TO VISIT THE DENTIST ONLY  
WHEN AN EMERGENCY OCCURS.*







## Interview

# TRANSFORMING ROMANIAN DENTISTRY: DR. OANA TABAN'S VISION OF DENT ESTET

**DR. OANA TABAN**, CEO & Founder of DENT ESTET

**1.** DENT ESTET has undergone remarkable expansion under your leadership. Could you share the vision driving this growth, especially within the broader healthcare landscape, now under MedLife's umbrella?

Our vision has always been about enhancing access to excellent medical services. We realized this in 1999, acknowledging that respect for the patient and their expectations, constant investment in technology, and unwavering trust in medical practice are essential values for development. In 2016, these values led us to join forces with MedLife, Romania's largest private healthcare network.

This partnership, marked by continuous growth, allowed us to become leaders in Romanian dentistry. Over the last seven years, DENT ESTET has invested over 12 million Eur in medical infrastructure and educational programs. This positions us as trailblazers in the dental field and showcases

our creative contributions to medical and business sectors. Today, we are present in nine major Romanian cities, with a portfolio growing from 7 to 18 clinics.

**2.** Your collaboration with MedLife has been ongoing for seven years. How has this collaboration enhanced oral health services, and what are the key accomplishments during this period?

Our partnership with MedLife has constructed a sustainable business model, inspiring others in the market and strengthening Romania's healthcare system. As market leaders in private dental services, we have taken on the responsibility of offering innovative, integrated medical solutions that genuinely improve people's health. With over 180 dental professionals, we provide world-class expertise, state-of-the-art technology, and personalized treatments in all our clinics.

Based on our extended experience, we have understood patient needs and developed



seven Centers of Excellence, covering all the treatments for good oral health, from implants to orthodontics. In addition, the collaboration with Professor Dr Paulo Maló, a renowned figure in world implantology, has bolstered our presence globally.

However, we do not stop there; we have just relaunched dental subscriptions to expand preventive services and accessibility, benefiting individuals and businesses.

### **3. Your clinics are making a significant impact in major cities. What motivated the clinic network's expansion, and how does this align with your strategy for nationwide presence?**

The partnership with MedLife has fueled our nationwide expansion strategy as the demand for advanced dental services surges. We wanted to reach more Romanians concerned about their oral health, and we concluded strategic partnerships with medical teams of excellence in cities like Cluj-Napoca, Oradea, and Arad. DENT ESTET has also adopted an organic growth model, opening new clinics in Craiova and Ploiești, with a greenfield investment reaching 3 million Eur in 2022. Furthermore, we concentrated on technology investment and integrated sustainability into all our activities.

We have also expanded our efforts to support education through projects such as DENT ESTET Laboratory in Târgu Mureș and underprivileged communities. Our goal is to continue helping as many Romanians as possible with comprehensive diagnostic and treatment solutions, improving the population's oral health.

Regarding the development strategy, decisions will be influenced by the current economic dynamics.

### **4. In a world where technology is advancing rapidly, how do you perceive the adoption of new dental technologies in Romania? Is the pace slow or fast, and what influences this?**

The digitization of our patients' experiences has been our focus for many years. We have embraced the role of a digital dentistry pioneer in Romania, introducing the latest

global medical technologies. We have consistently invested in advanced diagnostic, treatment, and dental techniques.

This investment empowers patients to benefit from digital dentistry's advantages and our medical team's expertise. Our implantology, periodontics, orthodontics, or pediatric dentistry experts use these technologies, providing patients with an extraordinary experience. They gain precise diagnoses, pain-free treatments, and rapid prosthetic work.

We are known for our advanced digital aesthetic dentistry treatments. In all DENT ESTET clinics, we have implemented an integrated digital flow. Digital imaging technologies like OPG, CBCT, 3D intraoral scanning, MODJAW® 4D, and RayFace® facial scanning are the norm. We are proud to be the most significant European partner of the prestigious French company MODJAW. MODJAW® 4D is revolutionizing dental prosthetics, allowing complete digital workflows and ensuring treatment accuracy every step of the way.

### **5. Many adults delay dental treatments due to financial constraints or beliefs. How does DENT ESTET tackle these issues and dispel misconceptions to ensure comprehensive oral care?**

Financial aspects indeed affect many Romanians' decisions regarding dental treatments, potentially affecting oral health. According to the results of this year's study conducted by DENT ESTET, 36% of respondents say they prefer to visit the dentist only when an emergency occurs, although they are aware of the risks involved in the lack of regular visits to the dentist. Some 89% of those surveyed agree that postponing visits to the dentist can increase treatment costs, and 84% even believe that it can lead to tooth loss.

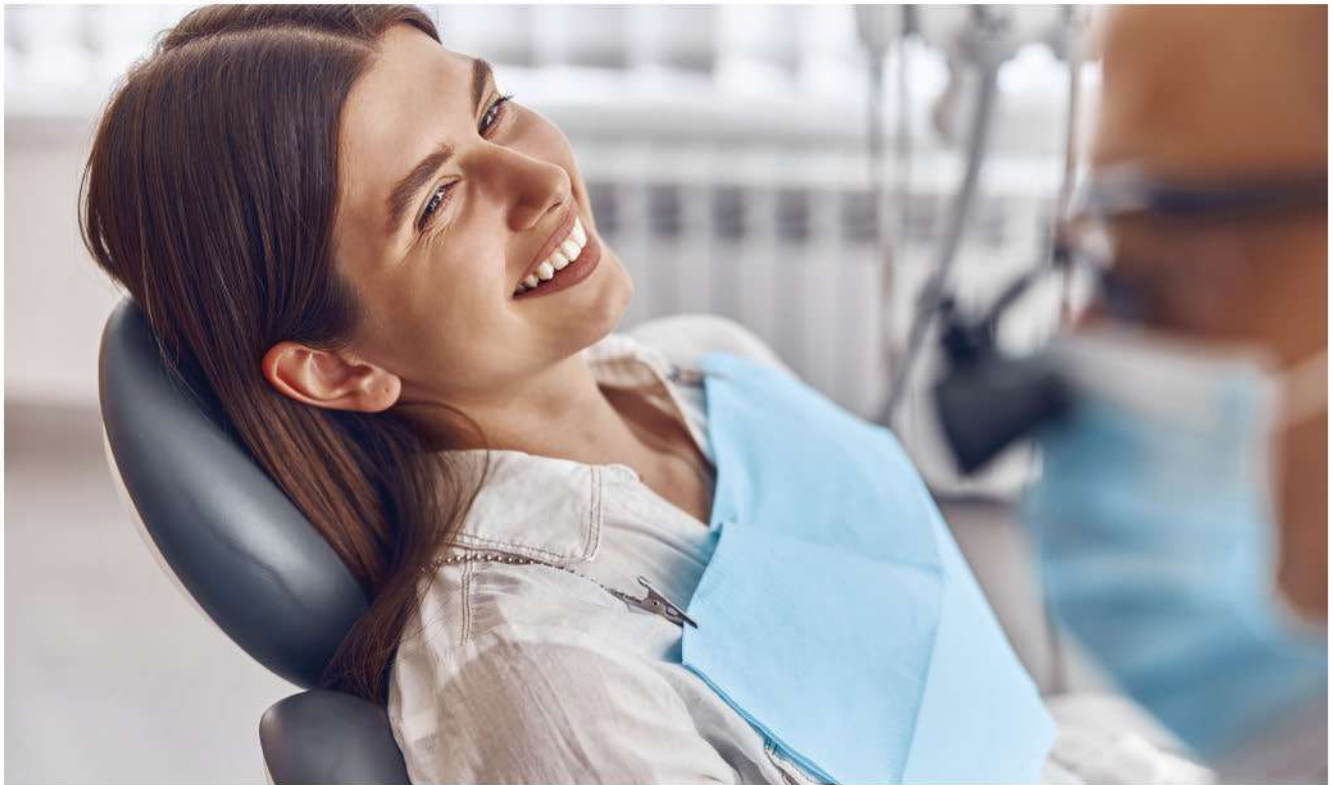
To address this issue, we have facilitated access to digital technologies, which can reduce treatment costs. MODJAW® 4D and 3D intraoral scanning can help identify issues earlier, reducing the complexity and cost of treatments. Moreover, data accuracy from the digital flow diminishes errors, saving time and resources.

To further meet these needs, DENT ESTET



*We're not just creating smiles; we're changing lives.*





has relaunched medical subscriptions, offering the best dental services across all our clinics in Romania, advanced digital dentistry, personalized treatments, and multidisciplinary diagnostic and treatment approaches. The new Smart Choice subscriptions provide prophylactic and maintenance programs, ensuring long-term oral health. These subscriptions can help patients budget effectively, knowing they have dental service coverage.

**6. Investing in education for future dental professionals is crucial. Could you explain DENT ESTET's educational programs and their role in shaping the next generation of dentists and clinic managers?**

Our constant investments in education and training for future dental professionals have materialized into ambitious projects. The DENT ESTET Laboratory at the Târgu Mureș Faculty of Dentistry sets a new standard for future specialists' education.

Another important project developed by DENT ESTET for dental specialists is the Dental Office Managers Association (ADOM) - a critical educational figure in the medical business sector. Today, ADOM programs, such as Dental Office Managers School, are

a reference point for proprietary doctors and dental clinic teams who want to improve their medical and management skills and knowledge. In a decade, we have built a strong community of over 1,800 members, learning from our 20+ years of team training experience. These members contribute to Romania's medical system development.

**7. As a business leader, what accomplishments make you most proud, particularly in ensuring your customers/patients are all smiles?**

I take great pride in transforming DENT ESTET into a symbol of Excellence in Healthcare. Our patients' well-being has guided our journey through all our endeavors. We have achieved our objectives by investing in our medical team's development, the digitalization of our services, and a constant focus on meeting patient expectations.

I am grateful to my team, including doctors, partners, and collaborators, for their support and contributions. DENT ESTET has grown to become a group with 18 clinics, a community of over 500 employees, a benchmark for medical service quality, and a driving force in training future specialists in the field.







## Interview

# CHANGING LIVES THROUGH THE POWER OF TEAMWORK

**CEZAR BEȚIANU**, Co-Founder, Top Doctors Clinic

### **1.** Can you share the founding vision behind Top Doctors Clinic and the unique approach it brings to patient care?

The founding vision behind our clinic is the commitment to redefining patient care through a multidisciplinary approach. We are conscious of the different individual needs of each and every one of our patients and agree that we can only achieve great results if we foster collaboration between our medical specialties. Our clinic comprises a team of diverse medical specialists, including a general surgeon and an orthopedic surgeon, who have done international studies under the most prestigious professors in this field. This unique approach sets our clinic apart in the healthcare landscape and reflects our dedication to improving the health and well-being of our patients.

### **2.** As one of the founders of the Top Doctors Clinic, can you tell us about your specific role and how it contributes to the clinic's mission?

As a founder and radiologist, my role is integral to the clinic's mission by providing expert diagnostic services, diagnostic and curative minimally invasive interventions, and collaborating with our team of specialists. As an interventional radiologist, I am able to provide techniques such as ultrasound-guided biopsies, percutaneous

drainages and ablations, something still very rare in our country. This comprehensive approach to patient care ensures that we can meet our mission of delivering complete exceptional medical services, improving patient outcomes, and contributing to the overall excellence of healthcare in our community.

### **3.** What sets Top Doctors Clinic apart from other medical facilities, and how does it stand out regarding patient care and services?

We are one of the few, if only, clinics that encourage the multidisciplinary approach and case-based discussions. This means we can offer a wide range of services to our patients, from diagnostic procedures to curative ones and even pain management. We believe this makes us stand out: our patient-centered vision which can only be achieved if we work as a team, bringing together all of our knowledge.

### **4.** Given that the founders of Top Doctors Clinic are renowned doctors, how does the collaboration among the three founders enhance the clinic's capabilities and reputation?

We believe in a multidisciplinary approach to patient management, which is why our collaboration is so strong.



Radiology is essential in terms of diagnosis and treatment planning in both general surgery (Dr. Dima's specialty) and orthopedics (Dr. Cernat's specialty). We consult with each other about all problematic cases to choose the best treatment and continue to grow as doctors and humans through our interactions as a team.

## 5. With your expertise in radiology and medical imaging, how does Top Doctors Clinic leverage technological advancements to provide precise and personalized diagnostic services?

Apart from giving CT and MRI interpretations and offering second-opinion services, we offer ultrasound as well for diagnosis. Being able to integrate different types of examinations is a huge advantage for our patients as some diagnoses can only be made if they are multiple examinations are interpreted as complementary. In some cases, not even imaging alone can be enough to make a sure diagnosis, and a percutaneous biopsy is needed. Ultrasound-guided biopsy is a much-sought procedure in our clinic as I have an experience of over 2000 biopsies done, and our patients are more than happy that they can achieve a pathology report without having to undergo surgery.

## 6. Top Doctors Clinic emphasizes prevention as much as intervention. How is this approach integrated into the clinic's overall strategy, and what preventive measures do you advocate for patients?

Each one of us is constantly reminding our patients to come back for regular checkups and screening consultations when is the case. We believe the best medical approach is the preventive one, and we do all necessary to make sure our patients get diagnosed on time and get suitable follow-ups. As an example, breast cancer screening is on top of our list as we make sure to advise all of our female patients on the importance of this disease.

Thus, we provide ultrasonography as a service. We also make referrals for mammography, and if something suspicious appears, we advise on biopsy, which can be done at the clinic.

## 7. In your role as a specialist in diagnostic imaging, how do you ensure the highest level of accuracy in diagnosing medical conditions?

I have acquired a great deal of experience over the years, especially from working full-time in a state hospital which also meant having night shifts, some of them in the emergency department of radiology. As a consequence, I came into contact with all kinds of pathologies. I have been involved in a multidisciplinary approach in the hospital as well as with my co-workers from the departments of surgery, gastroenterology, orthopedics, oncology and many more. Apart from this, I dedicated a lot of my time to personal studying as well as international fellowships and supra specializations such as senology and interventional procedures. I am constantly attending international courses and learning from the best professors of radiology as I believe this is essential to ensure a high quality of work.

## 8. The ability to offer recommendations for clinics and doctors, both in Romania and abroad, is a unique service. How does this empower patients to make informed decisions about their healthcare?

We think that every patient should have access to the most qualified professionals for their specific medical needs.

In some cases, certain medical conditions may benefit from cutting-edge treatments that are not widely available. It is essential to provide the patient with the necessary information regarding their options, whether they can be found at home or in other countries, which means putting the power of choice into the hands of patients. This empowers them to receive specialized care that might not be available at every healthcare facility, and that aligns with their unique medical needs, preferences, and circumstances.

## 9. Considering the fast-paced advancements in medical technology, what trends do you foresee shaping the future of diagnostic and interventional services?



*Impacting Lives, One Patient at a Time.*





*Alone, we can do so little; together, we can do so much. - Helen Keller*

We are in a time where interventional radiology is evolving at a very fast pace with applications in all kinds of pathologies, from malignant to even benign, in all areas such as surgery, orthopedics, endocrinology, gastroenterology, oncology etc. The trend is definitely towards these minimally invasive procedures as they provide numerous advantages for the patient and also for the healthcare system, so definitely a trend towards biopsies and ablations such as thermal and cryoablation.

**10.** In an era of increasing reliance on technology, how do you balance leveraging cutting-edge tools and maintaining a human-centric approach in patient care?

No matter how advanced the technique is, at the end of the day, it is all about the patient and his/her needs. It is important to remember that not all procedures are suitable, and not all suitable patients will agree to carry on with your advice. Medicine is a very personal profession, and before anything, talking to the patient and exploring their expectations is essential to being able to achieve them. At the end of the day, it is essential that the patient feel that they made the right choice.

**11.** How does Top Doctors Clinic foster collaboration among specialists from various medical fields to provide comprehensive patient care?

As our team unites radiology, general surgery and orthopedic surgery, we can cover a wide range of pathologies. We understand the importance of communication and collaboration between us, and we take advantage of this to choose the best options for our patients in terms of diagnosis and treatment planning. A key element of our success is discussing our cases and always providing the patient with a list of all the options available, referring them to any other colleague from another specialty that might help their case.

**12.** Can you share a memorable patient success story that reflects the impact of Top Doctors Clinic's approach to healthcare?

All stories are different, and picking just one is almost impossible. For me, every time a patient leaves the clinic in better conditions than they came in, whether it means receiving the great news that their disease was cured or just being able to get a kind word or a little hope is a little success story on its own. Sometimes, being human and listening to your patients can have the most significant impact.

**13.** With your extensive international and local experience and connections, how does Top Doctors Clinic contribute to the Romanian landscape of medical excellence?

Our international connections enable us to stay at the forefront of medical advancements and bring the latest techniques and knowledge to Romania. We regularly attend medical congresses and courses with renowned medical institutions worldwide to be able to stay updated and ensure that our patients receive the best care possible. Thus, we can provide the newest procedures to our patients.

**14.** Looking ahead, what is the vision for Top Doctors Clinic, and how do you anticipate it evolving to meet the changing needs of patients and advancements in medicine?

We are constantly striving forward, and we expect to broaden our range of medical services and expand our team. As we are constantly perfecting our skills we believe that we can meet even the highest of expectations from our patients, which are growing continuously, and continue to bring new cutting-edge techniques in our country. We are also open to changes such as telemedicine and in radiology even artificial intelligence.







## Interview

# HOMECARE - A SMALL, CHALLENGING AND, AT THE SAME TIME, REWARDING SEGMENT

**ANA-MARIA MIRONESCU**, General Manager, Air Liquide VitalAire România

**1.** Given the current global economic challenges, including inflation, the prospect of a synchronized recession, and geopolitical tensions, how is adapting Air Liquide VitalAire Romania to navigate these complexities?

By being permanently prepared, alert, proactive, and agile, Air Liquide VitalAire Romania managed to navigate these complexities. We succeeded to swiftly adapt to each past challenge, and our organization is well-prepared to face future challenges.

**2.** Air Liquide is a global leader in gases, technologies, and services. How does Air Liquide VitalAire Romania contribute locally to the company's overall mission and objectives?

We are aligned with the Group's objectives, we deliver sustainable growth on the local market, we are leaders in our segment according to published reimbursement figures, and we have ambitious growth objectives year by year.

**3.** Can you provide insights into the role of Air Liquide VitalAire Romania in the healthcare sector? How has the company evolved

over 15 years of experience providing respiratory equipment and medical devices in Romania?

The company has grown from a simple devices distributor that was 10+ years ago to a discussion partner with relevant authorities, together with similar players in the same business sector we activate in, trying actively to contribute to improving patients' care.

**4.** Air Liquide emphasizes being a leader in sustainability. How does Air Liquide VitalAire Romania align with this commitment, particularly in the context of healthcare services and medical equipment?

We totally follow the Group's commitment in this regard, the Group being very careful in choosing business partners that share the same values.

**5.** Could you share some details about the innovative products and personalized care programs that Air Liquide VitalAire Romania offers patients with respiratory illnesses?

The products, namely the medical devices, are the same for every player in this sector. What differentiates us are the services.



We have two main care programs currently: Oxygen Therapy at Home and Sleep Health. These programs aim to increase awareness of these therapies and to accompany patients along their therapy path.

**6.** Air Liquide VitalAire Romania has a highly qualified staff providing services nationwide. How do you maintain the quality of services, especially in regions where healthcare infrastructure may vary?

We constantly invest in resources for our colleagues to be able to provide the services at the proper level of quality and promptitude. We also invest in continuous training of our colleagues so they become better and better.

**7.** What are the key challenges and opportunities you foresee in the healthcare industry in Romania, and how does your company navigate these dynamics?

Frequent legislation change is the main challenge we face that forces us to stay alert and ready to adapt permanently – actually, this builds a strong point for us. Opportunities? Plenty! It is a very dynamic segment, challenging, and with proper determination and resources, we can make a difference for the chronic respiratory patients in Romania.

**8.** The concept of “Creative Oxygen” is central to Air Liquide. How does this philosophy translate into the daily operations and services Air Liquide VitalAire Romania provides?

At every level, we continuously aim to improve our processes to become more efficient and be able to provide more and more qualitative services to our patients, which is the ultimate goal of the company.

**9.** Could you elaborate on how Air Liquide VitalAire Romania supports patients dealing with sleep apnea through specialized equipment and services for Sleep Laboratories?

Briefly: qualitative devices, strong know-how, prompt sanitation and service of the devices between patients, call center support, online monitoring of the therapy so that any issue can be addressed rapidly, the active

calling of the patients for therapy support.

**10.** In what ways has the company adapted to the evolving needs of patients, especially considering the challenges posed by the COVID-19 pandemic and the post-pandemic era?

We became faster and more agile and moved towards online and/or telephonic support for fast troubleshooting. We learnt to respond quicker to doctors’ or patients’ needs. We learnt to adapt to rapidly increasing business.

**11.** Air Liquide is known for its focus on innovation. Can you share some insights into the latest technological advancements or innovations that Air Liquide VitalAire Romania has embraced in its services?

Breakthrough innovations – it is not the case. It is more a continuous improvement of the quality of our services while applying Group models to our provided care paths.

**12.** What are the main drivers behind the growth of Air Liquide VitalAire Romania in recent years, and what expectations do you have for the company in the coming years?

Main drivers? Our people. Each and every one of my colleagues has the passion and dedication necessary to respond to the natural market growth. The health sector in Romania is years behind modern systems in other European countries, so the rapid growth will for sure continue. It is only up to us to capture as much as we can of this.

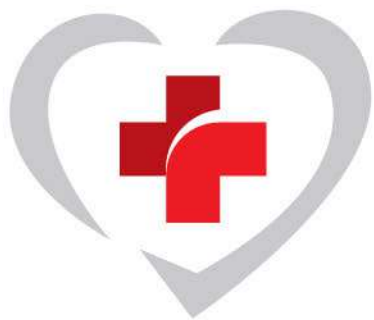
**13.** What is your main message to the clients, partners, and the broader community regarding the challenges and opportunities in the healthcare sector in Romania in the short and medium term?

The health sector has very interesting perspectives. Looking at the very advanced healthcare systems of the Western European countries (integrated care, value-based healthcare), I feel there are so many things to be done in the near future. With all the actors in this segment aligned for the interest of the patient, we will get there.



*The most rewarding outcome of our business is the feeling that we can have a contribution to improving patients’ health.*





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REȚEAUA MEDICALĂ  
**VICTORIA**



## MEDICAL CENTERS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	CENTRUL MEDICAL UNIREA SRL	1,004,486,227	882,976,572	14%	882,699	-53,927,817	102%	3,094	2,914	6%	BUCURESTI, SECTOR 1
2	SANADOR SRL	610,192,840	521,659,892	17%	41,086,559	43,423,426	-5%	1,477	1,472	-	BUCURESTI, SECTOR 1
3	MED LIFE SA	586,566,266	601,508,195	-2%	5,803,563	66,061,301	-91%	1,763	1,689	4%	BUCURESTI, SECTOR 1
4	SYNEVO ROMANIA SRL	414,883,774	447,948,854	-7%	62,693,561	73,478,584	-15%	1,477	1,305	13%	BUCURESTI, SECTOR 2
5	DIAPERUM ROMANIA SRL	359,988,360	321,096,190	12%	-7,586,976	-32,827,832	77%	1,090	1,088	-	BUCURESTI, SECTOR 3
6	DELTA HEALTH CARE SRL	259,597,977	229,761,934	13%	34,924,484	28,261,559	24%	503	463	9%	BUCURESTI, SECTOR 1
7	CLINICA SANTE SRL	240,052,863	254,824,616	-6%	39,601,303	72,150,546	-45%	1,152	1,177	-2%	BUZAU, BUZAU
8	CENTRUL MEDICAL POLICLINICO DI MONZA SRL	222,711,968	235,362,514	-5%	-26,891,301	-11,560,903	-133%	408	450	-9%	BUCURESTI, SECTOR 2
9	GRAL MEDICAL SRL	204,883,456	206,241,522	-1%	7,573,727	20,180,504	-62%	588	574	2%	BUCURESTI, SECTOR 3
10	AVITUM SRL	150,697,920	133,728,881	13%	21,262,027	12,894,643	65%	454	471	-4%	TIMIS, SANANDREI
11	MEDICOVER SRL	145,020,312	132,681,900	9%	-3,264,589	60,406	-5,504%	552	505	9%	BUCURESTI, SECTOR 6
12	HIPERDIA SA	143,346,759	123,311,380	16%	15,123,372	15,577,664	-3%	491	461	7%	BRASOV, BRASOV

## DENTAL CENTERS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	IMPLANT EXPERT SA	79,230,735	66,581,538	19%	993,073	176,484	463%	195	161	21%	BUCURESTI, SECTOR 2
2	DENT ESTET CLINIC SA	71,819,017	66,837,401	7%	5,160,487	7,874,119	-34%	169	146	16%	BUCURESTI, SECTOR 1
3	DR. DOBREA CLINIC SRL	49,668,513	28,358,999	75%	7,048,727	10,172,329	-31%	60	29	107%	IASI, IASI
4	INTEGRA MEDICAL SERVICES SA	34,551,249	21,257,362	63%	7,137,373	4,270,310	67%	65	41	59%	BUCURESTI, SECTOR 1
5	DENTALMED CLINICA STOMATOLOGICA SRL	29,277,081	22,598,230	30%	2,551,438	2,190,162	16%	62	70	-11%	BUCURESTI, SECTOR 5
6	NICOLESCU & AGATSTEIN SRL	27,034,293	20,697,810	31%	6,316,003	4,563,462	38%	35	32	9%	BUCURESTI, SECTOR 1
7	VALUMA DENTCARE SRL	24,927,487	23,108,358	8%	7,081,006	6,124,685	16%	36	36	-	BUCURESTI, SECTOR 4
8	CENTRU MEDICAL SANCONFIND SRL	24,590,411	23,603,493	4%	-3,615,656	-2,592,230	-39%	175	165	6%	PRAHOVA, CAMPINA
9	DENTAL-ALEX SRL	16,197,163	11,188,420	45%	4,441,374	2,607,040	70%	53	38	39%	BRASOV, BRASOV
10	DENTAL EXPERTS SRL	15,910,709	13,171,171	21%	5,004,000	3,735,939	34%	14	10	40%	TIMIS, TIMISOARA
11	LIVIADENT SRL	15,791,488	13,591,271	16%	5,754,698	4,417,678	30%	36	37	-3%	BUCURESTI, SECTOR 3
12	CLINICA 32 SRL	15,626,617	14,485,438	8%	1,280,887	1,687,766	-24%	26	25	4%	BUCURESTI, SECTOR 1

## MEDICAL EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	BEST ACHIZITII SRL	406,365,541	178,233,276	128%	64,921,863	25,306,983	157%	129	72	79%	BUCURESTI, SECTOR 2
2	SIEMENS HEALTHCARE SRL	278,182,791	227,625,282	22%	-1,938,167	5,520,521	-135%	60	52	15%	BUCURESTI, SECTOR 6
3	HAMILTON CENTRAL EUROPE SRL	230,543,448	235,520,212	-2%	70,610,677	68,567,125	3%	301	270	11%	TIMIS, GIARMATA
4	DENTSTORE SRL	222,009,548	211,336,106	5%	14,622,393	19,661,041	-26%	97	89	9%	BUCURESTI, CHIAJNA
5	TEXTILE MEDICALE SRL	215,793,658	188,830,884	14%	17,859,295	15,205,584	17%	740	703	5%	ARAD, ARAD
6	GENERAL ELECTRIC MEDICAL SYSTEMS ROMANIA SRL	210,830,028	221,759,098	-5%	12,462,481	8,652,492	44%	90	75	20%	BUCURESTI, SECTOR 1
7	SOF MEDICA SRL	171,931,936	160,449,365	7%	16,054,970	23,932,681	-33%	67	64	5%	BUCURESTI, SECTOR 1
8	MEDIST IMAGING & P.O.C. SRL	165,508,108	199,794,791	-17%	13,092,335	24,597,129	-47%	117	92	27%	BUCURESTI, SECTOR 5
9	EXPERT MED IMPORT EXPORT SRL	156,255,315	114,052,994	37%	8,099,538	6,503,898	25%	25	22	14%	BUCURESTI, SECTOR 6
10	RHEIN VISION SRL	140,570,126	133,373,466	5%	19,571,513	26,136,675	-25%	329	284	16%	PRAHOVA, ARICESTI RAHTVANI





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# PESTE 40 DE ANI DE EXPERIENȚĂ PE PIAȚA PRODUSELOR TURNATE DIN ALUMINIU

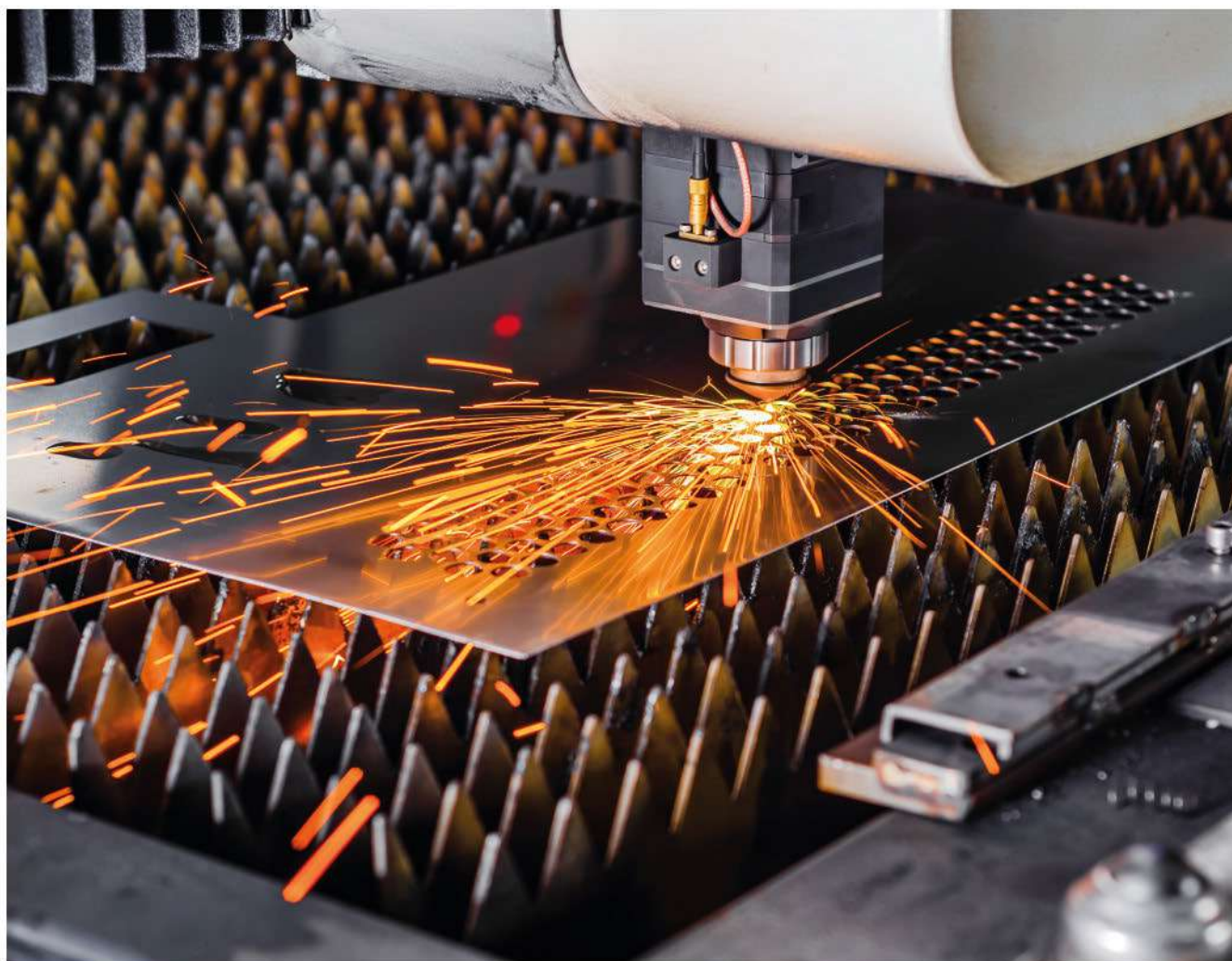
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# METAL AND METALWORKING

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## In this Chapter

Basic Metal Products; Metal Pipework, Valves and Containers; Tools, Cutlery and Ironmongery; Metalworking; Metalworking Machinery and Equipment; Trade, Metal.

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# 39%

*IS THE AVERAGE TURNOVER GROWTH FOR  
TOP TEN COMPANIES IN THE BASIC METAL  
PRODUCTS INDUSTRY SECTOR IN 2022.*







## Interview

# ALTUR: 40 YEARS OF EXPERIENCE, PASSION, RESULTS

**SERGIU BURCĂ**, Principal CEO, ALTUR

**1.** The global economy is projected to further slowdown in 2023. Many companies brace for near-term resilience amid persistent challenges. What are the main achievements of ALTUR in 2023? What strategies helped you outperform in the current business environment?

Due to its strong customer relationships and long-term collaborations, Altur has significantly increased added value in response to the global rise in production costs and pronounced inflation since 2022, which continues into 2023. Furthermore, Altur has continued identifying and implementing measures to enhance productivity to maintain a competitive position in the aluminum casting parts market.

Altur's strategy involves strengthening relationships with existing customers, securing new projects, expanding existing ones, and diversifying the portfolio by identifying new growth opportunities in industries other than the automotive sector.

**2.** Economic conditions can significantly impact raw materials, the supply chain, and market demand. How does ALTUR navigate through variable economic conditions to maintain stability and growth?

In the current macroeconomic and political conditions, with specific reference to the situation in Ukraine, Altur strictly adheres to all measures imposed by the EU concerning the procurement of raw materials from restricted areas. Altur maintains collaborations with several raw material suppliers to mitigate the risk of supply chain disruption, which could impede Altur's ability to deliver parts to its customers on time. During this challenging period, Altur aims to secure long-term contracts for energy and raw materials to minimize associated risks and maintain a competitive position to fully utilize its production capacity, both from existing and new projects.



### 3. How does ALTUR navigate and mitigate the pressures stemming from demands for higher wages and escalating energy prices?

Altur recognizes the need for salary increases and maintaining a fair compensation level for its employees. Ensuring a stable workforce in the current economic conditions is a definite asset that translates into positive financial results. Salary increases directly contribute to the rise in production costs. These increases are offset by improved productivity and a well-defined procurement policy for energy, raw materials, and auxiliary materials based on long-term contracts with the most favorable commercial terms.

### 4. The metallurgy industry faces various challenges. What are the key challenges ALTUR anticipates in 2024, and how is the company prepared to address them?

A potential decline in production volume beyond the typical seasonal fluctuations, a more significant negative impact due to the evolving situation in Ukraine compared to what we have already observed in 2023, and potential additional government-mandated salary increases are challenges that Altur is prepared to address. The approach Altur will take to address these challenges has been detailed in the responses to previous questions.

### 5. Can you outline ALTUR's recent strategies for managing the rising cost of financing, especially considering your preference for using internal resources to fund activities?

Altur has considered the increase in financing costs during the negotiations regarding the value-added services with portfolio clients that occurred at the beginning of this year. Simultaneously, Altur continuously seeks ways to improve payment terms with its clients.

### 6. Considering the changes to the fiscal regulations, what implications do they hold for ALTUR and the broader economy, and where do you see growth opportunities?

Recent changes in the tax legislation have

implications for ALTUR SA. These changes include a new form of taxation for large companies, which will be required to pay a 1% turnover tax if their profit tax rate of 16% is lower than this figure, provided they have a turnover exceeding 50 million euros. These tax changes also extend to other segments, such as additional taxes on individuals, the IT sector, and removing tax incentives in agriculture and construction. These changes are expected to impact consumer spending directly.

The turnover tax will have the most significant impact on companies, especially those in sectors such as energy, automotive, and construction. This could likely result in price increases to cover the additional tax costs. Therefore, inflation is expected to rise. The combination of increased taxes, rising prices, and minimum wage hikes will impact the procurement and selling prices of the company.

At a national level, this translates to a decrease in purchasing power, discouragement of short and medium-term investments, inflationary pressures as costs are passed on to end consumers, and a reduction in Romania's competitiveness, affecting exports.

Although SC ALTUR SA is not subject to this specific tax, it may indirectly be affected by the pricing strategies of large companies subject to the turnover tax. SC ALTUR SA plans to periodically analyze all production costs rigorously negotiate procurement and selling prices to maintain competitiveness in domestic and international markets.

### 7. How do you foresee the industry's future, especially considering the dynamic market conditions and economic variables that influence it?

In the immediate future, we anticipate that the industry will maintain its focus on the following key areas:

#### Cost Reduction in Production:

Acknowledging the pressure exerted by OEMs in the automotive industry on parts and subassembly suppliers is essential. This pressure will compel suppliers to explore inventive ways to sustain competitiveness and avoid being eliminated from the market. Players with solid financial positions will have the opportunity to acquire financially distressed competitors on favorable terms.



*Diversification is a crucial part of Altur's risk management strategy.*





*People, innovation, quality, adaptability to change and clear vision are the secrets to our success.*

**Transition to 100% Green Energy:**

The industry's shift towards 100% green energy soon will likely lead to additional cost increases for suppliers, which must be absorbed with internal resources.

**Possible Temporary Reduction in Aluminum Casting Production:**

The challenging access of OEMs to semiconductors and processors for the automotive industry, one of the most significant industries for aluminum parts, may result in a temporary decline in aluminum casting production.

**8. ALTUR has been a stalwart in the industry for 40 years. What factors do you attribute to the company's enduring success and longevity in a competitive market?**

Long-term partnerships are built on understanding the ever-changing needs of customers, consistent product quality, continuous improvement, and a team of adaptable individuals whose experience and expertise enable them to respond positively even in the most challenging situations.

**9. With 515 motivated employees, how does ALTUR foster a work environment that encourages motivation and performance among its staff?**

Altur has always promoted and encouraged all employees' involvement in the manufacturing workflow's continuous improvement process. Every improvement idea from the staff has been carefully analyzed and implemented in practice, where it has been shown to add value. Investments in current, new technology have instilled a sense of professional pride in employees as they work for a company that has proven its position as a cornerstone of the aluminum casting parts industry over the past 40 years and will continue to operate as one of the most critical players in the field for many years to come.

**10. ALTUR is a traditional supplier to various industrial sectors. How does the company approach diversification to serve different sectors, and what benefits does this bring?**

Diversification is a crucial part of Altur's

risk management strategy. This becomes even more significant in the current economic conditions characterized by high volatility, uncertain customer demand, EU-imposed restrictions, significant inflation, and fierce competition. Diversification is one of the control mechanisms through which Altur addresses market uncertainty, maintains its competitive position, and enhances business predictability in the upcoming period.

**11. ALTUR emphasizes responsibility in social and ecological aspects. Could you elaborate on the company's sustainable business practices and their impact on the community and environment?**

Altur has been and will remain one of the largest employers in the Slatina industrial area. It will continue to collaborate with local high schools specializing in the field to hire young graduates who aspire to a career in a company that has withstood the test of time and established itself as a leader in the aluminum casting parts industry. Many of Altur's employees have worked here for many decades, and some have even passed the torch to their children. This further confirms the positive image created by Altur in the Slatina area and throughout the industry.

Altur responsibly recycles all residual products resulting from the manufacturing process. Altur's staff continually seeks methods to minimize these residues to reduce their environmental impact.

**12. Looking ahead to 2024, what opportunities does ALTUR foresee in the industry, and what strategies are in place to capitalize on these opportunities?**

The global shift in recent years from internal combustion engine vehicles to electric vehicles has created opportunities for initiating new projects, both with existing customers and potential new clients. Altur has incorporated such projects into its growth and development strategy. Additionally, diversifying into other industries that utilize aluminum casting parts and demonstrate growth potential in the current economic environment is a risk mitigation, growth, and market position consolidation strategy.



## BASIC METAL PRODUCTS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	LIBERTY GALATI SA	7,919,502,237	9,372,261,482	-16%	-743,522,226	1,519,154,256	-149%	5,066	4,987	2%	GALATI, GALATI
2	ALRO SA	3,212,299,097	3,298,048,157	-3%	402,124,199	39,223,803	925%	2,170	2,479	-12%	OLT, SLATINA
3	HAMMERER ALUMINIUM INDUSTRIES SANTANA SRL	1,187,519,210	730,619,953	63%	51,380,090	26,097,500	97%	144	129	12%	ARAD, SANTANA
4	UNIVERSAL ALLOY CORPORATION EUROPE SRL	892,250,533	411,298,954	117%	10,401,622	-197,015,474	105%	2,290	1,743	31%	MARAMURES, DUMBRAVITA
5	BEKAERT SLATINA SRL	741,516,676	592,427,966	25%	12,856,290	58,865,167	-78%	875	893	-2%	OLT, SLATINA
6	DONALAM SRL	740,249,196	577,814,263	28%	-35,097,380	3,849,973	-1.012%	832	327	154%	CALARASI, CALARASI
7	VOESTALPINE STEEL SERVICE CENTER ROMANIA SRL	733,785,231	463,519,341	58%	90,679,414	71,979,161	26%	78	79	-1%	GIURGIU, GIURGIU
8	PROCEMA RWP SA	719,360,868	493,911,320	46%	65,277,709	40,038,560	63%	150	154	-3%	BUCURESTI, SECTOR 1
9	VIMETCO EXTRUSION SRL	719,201,092	416,707,088	73%	57,433,197	24,289,974	136%	299	264	13%	OLT, SLATINA
10	ARCELORMITTAL HUNEDOARA SA	650,814,289	660,286,824	-1%	-180,472,664	12,792,867	-1.511%	589	582	1%	HUNEDOARA, HUNEDOARA
11	HAI EXTRUSION SRL	632,074,359	359,467,660	76%	3,961,294	11,318,060	-65%	359	366	-2%	ARAD, CHISINEU-CRIS
12	ASO CROMSTEEL SA	537,411,592	377,055,370	43%	33,941,568	14,409,699	136%	409	455	-10%	DAMBOVITA, TARGOVISTE
13	ALUM SA	501,771,469	809,498,972	-38%	-118,621,775	-9,315,371	-1.173%	638	792	-19%	TULCEA, TULCEA
14	HOEGANAES CORPORATION EUROPE SA	417,199,892	353,629,492	18%	3,179,345	6,965,674	-54%	140	133	5%	BUZAU, BUZAU
15	ERDEMIR-ROMANIA SRL	303,382,082	226,774,018	34%	39,959,671	34,381,414	16%	257	246	4%	DAMBOVITA, TARGOVISTE
16	INDUSTRIAL STEEL WIRES CAMPIA TURZII SRL	269,044,798	243,121,138	11%	521,487	396,334	32%	291	288	1%	CLUJ, CAMPIA TURZII
17	DELTA ALUMINIU SRL	260,999,046	249,996,487	4%	7,922,631	4,883,616	62%	396	348	14%	OLT, SLATINA
18	MADINGER SRL	245,745,780	200,770,978	22%	9,100,172	2,379,264	282%	26	N/A	-	BRASOV, CRISTIAN
19	SIRME SI CABLURI SA	243,537,038	214,268,824	14%	4,557,780	10,117,977	-55%	129	160	-19%	CONSTANTA, HARSOVA
20	OTELINOX SA	240,589,669	192,595,507	25%	7,157,426	-3,548,232	302%	599	604	-1%	DAMBOVITA, TARGOVISTE
21	A.G. CHIM TRADING-COMPANY SRL	182,219,305	126,335,427	44%	8,081,012	5,198,741	55%	16	18	-11%	BUCURESTI, SECTOR 3
22	RAGMET RAFFINERIA SRL	170,114,113	1,476,859	11.419%	9,882,338	458,691	2.054%	26	15	73%	ILFOV, BRAGADIRU
23	STONEVAULT SRL	154,657,743	61,307,379	152%	14,911,595	3,588,066	316%	177	99	79%	MARAMURES, BAJA MARE

## METAL PIPEWORK, VALVES AND CONTAINERS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	SILCOTUB SA	4,051,154,714	2,623,936,392	54%	516,643,584	301,970,466	71%	1,791	1,656	8%	SALAJ, ZALAU
2	ARTROM STEEL TUBES SA	1,928,058,553	1,461,116,441	32%	95,208,110	-6,238,394	1.626%	2,147	1,466	46%	OLT, SLATINA
3	NIMET SRL	868,790,094	574,856,916	51%	186,125,360	95,519,770	95%	791	716	10%	DAMBOVITA, LAZURI
4	ARCELORMITTAL TUBULAR PRODUCTS IASI SA	660,034,579	684,456,478	-4%	-10,158,975	70,763,448	-114%	208	216	-4%	IASI, IASI
5	ARCELORMITTAL TUBULAR PRODUCTS ROMAN SA	616,166,808	343,348,716	79%	9,927,900	-40,982,837	124%	340	438	-22%	NEAMT, CORDUN
6	MAIRON TUBES SRL	469,937,663	392,460,357	20%	3,585,589	11,061,370	-68%	201	203	-1%	GALATI, GALATI
7	ASSA ABLOY ENTRANCE SYSTEMS PRODUCTION ROMANIA SRL	316,444,870	264,502,303	20%	12,806,163	11,428,163	12%	335	411	-18%	HUNEDOARA, HUNEDOARA
8	DEXION STORAGE SOLUTIONS SRL	296,393,051	239,530,053	24%	10,666,177	7,191,638	48%	418	408	2%	BRASOV, RASNOV
9	LIBERTY TUBULAR PRODUCTS GALATI SA	178,118,505	133,469,928	33%	15,688,720	5,905,678	166%	137	133	3%	GALATI, GALATI
10	COMTECH CO SRL	154,460,407	114,977,980	34%	22,545,265	20,078,212	12%	59	45	31%	OLT, SLATINA
11	KOVOSTROJ SRL	105,992,967	91,991,444	15%	5,677,761	5,201,906	9%	46	48	-4%	CLUJ, MIHAI VITEAZU
12	EMAILUL SA	102,872,666	114,300,791	-10%	2,709,107	4,953,637	-45%	719	778	-8%	SIBIU, MEDIAS
13	ISOPLUS ROMANIA SRL	91,590,188	56,201,133	63%	19,160,206	9,224,620	108%	61	53	15%	BIHOR, ORADEA



## METAL PIPEWORK, VALVES AND CONTAINERS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
14	GRUPPO ITALIANO IMBALLAGGI SRL	73,020,984	58,546,591	25%	16,318,094	13,407,077	22%	63	61	3%	IALOMITA, SATI LILIECI
15	AATEQ SRL	62,694,473	51,369,109	22%	926,142	805,662	15%	210	207	1%	BRASOV, CRISTIAN
16	UPRUC CTR SA	57,892,881	45,367,871	28%	6,094,097	-696,557	975%	247	270	-9%	BRASOV, FAGARAS
17	PREMS-TECHNOLOGICAL PRODUCTS SA	55,195,022	42,790,540	29%	9,088,339	845,184	975%	68	81	-16%	BRASOV, BRASOV

## TOOLS, CUTLERY AND IRONMONGERY

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	MAKITA EU SRL	2,884,412,434	3,274,872,963	-12%	-187,409,194	202,075,691	-193%	1,735	2,721	-36%	ILFOV, BRANESTI
2	ASSA ABLOY ROMANIA SRL	180,953,262	168,963,085	7%	-10,220,727	-1,087,245	-840%	409	403	1%	BUCURESTI, SECTOR 6
3	BLUM ROMANIA SRL	97,486,931	95,736,762	2%	15,951,806	16,602,638	-4%	24	24	-	ILFOV, OTOPENI
4	FERONERIA PROD SA	93,409,045	83,050,159	12%	1,067,176	2,988,523	-64%	269	272	-1%	ARAD, ARAD
5	SANDVIK SRL	90,397,805	86,640,144	4%	7,583,514	3,637,530	108%	N/A	29	-	BUCURESTI, SECTOR 1
6	HILTI ROMANIA SRL	80,379,681	73,957,764	9%	2,019,734	3,481,592	-42%	120	118	2%	BUCURESTI, DRAGOMIRESTI-VALE
7	KUKA AUTOMATIZARE ROMANIA SRL	78,594,544	76,852,988	2%	-898,968	-1,479,894	39%	174	195	-11%	SIBIU, SIBIU
8	HAFELE ROMANIA SRL	70,740,190	67,197,740	5%	10,777,341	10,094,651	7%	47	48	-2%	TIMIS, GHIRODA
9	WALTER TOOLS SRL	67,622,657	63,863,974	6%	2,617,585	2,660,952	-2%	34	28	21%	TIMIS, TIMISOARA
10	MUSA-PITESTI 96 SRL	53,630,512	45,128,480	19%	1,407,571	3,011,950	-53%	183	182	1%	ARGES, PITESTI

## METALWORKING

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	ALU MENZIKEN SRL	512,167,138	330,314,787	55%	42,537,410	-24,906,211	271%	278	268	4%	SATU MARE, MEDESU AURT
2	GIC NOSAG METAL SRL	455,129,513	360,253,004	26%	3,251,126	1,828,741	78%	539	580	-7%	ARGES, BRADU
3	GESTAMP BEYCELIK ROMANIA SRL	408,035,450	281,267,798	45%	9,523,490	14,443,494	-34%	391	308	27%	ARGES, PISCANI
4	AUTOMECHANICA MEDIAS SRL	378,207,548	52,328,304	623%	74,116,234	-6,991,923	1.160%	115	136	-15%	SIBIU, MEDIAS
5	IMPRO SRL	283,084,965	275,728,699	3%	2,003,012	23,689,061	-92%	141	126	12%	CLUJ, IUC-HERGHELIE
6	FAIST MEKATRONIC SRL	282,931,541	294,584,231	-4%	-7,726,662	-8,713,981	11%	811	983	-17%	BIHOR, BORS
7	ELMET INTERNATIONAL SRL	251,775,616	352,482,452	-29%	21,466,621	6,662,795	222%	295	241	22%	BACAU, BACAU
8	WALOR RO SRL	188,291,613	125,110,143	51%	15,797,244	8,451,878	87%	165	164	1%	COVASNA, SFANTU GHEORGHE
9	ZAUNER ROMANIA SRL	182,222,323	94,689,056	92%	2,321,166	6,891,434	-66%	286	175	63%	SATU MARE, SATU MARE
10	OMCO ROMANIA SRL	177,885,569	147,780,941	20%	25,213,339	16,124,609	56%	404	409	-1%	IASI, IASI
11	PIROUX INDUSTRIE ROMANIA SRL	177,130,033	132,945,310	33%	20,919,716	17,555,217	19%	377	356	6%	ARGES, MIOVENI
12	AVRIL SRL	170,655,461	129,966,141	31%	18,125,465	12,860,329	41%	175	152	15%	SATU MARE, NEGRESTI-OAS
13	FORJA ROTEC SRL	170,508,295	93,985,198	81%	29,480,181	16,865,641	75%	169	162	4%	BUZAU, BUZAU
14	DOLADELA COMPANY SRL	146,379,422	150,572,301	-3%	6,743,627	24,633,663	-73%	90	79	14%	GALATI, GALATI

RANKING

15

**ALTUR SA**

TURNOVER 2022 (RON): 135,248,550  
TURNOVER 2021 (RON): 93,553,310  
TURNOVER EVOLUTION: 45%  
PROFIT / LOSS 2022 (RON): 2,425,333  
NO. OF EMPLOYEES 2022: 531



**ALTUR**

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SERGIU BURCA,  
PRINCIPAL CEO



## METALWORKING

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
16	VAT ROMANIA SRL	134,680,642	99,708,657	35%	7,470,879	3,418,597	119%	277	240	15%	ARAD, ARAD
17	GORMET SRL	130,544,678	103,390,357	26%	2,256,432	1,927,553	17%	317	N/A	-	CLUJ, CLUJ-NAPOCA
18	595 SOLUTIONS SRL	128,166,555	87,225,784	47%	8,742,166	4,617,332	89%	204	182	12%	BRASOV, BRASOV
19	MATEC-CNC TECHNIK SRL	127,090,631	124,280,242	2%	3,139,022	5,113,580	-39%	159	169	-6%	SIBIU, SURA MICA
20	VILMAR SA	123,259,554	106,665,071	16%	-13,971,557	-8,147,255	-71%	163	181	-10%	VALCEA, RAMNICU VALCEA

## METALWORKING MACHINERY AND EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	SEWS ROMANIA SRL	490,277,340	664,462,562	-26%	6,909,893	-5,700,225	221%	2,434	4,011	-39%	HUNEDOARA, DEVA
2	DUCTIL SA	418,785,422	324,456,716	29%	-2,240,389	22,782,189	-110%	425	432	-2%	BUZAU, BUZAU
3	GUHRING SRL	185,560,889	152,776,258	21%	6,984,105	18,232,484	-62%	322	299	8%	SIBIU, SIBIU
4	BLACHOTRAPEZ SRL	134,756,607	109,735,274	23%	2,333,355	10,636,302	-78%	101	98	3%	MARAMURES, BAIA MARE
5	I.A.M.U. SA	129,271,163	115,587,606	12%	9,463,167	10,406,292	-9%	615	584	5%	ALBA, BLAJ
6	POPECI UTILAJ GREU SA	69,233,727	46,653,660	48%	-11,560,137	-16,076,382	28%	319	324	-2%	DOLJ, CRAIOVA
7	EMSIL TECHTRANS SRL	68,209,486	46,279,986	47%	198,851	2,268,035	-91%	227	180	26%	BIHOR, ORADEA
8	24 IANUARIE SA	60,111,969	45,972,719	31%	1,042,563	611,327	71%	268	279	-4%	PRAHOVA, PLOIESTI
9	VDL - ROTTECH SRL	51,098,315	50,408,655	1%	1,500,446	1,624,266	-8%	80	87	-8%	ARAD, ARAD
10	SIPA ENGINEERING ROMANIA SRL	48,142,963	48,394,592	-1%	100,928	1,904,949	-95%	131	131	-	TIMIS, TIMISOARA
11	CHAMBON SRL	41,055,325	33,238,208	24%	222,868	117,531	90%	62	60	3%	IASI, IASI
12	BYSTRONIC LASER SRL	38,000,908	43,493,396	-13%	786,229	-1,318,875	160%	29	27	7%	BRASOV, BRASOV
13	CONTRAIL MACHINERY SRL	30,174,644	19,505,696	55%	2,792,882	-924,136	402%	63	62	2%	ILFOV, SECTOR 6

## TRADE, METAL

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	MAIRON GALATI SA	2,520,342,674	2,210,054,626	14%	217,871,534	271,791,710	-20%	411	414	-1%	GALATI, GALATI
2	BAMESA OTEL SA	955,785,713	701,094,190	36%	150,030,955	119,163,699	26%	113	111	2%	ARGES, TOPOLOVENI
3	MIRAS INTERNATIONAL SRL	600,233,441	457,507,409	31%	47,515,682	48,070,301	-1%	265	258	3%	ILFOV, BUFTEA
4	MELINDA-IMPEX STEEL SRL	415,252,320	390,715,024	6%	12,955,786	95,106,772	-86%	159	154	3%	HARGHITA, ODORHEIU SECUIESC
5	BAUROM CONSTRUCT SRL	360,333,040	326,591,139	10%	20,887,768	51,352,026	-59%	202	203	-	GALATI, GALATI
6	THYSSENKRUPP MATERIALS ROMANIA SRL	307,476,682	337,345,048	-9%	31,550,808	15,827,168	99%	81	84	-4%	BUCURESTI, SECTOR 3
7	KONIG FRANKSTAHL SRL	274,915,455	185,068,330	49%	34,376,187	33,090,869	4%	69	67	3%	BUCURESTI, SECTOR 4
8	TRITON SRL	237,814,965	201,323,157	18%	16,333,918	16,436,216	-1%	349	338	3%	CONSTANTA, CONSTANTA
9	KTK STEEL DISTRIBUTION SRL	237,734,163	228,084,476	4%	3,299,832	9,227,627	-64%	22	25	-12%	ILFOV, ROSU
10	COLOR METAL SRL	205,833,798	164,988,215	25%	19,358,897	20,250,512	-4%	69	69	-	HARGHITA, ODORHEIU SECUIESC
11	DACOTRANS SRL	205,182,667	158,282,110	30%	12,854,454	13,650,056	-6%	49	48	2%	DAMBOVITA, TARGOVISTE
12	GREEN STAL TRADING SRL	195,540,042	135,294,201	45%	33,620,875	31,125,195	8%	71	67	6%	BUCURESTI, SECTOR 3
13	PROSIDER INTERNATIONAL TRADING SRL	192,282,491	173,867,763	11%	11,273,278	35,013,135	-68%	58	60	-3%	BUCURESTI, SECTOR 3
14	DIRECT LINE INOX IMPEX SRL	189,994,655	147,055,019	29%	16,623,217	14,860,856	12%	105	106	-1%	CLUJ, CLUJ-NAPOCA
15	SIDMA ROMANIA SRL	189,190,530	162,653,122	16%	6,924,964	11,861,912	-42%	36	36	-	ILFOV, CERNICA
16	ITALINOX ROMANIA SRL	186,800,735	149,338,637	25%	20,520,956	13,827,648	48%	60	59	2%	BUCURESTI, SECTOR 1
17	GALVA METAL INTERNATIONAL SRL	168,122,767	109,563,249	53%	-4,059,934	5,794,145	-170%	10	10	-	BUCURESTI, SECTOR 3
18	STALKER MEDIA SRL	153,767,999	147,066,944	5%	5,109,011	5,864,660	-13%	87	103	-16%	DAMBOVITA, TARGOVISTE



# MACHINERY



## In this Chapter

Engines; Pumps, Compressors and Pneumatic Tools; Bearings; Ovens, Furnaces and Furnace Burners; Mechanical Parts; Other Machinery;; Machinery Maintenance; Trade, Machinery; Weapons and Ammunition.

# 5101

*IS THE NUMBER OF EMPLOYEES IN THE TEAM OF SCHAEFFLER ROMANIA, THE MARKET LEADER IN THE BEARINGS INDUSTRY SECTOR FOR 2022.*



## ENGINES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	CUMMINS GENERATOR TECHNOLOGIES ROMANIA SA	1,142,839,559	755,090,110	51%	16,532,593	43,379,354	-62%	777	673	15%	DOLJ, CRAIOVA
2	EBM-PAPST AUTOMOTIVE & DRIVES ROMANIA SRL	304,804,187	272,322,946	12%	10,390,797	9,835,203	6%	384	400	-4%	BIHOR, ORADEA
3	ASKOLL ROMANIA SRL	250,677,771	281,161,662	-11%	23,751,973	25,864,859	-8%	318	391	-19%	ARGES, STEFANESTI
4	NIDEC MOTOR CORPORATION ROMANIA SA	178,518,790	252,786,668	-29%	-25,341,759	-17,515,356	-45%	241	300	-20%	ARGES, VALEA MARE-PODGORIA
5	HANNING MOTORS ROMANIA SRL	109,814,332	49,548,770	122%	731,792	-1,759,656	142%	361	187	93%	BIHOR, ORADEA

## PUMPS, COMPRESSORS AND PNEUMATIC TOOLS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	SIT ROMANIA SRL	348,910,760	329,887,031	6%	8,461,067	11,210,549	-25%	511	561	-9%	BRASOV, BRASOV
2	EURO GAS SYSTEMS SRL	241,336,996	92,393,420	161%	11,432,915	7,755,663	47%	193	171	13%	MURES, CHIRILEU
3	ROQUET EASTERN EUROPE SRL	208,877,002	112,796,204	85%	11,670,306	6,161,093	89%	217	241	-10%	PRAHOVA, SAT ARICESTII RAHTVANI
4	GRUNDFOS POMPE ROMANIA SRL	133,002,864	143,983,068	-8%	15,144,240	10,973,621	38%	43	46	-7%	BUCURESTI, SECTOR 1
5	ATLAS COPCO ROMANIA SRL	125,159,446	100,151,421	25%	5,006,491	3,786,780	32%	102	96	6%	BUCURESTI, SECTOR 1

## BEARINGS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	SCHAEFFLER ROMANIA SRL	3,509,354,896	2,924,138,781	20%	95,269,757	97,336,433	-2%	5,101	4,735	8%	BRASOV, CRISTIAN
2	TIMKEN ROMANIA SA	491,320,606	460,646,566	7%	15,537,770	31,498,975	-51%	855	900	-5%	PRAHOVA, PLOIESTI
3	TIMKEN PWP SRL	233,059,614	121,796,718	91%	24,222,838	-25,853,913	194%	163	137	19%	PRAHOVA, PLOIESTI
4	RULMENTI SA	168,894,291	143,397,804	18%	-34,459,034	-28,525,269	-21%	882	936	-6%	VASLUI, BARLAD
5	NTN-SNR RULMENTI SRL	156,772,497	143,969,221	9%	-5,616,798	-2,225,002	-152%	795	854	-7%	SIBIU, SIBIU

Companies without reported results for 2022: KOYO ROMANIA SA

## MECHANICAL PARTS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	TECONNEX EUROPE SRL	101,236,540	63,252,409	60%	20,665,969	15,162,916	36%	192	146	32%	CLUJ, TURERN
2	FONTANA PIETRO ROMANIA SRL	89,959,307	53,293,021	69%	4,928,625	3,035,247	62%	198	162	22%	ARGES, LAZARESTI
3	ARMATURENFABRIK FRANZ SCHNEIDER SRL	78,821,145	67,219,252	17%	-3,258,745	814,996	-500%	140	128	9%	BRASOV, HARMAN
4	COST.E.L. PRODUZIONE SRL	58,446,463	37,380,872	56%	4,790,282	1,792,281	167%	79	75	5%	ARAD, FANTANELE
5	LICCO PROMPT 2000 SRL	57,672,256	41,303,080	40%	9,327,593	6,108,941	53%	42	31	35%	ARAD, ARAD

## OVENS, FURNACES AND FURNACE BURNERS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	BEKAERT HEATING ROMANIA SRL	116,343,084	66,871,966	74%	4,777,837	2,503,802	91%	126	90	40%	PRAHOVA, NEGONESTI
2	GRENZEBACH ROMANIA SRL	81,023,442	40,910,003	98%	6,031,530	181,955	3.215%	158	135	17%	IASI, IASI
3	SOMIPRESS ROMANIA SRL	49,161,339	46,149,157	7%	7,148,707	10,517,519	-32%	81	76	7%	SATU MARE, SATU MARE



## OTHER MACHINERY

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	EMERSON SRL	1,396,956,960	1,080,375,064	29%	53,775,868	95,257,413	-44%	N/A	2,906	-	CLUJ, CLUJ-NAPOCA
2	RAAL SA	389,290,062	322,946,569	21%	6,825,787	13,010,257	-48%	2,122	2,054	3%	BISTRITA-NASAUD, BISTRITA
3	GEO-STING SRL	241,693,503	127,057,736	90%	10,590,970	11,691,606	-9%	280	265	6%	DAMBOVITA, TARGOVISTE
4	ARTEGO SA	199,727,280	172,531,341	16%	14,113,706	13,918,936	1%	692	753	-8%	GORJ, TARGU JIU
5	GEMA EASTERN EUROPE SRL	168,155,963	134,897,232	25%	15,157,902	21,232,637	-29%	138	125	10%	SIBIU, SIBIU

## MACHINERY MAINTENANCE

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	BONATTI S.P.A. PARMA SUCURSALA BUCURESTI	152,327,099	163,959,504	-7%	-1,004,058	-14,358,352	93%	816	815	-	BUCURESTI, SECTOR 1
2	GE POWER INFRASTRUCTURE ROMANIA SRL	84,329,358	50,649,708	66%	2,982,994	1,396,227	114%	199	159	25%	BUCURESTI, SECTOR 4
3	ROMSYSTEMS SRL	47,927,151	36,249,905	32%	1,084,350	1,348,673	-20%	25	23	9%	BACAU, BACAU
4	BEMORE INTERNATIONAL SRL	40,558,672	26,899,079	51%	160,554	213,188	-25%	218	136	60%	TIMIS, TIMISOARA
5	UZITMET INDUSTRY SRL	33,862,438	25,030,629	35%	2,874,148	1,069,028	169%	165	180	-8%	GORJ, ROVINARI

## TRADE, MACHINERY

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	SALZGITTER MANNESMANN DISTRIBUTIE SRL	315,045,773	262,105,613	20%	11,754,589	33,194,268	-65%	32	31	3%	BUCURESTI, SECTOR 3
2	HONEST GENERAL TRADING SRL	287,958,187	262,796,512	10%	41,660,391	43,523,806	-4%	380	385	-1%	BUCURESTI, SECTOR 3
3	MAKITA ROMANIA SRL	254,404,694	250,708,420	1%	9,451,726	16,048,095	-41%	61	57	7%	ILFOV, AFUMATI
4	ANDREAS STIHL MOTOUNELTE SRL	225,044,346	197,640,221	14%	19,841,776	17,282,995	15%	28	29	-3%	ILFOV, OTOPENI
5	SKE SOLAR INVERTERS SRL	218,436,535	26,003,593	740%	14,973,259	1,611,114	829%	4	2	100%	BUCURESTI, SECTOR 6
6	SIEMENS ENERGY SRL	202,628,307	112,435,343	80%	-20,444,591	-1,289,737	-1.485%	470	82	473%	BUCURESTI, BUCURESTI
7	VESTRA INDUSTRY SRL	180,792,681	111,609,667	62%	16,438,003	7,081,805	132%	73	66	11%	BOTOSANI, CATAMARESTI DEAL

## WEAPONS AND AMMUNITION

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	COMPANIA NATIONALA ROMARM SA	761,704,610	131,549,007	479%	3,551,944	1,747,717	103%	67	68	-1%	BUCURESTI, SECTOR 6
2	COMPANIA NATIONALA ROMARM SA BUCURESTI FILIALA SOCIETATEA UZINA MECANICA CUGIR SA	140,148,410	81,696,266	72%	42,448,512	1,530,204	2.674%	855	914	-6%	ALBA, CUGIR
3	COMPANIA NATIONALA ROMARM SA FILIALA SOCIETATEA UZINA MECANICA MIJA SA	103,825,951	45,152,677	130%	34,166,946	3,237,494	955%	454	416	9%	DAMBOVITA, I. L. CARAGIALE
4	COMPANIA NATIONALA ROMARM SA BUCURESTI FILIALA SOCIETATEA FABRICA DE ARME CUGIR SA	83,784,379	66,005,658	27%	7,543,574	-1,121,653	773%	841	853	-1%	ALBA, CUGIR
5	COMPANIA NATIONALA ROMARM SA FILIALA SOCIETATEA UZINA DE PRODUSE SPECIALE DRAGOMIRESTI SA	80,484,837	11,332,363	610%	7,316,290	-4,444,586	265%	194	183	6%	DAMBOVITA, TARGOVISTE
6	ELECTROMECHANICA PLOIESTI SA	69,473,754	75,185,439	-8%	17,319,722	16,496,083	5%	422	381	11%	PAHNOVA, PLOIESTI



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# ELECTRIC & ELECTRONIC EQUIPMENT

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## In this Chapter

Electric Equipment; Electronic Equipment; Measuring and Testing Equipment;  
Optical Equipment; Trade, Electric and Electronic Equipment.

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# 3239

*IS THE NUMBER OF EMPLOYEES IN  
THE TEAM OF FLEXTRONICS ROMANIA,  
A TOP COMPANY IN THE ELECTRONIC  
EQUIPMENT INDUSTRY SECTOR.*





# ELECTRIC AND ELECTRONIC EQUIPMENT

## ELECTRIC EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	PRYSMIAN CABLURI SI SISTEME SA	2,032,652,492	1,351,538,437	50%	8,511,793	2,329,787	265%	1,245	1,140	9%	OLT, SLATINA
2	ROMCAB SA	1,880,965,090	1,855,674,764	1%	68,286,891	59,265,561	15%	745	664	12%	MURES, TARGU MURES
3	EATON ELECTRO PRODUCTIE SRL	1,601,593,741	1,359,634,761	18%	90,708,489	76,596,329	18%	2,376	2,237	6%	MARAMURES, SARBI
4	VLG RO SRL	1,600,914,335	955,700,086	68%	47,089,283	57,238,396	-18%	87	80	9%	CLUJ, MARTINESTI
5	ICME ECAB SA	1,293,611,319	1,187,990,288	9%	49,455,198	7,214,406	586%	613	599	2%	BUCURESTI, SECTOR 3
6	COFICAB PLOIESTI SRL	901,819,581	630,037,302	43%	27,651,423	29,400,228	-6%	281	307	-8%	PRAHOVA, ARICESTII RAHTIVANI
7	COOPER INDUSTRIES ROMANIA SRL	444,688,141	365,316,841	22%	29,556,848	26,132,062	13%	391	329	19%	ARAD, ARAD
8	ELDON SRL	435,662,033	345,642,656	26%	15,013,493	16,901,695	-11%	768	698	10%	BRASOV, PREIMER
9	HARTING ROMANIA MANUFACTURING SCS	398,004,850	320,835,875	24%	3,617,663	22,052,279	-84%	864	821	5%	SIBIU, SIBIU
10	CONNECTRONICS ROMANIA SRL	331,302,359	261,178,886	27%	849,004	1,281,895	-34%	1,309	1,237	6%	BIHOR, ORADEA
11	RETRASIB SA	312,967,400	259,521,798	21%	6,640,103	186,060	3.469%	238	233	2%	SIBIU, SIBIU
12	ELBA SA	289,575,096	253,536,541	14%	-5,693,388	2,467,478	-331%	873	870	-	TIMIS, TIMISOARA
13	ODU ROMANIA MANUFACTURING SRL	282,587,784	224,852,562	26%	5,569,671	4,771,322	17%	469	401	17%	SIBIU, SIBIU
14	CABLETEAM SRL	268,638,651	230,356,990	17%	245,900	622,364	-60%	249	266	-6%	MURES, ALBESTI
15	ELECTRO-ALFA INTERNATIONAL SRL	261,516,976	154,132,757	70%	23,155,157	1,483,985	1.460%	207	199	4%	BOTOSANI, BOTOSANI
16	RCB ELECTRO 97 SA	239,454,426	256,275,482	-7%	14,899,244	15,329,620	-3%	127	124	2%	BISTRITA-NASAUD, BISTRITA
17	ELECTROMAGNETICA SA	231,502,678	340,745,893	-32%	27,149,997	-16,819,599	261%	368	385	-4%	BUCURESTI, SECTOR 5
18	PGA ELECTRIC SRL	190,421,524	118,664,000	60%	38,972,817	18,931,971	106%	220	218	1%	MARAMURES, BAJA MARE
19	IPROEB SA	181,226,388	148,845,922	22%	23,749,939	4,721,610	403%	257	259	-1%	BISTRITA-NASAUD, BISTRITA
20	PANDUIT EUROPEAN SOLUTIONS SRL	179,160,539	179,682,229	0%	5,672,087	9,517,642	-40%	443	434	2%	ARAD, ARAD
21	KABLUTRONIK SRL	165,401,322	161,705,674	2%	10,847,791	13,172,468	-18%	536	606	-12%	DAMBOVITA, COLANU
22	GEWISS ROMANIA SRL	154,658,451	123,592,434	25%	2,514,782	3,254,827	-23%	32	31	3%	BUCURESTI, SECTOR 2
23	ELECTRO SISTEM SRL	154,434,541	111,766,142	38%	18,894,829	10,294,909	84%	363	361	1%	MARAMURES, BAJA MARE

## ELECTRONIC EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	ZES ZOLLNER ELECTRONIC SRL	2,607,918,998	1,492,670,871	75%	93,220,161	54,737,642	70%	2,680	2,491	8%	SATU MARE, SATU MARE
2	CELESTICA - ROMANIA SRL	1,591,497,825	1,101,185,349	45%	51,192,965	-40,445,694	227%	1,351	1,371	-1%	BIHOR, BORS
3	PLEXUS SERVICES RO SRL	1,089,813,924	844,831,150	29%	25,810,790	3,471,632	643%	1,696	1,712	-1%	BIHOR, ORADEA
4	BENCHMARK ELECTRONICS ROMANIA SRL	794,652,625	431,425,415	84%	46,807,019	-8,238,937	668%	907	760	19%	BRASOV, GHIMBAV
5	DUCATI ENERGIA ROMANIA SA	770,342,083	688,241,262	12%	10,580,955	6,333,298	67%	705	744	-5%	PRAHOVA, BUSTENI
6	HONEYWELL LIFE SAFETY ROMANIA SRL	739,100,159	502,159,872	47%	17,019,052	10,053,739	69%	1,084	N/A	-	TIMIS, LUGOJ
7	FLEXTRONICS ROMANIA SRL	661,005,661	761,781,830	-13%	20,913,120	37,572,406	-44%	3,239	3,239	-	TIMIS, TIMISOARA
8	MIELE TEHNICA SRL	548,155,027	348,832,580	57%	17,101,999	13,435,493	27%	408	310	32%	BRASOV, FELDIOARA
9	VARTA MICROBATTERY SRL	491,830,954	466,400,798	5%	8,588,964	37,744,851	-77%	459	497	-8%	ILFOV, OTOPENI
10	SIMEA SIBIU SRL	491,221,344	382,577,832	28%	27,734,102	28,627,372	-3%	1,489	1,314	13%	SIBIU, SIBIU
11	STEINEL ELECTRONIC SRL	443,061,790	428,476,503	3%	15,968,127	6,324,573	152%	567	586	-3%	ARGES, CURTEA DE ARGES
12	SYSTRONICS SRL	435,201,845	329,714,957	32%	23,560,293	19,449,176	21%	612	586	4%	ARAD, ARAD
13	PSICONTROL SRL	387,177,766	282,849,797	37%	34,460,366	34,105,646	1%	311	281	11%	BRASOV, RASNOV
14	WEIDMULLER INTERFACE ROMANIA SRL	359,570,319	316,844,741	13%	1,787,648	14,382,143	-88%	1,038	940	10%	MARAMURES, TAUTII-MAGHERAUS
15	KIMBALL ELECTRONICS ROMANIA SRL	345,396,093	296,288,647	17%	3,299,138	-4,588,625	172%	409	409	-	TIMIS, REMETEA MARE



## MEASURING AND TESTING EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	HANNA INSTRUMENTS SRL	253,054,974	200,467,514	26%	62,072,230	31,951,766	94%	14	15	-7%	SALAJ, NUSFALAU
2	ELSTER ROMETRICS SRL	178,781,751	194,374,585	-8%	6,842,194	11,750,454	-42%	109	131	-17%	TIMIS, GHIRODA
3	AEROTEH SA	142,008,621	97,400,271	46%	51,778,011	31,091,522	67%	132	115	15%	BUCURESTI, SECTOR 6
4	HONEYWELL ELSTER ROMANIA SRL	125,152,841	119,215,162	5%	13,477,380	13,338,182	1%	288	274	5%	BUCURESTI, SECTOR 2
5	AEM SA	107,604,008	101,706,052	6%	4,950,630	820,475	503%	665	742	-10%	TIMIS, TIMISOARA
6	TE CONNECTIVITY SENSOR SOLUTIONS SRL	105,191,051	85,195,267	23%	15,380,440	7,559,797	103%	159	N/A	-	TIMIS, DUMBRAVITA
7	AFRISO-EURO-INDEX SRL	80,105,563	41,394,006	94%	3,968,230	3,131,067	27%	233	215	8%	BUCURESTI, SECTOR 5
8	ASSEMBLY & TESTING TECHNOLOGY SRL	58,989,012	39,964,499	48%	8,293,946	6,450,358	29%	48	49	-2%	ARAD, ARAD
9	FLUID GROUP HAGEN SRL	57,903,414	60,454,440	-4%	14,896,688	21,015,021	-29%	108	N/A	-	SATU MARE, CAREI
10	ARC BRASOV SRL	48,417,922	33,791,545	43%	4,194,728	1,666,737	152%	40	38	5%	BRASOV, BRASOV

## OPTICAL EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	OPHIR OPTICS SRL	67,654,697	47,947,594	41%	12,900,390	9,853,930	31%	114	103	11%	BUCURESTI, SECTOR 3
2	HOYA LENS HUNGARY ZRT BUDAPESTA SUCURSALA ROMANIA	54,865,923	44,520,926	23%	6,975,266	5,628,723	24%	61	57	7%	BUCURESTI, SECTOR 2
3	KOMAX TESTING ROMANIA SRL	26,224,699	17,209,046	52%	5,408,592	2,633,535	105%	20	18	11%	BISTRITA-NASAUD, BISTRITA
4	IOR SA	22,740,433	17,479,691	30%	718,267	271,556	165%	274	258	6%	BUCURESTI, SECTOR 3

## TRADE, ELECTRIC AND ELECTRONIC EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	CHORUS RESEARCH ENGINEERING DISTRIBUTION SRL	388,460,861	266,581,552	46%	15,268,573	9,282,513	64%	283	252	12%	GALATI, GALATI
2	ELBI ELECTRIC & LIGHTING SRL	348,851,325	301,136,561	16%	16,452,073	-12,903,098	228%	153	142	8%	ILFOV, BRAGADIRU
3	SIGNIFY ROMANIA SRL	303,700,403	289,401,906	5%	3,096,114	2,928,634	6%	42	39	8%	BUCURESTI, SECTOR 2
4	CONSOLIGHT COM SRL	298,854,298	269,271,745	11%	11,939,657	9,946,853	20%	223	229	-3%	BUCURESTI, SECTOR 3
5	ELECTROGLOBAL SA	240,012,553	154,526,612	55%	12,714,784	7,455,621	71%	165	121	36%	CLUJ, CLUJ-NAPOCA
6	GREEN LEAVES TECHNICAL SRL	214,528,110	265,091,825	-19%	7,027,442	-7,824,772	190%	33	27	22%	BUCURESTI, SECTOR 2
7	VOLTA GRUP SRL	195,035,595	106,411,296	83%	10,683,859	3,379,848	216%	144	127	13%	NEAMT, PIATRA NEAMT
8	B2B EXPERT MOBILE CONECTION SRL	195,022,284	166,177,013	17%	4,965,169	3,869,694	28%	7	7	-	BUCURESTI, SECTOR 3
9	ESTEP B2B SA	193,799,275	202,839,319	-4%	16,649,980	18,513,469	-10%	23	25	-8%	BUCURESTI, SECTOR 1
10	NK SMART CABLES SRL	192,868,735	138,419,962	39%	15,212,633	10,476,568	45%	30	25	20%	BUCURESTI, SECTOR 3
11	SCHRACK TECHNIK SRL	142,600,746	96,046,180	48%	16,326,979	9,346,308	75%	93	72	29%	BUCURESTI, SECTOR 6
12	PHYLOSOPHY DESIGN SRL	131,274,790	106,399,956	23%	19,246,290	17,449,392	10%	164	165	-1%	BUCURESTI, SECTOR 1
13	BANESTO SRL	130,822,494	156,477,958	-16%	1,758,964	1,296,489	36%	40	40	-	NEAMT, PIATRA NEAMT
14	KEBA AUTOMATION SRL	129,864,475	60,454,872	115%	9,864,079	13,021,396	-24%	27	23	17%	BUCURESTI, SECTOR 3
15	ABN SYSTEMS INTERNATIONAL SA	116,507,945	108,726,401	7%	9,047,526	11,355,095	-20%	65	70	-7%	BUCURESTI, SECTOR 1

Mobil pur și simplu

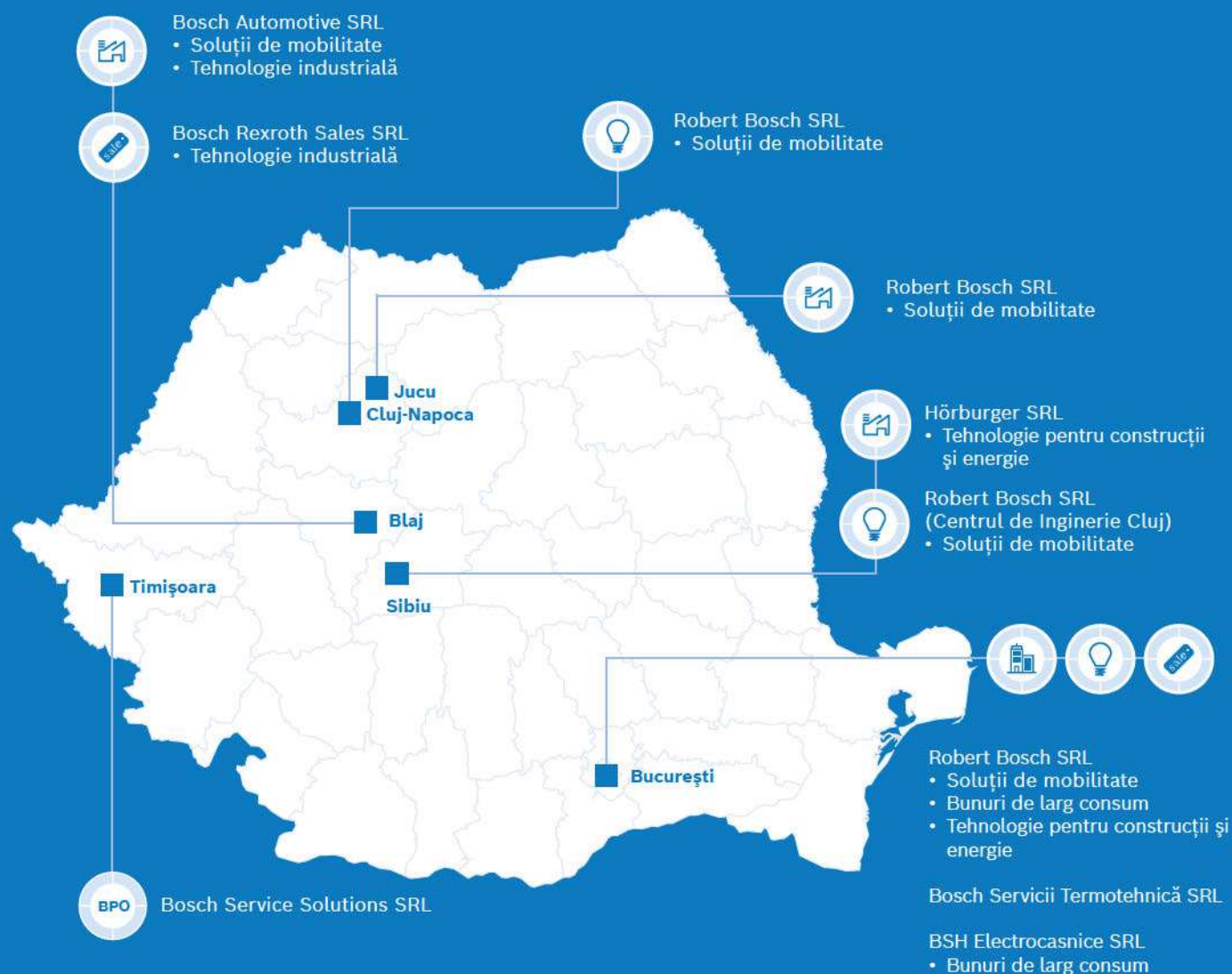




## Grupul Bosch în România

Grupul Bosch este prezent pe piața din România de 29 de ani și numără aproximativ 9.830 de angajați. În anul 2022, Bosch a înregistrat un volum de vânzări consolidate de **512 milioane de euro** în România. Vânzările totale nete, incluzând vânzările companiilor neconsolidate și livrările interne către companiile afiliate, au ajuns la **2,1 miliarde de euro**. Sediul central al companiei este situat în București, unde Bosch are și un birou de vânzări pentru produsele sectoarelor **Soluții de mobilitate, Bunuri de larg consum și Tehnologie pentru construcții și energie**. Bosch operează un centru de cercetare și dezvoltare situat în Cluj și București și, din 2023, la Sibiu.

În Cluj, Bosch are și o unitate de producție pentru tehnologie auto. O unitate de producție de tehnologie industrială și una de tehnologie auto se află în Blaj. Bosch Service Solutions din Timișoara oferă servicii de externalizare a proceselor de afaceri (BPO) în 18 limbi. În plus, o filială a BSH Hausgeräte GmbH, activă pe piața electrocasnicelor, este prezentă, de asemenea, în capitala țării.



Sediu



Vânzări



Cercetare și dezvoltare



Producție

BPO

Business Process Outsourcing





## In this Chapter

Passenger Cars; Car Importers; Dealers; Commercial Vehicles and Trailers; Parts and Accessories for Motor Vehicles; Electric and Electronic Parts; Rubber and Plastic Products; Tires Manufacturers; Tires Trade; Spare Parts Trade; Service.

# 12%

*MORE ELECTRONIC CONTROL UNITS FOR AIRBAGS, MULTI-CAMERA SYSTEMS AND DRIVER ASSISTANCE WERE PRODUCED AT THE BOSCH PLANT IN JUCU IN 2022.*







## Interview

# INCLUSIVE LEADERSHIP EXCELLENCE: BOSCH'S CATALYST FOR SUSTAINABLE SUCCESS

**MIHAI BOLDIJAR**, Vice President, Bosch Group in România and Bulgaria,  
Managing Director, Robert Bosch SRL

**1.** Global growth is projected to fall from an estimated 3.5% in 2022 to 3.0% in 2023 and 2024 amid severe political and social struggles. What major trends have shaped your global and local strategies in this context? What main drivers have you considered for medium and long-term growth?

It is a challenging period, and global perspectives are shifting towards negative growth. At Bosch, we have set ourselves an ambitious roadmap. Despite the modest economic outlook, Bosch Group has managed to increase its sales by 3.5% in the first quarter of 2023, an encouraging result in a challenging year. Our target for EBIT margin from operations in 2023 is around 5%.

It is clear that 2023 remains a challenging year, especially as prices in the raw materials and energy markets and inflation remain high, but we are optimistic. We aim to grow

in every region of the world and to be among the leading three suppliers in our relevant markets.

As for the trends, we are seeing increased attention towards the fight against climate change that is causing considerable upheaval in business and society and accelerating technological change. This technological transformation is offering growth opportunities in our existing business but also related and new areas. I am convinced that our ethos, "Invented for life," is ideal – if we discuss the significant trends of electrification, automation, and digitalization, but also when it comes to software and artificial intelligence.

**2.** Your company has made significant investments in the region, particularly in developing production and R&D sites in Cluj and Blaj.



**Could you share the key achievements of your company in the past year, and what significant milestones are you aiming to achieve in these fields for the future?**

In the past years, Bosch Group in Romania has significantly grown its business by investing in manufacturing, in research and development activities, and the services area. Bosch's commitment to creating technology "Invented for Life" drives us to turn any trend in electrification, automation, digitization, software, and artificial intelligence into real development opportunities.

The Engineering Center Cluj became, in the last decade, one of the Bosch global pillars in R&D. The center developed swiftly over the years, with activities expanded in Bucharest and recently in Sibiu, underlining our firm commitment to state-of-the-art research activities in Romania. More than 1500 talented software, hardware and reliability engineers contribute to developing excellent products and services in the areas of automated driving, connected and electric mobility.

In 2022, despite the demanding economic and social environment, Bosch invested roughly Eur 83 million in Romania. The Bosch plant in Jucu had significant growth in 2022, producing 12% more electronic control units for airbags, multi-camera systems and driver assistance than the previous year. We are proud that, since its opening in 2013, the plant has delivered over 350 million high-quality automotive parts to international customers.

In addition, the Bosch plant in Blaj, known for its high expertise in manufacturing automotive components and industrial technology, opened a modern resources management in-house building in 2022, which ensures an efficient on-site management and disposal of all residual materials after production. This year, we plan to develop our manufacturing capacity in Blaj in the Industrial Technology business sector by extending production machinery for linear system manufacturing.

**3. Over the years, the Bosch Group in Romania has followed an exceptional path, combining innovation with quality and adapting to the market's ever-changing demands. Innovation is crucial in today's business world. Can you highlight some of Bosch's recent innovations or technological advancements?**

We are witnessing a significant shift in the automotive industry, with an increased focus on alternative mobility solutions. Hybrid and electric cars are now expected on the roads. Bosch has anticipated this trend and now is working on new technologies in these areas. Bosch Engineering Center Cluj, for example, develops software for electric cars, such as control units for battery management or cloud-based services to increase performance and battery life.

The Bosch plant in Jucu already produces several electronic control units for electric and hybrid cars, and the shift towards electrification is likely to continue. Also, Bosch encourages the transition to electromobility by installing charging stations for electric vehicles at all manufacturing locations in Romania.

In addition, we think hydrogen generated with renewable energy will play a significant role in achieving climate targets. Bosch wants not only to use hydrogen but also to be one of the companies producing it. This is why Bosch is branching out into the development of components for electrolyzers.

**4. Sustainability and environmental responsibility are becoming increasingly important. What are the major sustainability initiatives that Bosch has implemented, and how does the company aim to set a leading example in ESG (Environmental, Social, and Governance) best practices?**

For Bosch, sustainability means striking a balance between the economic, environmental, and social dimensions of its business activities. As a result, in 2020, Bosch became the first global industrial enterprise to make its 400 locations worldwide carbon neutral (scopes 1&2)\*, including the sites in Romania.

To mention just one example, Bosch is actively concerned with improving the energy efficiency of its plants and office buildings. Besides using energy consumption monitoring solutions, purchasing electricity from renewable sources, using the heat from compressors to produce domestic hot water or support the heating system, and replacing existing luminaires with LED technology, the manufacturing sites in Blaj and Cluj started to make their own green energy by installing photovoltaic panels.



*Sustainability means striking a balance between the economic, environmental and social dimensions.*





*We will continue to be an essential partner for the Romanian education system as we have assumed responsibility in this area.*

**5. To maintain its status as a top employer in Romania, what are the critical areas of focus for Bosch? How does the company prioritize employee satisfaction, professional and personal growth opportunities, and a supportive work environment to attract and retain the best talent?**

Bosch's most valuable resources are its associates. Our organizational culture ensures a modern working environment focusing on collaboration and the well-being of our colleagues. An excellent example of this is the "Smart Work" initiative, which Bosch has been implementing since 2021 and represents a model of hybrid collaboration.

Bosch implemented numerous measures to ensure a working environment based on flexibility, trust, and results, which fosters the well-being, efficiency, and innovative capacity of its associates. In addition, we offer our associates a wide range of benefits and opportunities for professional development and career advancement. We continue investing in long-term educational projects, which translate into care and responsibility for our associates and future generations, offering students and pupils dual learning contexts, applied internships and training courses.

In recent years, we have not only grown as a business but also as a team, and this growth is an encouragement of the human potential that exists in the country. By keeping the focus on research and development in the critical areas of future mobility, turning challenges into opportunities, adapting our way of working to new circumstances and applying an inclusive and transparent leadership style, we managed to attract new talents and keep our position among the top employers in the country also last year.

By the end of 2022, the company had approximately 9,830 associates, representing a 12% increase from the previous year. This impressive growth and our results represent our firm commitment to our associates.

**6. In Romania's rapidly evolving business landscape and the surrounding region, what are the primary opportunities Bosch has identified as important for ensuring business resilience and long-term success? How does the company plan to capitalize on these opportunities to**

**maintain a strong presence and continue thriving in the future?**

Currently, production in the mobility solutions business sector, software development for the automotive industry, R&D projects and strategic partnerships are very important to us. At the same time, we do not shy away from responsibility for the community, supporting formal and non-formal education programs.

We will continue to be an essential partner for the Romanian education system as we have assumed responsibility in this area. The stability of the Bosch principles in terms of both the associates' mindsets and the company's financial results and prosperity remain mandatory for the company.

**7. In the face of escalating pressures, dynamic changes, and valuable business prospects, how would you emphasize the significance of transformational leadership? What message or insights would you like to convey about the role of transformative leadership in navigating these challenges and seizing new opportunities in the corporate world?**

I think the word that best describes this transition is inclusive leadership. It's all about people, about building trust and confidence between them, valuing team members, inviting diverse perspectives, acknowledging multidisciplinary added value, and emphasizing achievements emerging from COVID-related teamwork. Unleashing the potential of our people, giving them confidence, and cooperating, we contribute not only to the transformation of a performing business but also to the transformation of remarkable careers.

I think that together with our associates, we must start from the premise that we have a shared vision which each party, regardless of their position, understands, and integrates into their activity. At the same time, transformation also requires the courage to make difficult decisions and to be willing to try new viable ideas.

Our colleagues' productivity has not been affected by uncertain times. This is due to our new leadership style, inclusive leadership, supported by proactive and efficient communication, focused on the most sensitive elements, including debunking myths and fake news that abound in such challenging times.







## Interview

# THE TRANSITION TO ELECTRIC MOBILITY IS BOTH A CHALLENGE AND AN OPPORTUNITY

**CECILIA TUDOR**, Managing Director, Renault South Eastern Europe

**1.** The economic landscape is presenting various global challenges. How is Renault navigating these challenges in the SEE region, and specifically in Romania?

The transition to electric mobility is both a challenge and an opportunity. The car industry is being turned on its head, especially when it comes to engines. The need for lower fuel consumption and CO<sub>2</sub> emissions, increasingly stringent anti-pollution standards, and new consumer expectations are making electrification essential. After setting up the pace with EVs, Renault is enriching its range with an E-TECH hybridization package that is true to form: efficient, affordable, and placed in the heart of the market with best-seller vehicles. The aim is to make the experience and joy of driving electric vehicles widely accessible, at a time when customers are making increasingly practical, smart, well-thought-out, rational choices.

The development of the electric vehicle market cannot take place without a massive increase in the infrastructure needed to recharge and supply renewable electricity. Ambitious infrastructure goals are needed, but also incentives for consumers. All these factors will impact both our business and our

partners, generating more openness to synergies, collaborations, and concern for the quality of the products and services that we are making available to our clients, together.

**2.** Can you elaborate on the specific challenges and opportunities you face in our region compared to others in Europe? Could you share insights into the market trends and consumer preferences that are shaping Renault's strategy in the region?

User demands and mobility habits are changing. Our customers are looking for fit-for-purpose mobility solutions that will optimize the cost of their journey, using vehicles that are more friendly to the environment. The automotive industry needs to reinvent itself to meet their expectations, or others will seize the opportunity. It is up to us to deliver low-carbon, flexible mobility solutions to suit all types of customers. To make the most of our natural resources, we must build these solutions around vehicles made mainly with materials from the circular economy.

According to some studies, a personal car is in use only 10% of the time. Meanwhile, it loses half its value in just three years. With this



knowledge, some users are seeking to reduce the overall cost of their travel and turning to new mobility solutions. One of these is shared mobility, which optimizes the use of a car and reduces the number of vehicles in circulation, as well as their environmental impact.

In Romania, there was up to a certain point a greater reluctance to purchase electric vehicles, a situation that has visibly reduced in the last 2-3 years. These incremental steps, though small in scale do not necessarily signify a consistent upward trend. This lack of confirmation poses a challenge to achieving a quicker convergence with other European regions than our initial estimates, which were made approximately a decade ago. Renault was one of the first brands to promote EVs on the domestic market, it somehow set the tone, and the range of models in this segment, in continuous development, will continue this strategy.

### 3. As a pioneer and a leader in the electrification of vehicles, how is Renault Group navigating the transition to electric vehicles on global scale and in our region?

For the past decade, Renault Group has been fully committed to the development of large-scale electric mobility. The Renaulution plan, unveiled in January 2021, focuses on the group's electric leadership and the unique advantages of its E-TECH, hybrid and plug-in hybrid technology. It aims to widen its electric mobility offer, both in terms of vehicles and services. The objective of Renault Group is simple: to make electric travel accessible to everyone by offering solutions to every need. Year after year, Renault's electric vehicles remain the most prevalent on European roads, representing nearly 15% of all 100%-electric vehicles sold in Europe in 2021. On a global scale, more than 490,000 electric vehicles have already been sold by the group.

In Romania, Renault benefits already from an extensive electrified offer: from 100% EVs - Megane E-TECH Electric, ZOE, Kangoo Van E-TECH Electric - to E-Tech mild-hybrid, full-hybrid, and Plug-In hybrid models - Clio, Captur, Arkana and Austral. We recently revealed at international level our new electrified models: Rafale E Tech full hybrid - a new and daring model, the brand's new flagship - and Scenic E Tech electric - the first more sustainably designed all-electric family

vehicle. And if we discuss numbers, after nine months this year, Renault ranks third on the Romanian market, with a total volume of almost 800 units and a market share of 6.6% (+3.6 points vs similar period in 2022).

### 4. How are you addressing infrastructure challenges related to charging stations in Romania?

We observe from year to year a consistent increase in the number of charging stations, including high-speed ones and not only. But this trend should follow the evolution of the EV market. There are various national, local, private, or public-private initiatives through which the network of charging stations should expand from now on. We, at Renault, have our own charging network in all showrooms in the country, where all our customers have access and can also benefit from professional consultancy for everything that means the ecosystem of an electric vehicle.

### 5. What to expect from Renault next year? What models are you preparing, and which ones will be adopted most quickly in the CEE market? Which car will make us immediately consider purchasing a Renault?

We will have a 2024 reach in new products, benefiting also from full year commercialization for other models launched in 2023. I previously mentioned 2 new models Scenic and Rafale - which are going to enter the Romanian market next year. Along with these, we will continue the success that we see after a few months of presence on the market of the Austral model, which has already won the appreciation of the Romanians. And, if we look at the Megane E Tech electric that amazed us even before arriving in showrooms last year, when it registered over 500 orders without being seen physically by any customer, I will say that Scenic has all the assets to surprise us in an equally pleasant way. And I also think it's the most suitable recipe for any customer who wants an electric family vehicle. However, I could not say with absolute certainty that a specific model will be decisive for any customer who wants to buy a vehicle next year. Because I am convinced that for every customer there is a need, and for every need there is a Renault model that not only



*Renault is enriching its range with an E-TECH hybridization package: efficient, affordable, and placed in the heart of the market with best-seller vehicles.*





*The automotive industry needs to reinvent itself to meet expectations, or others will seize the opportunity.*

satisfies this need but makes that customer's life easier and more beautiful. So, I believe in all our models, and I believe in the potential of each one in its segment.

**6. The LCV market is in a constant dynamic, and Renault has an extensive range of solutions. How do you see its evolution in the context of European regulations regarding the reduction of CO<sub>2</sub> emissions? Will we see here a transition to a strictly electric range?**

If we look at the macroeconomic level, climate change accelerates the need to transition to electrification; future regulations on CO<sub>2</sub> emissions in freight transport and restrictions on access to cities are radically transforming the logistics ecosystem. Business customers are already facing increasing pressure on cost of ownership and the need to electrify vehicles that are safer and fully connected to their business.

For the moment, we are talking about great performance at global level in this field. In Romania, Renault is the leader of the LCV segment, with a 26.6% market share, the 3,235 units registered up to the end of September representing an evolution of +5 points compared to the same period last year. Now, the range of Renault LCVs already includes electric vehicles - Kangoo, Trafic and Master. Renault therefore has a model in each LCV segment, thus responding to different types of customer needs. All of them have multiple possibilities for personalization and bodywork, considering the specifics of each client's activity.

By 2030, the European market for electrified vans will triple, representing a tremendous opportunity for a completely new range of light commercial vehicles, especially in the booming e-commerce and rental segments. Thus, Renault Group, Volvo Group and CMA CGM recently announced that they are joining forces to pioneer and lead this new market with a completely new generation of 100% electric vans and associated services. The problems of logistics players will be addressed with superior and secure solutions incorporating the new Software Defined Vehicle platform and a wide ecosystem of customized solutions.

**7. Romania has one of the most attractive bonus systems for customers who want to buy a new car, if we look at the whole of Europe. Do you consider that such a program has a major impact on the evolution of the car market in Romania?**

Indeed, the Rabla and Rabla Plus national programs represent a real support for clients, but I would add that not only for them. We cannot ignore the benefits for the environment as new vehicles take the place of old ones, with lower or even zero emissions and advanced systems that protect everyone on the road.

The fact that in Romania we have one of the biggest bonuses in Europe for the purchase of EVs has contributed to a sustained evolution of this segment at the national level, a segment that needed a boost and support to become more accessible to a larger number of clients.

**8. How does Renault Group engage with the local communities in Romania, and what initiatives are in place to contribute to social responsibility and sustainability?**

Renault has launched this year, at international level, the Human First Program to present all its safety initiatives to the public and position itself as a people-centric tech brand. Together, this program – the result of collaboration between engineers, safety experts, product managers, the LAB and first-aiders (firefighters) – and recent technological developments – such as artificial intelligence – will make Renault stand out. In Romania we already start working on one of the components of this extensive program and we developed a series of events with the firefighters. We are the partners of the national extrication competition, providing the organizers with decommissioned Renault vehicles that can be used in exercises that simulate road accidents of various complexities, allowing the specialists who must intervene to test solutions and reduce reaction time and, thus, to save more lives. In our Technical Center in Titu, there was a series of train-the-trainers type actions dedicated to firefighters, where we also offered vehicles and expertise to contribute to the efficiency of the activities necessary for interventions in the event of road accidents. Other similar activities are planned for next year as well because we want to build a consistent, sustainable project that will benefit anyone on the street.







## Interview

# A LONG TERM PARTNERSHIP IS BETTER THAN THE COMMERCIAL VALUE OF A DEAL

**RĂZVAN SZILAGYI**, Deputy CEO, AIC Trucks

**R**ăzvan Szilagyi joined AIC TRUCKS as a Deputy General Manager, starting in September 2023. He took over the responsibility of the commercial activities as well as some strategic projects closely related to the development of the company. AIC Trucks aims to develop an ecosystem that offers equipment and related complete set of services to companies in the transport, construction and specialized municipal services industries.

Răzvan has 20 years of experience in financial services in areas such as Capital Markets and Investments. He worked most of the time directly with clients, both Corporate and Retail. He made an essential contribution to promoting financial education in Romania, being part of the Boards of relevant professional organisations (e.g. CFA Romania, Association of Fund Managers). Răzvan is an expert in Corporate Governance, having both experience as a board member and an academic background, following specialized studies at Henley Business School.

**1.** AIC Trucks and AIC Service Network aims to achieve a combined turnover of 101 million EUR in 2023, similar to the one achieved in 2022. AIC Trucks, the importer part of the group, foresees a standalone turnover of 88 Million Eur this year. What are the underlying reasons for this evolution?

AIC Trucks sustained its leading position in both construction and specialized truck segments. In the tractor heads segment, Ford Trucks is a brand that is in a growing phase; we plan to increase the market share in the next period. Even if the overall market grew significantly in 2023, most of the growth came from the tractor heads segment. As a result, the product mix could have been more favourable to our business. As a positive contribution, we mention the development of our Financial Services and After Sales divisions. This aligns with our strategic plan to develop an ecosystem based on the following pillars: distribution, service network and financial services.

**2.** Your company has expanded its brand portfolio by adding Otokar and Piaggio. What prompted this decision, and how does it fit into AIC Trucks overall business strategy?

We aim to “share the load” with our clients in their transportation business. Otokar and Piaggio are both very synergic to our commercial operations, with Otokar, we are now able to offer also medium size vehicles (12-18 GVW). In addition, we are adding a full lineup of buses with a complete selection of power units: internal combustion, Electric, CNG, LNG and soon Hydrogen. This is a part of our contribution to increasing the



sustainability in the World of Transport. With Piaggio, we are entering the light segment of the market (1.8-3.5 GVW), offering a top-of-the-industry net payload (Up to 1.6T) of a < 3.5 GVW Ton “Mini City Truck”.

**3. AIC Trucks and AIC Service Network invested more than 4 Million Eur in 2023. Can you elaborate on how this investment has been utilized, and what specific areas or aspects of the business will you focus on?**

We have big plans, and these require investments. This year, 65% of this amount was invested in the network expansion. We are implementing new locations in Arad and Constanta, and we have completed a major refit of our locations in Deva and Galati. We will continue this volume of investments in the network in 2024 with a significant refit and capacity increase in both Ploiesti and Brasov locations. Additional investments have been used to finance the growth in the used vehicles division and the new Otokar and Piaggio activities.

**4. AIC Trucks has experience with municipal vehicle auctions. How do you foresee this experience benefiting the company’s expansion, especially in dealing with government contracts?**

We are the leading company in the Municipal vehicles segment thanks to a robust and competitive product. Our Government contracts exposure is minimal, as we supply vehicles to private operators that participate in auctions for public services. We plan to expand and capitalize on this leading position in the years to come, being backed by our unique selling points: excellent products and service supported by very competitive prices.

**5. Sustainability is increasingly crucial in the automotive industry. How does AIC Trucks plan to align with sustainability goals, and what role does innovation play in your business strategy?**

There are two directions that we follow: things that we can improve about ourselves and our contribution to the market transformation. Inward-looking, we are working on developing our corporate governance improving and

digitalizing the distribution process. We have become an ecosystem that goes beyond distribution and service networks. We support our clients to finance their acquisitions; we train the truck drivers to improve their skills, which leads to reduced fuel costs and carbon footprint. I see two main innovation vectors in our sector: the migration from the internal combustion engine to electrical/hydrogen power sources and the development of autonomous driving. We are closely monitoring this evolution and thinking about ways to transform it into practical solutions for our partners. I think that we are not there yet, but we hope to find solutions soon. Once found, we will take all the necessary steps to integrate them in our business model.

**6. Ford Trucks is a significant part of the business. Can you provide insights into the performance and outlook of Ford Trucks in the local market?**

Ford Trucks is the core brand of our business. We now have a mature product, well recognized by the market, and we trust that we will be able to maintain our development pace. We expect to maintain our market share in both Construction and Specialised Vehicles segments, where we are a leading brand. We plan to increase our market share in tractor heads, where the performance of our F-Max trucks recommends us as a competitive player. We have a very good product, and the price-quality ratio is also excellent. In the medium term, our aim is to reach a market share of 13-15% from the current 9% market share, based on a more balanced product mix (increased share of tractor heads).

**7. How can you contribute to financing the new trucks by your clients, considering higher interest rates worldwide?**

Developing the Financial Services division is of strategic importance for us, as financing the acquisition is essential for our customers. We currently offer the following financial services: financial brokerage services for leasing, short/medium-term rental and payment in instalments (3-9 months). We are working on expanding this by offering a fully fledged leasing operations. Financial services will play a significant role in our group operations in the medium term. The market expectation is that the interest rates will remain high for some time,



*Improving ourselves and contributing to the market transformation are guiding principles of our strategy.*





*We are a customer oriented organisation and the core of whatever we do is to deliver at or above our customer's expectations.*

resulting in an increased financial cost for our customers. Even if this is beyond our control, we can support our clients by properly structuring the acquisition process. Finding the best leasing offers in the market, trade-in options, and payment in instalments or rentals are all custom solutions already provided to our customers.

**8. With the PNRR presenting significant opportunities, particularly in infrastructure projects, how do you foresee the demand for trucks in this sector and what are your expectations for your company's involvement?**

I have to say that the development of the Construction segment is below our original expectations. I still believe that the potential is enormous, as there is a strong need for a developed infrastructure. Still, we are committed to supporting our customers, and we are ready to do it throughout the whole of our ecosystem, as mentioned above. From a business perspective, we are adjusting our 2024 budget targets accordingly, while the focus will remain on tractor heads.

**9. How is AIC Trucks integrating technological advancements, such as connectivity and intelligent features, into its vehicles to meet the evolving demands of the market?**

I believe that trucks, like all the other products in the automotive industry, have a digital component that is at least as important as the mechanical one. And this digital component will continue to grow through electrification and autonomous driving. The transition has already started. Digitalized trucks are now mobile extensions of our customer's digital ERP platforms. For FordTrucks owners, we are offering complete connectivity services both at the truck level (via ConnectTruck) and at the fleet management level (via Targa/Viasat platform). They are both offered free of charge to our customers, as we want to be partners and supporters in this transition. Within these two monitoring systems, the clients can have a live and clear situation of their trucks; they can improve efficiency and have constant operation data of their fleet. This data is a source for constant improvement, as we offer full training for the drivers in order to understand the possibility of efficient driving.

**10. In leading AIC Trucks amid these dynamic times, what are the most crucial skills a leader needs to possess to ensure success?**

We are living in a complex environment (VUCA), and many megatrends are affecting our industry (regulations, EVs, autonomous driving, Transport as a Service, workforce). I think that good leaders must make sure that the team is performing well at all levels: strategy, execution/process, and compliance with both written and social norms. The ability to adapt and to react promptly to all these "change" vectors relies on the ability of the leader to engage the relevant stakeholders while maintaining customer centricity.

**11. Looking ahead, what is the long-term vision for AIC Trucks, and how do you envision the company's role in the rapidly evolving business landscape?**

We will undoubtedly continue to remain a very customer-oriented organization and always put all our efforts into continuing to deliver in line with our customer expectations. The success of our customer ultimately determine our success, and we are very aware of this. We are expanding and strengthening our management team in order to increase agility and support strategy delivery - an integrated ecosystem of services for our customers. I refer to a 360-degree set of services for them: sales of synergic ranges of commercial vehicles, extended service network, financial services, trade-ins and a complete platform of support for our customers during their entire experience with us.

**12. What is your main message to your clients and partners regarding challenges and opportunities for the short and medium term?**

"It does not matter who stands against you, but who stands beside you". There are many challenges ahead that are affecting the economy and our industry. We strongly believe that we need to act as partners of our customers in order to maximize the synergies between our business models and make sure we continue to add real value to each other business. A good partnership overpasses the commercial value of a transaction. And above all, we are here to "Share the load".



## PASSENGER CARS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	AUTOMOBILE DACIA SA	25,709,139,352	21,441,608,926	20%	650,485,461	513,347,212	27%	12,195	12,946	-6%	ARGES, MIOPENI
2	FORD OTOSAN ROMANIA SRL	13,905,888,927	11,518,530,872	21%	-24,446,491	93,260,568	-126%	5,561	5,893	-6%	DOLJ, CRAIOVA

## CAR IMPORTERS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	RENAULT COMMERCIAL ROUMANIE SRL	4,750,286,412	3,799,111,365	25%	56,439,157	43,089,908	31%	150	158	-5%	BUCURESTI, SECTOR 6
2	PORSCHE ROMANIA SRL	3,566,630,273	3,418,460,018	4%	294,190,120	235,297,216	25%	140	138	1%	ILFOV, VOLUNTARI
3	MERCEDES-BENZ ROMANIA SRL	2,171,741,058	1,814,169,125	20%	32,276,724	27,686,460	17%	250	238	5%	ILFOV, VOLUNTARI
4	TOYOTA ROMANIA SRL	1,894,445,712	1,481,409,611	28%	119,987,564	60,060,128	100%	63	64	-2%	ILFOV, VOLUNTARI
5	BMW ROMANIA SRL	1,401,306,600	953,054,014	47%	14,593,204	24,308,697	-40%	23	22	5%	BUCURESTI, SECTOR 1
6	DAIMLER TRUCK & BUS ROMANIA SRL	1,131,828,026	990,500,830	14%	31,601,008	33,531,461	-6%	145	132	10%	ILFOV, VOLUNTARI
7	TRUST MOTORS SRL	1,000,848,346	803,069,290	25%	81,727,580	54,616,149	50%	120	120	-	BUCURESTI, SECTOR 6
8	HYUNDAI AUTO ROMANIA SRL	860,888,749	947,265,474	-9%	73,762,212	62,280,438	18%	44	47	-6%	BUCURESTI, SECTOR 1
9	IVECO ROMANIA SRL	601,659,691	530,212,188	13%	15,068,657	13,493,359	12%	30	26	15%	ILFOV, MANOLACHE
10	TH TRUCKS SRL	554,070,663	436,499,615	27%	29,841,328	12,686,609	135%	367	354	4%	CLUJ, GILAU
11	VOLVO ROMANIA SRL	530,357,954	414,326,732	28%	20,113,297	34,757,804	-42%	261	250	4%	GIURGIU, BOLINTIN-DEAL
12	AUTO ITALIA IMPEX SRL	476,987,643	502,982,675	-5%	12,465,896	4,595,451	171%	135	137	-1%	BUCURESTI, SECTOR 2
13	SCANIA ROMANIA SRL	435,196,385	366,239,189	19%	45,414,113	23,768,982	91%	146	131	11%	ILFOV, CIOROGARLA

RANKING

14

### AIC TRUCKS SA

TURNOVER 2022 (RON): 407,880,984  
 TURNOVER 2021 (RON): 386,443,669  
 TURNOVER EVOLUTION: 6%  
 PROFIT / LOSS 2022 (RON): 14,084,834  
 NO. OF EMPLOYEES 2022: 76



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 STEFANO ALBAROSA  
 CEO CEFIN TRUCKS, OTOKAR,  
 PIAGGIO COMMERCIAL

15	KIA ROMAUTO SRL	382,459,686	358,383,443	7%	39,409,504	29,274,959	35%	21	21	-	BUCURESTI, SECTOR 1
16	SCHMITZ CARGOBULL ROMANIA SRL	324,049,367	312,533,830	4%	8,980,930	7,481,612	20%	31	29	7%	ILFOV, CIOROGARLA
17	PREMIUM AUTO SRL	226,025,770	214,926,536	5%	13,212,633	8,237,647	60%	31	33	-6%	BUCURESTI, SECTOR 1
18	HONDA TRADING ROMANIA SRL	213,435,205	173,885,605	23%	9,597,171	5,886,481	63%	17	15	13%	ILFOV, VOLUNTARI
19	ANADOLU AUTOMOBIL ROM SRL	147,189,700	111,560,498	32%	16,487,012	15,982,215	3%	49	45	9%	ILFOV, CIOLPANI
20	M CAR TRADING SRL	54,152,274	58,643,735	-8%	4,359,790	2,494,442	75%	13	16	-19%	BUCURESTI, SECTOR 1

## DEALERS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	TIRIAC AUTO SRL	1,856,209,712	1,588,432,811	17%	61,054,941	41,894,553	46%	835	819	2%	BUCURESTI, SECTOR 1
2	PORSCHE INTER AUTO ROMANIA SRL	1,741,477,363	1,538,604,597	13%	63,616,572	48,147,944	32%	579	554	5%	ILFOV, VOLUNTARI
3	AUTOKLASS CENTER SRL	1,150,720,103	974,905,048	18%	57,171,198	43,712,802	31%	454	444	2%	BUCURESTI, SECTOR 4
4	AUTOMOBILE BAVARIA SRL	1,134,090,836	946,770,159	20%	40,043,614	32,581,804	23%	515	516	-	BUCURESTI, SECTOR 1
5	MHS TRUCK & BUS SRL	485,885,688	487,471,511	0%	38,015,595	29,633,662	28%	88	91	-3%	BUCURESTI, SECTOR 6



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## DEALERS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
6	IVECO DEFENCE VEHICLES ROMANIA SRL	403,676,299	214,669,365	88%	2,495,309	575,759	333%	9	4	125%	DAMBOVITA, PETRESTI
7	INCHCAPE MOTORS SRL	369,406,680	298,096,141	24%	6,329,086	4,785,528	32%	80	63	27%	ILFOV, VOLUNTARI
8	AUTOWORLD SRL	364,724,312	361,505,117	1%	12,020,304	8,757,902	37%	181	177	2%	CLUJ, CLUJ-NAPOCA
9	PLUS AUTOTRADE SRL	343,452,843	281,873,438	22%	9,018,763	9,008,178	0%	11	10	10%	BUCURESTI, SECTOR 1
10	NURVIL SRL	337,710,312	317,855,721	6%	19,180,301	15,241,278	26%	156	162	-4%	VALCEA, RAMNICU VALCEA
11	AVIA MOTORS SRL	331,498,490	350,652,743	-5%	4,748,007	5,905,519	-20%	213	216	-1%	BUCURESTI, SECTOR 2
12	AUTO SCHUNN SRL	311,772,378	249,833,138	25%	15,909,797	11,293,884	41%	191	186	3%	ARAD, ARAD
13	PROLEASING MOTORS SRL	282,868,699	266,258,529	6%	25,156,045	16,522,540	52%	149	151	-1%	PRAHOVA, BLEJOI
14	EURO INTER TRADE CORPORATION SRL	281,487,789	239,031,383	18%	11,622,353	9,162,629	27%	15	15	-	BUCURESTI, SECTOR 1
15	EUROSPEED SRL	279,782,836	156,321,840	79%	17,421,473	8,220,534	112%	105	98	7%	SUCEAVA, SCHEIA
16	CTE TRAILERS SRL	277,598,921	198,664,451	40%	11,455,360	8,900,217	29%	89	84	6%	ILFOV, CIOROGARLA
17	RMB INTER AUTO SRL	274,621,736	249,091,119	10%	14,801,982	11,919,095	24%	187	191	-2%	CLUJ, CLUJ-NAPOCA
18	TESLA MOTORS ROMANIA SRL	266,893,058	77,284,319	245%	3,986,447	1,042,416	282%	14	8	75%	BUCURESTI, SECTOR 4
19	ROADHILL AUTOMOTIVE SRL	246,102,117	123,434,185	99%	3,938,204	2,199,074	79%	117	59	98%	BUCURESTI, SECTOR 3
20	IVECO TRUCK SERVICES SRL	243,871,479	323,688,361	-25%	6,772,785	2,811,891	141%	107	156	-31%	ILFOV, MANOLACHE
21	RMB CASA AUTO TIMISOARA SRL	236,758,807	223,144,306	6%	9,763,369	6,858,327	42%	105	106	-1%	TIMIS, TIMISOARA
22	ATP MOTORS RO SRL	221,981,309	223,287,192	-1%	2,822,515	5,137,433	-45%	187	200	-7%	MARAMURES, BAJA MARE
23	APAN MOTORS SRL	221,080,695	219,886,255	1%	9,569,962	9,713,521	-1%	114	111	3%	BRAILA, BRAILA
24	EURIAL INVEST SRL	217,823,250	177,354,232	23%	6,253,590	8,865,751	-29%	283	264	7%	BUCURESTI, SECTOR 6
25	BUSINESS DEVELOPMENT TEAM SRL	216,569,736	186,824,941	16%	5,308,736	3,474,053	53%	126	129	-2%	BUCURESTI, SECTOR 6
26	BOZANKAYA OTOMOTIV MAKINA IMALAT ITHALAT VE IHRACAT ANONIM SIRKETI ANKARA	214,088,819	N/A	-	14,669,413	554,891	2544%	2	N/A	-	BUCURESTI, SECTOR 2
27	MIT MOTORS INTERNATIONAL SRL	200,497,037	196,339,500	2%	6,653,831	3,822,574	74%	101	102	-1%	BUCURESTI, SECTOR 1
28	TOYO MOTOR CENTER SRL	200,067,905	153,006,116	31%	6,204,560	6,477,879	-4%	105	96	9%	BUCURESTI, SECTOR 3
29	NESTE AUTOMOTIVE SRL	189,775,403	155,578,941	22%	8,311,223	5,198,045	60%	81	82	-1%	BUCURESTI, SECTOR 1
30	AUTO COBALCESCU SRL	181,298,914	179,683,273	1%	8,327,084	8,289,524	0%	255	266	-4%	BUCURESTI, SECTOR 3
31	DAB AUTO SERV SRL	175,934,997	213,131,802	-17%	15,016,149	13,032,359	15%	124	138	-10%	BUCURESTI, SECTOR 3
32	KAIZEN AUTO SRL	175,091,055	102,535,551	71%	9,079,249	2,786,823	226%	22	18	22%	BUCURESTI, SECTOR 6
33	CASA AUTO SRL	169,470,310	136,895,947	24%	16,151,104	7,596,450	113%	98	94	4%	IASI, IASI
34	BRADY TRADE SRL	157,335,183	152,186,172	3%	3,736,461	4,490,345	-17%	97	99	-2%	BUCURESTI, SECTOR 6

## COMMERCIAL VEHICLES & TRAILERS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	STAS FACTORY MEDIAS SRL	100,366,134	69,869,378	44%	-1,651,897	4,628,263	-136%	85	75	13%	SIBIU, MEDIAS
2	DELTAMED SRL	94,397,988	94,049,531	0%	-431,761	3,601,138	-112%	134	73	84%	CLUJ, GIULAU
3	NOOTEBOOM SRL	67,888,766	49,392,186	37%	-533,543	810,751	-166%	69	61	13%	SIBIU, MEDIAS
4	TERMOPORT SRL	60,418,413	50,759,109	19%	4,905,885	4,088,660	20%	90	90	-	BUCURESTI, SECTOR 6
5	INDCAR BUS INDUSTRIES SRL	59,468,985	59,722,062	0%	6,013,466	7,583,543	-21%	67	67	-	BRASOV, PREMIER
6	ROMTURINGIA SRL	53,155,174	30,031,753	77%	1,784,246	4,361,049	-59%	142	141	1%	ARGES, CAMPULUNG
7	EUROBODY HYDRAULICS SRL	46,339,286	39,674,161	17%	58,184	864,814	-93%	51	52	-2%	BUCURESTI, SECTOR 3
8	OEHLER MECANICA SRL	46,259,339	37,787,362	22%	990,638	404,771	145%	158	160	-1%	SIBIU, MARSA
9	AFI CAR UTILAJE SRL	42,372,013	25,766,585	64%	495,574	424,299	17%	50	48	4%	ILFOV, GLINA
10	ROMPRIM SA	41,861,078	8,836,620	374%	9,948,559	-10,749,051	193%	39	38	3%	BUCURESTI, SECTOR 4



## PARTS AND ACCESSORIES FOR MOTOR VEHICLES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	STAR ASSEMBLY SRL	9,049,704,523	7,074,081,979	28%	416,236,637	385,507,455	8%	1,774	1,691	5%	ALBA, SEBES

**RANKING**  
**02**

**ROBERT BOSCH SRL**  
**TURNOVER 2022 (RON):** 7,014,358,581  
**TURNOVER 2021 (RON):** 4,809,804,255  
**TURNOVER EVOLUTION:** 46%  
**PROFIT / LOSS 2022 (RON):** 226,389,758  
**NO. OF EMPLOYEES 2022:** 5.219




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 MANAGING DIRECTOR

3	AUTOLIV ROMANIA SRL	4,879,212,343	3,889,706,735	25%	-164,560,738	-30,772,985	-435%	8,532	8,644	-1%	BRASOV, BRASOV
4	CONTINENTAL AUTOMOTIVE SYSTEMS SRL	4,632,033,520	3,361,428,353	38%	-331,190,369	-244,172,664	-36%	4,311	3,682	17%	SIBIU, SIBIU
5	HELLA ROMANIA SRL	4,077,617,389	3,541,504,656	15%	117,443,086	105,696,762	11%	5,035	4,619	9%	TIMIS, GHIRODA
6	BOSCH AUTOMOTIVE SRL	3,016,963,457	2,719,582,643	11%	122,445,509	78,858,190	55%	3,013	3,040	-1%	ALBA, BLAJ
7	VITESCO TECHNOLOGIES ROMANIA SRL	1,803,187,606	1,553,970,604	16%	-354,411,484	-250,974,378	-41%	1,552	1,622	-4%	BRASOV, GHIMBAV
8	BORGWARNER ROMANIA SRL	1,746,662,181	1,941,933,499	-10%	52,982,477	59,348,657	-11%	1,778	1,964	-9%	IASI, BRATULENI
9	TRW AUTOMOTIVE SAFETY SYSTEMS SRL	1,706,116,435	1,621,734,037	5%	62,627,905	67,786,012	-8%	2,820	3,130	-10%	TIMIS, TIMISOARA
10	ADIENT AUTOMOTIVE ROMANIA SRL	1,505,869,806	1,476,198,324	2%	11,041,308	-1,207,820	1.014%	3,628	3,707	-2%	ARGES, GEAMANA
11	LEAR CORPORATION ROMANIA SRL	1,441,172,627	1,151,402,375	25%	57,218,613	9,537,206	500%	4,400	4,780	-8%	ARGES, PITESTI
12	PREH ROMANIA SRL	1,379,252,200	1,171,120,704	18%	-60,238,509	-64,940,396	7%	2,147	2,158	-1%	BRASOV, GHIMBAV
13	FAURECIA ROMANIA SRL	1,300,419,790	1,038,365,334	25%	-3,288,924	-37,615,714	91%	2,419	2,287	6%	SIBIU, TALMACIU
14	YAZAKI ROMANIA SRL	1,282,937,686	1,086,108,744	18%	21,370,775	39,783,194	-46%	7,250	7,459	-3%	PRAHOVA, PLOIESTI
15	YAZAKI COMPONENT TECHNOLOGY SRL	1,124,110,555	869,529,530	29%	-38,354,474	34,975,400	-210%	1,079	1,109	-3%	ARAD, ARAD
16	WEBASTO ROMANIA SRL	954,826,420	958,983,019	0%	35,862,251	31,005,125	16%	1,037	1,067	-3%	ARAD, ZIMANDU NOU
17	MAHLE COMPONENTE DE MOTOR SRL	927,090,417	830,290,521	12%	-110,301,020	-43,408,918	-154%	1,134	1,093	4%	TIMIS, TIMISOARA
18	THYSENKRUPP BILSTEIN SA	859,940,415	667,250,863	29%	10,299,912	32,466,993	-68%	1,247	1,119	11%	SIBIU, SIBIU
19	STABILUS ROMANIA SRL	838,886,121	798,221,927	5%	88,214,800	111,836,308	-21%	1,173	1,126	4%	BRASOV, SANPETRU
20	ADIENT SRL	779,868,427	760,791,535	3%	-19,204,369	-11,951,164	-61%	1,019	936	9%	TIMIS, JIMBOLIA
21	SE BORDNETZE SRL	759,129,646	819,028,585	-7%	27,294,289	56,207,699	-51%	6,313	7,125	-11%	CARAS-SEVERIN, BUCHIN
22	COMPA SA	737,001,238	705,725,717	4%	3,836,233	18,032,260	-79%	1,807	1,879	-4%	SIBIU, SIBIU
23	HIRSCHMANN AUTOMOTIVE TM SRL	676,156,306	511,810,336	32%	18,000,053	10,018,605	80%	1,608	1,482	9%	MURES, SANPAUL
24	RENAULT MECANIQUE ROUMANIE SRL	664,236,061	670,380,759	-1%	14,663,101	6,674,544	120%	568	632	-10%	ARGES, MIOVENI
25	JOYSONQUIN AUTOMOTIVE SYSTEMS ROMANIA SRL	584,449,256	571,295,053	2%	-36,713,816	-10,646,972	-245%	886	951	-7%	BRASOV, GHIMBAV
26	GRUPO ANTOLIN SIBIU SRL	504,902,415	462,653,638	9%	-64,785,671	-46,768,049	-39%	780	905	-14%	SIBIU, SIBIU
27	BOS AUTOMOTIVE PRODUCTS ROMANIA SCS	445,483,270	410,726,477	8%	-8,338,041	17,662,258	-147%	731	677	8%	ARAD, ARAD
28	DAR DRAXLMAIER AUTOMOTIVE SRL	429,003,564	266,344,857	61%	19,938,199	10,830,489	84%	1,377	1,451	-5%	TIMIS, TIMISOARA
29	TRW AIRBAG SYSTEMS SRL	428,516,033	364,457,835	18%	5,542,035	5,756,993	-4%	1,626	1,590	2%	NEAMT, ROMAN
30	STAR TRANSMISSION SRL	391,065,749	333,838,446	17%	19,882,215	12,300,034	62%	1,038	1,021	2%	ALBA, CUGIR
31	NBHX ROLEM SRL	387,373,830	314,397,915	23%	-19,271,487	3,477,043	-654%	695	673	3%	BRASOV, CODLEA
32	AKWEL TIMISOARA ROMANIA SRL	368,125,919	383,521,151	-4%	1,947,989	32,535,774	-94%	506	574	-12%	TIMIS, GHIRODA
33	VIMERCATI EAST EUROPE SRL	328,447,297	335,129,234	-2%	21,232,560	41,107,877	-48%	733	755	-3%	BACAU, HEMEIUS
34	TMD FRICTION ROMANIA SRL	311,847,475	259,799,632	20%	3,044,330	26,484,630	-89%	577	526	10%	CARAS-SEVERIN, CARANSEBES
35	BRANDL RO SRL	309,170,777	157,900,316	96%	107,273,409	3,191,847	3.261%	421	N/A	-	ARAD, ARAD
36	MARELLI PLOIESTI ROMANIA SRL	297,204,192	242,243,096	23%	-54,325,273	-69,447,892	22%	434	461	-6%	PRAHOVA, PLOIESTI
37	MW ROMANIA SA	274,655,332	204,806,003	34%	7,483,844	4,527,454	65%	266	300	-11%	VALCEA, DRAGASANI



## PARTS AND ACCESSORIES FOR MOTOR VEHICLES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
38	ECKERLE AUTOMOTIVE SRL	253,335,677	229,730,133	10%	2,017,021	4,004,655	-50%	786	891	-12%	CLUJ, CLUJ-NAPOCA
39	KROMBERG & SCHUBERT ROMANIA ME SRL	238,316,010	173,760,351	37%	5,113,663	3,137,672	63%	1,165	952	22%	SIBIU, MEDIAS
40	KAUTEX CRAIOVA SRL	236,738,918	220,157,185	8%	38,678,937	43,881,492	-12%	134	124	8%	DOLJ, CRAIOVA
41	LITENS AUTOMOTIVE (EASTERN EUROPE) SRL	224,465,779	231,109,802	-3%	32,851,828	24,704,300	33%	117	102	15%	TIMIS, GIARMATA
42	MMM AUTOPARTS SRL	214,990,401	175,363,213	23%	-12,027,719	-211,107	-5597%	438	409	7%	CLUJ, TURDA
43	GARRETT MOTION ROMANIA SRL	214,322,875	215,202,947	0%	25,785,963	22,174,788	16%	640	547	17%	BUCURESTI, SECTOR 6
44	EUROEST CAR SRL	212,776,948	140,445,796	52%	15,943,025	11,665,859	37%	125	98	28%	BUCURESTI, SECTOR 2
45	COGEME SET RO SRL	205,700,356	185,864,616	11%	17,270,539	14,102,627	22%	267	287	-7%	ARGES, BRANZARI
46	CIE MATRICON SA	204,900,808	155,395,765	32%	33,372,397	26,517,060	26%	215	221	-3%	MURES, TARGU MURES
47	HENDRICKSON ROMANIA SRL	177,941,287	128,023,891	39%	2,074,197	1,861,873	11%	302	276	9%	SIBIU, SIBIU
48	FRITZMEIER ENGINEERING SRL	175,537,152	124,548,403	41%	5,821,237	7,118,227	-18%	380	379	0%	SIBIU, SIBIU
49	VALEO SISTEME TERMICE SRL	175,320,583	145,698,970	20%	3,717,557	-492,995	854%	98	103	-5%	ARGES, MIOVENI
50	VCST AUTOMOTIVE PRODUCTION ALBA SRL	164,931,000	151,728,316	9%	7,543,273	4,112,247	83%	365	379	-4%	ALBA, ALBA IULIA
51	IG WATTEUW ROMANIA SRL	157,905,916	135,173,093	17%	16,196,613	10,454,026	55%	353	366	-4%	IASI, IASI
52	S.I.L.D.V.B COM SA	155,350,144	118,694,811	31%	18,496,516	18,674,113	-1%	246	258	-5%	ARGES, BEREVOESTI
53	SUBANSAMBLE AUTO SA	154,536,484	130,563,269	18%	50,296	-4,166,000	101%	458	493	-7%	ARGES, PITESTI
54	TRICO WIPERS PLOIESTI SRL	150,083,712	139,662,388	7%	-2,331,213	-4,288,267	46%	256	223	15%	PRAHOVA, SECTOR 1
55	JOYSON SAFETY SYSTEMS RIBITA SRL	145,968,324	240,488,227	-39%	2,752,885	1,723,438	60%	658	749	-12%	ARAD, CURTICI

## ELECTRIC AND ELECTRONIC PARTS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	PUREM ORADEA SRL	2,931,950,427	3,274,954,307	-10%	67,248,592	61,032,013	10%	616	714	-14%	BIHOR, ORADEA
2	LEONI WIRING SYSTEMS RO SRL	1,749,686,580	1,454,902,768	20%	66,959,887	39,469,185	70%	4,831	4,890	-1%	BISTRITA-NASAUD, BISTRITA
3	APTIV TECHNOLOGY SERVICES & SOLUTIONS SRL	1,534,026,484	1,582,523,289	-3%	31,994,230	23,271,645	37%	3,195	4,514	-29%	TIMIS, SANNICOLAU MARE
4	MARQUARDT SCHALTSYSTEME SCS	1,360,190,894	1,344,978,529	1%	38,764,956	26,168,864	48%	2,084	2,213	-6%	SIBIU, SIBIU
5	COFICAB EASTERN EUROPE SRL	1,135,404,022	946,412,720	20%	16,788,462	13,882,801	21%	353	341	4%	ARAD, ARAD
6	LEONI WIRING SYSTEMS ARAD SRL	925,766,740	816,532,495	13%	29,167,716	15,590,676	87%	3,570	3,506	2%	ARAD, ARAD
7	YAZAKI SYSTEMS AUTOMOTIVE SRL	560,277,543	417,334,148	34%	43,329,246	-2,009,764	2256%	14	12	17%	BUCURESTI, SECTOR 1
8	LEONI WIRING SYSTEMS PITESTI SRL	555,180,623	371,516,335	49%	21,780,472	8,882,509	145%	2,536	2,311	10%	ARGES, PITESTI
9	HUF ROMANIA SRL	505,791,283	330,297,602	53%	14,823,711	-28,527,609	152%	811	663	22%	ARAD, ARAD
10	ROMBAT SA	504,497,645	488,636,261	3%	8,281,974	21,714,471	-62%	720	734	-2%	BISTRITA-NASAUD, BISTRITA
11	HARTING RO AUTOMOTIVE SRL	355,148,442	324,142,300	10%	8,781,691	4,897,219	79%	785	785	0%	SIBIU, SIBIU
12	SWOBODA SIBIU SRL	291,262,780	249,936,914	17%	10,471,981	4,151,672	152%	549	564	-3%	SIBIU, CISNADIE
13	DTR DRAXLMAIER SISTEME TEHNICE ROMANIA SRL	286,451,215	255,959,231	12%	11,393,448	11,636,435	-2%	1,320	N/A	-	BRASOV, CODLEA
14	KENDRION AUTOMOTIVE (SIBIU) SRL	239,730,913	162,406,398	48%	8,898,826	-4,574,320	295%	352	343	3%	SIBIU, SIBIU
15	KROMBERG & SCHUBERT ROMANIA NA SRL	176,229,690	141,406,148	25%	2,967,593	1,074,844	176%	923	831	11%	ARAD, NADAB
16	DRM DRAXLMAIER ROMANIA SISTEME ELECTRICE SRL	174,494,673	206,251,577	-15%	7,633,643	8,435,192	-10%	1,511	1,830	-17%	SATU MARE, SATU MARE
17	SISTEME DE PRODUCTIE CABLAJE SRL	160,591,784	134,233,211	20%	7,050,944	6,159,764	14%	1,591	1,569	1%	TIMIS, TIMISOARA
18	EKR ELEKTROKONTAKT ROMANIA SRL	144,657,756	106,904,767	35%	9,068,499	5,892,255	54%	1,573	1,304	21%	ARAD, SANTANA



## ELECTRIC AND ELECTRONIC PARTS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
19	2 CONNECT ROMANIA SRL	109,294,053	81,419,843	34%	5,379,453	2,106,607	155%	489	349	40%	CLUJ, CLUJ-NAPOCA
20	KOMAX ROMANIA TRADING SRL	105,849,966	51,563,922	105%	13,743,519	5,064,839	171%	21	18	17%	BUCURESTI, SECTOR 6
21	POLYCONTACT HERMANNSTADT SRL	100,240,007	88,044,285	14%	1,467,416	887,121	65%	242	210	15%	SIBIU, OCNA SIBIULUI

Companies without reported results for 2022: KYOCERA AVX COMPONENTS (TIMISOARA) SRL

## RUBBER & PLASTIC PRODUCTS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	CONTITECH ROMANIA SRL	776,730,249	787,797,264	-1%	-75,378,576	104,220,935	-172%	1,430	1,408	2%	TIMIS, TIMISOARA
2	EURO AUTO PLASTIC SYSTEMS SRL	457,194,058	349,680,433	31%	64,733,332	25,452,000	154%	539	529	2%	ARGES, MIOVENI
3	HUTCHINSON SRL	371,856,289	386,321,703	-4%	-4,592,851	8,576,427	-154%	734	890	-18%	BRASOV, CRISTIAN
4	DPR DRAXLMAIER PROCESE DE PRODUCTIE ROMANIA SRL	369,874,631	274,822,283	35%	18,605,720	13,860,850	34%	1,872	1,745	7%	TIMIS, TIMISOARA
5	OPTIBELT POWER TRANSMISSION SRL	367,128,801	293,704,420	25%	11,698,193	31,934,631	-63%	626	546	15%	MARAMURES, TAUTII-MAGHERAUS
6	METAPLAST SRL	315,183,564	258,392,612	22%	21,347,850	12,468,973	71%	932	926	1%	BUCURESTI, SECTOR 3
7	NOVARES AUTOMOTIVE ROMANIA SRL	243,273,179	156,424,653	56%	18,371,792	-9,080,903	302%	N/A	189	-	ARGES, ARGESELU
8	DELTA INVEST SRL	238,369,702	189,953,673	25%	25,085,693	20,069,870	25%	525	602	-13%	ARGES, MIOVENI
9	ROECHLING AUTOMOTIVE PITESTI SRL	237,007,861	187,847,583	26%	26,166,411	23,945,642	9%	119	121	-2%	ARGES, OARJA SATU MARE, SATU MARE
10	SUMIRIKO AVS ROMANIA SRL	215,297,710	157,902,333	36%	-15,830,740	-9,474,913	-67%	306	242	26%	ARGES, CAMPULUNG
11	NOBEL AUTOMOTIVE ROMANIA SRL	209,392,112	203,010,686	3%	-14,931,872	1,745,846	-955%	684	715	-4%	BIHOR, PALOTA
12	VERNICOLOR SA	188,225,599	182,832,584	3%	5,885,055	5,673,622	4%	648	649	-	ARGES, VALEA STANII
13	SOGEFI AIR&COOLING SRL	170,219,390	145,407,533	17%	19,223,753	8,766,516	119%	117	119	-2%	SIBIU, SELIMBAR
14	CMP AUTOMITIV ANTI VIBRATION ROMANIA SRL	169,739,516	134,082,630	27%	-17,695,482	-4,343,807	-307%	146	147	-1%	BIHOR, ORADEA
15	GOLDE ORADEA SRL	169,095,891	159,421,551	6%	6,117,815	11,644,208	-47%	275	248	11%	CLUJ, CAMPIA TURZII
16	CIKAUTOX RO RUBBER & PLASTIC SRL	163,658,620	121,572,827	35%	7,545,482	7,560,157	0%	318	308	3%	ARGES, PITESTI
17	PLASTIC OMNIUM AUTO INERGY ROMANIA SRL	152,101,758	134,925,420	13%	5,739,692	-1,964,023	392%	100	118	-15%	

Companies without reported results: CONTITECH FLUID AUTOMOTIVE ROMANIA SRL, MAGNA EXTERIORS (CRAIOVA) SRL

## TIRES MANUFACTURERS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	MICHELIN ROMANIA SA	5,178,832,375	4,213,234,430	23%	149,170,858	168,124,004	-11%	4,698	4,394	7%	ILFOV, VOLUNTARI
2	CONTINENTAL AUTOMOTIVE PRODUCTS SRL	4,434,266,485	3,199,750,380	39%	804,892,321	660,984,622	22%	2,511	2,477	1%	TIMIS, TIMISOARA
3	PIRELLI TYRES ROMANIA SRL	4,388,301,957	3,168,970,150	38%	161,031,185	137,280,888	17%	4,182	N/A	-	OLT, SLATINA
4	GOODYEAR OPERATIONS ROMANIA SRL	88,011,707	72,228,238	22%	3,041,638	2,524,004	21%	450	382	18%	BUCURESTI, SECTOR 1



## TIRES TRADE

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	GOODYEAR ROMANIA SRL	689,591,172	488,271,321	41%	6,381	10,461,457	-100%	59	59	-	BUCURESTI, SECTOR 1
2	EUROMASTER TYRE & SERVICES ROMANIA SA	249,576,647	206,040,180	21%	-3,967,218	-1,049,695	-278%	408	345	18%	ILFOV, VOLUNTARI
3	NEXXON SRL	214,493,653	193,204,329	11%	6,618,544	6,612,142	0%	223	221	1%	COVASNA, TARGU SECUIESC
4	BRIDGESTONE EUROPE NV SA ZAVENTEM SUCURSALA BUCURESTI	181,168,636	153,282,180	18%	3,056,383	3,463,736	-12%	9	8	13%	BUCURESTI, SECTOR 2
5	MARSOROM SRL	161,520,102	154,057,292	5%	5,704,488	5,980,930	-5%	104	105	-1%	MURES, ERNEI
6	IMPAR SRL	145,889,841	127,674,958	14%	14,030,922	10,279,251	36%	102	94	9%	HARGHITA, ODORHEU SECUIESC
7	SIGEMO IMPEX SRL	133,323,513	119,579,156	11%	8,644,555	7,402,240	17%	143	134	7%	SIBIU, BUNGARD
8	DELTICOM DE SRL	133,002,714	128,974,439	3%	8,634,002	1,742,365	396%	4	2	100%	TIMIS, TIMISOARA
9	TIRES AND PARTS SRL	103,894,153	97,879,776	6%	14,392,577	16,132,364	-11%	213	213	-	BUCURESTI, SECTOR 2

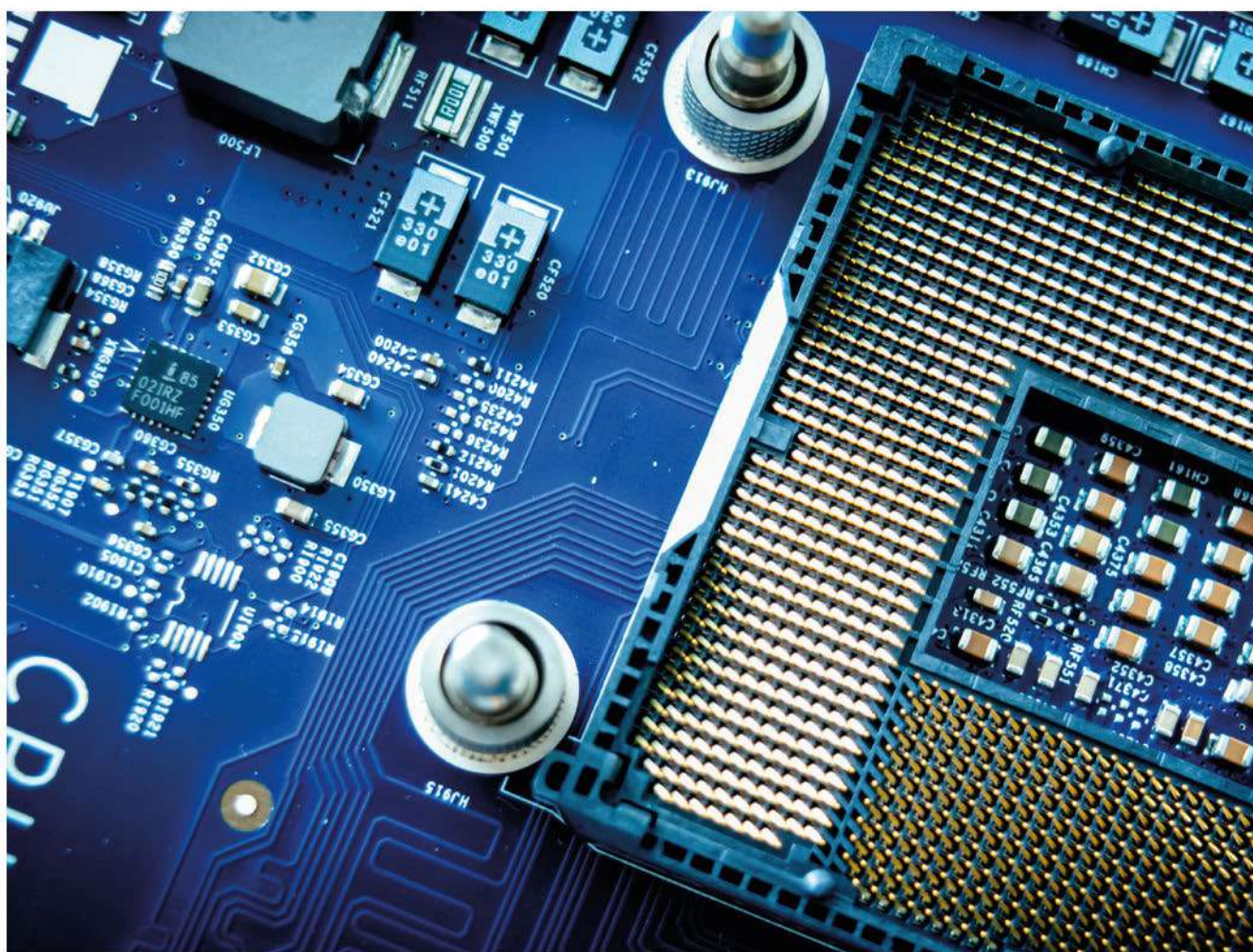
## SPARE PARTS TRADE

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	AUTONET IMPORT SRL	1,870,731,961	1,669,400,006	12%	84,235,447	91,334,846	-8%	1,264	1,211	4%	SATU MARE, SATU MARE
2	AD AUTO TOTAL SRL	1,842,046,297	1,707,995,420	8%	113,123,513	109,394,270	3%	1,614	1,719	-6%	BUCURESTI, SECTOR 6
3	INTER CARS ROMANIA SRL	1,501,639,115	1,299,836,082	16%	43,849,244	36,616,616	20%	407	421	-3%	CLUJ, CLUJ-NAPOCA
4	AUGSBURG INTERNATIONAL IMPEX SRL	769,299,847	700,550,161	10%	16,922,296	20,012,944	-15%	535	515	4%	BUCURESTI, CHIAJNA
5	MATEROM SRL	710,424,576	507,983,871	40%	22,429,472	9,322,624	141%	579	549	5%	MURES, CRISTESTI
6	BARDI AUTO SRL	596,883,147	525,485,534	14%	36,141,322	50,756,189	-29%	937	872	7%	ILFOV, CHIAJNA
7	CONEX DISTRIBUTION SA	528,590,177	437,268,603	21%	21,090,677	22,943,956	-8%	677	655	3%	IASI, IASI
8	DINAMIC 92 DISTRIBUTION SRL	386,558,484	355,527,196	9%	27,469,968	28,482,681	-4%	229	232	-1%	NEAMT, PIATRA NEAMT
9	ELIT ROMANIA PIESE AUTO ORIGINALE SRL	361,186,684	374,533,063	-4%	-5,429,279	7,411,473	-173%	590	618	-5%	ILFOV, CHIAJNA
10	UNIX AUTO SRL	359,131,718	322,648,372	11%	12,946,652	13,949,139	-7%	550	551	-	CLUJ, CLUJ-NAPOCA
11	MATEROM AUTOMOTIVE SRL	145,681,443	101,844,261	43%	5,296,814	1,709,852	210%	27	27	-	MURES, CRISTESTI

## SERVICE

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	AUTO GROUP C.M.B. SRL	231,233,506	177,146,896	31%	33,204,565	26,289,378	26%	152	156	-3%	ARAD, ARAD
2	DUTCH TRUCK SERVICES SRL	167,770,778	83,567,838	101%	8,281,791	2,645,080	213%	75	66	14%	ARGES, PITESTI
3	MHS TRUCK SERVICE SRL	142,136,669	128,346,062	11%	8,353,119	6,885,631	21%	258	266	-3%	BUCURESTI, SECTOR 6
4	RADBURG SOFT SERVICE SRL	99,120,956	95,606,497	4%	10,114,421	11,843,900	-15%	81	66	23%	SUCEAVA, MARGINEA
5	MATEROM AUTO EXPERT SRL	96,997,046	79,923,775	21%	2,837,046	2,112,699	34%	73	73	-	MURES, CRISTESTI
6	EXCLUSIV AUTO ENB SRL	88,893,494	81,373,807	9%	3,388,917	2,012,101	68%	56	67	-16%	CONSTANTA, CONSTANTA
7	ROMFOUR TUR SRL	87,248,473	74,387,042	17%	9,680,561	6,058,518	60%	212	180	18%	IASI, IASI
8	ING SERVICE SRL	85,826,977	97,848,388	-12%	12,345,310	11,104,117	11%	153	156	-2%	HARGHITA, MIERCUREA CHIC
9	SPEED LINE TRUCK SERVICE SRL	80,637,967	39,661,397	103%	1,659,307	503,426	230%	3	2	50%	ARAD, ARAD
10	AUTO NOVEX SA	78,296,634	56,393,169	39%	5,615,914	3,396,165	65%	33	33	-	BRASOV, BRASOV
11	AUTONET SRL	76,575,246	80,973,986	-5%	2,644,920	3,246,599	-19%	58	51	14%	BUCURESTI, SECTOR 6
12	AUTOVEST SRL	75,927,862	56,498,071	34%	1,808,544	1,013,254	78%	1	N/A	-	BIHOR, ORADEA





## In this Chapter

Software; Hardware; IT&C Consultancy and Related Services; Telecommunications Services; Telecommunications Equipment; Office Equipment and Stationery; Services and Contact Centers.

# 10 BILLION

*RON IS THE TOTAL  
TURNOVER OF THE  
TOP TEN SOFTWARE  
COMPANIES.*







## Interview

# NOVENTIQ: UNLOCKING ROMANIA'S DIGITAL POTENTIAL

**MARIUS FILIPAȘ**, Country Manager, Noventiq România

**1.** The economic landscape is presenting various challenges globally. How is Noventiq navigating these challenges in the CEE region, specifically in Romania, and what business opportunities do you see in this context?

In the face of global economic challenges, the IT industry stands at the forefront, tackling issues such as the persistent COVID-19 pandemic, geopolitical tensions, and the surging demand for digital transformation. For Noventiq in the CEE region, Romania included, addressing these challenges requires a proactive approach, focusing on innovation and ensuring agility.

In Romania and throughout the region, Noventiq is proactively navigating these challenges by promoting cutting-edge technologies and novel business models to maintain our competitiveness and adaptability. We're achieving this by capitalizing on cloud computing, artificial intelligence, and other emerging technologies to design innovative solutions tailored to meet the ever-evolving needs of businesses.

Our commitment extends to investing in our workforce and equipping our employees

with opportunities for training and development. This empowers them to acquire new skills and remain updated with the latest industry trends and technologies. We have sharpened our industry-specific focus to better understand vertical trends and deliver custom solutions to our customers, encompassing services, hardware, software, and dedicated solutions.

Amid these challenges, we identify numerous business opportunities in Romania. For instance, we're poised to assist businesses in the country in developing bespoke software solutions crafted to their precise needs. Additionally, our expertise in cloud migration allows businesses to streamline operations, reducing costs and enhancing overall efficiency. We're also at the forefront of helping companies harness emerging technologies like artificial intelligence and machine learning, enabling them to glean insights from their operations and make data-driven decisions.

In essence, Noventiq, both in Romania and across Europe, is strategically positioned to confront economic challenges by harnessing emerging technologies and delivering innovative solutions to meet the evolving demands of businesses.



## 2. Cost optimization through digital transformation is a key focus in response to inflation and rising energy prices. Could you elaborate on specific areas where businesses can optimize costs through IT solutions and how Noventiq contributes to this transformation?

Cost optimization through digital transformation is a vital strategy in the face of inflation and soaring energy prices. IT solutions serve as powerful tools for businesses to realize cost efficiencies across several key areas.

At Noventiq, we specialize in assisting organizations in their transformation towards efficient and secure digital operations in today's increasingly digital economy. We offer a diverse array of digital transformation solutions aimed at empowering businesses to optimize their costs:

**1. Custom Software Development:** Our custom software development services enable businesses to design and deploy tailor-made applications, leveraging a global talent pool and deep industry expertise to address their specific needs.

**2. Cloud Computing:** Migrating IT infrastructure to the cloud represents another transformational avenue. By doing so, businesses can trim hardware and maintenance costs, enhance scalability, and achieve operational flexibility. Cloud computing also plays a role in reducing energy consumption by allowing resources to be utilized as needed.

**3. Automation:** Businesses can drastically reduce labor costs and improve efficiency by automating their core processes. This not only streamlines operations but also minimizes errors and enhances overall accuracy.

**4. Data Analytics:** Leveraging data analytics tools, businesses can gain valuable insights into their operations, uncover inefficiencies in their supply chain or production processes, and identify areas for cost optimization.

**5. Cybersecurity:** Investing in robust cybersecurity solutions is paramount. It protects businesses from cyber threats, which could lead to costly data breaches or downtime.

**6. Remote Work Solutions:** Implementing remote work solutions is another cost-saving

measure. It enables businesses to reduce expenses related to office space, utilities, and other overhead costs.

Noventiq plays a pivotal role in this transformation by providing businesses with the technical expertise and support required to implement these solutions. We facilitate the migration of IT infrastructure to the cloud, develop tailored automation solutions, deploy data analytics tools, and offer guidance on cybersecurity best practices.

By partnering with Noventiq, businesses in Romania can harness the power of digital transformation to optimize costs and gain a competitive edge in the market.

## 3. Cybersecurity is a growing concern for businesses. How is Noventiq helping clients address cybersecurity challenges, and what specific strategies do you employ in collaboration with your clients to ensure optimal solutions?

In an era marked by escalating cybersecurity threats, Noventiq is steadfast in its commitment to fortify our clients' security posture. Our industry-leading security services are designed to bolster even the most complex digital environments. With a robust arsenal of tools, unrivalled expertise, and a talented team, Noventiq is uniquely positioned to safeguard our clients against evolving cybersecurity challenges.

The escalating prominence of cybersecurity issues necessitates concerted efforts by IT companies to guide their clients in effectively mitigating these challenges. It's imperative to empower clients with the technical proficiency required to deploy robust cybersecurity solutions. At Noventiq, our approach to addressing cybersecurity concerns involves a comprehensive array of strategies:

**1. Risk Assessment:** We commence by conducting thorough risk assessments to identify potential vulnerabilities and threats lurking within a client's IT infrastructure.

**2. Security Audits:** Regular security audits are integral to our methodology, ensuring that our client's IT setups adhere to prevailing security standards while being fortified against potential threats.

**3. Employee Training:** Recognizing that a chain is only as strong as its weakest link, we



*Choosing the right partner is pivotal in digital transformation journey.*





*We pride ourselves on being a steadfast partner for organizations seeking ideal hardware solutions.*

invest in the training and development of our clients' employees. This equips them with the latest cybersecurity best practices, keeping them ahead of emerging threats.

**4. Incident Response:** In our readiness to combat potential cyber threats, we work with clients to establish robust incident response plans, facilitating swift and effective countermeasures in the event of an intrusion.

Our collaborations with clients are marked by meticulous attention to detail to ensure optimal cybersecurity solutions. This involves:

● **Customization:** We develop tailored cybersecurity solutions meticulously aligned with a client's specific needs and requirements, as we recognize that no one-size-fits-all approach suffices.

● **Compliance:** In tandem with clients, we ascertain that they are compliant with all relevant regulations and industry standards.

● **Continuous Improvement:** The cybersecurity landscape is dynamic. We engage with our clients continuously, identifying areas of improvement and orchestrating the adoption of new technologies and best practices to bolster their security posture.

Ultimately, Noventiq, together with our clients, stands as a formidable bulwark against cybersecurity threats. Our deep technical expertise and systematic strategies converge to ensure the deployment of optimal solutions in a world increasingly challenged by evolving cyber risks.

## **4. Hardware deliveries are under high pressure globally. How is Noventiq assisting organizations in identifying ideal hardware choices and overcoming challenges related to hardware availability, especially when projects involve EU funds?**

In the dynamic landscape where global hardware deliveries face mounting pressures, Noventiq takes a proactive approach as an IT integrator, playing a pivotal role in assisting organizations in navigating the challenges linked to hardware availability. This task becomes even more critical, especially concerning projects that are intertwined with EU funds.

At Noventiq, we pride ourselves on being a steadfast partner for organizations seeking

ideal hardware solutions. Our expertise extends to developing scalable Data Centers within hybrid environments, making us a trusted partner for top hardware producers such as Dell, Fujitsu, and HP Inc.

Our approach centers on collaboration with our key partners in addressing the challenges related to hardware. Our hardware partners bring with them an array of essential attributes that ensure the right hardware choices:

**1. Business and Market Insight:** Our partners are well-versed in the business and market dynamics. This knowledge allows them to tailor hardware choices to meet specific business needs, industry demands, and project requirements.

**2. Industry Expertise:** Our partners bring industry-specific expertise to the table. This specialization ensures that hardware choices align with the unique requirements and regulations that govern specific sectors.

**3. Cultural Alignment:** Understanding the culture of an organization is paramount. Our partners are open-minded to embrace and align with the distinct culture of each company they collaborate with, enabling a seamless integration of hardware solutions.

**4. Business Needs:** Our partners delve deep into understanding the business needs of the organizations they work with. This comprehensive understanding is pivotal in proposing and implementing hardware choices that cater to the unique demands of each project.

Noventiq, in collaboration with our network of proficient partners, guides organizations through the complex terrain of hardware availability. Together, we assist organizations in identifying the most suitable hardware choices that align seamlessly with their unique project requirements, especially when these projects are linked to EU funds. Through this partnership, we ensure that projects continue without disruption, even in the face of global challenges affecting hardware deliveries.

## **5. Given the current economic situation, how has the pandemic affected the pace of digital transformation for Romanian companies, and what are the critical risks associated with a potential slowdown?**



The COVID-19 pandemic has left a profound impact on the pace of digital transformation within Romanian companies. This unprecedented global event accelerated the need for organizations to embrace digital technologies and swiftly adapt to new ways of doing business. While the pandemic brought forth various opportunities for digital transformation, it also brought forth specific risks associated with any potential slowdown in this process.

The critical risks tied to a potential slowdown in digital transformation include:

● **Loss of Competitive Advantage:**

Companies that fail to keep pace with digital transformation initiatives risk losing their competitive edge. In today's rapidly evolving landscape, businesses that remain digitally stagnant may find themselves outperformed by more technologically advanced competitors.

● **Decreased Efficiency:** Digital transformation plays a pivotal role in streamlining operations and enhancing efficiency. A slowdown in these initiatives could lead to decreased efficiency and increased operational costs.

● **Decreased Innovation:** Digital transformation is a catalyst for innovation, enabling companies to develop new products and services. A slowdown in digital transformation efforts might result in decreased innovation and a dearth of new offerings, thereby stifling growth and adaptability.

● **Decreased Resilience:** The COVID-19 pandemic underscored the importance of resilience for businesses. Digital transformation empowers organizations to bolster their resilience by enabling remote work, refining supply chain management, and enhancing customer engagement. A slowdown in these efforts could diminish resilience and render companies more vulnerable to future disruptions.

In this context, it is of paramount importance for Romanian companies to maintain their investments in digital transformation despite the multifaceted challenges brought forth by the pandemic. Continuing to embrace digital transformation will equip these organizations to remain competitive, efficient, innovative, and resilient in an increasingly digital world.

Ultimately, the pandemic has reinforced the notion that digital transformation is not merely an option but a necessity for businesses to thrive in the evolving economic landscape.

## 6. You are indeed well aware of the importance of a clear digital transformation strategy. How can Noventiq support businesses in creating and implementing effective digital transformation strategies?

Indeed, a well-defined digital transformation strategy is of paramount importance for businesses seeking to thrive in today's dynamic market. Noventiq, as an IT Integrator, stands ready to provide robust support to enterprises in crafting and executing effective digital transformation strategies.

Our approach involves the following strategic steps:

**1. Comprehensive Business Assessment:**

Our journey commences with a thorough assessment of your current business landscape. This evaluation encompasses an in-depth analysis of your technology infrastructure, workflows, and processes. By understanding your organization's existing state, we identify areas ripe for enhancement and establish a performance baseline for future measurements.

**2. Definition of the Desired Future State:**

We collaborate closely with your team to clearly outline your envisioned future state. This stage involves the articulation of specific goals, objectives, and key performance indicators (KPIs) that will serve as benchmarks for measuring success.

**3. Development of a Transformation Roadmap:**

Building upon the insights from the current state assessment and future state definition, we craft a comprehensive transformation roadmap. This blueprint delineates the precise steps and activities required to bridge the gap between your existing and desired states. It incorporates timelines, milestones, and resource allocations, ensuring a clear path forward.

**4. Technology Selection and Alignment:**

Noventiq aids in the selection of technology solutions that harmonize with your strategic goals and objectives. We meticulously evaluate your current systems while



*Digital transformation is a catalyst for innovation.*





Noventiq stands ready to provide robust support to enterprises in crafting and executing effective digital transformation strategies.

identifying new technologies that align with your digital transformation vision.

**5. Implementation and Integration of Technologies:** Our expertise extends to the seamless implementation and integration of these selected technologies within your existing infrastructure. This includes system configuration, data migration, and employee training, ensuring a smooth and efficient transition.

**6. Ongoing Performance Monitoring and Optimization:** Noventiq undertakes the vital role of continuously monitoring the performance of newly implemented systems and processes. This ongoing assessment ensures alignment with established KPIs and offers early identification of areas for optimization and adjustment.

By diligently following these steps, Noventiq empowers businesses to create and enact digital transformation strategies that fuel growth and triumph. Our commitment lies in providing tailored solutions that enable your organization to thrive in a rapidly evolving digital landscape.

In sum, our role is to be a strategic partner, guiding companies toward a digitally transformed future, enhancing competitiveness and fostering innovation and success.

## **7. For enterprises with slower adoption of technology, how does Noventiq address the challenges related to lengthy decision-making processes and encourage the adoption of technology?**

System Integrators in the IT domain often encounter challenges when working with enterprises that exhibit a slower pace of technology adoption. Among these challenges, one of the primary obstacles is the protracted decision-making processes. To address this specific issue and catalyze technology adoption, Noventiq implements a structured approach:

### **1. Identifying the Root Cause of Delay:**

The initial step involves a thorough examination to uncover the root cause of the delay in decision-making. This could arise from several factors, such as a lack of understanding regarding the technology's potential, resource constraints, or other contributing elements.

**2. Educating Decision-Makers:** Once the underlying cause has been identified, Noventiq embarks on an educational campaign aimed at decision-makers.

This outreach is designed to elucidate the myriad benefits inherent in the adoption of new technology. By comprehending how technology can enhance operational processes and elevate efficiency, decision-makers are more likely to be motivated to proceed.

**3. Providing a Clear Roadmap:** Clarity is essential in fostering technology adoption. Noventiq proffers a well-defined roadmap that charts the course for adopting new technology. This roadmap delineates the necessary steps to be taken, along with their respective timelines. It offers decision-makers a tangible and comprehensible framework.

**4. Offering Training and Support:** A pivotal element in mitigating resistance to change and promoting technology adoption is the provision of training and support. Noventiq facilitates training programs to equip employees with the necessary skills and knowledge to comfortably navigate new technology. This initiative helps to alleviate concerns and empowers the workforce to embrace change with confidence.

### **5. Collaboration with Stakeholders:**

Lastly, Noventiq actively engage with all relevant stakeholders, fostering a spirit of collaboration and alignment in the technology adoption process. This ensures that all parties are united in pursuing a common goal and encourages a more cohesive, concerted effort.

In essence, our role at Noventiq encompasses not only the introduction of advanced technology but also the orchestration of a well-crafted strategy to guide enterprises with slower adoption through the entire process. By addressing the challenges of protracted decision-making and instilling a deep appreciation for the benefits of technology adoption, we aim to expedite the journey toward a more digitally-enabled future, enabling businesses to remain competitive and innovative.

Through these strategic measures, we facilitate the harmonious integration of technology into an enterprise's operations, even when faced with the challenges of a slower adoption curve.



## 8. Leveraging EU funds for digital transformation is highlighted. Could you provide examples of how Noventiq supports businesses in utilizing these funds efficiently, and what advantages does this present for companies in Romania?

Leveraging EU funds for digital transformation stands as a pivotal driver in modernizing businesses within Romania. Noventiq plays a crucial role in supporting companies on this journey by delivering customized digital transformation solutions that seamlessly align with the requirements of EU funding programs. This strategic approach ensures that companies can effectively and efficiently harness these funds to revamp their operations, elevate their competitive edge, and pave the way for sustainable growth.

The advantages for companies in Romania are multifaceted and far-reaching. By partnering with Noventiq to make the most of EU funds, businesses can expect:

- **Improved Efficiency:** Our expertise lies in integrating solutions for specific verticals from various Independent Software Vendors (ISVs). This tailored approach streamlines operations and enhances efficiency, allowing businesses to achieve more with less.
- **Enhanced Competitiveness:** Through our turnkey solutions, we simplify the process of solution design and implementation. This not only accelerates digital transformation but also empowers companies to stay ahead of the curve and remain competitive in today's rapidly evolving business landscape.
- **Global Market Position:** As businesses in Romania efficiently utilize EU funds to embrace digital transformation, they find themselves in a stronger position within the global market. This shift to more innovative and technology-driven processes helps them expand their reach, tap into new markets, and contribute to economic growth and innovation.

Noventiq, in its commitment to driving digital transformation, empowers companies to unlock the full potential of EU funds. By offering tailored solutions that align with funding requirements and integrating solutions from various ISVs, we provide a seamless path for companies to embrace digital change. This, in turn, leads to a myriad

of benefits, including enhanced efficiency, increased competitiveness, and a more prominent role on the global stage – ultimately fostering economic growth and innovation within Romania.

## 9. As a company operating in almost 60 countries, how does Noventiq bring global expertise to benefit Romanian companies in their digital transformation journey, and what local outcomes have resulted from this global knowledge transfer?

Noventiq operates in nearly 60 countries, and our extensive global footprint allows us to bring invaluable global expertise to benefit Romanian companies throughout their digital transformation journeys.

We understand the importance of combining this global knowledge with a localized approach, tailoring solutions to address the unique needs of businesses in Romania.

This dynamic approach offers several key advantages to our local partners:

- **Customized Strategies:** We leverage our global knowledge to create customized strategies that are specifically designed to address the requirements and objectives of Romanian businesses. This ensures that the digital transformation journey is aligned with the local market's intricacies.
- **Operational Efficiency:** Through this global-local synergy, we help Romanian companies enhance their operational efficiency. Our expertise drawn from various markets enables businesses to streamline their processes and adapt to global best practices, making them more efficient and competitive.
- **Access to Cutting-Edge Technologies:** Romanian companies benefit from access to cutting-edge technologies and innovative solutions, thanks to our global knowledge transfer. This ensures that they stay at the forefront of technology trends, fostering innovation and preparing them for the future.

The local outcomes of this collaboration are substantial. Romanian companies can experience improved efficiency, increased competitiveness, and access to advanced technologies, all of which drive growth, foster innovation, and support market expansion. At Noventiq, we're dedicated to bringing global knowledge to our local customers to



*Navigating the digital transformation journey efficiently and cost-effectively is a priority.*





*We tailor solutions to suit specific business needs, enabling clients to maximize opportunities while addressing challenges.*

facilitate their digital transformation journeys and help them thrive in the rapidly evolving business landscape.

## **10.** Which economic sectors in Romania do you believe can benefit the most from Noventiq solutions, and what specific expertise does Noventiq offer in sectors such as FinTech, healthcare, manufacturing, and retail?

Noventiq's solutions offer substantial benefits to a variety of economic sectors in Romania, with a notable focus on FinTech, healthcare, manufacturing, and retail. We bring specialized expertise to each of these sectors, catering to their unique needs:

**1. FinTech:** In the FinTech sector, we provide expertise in delivering secure, compliant, and efficient digital financial services. Our solutions support businesses in ensuring the integrity of financial transactions and data security while complying with regulatory requirements.

**2. Healthcare:** Noventiq offers robust expertise in the healthcare sector. We provide solutions for comprehensive data management, cybersecurity, and telehealth capabilities. These solutions contribute to the efficient and secure management of patient data, supporting healthcare institutions in delivering high-quality care. We've organized and participated in 5 dedicated in-person and online events, reaching out to over 200 Romanian medical institutions. These events involved solutions from 10 different Independent Software Vendors (ISVs).

**3. Manufacturing:** For the manufacturing sector, Noventiq is dedicated to supporting Industry 4.0 initiatives. We optimize operations with solutions involving the Internet of Things (IoT) and automation. Our expertise enhances manufacturing processes, drives efficiency, and helps businesses stay competitive. We've organized and participated in 4 dedicated in-person and online events, connecting with over 300 Romanian manufacturing companies. These events involved solutions from 3 different ISVs.

**4. In the Education sector,** we've organized and participated in 10 in-person and online events, communicating our solutions to over 100 universities and over 500 K-12

institutions. These events involved solutions from 5 different ISVs.

Our goal is to continually provide value and stay relevant for our customers. We adapt our expertise and solutions to the ever-evolving needs of these sectors, promoting growth, efficiency, and innovation within Romanian businesses.

## **11.** What specific opportunities do you foresee for companies and institutions in Romania in 2023, and how can organizations leverage these opportunities for digitalization adoption in the coming years?

In 2023, there are significant opportunities for companies and institutions in Romania to advance their digitalization efforts. These opportunities include:

**1. EU Funds:** The availability of EU funds for digitalization projects presents a substantial opportunity. Romanian organizations can leverage these funds to invest in digital transformation initiatives, such as upgrading IT infrastructure, implementing advanced technologies, and enhancing cybersecurity.

**2. Emerging Technologies:** The rapid development of emerging technologies like artificial intelligence, cloud computing, and the Internet of Things provides a unique chance for Romanian companies to innovate. They can harness these technologies to improve processes, offer new products and services, and gain a competitive edge.

**3. Cybersecurity:** With the growing concern for cybersecurity, there's a considerable opportunity for organizations to strengthen their defenses. Noventiq offers expertise in cybersecurity solutions that can help Romanian companies protect their digital assets, customer data, and overall operations.

**4. Remote Work:** The adoption of remote work is likely to persist. Companies can use this as an opportunity to redesign their work models, providing flexibility to employees and potentially reducing overhead costs by optimizing office space.

**5. Data-Driven Decision-Making:** Organizations can benefit from data analytics and insights to make informed



decisions. Noventiq's solutions can assist companies in collecting, processing, and interpreting data to enhance their operations and customer experiences.

To leverage these opportunities effectively, organizations should collaborate with partners like Noventiq, which has a global perspective on digital transformation and can tailor solutions to the specific needs of Romanian companies. This collaboration will enable them to navigate the dynamic digital landscape, stay competitive, and foster innovation in the years ahead.

## 12. How does Noventiq approach talent development and leadership strategies to ensure a robust and adaptable workforce? Moreover, how do these initiatives align with broader industry trends and contribute to the company's resilience and competitiveness in the market?

Noventiq places a strong emphasis on talent development and leadership strategies to cultivate a robust and adaptable workforce. These initiatives align with broader industry trends and significantly contribute to the company's resilience and competitiveness in the market:

- **Training and Development:** Noventiq invests in training and development programs to equip its employees with the latest skills and knowledge. This approach aligns with industry trends where continuous learning is essential in the rapidly evolving technology landscape.

- **Global Expertise:** Noventiq operates in almost 60 countries, and its talent development and leadership strategies leverage this global reach. The company's employees gain exposure to diverse markets and practices, enhancing their adaptability and cross-cultural competence.

- **Industry Specialization:** Noventiq offers specialized solutions in various industries, including FinTech, healthcare, manufacturing, and retail. Its talent development strategies align with industry-specific trends, ensuring that employees have deep expertise in the sectors they serve.

- **Leadership Nurturing:** Noventiq fosters leadership within the organization. These leadership initiatives align with industry trends

promoting innovation and agile decision-making. They contribute to the company's resilience by ensuring that leaders can adapt to rapidly changing market dynamics.

- **Adaptability:** Noventiq's focus on talent development and leadership equips employees with the skills to adapt to new technologies and market shifts. This adaptability is a vital component of the company's competitiveness.

In summary, Noventiq's talent development and leadership strategies are forward-looking and align with industry trends. They equip employees with the skills and expertise necessary for success in the ever-changing digital landscape. These initiatives make a substantial contribution to the company's resilience and competitiveness in the market, ensuring that it remains at the forefront of digital transformation services.

## 13. In the short and medium term, what is your main message to clients and partners regarding the challenges and opportunities associated with digital transformation, and what role does choosing the right partner play in this process?

In both the short and medium term, our primary message to clients and partners revolves around the challenges and opportunities linked to digital transformation. We emphasize that:

### CHALLENGES:

- **Rapid Technological Change:** The pace of digital transformation is accelerating. Staying current with these changes can be daunting, and we understand the challenges that accompany it.

- **Security Concerns:** With the increased digital footprint comes heightened security risks. Safeguarding your digital assets is paramount, and we're here to assist in this critical aspect.

- **Resource Constraints:** Many organizations, especially in the wake of recent economic challenges, face resource constraints. Navigating the digital transformation journey efficiently and cost-effectively is a priority.

### OPPORTUNITIES:

- **Enhanced Efficiency:** Digital transformation, when executed thoughtfully,



*Safeguarding your digital assets is paramount, and we're here to assist in this critical aspect.*





*Noventiq,  
with our proven  
track record  
of facilitating  
digital  
transformation,  
can be a  
strategic ally.*

can significantly enhance operational efficiency. We underscore the potential for streamlined processes, cost savings, and improved customer experiences.

● **Innovation:** This is a time of unprecedented innovation. Businesses that leverage digital technologies have the chance to innovate, creating new products, services, and business models.

● **Global Reach:** With the digital landscape transcending borders, the opportunity to expand globally is more feasible than ever. We highlight the potential for international growth and market diversification.

#### **THE ROLE OF CHOOSING THE RIGHT PARTNER:**

Choosing the right partner is pivotal in this journey. Noventiq, with our global expertise, local outcomes, and a proven track record of facilitating digital transformation, can be a strategic ally. Our role as the right partner includes:

● **Guidance:** We provide expert guidance, ensuring clients and partners make informed

choices amid the digital transformation complexities.

● **Customized Solutions:** Our approach is never one-size-fits-all. We tailor solutions to suit specific business needs, enabling clients to maximize opportunities while addressing challenges.

● **Risk Mitigation:** As challenges and opportunities evolve, Noventiq assists in mitigating risks, particularly in areas like cybersecurity and compliance.

● **Long-term Vision:** We advocate for a long-term vision of digital transformation. Our partnership extends beyond immediate needs, positioning clients and partners for sustained success.

In summary, our message underscores the transformative potential of digital technologies while acknowledging the challenges. We emphasize the critical role of choosing the right partner, and we position Noventiq as the ideal ally in this dynamic landscape. Together, we can navigate these challenges and harness the vast opportunities of digital transformation.







## Interview

# EMPOWERING YOUR DIGITAL JOURNEY WITH SOFTWAREONE, GLOBALLY AND LOCALLY. TURN VISION INTO REALITY WITH A VALUABLE RECIPE

**DRAGOȘ TEODORESCU**, Country Manager, SoftwareOne România

**1.** Worldwide, not just in Romania, we look at a very uncertain future regarding global trends. Many analyses include “assuming no material deterioration in the macroeconomic environment”. What does this mean for you as the leader of SoftwareOne Romania? Is it different in your industry? What certainties do you see, assuming no material deterioration in the macroeconomic environment?

As the leader of SoftwareOne in Romania, navigating an uncertain future in terms of global trends is a complex challenge. We are continuously adapting to changes globally, acknowledging that specific predictions or strategies are contingent on the overall stability of the global or national economy.

When businesses prioritize technology as a competitive advantage, the growing importance of digital transformation, cloud adoption, and software licensing cost optimization represent certainties. The macroeconomic environment is based on ecosystems, having different stakeholders, from authorities and regulators to customers, partners, service providers and vendors. SoftwareOne is recognized for its strong expertise in software asset management and a comprehensive portfolio allowing clients to address multiple technology needs and to sustain customers to manage relationships with complex ecosystems within a single organization.

In a stable economic environment, customers may continue to invest in technology solutions to enhance efficiency, security, and agility.



Therefore, innovation will continue to shape the industry. Being prepared to adapt and embrace new technologies, their ecosystem is a certainty.

Some global trends, such as the shift to remote work regulations and compliance with new standards, will continue to challenge companies' ability to adapt to these changes, their resilience and flexibility.

## 2. How do you characterize the software industry year 2023 (compared to what you expected last year) and your expectations for 2024?

From a general perspective, based on trends and expectations, the demand for software solutions for hybrid cloud systems, especially in the context of digital transformation - cloud adoption and cybersecurity - is expected to remain strong. The high diversity in IT solutions and the speed of technological changes require a high level of expertise to ensure successful implementations at lower costs and increased efficiency from a business perspective. Thus, clients request more advisory and professional services from

strong partners with broad expertise like us. Changes in data privacy and cybersecurity regulations are expected to influence software development and compliance requirements (ex: EU AI Act).

The adoption of cloud services is expected to continue. In 2023, more organizations have started to test hybrid multi-cloud environments, and cloud providers will continue to expand their offerings.

It's a new beginning with artificial intelligence (AI) and automation. These technologies will play a significant role in enhancing productivity and decision-making.

Sustainability and environmental responsibility are expected to be prominent themes. SoftwareOne focuses on more energy-efficient and environmentally friendly software solutions (ex: CSRD Directive).

## 3. As a leader in your industry, how do you see the process of diversifying the sources of income, let's say, from software sales to IT services? What are the trends in the Romanian market?



**End-to-end.  
Side-by-side.  
Building better outcomes.**







*Change is the law of life. And those who look only to the past or present are certain to miss the future.*—  
*John F. Kennedy.*

Many companies in the industry, both globally and in Romania, are transitioning from traditional software acquisitions to IT services or mixed structures.

This shift includes services such as software development, software/platforms as a service, consulting, managed services, and cloud solutions. This transition allows our customers to forecast recurring revenue streams, budget correctly and build long-term client relationships to adapt to changing market dynamics.

Providing consulting and advisory services related to IT strategy, digital transformation, and cloud adoption has become a profitable source of income for our clients and us. Clients often seek guidance to implement their business objectives with optimized technology investments.

Managed services, including Applications Management and Support, have increased. SoftwareOne offers those services to meet the evolving needs of clients seeking to outsource their IT operations.

Romanian businesses, like many worldwide, were investing in digital transformation initiatives. This drives demand for consulting services, cloud solutions, and software development to support those efforts.

Romania has a well-educated and skilled IT workforce. Five years ago, SoftwareOne decided to roll out one of its Extended Delivery Centers (xDC) in Bucharest, besides Warsaw and Sofia. The availability of a talented and motivated workforce supported income diversification through various IT services.

## **4. Digitalization is the new mantra for the financial sector, including the banking and financial sectors. How can you help?**

Digitalization is a top priority for the financial sector, and SoftwareOne can offer valuable assistance to banks and financial institutions.

SoftwareOne provides advisory services to assist financial organizations in crafting effective digital transformation strategies. This includes identifying critical areas for digitalization, aligning technology with business goals, and developing a roadmap for implementation, as well as identifying areas for cost reduction while maintaining or improving service quality.

The company can assist in optimizing critical financial systems and applications and eventually migrate them to the cloud in a hybrid way. Leveraging services such as Microsoft Azure, AWS, and Google Cloud to enhance scalability, security, agility and sustainable IT practices and solutions, we can also reduce the environmental footprint.

SoftwareOne's expertise in software asset management can help financial institutions profitably shape their software license contracts and ensure compliance while managing costs effectively.

Leveraging data is crucial, especially in businesses connected to the financial sector. Data is the new queen, in the cloud or on-premises. SoftwareOne delivers data analytics and business intelligence solutions to extract actionable insights from all kinds of data, aiding decision-making and risk management.

SoftwareOne's global presence allows it to serve financial institutions worldwide, being a valuable partner for multinational banks and organizations.

## **5. What makes your strategy unique, and how do your Romanian clients benefit from it?**

SoftwareOne's strategy is underpinned by several unique aspects that set the company apart, and Romanian clients can benefit from these strategic strengths in several ways.

SoftwareOne combines a global presence with local expertise. The company operates in more than 90 countries, including Romania, meaning clients have access to global resources and a deep understanding of local markets and regulations. The breadth of offerings ensures that Romanian clients can address a wide range of technology needs through a single partner.

Our customer-centric approach ensures that the unique needs of Romanian clients are understood and met. The company collaborates closely with organizations to deliver tailored solutions aligned with their business goals and, essentially, to improve the customer experience.

SoftwareOne offers ongoing support and managed services, allowing Romanian clients to focus on their core business while ensuring that their IT infrastructure remains secure, efficient, and up to date.





*With a comprehensive services portfolio, allowing clients to address multiple challenges with a single partner, SoftwareOne operates on a global scale, having customers all around the world and strong partnerships with major technology providers such as Microsoft, AWS, and Google Cloud.*

## 6. What tools are you using to leverage your company's strengths and accelerate the implementation of your strategy to capitalize on long-term trends and opportunities such as the cloud?

SoftwareOne, as a global technology company, utilizes various strategies and technologies to leverage its strengths and accelerate the implementation of its cloud solutions. Those approaches are designed to capitalize on long-term trends and opportunities in the technology industry, especially in cloud adoption.

To help clients with cloud technology strategies and digital transformation, SoftwareOne has developed consulting and advisory frameworks to guide clients through the planning and implementation of IT initiatives.

Here are the newest Microsoft Copilot and OpenAI Advisory services:

SoftwareOne utilizes cloud management platforms and tools to help clients optimize their resources, control costs, and manage cloud environments efficiently. These platforms, like GoatPath, provide visibility into cloud-agnostic usage and offer recommendations for cost savings.

SAM tools are crucial for managing software licenses and ensuring compliance. SoftwareOne deploys top Gartner's SAM tools (ex: Flexera, Snow, ServiceNow) to help clients effectively manage their software assets and minimize compliance risks.

Automation and Orchestration tools can help clients streamline repetitive tasks and processes, saving time and reducing the risk of human errors.

## 7. Many companies needed to adapt their IT environments to support the increased capacity requirements in a very short time.

We mention remote working or web conferencing solutions boosted by the pandemic. That means more licensing, more support, and more maintenance costs. In this context, how can you help companies and partners to reduce IT costs?

Cost-saving and cost-avoidance solutions are part of SoftwareOne's strategies to help companies and partners reduce business

costs in the context of increased IT capacity requirements and the need to adapt to rapidly changing environments.

SoftwareOne is a leader in Gartner's Magic Quadrant for SAM Managed Services. We help organizations right-size their software licenses by matching the licensing model to actual usage. This prevents over-licensing and reduces the financial burden associated with unnecessary licenses.

Our strong partnerships with major technology providers allow them to negotiate favourable pricing and terms for software licenses and services on behalf of their clients. This can result in cost savings and more cost-effective agreements.

As many organizations move to the cloud, SoftwareOne, as a world leader in FinOps (Cloud Financial Management), can assist in optimizing cloud resources. This involves ensuring that resources are appropriately scaled, identifying unused or underutilized resources, and implementing cost-effective cloud management strategies.

## 8. What's your view on AI-driven software solutions?

SoftwareOne provides thought leadership and guidance on AI trends, best practices, and emerging use cases to keep clients informed about the potential of AI.

We tailor AI solutions to the unique needs of our clients. This can involve developing AI-driven applications, algorithms, or models to address specific business challenges. We also assist clients in deploying AI workloads on cloud platforms, ensuring scalability and performance.

AI can also be used for cost optimization, including optimizing software and cloud costs, which aligns with SoftwareOne's expertise in software asset management and cloud optimization.

## 9. Let's move now from clients and partners to employees. Creating the best work environment for employees is a significant goal. Could you elaborate on the specific measures taken to enhance the workplace experience at your company and how this contributes to overall organizational success?

An optimal work environment for Swomies,



SoftwareOne's employees, is essential for their satisfaction, productivity, and overall organizational success.

SoftwareOne prioritizes employee well-being by offering Benefits programs focusing on physical and mental health. This can include access to fitness facilities, mental health resources, stress management, and wellness incentives.

Also, flexibility in work arrangements, such as remote work options and flexible hours, helps employees to enhance their work-life balance and improve overall job satisfaction.

Opportunities for professional growth and development, including training, certifications, and career advancement, contribute to employee engagement and retention.

Promoting diversity and inclusion fosters a more inclusive workplace where employees from different backgrounds feel valued and can contribute their unique perspectives and talents. SoftwareOne Delivery Center (xDC) in Romania accommodates people from different cultures.

SoftwareOne provides mentorship and coaching programs to support career growth and skill development, where employees reach their full potential (ex: Buddy Program, Run at Best, Coaching for Performance, etc).

Recognizing and rewarding employee achievements and contributions also boosts

morale and motivation. Emphasizing company culture, values, and employee engagement through team-building events, social activities, and cultural celebrations can strengthen the workplace community.

**10. These are all our questions. Do you have something else to add for our readers?**

Thank you, Major Companies in Romania, for this opportunity!

To conclude, for our customers and potential partners of SoftwareOne, I would like to bring to an end:

SoftwareOne has a global presence and a local one, including Romania. Their international reach ensures that clients benefit from a global perspective and access a wide range of resources.

The wide range of success stories highlights how SoftwareOne has helped clients overcome challenges for more than 20 years to optimize their IT environments and achieve their business objectives.

SoftwareOne is committed to staying at the forefront of technology trends and innovation. As a world leader in cost optimization, especially in software asset management and cloud services, it provides a client-centric approach where the customers can access competitive pricing, dedicated support, and cutting-edge technologies.







## Interview

# OUR SUCCESS IS PRIMARILY DRIVEN BY A DEDICATED TEAM WITH A CUSTOMER-CENTRIC FOCUS

**RĂZVAN ENE**, General Manager, Crayon Romania

**1.** We have witnessed in 2023 several fluctuations in the macroeconomic environment, inflation and recessionary concerns, and higher interest rates. How did you navigate between such factors, and what are your company's results?

The year 2023 marks our third anniversary on the Romanian market, following the decision of Crayon Group in 2019 to expand its business in Central and Eastern Europe. With the support of a financially strong organization and by building a solid team in Romania, we could navigate through the pandemic and post-pandemic time with agility without any major problems.

Offering services that are in high-demand locally accelerated our growth, while the excellent results were driven by our position as a trusted advisor for the customers we support. Thus, we consistently achieved double-digit growth year-over-year. As of today, we have surpassed our overall result from last year, and we forecast at least

20% growth by the end of this year.

We have created a strategy that gives us great flexibility and allows us to adapt to changes that may occur in the market. In addition, we have a team of highly experienced professionals who know how to respond when the economic context becomes complicated.

**2.** How do you perceive the IT demand for 2023 in the Romanian and global markets? Is IT still the main engine for improving productivity and cost efficiency? What about the pace of IT demand?

We made a strategic investment in the local market, aligned with the global IT trends. We believe that our strengths lie in the areas of enhancing productivity, using the latest technologies, and the power of the public cloud, combined with our 20+ years of experience and expertise in cost optimization.

Romania has much potential to catch up in the IT sector, public services digitalization, and modernization, cloud adoption, and



improved cybersecurity. Our sister companies in the CEE region help us gain a broader perspective of the progress in Poland and the Baltic countries where IT is still the main development driver.

Geopolitical factors influence the implementation of modern tools to combat cyber threats, and some companies, including the public sector, embarked on a journey to accelerate their digital transformation, application modernization, and the overall concept of using IT in their daily operations.

### **3. How do you approach organizations looking to upgrade their technology infrastructure and leverage the power of software they use?**

We work with our clients to understand their specific needs and goals. Technology is not a one-size-fits-all solution because different companies have distinct levels of digital maturity.

We start by assessing the current state of technology in a company, identifying the gaps and the readiness for digital transformation. We consider various aspects of technology when designing a customized solution for each client. Our aim is to build a solid foundation for sustainable growth with clear steps and milestones to achieve the desired outcomes.

### **4. In the European context, when the so-called PNRR seems to be the main engine for the national economies to go digital, how do you feel the appetite of each sector (public sector/private sector) in relation to your company to use such financial resources? What are the trends, both in the public and private sectors?**

We believe that European funding presents a significant opportunity, not only for Romania but also for all Central and Eastern European (CEE) countries. Given that beneficiaries are also responsible for a portion of co-financing, there should be strong commitment towards strategic transformational projects.

Crayon is actively engaged in this area, dedicating resources to both advising on how to access these financing streams and participating in tenders for the digitalization of public services.

Obviously, there are distinct differences

between public institutions and the private sector. In the public sector, there seems to be a certain reluctance towards adopting public cloud solutions, although this is not universal.

Interestingly, younger public sector entities display a greater interest towards newer technologies. A handful of enthusiastic people within these organizations can significantly influence the success of a digital transformation project, and we take pride in collaborating with such dedicated people.

Evidence of our successful partnerships shows up in multiple projects across various sectors – including utilities, higher education, and public authorities and agencies – where organizations harness the power of public cloud, and innovative technologies to equip their workers with the best available tools.

Since the onset of the pandemic in 2020, the private sector has become increasingly dynamic, and many business owners have recognized technology as a catalyst for their businesses growth. This realization has significantly propelled Crayon Romania's progress over the past three years.

We have numerous instances where we have assisted companies across various industries in swiftly adopting innovative technologies, and rapidly transforming their internal collaboration, while streamlining operations, and mitigating risks.

At this moment, we witness a transition towards advanced public cloud workloads, with process automation, and security at the forefront of our project pipeline. Moreover, our primary focus is on cost optimization for our clients. We achieve this by blending the best industry practices with modern platforms to enhance the end-results.

### **5. How can you help companies/clients to accelerate their digital transformation? What about the future of hybrid work in a way that balances business needs with employees' expectations? Do your customers have such requests?**

Crayon exemplifies the "follow the leader" approach as one of the most digitally advanced companies currently active in the market. We leverage our own digital transformation as a powerful example of how such a shift can foster a company's growth.

Our hybrid work model, which I believe is



*There is considerable ground to cover around digital transformation; a new approach to AI can be fully realised after certain stages are completed.*





*Our collaboration with Microsoft has led us to be recognised as the Partner of the Year.*

among the most effective globally, aids us in assisting our clients on their digital transformation journeys. We not only facilitate the seamless integration of modern technologies for our clients but also expedite their adoption process.

Crayon is equipped with both the expertise and platforms necessary to support rapid adoption, particularly for end users who are most affected by the new types of work. This comprehensive approach underscores our commitment to leading by example in the digital age.

## **6. In your view, what is the role of AI as a tool in the future business of companies and how can you help clients to implement AI instruments? How would you describe the interest in the Romanian market for AI tools and what drives such interest?**

Artificial Intelligence (AI) has been a significant focus at Crayon for over ten years. An interesting fact that many people in Romania may not know is that Crayon has more than 100 data scientists who serve customers worldwide. Microsoft acknowledged this initiative in 2019 when they recognized Crayon as the Partner of the Year for AI and Machine Learning (ML), which was a big honor. This recognition underscores the importance of AI to Crayon and its influence on our decision-making processes.

While we are currently developing our local AI capabilities, we are not hesitating to leverage our global resources, which have extensive experience in various application areas.

However, it is important to note that when it comes to local opportunities, the market's ability to absorb and adopt this new trend in AI and ML is a significant factor. We believe there is considerable ground to cover around digital transformation, and a new approach to Artificial Intelligence can be fully realized only after certain stages are completed.

There are a few early adopters in the market, typically those with a strong interest in recent technologies and with available budgets. However, some solutions may still be too costly for most prospects, and there is not a straightforward method to demonstrate the

Total Cost of Ownership (TCO) and Return on Investment (ROI) for such projects.

Crayon Romania is at the forefront of AI promotion, with a wealth of information available on our website. Our year-round digital campaigns provide interested individuals with relevant insights, success stories, and practical applications of AI. Additionally, we host regular webinars and customer events focused on technologies such as Artificial Intelligence and Machine Learning.

In our view, the key drivers for AI adoption should be:

- Optimizing operations
- Transforming products
- Empowering employees
- Engaging customers

These areas offer significant potential for leveraging AI technology.

## **7. Crayon Romania experienced a remarkable growth of 73% in 2022 compared to the previous year, and in the first half of 2023, you have achieved a 15% growth year-on-year. What factors contributed to this impressive evolution, and how do you plan to sustain this growth in the coming years?**

Our competitive advantages are no longer a secret. Firstly, we have one of the most skilled teams in the market, with vast experience and expertise in the software business. Our success is primarily driven by dedicated people with a customer-centric focus. Our employees at Crayon can effectively demonstrate how technology can streamline processes, enhance collaboration, and lay the groundwork for informed decisions.

Another key factor to our success is our strategic focus on collaborating with a select group of software vendors. Our deep knowledge of Microsoft, Veeam, IBM, VMware, Oracle, and Adobe has enabled us to deliver successful projects across all our customer engagements. Moreover, our operational efficiency at Crayon is supported by innovative platforms that provide valuable insights into our business, and help us anticipate future trends.

Last year, we launched a new line of business for software distribution. This move not only boosted our results but also laid the



foundation for further collaboration with the most active players in the local IT market.

Our growth so far has been purely organic, and we recognize that maintaining this pace can be challenging. Our strategy for the coming years is to consolidate our customer and partner base and launch unique managed services to better serve our clients.

**8. You have declared that approximately 40% of Crayon Romania's business comes from interactions with local players, including the public sector. Can you elaborate on the strategies that have proven successful in catering to both global companies and those with 100% Romanian capital?**

Our industry-agnostic approach has significantly contributed to earning the trust of diverse customers. We have leveraged our software business expertise, particularly as a licensing advisor for medium to large organizations, and our cost optimization methodology.

The robust expertise and valuable resources we have in digital transformation enabled us to swiftly engage in pertinent and strategic discussions with various stakeholders, from privately-owned companies.

**9. In the rapidly changing IT landscape, partnerships and collaborations are crucial. Can you share some insights into key partnerships that have been instrumental in Crayon Romania's success and how these alliances contribute to the company's growth strategy?**

As previously stated, our expertise and experience are centered around a selected group of software vendors. We pride ourselves on our top-tier partnerships, which are backed by the highest level of certification and a proven record of accomplishment.

Our exceptional collaboration with Microsoft, for instance, has led us to be recognized as the Partner of the Year within just two years in the local market. Many of our successful projects are built on Microsoft technology, supplemented with solutions from Veeam, Adobe, and VMware.

We advocate a cloud-first strategy for our clients, recognizing Microsoft as a pioneer in tools that enhance employee productivity.

Furthermore, the security and availability solutions provided by Veeam and VMware serve as valuable enhancements to Microsoft's offerings.

One of our key advantages in the local collaborations with major market players is our focus on software rather than hardware. This makes us a trusted partner for top systems integrators when it comes to strategic market projects.

**10. What is the vision for Crayon Romania in the next 3-5 years, and how do you anticipate the company evolving in response to market trends and technological advancements?**

Our strategy is dynamic, undergoing a thorough analysis every three years to determine our objectives for the upcoming period and the necessary steps to achieve them. It is unequivocal that our people are the cornerstone of our business, and all efforts and investments move towards enhancing our expertise and acquiring new competencies.

As a customer-centric organization, we aim to leverage our existing customer base by collaborating with them to generate impactful projects within their companies. Another significant aspect is the expansion of our partner portfolio for our indirect business, which I anticipate will see substantial growth in the coming years. It is a privilege for us to work with numerous agile and innovative companies, that offer a wide array of cloud-based solutions, and are eager to adopt the latest technologies.

**11. What message do you have for current and potential clients, partners, and the broader business community regarding the company's commitment to innovation, service excellence, and contributing to the digital transformation landscape in Romania?**

We have a proven track record of executing successful and swift digital transformation projects in the local market. Numerous customers can attest to the positive impact our engagements have had. Particularly, how their interactions with Crayon have reshaped their perspective on newly adopted technologies.

We are confident that both existing and



*Evolution happens only through a collective effort.*



potential customers will find Crayon a trusted advisor for three key areas: cost optimization, digital transformation for frontline workers, and cybersecurity.

Our goal is to introduce innovative technological solutions and a fresh approach in Romania, drawing from the best practices in other regions where Crayon operates.

We aim to rapidly import and localize services that can enhance the digital

capabilities of our customers and partners, thereby creating a competitive advantage. We believe that evolution happens only through a collective effort.

Crayon is dedicated to investing in its team, leading the change in technological innovation, and creating novel solutions and platforms. This commitment ensures our continued relevance in the local market.









## Interview

# LEADING IoT & 5G CONNECTIVITY IN ROMANIA

**FLORIN POPA**, Business to Business Director, Orange Business

**1.** Orange Business sees significant potential in the market, especially for digital services. Could you detail specific areas or industries in which you believe the impact of digitalization can be most transformative?

In the digital transformation processes of companies, especially small and medium-sized enterprises (SMEs), technologies like 5G and IoT, as well as cloud, edge computing, and AI play a significant role. They offer opportunities for innovation for both the product and operational processes across various business sectors, such as agriculture, transportation, smart cities, and many others.

Current digitalization solutions involve managing vast amounts of data and technologies like 5G facilitate data transfer thanks to low latency and high speeds. For instance, we conducted a case study in the Port of Galați, where 5G technology enabled safe navigation at sea. It allowed the remote management of barges through a network of sensors and real-time data transfer. 5G also plays a crucial role in the development of smart transportation and intelligent intersections, significantly improving traffic management and safety by enabling vehicle coordination and obstacle anticipation.

Also, in the field of transportation,

we have a use case in Brașov for public administration. This system involves sensors connected to a data analysis platform that helps the public sector optimize routes according to specific needs.

Lastly, I will mention the example of a startup partner with Orange Fab, AgriCloud, which practices precision agriculture in viticulture. They use a system comprised of drones, robots, and sensors to provide early disease alerts and monitor vineyard conditions.

Orange Business is a leading IoT connectivity provider in Romania, offering the most important LPWA (Low Power Wide Area) technologies such as LoRaWAN, LTE-M, and NB-IoT. In the LoRaWAN network, we have over 100,000 connected objects, including smart meters in Bucharest, Iași, Buzău, and Cluj. In IoT cellular networks, including Low Power LTE-M and NB-IoT, we have nearly 1 million connected objects.

Simultaneously, we are making significant investments in next-generation networks, including 5G. We offer the fastest mobile internet on the market, with speeds of up to 1.5 Gbps, comparable to fiber optic. Orange now has 5G/5G+ coverage in 38 cities, many of which are economic growth and innovation centers.





*We've have become cloud evangelists in Romania, where low adoption is partly due to preconceptions about on-premises hosting and high implementation costs. We want to break those myths.*

## 2. Taking into account the positive trends and growth potential in the IT&C market in 2023, what specific factors do you attribute to this acceleration, and how does Orange Business intend to leverage these trends?

The IT sector is experiencing a remarkable annual growth rate of 15-17%, three times faster than the national average, according to a 2022 study by ANIS that monitored the state of the IT industry in Romania. However, it is important to note that Romania still ranks last in the DESI 2023 report, which measures the level of digitalization among countries in the region. This suggests significant room for development in the entire industry, with a considerable need for digitalization, especially among SMEs.

At Orange, we have a clear group-level strategy, "Lead the Future", which entails a profound transformation of our business model in the coming years to adapt to the new realities of the market, given that the boundaries between networks and digital services are blurring. The Orange Business division will capitalize on an integrated approach to connectivity, security, cloud, data management, and AI solutions.

Depending on the needs we observe among our customers, in Orange Business, we focus on IT infrastructure services (compute resources and physical equipment hosting), the development of a comprehensive portfolio

of cybersecurity solutions, and solutions for smart cities and public administration.

In the cybersecurity domain, which is strategic for all companies, there has been a significant demand, especially in the last quarter, for implementing firewall systems and solutions that ensure compliance with European directives, such as NIS and NIS2.

## 3. We are pleased to see that infrastructure digitization services supporting local administration have seen tremendous growth.

**This includes projects that improve the relationship between authorities and citizens, initiatives to enhance the education process (e.g., IT infrastructure in universities), and projects aimed at improving public transportation. Given the expected growth in the IT&C market, how does Orange Romania anticipate the evolving landscape of the industry in 2023, and what challenges and opportunities do you foresee?**

Yes, there are significant challenges, especially in the talent landscape, with the new hybrid way of working opening international markets to Romanian specialists. I will specifically address the field of cybersecurity, where we are seeing the most significant growth. The Fortinet 2022 Cybersecurity Skills Gap report found that 60% of organizations are struggling to recruit adequately qualified candidates and retain their current cybersecurity staff.

According to the National Cyber Security Directorate (DNSC), Romania is short of between 1,500 and 2,000 cybersecurity experts. To address this deficit, Orange, alongside Bitsentinel, has launched the UNbreakable program on the CyberEdu platform, which allows all high schools and universities in the country to access a range of free cybersecurity resources by simply registering on the platform.

Simultaneously, it is necessary to place Romania back on the map of European innovation, and Orange is working on three main fronts: Orange Business provides infrastructure and resources for companies and startups looking to innovate. We support the local ecosystem through startup acceleration programs like Orange







*Orange Business is a leading IoT connectivity provider in Romania. In the LoRaWAN network, we have over 100,000 connected objects, while in IoT cellular networks, including Low Power LTE-M and NB-IoT, we have nearly 1 million connected objects.*

Fab and by opening two 5G labs in Bucharest and Iași, which have become innovation hubs for companies and the academic community. The Orange research and innovation team is also involved in European projects related to the development and security of future communication networks.

From innovation projects to the delivery of final solutions, Orange Business plays a significant role in developing connectivity and IT&C solutions that support the digital transformation of companies and public administrations.

#### **4. Given the emphasis on SMEs accessing funds, how is Orange Business assisting these businesses in selecting eligible IT&C solutions and providing consultancy for their digital transformation projects?**

Indeed, as mentioned earlier, there is a growing need for digitalization among local SMEs, as indicated by the DESI report. Small and medium-sized enterprises require solutions and, more importantly, experts to guide them through the auditing process and help them choose the best business products and services. Orange Business has over 800 business consultants, technology experts, and project managers dedicated to this purpose, along with over 70 IT&C experts holding a total of 490 certifications from key technology partners. Aside from the expertise and experience of Orange Business, our colleagues are involved in every stage of project delivery.

When it comes to project delivery, there are several types of technologies that assist companies, especially SMEs, in growing and developing. I will focus on cloud solutions because Romania ranks second to last in Europe in terms of cloud adoption, just ahead of Bulgaria. To put this into perspective, the cloud uptake of large companies (48%) was higher than for SMEs (25%) in 2020, according to DESI. By industry, cloud adoption is highest in computer programming and consultancy sectors (65%), while around 20% in construction, retail trade, transport and storage, and accommodation and food services. This represents a significant potential for growth.

I could say that we have become cloud evangelists in Romania, where low

adoption is partly due to preconceptions about on-premises hosting and high implementation costs. And we want to break those myths. It is important to note that Orange Business cloud solutions run on a network of secure data centers that are continually updated with the latest technology. Additionally, cloud computing systems integrate backup and disaster recovery solutions to ensure the company's data is secure and to reduce downtime in the event of a cybersecurity incident. Last but not least, the costs associated with the acquisition, installation, configuration, and management of local infrastructure are significantly reduced.

#### **5. Looking ahead, could you share some key milestones that Orange Business aims to achieve in 2023 and provide insights into the strategic objectives the company has set for 2024?**

Supporting local companies and administrations in their digitalization processes is our main ambition. We aim to accelerate the adoption of IT&C services, especially in the areas of security, cloud, and smart city solutions. We consider this product family to be a significant growth vector for the B2B segment, both in the immediate future and in the medium and long term.

At the same time, we focus on optimizing the internal delivery of these solutions. We believe that the value that a telecom operator with expertise in IT&C can bring lies in the ability to consolidate the various solutions and capabilities available in the portfolio into an integrated experience.

Additionally, at the company level, we align our strategy with the objectives set by the European Commission through its Digital Decade program for 2030. This program is designed to support and digitally transform European citizens and businesses. In particular, we seek solutions to achieve some of the targets, including 75% of EU companies should use cloud computing and AI in their operations; 90% of small and medium-sized enterprises should use automated digital processes for their operations; access to 1 Gbit/s speeds for all schools, transport nodes, major public service providers, and digitally intensive businesses.







## Interview

# GROWTH MINDSET IN A MOBILE WORLD

**MIRCEA HAȚEGAN**, Business Sales & ICT Director, Telekom România Mobile

**1.** **“MOBIL PUR ȘI SIMPLU” reflects a commitment to simplifying the customer experience. How has this approach resonated with consumers, and what feedback have you received since its launch?**

Mobile Transparent and Simple is a new philosophy and positioning of our company, that stemmed from its very core: offering mobile only services for our clients, simple and fair.

We are the only telco service provider that can bring specialized mobile-only services to consumers, and we have the courage to do so because we are truly confident in our strengths and what we have to offer. We're continually simplifying and improving mobile experiences and the way our customers interact with our company, across all touch points, whether you're using our app and paying a bill or need a quick resolution through our call center with our customer service representatives, or in stores.

**2.** **With the recent rollout of 5G technology, how has Telekom Romania Mobile worked to integrate this technology into its services, and what impact has it had on user experiences?**

The integration of the 5G network into our mobile services was smooth and natural.

With our services' simplicity and

transparency as backbone, the decision to make 5G accessible to all customers was straightforward, sustained also by the network capacity.

Telekom provides easy access to 5G technology - 5G is accessible to all postpaid and prepaid customers, no additional steps required. Any user with a compatible SIM and a 5G-ready smartphone can enjoy the benefits of 5G technology, including reduced latency, a stable connection, and lower battery consumption.

**3.** **The #FaraIdeiFixe campaign showcases a shift in brand philosophy. How has this campaign been received, and what impact does Telekom Romania Mobile hope it will have on consumer perceptions and industry trends?**

The shift in our company's philosophy needed an equally strong communication platform and the #NOFIXEDIDEAS campaign proved to be the best way to convey this. In terms of communication we raised the stakes and turned this into a conversation about challenging any societal norms that stop people from becoming their true selves. We embraced disruptiveness as the key communication tool in conjunction with a modus operandi that identifies specific fixed ideas in the market and then fights against them whether through a brand value or a specific product.





In this way the campaign turns out to be both very insightful, thus encouraging people to take part in the conversation, as well as very intriguing, proved by an increased number of visits on our website and mobile app, and also good reactions and higher engagement in social media channels, which indicates a sustained interest in our new communication.

#### **4. How has Telekom Romania Mobile leveraged digital transformation to enhance customer interactions and stay ahead in the industry?**

Telekom Romania Mobile has significantly improved its customer interactions and industry positioning through digital transformation by investing in digitalization, automating customer acquisition flows for cost efficiency, introducing self-care tools for user empowerment (e.g. AI Chatbot in app and web), implementing new digital engagement generators (e.g. Gamification in the mobile app) and optimizing its digital

assets (new website with renewed customer journeys). This led to a doubled online traffic and a 10x increase in digital sales.

We are the first telecommunications operator in Romania to offer the Google Pay payment and recharge service within its mobile application.

Additionally, we are pioneering efforts in generative AI to further refine our services and improve KPIs. Also, the fact that the app has a 4.5 stars in Google Play and Apple store makes it one of the best apps on the Romanian telco market.

#### **5. What tailored offerings does Telekom Romania Mobile provide for businesses, and how has the company adapted to meet the evolving needs of corporate clients?**

Telekom Romania Mobile has evolved its offerings to address the modern needs of businesses. We now provide tailored services like website development and e-commerce store creation, ensuring businesses have a



robust online presence. Additionally, we help companies amplify their brand visibility through targeted digital marketing campaigns on platforms like Google Ads and Facebook Ads. And, to ensure they get the organic reach they deserve, we offer dedicated SEO services. In essence, we're equipping businesses with the tools they need to thrive in today's digital-first landscape.

Telekom offers a variety of mobile communications services to meet the specific needs of business customers. These services are designed to improve communication, enhance productivity and mobility within the company. At Telekom any business customer can benefit from tailored offers that suit their requirements and budgets such as mobile voice & data business plans, 5G handsets, data connectivity for IoT communication that integrate various tools to enhance collaboration and productivity.

Corporate customers have a dedicated account management and support services to address their specific needs and requirements.

As the demand for reliable of remote and flexible work arrangements from corporate customers has increased lately, our 5G network coverage had been expanded to cover a reliable mobile data, hotspot services, and mobile device management covering the need to be connected and productive on the move.

## **6. With the mobile market being highly dynamic, how does Telekom Romania Mobile work on customer retention and building brand loyalty?**

With new positioning Mobile Pure and Simple Telekom aim to offer best customer experience to our clients, simple and easy to use products. We aim to approach call all our customer by offering them the latest offers available and portfolio. Telekom just launched the new digital platform "Everybody wins" where every consumer can win an weekly prize just by entering in MyAccount, while additional chance is added for every transaction done in MyAccount.

We have a wide range of prizes covering different interests (fashion, food, sports).

Customer feedback is the foundation of our main goal: transform our company with the adoption of continuous CX improvement

process. We have a Voice of the customer platform through which we collect customer feedback after each interaction, we carefully read all comments and we are calling back the clients who provided negative feedback to address the issue and close the loop with the customers.

Also to build service culture as differentiator, we are providing the best in class customer experience training to all frontline employees and we are bringing top management closer to the customers through our internal programs – One day in Shop and Call center but also involving managers in calling directly customers to get direct feedback.

## **7. With the increasing focus on sustainability, how is Telekom Romania Mobile integrating environmentally friendly practices into its operations and services?**

Sustainability is one of the strategic directions of Telekom, we are part of Global T campaign "The planet as you want" and we are collecting in all our shops electronic and electrical equipment waste. We are working to bring more dedicated initiatives in 2024.

## **8. Looking ahead to 2024, what strategies does Telekom Romania Mobile anticipate adopting or leveraging to stay at the forefront of this dynamic market?**

We will continue to be customer obsessed, simplify, digitalize, accelerate and act responsibly; we are aiming to become a leading digital telco via true customer centricity.

## **9. What is your main message to the clients and partners of Telekom Romania Mobile regarding the novelties and opportunities your company will make available for them in the short and medium term?**

Telekom will continue to put the customer on the first place while accelerating more digital customer interactions towards simple and personalized customer journeys. We will continue to boost our new engagement platform with enlarged partners and features, and also to extend it for the business clients.



*Things are not hard to do. It's hard to put yourself in the mindset to do them.–  
Constantin Brâncuși*



## SOFTWARE

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	UIPATH SRL	2,271,026,221	1,646,014,417	38%	-249,422,261	-360,314,123	31%	1,035	929	11%	BUCURESTI, SECTOR 1
2	BITDEFENDER SRL	1,458,858,561	1,084,546,939	35%	301,854,899	232,788,551	30%	1,469	1,350	9%	BUCURESTI, SECTOR 6
3	ENDAVA ROMANIA SRL	1,292,639,145	941,597,471	37%	184,923,748	128,508,988	44%	4,588	3,571	28%	CLUJ, CLUJ-NAPOCA
4	IBM ROMANIA SRL	1,053,493,019	984,021,478	7%	100,038,717	96,566,504	4%	3,177	3,119	2%	BUCURESTI, SECTOR 6
5	ORACLE ROMANIA SRL	805,830,771	693,555,456	16%	35,842,482	11,317,090	217%	2,336	2,239	4%	BUCURESTI, SECTOR 1
6	VODAFONE ROMANIA TECHNOLOGIES SRL	748,510,282	636,769,292	18%	25,576,718	33,132,761	-23%	3,122	2,723	15%	BUCURESTI, SECTOR 4
7	MICROSOFT ROMANIA SRL	684,322,982	558,864,555	22%	7,467,713	63,252,577	-88%	1,558	1,404	11%	BUCURESTI, SECTOR 6
8	COGNIZANT TECHNOLOGY SOLUTIONS ROMANIA SRL	678,032,805	583,271,131	16%	62,852,870	53,240,040	18%	2,500	2,294	9%	CLUJ, CLUJ-NAPOCA
9	ORACLE GLOBAL SERVICES ROMANIA SRL	615,611,083	479,843,832	28%	11,014,215	14,955,036	-26%	2,228	2,137	4%	BUCURESTI, SECTOR 1
10	LUXOFT PROFESSIONAL ROMANIA SRL	561,577,095	439,311,499	28%	59,327,742	45,022,705	32%	2,341	1,896	23%	BUCURESTI, SECTOR 2
11	NTT DATA ROMANIA SA	471,182,807	425,899,768	11%	4,364,052	1,262,896	246%	1,118	1,106	1%	CLUJ, CLUJ-NAPOCA
12	ELECTRONIC ARTS ROMANIA SRL	462,275,939	287,057,875	61%	73,416,540	21,263,486	245%	620	570	9%	BUCURESTI, SECTOR 6
13	SAP ROMANIA SRL	456,330,925	476,709,649	-4%	68,253,962	143,924,500	-53%	737	657	12%	BUCURESTI, SECTOR 1
14	DELOITTE TEHNOLOGIE SRL	444,498,277	298,493,972	49%	31,374,996	20,680,436	52%	1,394	1,031	35%	BUCURESTI, SECTOR 2
15	ADOBE SYSTEMS ROMANIA SRL	373,774,666	278,735,414	34%	26,509,591	20,573,742	29%	946	843	12%	BUCURESTI, SECTOR 6
16	BETFAIR ROMANIA DEVELOPMENT SRL	352,625,669	314,050,690	12%	31,644,126	31,205,251	1%	993	972	2%	CLUJ, CLUJ-NAPOCA
17	UBISOFT SRL	343,081,560	343,417,103	0%	28,475,503	28,000,867	2%	1,819	1,997	-9%	BUCURESTI, SECTOR 1
18	FORTECH SRL	320,488,561	239,006,259	34%	48,124,532	36,572,779	32%	137	55	149%	CLUJ, CLUJ-NAPOCA
19	NXP SEMICONDUCTORS ROMANIA SRL	292,828,392	190,947,683	53%	27,251,998	17,984,031	52%	626	472	33%	BUCURESTI, SECTOR 6
20	PENTALOG ROMANIA SRL	273,845,076	206,818,652	32%	18,427,897	16,874,369	9%	643	658	-2%	BRASOV, BRASOV
21	VEEAM SOFTWARE SRL	263,446,017	200,392,764	31%	16,072,217	12,832,677	25%	817	623	31%	BUCURESTI, SECTOR 6
22	ACCENTURE INDUSTRIAL SOFTWARE SOLUTIONS SA	245,732,543	178,309,117	38%	20,986,330	10,191,663	106%	823	731	13%	BUCURESTI, SECTOR 6
23	CEGEKA ROMANIA SRL	232,620,735	178,335,103	30%	26,963,743	19,310,247	40%	597	529	13%	BUCURESTI, SECTOR 1
24	AROBS TRANSILVANIA SOFTWARE SA	228,531,259	169,336,118	35%	48,070,437	49,187,829	-2%	505	592	-15%	CLUJ, CLUJ-NAPOCA
25	FORTECH SOFTWARE SERVICES SRL	221,914,152	2,922	-	23,306,140	-13,024	-	682	N/A	-	CLUJ, CLUJ-NAPOCA
26	EMAG IT RESEARCH SRL	219,619,721	131,708,229	67%	16,258,267	2,677,319	507%	875	761	15%	ILFOV, VOLUNTARI
27	TREMEND SOFTWARE CONSULTING SRL	214,041,281	145,732,730	47%	-53,373,791	15,998,794	-434%	768	463	66%	BUCURESTI, SECTOR 1
28	AMBER STUDIO SA	213,505,293	126,581,358	69%	1,612,125	8,718,119	-82%	566	480	18%	BUCURESTI, SECTOR 1
29	KEYSIGHT TECHNOLOGIES RO SRL	196,736,678	169,141,076	16%	17,038,323	12,873,915	32%	413	407	1%	BUCURESTI, SECTOR 1
30	INFINEON TECHNOLOGIES ROMANIA & CO. SCS	195,715,896	161,650,163	21%	19,456,877	12,473,720	56%	461	385	20%	BUCURESTI, SECTOR 2
31	NAGARRO IQUEST TECHNOLOGIES SRL	191,883,714	161,267,891	19%	1,016,602	3,352,654	-70%	630	577	9%	CLUJ, CLUJ-NAPOCA
32	INFOSYS CONSULTING SRL	189,223,082	143,856,743	32%	9,315,020	11,794,252	-21%	708	565	25%	BUCURESTI, SECTOR 1
33	HOMERUN QT SRL	187,450,695	130,387,783	44%	4,195,887	-17,840	-	399	363	10%	BUCURESTI, SECTOR 3
34	VISMA SOFTWARE SRL	179,495,865	153,163,052	17%	16,334,615	10,310,435	58%	605	568	7%	SIBIU, SIBIU
35	METRO DIGITAL ROMANIA SRL	171,727,856	119,490,675	44%	10,170,915	-10,252,650	199%	364	357	2%	BUCURESTI, SECTOR 2
36	MSG SYSTEMS ROMANIA SRL	170,655,018	138,749,390	23%	21,735,365	17,936,572	21%	657	598	10%	CLUJ, CLUJ-NAPOCA
37	VEONEER ROMANIA SRL	169,579,145	152,246,563	11%	19,240,801	4,396,372	338%	571	578	-1%	TIMIS, TIMISOARA
38	ALTEN SI-TECHNO ROMANIA SRL	166,810,912	134,612,581	24%	20,498,192	22,299,926	-8%	727	589	23%	BUCURESTI, SECTOR 2
39	SPARKWARE TECHNOLOGIES SRL	157,867,906	154,689,541	2%	17,393,909	13,663,375	27%	733	670	9%	BUCURESTI, SECTOR 6
40	3PILLAR GLOBAL SRL	154,783,739	143,543,146	8%	10,306,632	10,220,334	1%	534	572	-7%	CLUJ, CLUJ-NAPOCA
41	ACCESA IT SYSTEMS SRL	154,313,783	113,315,915	36%	8,277,342	7,616,543	9%	630	486	30%	CLUJ, CLUJ-NAPOCA
42	MICRO FOCUS SOFTWARE ROMANIA SRL	152,216,386	134,343,550	13%	7,760,737	3,791,636	105%	591	589	-	BUCURESTI, SECTOR 2
43	HIGH-TECH SYSTEMS & SOFTWARE SRL	151,385,313	129,796,670	17%	-2,580,961	4,370,250	-159%	270	258	5%	BUCURESTI, SECTOR 1
44	ZEBRAPAY SA	150,656,367	121,799,101	24%	3,829,409	5,763,615	-34%	86	46	87%	BUCURESTI, SECTOR 2

Companies without reported results for 2022: FORTECH EVOLUTION SRL, INTEL SOFTWARE DEVELOPMENT SRL



## HARDWARE

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	APCOM IT DISTRIBUTION SA	2,184,070,461	1,299,185,019	68%	67,356,088	39,001,327	73%	10	8	25%	BUCURESTI, SECTOR 1
2	HUAWEI TECHNOLOGIES SRL	1,896,601,780	1,445,098,042	31%	70,445,632	48,046,410	47%	682	729	-6%	BUCURESTI, SECTOR 2
3	NETWORK ONE DISTRIBUTION SRL	1,801,002,799	1,928,189,158	-7%	22,300,724	53,020,495	-58%	411	412	-	BUCURESTI, SECTOR 2
4	INGRAM MICRO DISTRIBUTION SRL	631,883,214	439,665,611	44%	8,408,735	9,489,505	-11%	57	50	14%	BUCURESTI, SECTOR 1
5	ELKOTECH ROMANIA SRL	574,961,704	436,708,900	32%	5,226,833	3,313,643	58%	85	69	23%	BUCURESTI, SECTOR 1
6	ISTYLE RETAIL SRL	553,066,950	396,131,975	40%	20,340,952	16,738,627	22%	101	91	11%	BUCURESTI, SECTOR 5
7	DESPEC INTERNATIONAL SA	546,581,420	662,120,115	-17%	12,929,217	46,190,283	-72%	54	27	100%	ILFOV, VOLUNTARI
8	ALSO TECHNOLOGY ROMANIA SRL	527,234,263	607,040,076	-13%	-20,548,782	1,648,233	-1,347%	41	36	14%	BUCURESTI, SECTOR 5
9	ALEF DISTRIBUTION RO SA	388,948,101	275,586,967	41%	2,026,379	-4,390,332	146%	76	N/A	-	BUCURESTI, SECTOR 2
10	LOGICOM INFORMATION TECHNOLOGY DISTRIBUTION SRL	382,018,536	359,285,389	6%	-6,103,245	-5,496,508	-11%	62	56	11%	BUCURESTI, SECTOR 1
11	CD MEDIA SOCIETAS EUROPAEA OF TRADING AND SALE	294,062,027	308,270,741	-5%	17,883,572	18,037,407	-1%	37	37	0%	BUCURESTI, SECTOR 3
12	DELL TECHNOLOGY SRL	259,054,619	180,702,429	43%	12,498,831	7,787,019	61%	829	662	25%	BUCURESTI, SECTOR 2
13	ASBIS ROMANIA SRL	234,574,111	225,753,609	4%	55,885	548,153	-90%	57	51	12%	BUCURESTI, SECTOR 6
14	LASTING SYSTEM SA	222,567,329	170,190,451	31%	5,813,476	5,632,388	3%	72	71	1%	TIMIS, TIMISOARA
15	SKIN MEDIA SRL	182,434,738	144,520,951	26%	10,409,784	10,294,769	1%	39	36	8%	BUCURESTI, SECTOR 1
16	EVOLUTION PREST SYSTEMS SRL	177,808,062	164,761,283	8%	549,915	1,009,596	-46%	66	44	50%	BUCURESTI, SECTOR 3
17	EXPERT COMPANY GROUP SRL	176,842,408	173,363,741	2%	8,868,640	17,361,998	-49%	100	95	5%	MURES, TARGU MURES
18	DATANET SYSTEMS SRL	174,153,351	129,208,794	35%	5,931,619	7,555,663	-21%	73	72	1%	BUCURESTI, SECTOR 5
19	EXCLUSIVE NETWORKS TECHNOLOGY ROMANIA SRL	170,274,679	119,585,491	42%	10,712,949	2,210,225	385%	26	25	4%	BUCURESTI, SECTOR 5
20	HEWLETT PACKARD ENTERPRISE ROMANIA SRL	151,880,084	134,744,708	13%	28,959,638	10,830,721	167%	127	133	-5%	BUCURESTI, SECTOR 2
21	TP - LINK ROMANIA SRL	146,296,795	146,597,766	0%	11,846,250	19,490,122	-39%	24	22	9%	BUCURESTI, SECTOR 2
22	MB DISTRIBUTION SRL	143,621,408	134,663,054	7%	1,835,781	1,562,964	17%	58	59	-2%	BUCURESTI, SECTOR 2
23	TD SYNEX BUCHAREST SRL	138,857,023	159,011,940	-13%	-3,431,497	-166,044	-1,967%	19	18	6%	BUCURESTI, SECTOR 1
24	AGIS COMPUTER SRL	137,804,059	127,996,922	8%	8,759,183	5,984,294	46%	34	32	6%	CLUJ, CLUJ-NAPOCA
25	APPLE SALES ROMANIA SRL	131,548,735	94,714,019	39%	126,485,442	89,716,367	41%	18	10	80%	BUCURESTI, SECTOR 1
26	MAGUAY COMPUTERS SRL	123,517,011	91,693,087	35%	4,799,102	3,299,487	45%	41	40	3%	BUCURESTI, SECTOR 2

## IT&C CONSULTANCY AND RELATED SERVICES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	ATOS IT SOLUTIONS AND SERVICES SRL	701,805,533	545,845,234	29%	98,917,119	96,047,251	3%	3,116	2,684	16%	BUCURESTI, SECTOR 1
2	ETA2U SRL	424,053,255	351,833,668	21%	17,213,357	17,499,202	-2%	252	250	1%	TIMIS, TIMISOARA
3	AIRTIME TECHNOLOGIES SRL	389,769,969	301,370,463	29%	5,593,747	251,602	2,123%	1	1	-	BUCURESTI, SECTOR 4
4	KONTRON SERVICES ROMANIA SRL	377,024,933	302,532,837	25%	-4,749,038	8,348,788	-157%	239	195	23%	BUCURESTI, SECTOR 1
5	PAYPOINT SERVICES SRL	336,127,282	351,570,140	-4%	25,480,820	29,014,209	-12%	210	187	12%	BUCURESTI, SECTOR 1
6	ORANGE SERVICES SRL	331,080,772	281,938,475	17%	28,097,100	26,991,689	4%	1,201	1,140	5%	BUCURESTI, SECTOR 2
7	NET BRINEL SA	295,194,262	324,901,954	-9%	15,590,938	13,058,389	19%	125	124	1%	CLUJ, CLUJ-NAPOCA
8	STEFANINI ROMANIA SRL	290,954,743	242,295,154	20%	10,186,027	13,364,350	-24%	1,270	1,252	1%	BUCURESTI, SECTOR 2
9	ACCENTURE CENTRAL EUROPE B.V AMSTERDAM OLANDA SUCURSALA BUCURESTI	245,217,832	190,958,500	28%	42,391,317	18,148,548	134%	143	153	-7%	BUCURESTI, SECTOR 6



## IT&C CONSULTANCY AND RELATED SERVICES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
10	GOOGLE BUCHAREST SRL	239,448,772	201,327,915	19%	-4,660,303	15,191,077	-131%	365	296	23%	BUCURESTI, SECTOR 2
11	CYBERGHOST SRL	212,328,138	158,630,753	34%	-24,412,809	4,898,160	-598%	97	84	15%	BUCURESTI, SECTOR 1
12	NESS ROMANIA SRL	200,761,889	129,471,345	55%	26,233,183	11,750,318	123%	N/A	398	-	IASI, IASI

RANKING  
**13**

### INTRAROM SA

TURNOVER 2022 (RON): 196,984,846  
TURNOVER 2021 (RON): 197,431,162  
PROFIT 2022 (RON): 4,159,112  
NO. OF EMPLOYEES 2022: 286



SECTOR 2, BUCURESTI  
[www.intrarom.ro](http://www.intrarom.ro)  
GEORGIOS ROUSSOS  
CEO

14	MOBILE DISTRIBUTION SRL	192,163,526	208,693,518	-8%	4,963,499	6,204,598	-20%	85	84	1%	CLUJ, CLUJ-NAPOCA
15	ASSECO SEE SRL	189,947,273	158,359,575	20%	8,475,199	6,128,938	38%	127	118	8%	BUCURESTI, SECTOR 1
16	METAMINDS SA	178,579,672	97,030,429	84%	10,305,544	519,492	1,884%	36	37	-3%	BUCURESTI, SECTOR 1
17	HCL TECHNOLOGIES ROMANIA SRL	177,928,309	89,801,759	98%	10,898,009	5,350,266	104%	683	520	31%	BUCURESTI, SECTOR 1
18	LSEG BUSINESS SERVICES RM SRL	172,949,318	106,095,000	63%	10,997,054	3,235,356	240%	450	321	40%	BUCURESTI, SECTOR 6
19	MHP CONSULTING ROMANIA SRL	160,194,568	122,496,720	31%	8,294,214	6,225,534	33%	399	300	33%	CLUJ, CLUJ-NAPOCA
20	SECUREWORKS EUROPE SRL	159,966,727	181,572,089	-12%	7,678,664	8,604,067	-11%	469	600	-22%	BUCURESTI, SECTOR 2
21	K-BUSINESSCOM SRL	158,703,535	120,726,895	31%	5,199,008	3,627,754	43%	44	46	-4%	BUCURESTI, SECTOR 1
22	INFOTREAT SRL	149,532,682	141,265,171	6%	7,172,554	7,830,119	-8%	23	21	10%	BUCURESTI, SECTOR 1
23	RINF OUTSOURCING SOLUTIONS SRL	145,198,725	111,095,825	31%	5,351,618	3,301,801	62%	295	286	3%	BUCURESTI, SECTOR 2
24	SII IT & C SERVICES SRL	144,170,261	78,818,594	83%	18,375,732	8,894,233	107%	432	379	14%	BUCURESTI, SECTOR 6
25	EURONET SERVICES SRL	143,045,847	128,936,561	11%	18,596,702	17,494,593	6%	42	43	-2%	BUCURESTI, SECTOR 1
26	CAPGEMINI SERVICES ROMANIA SRL	135,556,860	92,229,443	47%	-15,999,276	5,834,112	-374%	811	602	35%	BUCURESTI, SECTOR 1
27	CRAYON SOFTWARE EXPERTS ROMANIA SRL	133,764,447	78,368,140	71%	1,590,895	1,236,181	29%	N/A	14	-	BUCURESTI, SECTOR 1
28	SCC SERVICES ROMANIA SRL	127,702,324	107,321,487	19%	4,885,396	5,104,669	-4%	1,050	1,010	4%	IASI, IASI
29	SMART ID DYNAMICS SA	113,914,666	86,685,213	31%	11,889,763	12,349,790	-4%	106	75	41%	BUCURESTI, SECTOR 1
30	THOUGHTWORKS ROMANIA SRL	109,438,989	62,991,115	74%	20,672,287	10,302,035	101%	N/A	167	-	BUCURESTI, SECTOR 1
31	ENTERPRISE SERVICES ROMANIA SRL	103,472,075	105,418,634	-2%	7,028,751	-41,085,699	117%	453	465	-3%	BUCURESTI, SECTOR 2
32	DENDRIO SOLUTIONS SRL	103,036,297	86,732,725	19%	-1,607,007	3,197,184	-150%	38	28	36%	BUCURESTI, SECTOR 2
33	BEESPEED TECHNICAL ENGINEERING CENTER SRL	102,886,959	43,453,023	137%	3,815,451	2,066,809	85%	291	157	85%	TIMIS, TIMISOARA
34	LENOVO GLOBAL TECHNOLOGY RO SRL	99,949,577	72,434,906	38%	7,720,074	4,999,216	54%	209	171	22%	BUCURESTI, SECTOR 1
35	PROVISION SOFTWARE DIVISION SRL	96,046,778	136,245,626	-30%	7,889,587	9,586,904	-18%	43	36	19%	BUCURESTI, SECTOR 1
36	AMAZON WEB SERVICES EMEA SARL LUXEMBURG SUC BUCURE	95,709,561	85,077,954	12%	1,483,891	1,154,571	29%	15	7	114%	BUCURESTI, SECTOR 2
37	CONDUENT BUSINESS SERVICES ROMANIA SRL	94,423,473	76,133,930	24%	3,238,871	2,607,017	24%	717	707	1%	IASI, IASI
38	FOCALITY SRL	93,620,308	67,872,058	38%	4,103,170	4,746,598	-14%	56	57	-2%	IASI, IASI
39	ALTIMATE SA	91,202,950	58,243,359	57%	8,099,517	2,107,093	284%	88	86	2%	BUCURESTI, SECTOR 4
40	AUSY TECHNOLOGIES ROMANIA SRL	83,499,860	59,176,045	41%	3,497,464	7,564,581	-54%	189	163	16%	SIBU, SIBIU
41	SMART CONTROL SRL	82,481,275	46,653,568	77%	17,881,886	8,432,852	112%	11	17	-35%	BUCURESTI, SECTOR 1
42	ARCTIC STREAM SA	81,926,553	51,471,431	59%	7,745,530	4,969,950	56%	19	11	73%	BUCURESTI, SECTOR 1
43	ACCESA IT CONSULTING SRL	77,109,007	70,831,623	9%	1,943,366	7,236,161	-73%	200	207	-3%	CLUJ, CLUJ-NAPOCA
44	CERTSIGN SA	76,470,322	67,352,044	14%	6,505,816	6,223,094	5%	278	257	8%	BUCURESTI, SECTOR 4
45	INTRANET COMPUTER SYSTEMS SRL	67,750,682	50,055,590	-	2,185,371	2,359,250	-7%	8	6	33%	BUCURESTI, SECTOR 2



## TELECOMMUNICATIONS SERVICES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	ORANGE ROMANIA SA	6,057,403,632	5,847,251,554	4%	716,177,097	703,437,079	2%	2,341	2,377	-2%	BUCURESTI, SECTOR 1
2	RCS & RDS SA	4,825,120,176	4,624,108,802	4%	1,384,547,577	596,056,796	132%	10,468	10,554	-1%	BUCURESTI, SECTOR 5
3	VODAFONE ROMANIA SA	4,695,157,165	4,587,469,131	2%	-121,899,297	-410,916,538	70%	2,970	3,713	-20%	BUCURESTI, SECTOR 2
4	ORANGE ROMANIA COMMUNICATIONS SA	2,436,927,140	2,625,570,366	-7%	-187,195,973	-361,090,822	48%	2,850	3,090	-8%	BUCURESTI, SECTOR 1
5	TELEKOM ROMANIA MOBILE COMMUNICATIONS SA	1,378,276,599	1,856,567,953	-26%	-558,080,366	221,022,633	-352%	792	853	-7%	BUCURESTI, SECTOR 6
6	SIPSTATUS COMMUNICATIONS SRL	1,254,577,648	662,765,534	89%	15,002,560	6,988,797	115%	39	37	5%	BUCURESTI, SECTOR 5
7	SOCIETATEA NATIONALA DE RADIOCOMUNICATII SA	276,475,429	271,110,471	2%	-17,890,156	25,867,742	-169%	1,203	1,204	-	BUCURESTI, SECTOR 4
8	GTS TELECOM SRL	231,633,052	208,866,903	11%	12,146,650	14,367,207	-15%	139	139	-	BUCURESTI, SECTOR 5
9	NEXTGEN COMMUNICATIONS SRL	105,425,351	101,198,130	4%	-12,501,284	2,139,216	-684%	428	428	-	BUCURESTI, SECTOR 1
10	COMBRIDGE SRL	93,964,874	77,396,520	21%	16,726,738	12,341,459	36%	63	N/A	-	BUCURESTI, SECTOR 1
11	INVITE SYSTEMS SRL	89,523,187	91,937,470	-3%	9,332,597	28,407,442	-67%	35	40	-13%	ILFOV, VOLUNTARI
12	MEDIA SAT SRL	87,488,287	66,260,257	32%	4,552,831	2,899,114	57%	42	43	-2%	BUCURESTI, SECTOR 2
13	PRIME TELECOM SRL	81,251,569	78,151,709	4%	3,759,188	6,485,833	-42%	206	218	-6%	BUCURESTI, SECTOR 2

## TELECOMMUNICATIONS EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	ERICSSON TELECOMMUNICATIONS ROMANIA SRL	962,623,760	857,388,058	12%	35,215,580	27,272,927	29%	2,603	2,719	-4%	BUCURESTI, SECTOR 2
2	ERICSSON ANTENNA TECHNOLOGY ROMANIA SRL	565,697,250	620,992,829	-9%	18,026,280	22,951,586	-21%	1,211	1,169	4%	TIMIS, TIMISOARA
3	NOKIA NETWORKS SRL	554,925,572	488,675,519	14%	14,134,525	30,596,455	-54%	2,022	1,934	5%	TIMIS, TIMISOARA
4	ELECTRONICS SUPORT DIVISION SRL	149,687,986	131,802,360	14%	10,350,549	7,020,938	47%	209	230	-9%	BUCURESTI, SECTOR 3
5	ARSIS TRADING SRL	139,117,920	136,398,057	2%	3,732,298	2,677,828	39%	614	648	-5%	BUCURESTI, SECTOR 6
6	ECCO GROUP DEVELOPMENT SRL	134,552,986	132,976,127	1%	1,604,568	1,322,052	21%	6	5	20%	BUCURESTI, SECTOR 2
7	ASGO TELECOM SRL	109,934,569	91,818,876	20%	10,693,021	10,531,584	2%	105	114	-8%	BUCURESTI, SECTOR 2
8	THALES DIS ROMANIA SRL	97,337,888	62,624,404	55%	3,585,142	3,009,762	19%	N/A	N/A	-	BUCURESTI, SECTOR 1
9	ROHDE & SCHWARZ TOPEX SA	95,172,794	90,648,191	5%	12,232,479	12,119,243	1%	254	241	5%	BUCURESTI, SECTOR 1
10	GENERAL SECURITY SRL	83,745,356	85,346,613	-2%	10,271,872	9,379,864	10%	123	119	3%	CLUJ, CLUJ-NAPOCA
11	COSMOS MOBILE SRL	80,163,830	113,123,240	-29%	3,979,993	1,351,890	194%	33	32	3%	BUCURESTI, SECTOR 1
12	ROBEST COM SRL	64,479,451	65,427,903	-1%	8,875,058	9,787,659	-9%	410	440	-7%	DOLJ, CARCEA
13	MONDO PLAST SRL	57,803,782	77,444,627	-25%	2,197,092	4,303,060	-49%	46	46	-	CARAS-SEVERIN, BOCSA
14	AVENIR TELECOM SA	56,588,428	33,990,048	66%	-621,938	-2,930,431	79%	14	65	-78%	BUCURESTI, SECTOR 1
15	ASTOB SRL	55,162,471	50,425,857	9%	752,737	908,460	-17%	25	24	4%	BACAU, BACAU
16	FELIX TELECOM SRL	51,375,022	41,760,717	23%	749,164	300,394	149%	53	56	-5%	BUCURESTI, SECTOR 2
17	MOBIUP DISTRIBUTION SRL	51,319,957	57,050,835	-10%	3,015,541	5,618,603	-46%	161	169	-5%	BUCURESTI, SECTOR 6
18	CELLULAR ONE SRL	51,179,298	52,244,648	-2%	3,902,026	3,501,567	11%	176	205	-14%	BRAILA, BRAILA



## OFFICE EQUIPMENT AND STATIONERY

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	AGRESSIONE GROUP SA	224,206,038	183,746,316	22%	36,267,815	19,121,110	90%	99	105	-6%	CLUJ, CLUJ-NAPOCA
2	RTC PROFFICE EXPERIENCE SA	178,361,742	145,107,337	23%	2,698,837	1,413,965	91%	175	175	-	BUCURESTI, SECTOR 6
3	3M ROMANIA SRL	175,413,380	149,669,714	17%	6,859,179	4,233,437	62%	53	63	-16%	BUCURESTI, SECTOR 1
4	KONICA MINOLTA BUSINESS SOLUTIONS ROMANIA SRL	165,303,920	145,538,588	14%	-5,267,658	12,868,267	-141%	169	166	2%	BUCURESTI, SECTOR 1
5	LECOM BIROTICA ARDEAL SRL	134,950,579	89,317,767	51%	13,451,520	3,950,145	241%	104	101	3%	CLUJ, CLUJ-NAPOCA
6	DACRIS IMPEX SRL	127,577,094	99,467,399	28%	3,955,290	2,514,895	57%	167	162	3%	ILFOV, OTOPENI
7	ROPECO BUCURESTI SRL	113,473,105	82,799,741	37%	16,519,045	13,443,974	23%	136	132	3%	ILFOV, CHIANA
8	XEROX (ROMANIA) ECHIPAMENTE SI SERVICII SA	102,134,213	84,247,490	21%	5,196,069	7,319,689	-29%	121	110	10%	BUCURESTI, SECTOR 2
9	ADACONI SRL	99,266,288	87,487,490	13%	18,013,883	13,859,348	30%	104	100	4%	HUNEDOARA, HATEG
10	B.N.BUSINESS SRL	89,199,561	67,619,568	32%	4,359,220	2,819,675	55%	151	138	9%	ARAD, ARAD
11	AUSTRAL TRADE SRL	84,127,196	69,598,320	21%	3,411,213	1,717,507	99%	113	105	8%	BUCURESTI, SECTOR 1

## SERVICES AND CONTACT CENTERS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	OMV PETROM GLOBAL SOLUTIONS SRL	665,958,689	569,415,096	17%	34,249,760	25,607,867	34%	835	829	1%	BUCURESTI, SECTOR 1
2	AMAZON DEVELOPMENT CENTER -ROMANIA SRL	616,776,705	555,296,164	11%	-2,736,287	24,685,136	-111%	4,234	3,216	32%	IASI, IASI
3	SOCIETE GENERALE GLOBAL SOLUTION CENTRE SA	599,369,850	521,833,205	15%	65,294,305	66,204,482	-1%	2,277	2,062	10%	BUCURESTI, SECTOR 6
4	ING HUBS B.V. AMSTERDAM - SUCURSALA BUCURESTI	558,952,762	432,352,541	29%	37,191,689	30,385,296	22%	1,292	1,089	19%	BUCURESTI, SECTOR 1
5	HP INC ROMANIA SRL	536,856,087	417,334,978	29%	35,332,699	22,415,393	58%	1,459	1,221	19%	BUCURESTI, SECTOR 2
6	DB GLOBAL TECHNOLOGY SRL	528,701,142	374,701,907	41%	44,010,314	31,811,618	38%	1,153	855	35%	BUCURESTI, SECTOR 2
7	BRITISH AMERICAN SHARED SERVICES -EUROPE SRL	485,977,170	471,948,704	3%	36,916,913	37,422,523	-1%	1,116	1,146	-3%	BUCURESTI, SECTOR 6
8	UNICREDIT S.P.A. MILANO SUCURSALA BUCURESTI	368,489,645	284,348,833	30%	16,810,009	11,551,018	46%	1,487	N/A	-	BUCURESTI, SECTOR 2
9	BOSCH SERVICE SOLUTIONS SRL	314,099,799	229,042,535	37%	15,163,933	13,161,613	15%	1,786	1,448	23%	TIMIS, TIMISOARA
10	GLOBAL E-BUSINESS OPERATIONS CENTRE SRL	244,013,616	220,191,737	11%	19,220,520	18,922,959	2%	909	923	-2%	BUCURESTI, SECTOR 2
11	ALLIANZ TECHNOLOGY SE MUNICHEN SUCURSALA BUCURESTI	213,022,075	141,646,917	50%	18,342,850	18,410,082	0%	962	698	38%	BUCURESTI, SECTOR 2
12	S 800 CUSTOMER SERVICE PROVIDER SRL	180,028,903	129,462,268	39%	3,197,724	1,808,471	77%	1,548	984	57%	BUCURESTI, SECTOR 5
13	DB SCHENKER GBS BUCHAREST SRL	151,161,427	131,951,785	15%	5,517,215	6,113,530	-10%	940	933	1%	BUCURESTI, SECTOR 2
14	MOLSON COORS GLOBAL BUSINESS SERVICES SRL	141,669,762	125,033,689	13%	7,296,346	6,885,880	6%	673	626	8%	BUCURESTI, SECTOR 6
15	DELOITTE SHARED SERVICES SRL	116,362,629	81,534,356	43%	5,704,561	4,648,800	23%	581	415	40%	BUCURESTI, SECTOR 2
16	E.ON BUSINESS SERVICES CLUJ SRL	115,503,822	100,634,057	15%	5,496,446	4,787,425	15%	592	552	7%	CLUJ, CLUJ-NAPOCA
17	ALSTOM GSS ROMANIA SRL	107,960,907	96,253,864	12%	5,877,743	4,421,854	33%	705	638	11%	CLUJ, CLUJ-NAPOCA
18	TOTALENERGIES GLOBAL SERVICES BUCHAREST SRL	106,150,432	76,589,074	39%	3,559,070	-783,365	554%	433	381	14%	BUCURESTI, SECTOR 1
19	WIPRO TECHNOLOGY SOLUTIONS SRL	105,268,752	119,526,176	-12%	4,280,950	22,125,267	-81%	353	436	-19%	BUCURESTI, SECTOR 2



# ENGINEERING AND CONTRACTORS

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## In this Chapter

Industrial Contractors; Engineering Consultants; Certification; Research;  
Engineering Design; Testing.

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**4398%**

*IS THE TURNOVER GROWTH RATE  
ACHIEVED BY VITESCO TECHNOLOGIES  
ENGINEERING ROMÂNIA, THE MARKET  
LEADER IN THE INDUSTRIAL  
CONTRACTORS INDUSTRY SECTOR IN 2022.*



## INDUSTRIAL CONTRACTORS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	VITESCO TECHNOLOGIES ENGINEERING ROMANIA SRL	1,041,553,321	23,157,744	4,398%	101,266,248	13,116,934	672%	1,879	1,900	-1%	TIMIS, TIMISOARA
2	ROMINSERV SRL	463,537,327	330,969,320	40%	22,664,637	-7,398,488	406%	543	564	-4%	BUCURESTI, SECTOR 1
3	IMSAT SA	383,346,725	299,617,594	28%	23,979,321	10,312,671	133%	772	838	-8%	BUCURESTI, SECTOR 6
4	ELSACO ELECTRONIC SRL	344,403,264	187,137,414	84%	27,268,721	10,646,070	156%	229	225	2%	BOTOSANI, BOTOSANI
5	TIAB SA	343,874,724	264,956,908	30%	23,697,586	15,623,064	52%	720	748	-4%	BUCURESTI, SECTOR 1
6	ENERGOMONTAJ SA	186,072,982	157,678,704	18%	2,691,349	261,695	928%	784	850	-8%	BUCURESTI, SECTOR 1
7	SIMTEL TEAM SRL	137,029,958	58,591,516	134%	13,266,249	7,036,068	89%	74	46	61%	BUCURESTI, SECTOR 6
8	HABAU SRL	114,743,338	107,980,338	6%	-26,378,931	-2,156,986	-1,123%	235	253	-7%	PRAHOVA, PLOIESTI
9	CLARKE ENERGY ROMANIA SA	110,287,680	49,802,300	121%	18,926,815	8,412,231	125%	34	33	3%	BUCURESTI, SECTOR 1
10	CRIOVEC SA	101,722,982	76,648,691	33%	3,067,034	2,630,420	17%	485	564	-14%	GALATI, GALATI
11	INSPET SA	92,869,273	322,831,609	-71%	-3,150,288	21,515,691	-115%	226	310	-27%	PRAHOVA, PLOIESTI
12	SUTECH SRL	88,036,968	72,125,795	22%	21,167,332	27,001,123	-22%	24	24	-	SIBIU, MEDIAS
13	TURBOENERGY POWER CHISINAU SUCURSALA TARGOVISTE	86,575,404	65,110,133	33%	10,994,631	3,023,158	264%	122	142	-14%	DAMBOVITA, TARGOVISTE
14	INDUSTRIAL MONTAJ SA	85,884,308	96,350,607	-11%	24,926,753	21,087,704	18%	219	224	-2%	PRAHOVA, PLOIESTI
15	KREMSMUELLER ROMANIA SRL	72,735,552	50,945,312	43%	-1,033,320	-3,002,383	66%	162	139	17%	PRAHOVA, PLOIESTI
16	KRAFTANLAGEN ROMANIA SRL	72,176,229	131,170,648	-45%	778,691	4,613,008	-83%	174	176	-1%	PRAHOVA, PLOIESTI
17	FIELD CORE SERVICE SOLUTIONS INTERNATIONAL LLC WILMINGTON SUCURSALA BUCURESTI	71,820,119	62,655,825	15%	747,757	1,838,666	-59%	117	134	-13%	BUCURESTI, SECTOR 2
18	S.U.C.T. SA	55,552,857	44,871,890	24%	1,898,120	1,922,370	-1%	191	205	-7%	SUCEAVA, SUCEAVA
19	MOLDOCOR SA	53,867,202	40,042,659	35%	3,969,087	1,276,783	211%	297	318	-7%	NEAMT, PIATRA NEAMT

## ENGINEERING CONSULTANTS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	RENAULT TECHNOLOGIE ROUMANIE SRL	952,051,983	817,418,056	16%	90,386,472	37,422,471	142%	1,818	1,961	-7%	BUCURESTI, SECTOR 6
2	SAIPEM ROMANIA SRL	578,329,392	356,875,904	62%	64,788,899	20,841,067	211%	182	216	-16%	PRAHOVA, ARICESTI RAHTIVANI
3	TAKENAKA EUROPE GMBH GERMANIA SUCURSALA ROMANIA	180,946,256	44,909,400	303%	42,249,452	8,588,654	392%	15	16	-6%	ILFOV, OTOPENI
4	PROSPECTIUNI SA	175,149,569	106,067,718	65%	10,359,577	-13,578,487	176%	613	433	42%	BUCURESTI, SECTOR 1
5	DOKIA CAPITAL SRL	173,133,417	137,637,110	26%	164,405,028	110,292,338	49%	20	20	-	BUCURESTI, SECTOR 1
6	MELSAM CONSTRUCTION SRL	148,954,705	130,555,487	14%	5,213,782	3,631,996	44%	50	50	-	BUCURESTI, SECTOR 1
7	GENERAL ELECTRIC GLOBAL SERVICES GMBH BADEN, SUCURSALA BUCURESTI	133,118,116	100,107,144	33%	10,679,145	3,817,054	180%	3	3	-	BUCURESTI, SECTOR 2
8	NIVAK TRADING RO SRL	123,442,049	31,356,153	294%	36,520,692	8,465,690	331%	3	3	-	BUCURESTI, SECTOR 5
9	DMT MARINE EQUIPMENT SA	122,108,040	86,461,316	41%	5,838,770	3,423,489	71%	253	230	10%	GALATI, COSTI
10	GARRETT MOTION INTERNATIONAL SERVICES SRL	121,440,560	112,221,373	8%	10,641,885	7,929,320	34%	427	413	3%	BUCURESTI, SECTOR 2
11	INTEC EU SPOLKA Z OGRANICZONA ODPOWIEDZIALNOSCIA C	112,704,447	N/A	-	-2,428,221	N/A	-	8	N/A	-	ARGES, PITESTI
12	AEDIFICIUM PROJEKTENTWICKLUNG SRL	112,622,089	71,135,392	58%	8,536,716	2,968,273	188%	102	99	3%	CLUJ, CLUJ-NAPOCA
13	BERTRANDT ENGINEERING TECHNOLOGIES ROMANIA SRL	109,682,406	71,767,759	53%	11,220,637	10,310,290	9%	645	N/A	-	SIBIU, SIBIU
14	ADREM INVEST SRL	108,003,627	110,910,534	-3%	7,837,607	-65,540,083	112%	565	554	2%	BUCURESTI, SECTOR 1
15	BLUE PROJECTS INDUSTRIES SRL	99,505,509	99,945,037	0%	10,968,527	17,264,142	-36%	88	68	29%	BRAILA, BRAILA
16	PORSCHE ENGINEERING ROMANIA SRL	91,248,192	61,447,210	48%	5,196,406	3,417,737	52%	299	239	25%	CLUJ, CLUJ-NAPOCA



## ENGINEERING CONSULTANTS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO.OF EMPLOYEES 2022	NO.OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
17	MICROCHIP TECHNOLOGY SRL	84,994,586	66,565,326	28%	15,409,412	5,952,482	159%	260	240	8%	BUCURESTI, BUCURESTI
18	VERTIV ROMANIA SRL	81,916,504	64,610,701	27%	7,103,634	1,180,149	502%	407	413	-1%	CLUJ, CLUJ-NAPOCA
19	PROCESS ENGINEERING SRL	73,544,497	61,441,697	20%	9,120,553	7,976,674	14%	83	71	17%	BUCURESTI, SECTOR 2
20	RAMBOLL SOUTH EAST EUROPE SRL	69,018,587	56,731,385	22%	3,747,853	1,290,380	190%	107	104	3%	BUCURESTI, SECTOR 3
21	SEGULA TECHNOLOGIES ROMANIA SRL	66,299,833	62,330,095	6%	584,487	727,029	-20%	473	520	-9%	BUCURESTI, SECTOR 1
22	ADURO IMPEX SRL	65,233,345	59,947,461	9%	3,000,705	6,997,786	-57%	72	43	67%	BUCURESTI, SECTOR 1
23	ANTISEL RO SRL	63,766,027	94,103,458	-32%	10,164,013	29,596,466	-66%	31	23	35%	BUCURESTI, SECTOR 2
24	ENEVO GROUP SRL	62,170,310	42,526,123	46%	2,865,815	1,511,691	90%	N/A	36	-	BUCURESTI, SECTOR 2
25	ARRK RESEARCH & DEVELOPMENT SRL	61,664,863	44,041,978	40%	1,505,141	1,208,049	25%	354	282	26%	CLUJ, CLUJ-NAPOCA
26	CONSITRANS SRL	60,965,121	32,380,421	88%	845,000	894,465	-6%	176	169	4%	BUCURESTI, SECTOR 1
27	AKKA ROMSERV SRL	60,464,628	52,080,845	16%	-442,644	16,169	-2,838%	425	388	10%	BUCURESTI, SECTOR 3
28	QUARTZ MATRIX SRL	60,058,673	53,328,204	13%	2,269,735	1,970,943	15%	81	95	-15%	IASI, IASI
29	TECHNYX EURO SERVICES SRL	59,384,788	46,012,141	29%	2,724,347	3,462,850	-21%	375	359	4%	BRASOV, BRASOV
30	EPTISA ROMANIA SRL	58,013,064	38,378,108	51%	8,284,614	3,170,078	161%	113	107	6%	BUCURESTI, SECTOR 3
31	ADREM ENGINEERING SRL	54,179,912	55,714,614	-3%	13,300,672	2,797,763	375%	6	57	-89%	BUCURESTI, SECTOR 1
32	RAPTRONIC PROCESS ENGINEERING SRL	53,942,298	64,222,986	-16%	5,607,167	9,222,797	-39%	66	56	18%	BRASOV, BRASOV
33	ARCADIS EXCELLENCE CENTER ROMANIA SA	50,759,402	46,996,712	8%	3,761,676	3,670,182	2%	308	291	6%	IASI, IASI

Companies without reported results for 2022: GENERAL ELECTRIC INTERNATIONAL INC.ONLINE WILMINGTON SUCURSALA ROMANIA

## CERTIFICATION

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	TUV AUSTRIA ROMANIA SRL	105,866,686	85,399,620	24%	8,781,365	7,135,548	23%	158	121	31%	BUCURESTI, SECTOR 6
2	BUREAU VERITAS SRL	48,487,661	43,016,053	13%	3,858,097	5,245,597	-26%	160	135	19%	BUCURESTI, SECTOR 3
3	SRAC CERT SRL	21,855,951	20,858,702	5%	5,195,015	5,899,344	-12%	80	77	4%	BUCURESTI, SECTOR 1
4	INTERTEK INDUSTRY SERVICES ROMANIA SRL	13,000,963	12,063,010	8%	1,263,066	1,909,416	-34%	5	10	-50%	BUCURESTI, SECTOR 5
5	TUV RHEINLAND ROMANIA SRL	11,432,248	10,574,263	8%	615,315	807,977	-24%	18	18	-	BUCURESTI, SECTOR 3
6	INTERTEK ATI SRL	8,539,392	7,527,184	13%	402,453	393,020	2%	27	30	-10%	BUCURESTI, SECTOR 5
7	CERTIND SA	7,855,586	6,950,935	13%	1,176,549	919,009	28%	34	35	-3%	BUCURESTI, SECTOR 1

Companies without reported results for 2022: LLOYD'S REGISTER (ROMANIA) SRL

## RESEARCH

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	PAREXEL INTERNATIONAL ROMANIA SRL	228,861,329	195,231,136	17%	13,411,862	22,302,997	-40%	667	588	13%	BUCURESTI, SECTOR 1
2	INSTITUTUL NATIONAL DE CERCETARE DEZVOLTARE PENTRU FIZICA SI INGINERIE NUCLEARA HORIA HULUBEI IFIN HH	199,471,622	176,820,245	13%	711,105	800,241	-11%	794	771	3%	ILFOV, ALUNISU
3	INSTITUTUL NATIONAL DE CERCETARE-DEZVOLTARE IN SILVICULTURA MARIN DRACEA	137,372,151	115,413,981	19%	3,194,098	5,484,858	-42%	808	785	3%	ILFOV, VOLUNTARI
4	OPERA CONTRACT RESEARCH ORGANIZATION SRL	130,133,734	38,424,070	239%	15,945,616	4,336,081	268%	32	22	45%	TIMIS, TIMISOARA
5	REGIA AUTONOMA TEHNOLOGII PENTRU ENERGIA NUCLEARA RATEN RA	127,396,244	113,018,539	13%	237,156	202,704	17%	753	760	-1%	ARGES, MIOVENI



## RESEARCH

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
6	INSTITUTUL NATIONAL DE CERCETARE-DEZVOLTARE AEROSPATIALA ELIE CARAFOLI I.N.C.A.S. BUCURESTI	92,697,854	89,414,699	4%	2,524,781	2,538,179	-1%	231	233	-1%	BUCURESTI, SECTOR 6
7	ASSIST SOFTWARE SRL	82,580,916	54,275,820	52%	24,318,879	18,671,183	30%	302	249	21%	SUCEAVA, SUCEAVA
8	INSTITUTUL NATIONAL DE CERCETARE-DEZVOLTARE TURBOMOTOARE COMOTI	75,653,555	97,830,823	-23%	481,486	1,390,795	-65%	339	331	2%	BUCURESTI, SECTOR 6
9	INSTITUTUL NATIONAL DE CERCETARE-DEZVOLTARE PENTRU TEHNOLOGII CRIOGENICE SI IZOTOPICE I.C.S.I. RAMNICU VALCEA	71,940,881	61,479,535	17%	775,147	859,580	-10%	242	243	-	VALCEA, RAMNICU VALCEA
10	INSTITUTUL NATIONAL DE CERCETARE DEZVOLTARE PENTRU FIZICA LASERILOR PLASMEI SI RADIATIEI INFLPR RA	54,174,692	47,978,954	13%	18,500	18,136	2%	323	330	-2%	ILFOV, MAGURELE

## ENGINEERING DESIGN

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	SIEMENS SRL	575,939,167	456,764,407	26%	44,315,094	28,685,719	54%	821	731	12%	BUCURESTI, SECTOR 6
2	SCHNEIDER ELECTRIC ROMANIA SRL	482,885,244	403,611,836	20%	43,443,746	16,241,430	167%	316	305	4%	BUCURESTI, SECTOR 2
3	HONEYWELL ROMANIA SRL	461,472,072	393,460,410	17%	35,111,825	34,177,016	3%	1,321	1,272	4%	BUCURESTI, SECTOR 2
4	EATON ELECTRIC SRL	156,132,949	140,041,057	11%	6,159,244	1,858,120	231%	63	64	-2%	BUCURESTI, SECTOR 1
5	LEGRAND ROMANIA SRL	148,199,514	134,447,452	10%	28,974,901	18,835,543	54%	47	45	4%	BUCURESTI, SECTOR 2
6	EMERSON PROCESS MANAGEMENT ROMANIA SRL	121,023,705	154,203,242	-22%	6,821,373	14,229,700	-52%	83	82	1%	BUCURESTI, SECTOR 2
7	HITACHI ENERGY ROMANIA SRL	61,046,478	35,721,644	71%	1,282,504	1,130,044	13%	30	31	-3%	BUCURESTI, SECTOR 2

## TESTING

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	REGISTRUL AUTO ROMAN RA	453,327,140	440,649,491	3%	139,713,309	146,685,498	-5%	1,669	1,669	-	BUCURESTI, SECTOR 1
2	EXPLEO ROMANIA SRL	179,450,395	123,830,492	45%	10,359,436	14,329,547	-28%	1,073	936	15%	BUCURESTI, SECTOR 6
3	GVS MICROFILTRAZIONE SRL	141,395,574	262,096,897	-46%	30,653,174	70,333,721	-56%	659	682	-3%	PRAHOVA, CIORANII DE SUS
4	COMPANIA NATIONALA PENTRU CONTROLUL CAZANELOR INSTALATIILOR DE RIDICAT SI RECIPIENTELOR SUB PRESIUNE (CNCIR) SA	101,222,362	85,325,346	19%	8,436,422	7,784,074	8%	530	497	7%	BUCURESTI, SECTOR 1
5	MOVEOS SRL	88,499,488	57,460,206	54%	6,174,644	5,412,248	14%	1,107	823	35%	GORJ, ROVINARI
6	SGS ROMANIA SA	88,055,172	78,788,517	12%	5,977,796	5,587,550	7%	449	424	6%	BUCURESTI, SECTOR 4
7	STADA HEMOFARM SRL	58,228,343	35,702,628	63%	964,603	73,497	1,212%	148	N/A	-	TIMIS, TIMISOARA
8	ROMPETROL QUALITY CONTROL SRL	47,025,033	34,558,531	36%	1,838,371	5,335,416	-66%	206	193	7%	CONSTANTA, NAVODARI
9	CONTROL-UNION ROMANIA SRL	45,450,804	44,751,111	2%	4,966,655	10,423,723	-52%	215	199	8%	CONSTANTA, CONSTANTA
10	TRIGO ROMANIA SA	43,142,271	38,339,274	13%	-856,434	325,521	-363%	421	480	-12%	TIMIS, TIMISOARA
11	DECOMAR LOGISTIC SRL	40,718,903	28,487,760	43%	53,404	1,448,923	-96%	468	409	14%	BUCURESTI, SECTOR 6
12	SFC ENERGY POWER SRL	39,404,518	43,086,749	-9%	1,974,952	3,517,426	-44%	70	56	25%	CLUJ, CLUJ-NAPOCA
13	NEW-METRIC SRL	37,280,584	29,552,209	26%	2,955,395	1,154,392	156%	129	120	8%	SIBIU, SIBIU
14	VIPOIL SRL	32,887,367	30,726,623	7%	2,971,477	2,870,588	4%	30	36	-17%	IASI, IASI





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# CONSTRUCTIONS



## In this Chapter

Civil and Industrial Buildings Contractors; Hydro, Waterway and Water Supply; Transport Infrastructure Contractors; Land and Tunnelling Contractors; Renovation and Interior Design; Demolition Contractors; Power & Telecommunications Lines Contractors; Electrical Installation Contractors; Gas, Water, Plumbing, HVAC Contractors; Architects; Ceramic Products for the Building Industry; Metal Products for the Building Industry; Cement, Concrete and Plaster; HVAC and Refrigeration Equipment; Building Machinery and Equipment; Plastic Products for the Building Industry; Trade, Building Materials.

# 95%

*LESS ENERGY THAN IN CASE OF PRIMARY PRODUCTION METHODS IS NECESSARY FOR CONSTRUCTION MATERIALS IF RECYCLED ALUMINIUM IS USED.*







## Interview

# LEADING WITH PURPOSE: ALUMIL'S VISION FOR SUSTAINABLE GROWTH AND INNOVATION

**MARIUS IONIȚĂ**, CEO, Alumil România

**1.** The global economy is projected to further slowdown in 2023. Many companies brace for near-term resilience amid persistent challenges. What are the main achievements of Alumil in 2023? What strategies helped you outperform?

The global economy has faced significant challenges in 2023 and is projected to further slowdown in 2024. Against this backdrop, Alumil's standout achievement has been the increase in our turnover, which, according to the latest reporting, has surpassed our budgeted figures for 2023. The strategies that have underpinned our success revolve around a dual focus: empowering our people and delivering results. The organizational transformation process began about five years ago and is built on our culture to enhance employee experience. This transformation coincidentally aligns with a period of five years of consistent growth in our turnover and company profitability. This synchronicity showcases the tangible link between our commitment to creating meaningful experiences for our employees and the company's financial performance. For us, this is a long-term strategy rooted in the

understanding that the foundation of success lies in having an engaged, motivated, and confident team.

**2.** Considering the challenges in office building projects in 2023, what measures did Alumil take to adjust its product portfolio and strategy? What are the strategic growth objectives for 2024?

The diversification of our product range has been a cornerstone of our 25 years of success in the Romanian market. Although the office buildings sector experienced a downturn in 2023, our systems range effectively supported projects in premium private residential buildings and the public sector. Together with our continuous striving to offer our clients the best technical, operational and financial solutions, we managed to consolidate our leading position in the aluminium systems market. As we look ahead to 2024, our strategic growth objectives remain aligned with these segments, with an increased emphasis on our Outdoor systems introduced in the market in recent years, particularly bioclimatic pergolas, railings, fences, and gates.



Last year, we established the regional HUBs in Cluj and Iasi, and they are already contributing to better results in their regions. Also, the opening of the second showroom in Cluj-Napoca the same year is meant to bring closer our products to our customers. Our showrooms offer visitors the experience of a detailed tour carried out by an Alumil well-trained consultant.

This year, we have completed and launched the regional HUB in Slatina, meant to improve our service to customers in the southeast part of Romania. For us, the city of Slatina represents the company's starting point in Romania, and the new HUB serves as a tangible statement of our commitment and continuity, representing an essential logistic point and a meeting and collaboration place for industry professionals from the Oltenia region. With a diverse range of solutions and a dedicated area for meetings and idea-sharing, the newly established space holds the potential to evolve into a vital center for the development of the company in the region.

### 3. How do the new changes in the fiscal regulations influence your business?

While the new fiscal regulations don't have a significant direct impact on our operations, we recognize that they indirectly affect us since we're part of a larger economic ecosystem. Ideally, a stable environment is conducive to business, but we should always be prepared for changes and challenges that come our way. The pandemic period served

as proof of our adaptability and resilience. At Alumil, we're equipped to navigate uncertainties, including potential political and fiscal changes. Our strength lies in our team - we trust in each other's abilities to collaborate efficiently, and therefore, we can overcome any challenges that come our way.

### 4. Employee engagement and talent retention are crucial. What steps has Alumil taken in creating workplace experiences that truly put people at the center of all actions?

First and foremost, it's essential to have an authentic organizational culture where the individual truly stands at the center of all actions. Investing in our employees' happiness is our primary goal. We envision a workplace where our colleagues feel valued, motivated, and supported at every step of their journey within the company. Open communication is crucial, and at Alumil, we've fostered an environment of psychological safety and freedom where every voice, regardless of hierarchy, is heard. By understanding what motivates our colleagues and their aspirations, we can offer a tailored experience to each one. Our experiences are diverse. For instance, could you imagine that the first day at a new job could involve climbing Moldoveanu, Romania's highest peak? That was the first workday for one of our colleagues. This expedition also fulfilled a lifelong dream for another mountain enthusiast in our team, while for another colleague, it marked his retirement. None of the participants had previous experience in climbing high-altitude mountains. The challenging and beautiful day on the mountain united us in a collective effort that transcended individual boundaries. I often wonder: which of the participants will ever forget that day? That was three years ago and now this type of activity has become a tradition; this year, we climbed with the team to Ciucas Peak and Ciuha Mare Peak in the Cozia massif. One could ask: after climbing the highest peak in Romania, what would be the motivation to climb other mountains? The question is very similar to: after being a market leader for 25 years in Romania, what would be our motivation to keep running and maintaining







*At Alumil, every challenge is an opportunity, and every innovation is a step forward.*

that position? The answer lies in the joy of sharing successes, either big or small, with others - colleagues, customers, and partners. We are blessed to pursue this joy, which is embedded in our mission: to improve people's lives by enhancing the performance of their buildings in a sustainable way.

**5.** Alumil is one of the few companies in the world that received the prestigious "OK Recycled" certification from TUV AUSTRIA. How does this trend provide new opportunities for Alumil's products, particularly in the context of its long-term aspiration?

The benefits of aluminium recycling are undeniably impressive, as production with recycled materials requires 95% less energy than primary production methods. Moreover, increasing the recycled content during the production of aluminium systems allows us to create products with a substantially reduced environmental impact in terms of carbon emissions.

The "OK Recycled" certification represents more than just the culmination of our sustainable practices but also serves as concrete evidence of our unwavering commitment to a more eco-friendly future. Our dedication, transparency, and consistency in everything we do embody this engagement.

In today's world, environmental concerns have taken center stage, and the energy crisis impacts us all. At our company, we recognize the urgency of these issues and aim to make a meaningful impact by offering advanced architectural aluminium systems that are created with a strong sense of having a minimal ecological impact, are distinguished for their exceptional thermal insulation performance, contribute to substantial energy savings, with a reduction of up to 50% in monthly heating and cooling costs, all while promoting environmental responsibility. We are progressing towards the development of high-quality products that seamlessly blend innovation and sustainable development, as at Alumil, every challenge is an opportunity, and every innovation – is a step forward. Our involvement in landmark, LEED-certified projects worldwide demonstrates that we consistently stay ahead of the curve, securing all the essential certifications to showcase

that our systems are highly efficient and, most importantly, environmentally friendly.

**6.** What are Alumil's key objectives and plans for the next three years, and how do they align with your long-term strategic vision?

At the core of Alumil's vision lies our commitment to being a leading force in developing and producing aluminium systems for architectural applications. Over the following years, anchored in this vision, our objectives revolve around maintaining our market leadership in producing and selling aluminium profiles in Romania. This leadership entails a dual focus: introducing innovative, internationally certified products and enhancing our commercial network performance.

Digital transformation remains a cornerstone of our strategy. Platforms like My Alumil, launched last year, embody this digital pivot. It provides our partners with an automated, streamlined process for order placements, stock verifications, and staying updated with our latest technical system advancements. Further exemplifying our dedication to our partners is our recent loyalty initiative called 'Alumilia'. This program serves as a gesture of appreciation, celebrating and rewarding the unwavering trust our partners place in us. The first edition ended in June 2023 and exceeded our expectations, marking a real success. Therefore, we launched the second edition in October 2023, which is designed to extend over a span of twelve months. Our commitment to nurturing and strengthening our partnerships remains steady, and this extended program is proof of our dedication to recognizing and rewarding the invaluable relationships we share with our partners.

Diversification is another strategic pillar. Beyond our continuous innovation in aluminium architectural profiles, we have expanded our product range, encapsulating outdoor systems such as pergolas, railings, and gates, as well as interior doors and decorative panels. Our aim is to increase our market presence across these segments. On an international scale, Alumil Romania resonates with the overarching vision of our Group, and we aspire to sustain our leadership in Southeastern Europe and



explore avenues in new markets. For example, we are already cooperating and supporting Alumil Ukraine, with the intent to prepare operationally for future exports of our production to Ukraine as soon as, hopefully, the war ends.

Enhancing customer service quality, assuring prompt order deliveries, and reducing lead times are areas we're keenly focusing on. Our investment in state-of-the-art equipment at our Filipești de Pădure facility exemplifies this commitment. Further amplifying our distribution capabilities, we're pioneering the concept of regional Hubs, designed to provide increased regional adaptability and ensure our partners receive improved service.

## 7. Could you elaborate on Alumil's approach to innovation and digital transformation? How do you see the impact of technological advancements, especially in AI and automation, on Alumil's operations and product offerings?

Digital transformation and technological advancements have been pivotal for Alumil. We have always believed in the power of innovation, and this belief has guided our efforts in embracing new technologies. One of our significant strides has been the development of new products with high insulation characteristics. But beyond product development, we've also integrated digital solutions into our operations. Besides the already mentioned My Alumil platform, we've been implementing a series of automation using RPA technology in the Operations and Commercial division in the last 3 years. These are prime examples of our commitment to leveraging technology for operational efficiency. Operational tasks that were once time-consuming are now automated, leading to increased efficiency and accuracy. Our focus is to create an improvement and automation culture to have all our colleagues involved and contribute to the transformation of our company. Having already a dedicated team to process improvements and automation, we are currently exploring the potential of integrating Artificial Intelligence through what is known as 'Intelligent automation.' This integration is expected to optimise our processes and transform how we operate

and serve our clients in the following years.

## 8. What do you see as the emerging trends in your industry, and how is Alumil positioning itself to capitalize on them?

The industry is witnessing several emerging trends, with a significant focus on ESG (Environmental, Social, and Governance) principles and environmentally friendly operations and products. Another trend rapidly gaining traction is the 'future of work,' which revolves around integrating AI and automation. At Alumil, we're proactive in aligning our strategies with these trends. Our efforts towards introducing sustainable and environmentally friendly products are a testament to our commitment to ESG principles. Furthermore, as previously mentioned, we're deeply invested in exploring the capabilities of AI and automation to redefine our operational efficiency and enhance our product offerings.

## 9. What message would you like to send to underline the power of transformational leadership in a world of increasing pressure, constant change and untapped business opportunities?

Alumil's approach to ensuring long-term growth and sustainability is three-fold. Firstly, we emphasize building solid teams. Our belief is that a cohesive, skilled and motivated team is the foundation of any successful enterprise. This is also evident from our emphasis on mentoring the younger generation, ensuring they are equipped to lead business and society in the coming years. Secondly, our focus is on employee happiness. We believe in creating a work environment where our employees are working to be happy and truly happy to work.

This approach is entangled with our belief in the strong correlation between employee satisfaction and organizational success. Lastly, our focus on results is unwavering. We're continuously exploring new technological avenues, like AI and automation, to optimize our processes and enhance our offerings. These efforts position us at the forefront of industry innovations and ensure our growth trajectory remains upward.



*The foundation of success lies in having an engaged, motivated, and confident team.*



## CIVIL AND INDUSTRIAL BUILDINGS CONTRACTORS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	PORR CONSTRUCT SRL	1,251,719,899	736,419,926	70%	-4,616,564	22,101,948	-121%	1,133	899	26%	BUCURESTI, SECTOR 2
2	CONSTRUCTII ERBASU SA	1,009,085,795	654,237,275	54%	72,385,705	39,391,009	84%	865	834	4%	BUCURESTI, SECTOR 6
3	STRABAG SRL	919,310,107	956,509,449	-4%	4,963,942	51,102,982	-90%	1,214	1,145	6%	BUCURESTI, SECTOR 5
4	CON-A OPERATIONS SRL	573,359,937	436,930,425	31%	31,241,191	19,732,064	58%	542	573	-5%	SIBIU, BUNGARD
5	BOG `ART SRL	538,393,534	576,210,506	-7%	26,745,762	20,555,891	30%	374	385	-3%	BUCURESTI, SECTOR 1
6	CONCELEX SRL	526,982,654	311,740,290	69%	65,881,371	14,380,691	358%	678	566	20%	BUCURESTI, SECTOR 1
7	P.A.B. ROMANIA SRL	460,847,399	195,533,644	136%	25,623,839	3,436,235	646%	427	431	-1%	ARAD, ARAD
8	AKTOR SOCIETATE TEHNICA ANONIMA -AKTOR SA GRECIA SUCURSALA BUCURESTI	456,561,662	500,350,513	-9%	-255,196,942	-186,431,458	-37%	527	554	-5%	BUCURESTI, SECTOR 1
9	BTDCONSTRUCT & AMBIENT SRL	445,290,303	304,223,918	46%	15,850,187	13,059,695	21%	134	103	30%	BUCURESTI, SECTOR 1
10	NESS PROIECT EUROPE SRL	370,119,651	220,732,229	68%	13,910,596	12,269,527	13%	379	179	112%	PRAHOVA, PLOIESTI
11	DANLIN XXL SRL	331,458,583	219,976,933	51%	69,234,595	50,199,393	38%	323	303	7%	NEAMT, SECUIENI
12	WINCON SRL	314,894,939	157,851,573	99%	10,789,329	283,624	3,704%	197	192	3%	CLUJ, CLUJ-NAPOCA
13	PROJECT1 GENERAL CONTRACTING SRL	310,019,445	86,689,431	258%	67,125,644	6,683,691	904%	44	44	-	BUCURESTI, SECTOR 1
14	SAGEX CONSTRUCT SRL	308,989,138	273,100,529	13%	26,744,862	12,130,743	120%	94	84	12%	BUCURESTI, SECTOR 2
15	PRIME KAPITAL DEVELOPMENT SRL	299,389,931	176,844,411	69%	19,964,132	12,748,181	57%	371	260	43%	BUCURESTI, SECTOR 2
16	RASIROM RA	288,221,650	197,164,262	46%	13,411,672	9,921,411	35%	229	188	22%	BUCURESTI, SECTOR 2
17	BUILD CORP SRL	254,777,999	241,263,879	6%	13,172,673	10,211,388	29%	91	72	26%	IASI, IASI
18	CONCRET CONSTRUCT A.G. SRL	248,404,469	213,200,751	17%	3,561,259	2,848,082	25%	283	291	-3%	SUCEAVA, GURA HUMORULUI
19	MITHRAS BUILD SRL	240,848,582	220,101,760	9%	7,487,840	7,052,400	6%	231	161	43%	NEAMT, ROMAN
20	SIMION TEHNOCONSTRUCT SRL	237,609,725	86,784,990	174%	21,243,243	2,929,159	625%	74	57	30%	BOTOSANI, AGAFTON
21	CORNELL `S FLOOR SRL	230,229,111	177,294,512	30%	10,971,794	10,245,416	7%	205	171	20%	BOTOSANI, ROMA
22	ACI CLUJ SA	222,553,013	112,569,369	98%	9,949,882	1,017,934	877%	273	260	5%	CLUJ, CLUJ-NAPOCA
23	DRUM CONCEPT SRL	214,974,744	101,075,993	113%	19,670,931	11,222,674	75%	N/A	61	-	BUCURESTI, SECTOR 3
24	CON-A SRL	209,522,175	442,140,023	-53%	9,843,453	16,104,944	-39%	18	17	6%	SIBIU, SELIMBAR
25	CONEST SA	200,771,052	174,453,774	15%	6,313,578	13,858,970	-54%	417	428	-3%	IASI, IASI

## HYDRO, WATERWAY AND WATER SUPPLY

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	CIS GAZ SA	349,824,946	413,282,160	-15%	20,910,061	17,329,850	21%	104	146	-29%	MURES, SANTANA DE MURES
2	HIDROCONSTRUCTIA SA	247,997,058	372,484,401	-33%	-266,941,336	-217,956,575	-22%	1,217	1,691	-28%	BUCURESTI, SECTOR 1
3	VAN OORD DREDGING AND MARINE CONSTRUCTORS B.V.	230,891,227	76,769,985	201%	62,122,106	-58,312,549	207%	33	31	6%	CONSTANTA, CONSTANTA
4	ERBASU TOTAL CONSTRUCT SA	169,270,587	60,468,927	180%	6,492,577	1,579,125	311%	190	164	16%	BUCURESTI, SECTOR 6
5	TERRATEST GEOTEHNIC SA	147,723,588	55,659,888	165%	4,717,571	-286,468	1,747%	100	70	43%	BUCURESTI, SECTOR 1
6	SOCOT SA	132,567,635	74,655,425	78%	11,921,603	5,824,148	105%	147	142	4%	MURES, TARGU MURES
7	OCSA CONSTRUCTII SI INFRASTRUCTURA SRL	129,966,952	46,348,794	180%	31,930,386	9,279,395	244%	42	34	24%	BUCURESTI, SECTOR 1
8	EUSKADI SRL	109,270,969	106,316,828	3%	16,114,033	18,493,239	-13%	48	31	55%	TIMIS, TIMISOARA
9	AQUA SERV SRL	106,540,469	78,128,373	36%	26,849,578	4,094,882	556%	73	61	20%	CLUJ, CLUJ-NAPOCA

Companies without reported results for 2022: LUDWIG PFEIFFER SRL



## TRANSPORT INFRASTRUCTURE CONTRACTORS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	SPEDITION UMB SRL	2,138,016,711	1,327,909,185	61%	166,317,693	36,715,120	353%	46	42	10%	BACAU, BACAU
2	COMPANIA NATIONALA DE ADMINISTRARE A INFRASTRUCTURII RUTIERE SA	1,793,693,456	1,684,209,790	7%	48,038,808	60,408,079	-20%	6,698	6,630	1%	BUCURESTI, SECTOR 1
3	TEHNOSTRIDE SRL	1,705,908,515	1,220,240,365	40%	153,806,406	144,271,213	7%	3,423	2,259	52%	BACAU, ADJUD
4	SA & PE CONSTRUCT SRL	1,601,549,705	1,005,168,514	59%	15,016,496	8,983,726	67%	3	14	-79%	BACAU, BACAU
5	WEBUILD SPA MILANO SUCURSALA ROMANIA BUCURESTI	1,556,566,870	1,307,472,948	19%	24,095,199	43,908,965	-45%	798	742	8%	BUCURESTI, SECTOR 1
6	ALSIM ALARKO SANAYI TESISLERI VE TICARET ANONIM SIRKETI ISTANBUL - SUCURSALA BUCURESTI	771,572,331	394,044,011	96%	10,611,881	122,892,375	-91%	237	132	80%	BUCURESTI, SECTOR 6
7	FCC CONSTRUCCION SA BARCELONA SUCURSALA BUCURESTI	552,896,661	752,493,173	-27%	-69,640,973	20,343,888	-442%	285	N/A	-	BUCURESTI, SECTOR 1
8	ANTREPRIZA DE REPARATII SI LUCRARI A R L CLUJ SA	402,986,730	287,084,232	40%	101,559,782	31,519,736	222%	269	272	-1%	CLUJ, CLUJ-NAPOCA
9	TANCRAD SRL	363,708,345	290,062,958	25%	11,483,015	7,377,823	56%	840	911	-8%	GALATI, GALATI
10	ANTREPRIZA DE CONSTRUCTII DRUMURI SI AUTOSTRAZI SRL	298,599,301	188,791,565	58%	1,062,279	1,789,268	-41%	148	214	-31%	NEAMT, SLOBOZIA
11	AUTOTEHNOROM SRL	270,023,071	178,471,783	51%	7,468,609	7,107,064	5%	430	405	6%	SUCEAVA, SFANTU ILIE
12	NUROL INSAAT VE TICARET AS MASLAK SUC BUCURESTI	265,118,856	31,781,750	734%	-8,751,831	-5,820,796	-50%	142	35	306%	BUCURESTI, SECTOR 3
13	IBB-HIB ROMANIA SRL	232,620,882	193,183,897	20%	4,698,038	36,039,953	-87%	260	659	-61%	ILFOV, PANTELIMON
14	OYL COMPANY HOLDING AG SRL	229,115,508	193,587,971	18%	5,699,596	4,910,688	16%	543	558	-3%	IALOMITA, SLOBOZIA
15	ITINERA SA TORTONA SUCURSALA BUCURESTI	227,792,787	147,027,998	55%	-13,923,813	-50,186,536	72%	43	N/A	-	BUCURESTI, SECTOR 4
16	GEIGER TRANSILVANIA SRL	224,427,214	236,197,555	-5%	28,801,624	20,744,381	39%	426	434	-2%	MURES, CRISTESTI
17	VIAROM CONSTRUCT SRL	210,030,302	187,596,724	12%	4,628,337	6,822,717	-32%	267	262	2%	BUCURESTI, SECTOR 2

## LAND AND TUNNELLING CONTRACTORS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	ARCADA COMPANY SA	533,128,948	328,886,211	62%	105,573,482	81,778,660	29%	770	696	11%	GALATI, GALATI
2	DAF TRANS 2000 SRL	81,956,903	88,922,409	-8%	2,428,023	6,573,661	-63%	138	120	15%	CONSTANTA, CONSTANTA
3	STEF INVEST SRL	80,717,963	75,096,490	7%	2,608,585	2,448,208	7%	35	40	-13%	IASI, IASI
4	I R I G C INTREPRINDEREA DE REPARATII SI INSTALATII GAZE SI CONSTRUCTII IMPEX SRL	64,981,432	129,162,443	-50%	16,716,065	62,058,367	-73%	248	268	-7%	BUCURESTI, SECTOR 1
5	KEYBOARD SRL	51,780,010	31,503,422	64%	6,377,686	3,944,627	62%	62	42	48%	BUZAU, RAMNICU SARAT

Companies without reported results for 2022: IHI INFRASTRUCTURE SYSTEMS CO. LTD. OSAKA SUCURSALA BUCURESTI

## RENOVATION AND INTERIOR DESIGN

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	DELTA STUDIO SRL	114,477,293	98,466,604	16%	2,247,250	2,073,696	8%	150	116	29%	BUCURESTI, SECTOR 5
2	HIDRO TOP CONSTRUCT SRL	88,032,516	77,728,762	13%	4,164,364	6,029,243	-31%	96	90	7%	BUCURESTI, SECTOR 5
3	WEMAT GLOBAL SRL	77,744,079	68,769,242	13%	2,405,239	2,771,612	-13%	62	54	15%	BUCURESTI, SECTOR 2
4	MULTIPLAND SRL	49,447,055	50,958,464	-3%	5,252,200	3,632,177	45%	141	148	-5%	HARGHITA, ODORHEU SECUIESC



## DEMOLITION CONTRACTORS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	GENERAL TRUST ARGES SRL	197,548,830	130,346,531	52%	17,940,195	9,533,909	88%	438	415	6%	ARGES, PITESTI
2	VIR CO INDUSTRY SRL	93,385,390	71,250,077	31%	4,610,982	3,555,289	30%	6	5	20%	PRAHOVA, ARVA
3	IMEX MET COLECT DESEURI SRL	72,186,231	42,997,296	68%	8,974,332	6,626,624	35%	20	10	100%	GALATI, BRANISTEA
4	APOLODOR COM IMPEX SRL	60,608,884	54,310,370	12%	-9,843,843	-6,785,608	-45%	164	169	-3%	BUCURESTI, SECTOR 3
5	BS RECYCLING SRL	58,577,177	50,822,456	15%	3,484,972	2,305,776	51%	64	45	42%	CLUJ, CLUJ-NAPOCA

## POWER & TELECOMMUNICATIONS LINES CONTRACTORS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	ELECTRIFICARE C.F.R. SA	824,394,184	524,882,740	57%	7,428,324	-22,193,875	133%	592	2,280	-74%	BUCURESTI, SECTOR 1
2	ELECTROGRUP SA	519,168,441	272,979,068	90%	47,870,503	20,154,731	138%	401	356	13%	CLUJ, CLUJ-NAPOCA
3	ELECTROMONTAJ SA	441,853,688	355,672,040	24%	16,709,759	27,653,170	-40%	1,033	1,013	2%	BUCURESTI, SECTOR 4
4	DIGI INFRASTRUCTURA SRL	369,940,259	340,189,632	9%	20,481,532	20,591,512	-1%	4,219	3,896	8%	BUCURESTI, SECTOR 5
5	SOCIETATEA DE SERVICII HIDROENERGETICE HIDROSERV SA	180,847,669	170,312,046	6%	16,461,957	22,857,834	-28%	1,103	1,087	1%	BUCURESTI, SECTOR 2
6	SOCIETATEA FILIALA DE INTRETINERE SI SERVICII ENERGETICE ELECTRICA SERV SA	142,756,099	162,792,614	-12%	2,797,161	-8,798,818	132%	544	621	-12%	BUCURESTI, SECTOR 1
7	RONI CIVIL INTERROUTE SRL	105,805,314	77,540,841	36%	4,697,546	4,527,386	4%	75	39	92%	PRAHOVA, BAICOI
8	SOCIETATEA PENTRU SERVICII DE MENTENANTA A REZELEI ELECTRICE DE TRANSPORT SMART SA	102,935,156	92,608,103	11%	9,122,647	1,289,184	608%	605	601	1%	BUCURESTI, SECTOR 1

## ELECTRICAL INSTALLATION CONTRACTORS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	GENERAL ME.EL ELECTIC SRL	119,752,905	63,502,571	89%	7,352,496	5,150,261	43%	182	131	39%	PRAHOVA, BAICOI
2	ELEKTRA INVEST SRL	114,362,850	69,159,341	65%	25,951,545	8,618,772	201%	85	76	12%	BUCURESTI, SECTOR 3
3	BIT INVEST SRL	82,655,954	225,621,647	-63%	2,559,766	7,619,579	-66%	198	174	14%	DAMBOVITA, TARGOVISTE
4	VALORIS SRL	76,703,479	46,836,473	64%	3,486,790	1,370,547	154%	55	58	-5%	VALCEA, RAMNICU VALCEA
5	TEMA ENERGY SA	63,796,465	43,166,167	48%	9,456,485	4,844,735	95%	55	49	12%	BUCURESTI, SECTOR 2
6	TITANIC GRUP SRL	62,133,724	53,548,348	16%	13,427,894	6,381,424	110%	122	126	-3%	ARGES, PITESTI
7	ELECTRA M&E ROMANIA SRL	61,745,320	76,122,744	-19%	-6,624,852	-9,666,769	31%	30	31	-3%	BUCURESTI, SECTOR 5
8	AVITECH CO. SRL	61,630,626	50,000,860	23%	2,613,709	1,982,240	32%	179	181	-1%	ILFOV, VOLUNTARI
9	ELECTROCONS GROUP PROIECT INTL SRL	59,104,710	40,165,014	47%	1,443,321	3,225,091	-55%	77	66	17%	BUCURESTI, SECTOR 3
10	BK TECHNIK SRL	57,894,229	52,596,484	10%	1,419,698	1,906,793	-26%	160	150	7%	BUCURESTI, SECTOR 1
11	CONS ELECTRIFICAREA INSTAL SRL	54,784,633	37,291,317	47%	7,275,150	2,458,522	196%	124	116	7%	TIMIS, TIMISOARA
12	REINVENT ENERGY SRL	54,647,155	48,700,469	12%	1,520,011	1,445,849	5%	90	109	-17%	BUCURESTI, SECTOR 3
13	ELECTROCENTER DUE SRL	51,481,327	70,298,947	-27%	4,120,757	3,885,525	6%	65	68	-4%	MARAMURES, BAIA MARE
14	SPOTING SA	51,318,139	53,290,044	-4%	5,629,587	4,954,059	14%	241	250	-4%	PRAHOVA, STREINICU



## GAS, WATER, PLUMBING, HVAC CONTRACTORS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	ACVATOT SRL	288,676,721	222,394,760	30%	11,447,304	7,679,139	49%	476	452	5%	BUCURESTI, SECTOR 2
2	DAS SRL	209,189,900	159,193,044	31%	18,107,757	12,132,600	49%	216	219	-1%	IASI, IASI
3	CONI SRL	186,944,285	110,842,128	69%	40,382,430	17,548,581	130%	387	369	5%	PRAHOVA, COCORASTII GRIND
4	FRIGOTEHNICA SA	177,603,484	152,099,433	17%	4,593,379	9,205,807	-50%	154	130	18%	BUCURESTI, SECTOR 2
5	R.C.T.I. COMPANY SRL	163,509,419	93,411,809	75%	5,037,700	3,561,638	41%	112	118	-5%	BRASOV, BRASOV
6	SICOR SRL	146,626,082	108,438,440	35%	7,127,347	4,215,861	69%	123	115	7%	BUCURESTI, SECTOR 3
7	PYRONOVA IS ROMANIA SRL	141,683,977	101,569,444	39%	25,182,822	7,362,792	242%	135	124	9%	CLUJ, CLUJ-NAPOCA
8	AVI PROD GRUP SRL	121,904,173	50,233,724	143%	21,757,980	10,813,717	101%	183	163	12%	BUCURESTI, SECTOR 2
9	BMF TOTAL SERV SRL	114,722,552	86,352,864	33%	8,445,953	8,431,486	0%	15	18	-17%	BUCURESTI, SECTOR 3
10	CON-A PRODUCTIONS SRL	105,460,103	96,927,805	9%	1,619,358	1,352,072	20%	234	246	-5%	SIBIU, SELIMBAR
11	IGNA INSTAL SRL	102,435,510	70,486,747	45%	9,381,280	6,603,358	42%	110	110	-	BUCURESTI, SECTOR 2
12	FLEXIK AUTOMATION SRL	101,061,027	85,999,818	18%	20,754,083	9,521,850	118%	235	238	-1%	TIMIS, TIMISOARA

## ARCHITECTS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	UBITECH CONSTRUCTII SRL	257,058,484	118,524,158	117%	23,253,286	10,444,021	123%	75	51	47%	BUCURESTI, SECTOR 3
2	CONCRETE & DESIGN SOLUTIONS SRL	82,878,459	41,315,084	101%	35,785,315	18,011,514	99%	74	64	16%	BUCURESTI, SECTOR 1
3	SNC LAVALIN ROMANIA SA	39,954,411	29,025,567	38%	3,491,777	875,952	299%	286	242	18%	BUCURESTI, SECTOR 2
4	BL STUDIO ASSOCIATES SRL	39,369,677	33,834,920	16%	-2,182,826	199,259	-1,195%	25	24	4%	BUCURESTI, SECTOR 1
5	IULIUS REAL ESTATE SRL	28,049,126	18,631,304	51%	28,885,904	12,336,052	134%	24	23	4%	IASI, IASI
6	OVI ARCHITECTURE & ENGINEERING SRL	26,476,158	21,999,641	20%	1,090,432	6,590,126	-83%	30	38	-21%	BUCURESTI, SECTOR 3
7	WSP ROMANIA ENGINEERING SRL	24,691,344	27,633,401	-11%	-1,001,127	2,102,387	-148%	114	132	-14%	BUCURESTI, SECTOR 4
8	RADIAL PROD COM DESIGN SRL	21,319,317	15,285,544	39%	872,112	369,830	136%	58	43	35%	BUCURESTI, SECTOR 1
9	VITALIS CONSULTING SRL	20,087,905	16,131,448	25%	4,793,509	3,984,439	20%	31	28	11%	BUCURESTI, SECTOR 1
10	K-BOX CONSTRUCTION DESIGN SRL	19,051,213	19,378,017	-	471,117	678,182	-31%	68	57	19%	BUCURESTI, SECTOR 1

## CERAMIC PRODUCTS FOR THE BUILDING INDUSTRY

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	WIENERBERGER SRL	398,839,945	317,923,443	25%	94,209,757	75,928,841	24%	332	N/A	-	BUCURESTI, SECTOR 1
2	SOCERAM SA	355,185,621	245,876,375	44%	50,644,976	37,290,218	36%	446	445	-	PRAHOVA, CAMPINA
3	BRIKSTON CONSTRUCTION SOLUTIONS SA	302,464,885	259,113,398	17%	99,291,426	70,117,384	42%	398	431	-8%	IASI, IASI
4	MONDIAL SA	296,268,983	247,327,323	20%	22,748,855	16,114,941	41%	746	733	2%	TIMIS, LUGOJ
5	CEMACON SA	224,234,662	179,327,306	25%	77,963,003	58,880,006	32%	286	256	12%	SALAJ, CLUJ-NAPOCA
6	SANEX SA	215,471,804	171,643,470	26%	8,880,989	3,574,459	148%	428	439	-3%	CLUJ, CLUJ-NAPOCA
7	CERSANIT ROMANIA SA	205,859,072	203,538,112	1%	-8,734,965	-798,268	-994%	598	657	-9%	NEAMT, ROMAN
8	PANTANO SRL	106,941,449	119,358,960	-10%	11,329,427	9,084,795	25%	62	60	3%	BIHOR, BEUS



## METAL PRODUCTS FOR THE BUILDING INDUSTRY

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	INTERTRANSCOM IMPEX SRL	1,839,588,445	1,710,809,946	8%	69,765,770	195,987,340	-64%	353	358	-1%	BACAU, BUIHUSI
2	BILKA STEEL SRL	1,150,022,633	1,106,957,672	4%	181,804,071	275,191,664	-34%	545	542	1%	BRASOV, BRASOV
3	PEHART TEC GRUP SA	875,802,539	512,260,750	71%	96,165,243	23,091,202	316%	511	519	-2%	ALBA, PETRESTI
4	DAMILA SRL	644,153,176	489,802,437	32%	12,836,397	10,346,306	24%	N/A	344	-	VALCEA, BOTORANI
5	ISOPAN EST SRL	552,765,754	401,087,700	38%	32,848,794	39,934,047	-18%	126	116	9%	ILFOV, POPESTI LEORDENI
6	STEELCORP DISTRIBUTION SRL	542,343,551	485,390,452	12%	14,775,665	26,978,340	-45%	42	38	11%	MARAMURES, BAJA MARE
7	SSAB-AG SA	395,062,425	154,008,420	157%	13,514,337	4,274,360	216%	247	227	9%	BACAU, BACAU
8	TERASTEEL SA	380,993,061	371,969,877	2%	42,819,023	48,810,057	-12%	124	121	2%	BISTRITA-NASAUD, SIEU-MAGHERUS
9	WETTERBEST SA	367,083,445	421,724,467	-13%	-720,296	52,157,816	-101%	300	336	-11%	PRAHOVA, BAICOI
10	TOPANEL PRODUCTION PANELS SA	362,622,740	336,136,287	8%	55,971,684	62,137,739	-10%	113	117	-3%	VALCEA, RAMNICU VALCEA
11	CDA RO STEEL SRL	296,187,844	145,271,817	104%	3,661,073	1,202,036	205%	99	58	71%	ILFOV, BRAGADIRU
12	PROINVEST GROUP SRL	250,248,021	219,995,860	14%	12,350,550	16,025,040	-23%	402	397	1%	IASI, PASCANI
13	MAGIC SILVER DISTRIBUTION SRL	237,176,540	183,678,596	29%	1,509,380	1,394,786	8%	13	13	-	CLUJ, CLUJ-NAPOCA
14	BRAVO INTERNATIONAL RO SRL	216,741,846	220,999,036	-2%	4,172,666	13,100,919	-68%	157	168	-7%	CALARASI, FUNDULEA
15	JORIS IDE SRL	210,784,888	222,342,069	-5%	-7,627,464	12,791,961	-160%	142	129	10%	TIMIS, BUZIAS
16	NOVASERVIS FERRO GROUP SRL	186,297,920	162,456,199	15%	9,281,233	13,140,990	-29%	40	33	21%	CLUJ, CLUJ-NAPOCA
17	FIERCTC SIBEL SRL	184,593,223	181,774,306	2%	1,193,201	19,450,585	-94%	143	143	-	GALATI, GALATI
18	ROMCONSTRUCT A.G. SRL	170,844,498	138,327,319	24%	25,358,800	24,591,922	3%	201	193	4%	BUZAU, BUZAU
19	METAL BUSINESS WORK SRL	164,244,096	156,235,060	5%	9,461,836	12,418,919	-24%	33	32	3%	BUCURESTI, SECTOR 5
20	ROSTEEL SOLUTIONS SRL	145,979,478	155,657,646	-6%	2,174,991	3,354,079	-35%	12	21	-43%	MEHEDINTI, BREZNITA-MOTRU
21	CONSTAM PROCESARE OTEL SRL	136,514,877	117,578,005	16%	4,035,452	7,394,680	-45%	130	126	3%	BUZAU, BUZAU
22	ARGENTA SRL	121,023,116	31,888,939	280%	21,466,945	12,601,761	70%	177	168	5%	CONSTANTA, NAVODARI
23	BDM GRUP INVEST SRL	118,608,110	87,174,670	36%	12,259,934	8,855,536	38%	207	209	-1%	MARAMURES, BAJA MARE
24	TERWA ROMANIA SRL	114,303,148	122,405,662	-7%	-1,982,300	649,854	-405%	221	237	-7%	BRASOV, CRISTIAN
25	OLIMP-IMPEX SRL	112,645,518	114,053,325	-1%	10,385,116	24,776,913	-58%	145	148	-2%	BIHOR, CIHEI

## CEMENT, CONCRETE AND PLASTER

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	HOLCIM -ROMANIA SA	2,242,146,845	1,743,645,903	29%	502,782,208	364,293,909	38%	840	781	8%	BUCURESTI, SECTOR 1
2	ROMCIM SA	1,767,332,064	1,370,886,363	29%	250,074,188	227,107,281	10%	958	781	23%	BUCURESTI, SECTOR 1
3	HEIDELBERGCEMENT ROMANIA SA	1,364,890,529	1,351,605,296	1%	167,062,874	258,362,973	-35%	1,112	1,132	-2%	BUCURESTI, SECTOR 1
4	SAINT-GOBAIN CONSTRUCTION PRODUCTS ROMANIA SRL	864,542,924	649,285,954	33%	170,883,755	79,022,236	116%	652	614	6%	BUCURESTI, SECTOR 2
5	ADEPLAST SRL	646,613,814	604,267,608	7%	93,433,662	67,205,238	39%	467	475	-2%	PRAHOVA, CORLATESTI
6	BAUMIT ROMANIA COM SRL	518,689,960	408,903,002	27%	32,986,826	31,787,077	4%	284	273	4%	BUCURESTI, SECTOR 6
7	XELLA RO SRL	442,472,553	395,086,388	12%	87,455,423	108,038,845	-19%	369	435	-15%	BUCURESTI, SECTOR 1
8	SOMACO GRUP PREFABRICATE SRL	411,947,902	324,671,361	27%	47,005,562	34,811,549	35%	824	852	-3%	BUCURESTI, SECTOR 1
9	BAUELEMENTE SRL	381,791,623	244,870,712	56%	64,218,374	23,255,049	176%	393	379	4%	PRAHOVA, ARICESTI RAHITVANI
10	ELIS PAVAJE SRL	380,729,868	313,185,349	22%	61,668,556	61,084,854	1%	701	608	15%	ALBA, PETRESTI
11	ETEX BUILDING PERFORMANCE SA	370,527,283	306,483,006	21%	38,876,273	48,802,341	-20%	212	210	1%	BUCURESTI, SECTOR 3
12	CARMEUSE HOLDING SRL	318,951,143	230,558,205	38%	55,150,857	31,166,825	77%	204	193	6%	BRASOV, BRASOV
13	CEMROM SA	278,319,397	167,469,616	66%	32,784,459	28,153,799	16%	87	83	5%	PRAHOVA, CAMPINA
14	CELCO SA	228,229,391	210,666,179	8%	70,774,440	70,809,036	0%	260	285	-9%	CONSTANTA, CONSTANTA
15	FLOREA GRUP SRL	213,341,853	165,248,553	29%	31,976,686	25,687,961	24%	556	467	19%	ALBA, ALBA IULIA



## HVAC AND REFRIGERATION EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	ROMSTAL IMEX SRL	1,176,980,078	1,021,060,286	15%	91,531,416	91,701,445	0%	1,207	1,122	8%	BUCURESTI, SECTOR 4
2	BLACK SEA SUPPLIERS SRL	763,646,632	648,561,431	18%	60,531,820	56,438,208	7%	625	623	-	CONSTANTA, CONSTANTA
3	FLAGAS SRL	595,907,886	311,681,191	91%	37,870,203	13,989,900	171%	191	153	25%	OLT, CARACAL
4	JAEGGI INDUSTRIES SRL	385,370,604	333,235,469	16%	12,520,715	-3,502,053	458%	754	716	5%	SIBIU, CRISTIAN
5	ARISTON THERMO ROMANIA SRL	383,329,603	348,609,083	10%	646,267	11,699,864	-94%	101	99	2%	BUCURESTI, SECTOR 1
6	MELINDA-IMPEX INSTAL SRL	330,440,369	277,608,116	19%	16,335,358	23,440,030	-30%	330	300	10%	HARGHITA, ODOBHEU SECUNESC
7	DAIKIN AIRCONDITIONING CENTRAL EUROPE ROMANIA SRL	238,600,553	196,347,396	22%	9,334,091	6,323,547	48%	60	45	33%	BUCURESTI, SECTOR 1
8	IRROM INDUSTRIE SRL	212,731,176	182,264,668	17%	15,097,229	4,722,132	220%	482	539	-11%	CLUJ, FUNDATURA
9	NIDEC ORADEA SRL	211,513,245	166,448,829	27%	5,449,792	3,658,894	49%	491	N/A	-	BIHOR, ORADEA
10	VAILLANT GROUP ROMANIA SRL	201,760,482	181,340,204	11%	9,995,284	14,831,615	-33%	48	46	4%	ILFOV, VOLUNTARI
11	VISSMANN SRL	199,393,004	203,005,708	-2%	22,343,953	19,626,140	14%	60	61	-2%	BRASOV, GHIMBAV
12	FERROLI ROMANIA SRL	192,299,047	208,203,725	-8%	24,411,454	32,298,832	-24%	61	59	3%	BUCURESTI, SECTOR 6
13	ASTON COM SA	179,812,906	148,576,391	21%	15,129,953	14,892,240	2%	46	45	2%	BUCURESTI, SECTOR 1
14	TECHNOVA INVEST SRL	160,017,671	153,364,575	4%	8,012,980	11,415,442	-30%	172	163	6%	BIHOR, ORADEA
15	SECPRAL PRO INSTALATII SRL	145,590,394	151,774,607	-4%	13,489,999	15,749,754	-14%	125	124	1%	CLUJ, CLUJ-NAPOCA
16	PURMO GROUP ROMANIA SRL	137,626,751	138,146,109	0%	9,889,954	12,950,594	-24%	31	28	11%	CLUJ, JUC-HERGHELE
17	MAGDOLNA IMPEX SRL	123,943,285	104,383,713	19%	16,077,316	13,245,384	21%	81	84	-4%	HARGHITA, ODOBHEU SECUNESC
18	GOLDEN FISH SRL	113,668,713	105,219,221	8%	7,490,498	7,464,573	0%	102	113	-10%	ILFOV, CRETULEASCA

## BUILDING MACHINERY AND EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	BERGERAT MONNOYEUR SRL	533,899,353	567,905,980	-6%	57,253,592	60,503,236	-5%	259	240	8%	ILFOV, MOGOSOAIA

RANKING

02

### TERRA ROMÂNIA UTILAJE DE CONSTRUCȚII SRL

TURNOVER 2022 (RON): 260,874,269

TURNOVER 2021 (RON): 259,809,416

TURNOVER EVOLUTION: 0%

PROFIT / LOSS 2022 (RON): 17,595,963

NO. OF EMPLOYEES 2022: 95

TERRA este importatorul autorizat de utilaje de construcții JCB în România. Oferim produse și servicii complete la cele mai înalte standarde de calitate pentru domeniul construcțiilor, industrie și reciclare. Îmbunătățim permanent gama de produse prin încheierea de parteneriate cu producători recunoscuți la nivel mondial precum JCB, Sennebogen, Pronar, Dynapac, Arjes. Gama noastră include buldoexcavatoare, excavatoare, încărcătoare frontale și telescopice, mini/midi excavatoare și altele. Cu o experiență de peste 20 ani pe piața locală de profil, TERRA asigură pachete integrale de servicii de comercializare, finanțare și post-vânzări.

### CONTACTS

SOS. DE CENTURA NR. 11, KM 7, RO-077180, TUNARI, JUD. ILFOV  
office.ro@terra-world.com, phone: +40 31 730 7301, www.terra-world.ro

**TERRA**



**VICTOR VASLUIAN**  
GENERAL DIRECTOR





## BUILDING MACHINERY AND EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
3	KUHN ROMANIA SRL	242,768,250	204,143,764	19%	20,434,157	23,948,856	-15%	68	70	-3%	ILFOV, OTOPENI

RANKING

04

### CTE SOLUTION UTILAJE SPECIALIZATE SRL

TURNOVER 2022 (RON): 190,409,339  
TURNOVER 2021 (RON): 160,534,794  
TURNOVER EVOLUTION: 19%  
PROFIT / LOSS 2022 (RON): 16,069,825  
NO. OF EMPLOYEES 2022: 51

CTE SOLUTION



ANDREI DUMITRA

DIRECTOR GENERAL



CTE Solution Utilaje Specializate are ca scop furnizarea de solutii si echipamente pentru constructii, salubritate si reciclare. Gama de echipamente si solutii la cheie cuprinde utilaje pentru constructii, statii de sortare, concasare, autoutilitare pentru colectarea si transportul deseurilor, echipamente pentru curatenie stradala si deszapezire, utilaje pentru tratarea deseurilor municipale, industriale, din constructii si demolari, solutii complete pentru tratarea deseurilor (statii de sortare, statii de transfer, statii de bio uscare, compostare, digestoare cu recuperare de biogaz si productie de energie, statii de tratare DEEE-uri, RDF, cauciuc). Am creat o retea de profesonisti care asigura suport si consiliere in realizarea proiectelor dumneavoastra, de la idee si pana la punerea in functiune.

Construim Parteneriate de Incredere pentru afaceri de succes. Reusim impreuna!

#### CONTACTS

ILFOV, CIOROGARLA  
comercial@ctesolution.ro, +4031 9363, www.ctesolution.ro

5	GRADINARIU IMPORT EXPORT SRL	173,178,489	123,390,975	40%	10,578,452	8,306,747	27%	56	55	2%	BUCURESTI, SECTOR 3
6	WIRTGEN ROMANIA SRL	165,765,062	141,652,891	17%	10,728,175	10,229,686	5%	32	32	-	ILFOV, OTOPENI
7	LIEBHERR-ROMANIA SRL	128,195,061	98,947,713	30%	8,509,643	10,193,528	-17%	63	62	2%	ILFOV, OTOPENI
8	UTILBEN SRL	109,494,027	75,321,897	45%	333,001	1,740,382	-81%	93	57	63%	SATU MARE, CLUJ-NAPOCA
9	GENCO `93 SA	108,519,978	97,171,949	12%	8,350,464	5,496,939	52%	50	46	9%	BUCURESTI, SECTOR 1
10	ITALIA STAR COM DUE SRL	107,426,782	82,593,265	30%	8,793,820	9,476,335	-7%	51	76	-33%	BUCURESTI, CHIAJNA
11	UTIROM INVEST SRL	104,639,471	89,326,244	17%	13,574,065	9,755,399	39%	23	22	5%	ILFOV, BALOTESTI
12	B.T. BEST TOOLS COMPANY SRL	101,766,632	64,786,786	57%	13,528,112	8,999,685	50%	50	46	9%	ILFOV, DOMNESTI

## PLASTIC PRODUCTS FOR THE BUILDING INDUSTRY

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	CASA NOASTRA SRL	706,633,670	505,981,084	40%	177,379,154	130,545,305	36%	1,484	1,402	6%	DOLI, PIELESTI
2	TERAPLAST SA	588,141,198	550,643,376	7%	38,310,259	333,243,361	-89%	483	486	-1%	BISTRITA-NASAUD, SARATEL
3	TEHNO WORLD SRL	411,041,547	308,741,455	33%	46,783,168	36,244,108	29%	207	191	8%	SUCEAVA, BAJA
4	VALROM INDUSTRIE SRL	363,634,131	315,472,311	15%	7,750,185	13,560,444	-43%	391	425	-8%	BUCURESTI, SECTOR 6
5	OPTIMEDIA SRL	331,291,648	220,528,552	50%	65,493,981	37,809,054	73%	194	196	-1%	BIHOR, ORADEA
6	MADRUGADA COM SRL	317,704,104	251,671,758	26%	54,761,333	39,868,669	37%	340	336	1%	BIHOR, PALOTA
7	REHAU POLYMER SRL	282,319,406	249,941,887	13%	35,504,964	11,996,473	196%	95	86	10%	ILFOV, TUNARI
8	DYNAMIC SELLING GROUP SA	274,139,760	250,868,457	9%	19,871,393	13,481,360	47%	319	335	-5%	GALATI, GALATI
9	MAX BAU MATERIALE SRL	260,135,068	193,365,119	35%	3,887,459	7,783,521	-50%	174	135	29%	BRASOV, BRASOV
10	RAVAGO ROM SRL	243,664,755	173,478,156	40%	10,694,073	8,693,196	23%	106	91	16%	BUCURESTI, SECTOR 5



## PLASTIC PRODUCTS FOR THE BUILDING INDUSTRY

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
11	CIPCOS MAR COMPLEX SRL	199,229,186	191,574,321	4%	23,780,504	29,023,252	-18%	170	174	-2%	ARGES, ALBOTA
12	GEALAN ROMANIA SRL	197,427,511	167,887,299	18%	17,307,399	16,530,164	5%	137	136	1%	BUCURESTI, SECTOR 6
13	EGERIA TM SRL	191,158,937	174,036,057	10%	13,017,965	14,144,971	-8%	101	98	3%	TIMIS, TIMISOARA
14	STORO SRL	179,654,406	150,284,048	20%	19,738,387	14,718,212	34%	227	228	-	MARAMURES, BAIA MARE
15	INOVECO SRL	177,098,961	124,035,638	43%	9,319,873	7,683,047	21%	219	211	4%	ILFOV, VOLUNTARI
16	ADF PROD SRL	175,613,807	113,705,965	54%	37,447,463	21,139,127	77%	269	229	17%	NEAMT, PIATRA NEAMT
17	FIVE-HOLDING SA	159,820,546	142,084,238	12%	1,670,549	2,113,426	-21%	291	N/A	-	CONSTANTA, CONSTANTA
18	ELECTRO VEST SRL	147,779,136	108,720,919	36%	8,116,907	4,315,366	88%	57	53	8%	CLUJ, CLUJ-NAPOCA
19	BARRIER SRL	145,558,656	105,021,159	39%	5,666,501	5,969,687	-5%	458	392	17%	BACAU, BACAU
20	UNIMAT SRL	144,583,085	128,521,603	12%	4,827,122	4,924,389	-2%	196	196	-	SIBIU, SELIMBAR
21	VALPLAST INDUSTRIE SRL	142,456,016	139,149,914	2%	1,849,869	6,115,982	-70%	132	139	-5%	BUCURESTI, SECTOR 6
22	KNAUF INSULATION SRL	139,651,581	94,736,253	47%	-2,492,248	9,059,443	-128%	71	16	344%	BUCURESTI, SECTOR 1
23	FERTILIS SRL	133,740,739	110,344,229	21%	20,198,844	14,550,862	39%	58	60	-3%	BUCURESTI, SECTOR 6
24	WOODEN TECHNIC PRODIMPES SRL	119,235,430	104,235,729	14%	4,796,131	5,368,218	-11%	132	126	5%	CLUJ, CLUJ-NAPOCA
25	BRAVO GROUP 95 EXPORT IMPORT SRL	111,534,791	99,154,811	12%	9,441,650	8,518,552	11%	61	57	7%	BUCURESTI, SECTOR 6
26	ROTO ROMANIA SRL	110,138,958	94,071,199	17%	4,387,942	4,682,161	-6%	17	19	-11%	ILFOV, DRAGOMIRESTI-DEAL
27	SAZY TRANS IMPEX SRL	109,245,368	93,032,783	17%	6,954,311	5,287,202	32%	104	102	2%	HARGHITA, ODOREIU SECUIESC
28	MAR & PET GRUP SRL	108,535,725	81,185,566	34%	26,822,771	14,205,915	89%	145	141	3%	PRAHOVA, DRAGANESTI
29	MULTICOM SRL	107,983,298	92,724,979	16%	7,442,671	5,994,365	24%	116	113	3%	SALAJ, ZALAU
30	SIDER FIER SRL	104,886,044	97,615,798	7%	-19,374,167	92,770	-20,984%	312	302	3%	NEAMT, SLOBOZIA
31	MELIZA SRL	104,360,545	134,349,074	-22%	1,083,965	1,073,867	1%	2	3	-33%	CLUJ, CLUJ-NAPOCA
32	SMART COMSERV SRL	103,773,056	82,173,459	26%	11,612,090	7,600,505	53%	94	91	3%	ARAD, PANCOTA
33	BICO INDUSTRIES SA	102,356,629	78,246,125	31%	1,723,130	5,677,947	-70%	211	234	-10%	NEAMT, PIATRA NEAMT
34	APLAST WOOD INDUSTRY SRL	100,576,153	83,642,970	20%	7,082,882	2,466,511	187%	269	270	-	ILFOV, 1 DECEMBRIE

## TRADE, BUILDING MATERIALS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	SIDEROM STEEL SRL	529,696,926	465,825,718	14%	9,400,272	16,174,475	-42%	27	28	-4%	BUCURESTI, SECTOR 3
2	SIPEX COMPANY SA	291,723,033	259,196,074	13%	23,208,839	18,743,617	24%	280	276	1%	PRAHOVA, ARICESTI RAHTIVANI
3	KNAUF GIPS SRL	249,728,210	197,632,776	26%	25,252,383	18,748,798	35%	75	70	7%	BUCURESTI, SECTOR 5
4	MITLIV PH CONSTRUCT SA	248,966,553	270,405,058	-8%	4,532,688	31,340,729	-86%	143	166	-14%	DOLJ, CRAIOVA
5	RIKKO STEEL SRL	226,577,250	158,371,928	43%	5,106,044	9,561,515	-47%	115	89	29%	BACAU, BACAU
6	AUTO ALEX SRL	212,277,194	181,475,277	17%	21,744,561	16,633,575	31%	224	231	-3%	CARAS-SEVERIN, MOLDOVA NOUA
7	MENATWORK SOLUTIONS SRL	207,336,576	153,204,280	35%	7,210,434	4,436,069	63%	114	110	4%	ILFOV, POPESTI LEORDENI
8	ALBERTEMA SRL	189,379,895	156,256,404	21%	7,829,329	9,323,772	-16%	90	97	-7%	SUCEAVA, PALTINOSA
9	BADUC SA	178,899,102	182,339,229	-2%	7,227,392	16,377,501	-56%	150	148	1%	BUCURESTI, SECTOR 5
10	SEA ROMANIA SRL	150,352,629	138,948,275	8%	18,983,185	18,942,139	0%	364	367	-1%	BUCURESTI, SECTOR 5
11	INFLUENT SRL	143,906,316	131,737,943	9%	17,487,584	12,558,161	39%	96	97	-1%	BISTRITA-NASAUD, NASAUD
12	REGATA SRL	117,690,184	97,785,898	20%	10,178,786	3,283,392	210%	225	204	10%	DAMBOVITA, TARGOVISTE
13	INSTAL IMPEX SRL	107,747,643	91,012,396	18%	2,528,980	2,060,933	23%	120	113	6%	ARAD, ARAD



# REAL ESTATE



## In this Chapter

Properties Development & Management; Commercial Buildings and Business Centres; Shopping Centres; Facility Management & Cleaning Services; Evaluators; Agencies.

# 20%

*IS THE AVERAGE GROWTH RATE IN  
TURNOVER OF THE TOP TEN COMPANIES  
IN THE FACILITY MANAGEMENT &  
CLEANING SERVICES FOR 2022.*



## PROPERTIES DEVELOPMENT & MANAGEMENT

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	CTP INVEST BUCHAREST SRL	747,497,241	588,063,484	27%	44,243,061	42,870,305	3%	94	80	18%	ILFOV, DRAGOMIRESTI-DEAL
2	EXIGENT DEVELOPMENT SRL	365,580,278	206,839,509	77%	159,610,603	99,725,210	60%	21	18	17%	BUCURESTI, SECTOR 6
3	WAREHOUSES DE PAUW ROMANIA SRL	361,563,213	286,722,528	26%	177,369,925	94,851,577	87%	22	17	29%	BUCURESTI, SECTOR 2
4	ADMINISTRATIA PATRIMONIULUI PROTOCOLULUI DE STAT RA	346,622,144	301,316,280	15%	-14,950,095	-19,120,142	22%	1,958	1,849	6%	BUCURESTI, SECTOR 1
5	COMPANIA NATIONALA DE INVESTITII C.N.I. SA	299,082,091	161,371,450	85%	214,742,682	95,721,160	124%	341	258	32%	BUCURESTI, SECTOR 5
6	EDIFICIA STAR CONSTRUCT SRL	297,321,535	184,587,087	61%	152,872,896	100,120,192	53%	9	5	80%	BUCURESTI, SECTOR 3
7	REWE PROJEKTENTWICKLUNG ROMANIA SRL	216,435,357	186,391,961	16%	-35,768,208	30,011,383	-219%	N/A	N/A	-	ILFOV, STEFANESTI DE JOS
8	NOVUM BUSINESS INVEST SRL	215,808,336	109,533,896	97%	28,797,850	19,681,627	46%	86	45	91%	BUCURESTI, SECTOR 3
9	ATTRIUS DEVELOPMENTS SRL	202,550,694	143,824,816	41%	40,988,252	32,089,342	28%	373	344	8%	IASI, IASI
10	ALEZZI BEACH RESORT SRL	202,545,656	126,795,055	60%	89,401,695	56,127,062	59%	133	137	-3%	CONSTANTA, NAVODARI
11	PK VIOLET SRL	201,037,038	N/A	-	29,606,170	-3,719,072	896%	N/A	N/A	-	BUCURESTI, SECTOR 2
12	NICK ACTIV TOTAL SRL	200,612,400	24,131,891	731%	13,845,677	785,965	1,662%	1	2	-50%	BUZAU, BUZAU
13	NIRO INVESTMENT SA	198,748,885	165,163,639	20%	60,799,513	48,879,037	24%	333	323	3%	BUCURESTI, SECTOR 2
14	CEETRUS ROMANIA SRL	191,649,939	159,417,150	20%	50,897,305	63,769,570	-20%	N/A	N/A	-	BUCURESTI, SECTOR 6
15	NUSCO CITY SRL	187,392,831	N/A	-	35,106,123	-1,551,443	2,363%	14	8	75%	BUCURESTI, SECTOR 2
16	SIDO UNION PROPERTIES SRL	184,442,663	105,500,768	75%	53,648,285	3,705,180	13.48%	19	16	19%	ILFOV, BUFTEA
17	DA VINCI EDIFICE SRL	176,126,054	4,828,154	3,548%	39,238,410	1,393,868	2,715%	18	37	-51%	BUCURESTI, SECTOR 3
18	BELVEDERE RESIDENCES UTR 3 SRL	174,515,259	84,212,123	107%	5,887,429	-4,504,062	231%	1	2	-50%	BUCURESTI, SECTOR 1
19	CORTINA NORTH DEVELOPMENT	171,656,105	N/A	-	55,504,676	4,445	1,248,599%	29	N/A	-	BUCURESTI, SECTOR 1
20	CRC INVESTMENT PROJECT SRL	161,957,738	61,714,323	162%	83,271,694	21,644,218	285%	105	66	59%	ILFOV, DUDU

## SHOPPING CENTRES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	COTROCENI PARK SA	330,932,432	209,480,244	58%	-8,778,603	-82,351,627	89%	N/A	43	-	BUCURESTI, SECTOR 6
2	BANEASA DEVELOPMENTS SRL	253,743,189	216,360,592	17%	170,770,296	128,970,605	32%	90	79	14%	BUCURESTI, SECTOR 1
3	IULIUS MALL TIMISOARA SRL	199,241,284	151,871,731	31%	17,334,312	-18,750,749	192%	2	2	-	TIMIS, TIMISOARA
4	PALAS 1 SRL	153,407,077	149,331,617	3%	30,042,528	39,932,546	-25%	2	2	-	IASI, IASI
5	MEGA MALL BUCURESTI SRL	149,415,278	122,832,375	22%	-21,450,325	-71,355,442	70%	N/A	2	-	BUCURESTI, SECTOR 1
6	CONSTANTA SHOPPING CITY SRL	121,921,611	97,535,290	25%	21,112,024	-9,388,132	325%	N/A	N/A	-	BUCURESTI, SECTOR 1
7	BUCURESTI MALL DEVELOPMENT AND MANAGEMENT SRL	116,810,719	98,570,035	19%	36,028,449	36,837	97.705%	3	3	-	BUCURESTI, SECTOR 3
8	IULIUS MALL CLUJ SRL	116,551,992	91,186,447	28%	34,077,919	31,700,347	8%	2	2	-	CLUJ, CLUJ-NAPOCA
9	PARKLAKE SHOPPING SA	112,062,645	89,163,198	26%	6,650,109	-21,184,104	131%	N/A	N/A	-	BUCURESTI, SECTOR 3
10	PROMENADA MALL BUCURESTI SRL	108,602,226	87,301,939	24%	12,494,128	-11,477,821	209%	N/A	N/A	-	BUCURESTI, SECTOR 2
11	SOCIETATE DEZVOLTARE COMERCIAL SUDULUI -SDCS SRL	101,448,657	91,070,738	11%	46,511,931	35,735,667	30%	N/A	N/A	-	BUCURESTI, SECTOR 4
12	POLUS TRANSILVANIA COMPANIE DE INVESTITII SA	97,250,009	79,473,642	22%	33,035,647	25,862,993	28%	N/A	N/A	-	CLUJ, FLORESTI
13	SHOPPING CITY TIMISOARA SRL	84,188,998	71,352,544	18%	16,689,924	-4,571,102	465%	N/A	N/A	-	BUCURESTI, SECTOR 1
14	GALATI SHOPPING CITY SRL	80,386,205	64,685,049	24%	15,337,115	3,240,965	373%	N/A	N/A	-	BUCURESTI, SECTOR 1
15	IULIUS MALL SUCEAVA SRL	79,140,164	63,573,969	24%	21,925,072	17,976,626	22%	2	2	-	SUCEAVA, SUCEAVA
16	EXPO MARKET DORALY SRL	77,914,903	74,715,709	4%	32,560,983	39,632,122	-18%	N/A	N/A	-	ILFOV, AFUMATI
17	IRIS TITAN SHOPPING CENTER SRL	67,927,165	58,207,948	17%	44,186,128	25,421,742	74%	N/A	N/A	-	BUCURESTI, SECTOR 1



## COMMERCIAL BUILDINGS AND BUSINESS CENTRES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	TETAROM SA	152,395,243	58,645,974	160%	2,434,291	725,466	236%	63	63	-	CLUJ, CLUJ-NAPOCA
2	SIG COMBIBLOC SERVICES SRL	40,954,536	34,005,210	20%	1,986,012	1,613,462	23%	187	166	13%	CLUJ, CLUJ-NAPOCA
3	SEMA PARC SA	39,087,037	36,414,049	7%	18,237,173	106,953,747	-83%	46	45	2%	BUCURESTI, SECTOR 6
4	UNIVERSAL SA	37,334,256	36,861,944	1%	30,159,860	29,827,803	1%	14	15	-7%	BUCURESTI, SECTOR 3
5	CITY PARK CONSTANTA SRL	34,624,563	33,754,731	3%	13,484,559	14,761,902	-9%	N/A	N/A	-	BUCURESTI, SECTOR 2
6	HR GLL CDG PLAZA SRL	30,476,804	26,752,675	14%	7,764,574	3,689,963	110%	N/A	N/A	-	BUCURESTI, SECTOR 1
7	GENESIS FM SRL	28,660,188	29,376,358	-2%	6,653,043	8,799,171	-24%	76	99	-23%	BUCURESTI, SECTOR 6
8	WORLDLINE BUSINESS SERVICES ROMANIA SRL	26,702,770	13,116,643	104%	-9,906,633	-6,306,477	-57%	210	149	41%	BUCURESTI, SECTOR 1

## FACILITY MANAGEMENT & CLEANING SERVICES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	UTI CONSTRUCTION AND FACILITY MANAGEMENT SA	211,989,404	161,945,834	31%	10,258,950	3,478,551	195%	791	706	12%	BUCURESTI, SECTOR 2
2	TOTUL VERDE SA	174,480,696	147,605,377	18%	10,819,417	8,352,465	30%	651	646	1%	BUCURESTI, SECTOR 4
3	ICCO FACILITY MANAGEMENT SRL	160,395,931	119,679,302	34%	1,737,862	2,103,488	-17%	173	152	14%	BRASOV, BRASOV
4	ADVANCED RETAIL SYSTEM SA	134,478,273	115,752,305	16%	6,575,863	5,626,810	17%	58	52	12%	BUCURESTI, SECTOR 1
5	FILADELFIA SRL	99,463,173	76,854,802	29%	3,329,151	1,938,371	72%	142	138	3%	BISTRITA-NASAUD, BISTRITA
6	ALLIANSO PARK MANAGEMENT SRL	91,585,488	66,064,061	39%	-8,016,935	4,540,926	-277%	38	39	-3%	PRAHOVA, ARICESTI RAHTIVANI
7	BUILDING SUPPORT SERVICES SRL	85,267,766	84,719,930	1%	4,208,527	5,149,466	-18%	568	631	-10%	BUCURESTI, SECTOR 1
8	FABI TOTAL GRUP SRL	73,430,453	64,417,745	14%	2,777,034	4,025,080	-31%	516	574	-10%	BUCURESTI, SECTOR 4
9	B+N INTEGRATED FACILITY SERVICES SRL	65,492,713	67,244,320	-3%	290,219	2,459,855	-88%	701	973	-28%	BUCURESTI, SECTOR 1
10	SERVICII PUBLICE IASI SA	63,762,520	53,036,323	20%	10,356,934	9,787,992	6%	562	558	1%	IASI, IASI

## EVALUATORS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	KNIGHT FRANK ROMANIA SRL	14,167,155	17,925,621	-21%	6,999,033	6,599,204	6%	16	20	-20%	BUCURESTI, SECTOR 1
2	DARIAN DRS SA	11,132,448	9,120,569	22%	2,191,902	2,424,540	-10%	15	12	25%	CLUJ, CLUJ-NAPOCA
3	NEOCONSULT VALUATION SRL	8,125,519	8,313,517	-2%	1,889,706	2,609,441	-28%	22	26	-15%	BUCURESTI, SECTOR 6

## AGENCIES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	CBRE REAL ESTATE CONSULTANCY SRL	82,275,096	58,129,487	42%	9,252,654	3,017,102	207%	158	151	5%	BUCURESTI, SECTOR 1
2	JONES LANG LASALLE SERVICES SRL	72,921,019	59,712,631	22%	6,091,404	6,222,607	-2%	94	78	21%	BUCURESTI, SECTOR 1
3	VASILE GEORGE IMOBILIARE SRL	38,880,199	N/A	-	1,603,232	N/A	-	N/A	N/A	-	ILFOV, CRETULEASCA
4	ECHINOX PROPERTY SERVICES SRL	37,196,259	31,710,618	17%	8,553,271	3,772,083	127%	50	47	6%	BUCURESTI, SECTOR 1
5	COLLIERS INTERNATIONAL SRL	31,360,350	27,752,984	13%	2,632,227	5,918,128	-56%	49	56	-13%	BUCURESTI, SECTOR 1
6	BLITZ NETWORK SA	25,768,907	22,553,124	14%	1,795,488	177,785	910%	42	44	-5%	CLUJ, CLUJ-NAPOCA
7	SUDREZIDENTIAL REAL ESTATE SRL	23,691,626	32,008,866	-26%	5,537,379	9,979,080	-45%	20	27	-26%	ILFOV, POPESTI LEORDENI





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# WOOD, PAPER & FURNITURE

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## In this Chapter

Forestry; Timber and Sawn Wood; Wood and Wooden Products; Gathering of Forest Growing Products; Furniture; Home Decorations; Trade, Furniture and Home Decoration; Printing; Paper and Cardboard Products; Packaging, Paper and Cardboard Products; Packaging, Metal and Plastic Products; Packaging Services; Packaging Machinery, Equipment and Services.

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# 5292

*IS THE NUMBER OF EMPLOYEES IN THE TEAM OF ARAMIS INVEST, THE LEADING COMPANY IN THE FURNITURE INDUSTRY SECTOR IN 2022.*



## FORESTRY

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	REGIA NATIONALA A PADURILOR ROMSILVA RA	3,128,971,706	2,297,971,390	36%	403,217,913	39,318,554	926%	14,262	14,617	-2%	BUCURESTI, SECTOR 2
2	REAL DOC FOREST SRL	117,778,449	94,524,592	25%	10,720,762	8,867,961	21%	114	113	1%	ALBA, AND
3	AUSTRO SOMES TRADING SRL	116,934,343	109,315,479	7%	4,158,431	16,187,707	-74%	155	142	9%	BISTRITA-NASAUD, ANIES
4	POP FRANCE SRL	69,666,416	39,819,628	75%	7,548,189	2,093,764	261%	169	169	-	MARAMURES, SEINI
5	MONTANA FOREST SRL	64,358,538	49,948,425	29%	1,537,352	1,458,482	5%	131	134	-2%	BISTRITA-NASAUD, ANIES
6	INGKA INVESTMENTS FOREST ASSETS SRL	63,670,850	35,528,174	79%	32,165,631	14,268,047	125%	3	2	50%	BUCURESTI, SECTOR 1
7	MONTANA-IUGAN SRL	57,796,924	62,655,995	-8%	1,656,004	1,690,888	-2%	170	173	-2%	BISTRITA-NASAUD, SANT
8	CERASUS AVIUM SRL	51,381,290	24,388,975	111%	3,940,899	2,004,462	97%	5	2	150%	BUCURESTI, SECTOR 1
9	ROMFOREST SERV SRL	50,725,966	24,994,702	103%	3,275,079	1,155,878	183%	38	8	375%	BACAU, COMANESTI
10	HANIFA SRL	50,040,421	36,247,654	38%	1,569,003	703,068	123%	57	42	36%	VRANCEA, ODOBESTI

## TIMBER AND SAWN WOOD

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	HS TIMBER PRODUCTIONS SRL	2,159,412,708	3,136,574,457	-31%	136,914,860	717,107,355	-81%	1,070	1,575	-32%	BUCURESTI, SECTOR 1
6	HS TIMBER PRODUCTIONS RECI SRL	1,186,158,023	146,539,826	709%	69,469,050	10,274,669	576%	517	539	-4%	COVASNA, SECTOR 3
2	KASTAMONU ROMANIA SA	868,575,473	834,130,292	4%	-91,980,415	-36,383,512	-153%	928	N/A	-	MURES, REGHIN
3	HS BACO PANELS SRL	431,375,650	412,188,708	5%	78,243,710	83,853,981	-7%	777	782	-1%	BACAU, COMANESTI
4	FRASINUL SRL	250,815,860	189,627,978	32%	10,471,895	6,295,417	66%	214	228	-6%	BISTRITA-NASAUD, ANIES
8	XILOBAIA SRL	137,714,050	91,077,657	51%	184,363	-3,692,841	105%	109	105	4%	MARAMURES, BAIA MARE

## WOOD AND WOODEN PRODUCTS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	KRONOSPAN TRADING SRL	2,494,611,480	2,465,872,422	1%	-15,546,600	172,816,085	-109%	655	637	3%	ALBA, BRASOV
2	EGGER ROMANIA SRL	2,285,280,664	2,063,756,402	11%	46,540,356	266,333,552	-83%	821	807	2%	SUCEAVA, RADAUTI
3	AVIVA SRL	779,854,639	541,962,258	44%	33,982,615	13,937,293	144%	2,067	1,992	4%	MARAMURES, SIGHETU MARMATIEI
4	YILDIZ ENTEGRE ROMANIA SA	723,170,620	585,374,450	24%	22,334,132	57,832,636	-61%	237	247	-4%	ARGES, CEASESTI
5	HOLVER SRL	427,621,793	392,488,076	9%	16,996,960	17,923,644	-5%	341	367	-7%	BRASOV, BRASOV
6	BARLINEK ROMANIA SA	293,433,943	192,064,972	53%	34,368,119	13,434,739	156%	640	495	29%	BACAU, ONESTI
7	KARELIA UPOFLOOR SRL	215,736,432	164,600,462	31%	8,512,577	6,099,604	40%	292	265	10%	MARAMURES, SATULUNG
8	LOSAN ROMANIA SRL	203,669,284	168,031,901	21%	53,962,029	25,438,395	112%	N/A	520	-	BRASOV, BRASOV
9	SMART WOOD ROMANIA SRL	198,916,983	173,227,388	15%	40,578,751	26,447,599	53%	286	253	13%	TIMIS, TIMISOARA
10	REGENCY COMPANY SRL	179,696,770	157,446,954	14%	8,154,147	18,486,970	-56%	372	299	24%	BUCURESTI, SECTOR 3
11	FAPACO SRL	172,872,319	160,986,741	7%	32,156,336	29,322,294	10%	303	271	12%	BUCURESTI, SECTOR 3
12	TERRA CONSTRUCT SRL	167,543,697	96,719,616	73%	6,633,897	8,464,305	-22%	130	107	21%	TULCEA, TULCEA
13	LEMACONS SRL	147,131,123	107,369,752	37%	14,004,107	5,608,717	150%	315	281	12%	GALATI, GALATI
14	R.G. HOLZ COMPANY SRL	115,030,112	83,090,477	38%	4,871,906	4,026,588	21%	75	75	-	MARAMURES, VISEU DE SUS
15	INDUSTRY TRANSILVAN SRL	110,540,111	44,693,239	147%	203,816	84,093	142%	140	147	-5%	HARGHITA, GHEORGHENI
16	PROICT PERSONAL LEASING SRL	106,049,408	70,579,397	50%	25,238,908	16,205,635	56%	80	70	14%	MARAMURES, B AIA SPIRIE



## GATHERING OF FOREST GROWING PRODUCTS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	DIVINGARDEN SRL	75,275,888	61,559,333	22%	2,336,542	1,529,097	53%	62	61	2%	BIHOR, BEUS
2	BOSCO AMICO SRL	30,386,782	38,536,016	-21%	-1,132,322	676,534	-267%	N/A	39	-	HUNEDOARA, HATEB
3	NOVA FUNGHI SRL	23,862,495	24,005,357	-1%	2,476,055	1,452,526	70%	26	N/A	-	SALAJ, CHENDREMAI
4	FOREST FOOD SRL	20,514,421	13,200,054	55%	361,701	239,230	51%	5	5	-	CLUJ, AGARBICU
5	ROMTRANSILVAN LOGISTIC SRL	20,106,353	14,883,936	35%	1,532,200	89,277	1,616%	24	24	-	BIHOR, BAILE FELIX

## FURNITURE

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	ARAMIS INVEST SRL	2,085,962,727	1,627,925,310	28%	48,264,128	11,473,255	321%	5,292	4,967	7%	MARAMURES, BAIJA MARE
2	ECOLOR SRL	568,505,563	437,045,156	30%	45,545,408	36,011,333	26%	605	706	-14%	CLUJ, CLUJ-NAPOCA
3	ITALSOFA ROMANIA SRL	338,217,450	296,424,559	14%	16,905,696	10,125,288	67%	888	933	-5%	MARAMURES, BAIJA MARE
4	PGS SOFA & CO SRL	278,790,144	348,779,023	-20%	-3,532,867	4,282,519	-182%	967	1,183	-18%	BIHOR, ORADEA
5	PLIMOB SA	222,259,113	190,534,593	17%	5,457,514	1,193,582	357%	1,116	1,199	-7%	MARAMURES, SIGHETU MARMATIEI
6	CLASS FURN ROMANIA SRL	221,269,304	178,090,672	24%	8,478,336	8,253,263	3%	582	520	12%	BIHOR, SABOLCIU
7	ADA FABRICA DE MOBILA SRL	197,570,957	208,293,613	-5%	-3,789,961	13,158,243	-129%	675	718	-6%	BIHOR, SALONTA
8	SORTILEMN SA	195,351,274	183,475,056	6%	4,401,787	2,270,775	94%	577	610	-5%	CLUJ, GHERLA
9	POLIPOL MOBILA SRL	189,196,800	184,923,868	2%	4,220,154	5,765,897	-27%	743	772	-4%	SATU MARE, FOIENI
10	LEMET SRL	188,720,639	177,734,092	6%	7,442,060	14,548,973	-49%	800	825	-3%	PRAHOVA, CAMPINA

Companies without reported results for 2022: TAPARO SA, PURE HOME COLLECTIONS SRL

## HOME DECORATIONS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	SUN GARDEN MANAGEMENT SCS	1,484,840,296	1,515,939,448	-2%	32,872,700	20,735,497	59%	1,063	1,262	-16%	DAMBOVITA, PUCIOASA
2	SOMPRODUCT SRL	64,523,911	59,562,591	8%	873,391	1,104,056	-21%	42	45	-7%	MARAMURES, BAIJA MARE
3	SALTIX MOB SRL	61,758,307	48,889,717	26%	11,013,221	7,406,806	49%	124	128	-3%	ILFOV, PANTELIMON
4	NEKY GRUP SRL	50,105,631	56,438,155	-11%	1,284,455	3,948,102	-67%	178	134	33%	TIMIS, UTVIN
5	4 BRANDS SRL	47,824,735	55,782,712	-14%	1,781,267	3,894,469	-54%	158	167	-5%	MARAMURES, BAIJA MARE

## TRADE, FURNITURE AND HOME DECORATION

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	IKEA ROMANIA SA	1,155,267,025	1,081,767,329	7%	27,660,861	45,496,171	-39%	1,270	1,190	7%	BUCURESTI, SECTOR 1
2	JYSK ROMANIA SRL	935,990,337	801,418,786	17%	111,227,264	101,404,485	10%	947	941	1%	BUCURESTI, SECTOR 5
3	AX PERPETUUM IMPEX SRL	253,517,657	247,336,078	2%	9,255,443	8,791,320	5%	257	268	-4%	CLUJ, CLUJ-NAPOCA
4	LINEA MEX SRL	187,582,793	192,407,211	-3%	10,936,348	13,855,537	-21%	14	13	8%	BUCURESTI, SECTOR 2
5	MOBEXPERT BANEASA SRL	158,696,510	160,374,796	-1%	22,804,794	24,506,018	-7%	177	178	-1%	BUCURESTI, SECTOR 1
6	AHREND SRL	149,281,728	79,178,684	89%	6,780,159	863,403	685%	30	31	-3%	BUCURESTI, SECTOR 6
7	CORPORATE OFFICE SOLUTIONS SRL	139,721,857	105,980,501	32%	7,387,249	-5,598,898	232%	106	102	4%	BUCURESTI, SECTOR 1
8	M & D RETAIL PIPERA SRL	109,736,110	99,239,604	11%	10,800,681	10,466,785	3%	123	123	-	BUCURESTI, SECTOR 2
9	XXXLUTZ MOBILIER SRL	102,596,578	86,124,790	19%	-5,522,977	-12,448,248	56%	124	137	-9%	ILFOV, DOMNESTI



## PRINTING

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	COMPANIA NATIONALA IMPRIMERIA NATIONALA SA	682,004,714	495,302,902	38%	473,681,803	297,774,599	59%	430	426	1%	BUCURESTI, SECTOR 6
2	INFORM LYKOS SA	257,542,335	202,750,502	27%	10,820,321	13,587,876	-20%	179	179	-	BUCURESTI, SECTOR 1
3	INFOPRESS GROUP SA	183,969,260	136,558,557	35%	-5,708,899	8,156,899	-170%	372	357	4%	HARGHITA, 0 DORHEIU SECUIESC
4	EDS ROMANIA SRL	176,074,709	163,761,313	8%	-2,025,590	-4,684,841	57%	129	151	-15%	BUCURESTI, SECTOR 1
5	ROMPRIX EXIM SRL	155,708,920	122,986,897	27%	20,565,921	8,740,800	135%	243	244	-	ILFOV, PANTELIMON
6	ZIPPER SERVICES SRL	121,696,187	112,601,442	8%	12,891,344	10,554,539	22%	178	145	23%	CLUJ, CLUJ-NAPOCA
7	ROTOLITO ROMANIA SA	118,108,021	92,963,625	27%	6,847,381	4,267,969	60%	237	246	-4%	ILFOV, PANTELIMON
8	ALL4LABELS ROMANIA SRL	116,720,205	120,881,945	-3%	3,424,185	-6,057	56,633%	80	89	-10%	PRAHOVA, ARICESTII RAHTIVANI
9	IMPRIMERIA BANCII NATIONALE A ROMANIEI RA	104,158,767	84,727,889	23%	18,499,781	5,413,588	242%	121	133	-9%	BUCURESTI, SECTOR 4
10	MONITORUL OFICIAL RA	92,722,506	87,965,809	5%	26,644,043	27,929,541	-5%	294	290	1%	BUCURESTI, SECTOR 1
11	MULTI-COLOR CORPORATION CLUJ NAPOCA SRL	86,363,530	70,459,604	23%	8,168,989	5,801,955	41%	111	111	-	CLUJ, CLUJ-NAPOCA
12	EUROBUSINESS TIPAR SRL	79,712,036	63,093,007	26%	16,693,502	7,843,739	113%	137	138	-1%	ILFOV, CATELU
13	AMCOR FLEXIBLES PIATRA NEAMT SRL	67,898,288	42,646,995	59%	6,565,687	741,967	785%	78	72	8%	NEAMT, DUMBRAVA-DEAL
14	IMPRIMERIA ARTA GRAFICA SA	59,481,646	52,812,333	13%	3,466,404	2,865,864	21%	169	171	-1%	BUCURESTI, SECTOR 4
15	TIPOGRAFIA EVEREST 2001 SRL	57,307,118	43,186,093	33%	10,741,099	7,676,481	40%	132	132	-	BUCURESTI, SECTOR 6
16	PRINTMASTERS SRL	55,012,853	37,198,648	48%	4,863,352	2,059,617	136%	356	303	17%	MARAMURES, CICIRLAU
17	ARTPRINT SA	52,648,260	39,119,166	35%	1,772,051	-762,756	332%	144	139	4%	BUCURESTI, SECTOR 5
18	BEST PRINT SERVICES SA	51,495,991	40,789,928	26%	4,168,254	2,534,169	64%	143	135	6%	BUCURESTI, SECTOR 6

## PAPER AND CARDBOARD PRODUCTS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	DS SMITH PAPER ZARNESTI SRL	634,909,474	451,916,025	40%	92,018,065	10,870,019	747%	223	215	4%	BRASOV, ZARNESTI
2	AMBRO SA	626,869,642	506,696,569	24%	81,841,918	71,957,827	14%	625	606	3%	SUCEAVA, SUCEAVA
3	RONDOCARTON SRL	595,473,193	468,202,635	27%	33,180,887	27,250,005	22%	463	465	-	CLUJ, APAHIDA
4	VRANCART SA	526,031,865	387,017,600	36%	26,207,767	11,536,525	127%	1,202	1,098	9%	VRANCEA, ADJUD
5	SOFIDEL ROMANIA SA	349,707,568	268,569,334	30%	12,526,213	-9,147,009	237%	220	234	-6%	CALARASI, CALARASI
6	ROMCARTON SA	331,193,730	256,134,841	29%	5,626,916	3,113,815	81%	324	316	3%	ILFOV, POPESTI LEORDENI
7	COMBINATUL DE CELULOZA SI HARTIE SA	277,229,514	264,948,891	5%	53,945,185	74,395,055	-27%	332	334	-1%	MEHEDINTI, DROBETA- TURNU SEVERIN
8	VPK PACKAGING SRL	248,490,974	200,400,562	24%	9,370,441	9,627,464	-3%	231	257	-10%	BIHOR, SALONTA
9	DON PEDRO SRL	226,473,541	161,236,090	40%	17,504,140	8,608,255	103%	241	243	-1%	VALCEA, LINIA
10	MG TEC INDUSTRY SRL	225,311,935	59,438,183	279%	4,954,893	268,854	1,743%	262	230	14%	CLUJ, DEJ
11	EUROPAPIER ROMANIA SRL	171,054,804	123,723,850	38%	14,169,862	7,349,501	93%	50	44	14%	ILFOV, DRAGOMIRESTI-VALE
12	PEHART TEC TISSUE SA	152,356,047	64,735,908	135%	4,614,909	-3,014,459	253%	2	2	-	ALBA, DEJ
13	ANTALIS SA	140,641,923	118,709,893	18%	14,285,107	5,099,099	180%	82	83	-1%	BUCURESTI, SECTOR 3
14	PAPYRUS ROMANIA SRL	139,017,916	93,499,444	49%	4,389,464	2,381,998	84%	33	22	50%	BUCURESTI, SECTOR 6
15	ROMANIAN PAPER DISTRIBUTION SRL	128,153,305	92,095,598	39%	16,696,456	5,677,575	194%	75	74	1%	BUCURESTI, SECTOR 3
16	ROM PAPER SRL	126,192,544	84,698,021	49%	1,066,729	-1,672,167	164%	127	171	-26%	BRASOV, BRASOV
17	SAMUS CONSTRUCTII SA	106,062,657	69,130,430	53%	-10,720,720	-13,990,126	23%	N/A	2	-	ALBA, DEJ



## PACKAGING, PAPER AND CARDBOARD PRODUCTS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	DUNAPACK RAMBOX PRODIMPEX SRL	349,366,745	254,374,357	37%	-10,966,889	-15,331,097	28%	303	287	6%	COVASNA, SFANTU GHEORGHE
2	MM PACKAGING ROMANIA SRL	316,405,657	289,412,037	9%	28,667,133	24,292,575	18%	237	245	-3%	PRAHOVA, BLEJDI
3	DS SMITH PACKAGING ROMANIA SRL	249,585,009	188,533,644	32%	-705,763	5,891,315	-112%	229	217	6%	TIMIS, TIMISOARA
4	THIMM PACKAGING SRL	220,836,448	175,809,505	26%	10,652,633	8,493,279	25%	285	293	-3%	SIBIU, SURA MICA
5	TIGER SOMES IMPEX SA	177,017,653	131,143,185	35%	22,227,433	7,483,771	197%	90	88	2%	CLUJ, DEJ
6	SUNIMPROF ROTTAPRINT SRL	157,096,161	126,159,041	25%	4,111,627	3,224,955	27%	239	268	-11%	CLUJ, APAHIDA
7	DS SMITH PACKAGING GHIMBAV SRL	152,923,094	123,910,824	23%	-6,390,864	-718,043	-790%	194	202	-4%	BRASOV, GHIMBAV
8	TETRA PAK ROMANIA SRL	138,748,866	133,791,598	4%	2,226,627	3,772,818	-41%	31	32	-3%	BUCURESTI, SECTOR 2
9	BARLETA SRL	124,325,138	100,238,158	24%	19,518,814	16,468,920	19%	219	214	2%	BACAU, BACAU
10	SEGEZHA PACKAGING SRL	102,637,090	78,257,074	31%	-299,898	5,027,294	-106%	88	83	6%	PRAHOVA, PLOIESTI

## PACKAGING, METAL AND PLASTIC PRODUCTS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	CANPACK ROMANIA SRL	791,335,116	657,021,646	20%	7,606,234	49,357,335	-85%	277	276	-	BUCURESTI, SECTOR 4
2	ALPLA PACKAGING ROMANIA SA	423,785,696	137,436,316	208%	20,610,816	8,375,314	146%	240	128	88%	BUCURESTI, SECTOR 4
3	GUALA PACK NADAB SRL	305,951,937	227,170,002	35%	16,651,028	19,674,745	-15%	365	332	10%	ARAD, NADAB
4	PET STAR HOLDING SA	305,061,925	214,069,645	43%	5,483,821	4,442,376	23%	116	113	3%	IALOMITA, SLOBOZIA
5	CF. STARCOMEXIM SRL	291,251,872	136,657,950	113%	7,734,637	6,503,820	19%	22	21	5%	ARGES, PITESTI
6	ROMPHARM COMPANY SRL	273,822,422	206,426,479	33%	60,541,278	19,574,952	209%	466	449	4%	ILFOV, OTOPENI
7	RESILUX PACKAGING SOUTH EAST EUROPE SRL	211,614,469	110,844,376	91%	-2,942,899	-3,109,455	5%	62	55	13%	ILFOV, CREATA
8	ARTEMA PLAST SRL	164,939,361	130,658,379	26%	4,002,600	4,967,476	-19%	181	178	2%	PRAHOVA, BOLDESTI-SCAENI
9	LIVINGJUMBO INDUSTRY SA	164,064,764	133,415,290	23%	3,477,122	-2,319,221	250%	541	569	-5%	BUZAU, BUZAU
10	PLASTIPAK ROMANIA SRL	130,657,904	109,156,332	20%	3,667,612	7,486,133	-51%	70	73	-4%	PRAHOVA, URLATI

## PACKAGING SERVICES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	ROCHUS SRL	44,104,935	22,969,010	92%	41,401	97,497	-58%	34	32	6%	BUCURESTI, SECTOR 2
2	MIKETI LUX SRL	37,299,707	28,618,743	30%	467,835	165,006	184%	23	26	-12%	BUCURESTI, SECTOR 6
3	KATY SRL	33,054,616	29,251,981	13%	7,775,937	2,632,436	195%	283	312	-9%	GALATI, GALATI
4	DEPAL SRL	30,717,994	31,321,328	-2%	3,049,805	4,111,488	-26%	N/A	42	-	BUCURESTI, RAMNICU VALCEA
5	BACSIM SRL	21,600,115	19,095,152	13%	1,753,078	2,094,860	-16%	37	37	-	DAMBOVITA, TARTASESTI

## PACKAGING MACHINERY, EQUIPMENT AND SERVICES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	ULMA PACKAGING PRODUCTION SRL	146,326,379	127,230,552	15%	6,265,802	6,074,824	3%	163	143	14%	CLUJ, APAHIDA
2	MULTIVAC ROMANIA SRL	139,266,233	90,988,021	53%	7,837,408	4,133,739	90%	79	76	4%	BUCURESTI, SECTOR 3
3	FILTRATION GROUP SRL	93,456,655	99,852,951	-6%	6,059,654	3,256,842	86%	-	169	-	TIMIS, TIMISOARA
4	EVOCA MANUFACTURING ROMANIA SRL	57,881,692	51,975,903	11%	3,362,847	2,509,184	34%	65	51	27%	CLUJ, CLUJ-NAPOCA



# TEXTILE & LEATHER

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## In this Chapter

Fibers; Fabrics; Wearing Apparel; Other Products; Footwear and Leather Goods; Trade, Textiles and Leather.

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# 30%

*IS THE AVERAGE TURNOVER GROWTH  
RATE RECORDED BY THE TOP TEN  
COMPANIES IN THE WEARING APPAREL  
INDUSTRY SECTOR IN 2022.*



## FIBERS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	RIFIL SA	403,822,785	381,969,308	6%	1,972,729	37,455,159	-95%	715	572	25%	NEAMT, SAVINESTI
2	GREENTECH SA	383,015,540	361,822,278	6%	-39,808,435	-1,899	-2,096,184%	868	647	34%	BUZAU, BUZAU
3	ITALTEXTIL SARATA SRL	297,552,724	158,890,359	87%	15,070,466	10,394,844	45%	333	240	39%	BISTRITA-NASAU, SARATA
4	ROLANA TEX SRL	280,392,385	176,416,177	59%	224,779	3,517,104	-94%	275	205	34%	BOTOSANI, BOTOSANI
5	SILVANIA WORSTED SPINNING SRL	263,652,607	240,332,827	10%	-6,817,566	-3,529,751	-93%	305	268	14%	SALAJ, SIMILEU SILVANIEI
6	YARNEA SRL	244,347,161	198,529,064	23%	5,905,481	15,614,102	-62%	353	342	3%	NEAMT, SAVINESTI
7	COATS ROMANIA SRL	194,382,823	168,984,342	15%	7,528,294	5,694,903	32%	453	439	3%	HARGHITA, ODOREIU SECUIESC
8	AMANN ROMANIA SRL	153,067,142	116,314,653	32%	1,197,635	161,172	643%	359	337	7%	BRASOV, HARMAN
9	MONOSUISSE RO SRL	140,362,889	94,733,946	48%	21,597,348	12,157,454	78%	175	147	19%	MURES, SIGHISOARA

## FABRICS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	GST SAFETY TEXTILES RO SRL	492,797,973	420,836,702	17%	-18,827,249	-38,504,999	51%	1,224	1,561	-22%	MURES, SIGHISOARA
2	COINDU ROMANIA SRL	332,143,143	237,196,375	40%	16,582,755	-748,307	2,316%	790	674	17%	ARAD, CURTICI
3	ERTEX INTERNATIONAL SRL	224,321,099	158,241,016	42%	4,760,775	2,724,744	75%	229	223	3%	BRASOV, BRASOV
4	CARREMAN ROMANIA SRL	155,842,666	97,060,864	61%	10,079,705	727,857	1,285%	300	279	8%	BOTOSANI, BOTOSANI
5	DESLEECLAMA EASTERN EUROPE SRL	152,740,348	134,299,792	14%	495,743	4,665,307	-89%	200	237	-16%	SIBIU, MIERCUREA SIBIULUI
6	DESLEECLAMA SOLUTIONS SRL	143,279,799	113,788,172	26%	2,910,307	3,111,242	-6%	585	602	-3%	VALCEA, BALOTA
7	TESSUTICA ROMANIA SRL	87,572,450	75,537,454	16%	499,694	705,214	-29%	124	128	-3%	PRAHOVA, ARICESTI RAHTVANI
8	INTEX SA	84,206,682	92,244,310	-9%	875,510	3,161,592	-72%	147	223	-34%	BISTRITA-NASAU, NASAU
9	TESCA ERT ROMANIA SRL	80,405,489	71,542,826	12%	908,131	1,272,053	-29%	45	48	-6%	ARAD, CURTICI
10	MENTOR SRL	61,101,472	42,283,843	45%	2,641,843	2,731,989	-3%	139	108	29%	DOLI, CRAIOVA
11	LANCO SRL	61,036,058	42,956,254	42%	3,844,970	2,216,867	73%	152	138	10%	SIBIU, TALMACIU
12	MARTELLI EUROPE SRL	59,316,122	46,772,588	27%	4,279,113	2,082,268	106%	473	483	-2%	BUZAU, BUZAU
13	EUROPEAN INTERIOR SRL	59,116,502	86,565,147	-32%	2,648,653	3,418,976	-23%	156	286	-45%	ILFOV, AFUMATI
14	AUNDE C&S AUTOMOTIVE SRL	57,261,856	47,179,822	21%	1,977,259	1,683,199	17%	210	215	-2%	MURES, BARDESTI

## WEARING APPAREL

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	FORMENS SRL	278,673,442	196,739,066	42%	33,152,378	13,588,664	144%	900	882	2%	BOTOSANI, BOTOSANI
2	ARTIFEX SRL	229,133,652	176,048,984	30%	2,937,339	-3,796,865	177%	1,109	1,067	4%	VRANCEA, FOCSANI
3	PANDORA PROD SRL	216,619,143	164,593,991	32%	10,351,453	7,909,489	31%	645	630	2%	VRANCEA, FOCSANI
4	ALISON HAYES -ROMANIA SRL	212,360,427	187,572,809	13%	-10,297,538	-10,383,421	1%	362	456	-21%	IALOMITA, URZICENI
5	COTTONTEX SRL	178,755,662	173,625,619	3%	4,802,525	14,814,293	-68%	1,033	977	6%	TIMIS, TIMISOARA
6	PRODUCTIE ZARAH MODEN SRL	146,695,836	110,124,520	33%	2,209,538	3,734,554	-41%	715	557	28%	COVASNA, TARGU SECUIESC
7	SIMIZ FASHION SRL	141,895,050	103,341,570	37%	4,783,235	1,812,306	164%	592	591	-	VRANCEA, FOCSANI
8	GRAFTEX PRODCOM SRL	139,226,580	101,857,357	37%	19,838,567	11,125,856	78%	292	267	9%	BUCURESTI, SECTOR 1
9	DBI GLOBAL SUPPLY CHAIN ROMANIA SRL	136,042,863	145,277,018	-6%	10,408,686	13,775,986	-24%	477	478	-	SALAJ, ZALAU
10	ODLO ROMANIA SRL	112,988,990	64,867,260	74%	4,456,812	4,965,186	-10%	493	N/A	-	NEAMT, ROMAN
11	INDUSTRIES YIELD SRL	107,522,059	82,379,458	31%	3,983,322	3,996,683	0%	1,225	1,172	5%	BACAU, BACAU
12	MILBRO TEXTILE SRL	101,386,960	78,612,168	29%	13,370,334	9,966,263	34%	404	388	4%	ILFOV, PANTELIMON



## OTHER PRODUCTS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	MARTUR AUTOMOTIVE SEATING AND INTERIORS SRL	950,433,907	605,232,850	57%	74,368,922	65,496,388	14%	621	471	32%	BUCURESTI, SECTOR 6
2	DUAL BORGSTENA TRIM ROMANIA SRL	323,806,426	268,135,964	21%	25,450,550	34,397,536	-26%	815	751	9%	TIMIS, FAGET
3	SEFAR SRL	257,225,371	196,715,923	31%	9,031,160	10,241,807	-12%	395	364	9%	MURES, SIGHISOARA
4	TECHTEX SRL	130,344,498	120,844,030	8%	3,569,680	1,726,650	107%	283	316	-10%	MARAMURES, CICIRLAU
5	ROMTEXTIL SA	104,399,248	76,895,627	36%	5,498,906	378,244	1,354%	332	382	-13%	CONSTANTA, VALCEA
6	MINET SA	91,341,613	73,844,432	24%	-1,686,891	1,638,209	-203%	144	125	15%	RAMNICU VALCEA
7	SUPER BALL SRL	63,768,439	72,291,618	-12%	1,347,734	3,588,835	-62%	156	178	-12%	TIMIS, ORTISOARA
8	ADVANTAGE HEMA INNOVATION TECHNOLOGIES SRL	50,067,232	36,649,246	37%	1,649,813	517,555	219%	213	190	12%	ARAD, ARAD

## FOOTWEAR AND LEATHER GOODS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	RAFFAELLO SHOES FACTORY SRL	403,728,771	348,438,418	16%	985,345	8,555,118	-88%	643	640	-	BUCURESTI, SECTOR 4
2	REKORD SRL	343,526,626	237,314,354	45%	31,853,537	41,187,456	-23%	493	411	20%	ALBA, ALBA IULIA
3	SOMAREST SRL	282,028,471	233,990,485	21%	804,153	13,671,145	-94%	1,076	1,004	7%	SIBIU, CISNADIE
4	LEGERO SHOES ROMANIA SRL	254,265,388	167,656,695	52%	9,314,325	5,141,248	81%	544	420	30%	BIHOR, VALEA LUI MIHAI
5	LLOYD SHOES ROMANIA SRL	162,897,824	101,672,849	60%	350,474	-4,539,093	108%	N/A	480	-	BIHOR, VALEA LUI MIHAI
6	SIFA INTERNATIONAL SRL	122,806,443	125,667,528	-2%	12,727,797	17,889,534	-29%	674	671	-	MARAMURES, BAIJA MARE
7	MUSETTE EXIM SRL	104,242,375	78,980,205	32%	12,286,314	5,784,131	112%	514	453	13%	BUCURESTI, SECTOR 2

## TRADE, TEXTILES AND LEATHER

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	PEPCO RETAIL SRL	2,316,354,185	1,879,863,842	23%	193,878,514	297,787,895	-35%	3,340	2,970	12%	BUCURESTI, SECTOR 1
2	INDITEX ROMANIA SRL	2,222,353,615	1,077,658,801	106%	347,335,566	168,587,777	106%	1,805	1,724	5%	BUCURESTI, SECTOR 3
3	LPP ROMANIA FASHION SRL	1,396,090,508	925,406,160	51%	10,480,346	80,675,692	-87%	1,225	778	57%	BUCURESTI, SECTOR 1
4	H&M HENNES & MAURITZ SRL	976,758,808	849,580,286	15%	47,286,870	25,146,779	88%	923	871	6%	BUCURESTI, SECTOR 3
5	PEEK & CLOPPENBURG SRL	538,330,690	438,185,680	23%	109,156,213	99,213,566	10%	406	354	15%	BUCURESTI, SECTOR 1
6	C&A MODA RETAIL SRL	523,806,210	444,768,361	18%	48,624,747	39,195,386	24%	310	267	16%	BUCURESTI, SECTOR 1
7	NY`ER ROMANIA SRL	518,596,477	417,211,703	24%	142,092,373	138,257,915	3%	572	499	15%	CLUJ, CLUJ-NAPOCA
8	DEICHMANN SRL	503,474,998	380,797,825	32%	65,940,797	38,857,749	70%	695	628	11%	BUCURESTI, SECTOR 1
9	OTTER-DISTRIBUTION SRL	255,684,439	217,428,865	18%	17,049,185	27,993,406	-39%	430	442	-3%	ILFOV, CHIAJNA
10	KIK TEXTILIEN UND NON-FOOD SRL	251,516,313	184,421,950	36%	-18,228,654	-14,159,288	-29%	574	440	30%	BUCURESTI, SECTOR 3
11	MIG MARKETING INVESTMENT GROUP RO SRL	227,167,546	162,969,683	39%	4,794,301	1,748,422	174%	245	185	32%	BUCURESTI, SECTOR 1
12	MONTECRISTO RETAIL RO SRL	215,934,985	173,398,710	25%	-89,355,363	-8,972,005	-896%	335	365	-8%	ILFOV, SECTOR 3
13	E-QATION SRL	195,829,703	189,553,690	3%	9,953,647	8,748,520	14%	1	N/A	-	ALBA, ALBA IULIA
14	TAKKO FASHION INTERNATIONAL SRL	188,210,129	170,698,523	10%	13,099,519	5,658,778	131%	363	345	5%	BUCURESTI, SECTOR 1
15	BENVENUTI SRL	157,142,012	123,378,489	27%	19,878,104	5,439,565	265%	375	369	2%	BIHOR, ORADEA
16	RENANIA TRADE SRL	152,988,664	146,320,548	5%	9,672,735	16,860,246	-43%	134	134	-	MURES, TARGU MURES
17	TIGER OF SWEDEN ROMANIA SRL	152,541,467	116,652,999	31%	2,826,059	-1,430,846	298%	30	32	-6%	BUCURESTI, SECTOR 2





# THE CULINARY REVOLUTION AT NOEME

In the vibrant heart of Bucharest lies Noeme, a gastronomic sanctuary that combines the refinement of fine dining with a familiar atmosphere. Nestled in a historic villa in the Jewish quarter, this fine dining restaurant represents more than just a place to savor exceptional dishes - it is a tale of passion for local ingredients and respect for tradition.

Led by Carmen Diaconu, officially recognized for her culinary skills at the 2019 Gault et Millau Awards and honored with the Best Chef Horeca Women award in 2021, Noeme's cuisine stands out for its innovation and bold approaches. Its eclectic menu invites guests to become true culinary explorers, discovering unique flavors and daring combinations.



With exceptional attention to detail, Noeme is not just a place to eat, but a complete experience. Each ingredient is treated with respect, ensuring that every dish brings forth the pure essence of taste. Here, respect for the source is not just empty words but a deeply ingrained principle in the restaurant's philosophy.

With a seating capacity of 60 indoors, the intimate and welcoming atmosphere of Noeme entices guests to enjoy a culinary journey full of refinement. Additionally, Noeme hosts wine tasting events, offering a complete gastronomic experience where delicate flavors harmoniously intertwine with the rich history of the Romanian terroir.



# AGRICULTURE & LIVESTOCK



## In this Chapter

Crops; Vegetables; Fruits; Nuts; Seeds and Plant Breeding Services; Fertilizers, Herbicides, Insecticides, Fungicides; Agricultural Machinery and Equipment; Support Activities for Agriculture; Trade, Agricultural Products; Cattle; Pigs; Poultry; Eggs Production; Animal Food; Support Activities for Animal Production; Trade, Livestock; Mixed Farms.

# 4-5

*CROP SPECIES THAT COVER DIFFERENT YEAR PERIODS IN VEGETATION ARE RECOMMENDED, AS A MINIMUM, TO BE USED THROUGH RISK-SHARING CROP PLANNING.*







## Interview

# BALANCING PROFITABILITY AND RESPONSIBILITY: RWA COMMITMENT TO SUCCESS

**ANDREEA HANȚĂ**, CFO, RWA Raiffeisen Agro România

**1.** RWA Raiffeisen Agro has experienced significant growth since its establishment in Romania in 2015. Can you share the key factors contributing to this expansion and success?

The key factors contributing to RWA Raiffeisen Agro's growth and success in Romania are its affiliation with the international group and its business model, promoted at a European level. RWA has grown organically, gradually acquiring locations of interest each year.

In 2016, we purchased our first depot in Romania, and from there, we have expanded gradually every year. These locations, whether depots or silos, have helped us develop alongside our farmers. RWA is owned by cooperatives – so our owners are farmer cooperatives. This is why we consider ourselves long-term partners in our relationship with farmers; it's in our DNA.

Our commercial policy in Romania and our partnership with farmers have been the key to our success. Those who chose to

collaborate with us from the beginning, from 2015, have continued to do so until now. We have a customer retention rate of nearly 100%, which, for us, is the most direct validation we could receive.

The beauty of agribusiness is that no two years are the same. You always have to be on your toes, ready for the unexpected because each year has different specific challenges, such as drought, COVID-19, war in Ukraine, volatile prices and so on.

**2.** The company has a diversified portfolio, offering seeds, chemical fertilizers, and pesticides for various crops. How has the demand for these agricultural inputs evolved, and what role do they play in supporting Romanian farmers?

We offer solutions for every need a farmer may have. From the beginning, we aimed to cover the basic input needs and to remain competitive!

Yes, we have a diversified portfolio. Our range of exclusive products sets us apart, especially seeds and genetic selection.





Over time, we have carefully chosen the best genetics from various sources suitable for our region, creating a solid selection.

Throughout this process, our people are the mainstay. We have individuals who understand the ecosystem, the farmers and the specifics of the region. This allows us to provide genuinely personalized recommendations, tailored to the needs and context of each farmer.

**3. The war in Ukraine has had significant implications for the agriculture industry in the region. How has RWA Raiffeisen Agro Romania been affected by this geopolitical situation, both in terms of results and costs?**

Like all companies operating near Ukraine in the agribusiness sector, we have been affected in logistics and company results. We stand in solidarity with our Ukrainian neighbors. However, there are some important aspects to consider for the Romanian and European markets, from my point of view.

My personal opinion is that it is necessary to support Ukraine by facilitating the movement of goods and optimizing transit through Romania. I believe introducing an import tax could be beneficial to protect European farmers. It would help avoid stockpile blockages at the trader and farmer levels.

Currently, Ukrainian farmers' production can be sold in the European market without any restrictions imposed by the European Community. This leads to unfair competition, as products are sold in the EU without additional taxes.

To explain further, agricultural production in the European Union is highly regulated. Only certain pesticides can be used, the seeds must be included in the European Catalog and for fertilisers there are safety regulations for transportation, storage and even maximum application limits per hectare.

Crops must meet quality and safety standards and residue levels are closely monitored. Moreover, European farmers are engaged in significant sustainability



projects like the Green Deal and Farm to Fork. All these regulations increase the cost of agricultural production. These limitations do not apply to Ukraine, leading to unfair competition among farmers.

**4. Changes in taxes can impact the agricultural sector. How has the recent shift in agricultural taxes influenced your company's business strategy, and what adjustments have been made to navigate these changes effectively?**

The lack of stability in legislation reduces long-term investments. Companies looking to invest in Romania lack predictability, which is one reason why the number of investors is decreasing. Sudden, unpredictable changes in laws only create more stress in an already vulnerable economy, especially following the challenges of COVID-19 and Ukraine. I believe that we will have another 3-4 years of economic instability due to these factors. It's worth mentioning that the war in Ukraine has brought significant players into the Romanian agribusiness market.

**5. Drought and climate change are growing concerns for the agricultural sector. How does RWA Raiffeisen Agro Romania address these challenges, and what measures are in place to support farmers facing unpredictable weather patterns?**

We are advanced in introducing new products and technologies to the market. At the same time, the strength of our international group allows us to analyze and test solutions in various ecosystems for the climate, pests and diseases we might face in the coming years. This provides us with predictability, allowing us to stay one step ahead.

The main issue, however, is education. Currently, we have two types of farmers: those who are technically savvy and adaptable and those who still refuse to acknowledge the climate's crucial role.

The first type is open to adaptation, constantly testing new technologies, taking precautionary measures for future seasons and being proactive. The second type is more influenced by economic pressure, initially from COVID-19 and then from price fluctuations. These farmers are reactive from

one season to the next. For them climate change still has a minimal impact, and their acceptance levels are low. For many farmers, resistance to new technologies and innovation remains high.

One of the solutions we promote is risk-sharing through crop planning. For example, we recommend using a minimum of 4-5 crop species that cover different year periods in vegetation. Diversification includes introducing or expanding species with lower exposure to heat and drought. Additionally, we suggest distributing technological risk. For example, when selecting wheat varieties, we advise choosing both late and early varieties to avoid overlap in development.

Another example of climate change adaptation is the irrigation project we initiated after the 2020 drought. Together with Raiffeisen Bank, we offered a solution for developing irrigation systems with financial support and preferential interest rates. In practice, the farmers' investment was minimal and we provided the technical and economic solution. Despite coming after a challenging year, the market demand for this product was almost equal to zero.

**6. Given your role in financial management, how does RWA address the balance between profitability and sustainability? Are there specific initiatives to ensure a responsible and sustainable approach to business?**

Until now, we have pursued a growth policy over the past seven years. Starting next year, we will be adopting a new policy focused on consolidation. We have reached a point where we believe it is necessary to emphasize consolidation. We have realized that it is time to place greater emphasis on sustainability, even though it has always been important to us. Our goal is to distribute financial, technological and market risk effectively.

**7. As the CFO, can you discuss the principles you follow to ensure the financial robustness and resilience of RWA Raiffeisen Agro Romania in the face of external factors such as geopolitical tensions and climate-related uncertainties?**

The entire company's policy is based on



*We support farmers throughout the entire input acquisition process until the harvest is made.*





deeply rooted values. Values underlie all our business decisions. The values that have united farmers in cooperatives, transmitted and embraced by every RWA employee, guide all our actions. Therefore, it is clear that everyone under this large umbrella shares the same ideas, goes in the same direction and seeks to follow the same course of action.

My working philosophy cannot be different from that of the entire group. We take pride in seeing the farmer as a true partner. Moreover, we are talking about balanced partnerships for both parties. In the long run, we seek nothing but sustainability despite the geopolitical, financial and climatic pressures.

## **8. The company has seen remarkable growth in seed volume and product sales. How does RWA Raiffeisen Agro Romania ensure the quality of its products and the satisfaction of its customers amidst this expansion?**

Our growth is a consequence of the quality and attention to detail that we offer. Quality has been a priority for us from day one, not something acquired later in the process.

As our volumes have grown, so has the company in terms of size, the number of dedicated employees, portfolio and product selection. We carefully select our partners. Additionally, we follow the group's model, which has been doing these things for over 130 years. We implemented their philosophy locally, and we aim to carry it forward without the need to reinvent things.

## **9. Solidarity is promoted as a core value at RWA Raiffeisen Agro. How does the company foster a sense of collaboration and mutual growth with the farmers it works with, and what initiatives or programs are in place to strengthen these partnerships?**

We are a solutions integrator for farmers. We do not just sell inputs. Primarily, we support farmers throughout the entire input acquisition process and until the harvest is made. We always aim to provide personalized solutions.

We offer as many options to farmers as possible, especially regarding how they can market their produce. In our facilities, farmers find not only support but also solutions. Through these facilities, we aim to stay as close

to them as possible, maintaining interpersonal relationships on a day-to-day basis. Only through this can we truly understand the field's issues and their challenges.

## **10. Could you discuss the role of technology in RWA's operations, particularly in optimizing supply chain management and enhancing customer experiences for farmers?**

At a group level, we have numerous innovations and integrations with everything related to new media and new technologies. This includes collaborations with innovation-focused companies like Agro Innovation Lab and the integration of robotics and technologies across multiple segments of our business.

FarmHedge is the first mobile app, available on Google Play and Apple Store, developed by an agribusiness distributor in Romania. For agribusiness, this represents an innovation that lays the foundation for the next level in modern agriculture. Our goal was to make purchasing as easy as possible for farmers, ensuring accessibility.

## **11. Looking ahead, what are the main goals and priorities for RWA Raiffeisen Agro Romania in the coming years, and how does the company plan to navigate potential challenges in the agricultural landscape?**

The main enemy in the coming years is market volatility, particularly in prices, which began in 2022 and is expected to last until the end of 2024, according to our estimates. In agribusiness, no year is the same. Our challenge is adapting from one year to the next to our unique challenges and acting accordingly.

In such a rapidly changing market, we need to react quickly. In this context, we focus on our most vital asset, genetics. Genetics provide us with risk minimization solutions and the ability to anticipate responses to climate change.

We want to share our expertise and knowledge with our partners. Our primary concern is to grow the other segments of our business, especially seeds. Currently, our range includes exclusive hybrids carefully selected for rapeseed, corn, sunflower, sorghum, as well as high-performing wheat, barley, soybean and pea varieties.



*We take pride in seeing the farmer as a true partner.*



## CROPS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	AGRO-CHIRNOGI SA	1,614,885,528	1,055,330,096	53%	86,701,405	40,754,295	113%	436	491	-11%	CALARASI, CHIRNOGI
2	AGRICOST SA	860,431,419	486,288,098	77%	233,692,593	111,300,338	110%	N/A	787	-	BRAILA, BRAILA
3	MOLDOVA FARMING SRL	426,466,547	288,336,929	48%	32,776,305	32,595,645	1%	136	129	5%	BACAU, BACAU
4	EUROSEMAGRO COMPANY SRL	370,602,098	130,280,465	184%	1,568,546	614,132	155%	1	1	-	PRAHOVA, PLOIESTI
5	PROAGRO SRL	324,251,232	280,260,438	16%	4,168,503	6,207,737	-33%	61	44	39%	BOTOSANI, DOROHAI
6	MARSAT SA	320,028,612	194,842,288	64%	3,329,350	19,789,287	-83%	60	69	-13%	NEAMT, ROMAN
7	MERPARO SRL	246,596,401	178,431,488	38%	23,855,009	16,445,177	45%	51	49	4%	TIMIS, SACALAZ
8	PREST GEO-DAN SRL	195,024,071	252,760,623	-23%	1,563,929	14,302,737	-89%	85	74	15%	TULCEA, TULCEA
9	MECAIND ULMENI SA	181,016,253	117,073,109	55%	4,309,828	7,393,458	-42%	N/A	70	-	CALARASI, ULMENI
10	COMCEREAL SA	174,249,147	175,924,587	-1%	2,246,195	4,137,841	-46%	149	152	-2%	BOTOSANI, BOTOSANI
11	PATROL SERVICE SRL	154,222,926	109,861,608	40%	20,813,095	11,981,548	74%	113	109	4%	BIHOR, CIHEI
12	REFDAN COM SRL	145,140,801	134,365,941	8%	3,587,641	8,364,161	-57%	53	45	18%	TELEORMAN, ISLAZ
13	MEDEEA AGRO PROD SRL	143,183,420	222,261,919	-36%	-16,306,693	55,746	-293.52%	8	9	-11%	SATU MARE, PISCARI
14	COMCEREAL SA	136,416,319	255,557,918	-47%	4,994,509	12,619,100	-60%	208	204	2%	VRANCEA, FOCSANI
15	AGRO NEVADA TIM SRL	135,432,786	96,041,637	41%	58,829,995	32,623,193	80%	42	44	-5%	TIMIS, VOITEG
16	DACHIM SRL	135,277,537	65,292,384	107%	3,458,185	972,087	256%	58	61	-5%	CLUJ, TURDA
17	SOYBEAN AND MAYS PROD COOPERATIVA AGRICOLA	133,936,218	45,098,052	197%	16,371,433	2,107,907	677%	6	2	200%	BOTOSANI, BROSCAUTI
18	RECOND-COM-IMPEX SRL	125,670,566	84,041,367	50%	16,518,305	9,003,081	83%	100	30	233%	TELEORMAN, ALEXANDRIA CONSTANTIA, VALU LUI TRAIAN
19	ANDRA INTERNATIONAL SRL	121,960,602	110,825,538	10%	22,815,257	32,758,622	-30%	159	151	5%	VALU LUI TRAIAN
20	JD AGRO COCORA SRL	115,264,199	141,840,717	-19%	35,290,105	55,037,959	-36%	51	47	9%	IALOMITA, COCORA
21	AGROMAD CROPS SRL	111,969,851	94,996,599	18%	2,869,147	1,460,976	96%	92	81	14%	DAMBOVITA, BALTENI
22	BARRET FAMILY SRL	111,342,839	30,277,546	268%	5,992,006	444,088	1249%	20	26	-23%	VALCEA, BABENI
23	AFILIU TRANS SRL	110,439,060	89,085,285	24%	21,152,066	15,950,590	33%	135	135	-	PRAHOVA, MIZIL
24	LUX COM SRL	107,100,817	88,508,179	21%	18,658,653	15,293,292	22%	86	88	-2%	CALARASI, ARTARI
25	SANCOS SRL	103,475,114	52,477,676	97%	8,573,420	7,312,359	17%	21	16	31%	BOTOSANI, CONCESTI
26	AGROINTER SRL	101,333,887	107,627,930	-6%	14,928,878	8,012,198	86%	182	189	-4%	TELEORMAN, TIGANESTI
27	AGRICOLA 96 TIGANASI SA	100,501,977	80,416,184	25%	9,791,291	7,412,858	32%	174	181	-4%	IASI, TIGANASI

## VEGETABLES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	BOGLAR CHAMP SRL	111,716,668	99,534,488	12%	26,861,079	22,884,687	17%	354	330	7%	SALAJ, ZALAU
2	AGRIRO SRL	63,493,727	51,648,167	23%	5,940,492	5,502,099	8%	N/A	85	-	BIHOR, ANT
3	IAZUL V & V SRL	51,938,306	43,560,792	19%	5,862,002	4,725,603	24%	147	128	15%	SALAJ, ZALAU
4	LEOSER SA	48,714,643	15,942,282	206%	-2,152,456	1,771,179	-222%	53	57	-7%	BUCURESTI, SECTOR 3
5	EUROPEAN VEGETABLE SRL	45,522,628	38,322,397	19%	459,879	5,920,959	-92%	39	16	144%	BIHOR, HUSASAU DE TINCA
6	LEADER INTERNATIONAL SA	36,466,185	28,764,724	27%	-1,624,142	3,464,928	-147%	69	68	1%	ILFOV, MOGOSOAIA
7	AGROSEMCU SRL	33,155,881	20,872,782	59%	2,280,509	1,652,810	38%	102	83	23%	PRAHOVA, URLATI
8	CHIRANA SERV SRL	29,552,610	20,731,044	43%	395,278	127,612	210%	45	40	13%	IALOMITA, SLOBOZIA
9	M & R SRL	26,253,235	22,519,434	17%	1,246,460	1,187,095	5%	100	100	-	IASI, IASI
10	GREENADEL PROD SRL	22,911,503	23,584,026	-3%	2,006,236	1,630,670	23%	35	35	-	GORJ, CALAPARU



## FRUITS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	GEDA COM SRL	36,104,920	27,280,621	32%	9,094,096	3,354,246	171%	47	34	38%	BUZAU, RAMNICU SARAT
2	MIB PRODCOM SRL	33,537,262	28,509,099	18%	229,852	2,435,942	-91%	94	97	-3%	CLUJ, CLUJ-NAPOCA
3	PIF&LMS COMPANY SRL	30,872,557	32,302,918	-4%	2,004,536	4,136,693	-52%	11	12	-8%	VRANCEA, FOCSANI
4	MICOJOR SRL	30,425,034	26,556,775	15%	406,170	422,552	-4%	16	14	14%	BIHOR, ORADEA
5	D & D HOUSE SRL	21,598,842	16,446,572	31%	4,466,413	4,725,740	-5%	N/A	N/A	-	ILFOV, 1 DECEMBRIE

## NUTS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	LIDYA WALNUTS SA	110,673,431	88,951,388	24%	-5,688,259	5,247,362	-208%	128	131	-2%	ARGES, ARGESULU
2	ALEX STAR SRL	64,305,076	52,357,820	23%	6,580,314	4,742,376	39%	54	54	-	ARGES, CURTEA DE ARGES
3	TRANSILVANIA NUTS SRL	64,174,374	59,477,040	8%	1,149,474	-1,437,740	180%	80	69	16%	ALBA, DRAMBAR
4	GOLDEN FOODS SNACKS SA	62,287,226	37,649,026	65%	75,401	-1,073,947	107%	103	77	34%	BUCURESTI, SECTOR 1

## SEEDS AND PLANT BREEDING SERVICES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	PROMAT COMIMPEX SRL	1,646,621,969	1,248,959,454	32%	63,301,923	49,868,766	27%	139	114	22%	SATU MARE, TASNAD
2	AGRII ROMANIA SRL	1,313,167,419	928,526,714	41%	58,574,509	50,462,141	16%	402	364	10%	TIMIS, GHIRODA
3	AGROIND CAUACEU SA	961,012,014	580,563,655	66%	44,015,743	8,049,203	447%	115	117	-2%	BIHOR, CAUACEU
4	AGROTEX SRL	763,486,772	688,990,183	11%	49,024,664	49,329,718	-1%	121	122	-1%	SATU MARE, CAREI
5	MONSANTO ROMANIA SRL	730,529,615	552,701,919	32%	37,811,523	13,457,580	181%	75	95	-21%	ILFOV, VOLUNTARI
6	AGRINVEST SRL	589,121,939	368,617,461	60%	40,747,475	30,923,763	32%	182	162	12%	BUZAU, BUZAU
7	PIONEER HI-BRED ROMANIA SRL	565,984,704	476,438,839	19%	21,770,487	20,021,007	9%	25	27	-7%	ILFOV, SINDRILITA
8	ARDEALUL TRADING SRL	539,879,083	453,354,548	19%	12,935,500	4,966,688	160%	105	101	4%	SATU MARE, CAREI
9	CORTEVA AGRISCIENCE ROMANIA SRL	532,822,864	368,296,223	45%	109,209,641	72,909,868	50%	116	113	3%	ILFOV, SINDRILITA
10	NETAGRO SRL	400,304,922	290,499,772	38%	28,459,437	19,800,107	44%	117	111	5%	ILFOV, CRETULEASCA
11	SOUFFLET AGRO ROMANIA SRL	340,392,427	288,990,213	18%	12,452,756	-12,084,675	203%	68	N/A	-	BUZAU, BUZAU
12	AGRO OIL SERVICE SRL	281,217,473	243,783,784	15%	3,052,137	18,893,930	-84%	98	86	14%	IALOMITA, SLOBOZIA
13	AGROMAS GRUP SRL	245,382,506	176,652,000	39%	10,650,922	10,588,164	1%	39	37	5%	IALOMITA, COSAMBESTI
14	AGRO ROM IMPEX SRL	235,197,717	142,368,308	65%	17,227,489	9,133,956	89%	38	31	23%	MURES, TARGU MURES
15	KWS SEMINTE SRL	219,250,980	185,093,013	18%	-747,812	17,847,978	-104%	130	127	2%	BUCURESTI, SECTOR 1

## FERTILIZERS, HERBICIDES, INSECTICIDES, FUNGICIDES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	AGRICOVER DISTRIBUTION SA	2,564,390,226	1,730,521,807	48%	48,767,522	43,556,282	12%	273	251	9%	ILFOV, VOLUNTARI
2	AZOMURES SA	2,176,249,730	2,581,712,303	-16%	38,665,008	86,667,242	-55%	960	1,068	-10%	MURES, TARGU MURES
3	NITRAMONIA BC SRL	2,106,326,009	401,459,935	425%	60,635,095	121,877,229	-50%	242	236	3%	BACAU, BACAU
4	AZOCHIM SRL	1,810,998,873	617,249,326	193%	61,904,695	64,877,993	-5%	115	94	22%	GIURGHIU, CALUGARENI
5	ALCEDO SRL	773,444,847	733,240,026	5%	33,999,591	32,841,422	4%	272	283	-4%	BUCURESTI, SECTOR 1



## FERTILIZERS, HERBICIDES, INSECTICIDES, FUNGICIDES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
6	SYNGENTA AGRO SRL	748,945,175	562,543,733	33%	26,536,000	15,019,651	77%	174	166	5%	BUCURESTI, SECTOR 1
7	AUTOCORA SRL	713,964,610	469,711,199	52%	18,987,099	47,862,071	-60%	39	41	-5%	TELEORMAN, ALEXANDRIA
8	PLANTAGRO-COM SRL	616,187,547	671,985,629	-8%	15,611,522	26,483,334	-41%	N/A	151	-	VASLUI, VASLUI
9	AGRICULTORUL SRL	533,413,715	442,901,400	20%	58,540,886	45,258,269	29%	87	84	4%	BACAU, BARSANESTI
10	TIMAC AGRO ROMANIA SRL	481,587,111	360,229,084	34%	43,315,119	38,035,546	14%	144	135	7%	BUCURESTI, SECTOR 1
11	BELOR ROMANIA SA	459,890,703	405,971,620	13%	30,676,802	23,305,637	32%	20	17	18%	GALATI, GALATI
12	KWIZDA AGRO ROMANIA SRL	408,892,217	294,077,860	39%	17,283,610	16,551,452	4%	110	91	21%	BUCURESTI, SECTOR 1
13	BIZ SOLUTIONS SRL	404,287,392	312,558,843	29%	29,710,772	29,624,854	0%	46	47	-2%	DOLJ, AMARASTII DE JOS
14	FIRST GRAIN SRL	396,420,532	230,980,065	72%	22,177,983	18,081,320	23%	60	40	50%	CONSTANTA, AMZACEA
15	CORTEVA CROP SOLUTIONS ROM SRL	388,084,983	306,430,067	27%	19,463,382	30,354,066	-36%	15	16	-6%	BUCURESTI, SECTOR 1
16	CHEMARK ROM SRL	348,139,437	280,290,214	24%	8,488,456	7,559,365	12%	210	210	-	BRASOV, COOLEA
17	ADIDANA SRL	314,156,145	251,140,641	25%	-7,474,637	21,134,653	-135%	53	50	6%	ARGES, PITESTI
18	COMBINATUL DE INGRASAMINTE CHIMICE SRL	303,307,008	177,638,673	71%	70,966,381	36,843,310	93%	106	105	1%	CONSTANTA, NAVODARI
19	FERT - TRADERO SRL	278,014,544	149,222,926	86%	7,751,797	6,312,087	23%	23	21	10%	TIMIS, TIMISOARA
20	ARCHIM FERTIL SRL	262,529,694	201,780,385	30%	7,128,634	10,152,240	-30%	26	29	-10%	ARAD, VLADIMIRESCU
21	SOLAREX IMPEX SRL	258,345,948	234,309,739	10%	59,582,206	58,619,695	2%	148	157	-6%	DOLJ, CRAIOVA
22	ADAMA AGRICULTURAL SOLUTIONS SRL	250,649,565	225,925,994	11%	8,054,053	5,193,856	55%	31	23	35%	ILFOV, VOLUNTARI
23	SUMMIT AGRO ROMANIA SRL	236,162,916	193,021,415	22%	24,859,603	21,812,730	14%	45	43	5%	BUCURESTI, SECTOR 1
24	NATUREVO SRL	214,375,309	170,300,922	26%	12,782,477	10,603,116	21%	N/A	96	-	BUCURESTI, SECTOR 5
25	UPL AGRICULTURAL SOLUTIONS ROMANIA SRL	188,151,709	132,249,967	42%	9,310,382	9,316,429	0%	42	39	8%	BUCURESTI, SECTOR 5
26	GENEZIS TRADE ROMANIA SRL	171,337,539	148,323,468	16%	3,402,603	11,069,244	-69%	18	18	-	SATU MARE, SATU MARE
27	BIOCHEM SRL	168,266,552	168,981,419	0%	8,976,903	8,727,299	3%	98	97	1%	CONSTANTA, CONSTANTA

## AGRICULTURAL MACHINERY AND EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	IPSO SRL	1,228,848,477	990,017,366	24%	143,519,319	86,774,388	65%	498	488	2%	ILFOV, MOGOSOAIA
2	CLAAS REGIONAL CENTER SOUTH EAST EUROPE SRL	628,683,751	432,774,153	45%	44,959,413	30,362,226	48%	33	32	3%	ILFOV, AFUMATI
3	MEWI IMPORT EXPORT AGRAR INDUSTRIETECHNIK SRL	615,134,647	505,378,628	22%	63,449,062	38,172,572	66%	231	222	4%	TIMIS, ORTISOARA
4	AGROCONCEPT IMPEX SRL	561,710,006	456,578,600	23%	66,599,195	26,677,782	150%	265	245	8%	ILFOV, SINDRILITA
5	MASCHIO-GASPARD ROMANIA SRL	417,107,952	272,271,900	53%	27,196,733	11,100,593	145%	446	358	25%	ARAD, CHISINEU-CRIS
6	AGRITENICA SERVICE SRL	287,260,144	237,144,262	21%	29,209,577	15,251,731	92%	81	71	14%	BACAU, VALEA SEACA
7	SERV CLASS SRL	282,236,871	203,467,976	39%	32,864,657	18,328,323	79%	107	76	41%	BRAILA, BRAILA
8	SIGMA CVM ROMANIA SRL	224,434,841	58,173,480	286%	-2,774,523	-3,259,544	15%	133	N/A	-	BUCURESTI, SECTOR 1
9	RURIS IMPEX SRL	218,844,502	234,776,082	-7%	21,397,055	31,831,574	-33%	161	162	-1%	DOLJ, CRAIOVA
10	TITAN MACHINERY ROMANIA SRL	212,522,035	197,846,875	7%	17,722,139	12,498,542	42%	285	259	10%	ILFOV, DRAGOMIRESTI-DEAL
11	PROINVEST SRL	209,984,717	137,627,705	53%	18,547,742	8,912,149	108%	113	106	7%	TELEORMAN, ALEXANDRIA
12	IRUM SA	165,178,198	140,176,850	18%	24,214,494	21,337,983	13%	387	364	6%	MURES, REGHIN
13	AGROCOMERT HOLDING SA	163,138,773	160,275,916	2%	10,278,580	6,313,808	63%	114	103	11%	TIMIS, TIMISOARA
14	MAVIPROD SRL	145,898,413	126,467,972	15%	18,607,539	16,631,393	12%	108	120	-10%	MURES, REGHIN
15	DICOR LAND SRL	127,280,200	84,838,332	50%	11,819,807	6,907,929	71%	132	88	50%	GALATI, BRANISTEA



## SUPPORT ACTIVITIES FOR AGRICULTURE

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	CARCO GRUP AGRITRADE SRL	320,753,582	367,803,610	-13%	6,834,211	13,823,222	-51%	109	73	49%	CONSTANTA, CONSTANTA
2	ROMTANK SRL	167,323,492	119,903,977	40%	1,744,344	2,065,178	-16%	7	7	-	BRASOV, BRASOV
3	AZROM AGRO PT SRL	159,688,568	118,027,863	35%	6,313,799	4,112,557	54%	10	9	11%	BUCURESTI, SECTOR 3
4	OLTWAM SRL	142,995,370	106,466,201	34%	9,420,134	8,664,729	9%	70	61	15%	OLT, CRAMPOIA
5	ANDISOL SRL	134,187,403	98,583,465	36%	3,996,776	1,161,682	244%	N/A	32	-	IALOMITA, MUNTENI-BUZAU
6	BP TOPAGRI SRL	117,630,185	83,825,607	40%	4,302,357	5,173,163	-17%	18	13	38%	CONSTANTA, OVIDIU
7	CHEMICAL AGRO SRL	90,822,619	58,252,238	56%	978,181	756,600	29%	39	50	-22%	DAMBOVITA, TARGOVISTE
8	AGROTEHNOGRUP SRL	84,904,681	64,658,313	31%	3,696,705	3,054,573	21%	30	27	11%	BACAU, ONESTI
9	MAREF EXPEDITION SRL	64,082,390	66,895,324	-4%	2,087,248	1,164,559	79%	15	13	15%	CALARASI, CHISELET
10	FARMER POINT BANAT SRL	56,955,306	53,632,258	6%	7,003,093	2,932,784	139%	46	45	2%	TIMIS, PECIU NOU
11	AGRONOR SRL	53,955,107	38,109,529	42%	4,654,724	3,049,946	53%	20	19	5%	SATU MARE, ADRIAN

## TRADE, AGRICULTURAL PRODUCTS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	AMEROPA GRAINS SA	8,572,882,213	5,649,991,445	52%	125,194,915	74,471,198	68%	384	368	4%	CONSTANTA, CONSTANTA
2	COFCO INTERNATIONAL ROMANIA SRL	7,650,801,471	5,530,628,419	38%	122,350,226	-68,219,022	279%	161	138	17%	BUCURESTI, SECTOR 2
3	CARGILL AGRICULTURA SRL	5,590,275,991	4,134,304,519	35%	214,557,436	38,626,461	455%	142	130	9%	BUCURESTI, SECTOR 1
4	VITERRA ROMANIA SRL	4,876,361,262	3,495,193,500	40%	82,417,200	-4,314,964	2,010%	60	57	5%	BUCURESTI, SECTOR 2
5	CHS AGRITRADE ROMANIA SRL	2,590,505,174	2,672,330,254	-3%	7,428,758	11,255,379	-34%	42	43	-2%	BUCURESTI, SECTOR 5
6	VBUSINESS KNAPEROM SRL	2,136,645,286	1,801,894,996	19%	356,689,331	251,556,418	42%	18	18	-	BUCURESTI, SECTOR 1
7	CEREALCOM DOLJ SRL	1,126,651,316	1,251,447,956	-10%	79,699,518	21,447,960	272%	280	286	-2%	DOLJ, SEGARCEA
8	CAMBELA PROD SRL	1,117,195,836	832,032,260	34%	33,292,792	51,073,962	-35%	63	67	-6%	TULCEA, STEJARU
9	CEREALE COLECT DISTRIBUTION SRL	857,829,856	840,084,145	2%	25,092,508	36,882,003	-32%	223	204	9%	TULCEA, MIHAIL KOGALNICEANU
10	RODBUN GRUP SA	727,449,306	639,296,315	14%	56,974,162	43,936,588	30%	185	208	-11%	BUCURESTI, SECTOR 6
11	EAST GRAIN SRL	714,263,243	538,942,686	33%	19,653,721	6,464,368	204%	25	23	9%	CLUJ, SATU MARE
12	AGROPEC DIONIS SRL	667,351,678	282,334,658	136%	22,017,931	738,281	2,882%	21	24	-13%	ALBA, CETATEA DE BALTA
13	RWA RAIFFEISEN AGRO ROMANIA SRL	533,925,097	420,777,952	27%	-4,978,855	3,356,279	-248%	87	N/A	-	TIMIS, TIMISOARA
14	SURVCONTROL AGRO SRL	452,527,020	356,469,540	27%	3,905,104	3,711,972	5%	21	18	17%	BRAILA, INSURATEI
15	EZEAN GRAIN SRL	436,258,459	260,503,888	67%	6,223,463	5,175,549	20%	25	16	56%	BRAILA, BRAILA
16	ESPERANDZA-COM-IMPEX SRL	414,038,450	251,301,210	65%	5,726,923	9,605,142	-40%	63	63	-	PRAHOVA, PLOIESTI
17	ZINON IMPEX SRL	391,816,819	322,401,180	22%	11,231,247	10,607,441	6%	6	7	-14%	ARAD, BODROGU NOU
18	NUTRIVET SERV SRL	373,420,141	211,789,068	76%	16,396,205	10,765,290	52%	51	43	19%	CALARASI, CALARASI
19	ETEA GRAIN SRL	368,202,293	188,421,862	95%	5,001,160	2,425,093	106%	12	13	-8%	TIMIS, TIMISOARA
20	BRISE GRAINS SA	342,245,370	134,418,243	155%	411,587	225,563	82%	N/A	21	-	CONSTANTA, CONSTANTA
21	UBM AGRI TRADE SRL	340,376,262	309,934,596	10%	6,359,021	4,785,697	33%	10	10	-	BUCURESTI, SECTOR 1
22	VP CEREALE BZ SRL	299,121,827	250,745,516	19%	7,023,720	9,171,274	-23%	64	47	36%	BUZAU, BAJANI
23	SANDOMAR PAN SRL	280,696,583	169,158,963	66%	13,836,208	9,454,931	46%	40	38	5%	BRAILA, LACU SARAT
24	AGRO INVEST VALEA DACILOR SRL	243,957,998	199,273,713	22%	19,776,878	15,062,068	31%	38	29	31%	CONSTANTA, VALEA DACILOR
25	AETOS TRADING & CONSULTING SRL	227,019,187	165,941,146	37%	3,120,184	1,679,752	86%	27	25	8%	BUCURESTI, SECTOR 3
26	CROSS ACHIZITII SRL	226,350,481	83,668,788	171%	6,158,851	2,255,364	173%	6	3	100%	CONSTANTA, AGIGEA

Companies without reported results for 2022: AL DAHRA AGRICULTURE - ROMANIA SRL



## CATTLE

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	AGRARIA NORD SRL	111,734,343	71,246,711	57%	16,972,722	4,503,810	277%	69	64	8%	SUCEAVA, SUCEAVA
2	BARAK DEVELOPMENT SRL	89,885,647	97,460,121	-8%	2,165,385	1,667,491	30%	19	17	12%	BUCURESTI, SECTOR 3
3	SAVA ZOOTEHNIC SRL	67,633,751	75,724,427	-11%	6,801,376	17,994,426	-62%	50	42	19%	CONSTANTA, HORIA
4	LACTO AGRAR SRL	58,648,802	34,822,394	68%	8,897,767	2,899,466	207%	46	46	-	ALBA, ALBA IULIA
5	DN AGRAR APOLD SRL	53,828,284	36,314,813	48%	3,732,818	384,089	872%	48	46	4%	ALBA, GARBOVA
6	KARPATEN MEAT SIEBENBUERGEN SRL	51,431,202	49,703,467	3%	371,727	-1,952,626	119%	N/A	43	-	SIBIU, SIBIU
7	EUROFARM IMF SRL	50,888,950	55,342,314	-8%	588,897	240,618	145%	20	20	-	HARGHITA, CIARACIO

## PIGS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	SMITHFIELD ROMANIA SRL	1,280,635,214	1,272,798,109	1%	-3,157,803	-68,502,037	95%	2,507	2,569	-2%	TIMIS, TIMISOARA
2	LUIE TOTAL SRL	131,068,945	66,702,648	96%	28,578,228	13,588,028	110%	9	9	-	DAMBOVITA, PICIOR DE Munte
3	DEGARO SRL	110,297,555	114,160,996	-3%	-1,209,216	-17,792,636	93%	96	100	-4%	VRANCEA, GOLESTI
4	AGROVA PORK FARM SRL	107,970,594	48,164,144	-	5,303,557	796,517	566%	15	23	-35%	TELEDRMAN, LISA
5	SUINPROD SA	106,061,306	79,704,707	33%	4,784,993	-1,027,202	566%	208	207	-	NEAMT, ROMAN
6	MACRO SUIN SA	91,949,776	65,041,396	41%	7,184,701	91,239	7,775%	71	77	-8%	ARGES, COSTESTI
7	PORKPROD SRL	81,516,075	67,742,834	20%	1,012,578	825,449	23%	196	193	2%	ARAD, IRATOSU
8	PORCELLINO GRASSO SRL	77,068,687	60,242,781	28%	3,361,751	938,011	258%	25	34	-26%	VALCEA, FRANCESCI
9	EUROPIG SA	62,511,871	79,528,837	-21%	741,345	-6,010,604	112%	119	195	-39%	BRASOV, SERCAIA
10	CIRRUS COMEXIM SRL	58,973,288	37,496,681	57%	4,767,612	-4,512,591	206%	45	44	2%	HUNEDOARA, ORASTIE
11	BERZOVIA FARM SRL	57,574,842	18,703,206	208%	4,939,336	-983,380	602%	17	13	31%	BUCURESTI, SECTOR 2
12	PREMIUM PORC SIBIU SRL	55,074,382	63,829,785	-14%	-9,366,425	-22,944,147	59%	41	61	-33%	VRANCEA, GOLESTI
13	PREMIUM PORC SRL	50,201,916	71,249,999	-30%	6,412,128	-11,364,832	156%	69	86	-20%	VRANCEA, GOLESTI

## POULTRY

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	AAYLEX ONE SA	1,145,423,080	64,656,386	1,672%	-108,014,375	-13,105,529	-724%	1,972	1,930	2%	BUCURESTI, SECTOR 1
2	TRANSAVIA SA	991,419,743	792,128,380	25%	243,369,281	119,763,862	103%	1,979	1,689	17%	ALBA, OIEDEA
3	AVICARVIL SRL	673,412,839	471,109,454	43%	19,789,822	10,335,811	91%	841	918	-8%	VALCEA, FRANCESCI
4	PAJO AGRICULTURE SRL	436,045,349	303,443,048	44%	22,917,386	10,739,839	113%	116	131	-11%	PRANHOVA, MIZIL
5	INTERAGROALIMENT SRL	412,689,613	396,968,650	4%	30,086,682	26,962,127	12%	27	67	-60%	BACAU, BOGDANESTI
6	AAYLEX AGRO COOPERATIVA AGRICOLA	304,483,539	232,012,278	31%	2,968,141	1,194,788	148%	51	50	2%	BUZAU, BUZAU
7	TONELI HOLDING SA	254,353,531	178,924,671	42%	35,961,674	-1,468,425	2,549%	403	388	4%	DAMBOVITA, DRAGODANA
8	BRAVCOD SRL	246,335,485	169,946,176	45%	-14,883,904	-21,065,721	29%	420	427	-2%	BRASOV, CODLEA
9	FERMADOR SRL	224,735,813	151,740,302	48%	43,134,297	10,576,103	308%	557	528	5%	IASI, PODU ILOAIEI
10	ONCOS TRANSILVANIA SRL	202,275,513	157,794,924	28%	16,880,430	7,229,078	134%	568	607	-6%	CLUJ, CLUJ-NAPOCA
11	AVICOLA FOCSANI SA	193,148,477	151,960,203	27%	1,429,947	1,056,924	35%	482	443	9%	VRANCEA, FOCSANI
12	AVIROM PLUS SRL	168,948,417	127,908,916	32%	17,835,390	8,342,656	114%	53	87	-39%	VALCEA, FRANCESCI
13	AVI-TOP SA	135,678,914	104,434,742	30%	4,113,501	-921,800	546%	357	364	-2%	IASI, ION NECULCE
14	AVICARVIL FARMS SRL	116,514,512	76,368,334	53%	13,252,404	5,067,493	162%	18	41	-56%	VALCEA, BALUTONIA



## POULTRY

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
15	AVICOLA SLOBOZIA SA	111,695,418	75,954,076	47%	5,627,499	-7,233,399	178%	377	367	3%	IALOMITA, SLOBOZIA
16	OPREA AVI COM SRL	108,756,139	70,454,706	54%	3,992,333	-2,773,846	244%	401	375	7%	MURES, CRAIESTI
17	SAGEM SRL	89,772,235	74,277,897	-	303,294	148,972	104%	72	66	9%	VASLUI, GARA ROSIESTI

## EGGS PRODUCTION

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	HADITON GROUP SRL	101,434,395	66,335,111	53%	8,395,924	5,547,117	51%	84	82	2%	ARGES, BARLA
2	ALBATROS GOLD SRL	96,610,185	55,756,736	73%	10,948,818	1,729,928	533%	122	87	40%	ALBA, ALBA IULIA
3	OVOEST SRL	78,815,234	62,413,559	26%	10,957,378	3,083,093	255%	40	40	-	TIMIS, BOLDUR
4	GOLDEN CHICKEN SRL	27,413,827	20,375,747	-	336,349	310,004	8%	19	21	-10%	GIURGIU, MIHAILESTI

## ANIMAL FOOD

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	VITALL SRL	545,985,149	430,675,197	27%	11,588,015	-13,231,231	188%	403	419	-4%	DOLI, COSOVENI
2	UBM FEED ROMANIA SRL	291,395,179	215,170,645	35%	8,870,544	8,078,870	10%	43	33	30%	MURES, CHIRILEU
3	PROVIMI ROMANIA SRL	185,028,225	105,021,950	76%	-5,678,320	5,121,780	-211%	103	N/A	-	BUCURESTI, SECTOR 1
4	NUTRIVA SRL	178,502,139	140,464,044	27%	3,865,162	1,592,163	143%	63	64	-2%	VASLUI, GARA ROSIESTI
5	NUTRIENTUL SA	145,428,339	116,777,804	25%	1,577,884	2,467,338	-36%	134	163	-18%	BIHOR, PALOTA
6	PREMIUM PORC FEED SRL	131,279,848	91,535,270	43%	588,189	-520,748	213%	42	41	2%	VRANCEA, GOLESTI
7	DSM NUTRITIONAL PRODUCTS ROMANIA SRL	126,273,160	124,474,178	1%	3,422,187	4,820,648	-29%	56	44	27%	ILFOV, STEFANESTI DE JOS
8	MERCALI SRL	112,262,604	126,994,697	-12%	6,653,918	7,170,616	-7%	47	43	9%	MARAMURES, BAJA MARE
9	AGROMAR SRL	106,938,303	64,643,423	65%	4,392,037	2,722,864	61%	89	92	-3%	ILFOV, SAFTICA
10	RIMNICOMB SRL	102,700,875	67,088,257	53%	3,226,043	1,032,777	212%	66	71	-7%	BUZAU, RANNICU SARAT

## SUPPORT ACTIVITIES FOR ANIMAL PRODUCTION

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	UNITED FOR FOOD & LIVESTOCK SRL	141,363,815	120,865,542	17%	2,887,674	2,018,527	43%	31	31	-	CONSTANTA, DOROBANTU
2	MIN-D.V. SRL	115,400,123	31,761,764	263%	6,578,855	3,502,598	88%	27	25	8%	OLT, SLATINA
3	IMPERIAL WET SRL	63,572,498	65,978,138	-4%	20,679	-203,622	110%	439	458	-4%	HARGHITA, MIERCUREA CIUC
4	MONTERO VET SRL	47,477,986	44,048,270	8%	3,653,110	3,436,422	6%	52	49	6%	ILFOV, BRAGADIRU
5	CITYVET PET & FARM SRL	42,400,052	25,257,413	68%	1,979,941	3,143,022	-37%	39	28	39%	CLUJ, FLORESTI
6	SALVAVET COMIMPEX SERVICII VETERINARE SPECIALE SRL	35,627,217	36,252,666	-2%	1,112,042	1,947,695	-43%	35	36	-3%	BUCURESTI, SECTOR 3
7	YOUR STUFF SRL	34,820,142	36,637,831	-5%	296,565	1,184,733	-75%	25	27	-7%	ILFOV, TAMASI
8	VET DIAGNOSTIC SRL	31,513,846	29,167,224	8%	11,856,870	11,256,955	5%	22	19	16%	BUCURESTI, SECTOR 4



## TRADE, LIVESTOCK

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	AL KASTAL CHARTERING SRL	445,731,966	390,184,750	14%	6,881,544	5,405,592	27%	24	24	-	CONSTANTA, CRUCEA
2	HUNLAND LIVESTOCK TRADING SRL	182,930,832	101,131,880	81%	6,378,726	666,985	856%	7	8	-13%	SIBIU, SIBIU
3	C.C. BOVINE SRL	77,642,061	92,903,481	-16%	1,411,913	3,305,129	-57%	20	24	-17%	MARAMURES, TULGHIES
4	AGROLINEVOL SRL	77,395,622	50,164,027	54%	1,235,922	873,022	42%	53	45	18%	SUCEAVA, VOLOVAT
5	JINARI EXPO SRL	70,514,462	60,047,650	17%	1,163,870	2,397,815	-51%	14	16	-13%	ARAD, BUTENI
6	GOTLIB CATTLE TRADE SRL	60,316,800	60,591,572	0%	-30,109	236,486	-113%	31	31	-	SIBIU, ALBI
7	GRUPUL DE PRODUCATORI CARNE PASARE NUTRIENTUL SRL	56,257,036	40,607,473	39%	26,406	382	6,813%	16	8	100%	BIHOR, PALOTA
8	TRANSILVANIA PIG COOPERATIVA AGRICOLA	53,657,774	41,203,894	30%	324,249	155,016	109%	1	1	-	SALAJ, CEHU SILVANEI
9	HUNLAND SOLUTIONS SRL	50,967,880	24,138,364	111%	121,974	59,132	106%	2	N/A	-	SIBIU, SIBIU

## MIXED FARMS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	AGRISOL INTERNATIONAL R.O. SRL	376,239,196	289,382,828	30%	-8,328,548	2,588,800	-422%	910	928	-2%	PRAHOVA, BOLDESTI-SCAENI
2	MARIA TRADING SRL	371,128,844	322,940,468	15%	4,732,170	15,205,520	-69%	372	465	-20%	CALARASI, DRAGALINA
3	LONGIN SRL	316,466,035	185,355,930	71%	9,712,018	18,757,276	-48%	N/A	241	-	OLT, SERBANESTI
4	MAHMUD-IMPEX SRL	316,450,161	357,589,131	-12%	1,304,776	3,706,100	-65%	28	31	-10%	CONSTANTA, CONSTANTA
5	CEREAL DOCKS EAST EUROPE SA	310,222,797	120,621,425	157%	10,207,366	6,294,613	62%	15	10	50%	TIMIS, TIMISOARA
6	TOLIL COMPANY SRL	210,168,706	124,444,236	69%	15,762,977	13,506,981	17%	105	99	6%	CONSTANTA, CONSTANTA
7	AGROPROD CRASNA COOPERATIVA AGRICOLA	150,650,689	98,952,313	52%	188,352	129,216	46%	246	248	-1%	SATU MARE, SUPURU DE JOS
8	MAXAGRO FARM SRL	149,971,699	73,212,272	105%	41,242,334	13,602,814	203%	N/A	29	-	TIMIS, BUTIN





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## In this Chapter

Meat; Oils and Fats; Sugar; Dairy; Fruits and Vegetables; Condiments and Seasoning; Cocoa, Chocolate and Confectionery; Honey; Grain Mill Products and Starches; Fish and Sea Food; Frozen or Ready Made Food, Pet Food; Food and Beverage Ingredients; Water and Soft Drinks; Spirits; Wine; Beer; Coffee and Tea; Tobacco; Personal Care Products; Cleaning Products; Home Appliances; FMCG Trade; FMCG Machinery and Equipment.

**80%**

*LOWER IS THE CARBON FOOTPRINT  
GENERATED IN THE PRODUCTION PROCESS  
WHEN FLAKES OF RECYCLED PET ARE USED  
AS COMPARED TO PET RESIN.*



# DONCAFÉ

## FRESH





## Interview

# STRAUSS ROMANIA: EVOLVING THE EXPERIENCE OF COFFEE CONSUMERS IS CRUCIAL

**MARIUS MELEȘTEU**, General Manager, Strauss România

**1.** In the first half of 2023, Strauss Romania experienced a remarkable 29% growth in sales compared to the previous year, making it one of the top performers in the group. Can you elaborate on the key factors driving this impressive growth?

The 29% represents the growth in shekels, although, even after neutralizing the exchange rate, we are still accountable for about 18% solid growth in RON. It all comes from the excellent performance in the Beans category and AFH (Away From Home), corroborated with the successful launch of new products: Doncafe Selected Crema in R&G, Home Barista Range and Doncafe Elita Crema in Beans, as well as a new range of Amigo innovations in Instant.

As channels stand, the excellent performance in Modern Trade, AFH and E-COMM lifted the overall sales while Traditional Trade is naturally shrinking. The success is the result of an internal cultural focus of consistent investment in our brands – Doncafe, Amigo, BeanZ and Totti – along with permanently challenging the pipeline of consumer-relevant innovations.

**2.** How has the coffee market in Romania evolved in value and volume, and what trends do you anticipate for the Romanian coffee market in the coming years?

The coffee market is on a continuous growth, driven by a permanent increase in the standard of living and a permanent need for a better experience in and out of home.

The traditional categories decline were compensated by a growth in trendy categories such as Beans and Capsules, an increase that was facilitated by the espresso machine producers on the one hand and e-retailers on the other hand.

With a permanent upgrade of the consumption in number of cups and an explosion of coffee solutions for out of home, we believe that the growth trend is here to stay.

**3.** Coffee consumption per capita in Romania has traditionally been lower than the European average. What strategies is Strauss Romania employing to encourage greater coffee consumption among Romanians?





We see an increase in the consumption of cups at home, and cumulated with a continuous growth in AFH, which will impact the perception of overall coffee consumption in Romania. We also consider the AFH a key growth driver, with channels like offices, retail and proximity increasing its shares with the help of quality professional automatic coffee machines. We are investing heavily, not only in the accessibility of the coffee solution but in product innovations, too.

**4. Coffee preferences seem to be shifting toward whole beans and capsules, while ground coffee is on a declining trend. Could you discuss this change in consumer behaviour and how Strauss Romania is adapting to it?**

Due to the continuing penetration of households with espresso machines (automatic, semi or capsules), we see an increased number of consumers who want to replicate the HoReCa experience at home.

Those people want good quality coffee, sophisticated drinks and convenience at the same time. Our task, as one of the leaders of the coffee category in Romania, is to create a bridge of communication with consumers, understand their needs and sometimes even push the innovation boundaries.

Launching Doncafe Fresh as an E-Comm & HoReCa solution 8 years ago, democratizing farmers' coffee with the help of Beanz Café brand, deployment of a wide range of beans solution for home, both in retail and e-comm

channels are a few of the initiatives that are today bringing solid effervescence in the Romanian Coffee Market.

**5. Given the ongoing challenges such as inflation, rising raw material costs, and energy prices, how does Strauss Romania navigate these obstacles to maintain growth and profitability?**

From the very beginning, we aimed to support our consumers and clients and to amortize the impact of the cost as long as we could. The impact of the increasing costs is significant, but we have a duty to our consumers: avoid big price shocks and create excitement. That was the reason and the thinking behind our strategy: to ensure business continuity as smoothly as possible and to modernize the category to stay in line with times.

**6. Can you provide insights into the balance between maintaining brand loyalty and managing significant price increases, particularly in a high customer loyalty category?**

Indeed, the coffee category is a category with loyal consumers (above the FMCG average). These consumers consider essential both functional and emotional needs at the same level. The beauty of this category is the particularity of the coffee moments, as well as the specificity of the places where they occur.



*We have a duty to our consumers: avoid big price shocks and create excitement.*





*The future of the coffee industry is not yet here. Developments such as the AI barista robots will revolutionize not only the future of evolved at-home convenience but HoReCa experience also.*

Although elasticity in the category is high, the brand loyalty is higher. What we can observe is that in crisis times, consumers are staying with powerful brands, and that is the reason why we, as an industry, need to keep constant communication with consumers and remind them why coffee is a miracle in a cup.

**7.** Strauss Romania's portfolio includes well-known brands like Doncafé and Amigo. How do these brands contribute to the company's overall performance, and what strategies are in place to further strengthen their market positions?

These power brands are responsible for about 90% of our company's outcome, but this level of contribution did not happen overnight. We are talking about consistent investment in brands over the years, about huge availability, a permanent preoccupation for innovation and, not least, about building a relationship of trust with our consumer base.

**8.** Retail dynamics have seen discounter stores surpassing hypermarkets in market share. How is Strauss Romania adjusting its business strategy in response to these changes in the retail landscape?

Our strategy is around consumers needs and we are following the consumers wherever they are shopping. We can say that our sales split by channels reflects the channels and retailers shares within the coffee market, but we see AFH & E-COMM as the most dynamic channels, and we plan accordingly.

**9.** Sustainability and environmental responsibility are increasingly important in consumer choices. What sustainability initiatives and practices has Strauss Romania implemented, particularly in coffee production and supply chain?

We don't act in the sustainability area because it is trendy. We are acting because it is the right thing to do. Our solar park accounts for a large part of the energy consumption in the Bucharest Factory. Our "More than a cup" initiative looks to improve the farmers' conditions much above the supply chain ecosystem. Our initiatives for fair sources of coffee and being very close to

the coffee growing fields are impacting the way we do business.

**10.** In terms of innovation, you mentioned launching new products in the market. Can you share details about these new products and their significance in your portfolio?

Along with the increasing penetration of the espresso machines at home (approx. 500,000 new machines/year), we are increasing our solutions and launching, in 2023, new ranges of beans, such as Home Barista or Doncafé Elita Crema.

Also, to support traditional categories, we launched new SKUs like Doncafé Selected Crema (in R&G) or Amigo Mild, Crema, Decaf or Premium (in Instant). Having a partnership with the best German capsule producer (K-FEE), in E-COMM, we are permanently upgrading our capsule solution with new assortments under the brand Mr&Mrs Mill. In AFH, the innovations are made for the core HoReCa brands: BeanZ Cafe and Totti Caffè.

**11.** How does Strauss Romania perceive the potential for further market expansion and growth in the Romanian coffee industry, and what strategies are in place to capture these opportunities?

Romanians love coffee. This warm spirit will fuel future growth and will help innovations penetrate within households. There is just one real stakeholder in this category: the consumer.

The secret for capturing these opportunities is and will always be to listen to the consumer.

**12.** Lastly, what message or vision would you like to convey to your customers, partners, and the Romanian coffee-loving community regarding Strauss Romania's future direction and commitment to excellence in the coffee market?

We know that coffee moments are very important in your daily life, and we shall try to power them with the magic of the duality of the natural coffee bean.







## Interview

# ROMANIA IS A SIGNIFICANT MARKET FOR COCA-COLA HBC, AS A REGIONAL INNOVATION, EXECUTION, PRODUCTION AND EXPORT HUB

**JOVAN RADOSAVLJEVIC**, General Manager, Coca-Cola HBC România

**1** Many industries have faced challenges such as energy price hikes, increased taxes, and raw material cost increases. In addition, there are ongoing challenges facing the global economy, including soaring inflation, the possibility of a synchronized recession, escalating interest rates, and geopolitical tensions. How has Coca-Cola HBC Romania navigated these challenges, and what strategies have been employed to ensure resilience?

Businesses and societies have been navigating challenging times in the last three years. The pressure and uncertainty are felt by all of us, including consumers and the communities. What has been distinctive for 2022 and 2023 is the mix of many external factors we have been confronted with as a business. But, at the same time, for us, it was an opportunity to assess what works and what doesn't work in a brutally honest way.

Our strategy at Coca-Cola HBC revolves around finding the fastest, most efficient way to adapt to any context while best meeting



the needs of our consumers and customers. During these times, we improved our speed and quality of decisions based on data and insights, and we learnt how to work agilely. We looked for even more synergies between our business and our customers, who are also impacted by similar pressures. We made adjustments to our business priorities, refusing, however, to compromise on what is most important: our values and our people. Therefore, we continued to invest in sustainability, in technology and our people's growth, building new capabilities.

Looking at how all the pressure affects consumer behavior, we have adjusted our strategy to address the affordability challenges consumers face. We dedicated more resources to developing consumer promotions and ensuring better accessibility of our products.

Taxation has been a pressure factor this year for the entire soft drinks industry. It started with an increasing VAT rate, only for soft drinks, from 9% to 19% in January, which already brought a 10% market drop. The upcoming introduction of a soft drinks excise amplified the effects. We understand the need for viable measures that bring additional resources to the state budget. But we have warned – at an industry level – about the chain of adverse effects this measure will have on the industry, the consumers, the state's revenues and the overall economy. The business environment needs predictability to perform and to bring a valuable contribution to the overall economy.

Tackling each of these challenges takes its specific approach. What guides us is the strong connection to the local market, the desire to keep contributing to the local, sustainable growth and our well-trained ability to adapt in a context that is changing faster than ever.

**2. Your recent investment in the PET recycling unit in Ploiești is groundbreaking. How does this initiative align with Coca-Cola HBC's broader sustainability goals, and what impact do you expect it to have on reducing the company's environmental footprint?**

This fall, the Coca-Cola System in Romania proudly inaugurated an investment which is

in many ways a game changer for us, as well as for the industry. Having our rPET (recycled PET) production unit in Ploiești plant is a pioneering project. We became the first beverage producer in Romania with the capability of producing recycled PET in their facility. This was made possible by installing a PET decontamination line using state-of-the-art technology. The investment of 55 mil. LEI, out of which 17.5 mil. LEI came from a state aid scheme, will enable us to complete the transition of our entire PET portfolio to recycled PET.

There are multiple benefits to this investment. First, the availability of food-grade rPET – a limited resource due to the high food safety standards required. On the environmental side, we're looking at a significant drop in CO2 emissions, with our entire PET portfolio transitioning to rPET. The flakes of recycled PET material used in our production process have an 80% lower carbon footprint than the PET resin. All the electric energy we employ in the rPET production process comes from 100% renewable sources, so there will be no emissions generated by this unit. Moreover, we are playing a significant role in creating a circular economy for packaging in Romania, given our active involvement in supporting the implementation of the Deposit-Return System (DRS). We are confident that DRS will provide quality raw material for the local recycling industry, driving more players to invest in it and helping us supply PET flakes from local companies.

Regarding the broader sustainability goals, Coca-Cola HBC strives to be the beverage leader in all its markets and a global leader in sustainability. Solid investments support the sustainability agenda, including achieving net zero emissions throughout the entire value chain by 2040 and contributing to tackling the challenge of packaging waste. Globally, we are working to collect back our bottles and cans for recycling and, equally important, to use more recycled material in our packaging as part of a full circular economy. We aim to eliminate waste and reduce our use of virgin PET from fossil fuels.

This investment is not only 100% aligned with Coca-Cola HBC's global sustainability approach, but it is correct to say that here in Romania, we are at the forefront of our



*Our new rPET line is one of a kind, the very first installation of this type in Romania and the second within our Group.*





*Our strategy at Coca-Cola HBC revolves around finding the fastest, most efficient way to adapt to any context while best meeting the needs of our consumers and customers.*

Group's sustainability agenda. The new rPET line is one of a kind, the very first installation of this type in Romania and the second within our Group, and we take great pride in this.

### **3. Sustainability initiatives often involve consumer education. How is Coca-Cola HBC Romania engaging consumers to promote sustainable practices, particularly regarding recycling?**

Recycling can only be successfully achieved by working as partners, between companies, institutional partners, communities, and NGOs. For many years, the Coca-Cola System in Romania has been building partnerships and developing projects that aim to educate consumers on the positive impact of separate collection for recycling. In addition, we enabled them to collect waste separately by providing infrastructure – an essential part of the process. Under our community involvement platform – After Us – we have initiated or supported such projects together with our retail partners and with reputed NGOs, putting together capabilities, resources and our common will to make a difference. These projects, some of which go back more than 7 years, have built a good foundation for the upcoming implementation of the Deposit – Return System. We succeeded in engaging more Romanians into adopting the habit of returning the packaging after they consumed the product so it could be recycled.

### **4. Together with the new rPET production facility, what were the main business projects of 2023?**

2023 is a big year for our sustainability agenda. In the first quarter, we introduced the new closures of our plastic bottles – with caps that stay attached to the container, for a better collection of the entire packaging. The inauguration of our rPET facility followed this fall. It's also the year in which the Deposit-Return System, the largest circular economy project ever implemented in Romania, will become operational. We have supported and continue to support the soft drinks industry's efforts to implement it and produce a significant impact on the economy and sustainability.

This year, following an investment of 62.5 million lei, we have installed a new plastic bottling line in Ploiesti plant, which will be the fastest one on the local market and will contribute to increasing water and energy efficiency. Also, in Ploiesti, we have started the expansion of the High Bay automated warehouse, which will allow us to expand our storage capacity.

This investment in state-of-the-art equipment will be reflected in operational continuity and much more efficient inventory management, especially during the summer, when sales of soft drinks and water increase exponentially and production plans must reflect demand. Thus, a much larger volume of deliveries will be operated directly from our own warehouse, which translates into an optimization of delivery times to customers, the efficiency of transport routes, costs, and, most importantly, a reduction of the generated carbon footprint.

### **5. Looking ahead to 2024, what are the critical strategic priorities and goals for Coca-Cola HBC Romania, and how do you envision the company's role in shaping the future of the beverage industry in the region?**

Romania is a significant market for Coca-Cola HBC, as a regional innovation, execution, production and export hub. We have been present in the local market for 32 years, we have a history here, and we see a shared future with the local community. Our customer-centric approach, our business strategy based on our 24/7 portfolio, with beverages for every occasion during the day, and our ability to adjust to changing consumer behavior will remain crucial to our business performance.

Looking ahead to 2024, one of our key priorities will be the successful implementation of DRS, internally and externally. Then, we need to closely monitor the application of soft drinks excise on our portfolio. Simultaneously, we want to continue the dialogue with the Government to ensure fiscal predictability and sustainable development of the regulatory environment in the electoral year.



## MEAT

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	AAYLEX ONE SA	1,145,423,080	64,656,386	1,672%	-108,014,375	-13,105,529	-724%	1,972	1,930	2%	BUCURESTI, SECTOR 1
2	UNICARM SRL	965,280,503	714,841,008	35%	21,718,316	10,294,033	111%	2,656	3,087	-14%	SATU MARE, VETIS
3	CRIS TIM COMPANIE DE FAMILIE SRL	864,592,692	736,111,640	17%	90,854,604	37,466,139	142%	759	1,066	-29%	PRAHOVA, SECTOR 1
4	AGRICOLA INTERNATIONAL SA	765,900,109	514,094,038	49%	91,378,957	24,840,966	268%	1,914	1,862	3%	BACAU, BACAU
5	ELIT SRL	742,878,904	637,455,029	17%	84,406,951	69,373,936	22%	1,867	1,835	2%	ALBA, CUGIR
6	CRIS-TIM FAMILY HOLDING SRL	611,738,649	477,687,182	28%	5,491,184	10,480,074	-48%	1,996	991	101%	PRAHOVA, FILIPESTI DE PADURE
7	AVICARVIL FOOD & DISTRIBUTION SRL	591,764,109	424,683,516	39%	7,894,614	3,933,288	101%	38	71	-46%	BUCURESTI, SECTOR 1
8	CAROLI FOODS GROUP SRL	545,499,127	477,541,016	14%	-1,505,172	46,716,013	-103%	1,118	921	21%	ARGES, PITESTI
9	INTERPORK PLUS SRL	460,566,126	301,654,289	53%	2,352,261	1,264,063	86%	4	7	-43%	BUCURESTI, SECTOR 1
10	FOX COM SERV DISTRIBUTION SRL	446,919,992	361,015,167	24%	48,610,944	44,646,679	9%	210	444	-53%	BUCURESTI, SECTOR 4
11	VANBET SRL	397,721,701	278,355,656	43%	13,366,502	11,695,292	14%	797	835	-5%	VASLUI, SALCIOARA
12	DIANA SRL	385,810,723	278,227,922	39%	20,072,127	8,499,440	136%	594	507	17%	VALCEA, RAMNICU VALCEA
13	DOLY-COM DISTRIBUTIE SRL	365,828,656	325,618,300	12%	6,861,997	19,303,689	-64%	437	418	5%	BOTOSANI, BOTOSANI
14	FOX COM SERV SRL	358,684,136	259,545,228	38%	20,576,936	29,125,738	-29%	737	466	58%	BUCURESTI, SECTOR 4
15	ABATORUL PERIS SA	343,807,381	309,977,991	11%	-17,501,254	-12,282,112	-42%	420	436	-4%	ILFOV, VOLUNTARI
16	CONVENIENCE PROD SRL	340,840,016	241,291,933	41%	40,445,311	23,913,044	69%	458	440	4%	ILFOV, TUNARI
17	SAMCOM AS SRL	327,560,966	241,062,854	36%	16,517,902	9,772,211	69%	50	60	-17%	BOTOSANI, BOTOSANI
18	ALDIS SRL	323,743,346	228,868,559	41%	6,063,632	6,219,056	-2%	868	808	7%	CALARASI, CALARASI
19	WESTFLEISCH ROMANIA SRL	309,705,675	223,839,650	38%	1,458,454	4,523,468	-68%	126	135	-7%	MURES, TARNAVENI
20	BERTIS SRL	285,542,228	236,575,745	21%	9,577,234	2,148,517	346%	573	616	-7%	COVASNA, SFANTU GHEORGHE
21	SAFIR SRL	268,412,154	224,194,462	20%	9,605,268	8,619,474	11%	495	435	14%	VASLUI, VASLUI
22	DADYCOM SRL	264,408,169	193,048,439	37%	8,283,196	2,804,190	195%	97	72	35%	BOTOSANI, ROSIORI
23	MEDA PROD 98 SA	259,258,353	236,214,550	10%	26,654,193	35,659,245	-25%	726	732	-1%	BUCURESTI, SECTOR 3
24	GOODIES MEAT PRODUCTION SRL	250,460,047	179,307,990	40%	32,668,280	24,913,420	31%	292	280	4%	PRAHOVA, CEPTURA DE JOS
25	FERMA ZOOTEHNICA SRL	228,019,485	195,573,514	17%	8,331,583	14,813,745	-44%	445	446	-	MARAMURES, BAIA MARE
26	INDUSTRIALIZAREA CARNII -KOSAROM SA	219,763,925	184,980,547	19%	9,905,745	9,960,279	-1%	530	525	1%	IASI, PASCANI
27	EUROAVI SRL	219,076,322	156,181,739	40%	8,435,146	1,596,265	428%	303	275	10%	CALARASI, DRAGALINA
28	ANA & CORNEL SRL	210,122,909	194,014,767	8%	30,266,889	20,220,387	50%	724	781	-7%	PRAHOVA, MIZIL
29	GENERAL AGRO COM SERVICE SRL	201,098,209	159,426,393	26%	5,978,841	4,681,316	28%	406	409	-1%	BUZAU, BUZAU

## OILS AND FATS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	BUNGE ROMANIA SRL	4,240,038,509	3,030,600,898	40%	234,433,794	-126,215,596	286%	560	586	-4%	BUZAU, BUZAU
2	EXPUR SA	2,946,268,374	1,692,826,163	74%	616,883,235	149,859,710	312%	460	454	1%	IALOMITA, SLOBOZIA
3	PRUTUL SA	1,646,474,824	1,038,743,068	59%	208,149,182	75,885,122	174%	452	415	9%	GALATI, GALATI
4	GLOBAL GRAIN INTERNATIONAL SRL	744,511,116	2,436,415,458	-69%	40,464,179	28,387,353	43%	203	189	7%	BUCURESTI, SECTOR 1
5	ARDEALUL SA	610,730,541	416,488,787	47%	101,472,449	65,968,536	54%	254	259	-2%	SATU MARE, CAREI
6	LTA MONDIAL SRL	399,912,635	310,173,546	29%	17,208,865	11,385,477	51%	106	96	10%	CONSTANTA, CONSTANTA
7	ARGUS SA	360,593,131	183,296,204	97%	35,319,479	2,465,257	1,333%	217	211	3%	CONSTANTA, CONSTANTA
8	ORKLA FOODS ROMANIA SA	350,572,804	263,519,367	33%	20,091,063	14,344,896	40%	443	420	5%	BUCURESTI, SECTOR 1
9	SARAPAC IMPEX SRL	150,040,310	71,235,101	111%	22,875,186	14,813,033	54%	29	24	21%	IALOMITA, SLOBOZIA
10	MARGARITA SRL	68,971,185	45,929,455	50%	2,705,703	2,026,931	33%	45	45	0%	TIMIS, LUGOJ



## SUGAR

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	AGRANA ROMANIA SRL	840,390,897	675,517,983	24%	47,052,343	19,597,611	140%	320	329	-3%	BUCURESTI, SECTOR 1
2	PFEIFER & LANGEN ROMANIA SRL	255,088,322	212,172,376	20%	6,496,025	5,407,457	20%	7	7	-	BIHOR, ORADEA
3	TEREOS ROMANIA SA	73,336,781	158,035,537	-54%	-95,619,815	-5,418,031	-1,665%	140	174	-20%	MURES, LUDUS

## DAIRY

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	ALBALACT SA	1,081,158,377	848,791,591	27%	33,791,540	25,291,051	34%	454	471	-4%	ALBA, GALDA DE JOS
2	DANONE PRODUCTIE SI DISTRIBUTIE DE PRODUSE ALIMENTARE SRL	932,848,358	691,796,750	35%	17,198,886	40,645,336	-58%	400	407	-2%	BUCURESTI, SECTOR 2
3	FABRICA DE LAPTE BRASOV SA	749,383,531	598,532,497	25%	31,247,828	7,112,580	339%	447	441	1%	COVASNA, BARAOLT
4	HOCHLAND ROMANIA SRL	728,864,873	556,275,434	31%	53,974,254	39,527,432	37%	423	406	4%	MURES, SIGHISOARA
5	LACTALIS ROMANIA SRL	727,513,573	553,960,549	31%	9,679,694	131,186,244	-93%	N/A	293	-	ALBA, VATRA DORNEI
6	FRIESLANDCAMPINA ROMANIA SA	576,151,868	468,996,576	23%	2,307,908	21,999,550	-90%	569	526	8%	BUCURESTI, TARGU MURES
7	DELACO DISTRIBUTION SA	559,319,031	445,705,098	25%	9,412,913	14,548,840	-35%	368	380	-3%	BRASOV, COOLEA
8	SIMULTAN SRL	440,321,754	315,630,551	40%	41,889,624	23,627,585	77%	307	294	4%	TIMIS, ORTISOARA
9	LACTO FOOD SRL	266,911,298	189,161,501	41%	12,421,465	12,175,678	2%	167	129	29%	ARAD, SOFRONEA
10	COVALACT SA	261,880,555	241,202,785	9%	22,219	7,476,638	-100%	239	246	-3%	COVASNA, SFANTU GHEDRIGHE
11	DORNA LACTATE SA	212,562,735	182,691,271	16%	1,916,023	-4,414,274	143%	N/A	58	-	SUCEAVA, DORNA CANDRENILO
12	CARMO-LACT PROD SRL	209,437,276	158,402,500	32%	10,633,503	4,952,862	115%	243	237	3%	BISTRITA-NASAUD, GLEJIN
13	RARAU SA	162,841,582	127,362,323	28%	3,358,268	-714,940	570%	229	232	-1%	SUCEAVA, CAMPULUNG MOLDOVENESC
14	MULLER DAIRY RO SRL	143,870,567	114,228,600	26%	4,871,349	-938,795	619%	47	47	0%	ILFOV, BRAGADIRU
15	PRODLACTA SA	142,788,838	106,631,318	34%	2,127,354	623,966	241%	298	298	0%	BRASOV, BRASOV

Companies without reported results for 2022: BETTY ICE SRL

## FRUITS & VEGETABLES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	DECO FRUCHT SRL	429,247,573	389,821,095	10%	18,214,551	5,988,572	204%	110	103	7%	ILFOV, STEFANESTII DE JOS
2	YELLOW FRESH FRUITS SRL	343,821,579	357,440,193	-4%	14,507,108	10,309,438	41%	95	106	-10%	TIMIS, BAZOSU NOU
3	MICROFRUITS SA	255,957,071	224,111,629	14%	13,200,623	8,452,760	56%	108	103	5%	BUCURESTI, SECTOR 4
4	KAREMA FRUCT SRL	235,500,075	190,412,851	24%	5,845,358	5,222,123	12%	55	57	-4%	ILFOV, PANTELIMON
5	G&A FRUIT BUSINESS SRL	212,461,686	170,325,683	25%	1,247,520	653,819	91%	2	2	-	BUCURESTI, SECTOR 3
6	UNIFRUTTI IMPEX SRL	190,694,949	110,302,459	73%	8,386,638	1,274,318	558%	36	22	64%	CONSTANTA, CONSTANTA
7	GOLDEN BANANA SRL	187,618,624	147,765,570	27%	2,258,244	915,006	147%	37	38	-3%	BUCURESTI, SECTOR 3
8	SELECT FRUITS SRL	180,569,684	192,659,889	-6%	478,219	2,627,424	-82%	109	95	15%	ILFOV, AFUMATI
9	CRIS FRUCT CONCEPT SRL	176,427,461	151,340,191	17%	6,517,252	4,757,502	37%	20	20	-	BUCURESTI, SECTOR 6
10	ALGIDA CENTER SRL	159,076,566	92,956,279	71%	983,415	745,342	32%	82	92	-11%	ILFOV, SINORILITA
11	TRADING CUD GLOBAL SRL	137,947,454	115,051,217	20%	13,251,861	4,866,015	172%	2	2	-	BUCURESTI, SECTOR 1
12	EUROBANANAS SRL	137,841,181	109,469,889	26%	2,460,952	395,892	522%	16	17	-6%	ILFOV, POPESTI LEORDENI
13	TRANS ALICOM 2000 SRL	133,740,815	108,150,882	24%	100,000	239,639	-58%	181	145	25%	BUZAU, BUZAU
14	HORTIFRUCT SRL	127,003,751	86,908,421	46%	388,032	4,000,260	-90%	49	67	-27%	BUCURESTI, SECTOR 4
15	OLD STAR SRL	111,462,552	114,011,866	-2%	7,078,470	7,744,160	-9%	18	20	-10%	BUCURESTI, SECTOR 3
16	HARVEST AND BAZAAR SRL	109,408,349	100,757,566	9%	2,760,088	2,319,127	19%	20	19	5%	BUCURESTI, SECTOR 6
17	ADOS FRESH SRL	101,042,752	58,724,837	72%	1,532,025	1,351,289	13%	34	27	26%	ILFOV, BUFTEA



## CONDIMENTS AND SEASONING

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	FUCHS CONDIMENTE RO SRL	140,867,672	150,694,390	-7%	9,067,669	17,104,485	-47%	311	309	1%	ARGES, CURTEA DE ARGES
2	KRALEX FOOD SOLUTIONS TECHNOLOGY SRL	61,763,902	56,290,240	10%	5,603,640	3,523,519	59%	23	22	5%	BUCURESTI, SECTORUL 4
3	NOY BUSINESS TRANZACTIIONS SRL	57,064,765	45,663,284	25%	4,624,318	3,029,317	53%	145	139	4%	GALATI, VANATORI
4	SITEMANI SRL	38,441,770	23,418,027	64%	1,398,482	18,551	7,439%	60	67	-10%	BRASOV, SIBIU
5	PACOVIS ROMANIA SRL	33,187,086	31,614,914	5%	1,512,710	3,736,613	-60%	39	39	-	MURES, TARGU MURES
6	COMPANIA INDIILOR ORIENTALE PROD SRL	32,501,275	31,596,681	3%	2,473,474	1,954,662	27%	87	97	-10%	ILFOV, PANTELIMON
7	AROMATIQUE FOOD SRL	24,699,195	19,128,221	29%	3,410,988	3,498,822	-3%	14	13	8%	BUCURESTI, SECTOR 2

Companies without reported results for 2022: KAMIS - CONDIMENTE SRL

## COCOA, CHOCOLATE AND CONFECTIONERY

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	NESTLE ROMANIA SRL	1,225,899,179	1,101,313,828	11%	109,921,967	91,387,288	20%	552	546	1%	BUCURESTI, SECTOR 2
2	FERRERO ROMANIA SRL	1,214,041,058	1,049,228,848	16%	21,104,643	34,585,797	-39%	75	72	4%	BUCURESTI, SECTOR 1
3	MONDELEZ ROMANIA SA	1,022,035,361	679,329,330	50%	21,076,185	7,937,551	166%	147	131	12%	BUCURESTI, SECTOR 2
4	MARS ROMANIA SRL	826,121,570	639,638,564	29%	74,744,441	64,825,007	15%	196	199	-2%	BUCURESTI, SECTOR 1
5	ALKA TRADING CO SRL	392,396,506	290,009,508	35%	21,501,422	6,426,029	235%	419	390	7%	BUCURESTI, SECTOR 1
6	MONDELEZ EUROPE PROCUREMENT GMBH OPFIKON-SUCURSALA ROMANIA	264,550,009	80,219,104	230%	430,853	-95,474	551%	12	13	-8%	BUCURESTI, SECTOR 2
7	LUCSOR IMPEX SRL	260,436,780	137,598,553	89%	30,672,315	3,909,369	685%	69	66	5%	BUZAU, BUZAU
8	ROSHEN ONE SRL	222,971,092	167,919,058	33%	5,746,257	514,844	1,016%	39	40	-3%	BUCURESTI, SECTOR 5
9	PURATOS PROD SRL	215,105,194	174,153,076	24%	13,704,730	8,391,262	63%	145	145	-	ILFOV, TUNARI
10	KANDIA DULCE SA	195,753,061	160,626,530	22%	15,363,460	9,076,654	69%	413	396	4%	BUCURESTI, SECTOR 5
11	TIP TOP FOOD INDUSTRY SRL	182,541,245	139,958,640	30%	24,108,333	16,827,305	43%	454	417	9%	BUCURESTI, SECTOR 6
12	PHOENIX SRL	180,165,740	146,769,045	23%	2,599,126	5,168,032	-50%	421	414	2%	PRAHOVA, BAICOI
13	ECUATOR SRL	157,467,126	154,815,450	2%	10,166,189	5,874,941	73%	147	176	-16%	SUCEAVA, IPOTESTI
14	RAP CONFECTIONERY SRL	115,681,975	89,583,426	29%	6,189,646	4,858,144	27%	103	25	312%	BRASOV, GHIMBAV
15	HEIDI CHOCOLAT SA	104,336,973	91,234,945	14%	3,790,990	2,016,506	88%	264	282	-6%	ILFOV, PANTELIMON
16	LAS VEGAS-MI SRL	103,901,341	94,441,320	10%	6,691,174	6,914,339	-3%	122	116	5%	ARGES, GEAMANA

## HONEY

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	APICOLA COSTACHE SRL	49,735,186	44,103,379	13%	4,823,391	3,804,752	27%	32	25	28%	IALOMITA, ION ROATA
2	APIDAVA SRL	42,440,258	30,960,901	37%	3,440,166	3,943,829	-13%	46	39	18%	ALBA, BLAJ
3	APISROM SRL	36,123,332	44,897,019	-20%	3,611,257	4,543,183	-21%	26	38	-32%	VASLUI, BACAOANI
4	CARPATICA HONEY SRL	24,568,216	21,032,106	17%	128,467	231,534	-45%	9	9	-	SIBIU, AGARBICIU
5	COMPLEX APICOL VECESLAV HARNAJ SA	16,304,206	15,189,294	7%	1,080,046	770,230	40%	67	70	-4%	BUCURESTI, SECTOR 1



## GRAIN MILL PRODUCTS AND STARCHES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO.OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	OLTINA IMPEX PROD COM SRL	1,206,650,114	998,881,022	21%	41,537,250	30,120,461	38%	529	541	-2%	PRAHOVA, URLATI
2	STAR FOODS E.M. SRL	1,018,706,968	844,266,003	21%	38,519,106	1,330,360	2,795%	917	862	6%	BUCURESTI, SECTOR 4
3	VEL PITAR SA	762,776,584	586,263,922	30%	101,314,647	75,873,683	34%	1,897	1,906	-	VALCEA, RAMNICU VALCEA
4	INTERSNACK ROMANIA SRL	587,393,810	504,255,419	16%	39,012,839	34,261,182	14%	483	503	-4%	BUCURESTI, SECTOR 3
5	BOROMIR IND SRL	514,204,523	464,405,675	11%	33,031,023	16,691,240	98%	950	940	1%	VALCEA, RAMNICU VALCEA
6	MONDELEZ ROMANIA SNACKS PRODUCTION SRL	437,252,137	566,593,223	-23%	24,379,867	46,817,477	-48%	1,003	1,166	-14%	ILFOV, CLINCENI
7	GOODMILLS ROMANIA SRL	436,156,194	310,301,088	41%	10,300,714	-2,286,904	550%	190	195	-3%	ILFOV, PANTELIMON
8	OMNIA EUROPE SA	422,242,760	16,783,761	2,416%	123,422,012	769,405	15,941%	180	60	200%	BUCURESTI, SECTOR 2
9	SAPTE SPICE SA	416,189,591	289,638,447	44%	20,600,286	3,190,196	546%	310	321	-3%	VALCEA, RAMNICU VALCEA
10	SOUFFLET MALT ROMANIA SA	380,902,966	246,007,872	55%	35,519,326	29,680,389	20%	31	29	7%	BUZAU, BUZAU
11	TINERVIS GROUP SRL	367,940,617	209,531,680	76%	43,488,640	33,477,121	30%	2,027	1,364	49%	BUCURESTI, SECTOR 3
12	LA LORRAINE SRL	337,839,922	217,253,397	56%	-11,476,480	10,414,488	-210%	339	266	27%	CLUJ, CAMPIA TURZII
13	PAMBAC SA	314,494,741	263,042,817	20%	30,265,703	30,082,305	1%	530	543	-2%	BACAU, BACAU
14	FORNETTI ROMANIA SRL	293,016,990	212,943,491	38%	32,996,445	11,046,926	199%	461	482	-4%	TIMIS, SATCHINEZ
15	MOARA CIBIN SA	290,388,122	198,643,038	46%	10,240,017	6,977,648	47%	419	421	-	SIBIU, SIBIU
16	M.P. BANEASA MOARA SA	284,103,246	184,075,948	54%	9,306,239	6,570,551	42%	122	114	7%	ILFOV, BUFTEA
17	SMAG GROUP SRL	272,526,200	267,068,137	2%	10,530,661	7,513,309	40%	49	81	-40%	TULCEA, TULCEA
18	ZONE INTERNATIONAL TRADING SRL	271,724,806	156,667,574	73%	24,794,420	9,798,887	153%	29	31	-6%	ILFOV, VOLUNTARI
19	SAM MILLS EUROPE SRL	251,142,834	305,194,431	-18%	119,399,805	-127,205,882	194%	121	218	-44%	SATU MARE, BOTIZ
20	CROCO SRL	219,043,707	174,683,315	25%	45,908,088	32,135,447	43%	424	424	-	BACAU, ONESTI
21	AGROMYSMONI SRL	208,895,981	123,082,949	70%	4,116,768	3,299,438	25%	45	38	18%	GALATI, LUPELE
22	AGFD TANDAREI SRL	204,232,206	153,408,174	33%	19,397,217	2,178,372	790%	141	139	1%	IALOMITA, TANDAREI
23	ETI EUROPEAN FOOD INDUSTRIES SA	182,634,910	140,642,228	30%	-98,065,199	-90,309,137	-9%	368	359	3%	DOLJ, GHERCESTI
24	DOBROGEA GRUP SA	182,229,434	187,276,877	-3%	-1,895,897	2,382,966	-180%	395	528	-25%	CONSTANTA, CONSTANTA
25	ROMPAK SRL	165,414,712	121,829,237	36%	23,018,485	17,086,097	35%	224	227	-1%	IASI, PASCANI
26	TREI BRUTARI SA	149,591,791	106,607,123	40%	20,546,152	21,228,097	-3%	368	291	26%	DAMBOVITA, TARGOVISTE
27	LANTMANNEN UNIBAKE ROMANIA SA	134,118,789	102,165,534	31%	-2,672,714	5,443,561	-149%	110	103	7%	ILFOV, PANTELIMON
28	PANIMON SA	127,147,764	56,034,931	127%	231,122	152,578	51%	197	183	8%	BACAU, ONESTI
29	MOPAN SUCEAVA SA	126,592,653	97,733,001	30%	8,469,228	14,550,993	-42%	666	636	5%	SUCEAVA, SUCEAVA
30	MIRALEXA COMERCIAL SRL	125,968,881	108,331,756	16%	-1,009,702	6,835,370	-115%	30	28	7%	CONSTANTA, COGEALAC

Companies without reported results for 2022: EUROPEAN FOOD SA

## FISH AND SEA FOOD

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	OCEAN FISH SRL	254,407,686	207,106,562	23%	13,526,943	11,460,936	18%	222	241	-8%	ILFOV, AFUMATI
2	NEGRO 2000 SRL	164,397,987	149,949,758	10%	12,980,065	15,357,263	-15%	207	201	3%	BUCURESTI, SECTOR 4
3	OCEANIS SEAFOOD EUROPA SRL	146,221,103	99,316,017	47%	17,236,985	14,118,779	22%	15	13	15%	ILFOV, POPESTI LEORDENI
4	BISTROMAR LA TIMONA SRL	110,862,907	97,716,036	13%	2,088,238	3,161,856	-34%	68	104	-35%	BUCURESTI, SECTOR 1
5	PESCADO GRUP SRL	102,499,495	86,709,029	18%	1,587,925	1,728,933	-8%	221	195	13%	BACAU, BUHUSI
6	SABIKO-IMPEX SRL	76,710,527	57,707,899	33%	7,086,007	1,472,606	381%	170	161	6%	TIMIS, TIMISOARA
7	ROLUX SRL	53,736,081	49,698,836	8%	3,014,970	3,530,149	-15%	169	155	9%	HUNEDOARA, HATEG
8	ADRIATIC SEA FISH SRL	49,085,447	49,026,813	0%	94,516	669,024	-86%	14	20	-30%	BIHOR, ORADEA
9	MICATIS PROD SRL	44,352,250	37,308,654	19%	1,453,682	8,852,391	-84%	117	94	24%	BRAILA, BRAILA
10	POMAROM SRL	39,919,192	36,926,587	8%	1,894,730	2,558,381	-26%	85	112	-24%	ALBA, ALBA IULIA
11	SOLARIS PLANT SRL	39,656,796	36,160,055	10%	1,187,654	488,455	143%	64	68	-6%	BUCURESTI, SECTOR 6



## FROZEN OR READY MADE FOOD

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	SCANDIA FOOD SRL	533,837,180	386,078,870	38%	68,123,647	37,601,037	81%	718	N/A	-	SIBIU, SIBIU
2	DR. OETKER RO SRL	379,722,707	359,395,276	6%	33,511,608	42,160,880	-21%	488	501	-3%	ARGES, CURTEA DE ARGES
3	LUCIDIUS SRL	322,130,755	198,176,601	63%	20,324,745	11,393,548	78%	140	80	75%	BUCURESTI, SECTOR 2
4	NORDIC IMPORT EXPORT CO SRL	279,258,933	228,448,816	22%	1,320,959	1,123,573	18%	213	197	8%	BUCURESTI, JOITA
5	PARMAFOOD GROUP DISTRIBUTION SRL	207,503,047	169,065,795	23%	17,481,688	9,927,633	76%	78	70	11%	ILFOV, DRAGOMIRESTI-VALE
6	CONTEC FOODS SRL	177,831,526	147,113,742	21%	31,585,848	20,406,386	55%	383	415	-8%	ILFOV, TECUCI
7	ANNABELLA FABRICA DE CONSERVE RAURENI SA	175,545,632	155,086,518	13%	26,777,063	23,016,738	16%	379	349	9%	VALCEA, RAMNICU VALCEA
8	ROMCO SRL	132,386,663	93,894,630	41%	14,108,299	9,251,444	52%	50	42	19%	BUCURESTI, SECTOR 3
9	GAROM FOOD SRL	101,455,933	69,522,854	46%	7,111,601	4,083,671	74%	26	26	-	IASI, BRATULENI
10	INOSTRIO ENTERPRISES SRL	97,260,687	68,176,136	43%	2,534,975	1,797,751	41%	13	13	-	CONSTANTA, CONSTANTA
11	UNIVER PRODUCT SRL	95,555,432	73,937,490	29%	2,803,926	2,486,797	13%	36	36	-	MARAMURES, BAIA MARE
12	BOLTON BG ROMANIA SRL	84,656,037	70,565,431	20%	3,468,722	4,889,436	-29%	4	2	100%	BUCURESTI, SECTOR 4
13	EISBERG SRL	78,888,393	63,797,614	24%	1,882,974	1,392,362	35%	111	100	11%	ILFOV, PANTELIMON
14	SANO VITA SRL	77,471,968	84,366,610	-8%	-887,704	549,040	-262%	202	243	-17%	VALCEA, ULMETEL
15	ORLANDO IMPORT-EXPORT 2001 SRL	71,385,731	80,603,555	-11%	-4,283,376	5,047,027	-185%	105	114	-8%	ILFOV, CLINCENI
16	ZEELANDIA SRL	70,666,766	61,428,689	15%	2,247,507	3,513,938	-36%	99	94	5%	IASI, IASI
17	ORIENTAL DISTRIBUTION SRL	69,961,842	54,748,757	28%	1,995,592	1,667,771	20%	15	12	25%	BUCURESTI, SECTOR 3
18	GROENLANDA SERV SRL	69,451,445	43,262,244	61%	11,949,902	8,825,917	35%	9	9	-	BUCURESTI, SECTOR 1
19	EURO FOOD & DISTRIBUTION SRL	64,746,730	82,179,027	-21%	4,856,703	5,389,185	-10%	41	82	-50%	SIBIU, SIBIU
20	SAHPROD METEOR SRL	60,409,957	55,085,876	10%	15,466,324	15,812,719	-2%	99	108	-8%	PRAHOVA, DITESTI
21	FRIGORIFER SA	54,174,964	47,945,835	13%	2,327,024	-819,663	384%	133	136	-2%	TULCEA, TULCEA
22	SCANDIA FOOD FROZEN SRL	53,096,717	28,283,257	88%	-3,802,383	567,613	-770%	162	N/A	-	ILFOV, PETRACHIOAIA
23	FIRENZE COM SRL	43,673,251	40,196,432	9%	8,060,621	4,715,438	71%	72	69	4%	PRAHOVA, PLOIESTI
24	YARA EID PRODCOM SRL	42,223,576	37,411,077	13%	3,375,690	2,516,817	34%	11	11	0%	ILFOV, VOLUNTARI

## PET FOOD

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	ROYAL CANIN ROMANIA SRL	173,792,916	153,999,320	13%	39,779,474	32,252,319	23%	51	49	4%	BUCURESTI, SECTOR 1
2	UNITED PETFOOD ROMANIA SRL	169,518,637	112,777,878	50%	21,859,680	10,294,517	112%	72	72	-	BUCURESTI, SECTORUL 3
3	PET FACTORY SRL	88,472,362	58,002,944	53%	4,428,387	4,327,293	2%	91	55	65%	BUCURESTI, SECTOR 4

## FOOD AND BEVERAGE INGREDIENTS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	SOLINA ROMANIA SRL	197,694,998	147,860,829	34%	5,079,584	687,850	638%	244	236	3%	ALBA, SANTIMBRU
2	ION MOS SRL	147,657,045	124,310,178	19%	6,580,459	7,978,616	-18%	212	N/A	-	ILFOV, CHIAJNA
3	DARIMEX INTERNATIONAL SRL	76,153,237	66,683,785	14%	3,422,801	1,909,985	79%	87	78	12%	ARAD, ARAD
4	VIADAN SRL	68,972,180	57,391,293	20%	1,423,970	902,683	58%	64	64	-	CLUJ, CLUJ-NAPOCA
5	DOHLER ROMANIA SRL	66,518,926	55,757,829	19%	7,732,881	5,506,355	40%	29	29	-	ILFOV, CHIAJNA
6	KUK ROMANIA SRL	54,206,115	40,167,255	35%	2,268,585	1,806,325	26%	13	13	-	ILFOV, VOLUNTARI
7	ALMI-ROM SRL	24,330,623	20,608,499	18%	2,074,978	2,033,708	2%	12	13	-8%	HARGHITA, GHEORGHEVI
8	ROLLIT PRODIMPX SRL	18,197,129	16,308,328	12%	636,768	4,067,438	-84%	48	48	0%	ILFOV, VOLUNTARI
9	TRUMF IMPEX SRL	18,043,839	16,800,850	7%	93,958	69,188	36%	13	13	0%	BIHOR, ORADEA



## WATER AND SOFT DRINKS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	COCA-COLA HBC ROMANIA SRL	3,202,748,606	2,767,598,106	16%	454,697,887	386,255,654	18%	1,457	1,455	-	ILFOV, VOLUNTARI
2	QUADRANT AMROQ BEVERAGES SRL	1,575,022,334	1,154,000,318	36%	9,090,572	78,044,350	-88%	742	799	-7%	BUCURESTI, SECTOR 4
3	MASPEX ROMANIA SRL	1,025,070,780	805,738,552	27%	122,774,633	134,089,219	-8%	1,438	1,327	8%	PRAHOVA, VALENI DE MUNTE
4	ROMAQUA GROUP SA	948,265,532	873,297,536	9%	57,971,401	105,779,140	-45%	2,126	2,155	-1%	HARGHITA, BORSEC
5	VALVIS HOLDING DISTRIBUTION SA	475,970,422	401,359,632	19%	2,059,538	8,657,903	-76%	105	103	2%	SUCEAVA, VATRA DORNEI
6	TRANSILVANIA GENERAL IMPORT-EXPORT SRL	420,202,323	391,230,638	7%	-26,815,489	-38,409,497	30%	1,344	1,496	-10%	BIHOR, ORADEA
7	CARPATHIAN SPRINGS SA	386,397,969	333,019,443	16%	29,249,393	49,272,398	-41%	313	308	2%	SUCEAVA, VATRA DORNEI
8	EUROPEAN DRINKS SA	285,239,364	240,937,336	18%	-27,950,226	-28,096,138	1%	622	658	-5%	BIHOR, STEI
9	ALCONOR COMPANY SRL	262,980,081	168,975,264	56%	7,578,271	9,072,944	-16%	315	318	-1%	SATU MARE, CAREI
10	LA FANTANA SRL	234,693,166	197,767,111	19%	11,015,885	5,340,260	106%	831	782	6%	BUCURESTI, SECTOR 2
11	RED BULL ROMANIA SRL	188,677,767	137,422,086	37%	12,796,633	5,404,560	137%	60	57	5%	BUCURESTI, SECTOR 3
12	RIO BUCOVINA SRL	143,026,962	118,020,177	21%	1,533,072	1,144,269	34%	230	228	1%	ILFOV, VOLUNTARI
13	PERLA HARGHITEI SA	125,476,468	125,465,553	0%	16,174,430	22,920,563	-29%	302	363	-17%	HARGHITA, SANCRAJENI
14	GAMA & GAMA SRL	121,600,660	73,177,888	66%	9,086,008	4,197,291	116%	55	57	-4%	SATU MARE, CULCIU MARE
15	CALIPSO SRL	112,945,632	69,647,616	62%	3,627,169	6,862,218	-47%	166	155	7%	ILFOV, AFUMATI
16	APEMIN ZIZIN SA	97,004,175	76,725,708	26%	10,088,508	9,494,784	6%	134	138	-3%	BRASOV, CARPINIS
17	APEMIN TUSNAD SA	80,001,687	71,452,376	12%	9,210,338	13,833,308	-33%	157	151	4%	HARGHITA, TUSNADU NOU
18	PARMALAT ROMANIA SA	78,620,851	69,146,749	14%	3,319,642	5,833,440	-43%	70	74	-5%	ILFOV, TUNARI
19	MERLINS BEVERAGES SRL	78,083,443	57,937,979	35%	15,022,495	9,025,632	66%	78	59	32%	NEAMT, SOCI
20	COCA-COLA ROMANIA SRL	68,425,087	71,944,299	-5%	24,272,594	29,511,923	-18%	36	34	6%	BUCURESTI, VOLUNTARI

## SPIRITS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	ALEXANDRION TRADING SRL	421,052,617	389,650,776	8%	53,378,399	52,420,125	2%	99	96	3%	PRAHOVA, PLEASA
2	PERNOD RICARD ROMANIA SRL	330,007,641	253,420,422	30%	8,542,106	4,398,426	94%	40	36	11%	BUCURESTI, SECTOR 4
3	B.D.G. IMPORT SRL	260,590,294	260,590,294	0%	21,169,051	24,695,859	-14%	134	134	-	BUCURESTI, SECTOR 1
4	ALEXANDRION SABER DISTILLERIES 1789 SRL	197,523,655	172,219,172	15%	12,147,875	8,569,100	42%	101	110	-8%	PRAHOVA, PLEASA
5	ROMANIAN WINE & SPIRIT TRADE CO. SRL	184,603,409	165,534,603	12%	952,619	1,593,552	-40%	64	61	5%	ALBA, BALCACIU
6	PRODAL 94 SRL	175,563,233	116,503,315	51%	24,338,147	20,441,529	19%	175	131	34%	ILFOV, CERNICA
7	PRODALCOM DISTRIBUTION SRL	123,132,823	110,590,762	11%	5,053,821	3,966,296	27%	144	145	-1%	BOTOSANI, BOTOSANI
8	PRODVALCO SA	59,795,920	54,342,986	10%	15,566,232	16,030,549	-3%	106	107	-1%	CLUJ, CLUJ-NAPOCA
9	SCANDIC DISTILLERIES SA	53,624,772	52,628,059	2%	-5,073,730	-7,201,856	30%	192	255	-25%	BIHOR, ORADEA
10	GRANDDIS SRL	44,409,555	120,862,021	-63%	856,186	448,772	91%	39	57	-32%	ILFOV, CALDARARU

## WINE

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	Cramele Recas SA	294,493,490	251,590,248	17%	93,218,375	83,566,336	12%	122	116	5%	TIMIS, RECAS
2	Cramele Recas Group SRL	199,349,904	159,218,639	25%	17,305,240	14,170,026	22%	45	43	5%	TIMIS, RECAS
3	JIDVEI SRL	186,276,358	181,414,539	3%	18,043,193	18,305,651	-1%	72	90	-20%	ALBA, JIDVEI
4	ZAREA SA	167,752,683	146,091,861	15%	15,332,201	20,319,430	-25%	202	201	-	BUCURESTI, SECTOR 1



## WINE

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
5	CRAMA CEPTURA SRL	166,593,014	145,667,349	14%	20,223,575	27,353,182	-26%	121	122	-1%	PRAHOVA, CEPTURA DE JOS
6	COTNARI SA	132,773,546	166,407,292	-20%	8,091,148	6,996,198	16%	291	310	-6%	IASI, COTNARI
7	BECIUL DOMNESC SA	99,691,167	95,493,748	4%	14,648,290	5,435,922	169%	376	387	-3%	VRANCEA, FOCSANI
8	CRAMELE COTNARI SA	87,488,652	103,056,129	-15%	381,042	205,296	86%	28	53	-47%	IASI, COTNARI
9	ANGELLI SPUMANTE & APERITIVE SRL	71,698,824	66,264,363	8%	8,967,851	9,418,143	-5%	76	77	-1%	BUCURESTI, SECTOR 6
10	CETATEA DE BALTA SRL	63,475,220	59,199,912	7%	1,854,303	2,323,681	-20%	327	226	45%	ALBA, JIDVEI
11	VINEXPORT TRADE-MARK SA	43,223,605	45,488,267	-5%	3,041,445	2,027,788	50%	100	100	-	VRANCEA, FOCSANI
12	OSTROVIT SA	42,840,919	39,377,540	9%	154,790	116,804	33%	125	115	9%	CONSTANTA, OSTROV
13	MARIA TURISM SRL	38,562,683	43,207,952	-11%	732,565	2,138,214	-66%	48	58	-17%	ALBA, JIDVEI
14	DOMENILE VITICOLE TOHANI SRL	37,299,735	36,864,537	1%	6,173,201	2,639,551	134%	55	49	12%	PRAHOVA, GURA VADULUI
15	VITICOLA SARICA NICULITEL SA	34,551,485	27,284,324	27%	2,477,301	862,908	187%	72	67	7%	TULCEA, NICULITEL
16	BUDUREASCA SA	29,732,495	31,776,588	-6%	1,574,922	2,771,103	-43%	34	34	-	PRAHOVA, GURA VADULUI
17	CARL REH WINERY SRL	28,219,328	26,748,486	5%	1,447,299	2,495,282	-42%	100	108	-7%	BUCURESTI, SECTOR 2
18	VINEXPORT SA	27,576,414	23,015,546	20%	-1,987,100	-2,958,252	33%	N/A	131	-	VRANCEA, FOCSANI

Companies without reported results for 2022: SCHWAB AGRO PROD SRL

## BEER

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	URSUS BREWERIES SA	2,279,620,820	2,143,594,942	6%	116,991,157	305,126,360	-62%	1,623	1,607	1%	BUCURESTI, SECTOR 2
2	HEINEKEN ROMANIA SA	1,509,746,290	1,373,340,280	10%	66,233,577	144,588,438	-54%	1,116	1,103	1%	BUCURESTI, SECTOR 1
3	BERGENBIER SA	798,197,293	716,839,944	11%	15,701,955	32,070,352	-51%	634	628	1%	ILFOV, VOLUNTARI
4	CARLSBOM BEVERAGE CO SRL	658,316,443	589,904,466	12%	25,901,687	21,341,546	21%	418	450	-7%	BUCURESTI, PANTELIMON
5	UNITED ROMANIAN BREWERIES BEREPROD SRL	549,712,509	487,722,998	13%	-43,510,797	-9,238,942	-371%	345	361	-4%	BUCURESTI, PANTELIMON
6	CARUL CU BERE 95 SRL	90,442,054	85,474,302	6%	888,806	3,549,532	-75%	168	174	-3%	GALATI, GALATI
7	ALBRAU PROD SA	57,764,560	49,271,667	17%	3,629,730	2,924,315	24%	97	107	-9%	BUCURESTI, SECTOR 1

## COFFEE AND TEA

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	JACOBS DOUWE EGBERTS RO SRL	526,257,303	462,494,924	14%	6,625,238	3,011,893	120%	93	90	3%	BUCURESTI, SECTOR 1
2	STRAUSS ROMANIA SRL	275,455,379	222,422,803	24%	5,037,192	15,017,580	-66%	231	237	-3%	BUCURESTI, SECTOR 3
3	CAFEA FORTUNA SRL	221,368,435	189,364,797	17%	9,216,008	12,771,917	-28%	172	184	-7%	ILFOV, DRAGOMIRESTI-DEAL
4	TCHIBO BRANDS SRL	165,719,925	122,290,126	36%	4,433,402	6,040,046	-27%	27	26	4%	BUCURESTI, SECTOR 1
5	ZOZO CAFE DISTRIBUTION SRL	158,495,071	126,669,860	25%	4,663,112	1,415,104	230%	25	25	-	BUCURESTI, SECTOR 3
6	FARES TRADING SRL	156,645,108	143,242,134	9%	675,418	557,693	21%	332	348	-5%	HUNEDOARA, ORASTIE
7	LABORATOARELE FARES BIO VITAL SRL	113,889,883	100,192,541	14%	31,415,766	21,883,771	44%	460	422	9%	HUNEDOARA, ORASTIE
8	JULIUS MEINL ROMANIA SRL	75,942,109	53,274,209	43%	2,697,926	-356,717	856%	91	85	7%	COVASNA, TARGU SECUIESC
9	DALLMAYR VENDING & OFFICE SCS	71,406,520	60,965,098	17%	6,469,135	5,077,198	27%	144	131	10%	BRASOV, BRASOV
10	ALPHA INTERTRADE SRL	54,037,260	55,698,696	-3%	2,118,014	2,437,555	-13%	13	13	-	CONSTANTA, CONSTANTA
11	GREEN POWER-DISTRIBUTION SRL	51,180,697	48,650,205	5%	46,064	695,450	-93%	82	77	6%	BUCURESTI, SECTOR 4
12	GOLDIM SRL	46,600,639	40,491,944	15%	2,206,133	952,761	132%	23	23	0%	COVASNA, MOACSA
13	BELFOODS IMPEX SRL	18,252,788	18,483,130	-1%	509,844	1,558,437	-67%	13	12	8%	BUCURESTI, FUNDENI
14	NOU TRADING SRL	15,006,264	15,202,353	-1%	926,078	556,762	66%	8	9	-11%	PRAHOVA, BAICOI



## TOBACCO

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	BRITISH AMERICAN TOBACCO -ROMANIA TRADING SRL	12,701,388,014	12,095,780,891	5%	134,891,483	188,109,777	-28%	802	760	6%	BUCURESTI, SECTOR 1
2	J.T. INTERNATIONAL -ROMANIA SRL	2,144,967,190	1,909,321,100	12%	1,084,499,515	923,081,124	17%	713	724	-2%	BUCURESTI, SECTOR 2
3	PHILIP MORRIS TRADING SRL	1,878,979,537	2,975,104,321	-37%	734,895,682	372,165,403	97%	275	263	5%	ILFOV, OTOPENI
4	JT INTERNATIONAL MANUFACTURING SA	1,082,149,351	1,008,087,095	7%	58,212,216	44,686,152	30%	503	473	6%	BUCURESTI, SECTOR 2
5	PHILIP MORRIS ROMANIA SRL	802,635,164	640,566,906	25%	143,354,532	130,375,547	10%	1,133	849	33%	ILFOV, OTOPENI
6	HTS HONGTA SERVICES SRL	793,831,098	774,027,293	3%	20,220,000	20,977,037	-4%	33	34	-3%	BUCURESTI, SECTOR 2
7	IMPERIAL TOBACCO DISTRIBUTION ROMANIA SRL	775,646,632	720,049,530	8%	46,992,409	28,108,982	67%	90	N/A	-	BUCURESTI, SECTOR 2
8	M. TABAC SRL	621,862,223	565,262,717	10%	19,022,493	16,312,081	17%	96	94	2%	HARGHITA, MIERCUREA CIUC
9	BRITISHONLINE AMERICAN TOBACCO ROMANIA INVESTMENT SRL	521,353,821	441,863,241	18%	29,860,405	34,465,454	-13%	992	910	9%	PRAHOVA, PLOIESTI
10	TOBACCO LOGISTIC & MARKETING SRL	405,681,416	290,204,211	40%	3,733,331	2,697,761	38%	18	14	29%	GORJ, TARGU JIU
11	GALAXY DISTRIBUTION SRL	247,299,430	221,362,199	12%	2,582,152	357,258	623%	57	57	-	BUCURESTI, SECTOR 6
12	VINCOM DISTRIBUTION SRL	157,026,761	149,613,870	5%	4,396,941	4,161,689	6%	23	23	-	BRASOV, BRASOV
13	ANDBER DISTRIBUTION SRL	154,402,753	154,933,084	0%	3,779,048	3,482,217	9%	36	38	-5%	CALARASI, CALARASI

## PERSONAL CARE PRODUCTS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO.OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	PROCTER & GAMBLE DISTRIBUTION SRL	2,145,239,234	1,860,897,348	15%	49,831,852	25,074,377	99%	66	60	10%	BUCURESTI, SECTOR 2
2	UNILEVER SOUTH CENTRAL EUROPE SA	1,106,102,018	1,117,507,016	-1%	-64,865,225	-3,723,259	-1,642%	213	220	-3%	BUCURESTI, SECTOR 1
3	L' OREAL ROMANIA SRL	758,940,130	628,958,677	21%	98,742,122	78,638,740	26%	326	323	1%	BUCURESTI, SECTOR 1
4	SARANTIS ROMANIA SA	463,479,063	405,602,807	14%	49,998,144	43,815,013	14%	173	184	-6%	BUCURESTI, SECTOR 1
5	HERAEUS ROMANIA SRL	396,256,888	291,104,804	36%	16,693,986	4,568,168	265%	270	217	24%	TIMIS, CHISOADA
6	BEIERSDORF ROMANIA SRL	348,565,794	302,554,991	15%	34,710,645	28,724,409	21%	57	60	-5%	BUCURESTI, SECTOR 4
7	RB (HYGIENE HOME) ROMANIA SRL	347,038,486	303,689,615	14%	23,328,868	11,874,050	96%	61	61	0%	BUCURESTI, SECTOR 1
8	DALLI DC OST SRL	344,283,968	358,838,576	-4%	-16,312,994	7,070,207	-331%	13	11	18%	TIMIS, OUDESTII NOI
9	AVON COSMETICS (ROMANIA) SRL	334,752,667	349,804,573	-4%	13,262,730	12,988,236	2%	228	246	-7%	BUCURESTI, SECTOR 2
10	COLGATE-PALMOLIVE (ROMANIA) SRL	325,414,208	299,875,822	9%	11,707,428	6,530,085	79%	52	53	-2%	BUCURESTI, SECTOR 2
11	ESSITY ROMANIA SRL	319,979,898	273,926,305	17%	-5,586,219	-2,882,124	-94%	34	33	3%	BUCURESTI, SECTOR 1
12	TZMO ROMANIA SRL	301,733,988	276,144,696	9%	12,878,982	22,140,601	-42%	136	132	3%	ILFOV, CLINCENI
13	FARMEC SA	298,962,604	284,600,857	5%	10,887,712	13,732,208	-21%	679	731	-7%	CLUJ, CLUJ-NAPOCA
14	SIDE TRADING SRL	284,637,859	227,677,262	25%	21,536,493	17,383,696	24%	123	112	10%	TIMIS, TIMISOARA
15	JOHNSON WAX SRL	265,438,362	271,613,539	-2%	8,366,050	8,420,508	-1%	25	25	-	BUCURESTI, SECTOR 2
16	SIDE GRUP SRL	210,827,396	172,925,832	22%	17,623,866	12,805,729	38%	232	204	14%	ARAD, FELNAC
17	GEOLAILA COMIMPEX SRL	200,881,276	147,091,604	37%	19,329,767	11,712,645	65%	78	37	111%	BUCURESTI, SECTOR 2
18	CORIOIAN IMPEX SRL	195,571,442	153,616,578	27%	14,103,253	6,885,228	105%	210	208	1%	BACAU, BACAU
19	WONDER FOODS SRL	163,833,266	131,276,834	25%	5,231,722	4,731,748	11%	45	43	5%	ILFOV, VOLUNTARI
20	COSMETICS ORIFLAME ROMANIA SRL	148,997,623	146,316,732	2%	1,745,729	3,478,102	-50%	39	46	-15%	BUCURESTI, SECTOR 1
21	SUPERFOOD COMPANY SRL	112,579,587	116,465,745	-3%	8,582,623	12,673,218	-32%	151	156	-3%	ILFOV, PANTELIMON
22	ESTEE LAUDER ROMANIA SRL	110,535,042	92,299,977	20%	10,811,920	7,676,065	41%	183	181	1%	BUCURESTI, SECTOR 1
23	AMWAY ROMANIA MARKETING SRL	109,086,707	116,229,087	-6%	4,506,610	7,479,715	-40%	21	25	-16%	BUCURESTI, SECTOR 2

Companies without reported results for 2022: COTY COSMETICS ROMANIA SRL, RECKITT BENCKISER (ROMANIA) SRL



## CLEANING PRODUCTS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	DALLI PRODUCTION ROMANIA SRL	402,760,206	330,805,916	22%	-149,498,301	7,974,667	-1.975%	299	314	-5%	TIMIS, TIMISOARA
2	SANO ROMANIA SRL	267,650,202	208,012,343	29%	21,370,825	20,559,562	4%	158	150	5%	ILFOV, PANTELIMON
3	DETERGENTI SA	258,000,783	209,330,093	23%	32,286,490	14,405,142	124%	473	479	-1%	PRAHOVA, URLATI
4	PROCTER & GAMBLE MARKETING ROMANIA SRL	207,839,951	180,082,351	15%	38,753,757	77,562,965	-50%	567	501	13%	BUCURESTI, SECTOR 2
5	INTERSTAR CHIM SA	161,596,959	153,902,978	5%	3,452,853	7,948,110	-57%	206	205	-	BUCURESTI, SECTOR 3
6	ECOLAB SRL	160,461,808	139,030,541	15%	9,081,352	7,664,798	18%	100	108	-7%	IASI, IASI
7	UNILEVER ROMANIA SA	159,109,441	102,833,292	55%	3,590,993	25,252,112	-86%	623	476	31%	PRAHOVA, PLOIESTI
8	MISAVAN TRADING SRL	143,472,416	113,143,948	27%	11,629,581	7,202,274	61%	293	282	4%	IASI, VOINESTI
9	FATER CENTRAL EUROPE SRL	91,584,583	80,220,027	14%	5,879,656	6,022,992	-2%	9	6	50%	BUCURESTI, SECTOR 1
10	EUROPACK MEDIA SRL	75,854,161	66,998,376	13%	8,829,851	8,321,118	6%	122	128	-5%	CONSTANTA, CONSTANTA
11	HENKEL ROMANIA OPERATIONS SRL	74,780,961	65,044,245	15%	10,677,747	5,726,505	86%	332	340	-2%	BUCURESTI, SECTOR 2
12	GRANDE GLORIA PRODUCTION SA	70,302,893	73,567,134	-4%	2,883,281	11,949,811	-76%	240	333	-28%	GALATI, COSTI

## HOME APPLIANCES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	SAMSUNG ELECTRONICS ROMANIA SRL	5,672,304,915	4,825,167,284	18%	134,197,541	112,114,343	20%	224	221	1%	BUCURESTI, SECTOR 1
2	ARCTIC SA	3,799,988,277	3,509,680,295	8%	-141,093,292	-72,614,191	-94%	4,302	4,315	-	DAMBOVITA, GAESTI
3	DE' LONGHI ROMANIA SRL	2,089,458,523	2,260,851,402	-8%	73,621,134	93,694,394	-21%	3,409	3,771	-10%	CLUJ, JUC-HERGHIELE
4	ZOPPAS INDUSTRIES ROMANIA SRL	1,121,224,918	1,009,881,505	11%	2,185,763	16,446,449	-87%	2,820	2,944	-4%	TIMIS, SANNICOLAU MARE, SATU MARE, SATU MARE, ARDES, CURTEA DE ARDES
5	ELECTROLUX ROMANIA SA	883,890,580	1,080,005,902	-18%	16,828,595	24,726,065	-32%	865	936	-8%	
6	CER CLEANING EQUIPMENT SRL	854,691,631	575,649,799	48%	6,650,820	14,069,637	-53%	645	485	33%	
7	LG ELECTRONICS MAGYAR KERESKEDELMI KFT BUDAPESTA SUCURSALA BUCURESTI	617,090,306	682,420,617	-10%	12,209,085	17,530,360	-30%	38	36	6%	BUCURESTI, SECTOR 1
8	HAIER TECH SRL	564,500,151	34,152,983	1,553%	579,514	-58,550,130	101%	975	421	132%	PRAHOVA, ARICESTII RAHTIVANI
9	BSH ELECTROCASNICE SRL	470,024,652	411,839,010	14%	29,354,149	21,603,090	36%	44	44	-	BUCURESTI, SECTOR 1
10	PHILIPS DOMESTIC APPLIANCES ROMANIA SRL	452,008,683	274,496,058	65%	8,838,133	2,632,613	236%	35	N/A	-	BUCURESTI, BUCURESTI
11	RENAISSANCE PUBLIC SERVICE SRL	305,310,312	376,223,029	-19%	-22,354,374	687,267	-3,353%	40	59	-32%	ILFOV, CHIAJNA
12	GROUPE SEB ROMANIA SRL	304,867,097	348,425,843	-13%	3,865,466	9,627,490	-60%	55	48	15%	BUCURESTI, SECTOR 1
13	LEGO ROMANIA SRL	203,769,725	158,819,836	28%	9,635,513	4,938,100	95%	N/A	N/A	-	BUCURESTI, SECTOR 2
14	SMART ELECTRO-DISTRIBUTION SRL	142,982,722	148,278,481	-4%	737,611	3,239,441	-77%	32	34	-6%	BUCURESTI, SECTOR 3
15	BUNZL ROMANIA SRL	132,804,117	123,491,135	8%	11,561,158	9,280,695	25%	75	77	-3%	ILFOV, DRAGOMIRESTI-VALE
16	ROMELDIS ELECTRONICS DISTRIBUTION SRL	127,451,423	111,918,466	14%	344,541	3,117,689	-89%	N/A	N/A	-	BUCURESTI, SECTOR 1
17	BIALETTI STAINLESS STEEL SRL	123,956,974	101,438,033	22%	8,144,691	3,367,992	142%	254	255	-	PRAHOVA, PLOPENI
18	CANDY HOOVER ROMANIA SRL	123,805,254	107,013,441	16%	-11,731,296	858,464	-1,467%	10	10	-	BUCURESTI, SECTOR 2
19	HT EST DIVISION SRL	119,950,795	97,121,557	24%	1,371,387	3,749,936	-63%	409	336	22%	ARAD, TURNU
20	GLOBAL PLAST SRL	119,535,678	106,465,226	12%	6,131,949	7,311,334	-16%	124	128	-3%	BUCURESTI, SECTOR 3
21	EVERPRO INTERNATIONAL CONSTRUCTION SRL	118,609,836	105,827,075	12%	3,342,567	4,020,639	-17%	53	51	4%	ILFOV, AFUMATI

Companies without reported results for 2022: WHIRLPOOL ROMANIA SRL, VERSUNI MANUFACTURING ROMANIA SRL, PHILIPS ROMANIA SRL



## FMCG TRADE

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	HENKEL ROMANIA SRL	1,179,420,481	1,061,822,959	11%	56,046,390	43,381,008	29%	192	198	-3%	BUCURESTI, SECTOR 2
2	STOCKDAY SRL	530,188,397	313,794,594	69%	15,395,229	11,216,552	37%	67	52	29%	BUCURESTI, SECTOR 1
3	P.P. DISTRIBUTORS ROMANIA SRL	404,221,190	296,598,198	36%	45,576,560	26,961,992	69%	90	83	8%	BUCURESTI, SECTOR 2
4	DE SILVA EXCLUSIV SRL	343,738,479	299,766,231	15%	53,374,271	39,813,378	34%	134	139	-4%	BUCURESTI, SECTOR 1
5	ELGEKA - FERFELIS ROMANIA SA	340,234,463	301,383,312	13%	21,499,778	11,380,292	89%	290	297	-2%	BUCURESTI, SECTOR 3
6	HELL ENERGY SRL	318,760,732	241,537,668	32%	4,760,318	732,370	550%	167	162	3%	MURES, UNGHENI
7	FICOSOTA MARKETING ROMANIA SRL	309,295,676	246,919,536	25%	21,201,975	6,865,785	209%	77	76	1%	BUCURESTI, SECTOR 2
8	FRANCISC FRA SRL	290,314,367	306,075,785	-5%	3,352,868	3,934,228	-15%	52	55	-5%	PRAHOVA, PLOIESTI
9	FOOD POINT DISTRIBUTION SRL	226,025,645	93,552,091	142%	8,701,093	2,657,700	227%	165	96	72%	CLUJ, POPESTI
10	GOLDEN PROVIDER DISTRIBUTION SRL	184,752,149	135,255,495	37%	14,554,271	13,417,341	8%	47	46	2%	BUCURESTI, SECTOR 4
11	ROJEN COMMERCE SRL	176,882,645	147,500,415	20%	4,098,383	-3,924,392	204%	35	38	-8%	CONSTANTA, CONSTANTA
12	SOLE MIZO ROMANIA SRL	176,522,480	150,065,449	18%	8,472,379	2,782,234	205%	58	61	-5%	TIMIS, TIMISOARA
13	HEINRIG IMPEX SRL FILIALA BUCURESTI	175,330,714	158,280,972	11%	27,649,704	23,244,186	19%	178	162	10%	BUCURESTI, SECTOR 5
14	TOTAL DISTRIBUTION GROUP ARGES SRL	166,129,536	148,890,266	12%	3,759,056	2,296,719	64%	113	111	2%	ARGES, PITESTI
15	GROSBI IMPEX SRL	165,907,936	138,507,463	20%	5,926,378	4,649,770	27%	197	198	-1%	DOLJ, CARCEA
16	TRANSAN INTERACTIVE DISTRIBUTION SRL	160,100,603	142,562,798	12%	12,496,864	6,212,727	101%	190	197	-4%	BUCURESTI, SECTOR 4

## FMCG MACHINERY AND EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	OMNIA PLAST SRL	291,727,540	261,976,176	11%	30,605,828	8,578,771	257%	1,002	1,061	-6%	ILFOV, CHIAJNA
2	EXPERTAROM FOOD INGREDIENTS SRL	134,560,707	129,607,140	4%	10,840,322	13,756,317	-21%	271	254	7%	SIBIU, SIBIU
3	AMERICAN PAN EUROPE SRL	108,846,862	91,324,383	19%	-4,959,733	2,929,473	-269%	338	328	3%	TELEORMAN, ALEXANDRIA
4	NOVA PROMPT SRL	84,839,223	73,164,960	16%	5,489,349	2,587,815	112%	194	194	-	BUCURESTI, SECTOR 5
5	INOTEC SRL	49,910,183	41,919,925	19%	4,724,865	5,923,352	-20%	80	77	4%	CLUJ, FLORESTI



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## In this Chapter

Cash and Carry; Hypermarkets; Supermarkets; Online Retailers/e-Commerce; Bricolage; Department and Chain Stores; Retail Trade; General Traders; Distribution Companies.

# 21%

*IS THE AVERAGE TURNOVER GROWTH RATE  
ACHIEVED BY THE TOP TEN SUPERMARKETS  
IN 2022 IN ROMANIA.*



## CASH AND CARRY

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO.OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	METRO CASH & CARRY ROMANIA SRL	9,333,600,126	7,282,864,241	28%	72,927,372	93,326,901	-22%	3,627	3,619	-	BUCURESTI, SECTOR 3
2	SELGROS CASH CARRY SRL	4,274,448,844	3,984,185,596	7%	124,833,509	82,660,505	51%	4,733	4,625	2%	BRASOV, BRASOV

## HYPERMARKETS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO.OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	KAUFLAND ROMANIA SCS	16,014,434,265	13,967,228,520	15%	1,061,400,309	1,042,900,711	2%	13,827	13,512	2%	BUCURESTI, SECTOR 2
2	CARREFOUR ROMANIA SA	10,399,428,643	9,396,773,844	11%	393,185,268	398,002,588	-1%	9,487	10,315	-8%	BUCURESTI, SECTOR 2
3	AUCHAN ROMANIA SA	6,937,753,430	6,332,744,367	10%	128,027,597	118,946,177	8%	7,334	7,911	-7%	BUCURESTI, SECTOR 6
4	ROMANIA HYPERMARCHE SA	1,513,108,057	1,548,860,689	-2%	-33,787,149	-36,873,185	8%	2,478	2,584	-4%	BUCURESTI, SECTOR 3

## SUPERMARKETS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO.OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	LIDL DISCOUNT SRL	18,495,999,406	14,876,981,747	24%	1,265,316,927	901,840,374	40%	10,086	9,092	11%	BUCURESTI, SECTOR 1
2	PROFI ROM FOOD SRL	11,660,657,559	9,523,454,500	22%	-257,775,507	-87,363,108	-195%	13,714	15,980	-14%	TIMIS, TIMISOARA
3	MEGA IMAGE SRL	8,714,249,199	7,467,352,321	17%	172,595,306	124,514,752	39%	10,618	10,663	-	BUCURESTI, SECTOR 6
4	REWE ROMANIA SRL	7,175,876,551	5,395,014,100	33%	190,732,155	150,734,171	27%	6,446	5,317	21%	ILFOV, STEFANESTI DE JOS
5	ARTIMA SA	2,418,794,470	2,011,918,448	20%	15,758,678	-25,926,617	161%	3,309	3,429	-3%	ILFOV, CHIAJNA
6	COLUMBUS OPERATIONAL SRL	1,182,139,922	1,071,919,354	10%	26,582,061	10,578,241	151%	1,605	1,701	-6%	BUCURESTI, SECTOR 2
7	SUPERMARKET LA COCOS SRL	713,515,459	549,359,719	30%	23,674,691	12,541,782	89%	536	477	12%	PRAHOVA, PLOIESTI
8	ANNABELLA SRL	480,406,544	388,621,427	24%	22,662,466	17,427,108	30%	1,083	1,057	2%	VRANCEA, SURJIA
9	LIDL ROMANIA SCS	431,377,842	401,714,193	7%	-33,215,543	157,024,004	-121%	N/A	N/A	-	ILFOV, CHIAJNA
10	KONSTA SPLENDID SRL	271,580,766	230,615,507	18%	11,464,400	8,528,077	34%	205	212	-3%	SIBIU, MEDIAS
11	CBA NORD VEST SRL	227,119,337	178,621,266	27%	14,312,575	8,906,254	61%	223	196	14%	SATU MARE, SATU MARE
12	REMARKT MAGAZINE SRL	222,861,922	215,005,574	4%	-13,200,652	-15,703,598	16%	380	N/A	-	BUCURESTI, SECTOR 1

## ONLINE RETAILERS/E-COMMERCE

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO.OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	DANTE INTERNATIONAL SA	7,146,878,062	7,346,114,540	-3%	123,725,110	-156,289,866	179%	3,309	3,668	-10%	BUCURESTI, SECTOR 6
2	GLOVOAPPRO SRL	458,586,777	283,976,632	61%	-77,175,924	-49,090,333	-57%	167	70	139%	BUCURESTI, SECTOR 3
3	DCN EU RETAIL SRL	432,675,192	351,978,964	23%	33,882,850	19,585,744	73%	296	287	3%	ILFOV, AFUMATI
4	SUN WAVE PHARMA SRL	418,542,302	338,183,865	24%	68,513,553	42,085,631	63%	446	444	-	BUCURESTI, SECTOR 3
5	SHOE EXPRESS SA	331,877,037	290,942,775	14%	12,247,053	1,071,608	1,043%	623	623	-	BUCURESTI, SECTOR 2
6	PC GARAGE SRL	319,512,929	322,494,070	-1%	4,670,267	19,090,267	-76%	78	84	-7%	BUCURESTI, SECTOR 3
7	LEDMAX ELECTRONICS SRL	301,679,004	306,737,785	-2%	26,887,450	34,540,403	-22%	403	331	22%	PRAHOVA, PLOIESTI
8	ALL4AUTO SRL	275,400,565	74,216,537	271%	285,410	37,868	654%	3	2	50%	MURES, MEDIAS
9	OLX ONLINE SERVICES SRL	249,636,869	206,510,057	21%	92,502,840	71,986,225	29%	182	166	10%	BUCURESTI, SECTOR 1
10	ELEFANT ONLINE SA	183,636,229	226,921,650	-19%	-27,395,895	-15,354,725	-78%	175	189	-7%	BUCURESTI, SECTOR 2
11	FANPLACE IT SRL	181,170,806	118,235,564	53%	3,432,900	1,226,218	180%	32	27	19%	VRANCEA, PANCIU
12	FLIP TECHNOLOGIES SRL	170,944,731	65,508,162	161%	-19,485,181	-4,300,769	-353%	112	33	239%	BRAILA, BRAILA
13	EURO PARTS DISTRIBUTION SRL	157,490,662	143,351,328	10%	10,944,134	11,947,167	-8%	177	179	-1%	BUCURESTI, SECTOR 4

Companies without reported results for 2022: VIVRE DECO SA, STUDIO MODERNA SA



## BRICOLAGE

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO.OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	DEDEMAN SRL	11,045,879,922	10,037,954,171	10%	1,949,382,557	1,886,962,201	3%	12,245	11,948	2%	BACAU, BACAU
2	LEROY MERLIN ROMANIA SRL	2,949,390,563	2,583,364,591	14%	326,217,057	262,799,780	24%	2,870	2,655	8%	BUCURESTI, SECTOR 2
3	ARABESQUE SRL	2,763,878,361	2,457,424,789	12%	157,038,014	166,272,141	-6%	2,828	2,843	-1%	GALATI, GALATI
4	HORNBACH CENTRALA SRL	1,514,142,997	1,297,606,909	17%	47,768,171	67,815,018	-30%	1,156	1,000	16%	ILFOV, DOMNESTI
5	BRIOTHERMXPS SRL	184,772,783	151,066,256	22%	59,500,930	44,018,426	35%	255	287	-11%	ILFOV, CRETULEASCA
6	ARTSANI COM SRL	174,610,520	172,701,419	1%	6,736,052	11,670,714	-42%	257	286	-10%	PRAHOVA, PLOIESTI
7	OLINT COM SRL	130,711,925	132,857,729	-2%	10,750,630	24,010,827	-55%	132	135	-2%	SUCEAVA, RADAUTI
8	APC UNIVERSAL PARTNER SRL	126,185,250	104,219,171	21%	3,742,953	1,309,079	186%	194	196	-1%	HARGHITA, ODOERHEU SECUIESC

Companies without reported results for 2022: BRICOSTORE ROMANIA SA

## DEPARTMENT AND CHAIN STORES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO.OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	ALTEX ROMANIA SRL	6,525,065,144	5,876,809,470	11%	127,002,377	145,089,534	-12%	3,639	3,959	-8%	ILFOV, VOLUNTARI
2	ROUMASPORT SRL	1,288,970,537	1,157,678,772	11%	76,439,324	67,680,812	13%	1,341	1,507	-11%	BUCURESTI, SECTOR 6
3	FLANCO RETAIL SA	1,063,859,920	1,034,352,126	3%	5,764,663	17,519,484	-67%	1,438	1,560	-8%	ILFOV, VOLUNTARI
4	JUMBO EC.R SRL	995,447,579	900,632,666	11%	369,653,160	295,884,759	25%	1,249	1,191	5%	BUCURESTI, SECTOR 3
5	DM DROGERIE MARKT SRL	828,990,889	569,124,075	46%	41,357,176	12,095,615	242%	1,288	982	31%	TIMIS, TIMISOARA
6	GERSIM IMPEX SRL	724,992,423	749,059,620	-3%	46,337,398	46,717,731	-1%	31	31	-	BUCURESTI, SECTOR 2
7	TABAC XPRESS SRL	655,554,223	491,588,206	33%	29,532,631	22,106,281	34%	29	28	4%	BUCURESTI, SECTOR 1
8	MILLENIUM PRO DESIGN SRL	633,556,786	358,707,610	77%	36,526,604	12,948,750	182%	491	451	9%	ILFOV, OTOPENI
9	DIVA SOL SRL	392,475,396	277,403,952	41%	22,544,133	16,362,039	38%	29	27	7%	ARAD, ARAD
10	SEPHORA COSMETICS ROMANIA SA	386,887,171	311,250,585	24%	43,846,490	31,825,193	38%	354	327	8%	BUCURESTI, SECTOR 3
11	WORLD COMM TRADING GFZ SRL	363,582,836	362,657,610	0%	17,320,276	21,425,698	-19%	28	29	-3%	BUCURESTI, SECTOR 6
12	HERVIS SPORTS AND FASHION SRL	352,935,246	300,210,351	18%	-6,198,666	1,119,554	-654%	584	510	15%	BUCURESTI, SECTOR 2
13	SPORT VISION TRADING SRL	348,810,196	212,220,799	64%	12,099,904	1,813,675	567%	466	361	29%	BUCURESTI, SECTOR 2
14	INTERTOY ZONE SRL	294,193,331	257,675,446	14%	1,938,341	-2,438,321	179%	625	605	3%	BUCURESTI, SECTOR 2
15	PARFUMERIE DOUGLAS SRL	279,009,269	209,801,873	33%	27,909,931	19,961,496	40%	298	278	7%	BUCURESTI, SECTOR 5
16	PHONETASTIC GSM SRL	271,708,397	257,927,510	5%	6,476,224	4,077,502	59%	25	23	9%	BUCURESTI, SECTOR 2
17	GENCO TRADE SRL	233,310,644	225,977,929	3%	5,364,250	6,754,996	-21%	406	404	-	BUCURESTI, SECTOR 1
18	AGROLAND BUSINESS SYSTEM SA	214,844,116	180,689,545	19%	1,563,159	7,017,653	-78%	333	269	24%	TIMIS, TIMISOARA

## RETAIL TRADE

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO.OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	SUPECO INVESTMENT SRL	751,739,410	623,188,058	21%	-5,509,765	-14,113,331	61%	692	669	3%	BUCURESTI, SECTOR 2
2	SPORT TIME TRADE	548,377,385	332,435,250	65%	74,402,753	43,364,749	72%	100	55	82%	BUCURESTI, SECTOR 2
3	EPANTOFI MODIVO SRL	451,855,875	6,710,658	6,633%	4,510,203	-1,896,142	338%	7	2	250%	BUCURESTI, SECTOR 4
4	DIANA COM SRL	326,571,603	261,995,935	25%	11,881,843	6,497,622	83%	629	663	-5%	VALCEA, RAMNICU VALCEA
5	DIRECT CLIENT SERVICES SRL	293,773,036	228,936,496	28%	21,768,817	16,255,370	34%	680	546	25%	BUCURESTI, SECTOR 1
6	POLTERGEIST SRL	271,158,936	268,256,706	1%	9,414,209	22,649,582	-58%	268	261	3%	TIMIS, TIMISOARA
7	SPORTISIMO RO SRL	236,629,176	227,951,037	4%	-4,204,922	8,811,235	-148%	356	N/A	-	BUCURESTI, SECTOR 6
8	DANEMAR TRADING SRL	219,964,802	192,972,352	14%	19,016,717	17,097,455	11%	394	380	4%	VALCEA, BABENI
9	PACO PROD SERV SRL	204,275,823	170,375,097	20%	8,924,657	1,263,756	606%	410	420	-2%	VRANCEA, ODOBESTI
10	RAIMAN SRL	195,110,671	195,556,659	0%	2,031,036	1,769,792	15%	27	29	-7%	DOLJ, CAMPENI



## GENERAL TRADERS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	EURO GAMES TECHNOLOGY ROMANIA SRL	689,524,462	430,140,117	60%	248,421,888	124,243,719	100%	146	N/A	-	BUCURESTI, SECTOR 2
2	BEBETEI INVESTMENTS GROUP SRL	585,387,129	444,763,709	32%	26,837,363	24,341,561	10%	552	485	14%	BUCURESTI, SECTOR 2
3	TRUTZI SRL	425,415,390	350,810,449	21%	37,619,064	97,272,935	-61%	360	359	-	SUCEAVA, FLORINTA
4	TRANSYLVANIA INVEST SRL	423,514,404	242,409,797	75%	3,618,835	1,569,529	131%	22	12	83%	ARAD, CICIR
5	FERTIL STAR SRL	343,079,396	121,169,530	183%	10,151,292	5,108,594	99%	9	5	80%	IASI, IASI
6	ZDROVIT ROMANIA SRL	336,316,876	333,004,581	1%	41,293,173	67,906,404	-39%	55	50	10%	BUCURESTI, SECTOR 1
7	CEREALCOM SA	334,060,718	74,641,621	348%	20,013,412	9,493,676	111%	20	25	-20%	BACAU, BACAU
8	R.D.F. SA	309,101,369	160,644,396	92%	-8,769,343	1,529,370	-673%	N/A	45	-	ARAD, SANPAUL
9	SCALA ASSISTANCE SRL	296,178,949	289,107,006	2%	1,946,544	1,082,889	80%	15	14	7%	CLUJ, CLUJ-NAPOCA
10	ARC ELECTRONIC SRL	286,655,249	234,806,040	22%	10,287,144	8,727,632	18%	171	167	2%	BRASOV, BRASOV
11	PET PRODUCT SRL	286,202,261	253,161,329	13%	21,751,070	21,460,612	1%	768	750	2%	BUCURESTI, SECTOR 6
12	UNIPREST INSTAL SRL	275,419,377	234,001,523	18%	8,925,077	13,752,713	-35%	215	171	26%	MURES, TARGU MURES
13	LA CIMP COM SRL	257,942,066	111,158,996	132%	10,168,599	4,193,180	143%	21	19	11%	SUCEAVA, CAJIVANA
14	CHEMTRANSFERT SRL	249,781,698	179,784,395	39%	11,816,590	9,233,270	28%	15	14	7%	ILFOV, VOLUNTARI
15	TEMAD CO SRL	237,430,159	221,237,615	7%	22,857,908	29,081,301	-21%	236	246	-4%	BRASOV, BRASOV
16	DIAMEDIX IMPEX SA	228,845,358	259,052,003	-12%	30,648,735	52,239,423	-41%	170	158	8%	BUCURESTI, SECTOR 2
17	SAVCOM SRL	222,005,261	199,135,812	11%	19,389,066	15,852,896	22%	112	129	-13%	SUCEAVA, FLORINTA
18	DB AGROCOM SRL	220,608,574	59,510,011	271%	3,973,814	213,241	1,764%	2	2	-	BUCURESTI, SECTOR 6
19	UVERTURA COM SRL	219,427,742	221,540,493	-1%	2,422,446	3,402,637	-29%	87	77	13%	VRANCEA, FOCSANI
20	NEXT ENERGY DISTRIBUTION SRL	217,740,131	117,750,642	85%	17,902,990	19,849,312	-10%	5	4	25%	TELEORMAN, DRAGANESTI DE VEDE

## DISTRIBUTION COMPANIES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	INTERBRANDS ORBICO SRL	5,189,788,496	3,775,115,651	37%	50,555,561	20,594,940	145%	2,098	1,498	40%	BUCURESTI, SECTOR 5
2	AQUILA PART PROD COM SA	2,111,797,824	1,882,558,336	12%	92,266,814	69,153,438	33%	2,590	2,631	-2%	PRAHOVA, PLOIESTI
3	LUZAN LOGISTIC SRL	1,119,524,015	1,025,147,882	9%	23,656,991	21,369,121	11%	168	144	17%	BUCURESTI, TARGU JIU
4	PUNCTUAL COMIMPEX SRL	913,769,511	850,868,579	7%	12,583,527	13,989,451	-10%	125	124	1%	CLUJ, CLUJ-NAPOCA
5	MARATHON DISTRIBUTION GROUP SRL	852,960,065	646,226,325	32%	69,013,499	30,658,997	125%	734	708	4%	BUCURESTI, SECTORUL 1
6	MACROMEX SRL	735,090,725	633,380,217	16%	67,824,679	41,046,402	65%	404	414	-2%	BUCURESTI, SECTOR 1
7	SIMBA INVEST SRL	666,696,601	574,852,133	16%	28,205,462	17,743,977	59%	507	468	8%	BACAU, BACAU
8	CENTRAL MORENI SRL	582,202,253	506,957,414	15%	9,542,833	11,524,656	-17%	205	215	-5%	DAMBOVITA, RAZVAD
9	AMIGO & INTERCOST SRL	523,440,345	450,181,204	16%	20,725,425	14,020,244	48%	728	680	7%	HARGHITA, ODORHEIU SECUIESC
10	DRIM DANIEL DISTRIBUTIE FMCG SRL	516,623,226	451,342,889	14%	18,622,565	8,441,123	121%	678	651	4%	ARGES, ARGESELU
11	LICURICI IMPEX SRL	488,456,533	448,129,901	9%	9,949,428	7,463,659	33%	167	185	-10%	BACAU, OMESTI
12	CERTINVEST SRL	399,748,849	299,129,465	34%	35,968,076	38,132,048	-6%	13	14	-7%	BIHOR, ORADEA
13	MARELVI IMPEX SRL	348,135,336	398,907,549	-13%	4,776,611	4,983,182	-4%	165	175	-6%	SUCEAVA, RADAUTI
14	LEGRA TEX SRL	336,932,625	260,777,308	29%	2,427,364	1,829,874	33%	38	34	12%	CONSTANTA, CONSTANTA
15	COS 2000 DISTRIBUTION SRL	282,241,750	242,412,353	16%	23,015,926	15,428,134	49%	111	111	-	BRASOV, BRASOV
16	NITELA IMPEX SRL	281,253,853	237,593,978	18%	10,775,148	7,139,244	51%	555	521	7%	DOLJ, CRAIOVA
17	DIOGENE DISTRIBUTIE SRL	270,349,575	270,071,110	0%	4,249,326	4,841,348	-12%	N/A	N/A	-	TELEORMAN, ALEXANDRIA
18	ELAN-TRIO SRL	265,465,643	230,051,652	15%	6,043,002	2,158,425	180%	483	507	-5%	HARGHITA, ODORHEIU SECUIESC
19	GRUPUL DE DISTRIBUTIE ETA SRL	249,651,132	212,780,510	17%	6,551,439	4,366,901	50%	197	189	4%	BOTOSANI, BOTOSANI
20	SENIC COM SRL	247,819,086	161,542,821	53%	14,512,353	9,378,767	55%	213	144	48%	DOLJ, CRAIOVA



# TRANSPORT & CARGO



## In this Chapter

Air Transport; Rail; Road; Shipping; Aircrafts & Parts; Railway; Ships; Motorcycles; Bicycles and Carriages; Freight Forwarders; Warehouses and Storage; Logistics; Postal and Courier Services; Airports and Airport Services; Transport Consultants; Ports and Port Services; Handling and Storage, Machinery and Equipment; Road, Rail, Harbours and Airport Signals Contractors.

# 46%

*IS THE AVERAGE GROWTH RATE  
RECORDED BY THE TOP TEN COMPANIES  
IN THE AIRCRAFTS & PARTS INDUSTRY  
SECTOR IN 2022.*



## AIR TRANSPORT

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO.OF EMPLOYEES 2022	NO.OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	COMPANIA NATIONALA DE TRANSPORTURI AERIENE ROMANE TAROM SA	1,116,291,444	668,703,530	67%	-284,824,646	-327,603,448	13%	1,182	1,144	3%	ILFOV, OTOPENI
2	HISKY EUROPE SRL	380,810,306	62,446,407	510%	-23,418,278	-10,272,148	-128%	55	17	224%	BUCURESTI, SECTORUL 1
3	ANIMA WINGS AVIATION SA	131,210,960	97,312,630	35%	-21,831,281	-5,765,753	-279%	59	38	55%	ILFOV, OTOPENI
4	TOYO AVIATION SRL	88,812,122	75,152,138	18%	847,470	6,558,923	-87%	33	30	10%	BUCURESTI, SECTOR 3
5	CARPATAIR SA	85,689,978	31,221,513	174%	18,746,679	-391,762	4,885%	93	78	19%	TIMIS, GHIRODA
6	AIR BUCHAREST TRANSPORT AERIAN SRL	43,025,504	45,241,113	-5%	5,730,260	1,641,972	249%	40	40	-	BUCURESTI, SECTOR 1
7	SKY XS AIRCARGO SRL	34,458,355	42,684,479	-19%	3,587,595	4,051,856	-11%	3	3	-	ILFOV, OTOPENI
8	ION TIRIAC AIR SRL	31,716,619	20,874,113	52%	-1,776,082	-4,981,015	64%	33	33	-	ILFOV, OTOPENI
9	REGIONAL AIR SUPORT SRL	31,512,669	19,491,134	62%	4,406,378	2,400,184	84%	37	30	23%	BUCURESTI, SECTOR 1

Companies without reported results: WIZZ AIR HUNGARY LTD. BUDAPEST SUCURSALA OTOPENI

## RAIL

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO.OF EMPLOYEES 2022	NO.OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	SOCIETATEA NATIONALA DE TRANSPORT FERROVIAR DE CALATORIONLINE CFR CALATORI SA	2,431,562,521	2,027,480,245	20%	-190,973,303	-325,794,874	41%	11,157	11,541	-3%	BUCURESTI, SECTOR 1
2	METROREX SA	1,143,912,140	1,013,350,251	13%	2,511,515	-290,022,496	101%	4,877	5,174	-6%	BUCURESTI, SECTOR 1
3	COMPANIA NATIONALA DE CAI FERATE CFR SA	1,046,075,662	999,604,013	5%	-94,628,901	11,682,944	-910%	24,455	22,213	10%	BUCURESTI, SECTOR 1
4	GRUP FERROVIAR ROMAN SA	1,006,939,254	771,944,995	30%	57,944,316	19,340,991	200%	2,391	2,241	7%	BUCURESTI, SECTOR 1
5	SOCIETATEA NATIONALA DE TRANSPORT FERROVIAR DE MARFA CFR MARFA SA	689,895,001	512,507,150	35%	-153,305,070	-351,753,505	56%	3,246	3,904	-17%	BUCURESTI, SECTOR 1
6	TIM RAIL CARGO SRL	501,901,632	595,798,284	-16%	631,977	399,265	58%	138	146	-5%	TIMIS, DUMBRAVITA

RANKING  
**07**

### UNICOM TRANZIT SA

TURNOVER 2022 (RON): 384.200.760  
TURNOVER 2021 (RON): 257.680.368  
TURNOVER EVOLUTION: 49%  
PROFIT / LOSS 2022 (RON): 30.744.840  
NO. OF EMPLOYEES 2022: 914



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BOGDAN IOAN CIOBANU  
DEPUTY GENERAL MANAGER

8	DEUTSCHE BAHN CARGO ROMANIA SRL	356,301,918	273,928,323	30%	8,663,991	6,561,579	32%	771	762	1%	BUCURESTI, SECTOR 3
9	REGIO CALATORI SRL	218,667,607	193,354,431	13%	5,547,768	4,936,654	12%	615	622	-1%	BRASOV, SIBIU
10	TRANSFEROVIAR CALATORI SRL	179,127,938	144,495,964	24%	2,356,916	4,397,345	-46%	486	440	10%	CLUJ, CLUJ-NAPOCA
11	BAWI CONSTRUCTION SRL	151,354,691	80,510,733	88%	25,920,696	5,245,882	394%	151	161	-6%	BUCURESTI, SECTOR 1
12	CER - FERSPED SA	140,169,705	103,533,217	35%	73,701	-1,575,890	105%	283	286	-1%	BUCURESTI, SECTOR 2
13	TRANSFER INTERNATIONAL SPEDITION SRL	125,474,518	104,294,260	20%	6,423,898	1,785,373	260%	32	32	-	BUCURESTI, SECTOR 2
14	INTERREGIONAL CALATORI SRL	102,618,112	68,960,340	49%	3,131,484	1,532,697	104%	172	151	14%	CLUJ, CLUJ-NAPOCA



**Unicom Tranzit**  
INTERNATIONAL FREIGHT FORWARDER



## ROAD

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO.OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	SOCIETATEA DE TRANSPORT BUCURESTI STB SA	1,377,792,426	1,249,645,713	10%	3,232,010	31,013,607	-90%	10,179	10,927	-7%	BUCURESTI, SECTOR 1
2	INTERNATIONAL ALEXANDER SRL	635,607,230	502,020,236	27%	47,250,180	12,698,311	272%	992	1,008	-2%	ARAD, ARAD
3	TRANSMEC RO SRL	600,521,151	461,925,414	30%	26,612,988	10,928,928	144%	397	381	4%	BIHOR, BORS
4	DOLO TRANS OLIMP SRL	581,186,145	407,812,408	43%	41,668,374	8,733,180	377%	480	488	-2%	ARGES, PITESTI
5	VOS LOGISTICS CARGO SA	510,591,518	473,658,042	8%	-8,923,149	-2,997,156	-198%	268	233	15%	CLUJ, CLUJ-NAPOCA
6	SKIPTRANS SRL	425,798,274	329,215,587	29%	-1,989,733	15,246,946	-113%	855	728	17%	CLUJ, CLUJ-NAPOCA
7	DUVENBECK LOGISTIK SRL	421,619,351	366,573,186	15%	1,898,016	4,983,719	-62%	637	638	-	BRASOV, CRISTIAN
8	QUEHENBERGER LOGISTICS ROU SRL	400,942,016	290,287,837	38%	30,472,666	13,781,051	121%	1,041	773	35%	ARGES, PITESTI
9	J.T. GRUP OIL SA	301,649,192	173,043,878	74%	7,259,410	8,351,451	-13%	35	35	-	CONSTANTA, NAVODARI
10	AUTOGARA METROPOLI SRL	278,312,570	144,534,959	93%	40,306	1,307,055	-97%	41	36	14%	GALATI, GALATI
11	CARRION EXPEDITION SRL	273,161,416	314,314,286	-13%	-17,995,654	169,993	-10,686%	715	912	-22%	CLUJ, CLUJ-NAPOCA
12	ROUTIER EUROPEAN TRANSPORT SRL	268,582,752	172,484,984	56%	8,155,528	6,952,886	17%	280	148	89%	CLUJ, GILAU
13	FILIP SRL	254,042,857	172,355,093	47%	14,280,190	5,665,113	152%	388	318	22%	ARAD, ARAD
14	BINAR SPEED EXCLUSIVE SRL	226,362,281	143,573,653	58%	24,627,467	8,454,134	191%	292	280	4%	PRAHOVA, VALENII DE MUNTE
15	H ESSERS SRL	217,730,473	191,141,623	14%	6,504,609	4,743,244	37%	619	624	-1%	BIHOR, ORADEA
16	LAGERMAX AUTOTRANSPORT SRL	215,376,643	171,480,899	26%	16,213,442	-7,475,769	317%	236	247	-4%	ARAD, CURTICI
17	HOEDLMAYR-LAZAR ROMANIA SRL	214,776,369	155,520,719	38%	12,150,093	6,701,276	81%	168	174	-3%	ARGES, BASCOV
18	TOTAL N S A SRL	212,890,777	172,400,963	23%	28,330,582	12,225,516	132%	318	393	-19%	SIBIU, SALISTE
19	DUNCA EXPEDITII SA	210,313,234	193,341,566	9%	326,966	-4,248,182	108%	461	476	-3%	TIMIS, DUMBRAVITA
20	INTERNATIONAL LAZAR COMPANY SRL	203,910,626	203,634,932	0%	27,938,659	13,384,764	109%	374	429	-13%	ARGES, BASCOV
21	GARTNER EUROTRANS ROMANIA SRL	200,936,611	190,393,177	6%	-8,607,896	-6,098,546	-41%	357	422	-15%	TIMIS, SANANDREI
22	ARCESE TRANSPORT SRL	200,400,122	173,344,459	16%	3,573,285	4,492,623	-20%	396	382	4%	CLUJ, DEJ
23	LOGISTIC E VAN WIJK SRL	193,849,446	155,083,221	25%	16,290,677	11,128,201	46%	392	372	5%	CLUJ, SANNICOLARA
24	ORIENT SRL	193,649,203	136,263,124	42%	9,666,516	6,214,017	56%	39	39	-	SUCEAVA, RADAUTI
25	COMPANIA DE TRANSPORT PUBLIC CLUJ-NAPOCA SA	192,202,790	152,016,385	26%	3,107,397	2,467,623	26%	1,165	1,166	-	CLUJ, CLUJ-NAPOCA
26	COMPANIA DE TRANSPORT PUBLIC IASI SA	177,315,568	151,456,877	17%	1,176,065	-972,033	221%	1,195	1,213	-1%	IASI, IASI
27	XPO TRANSPORT SOLUTIONS ROMANIA SRL	176,641,024	167,582,810	5%	5,729,024	-5,969,571	196%	257	269	-4%	ARAD, ARAD
28	ROZOTI PRODCOM SRL	176,319,166	139,651,234	26%	16,853,389	12,776,835	32%	84	82	2%	BIHOR, ORADEA
29	DUMAGAS TRANSPORT SA	176,128,001	154,022,362	14%	472,887	-11,022,736	104%	198	228	-13%	DOLJ, PODARI
30	TRANSPCO LOGISTICS & DISTRIBUTION SA	174,402,162	147,104,926	19%	36,067,118	32,434,530	11%	394	361	9%	BUCURESTI, SECTOR 1
31	RATBV SA	169,468,560	128,205,911	32%	6,843,510	6,513,274	5%	866	832	4%	BRASOV, BRASOV
32	FARTUD SRL	164,074,095	151,048,746	9%	19,023,744	14,958,961	27%	225	331	-32%	TIMIS, ORTISOARA
33	ROMSTYL IMPEX SRL	162,903,832	135,312,078	20%	21,002,049	17,011,460	23%	402	404	-	DAMBOVITA, TARGOVISTE
34	RAVITEX SRL	162,829,469	148,266,114	10%	5,851,309	6,928,981	-16%	269	285	-6%	BIHOR, ORADEA
35	INC 1975 SRL	158,965,290	224,770,825	-29%	740,370	1,218,008	-39%	39	50	-22%	TIMIS, TIMISOARA
36	DIANTHUS COMPANY SRL	150,277,195	131,694,748	14%	23,573,687	21,707,367	9%	247	248	-	ARGES, GEAMANA
37	STEP ONE SPEDITION SRL	150,172,532	125,401,571	20%	4,659,616	4,506,922	3%	350	322	9%	CALARASI, OLTENITA
38	HTR SPEDITION SRL	148,034,861	221,296,632	-33%	35,905	4,045,225	-99%	150	184	-18%	IASI, IASI
39	COM DIVERS AUTO RO SA	143,131,300	126,785,153	13%	1,258,334	924,848	36%	-	218	-100%	ARGES, BASCOV
40	SOCIETATEA DE TRANSPORT PUBLIC TIMISOARA SA	142,279,214	131,074,099	9%	-10,147,775	-635,707	-1,496%	1,070	1,136	-6%	TIMIS, TIMISOARA

UNICOM TRANZIT SA

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## SHIPPING

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO.OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	COMPANIA DE NAVIGATIE FLUVIALA ROMANA NAVROM SA	429,937,249	285,888,901	50%	92,170,745	21,973,934	319%	579	528	10%	GALATI, GALATI
2	MARIA SHIPPING AGENCY SRL	409,257,170	210,795,106	94%	18,036,491	8,116,087	122%	16	15	7%	CONSTANTA, CONSTANTA
3	TEAM LOGISTIC SPECIALISTS SRL	381,158,027	327,949,084	16%	62,928,023	40,547,022	55%	55	38	45%	BUCURESTI, SECTOR 3
4	RIVER BROKERAGE SRL	204,084,933	90,476,630	126%	45,270,558	11,314,414	300%	74	58	28%	CONSTANTA, CONSTANTA
5	SILK ROUTE SHIPPING SRL	163,135,205	134,923,520	21%	12,733,224	8,810,782	45%	26	24	8%	CONSTANTA, CONSTANTA
6	MOORHOUSE LOGISTICS LTD SRL	131,009,194	109,097,072	20%	8,704,947	8,451,340	3%	33	31	6%	BUCURESTI, SECTOR 3
7	COSCO SHIPPING LINES -ROMANIA CO. LTD. SRL	129,264,332	73,031,045	77%	41,065,577	14,881,864	176%	44	41	7%	BUCURESTI, SECTOR 4
8	REGIA AUTONOMA ADMINISTRATIA FLUVIALA A DUNARII DE JOS GALATI RA	126,380,943	94,536,881	34%	6,796,877	737,992	821%	701	705	-1%	GALATI, GALATI
9	MSC ROMANIA SHIPPING SRL	125,946,418	79,682,895	58%	14,224,328	24,624,751	-42%	55	50	10%	BUCURESTI, SECTOR 1
10	ROMNAV SA	91,964,232	37,226,875	147%	52,236,452	6,060,055	762%	155	150	3%	BRAILA, BRAILA

## AIRCRAFTS & PARTS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO.OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	AEROSTAR SA	466,991,235	376,434,150	24%	99,670,759	69,647,750	43%	1,602	1,531	5%	BACAU, BACAU
2	PREMIUM AEROTEC SRL	381,069,728	294,168,743	30%	52,662,763	41,306,479	27%	673	597	13%	BRASOV, GHIMBAV
3	IAR SA	315,424,444	329,506,603	-4%	17,942,838	26,524,688	-32%	356	367	-3%	BRASOV, GHIMBAV
4	UNISON ENGINE COMPONENTS BUCHAREST SA	183,389,364	153,600,832	19%	13,214,733	3,711,460	256%	114	N/A	-	BUCURESTI, SECTOR 6
5	AIRBUS HELICOPTERS ROMANIA SA	173,258,162	321,347,958	-46%	6,781,257	24,346,170	-72%	136	172	-21%	BRASOV, GHIMBAV
6	TURBOMECANICA SA	139,161,606	131,331,166	6%	13,439,082	14,203,708	-5%	457	501	-9%	BUCURESTI, SECTOR 6
7	ROMAERO SA	69,214,600	51,980,173	33%	-53,846,394	-62,972,896	14%	635	777	-18%	BUCURESTI, SECTOR 1
8	SONACA AEROSPACE TRANSILVANIA SRL	59,642,400	43,361,391	38%	7,107,173	1,154,868	515%	132	114	16%	CLUJ, BADENI
9	AVIOANE CRAIOVA SA	49,994,785	12,091,976	313%	6,836,592	-12,436,243	155%	264	277	-5%	DOLJ, GARLESTI
10	AEROFINA SA	39,337,500	26,623,021	48%	9,179,588	7,376,433	24%	106	95	12%	BUCURESTI, SECTOR 2

## RAILWAY

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO.OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	ASTRA RAIL INDUSTRIES SA	824,483,714	600,475,147	37%	2,797,871	6,451,497	-57%	1,988	1,904	4%	ARAD, ARAD
2	VOESTALPINE RAILWAY SYSTEMS ROMANIA SA	359,605,349	260,820,407	38%	51,614,492	22,706,329	127%	354	333	6%	BUZAU, BUZAU
3	ALSTOM TRANSPORT SA	323,326,540	489,527,265	-34%	-11,153,668	9,455,506	-218%	641	595	8%	BUCURESTI, SECTOR 6
4	GTS ROMANIA SRL	313,371,725	322,697,707	-3%	1,319,661	24,475,946	-95%	861	782	10%	BUCURESTI, SECTOR 6
5	SOFTRONIC SRL	231,690,469	132,734,743	75%	7,281,736	10,561,936	-31%	460	453	2%	DOLJ, CRAIOVA
6	ASTRA VAGOANE CALATORI SA	225,068,275	280,603,361	-20%	5,194,821	13,832,342	-62%	374	414	-10%	ARAD, ARAD
7	SIEMENS MOBILITY SRL	153,301,400	205,597,297	-25%	32,144,907	21,571,766	49%	51	52	-2%	BUCURESTI, SECTOR 6
8	RELOC SA	139,317,946	122,877,500	13%	12,003,993	12,929,245	-7%	844	882	-4%	DOLJ, CRAIOVA
9	CONSTANTIN GRUP SRL	113,003,606	89,458,651	26%	22,146,382	15,434,509	43%	325	285	14%	BUCURESTI, SECTOR 6



## SHIPS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO.OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	VARD TULCEA SA	1,213,762,811	1,288,253,777	-6%	78,616,002	8,249,811	853%	2,726	3,188	-14%	TULCEA, TULCEA
2	SANTIERUL NAVAL CONSTANTA SA	317,167,383	127,594,888	149%	18,905,976	-8,220,850	330%	828	860	-4%	CONSTANTA, CONSTANTA
3	VARD BRAILA SA	236,465,726	377,779,286	-37%	-357,375	-57,433,059	99%	1,426	N/A	-	BRAILA, BRAILA
4	SANTIERUL NAVAL DAMEN GALATI SA	227,865,570	586,736,901	-61%	43,226,954	41,798,995	3%	1,505	1,661	-9%	GALATI, GALATI
5	VARD ELECTRO ROMANIA SRL	131,095,273	159,189,479	-18%	7,005,437	9,959,975	-30%	300	244	23%	TULCEA, TULCEA
6	SEVERNAV SA	92,851,400	62,941,692	48%	-15,591,534	-16,107,310	3%	451	405	11%	MEHEDINTI, DROBETA-TURNU SEVERIN
7	PRESTMAR NAVAL SRL	85,548,037	79,596,226	7%	5,375,146	3,639,283	48%	402	392	3%	CONSTANTA, CONSTANTA
8	SHIPYARD ATG GIURGIU SRL	65,817,536	52,735,765	25%	-22,621,684	-17,719,659	-28%	271	268	1%	GIURGIU, GIURGIU
9	SANTIERUL NAVAL ORSOVA SA	57,757,883	74,406,233	-22%	-4,233,703	510,839	-929%	342	359	-5%	MEHEDINTI, ORSOVA
10	NAVROM SHIPYARD SRL	47,705,493	29,452,990	62%	534,454	698,924	-24%	255	199	28%	GALATI, GALATI

Companies without reported results: DAMEN SHIPYARDS MANGALIA SA

## MOTORCYCLES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO.OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	AUTHENTIC SPIRIT SRL	234,973,911	188,578,576	25%	19,058,369	27,679,329	-31%	28	21	33%	CLUJ, CLUJ-NAPOCA
2	CMC MOTO CLASS COMPANY SRL	118,555,051	95,034,568	25%	5,941,988	11,516,304	-48%	28	23	22%	ILFOV, TUNARI
3	ASP GROUP EAST SRL	79,669,074	76,074,707	5%	8,488,999	11,262,823	-25%	19	17	12%	BUCURESTI, SECTOR 6
4	MOTOBOOM SRL	55,735,643	52,653,560	6%	4,837,443	4,307,747	12%	16	14	14%	ALBA, SEBES
5	MOTODYNAMICS SRL	35,296,854	30,544,836	16%	3,384,974	3,392,962	0%	10	8	25%	BUCURESTI, SECTOR 1
6	MOTO MUS DESIGN SRL	25,203,960	19,153,691	32%	1,992,102	1,671,434	19%	18	14	29%	CLUJ, GHERLA
7	LOGE ECONOMICS SRL	23,812,681	14,827,715	61%	2,134,035	1,255,874	70%	9	8	13%	BIHOR, ORADEA
8	EST BIKE ADVENTURE SRL	17,189,773	14,438,082	19%	749,884	1,128,290	-34%	10	9	11%	CONSTANTA, CONSTANTA

## BYCICLES AND CARRIAGES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO.OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	MADIROM PROD SRL	786,006,012	726,044,042	8%	30,506,272	22,938,048	33%	56	52	8%	TIMIS, TIMISOARA
2	MECHROM INDUSTRY SRL	490,760,616	395,454,265	24%	16,445,994	10,692,375	54%	734	606	21%	ARGES, MARACINENI
3	SPORT MECHANICAL WORKSHOP SRL	132,521,588	82,848,506	60%	10,201,041	5,497,023	86%	460	309	49%	TIMIS, CHISODA
4	RIVIERA BIKE SRL	90,388,459	73,884,038	22%	9,560,741	12,534,280	-24%	98	85	15%	ILFOV, POPESTI LEORDENI

Companies without reported results: EUROSPOORT DHS SA

## FREIGHT FORWARDERS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO.OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	SCHENKER LOGISTICS ROMANIA SA	838,607,256	666,492,601	26%	101,605,268	25,298,152	302%	983	925	6%	BUCURESTI, SECTOR 5
2	KUEHNE + NAGEL SRL	733,522,352	497,812,242	47%	50,058,876	18,831,181	166%	757	723	5%	BUCURESTI, SECTOR 6
3	TTS - TRANSPORT TRADE SERVICES SA	656,041,221	395,578,550	66%	92,402,647	36,387,854	154%	46	44	5%	BUCURESTI, SECTOR 2
4	GEBRUDER WEISS SRL	570,525,576	473,147,176	21%	23,449,441	22,483,654	4%	641	658	-3%	GIURGIU, BOLINTIN-DEAL

# UNICOM TRANZIT SA

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## FREIGHT FORWARDERS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
5	RIN TRANS ACTIV SRL	541,035,816	335,615,259	61%	23,104,886	16,132,470	43%	104	64	63%	CONSTANTA, CONSTANTA
6	E-P RAIL SRL	492,029,680	484,085,675	2%	24,397,483	3,730,769	554%	25	25	-	BUCURESTI, SECTOR 2
7	CARGO-PARTNER EXPEDITII SRL	454,743,826	383,935,111	18%	18,833,865	14,667,530	28%	242	N/A	-	BUCURESTI, SECTOR 1
8	DSV SOLUTIONS SRL	440,821,277	390,608,430	13%	2,899,775	3,864,695	-25%	384	427	-10%	ILFOV, DRAGONIRESTI-DEAL

RANKING

09

### I.B. CARGO SRL

**TURNOVER 2022 (RON):** 405,502,977  
**TURNOVER 2021 (RON):** 299,459,290  
**TURNOVER EVOLUTION:** 35%  
**PROFIT / LOSS 2022 (RON):** 27,344,042  
**NO. OF EMPLOYEES 2022:** 114

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### CONTACTS

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MANAGING DIRECTOR



10	GEFCO ROMANIA SRL	363,378,442	261,234,205	39%	-201,873	-4,387,643	95%	93	98	-5%	BUCURESTI, SECTOR 6
11	LINCOR TRANS SRL	290,852,645	241,001,049	21%	13,606,900	10,635,244	28%	28	25	12%	IASI, IASI

RANKING

12

### KLK EUROPE LOGISTICS SRL

**TURNOVER 2022 (RON):** 265,803,129  
**TURNOVER 2021 (RON):** 322,434,744  
**TURNOVER EVOLUTION:** -18%  
**PROFIT / LOSS 2022 (RON):** 7,028,924  
**NO. OF EMPLOYEES 2022:** 400



**KLK**  
EUROPE

BOLINTIN DEAL, GIURGIU

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RĂZVAN MARINESCU  
 MANAGING DIRECTOR

13	FM ROMANIA SRL	254,536,057	144,068,809	77%	-1,824,522	-7,899,908	77%	657	692	-5%	TIMIS, DUDESTII NOI
14	DSV AIR & SEA SRL	250,924,679	134,864,678	86%	23,008,750	8,853,758	160%	54	37	46%	BUCURESTI, SECTOR 1
15	DELAMODE ROMANIA SRL	248,197,329	177,398,623	40%	5,841,661	6,259,910	-7%	313	296	6%	BUCURESTI, SECTOR 6
16	GOPET ROMANIA SRL	235,826,614	190,447,964	24%	2,130,744	1,943,553	10%	86	83	4%	BUCURESTI, SECTOR 6
17	BOLINTIS AGRO SRL	229,381,438	168,954,737	36%	1,391,109	1,048,172	33%	48	49	-2%	GIURGIU, GIURGIU
18	ELVADA COMPANY	195,162,257	96,483,961	102%	11,725,207	5,179,701	126%	67	56	20%	CONSTANTA, CONSTANTA
19	VIO TRANSGRUP SRL	189,133,388	183,201,296	3%	11,578,210	9,607,405	21%	220	195	13%	ARAD, TARGOVISTE
20	VOS LOGISTICS BULK SA	185,054,399	167,337,555	11%	-1,312,741	-1,254,736	-5%	87	73	19%	CLUJ, CLUJ-NAPOCA



**Unicom Tranzit**  
 INTERNATIONAL FREIGHT FORWARDER



## WAREHOUSES AND STORAGE

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO.OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	VIXON GAS SRL	412,516,201	293,510,940	41%	35,957,915	19,551,462	84%	21	22	-5%	BUCURESTI, SECTOR 4
2	COMVEX SA	356,917,155	161,235,635	121%	124,345,751	33,327,334	273%	385	350	10%	CONSTANTA, CONSTANTA
3	CONSTANTA SOUTH CONTAINER TERMINAL SRL	333,032,292	212,136,594	57%	132,873,107	51,509,191	158%	474	458	3%	CONSTANTA, CONSTANTA
4	EXCELO MILK SRL	170,033,382	103,892,318	64%	14,696,821	7,886,432	86%	18	16	13%	MURES, REGHIN
5	MAGURA SILOZ SRL	117,253,091	68,344,088	72%	13,107,741	7,298,345	80%	43	40	8%	CONSTANTA, CONSTANTA
6	SEA CONTAINER SERVICES SRL	101,788,136	36,255,579	181%	31,435,567	3,305,427	851%	224	143	57%	CONSTANTA, AGIGEA
7	TRANS CAT SRL	96,271,050	61,886,138	56%	4,370,349	3,432,088	27%	26	31	-16%	BRASOV, BRASOV
8	VISTEM INVEST SRL	95,346,060	98,311,794	-3%	1,103,431	2,139,540	-48%	17	15	13%	DOLJ, CERAT
9	ARIMEX SRL	92,041,943	87,475,003	5%	4,045,555	3,986,193	1%	40	42	-5%	BUCURESTI, SECTOR 4
10	MIDIA MARINE TERMINAL SRL	89,983,912	71,910,177	25%	4,645,789	4,413,457	5%	231	233	-1%	CONSTANTA, NAVODARI
11	ALMOS AGROROM SRL	75,014,729	70,602,005	6%	499,181	517,125	-3%	22	21	5%	NEAMT, SECUIENI
12	CMA CGM ROMANIA SA	69,416,785	51,401,978	35%	27,632,700	20,324,254	36%	34	35	-3%	CONSTANTA, CONSTANTA
13	HOPi RO LOGISTICS SRL	60,854,165	59,083,501	3%	-858,813	1,058,752	-181%	93	102	-9%	TIMIS, CHIAJNA
14	ALTINO INTL SRL	50,642,582	49,649,735	2%	5,435,537	5,704,026	-5%	24	28	-14%	ILFOV, CALDARARU

## LOGISTICS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/ LOSS EVOLUTION	NO.OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	ADM ROMANIA TRADING SRL	4,156,359,833	3,852,051,925	8%	81,369,139	73,192,270	11%	165	176	-6%	BUCURESTI, SECTOR 2
2	HAVI LOGISTICS SRL	1,045,011,293	761,667,675	37%	-8,260,665	1,968,921	-520%	N/A	364	-	BUCURESTI, SECTOR 1
3	YUSEN LOGISTICS -ROMANIA SRL	414,315,699	341,153,514	21%	10,127,042	12,049,957	-16%	1,450	N/A	-	ILFOV, CHIAJNA
4	DHL LOGISTICS SRL	391,405,375	245,828,936	59%	40,687,236	23,217,465	75%	74	73	1%	ILFOV, OTOPENI
5	EUROPEAN LOGISTICS SRL	171,087,496	121,115,572	41%	4,316,979	11,985,905	-64%	329	267	23%	ARGES, BASCOV
6	PORT SHIPPING & ENGINEERING SRL	139,358,007	64,945,890	115%	9,463,971	4,000,912	137%	136	96	42%	CONSTANTA, CONSTANTA
7	IDL BUCHAREST SRL	130,134,261	115,185,425	13%	6,305,125	5,087,612	24%	694	805	-14%	ILFOV, CHIAJNA
8	DACHSER ROMANIA SRL	112,680,029	97,951,047	15%	3,267,761	7,044,558	-54%	99	98	1%	BUCURESTI, SECTOR 6
9	HELLMANN WORLDWIDE LOGISTICS SRL	112,214,446	95,803,248	17%	6,600,113	7,244,498	-9%	9	10	-10%	ILFOV, OTOPENI
10	KARL HEINZ DIETRICH INTERNATIONAL EXPED SRL	108,178,279	94,725,240	14%	10,548,727	8,999,639	17%	413	398	4%	ILFOV, OTOPENI
11	EXPEDITORS INTERNATIONAL ROMANIA SRL	103,200,798	107,711,823	-4%	2,399,433	7,681,893	-69%	113	113	-	BUCURESTI, SECTORUL 1
12	UMEX SA	102,515,716	56,860,865	80%	23,242,276	188,045	12,260%	333	286	16%	CONSTANTA, CONSTANTA
13	MAERSK LOGISTICS & SERVICES ROMANIA SRL	93,489,682	48,240,225	94%	13,103,464	-70,258	18,750%	59	49	20%	CONSTANTA, CONSTANTA
14	TRAMECO SA	85,346,458	69,980,535	22%	1,208,079	1,615,601	-25%	46	49	-6%	BIHOR, ORADEA
15	EUROCCOPER SA	80,244,201	61,384,780	31%	11,801,440	8,486,291	39%	167	155	8%	TIMIS, TIMISOARA
16	ITC LOGISTIC ROMANIA SRL	73,065,729	57,882,395	26%	2,671,381	324,299	724%	70	57	23%	BRASOV, BRASOV
17	INTERNATIONAL BUSINESS TRANSPORT SA	71,159,360	62,530,100	14%	958,924	1,485,580	-35%	132	131	1%	BUCURESTI, SECTOR 6
18	VADECO SRL	55,965,823	38,913,700	44%	1,237,811	945,362	31%	15	15	-	CONSTANTA, CONSTANTA

Companies without reported results: XPO SUPPLY CHAIN ROMANIA SRL, CEVA LOGISTICS SRL, XPO SUPPLY CHAIN FRIGO ROMANIA SRL

## UNICOM TRANZIT SA

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## POSTAL AND COURIER SERVICES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO.OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	COMPANIA NATIONALA POSTA ROMANA SA	1,457,214,681	1,356,276,000	7%	18,855,632	45,517,557	-59%	22,338	N/A	-	BUCURESTI, SECTOR 2
2	FAN COURIER EXPRESS SRL	1,105,333,843	1,046,793,532	6%	82,302,609	183,694,869	-55%	3,468	3,386	2%	BUCURESTI, SECTOR 2
3	DELIVERY SOLUTIONS SA	736,498,414	601,431,108	22%	-45,013,842	4,366,852	-1,131%	1,360	1,114	22%	BUCURESTI, SECTOR 6
4	DHL INTERNATIONAL ROMANIA SRL	505,103,284	417,441,392	21%	17,341,111	8,758,192	98%	602	629	-4%	BUCURESTI, SECTOR 1
5	GLS GENERAL LOGISTICS SYSTEMS ROMANIA SRL	346,335,271	336,996,836	3%	71,040,270	80,604,874	-12%	227	215	6%	SIBIU, SIBIU
6	DYNAMIC PARCEL DISTRIBUTION SA	342,957,792	324,553,000	6%	14,580,921	30,264,355	-52%	683	675	1%	ILFOV, MOGOSOAIA
7	FEDEX EXPRESS ROMANIA TRANSPORTATION SRL	342,414,239	320,024,095	7%	-9,190,256	16,450,900	-156%	393	427	-8%	BUCURESTI, SECTOR 1
8	UPS ROMANIA SRL	211,300,188	200,396,637	5%	8,616,092	8,795,832	-2%	140	139	1%	ILFOV, OTOPENI
9	DSC EXPRES LOGISTIC SRL	95,334,564	85,377,871	12%	-7,848,377	354,686	-2,313%	627	N/A	-	ILFOV, OTOPENI
10	PINK POST OFFICE SRL	92,290,673	77,444,300	19%	-1,440,745	-2,725,712	47%	794	773	3%	ILFOV, VOLUNTARI
11	PINK POST SOLUTIONS SRL	86,588,272	80,900,058	7%	-1,797,509	2,047,866	-188%	14	20	-30%	ILFOV, VOLUNTARI
12	NEMO EXPRES LOGISTIC SA	86,234,619	137,907,120	-37%	-19,058,174	-1,900,781	-903%	243	344	-29%	ILFOV, VARTEJU

Companies without reported results: URGENT CARGUS SRL

## AIRPORTS AND AIRPORT SERVICES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO.OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	ADMINISTRATIA ROMANA A SERVICIILOR DE TRAFIC AERIAN ROMATSA RA	1,349,009,969	995,854,688	35%	94,296,109	50,302,057	87%	1,566	1,585	-1%	BUCURESTI, SECTOR 1
2	COMPANIA NATIONALA AEROPORTURI BUCURESTI SA	954,859,405	557,371,330	71%	352,705,577	39,223,761	799%	1,345	1,369	-2%	ILFOV, OTOPENI
3	AEROPORTUL INTERNATIONAL AVRAM IANCU CLUJ RA	104,694,648	69,114,408	51%	8,155,409	5,332,591	53%	317	240	32%	CLUJ, CLUJ-NAPOCA
4	MENZIES AVIATION - ROMANIA SA	94,945,069	66,094,167	44%	7,475,677	7,087,116	5%	504	434	16%	ILFOV, OTOPENI
5	AUTORITATEA AERONAUTICA CIVILA ROMANA RA	73,311,084	48,465,398	51%	17,981,583	176,628	10,080%	192	198	-3%	BUCURESTI, SECTOR 1
6	ROMANIAN AIRPORT SERVICES SA	70,957,916	43,274,655	64%	576,190	3,484,647	-83%	417	304	37%	BUCURESTI, SECTOR 1
7	GLOBE GROUND ROMANIA SRL	57,379,073	43,535,804	32%	7,770,002	6,758,019	15%	289	224	29%	ILFOV, OTOPENI

## TRANSPORT CONSULTANTS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO.OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	CHIMPEX SA	206,215,507	179,236,989	15%	65,782,266	53,670,411	23%	292	276	6%	CONSTANTA, CONSTANTA
2	NORTH STAR SHIPPING SRL	201,632,644	118,718,201	70%	78,289,569	5,977,257	1,210%	290	301	-4%	CONSTANTA, CONSTANTA
3	SOCEP SA	139,646,043	80,884,308	73%	47,623,326	10,773,050	342%	382	371	3%	CONSTANTA, CONSTANTA
4	DECIROM SA	42,600,048	26,701,692	60%	9,402,879	2,003,669	369%	73	70	4%	CONSTANTA, CONSTANTA
5	ROMPORTMET SA	28,633,124	41,153,740	-30%	-14,101,278	-1,636,479	-762%	127	130	-2%	GALATI, GALATI
6	BLACK SEA SERVICES SRL	28,404,362	27,150,810	5%	15,046,115	13,483,372	12%	104	106	-2%	CONSTANTA, CONSTANTA



## PORTS AND PORT SERVICES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO.OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	HERCULES SA	809,902,570	62,815,947	1,189%	16,504,318	3,973,414	315%	198	147	35%	BRAILA, BRAILA
2	COMPANIA NATIONALA ADMINISTRATIA PORTURILOR MARITIME CONSTANTA SA	479,165,475	418,906,023	14%	141,695,498	154,629,471	-8%	896	889	1%	CONSTANTA, CONSTANTA
3	ARIES LOGISTICS SRL	81,389,558	80,653,298	1%	10,854,459	7,777,159	40%	17	15	13%	CONSTANTA, CONSTANTA
4	LOGITEX CONSTANTA SRL	71,974,094	136,006,848	-47%	1,171,820	2,132,006	-45%	20	20	-	CONSTANTA, CONSTANTA
5	COMPANIA NATIONALA ADMINISTRATIA CANALELOR NAVIGABILE SA	68,951,490	58,711,079	17%	5,084,984	2,378,289	114%	404	409	-1%	CONSTANTA, AGIGEA
6	COMPANIA DE REMORCARE MARITIMA COREMAR SA	32,174,557	31,546,515	2%	16,015,739	4,540,105	253%	174	182	-4%	CONSTANTA, CONSTANTA
7	RAPIDE TRANSPORT & LOGISTICS SRL	32,068,122	13,537,117	137%	5,243,314	2,200,417	138%	4	5	-20%	MEHEDINTI, DROBETA-TURNU SEVERIN

## HANDLING AND STORAGE MACHINERY AND EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO.OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	HAULOTTE ARGES SRL	661,960,597	434,602,944	52%	10,881,326	26,303,289	-59%	222	201	10%	ARGES, TITESTI
2	JUNGHEINRICH ROMANIA SRL	209,646,722	159,643,028	31%	6,891,149	6,102,203	13%	168	175	-4%	PRAHOVA, BARGANESTI
3	ELMAS SRL	188,808,236	159,746,040	18%	7,040,663	6,272,070	12%	363	383	-5%	BRASOV, BRASOV
4	TOYOTA MATERIAL HANDLING ROMANIA SRL	150,446,715	169,883,775	-11%	7,711,007	8,889,140	-13%	156	136	15%	BUCURESTI, SECTOR 4
5	CSI ROMANIA SRL	128,474,431	98,544,623	30%	3,331,359	2,956,377	13%	286	268	7%	CLUJ, CLUJ-NAPOCA
6	STILL MATERIAL HANDLING ROMANIA SRL	110,930,180	103,191,109	7%	702,381	3,482,431	-80%	72	70	3%	ILFOV, DRAGOMIRESTI-DEAL
7	LIFTTEC UTILAJE DE RIDICAT SRL	98,636,867	73,957,670	33%	12,890,900	7,276,466	77%	45	45	-	BUCURESTI, SECTOR 2
8	VECTRA EUROLIFT SERVICE SRL	96,173,516	78,067,709	23%	3,415,958	3,202,880	7%	73	69	6%	BUCURESTI, SECTOR 1
9	AMBAFLEX MANUFACTURING SRL	73,884,204	65,552,477	13%	6,016,793	4,773,687	26%	39	27	44%	CLUJ, JUC-HERGHIELE
10	CEMPS SA	68,962,073	64,265,376	7%	4,896,694	3,451,213	42%	65	62	5%	BUCURESTI, SECTOR 6
11	AUTOGRUPM RO SRL	67,959,494	51,921,434	31%	3,443,784	2,983,943	15%	90	83	8%	ARAD, ARAD
12	HIAROM INVEST SRL	60,115,579	56,511,620	6%	116,948	4,201,540	-97%	81	76	7%	ILFOV, RUDENI
13	LOEDIGE MACHINE SRL	59,500,340	43,084,397	38%	5,934,186	3,409,701	74%	110	102	8%	BRASOV, PREJMER
14	WYLZE LOGISTIK SRL	51,618,568	51,164,352	1%	-1,356,942	-893,143	-52%	54	58	-7%	PRAHOVA, PLOIESTI

## ROAD, RAIL, HARBOURS AND AIRPORT SIGNALS CONTRACTORS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO.OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	VESTA INVESTMENT SRL	56,839,981	50,086,055	13%	13,603,435	3,945,168	245%	200	197	2%	ILFOV, OTOPENI
2	SPIACT CRAIOVA SA	27,613,325	38,216,961	-28%	2,109,256	2,619,524	-19%	41	36	14%	DOLJ, CRAIOVA
3	ISAF-SOCIETATE DE SEMNALIZARI SI AUTOMATIZARI FERROVIARE SA	14,157,759	14,955,504	-5%	-2,057,336	1,843,751	-212%	67	74	-9%	BUCURESTI, SECTOR 6

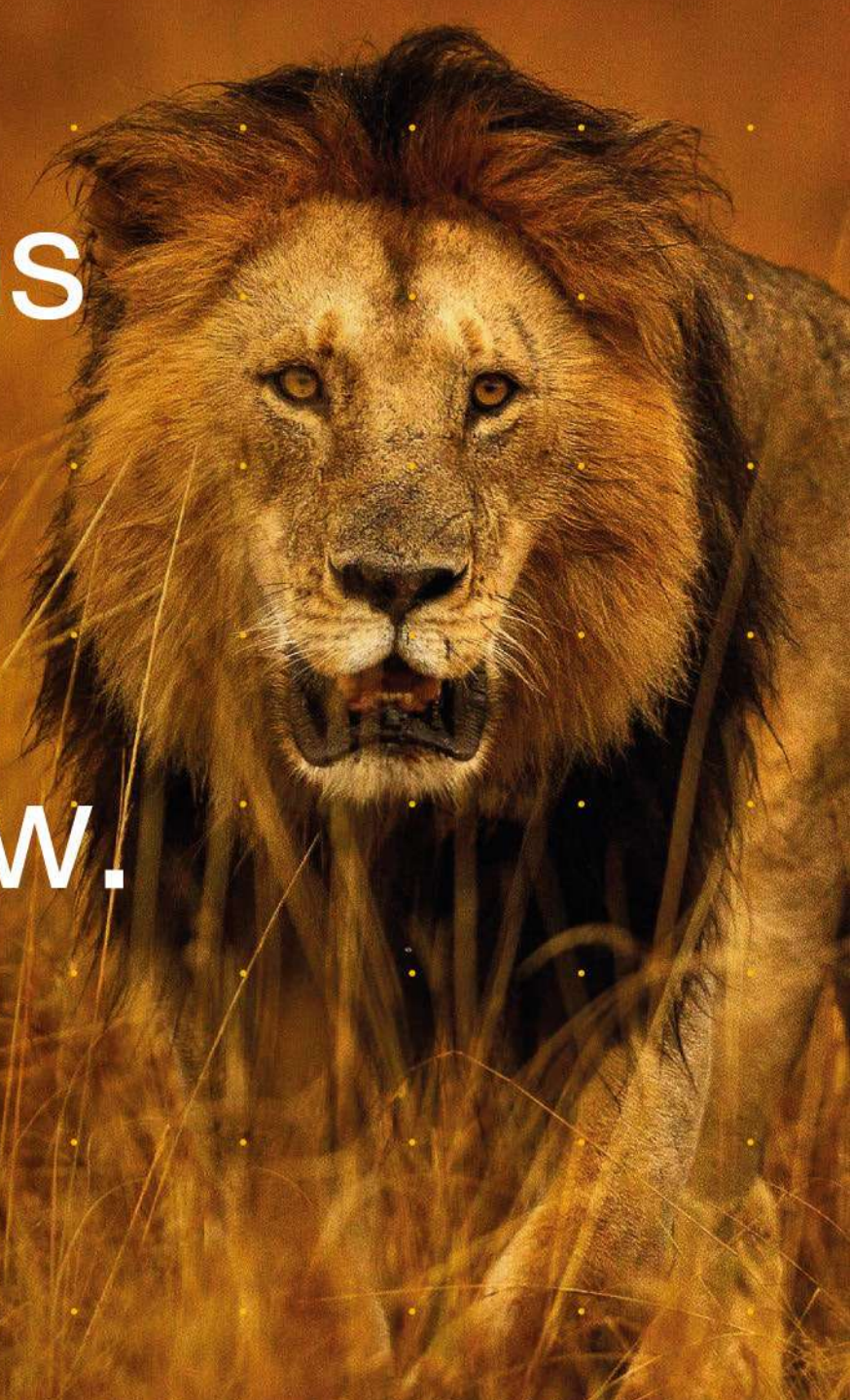
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# PROFESSIONAL SERVICES



## In this Chapter

Business Management Consultants; Financial Management Consultants and Services; Outsourcing Services; HR Services and Consultants; Audit, Accounting, Tax and Tax Services; Pay-roll; Market Research; Public Relations - PR and Communication Consultants; Training; Executive Search; Other Professional Services.

# 4%

*OF YOUNGER GENERATIONS EMPLOYEES  
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## Interview

# THE EXECUTIVE SEARCH LANDSCAPE - CHALLENGES, OPPORTUNITIES, AND THE ROAD AHEAD

**ANA BER**, Managing Director, Pendl & Piswanger InterSearch România

**1.** Given the current global economic challenges, including inflation, the prospect of a synchronized recession, and geopolitical tensions, how is the executive search sector adapting to navigate these complexities?

Working in Executive Search for many years, I am lucky to be on the front-row seat to notice even the slightest changes in the market, and I would like to share some critical insights for top management and owners.

In this turbulent global economy, marked by inflation, potential synchronized recession, and geopolitical unrest, the executive search sector is pivotal in navigating the complexities. Asia's growth is at its slowest since 1960, China faces economic deceleration in 2024, Europe is in a precarious position, while North America is slightly more optimistic, despite recent disturbances in Israel. Geopolitical instability presents substantial economic threats, indirectly influencing our industry.

Now, shifting from just filling positions to strategically attracting the right talent is imperative. We advise utilizing innovative,

data-driven marketing and focusing on employer branding. We encourage clients to prioritize developing their existing workforce, focusing on retention and upskilling, and promoting from the inside (even though it might sound counterintuitive to us).

With companies prolonging notice periods to retain top talent, maintaining candidate engagement is crucial for a seamless transition. What helps is that we can cover these long power vacuum periods with Interim Managers until a permanent placement is ready.

We're championing talent mapping, aligning internal skills with organizational objectives, and ensuring each placement is a strategic fit. Our approach also includes advocating for a hiring perspective shift and encouraging consideration of candidates with transferable skills beyond the C-suite experience.

The prevalence of remote work has opened doors to international hiring, broadening our talent pool, and our global network, InterSearch, allows us to leverage this trend for localized impact with global reach.



## 2. The macro-environment factors do have an impact on the executive search market. How do you anticipate these factors influencing the labour market, especially for top executives and highly skilled knowledge workers?

Economic fluctuations shape the demand for top executive talents; recessions might flood the market with talent, while booms spike competition. Particularly in tech, we notice a demand shift towards leaders adept in cost management and turnaround strategies. In such uncertain times, our role as executive search consultants becomes invaluable in setting realistic hiring expectations and adapting to market changes in real time.

Technological advancements require leaders well-versed in AI, blockchain, AR, and VR, integrating them seamlessly into business strategies. Hence, we advocate for our clients to engage with industry experts consistently and thought leaders for early trend insights.

Government policies and global events directly impact hiring, more so for multinational corporations. Staying updated on employment laws and immigration policies becomes imperative to facilitate top talent acquisition.

Societal shifts towards diversity, equity, inclusion and mental health awareness reshape executive leadership criteria.

Our approach and recommendation: broaden your talent search beyond traditional pools and industries, valuing transferable skills and diverse experiences. While technical proficiency is crucial, soft skills like adaptability, cultural intelligence and resilience are equally vital.

Lastly, the global sustainability drive necessitates leaders genuinely committed to green initiatives, avoiding greenwashing actions that market and people will heavily penalise. Risk management and market navigation skills become paramount as tensions and trade uncertainties loom.

## 3. Reflecting on 2023, we have seen a candidate-driven market and increased opportunities for hiring. How has this affected the qualities companies seek in top executives, and how has Pendl & Piswanger

## adapted its approach to meet these evolving needs?

Indeed, the candidate-driven market presents challenges for the executive search industry, and we have noticed intensified competition among firms to attract and secure the best talent for executive roles because, with more job opportunities in the market, top-tier candidates are in a position to be more selective. Plus, the “great resignation” seems to just increase at C-level when, in the last years, it was visible instead for more junior roles.

Candidates now have higher expectations regarding compensation, benefits, work-life balance, and organizational culture. They are also looking for roles that align with their personal values and long-term career aspirations, and here, an experienced Executive Search Consultant is a great addition to the recruitment process because they are skilled in building up the USP for each role and company.

The hiring process from identifying and engaging to closing, has become more prolonged. Extended negotiations and counteroffers have become more common, even at the top level, leading to an increase in demand for executive interim managers who come and cover the gap (and also solve urgent problems) until the permanent placement is finalized.

The main advantage of high-performing executive search firms (and, with all the lack of modesty, we are one of those) is that they can focus on building deeper, more personalized relationships with candidates, understanding their career aspirations, personal values, and life goals to present opportunities that resonate and decrease the risk of declining an offer.

## 4. For the past few years, companies have faced “quiet quitting” as a potential continuation of disengagement. How can managers combat this trend, and what role does executive leadership play in fostering employee engagement?

While last year buzz words were “quiet quitting”, for the following years executive search industry’s biggest challenge is the so-called “quiet ambition”, especially noticed in the States but slowly moving towards Europe especially.



*A successful leader builds ambitious plans but is prepared for the worst and transforms a challenge into an opportunity.*





*My message for leaders and decision-makers: interim management is more than a fleeting trend; it is a strategic revolution in hiring.*

These trends will become a challenge for filling leadership positions as the pool of interested candidates shrinks only 4% (four!) of younger generations employees consider getting promoted to the C-suite a top career goal, and only 38% of individual contributors are interested in becoming a people manager!

What could executive search firms and their clients do to transform these threats into opportunities? With fewer employees aspiring for traditional leadership roles, firms need to redefine what leadership looks like, emphasizing soft skills, adaptability, and a balance between work and personal life.

Our advice to counter the declining interest in managerial roles is that companies should diversify their talent pools, tapping into underrepresented groups and considering candidates with non-traditional backgrounds.

## **5. The year 2023 confirmed the trend of increased demand for Executive Onboarding and Interim Management services. What drove this evolution, and how do these services align with the changing needs of businesses and executives in the current landscape?**

In 2023, the rise of Executive Onboarding and Interim Management services mirrored the evolving business landscape, catering to extended executive selection timelines. This trend, set to continue into 2024, offers firms adaptability and shared growth in a shifting environment.

Specifically, Executive Onboarding streamlines leadership integration as senior roles face heightened scrutiny.

A rising need is also the demand for Intercultural Communication Understanding, now expanding beyond Western countries to markets like Romania. This addresses the labor shortage and influx of foreign personnel, supporting managers in navigating multicultural challenges and establishing effective leadership across diverse cultures.

Recent research from leading Interim Management associations and our insights at P&P and IM Advisor highlight the growth of interim executive hiring. Companies gain time or cost-effective solutions and seamless project continuities, especially when

permanent roles are filled slower than in the past, often surpassing traditional consultancy offerings. This approach taps into a varied talent reservoir, ushering in innovative perspectives. The “try before committing” approach is rising, benefiting companies and managers alike.

I have one message for leaders and decision-makers: Interim management is more than a fleeting trend; it is a strategic revolution in hiring.

## **6. In 2023, which executive roles and industries have been challenging to fill, and what strategies? How did you help companies to address these recruitment challenges?**

In 2023, executive search faced (again) a dynamic landscape driven by challenges and demands across various sectors globally. High-demand roles centered around AI, automation, and digital transformation, especially in the industrial sector, requiring leaders to blend tech innovation with broad business strategies. The push for Industry 4.0 projects highlighted the industrial sector's challenging projects, emphasizing speed and cost-effectiveness.

Sustainability took center stage, boosting demand for roles tied to Environmental, Social, and Governance (ESG) criteria. Geographical nuances were evident. Western Europe's mature markets focused on digital transformation, sustainability, and data compliance, Nordics on green energy experts, battery producing and R&D, while Eastern Europe, an emerging market, highlighted manufacturing, logistics, and supply chain roles.

To address these challenges, we've taken leverage of our international network InterSearch and searched for talents globally. Also, we remained devoted to our strategy to bring executives back to Romania.

Another strategy we stick to and see more companies adopting is pivoting candidates' industries or roles. For instance, someone with 25 years in retail banking. What could be the transferable experience? Highly regulated industry, financial products, volume transactions, multi-channel, complex pricing modelling, just to name a few. Adjacent sector to pivot to? Insurance, wealth management, financial products,



brokers, treasury, payments, telco, pharma, energy sector.

## **7. What unique challenges and opportunities do you anticipate for executive search in the Romanian market in the coming year? How does your company plan to address the specific dynamics of the domestic business environment?**

Most probably, 2024 will be a pivotal moment for Romania, as the introduction of new fiscal laws is set to reshape the economic set-up. While many perceive this as a challenging period, I see many opportunities if we adopt a holistic perspective.

These laws, primarily aimed at amplifying revenue, could bolster public spending in crucial sectors like healthcare, education and infrastructure, fostering economic growth. But they also present potential challenges: increased taxes might deter businesses from expanding or even prompt relocation considerations. Additionally, if indirect taxes rise, domestic consumption may falter.

Focusing on our industry, the executive search field, we anticipate to be impacted. Revised corporate and employment taxes could amplify operational expenses, compelling a rethinking of pricing structures and client agreements. We must also be vigilant about sectors hit hardest by these fiscal changes, as they might halt hiring, necessitating a more agile approach from recruitment firms.

The talent mobility at all levels might be negatively influenced by the new taxation laws because it will affect individual income tax rates. Higher taxes might discourage top-tier talent from staying or accepting opportunities in Romania, posing challenges in sourcing high-caliber candidates.

## **8. As a closing, what is your main message to clients and partners regarding the challenges and opportunities they may face in the short and medium term? How can organizations benefit from the services provided by Dr. Pendl & and Dr. Piswanger in navigating the complexities of the current business landscape?**

In the world of executive search, which I love and have served with passion for more

than 15 years, 2023 has been another testament to the resilience and adaptability of our industry.

The power dynamics in recruitment have shifted towards candidates, demanding a more strategic and personalized approach from search firms.

The silent yet significant influence of passive candidates and “quiet quitters” and the prolonged waiting period due to extended notice periods call attention to the evolving nature of our industry.

Moreover, the rise of “quiet ambition” and the declining interest in traditional leadership roles present challenges and opportunities. Companies must redefine leadership, emphasizing adaptability, cultural intelligence, and resilience. Executive Onboarding and Interim Management services have risen in prominence, offering businesses the flexibility and adaptability they need in this volatile landscape.

For our clients and partners, the message is unequivocal: the challenges of today are the opportunities of tomorrow. In this candidate-driven market, the emphasis is not just on hiring but on strategic and cultural alignment and long-term vision combined with solid implementation capabilities.

### **To all leaders out there, I launch the following messages:**

**1.** Don't wait to act until you have a problem! It is evident that the economy will face a downturn, get prepared and figure out what to do even under the worst-case scenarios!

**2.** Focus on developing the middle management layers because they are the forgotten (many times) backbone of any organization.

**3.** Be bold, be innovative, stay out of the crowd! Diversify your talent pools, tapping into underrepresented groups and considering candidates with non-traditional backgrounds, coming outside your industry or even the role they are hired for.

As we look to the future, Pendl & Piswanger stands committed to supporting you through these dynamic times. Our deep industry insights, global reach, and personalized approach position us as a trusted partner in executive search and interim management.



*For our clients and partners: today's challenges are tomorrow's opportunities.*



## BUSINESS MANAGEMENT CONSULTANTS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	BEARINGPOINT SRL	229,495,073	172,045,233	33%	17,072,285	18,419,268	-7%	832	670	24%	BUCURESTI, SECTOR 5
2	ERNST & YOUNG SRL	217,737,561	162,078,795	34%	7,758,137	14,442,964	-46%	135	116	16%	BUCURESTI, SECTOR 1
3	PRICEWATERHOUSECOOPERS MANAGEMENT CONSULTANTS SRL	84,038,504	60,926,359	38%	11,445,148	810,457	1,312%	134	129	4%	BUCURESTI, SECTOR 2
4	KPMG ADVISORY SRL	68,982,609	59,409,862	16%	5,705,987	6,865,673	-17%	194	168	15%	BUCURESTI, SECTOR 1
5	MCKINSEY & COMPANY SRL	58,001,980	47,746,028	21%	601,084	11,617,327	-95%	32	29	10%	BUCURESTI, SECTOR 1
6	BRAVO CONSULT SRL	45,091,263	42,244,748	7%	2,275,270	1,928,572	18%	2	2	-	BUCURESTI, SECTOR 1

## FINANCIAL MANAGEMENT CONSULTANTS AND SERVICES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	DELOITTE CONSULTANTA SRL	139,537,951	112,235,430	24%	5,310,366	12,180,210	-56%	293	214	37%	BUCURESTI, SECTOR 1
2	KPMG TAX SRL	62,585,553	55,253,348	13%	13,118,316	12,970,438	1%	149	135	10%	BUCURESTI, SECTOR 1
3	MAZARS CONSULTING SRL	32,746,804	28,569,829	15%	2,758,862	1,186,153	133%	135	136	-1%	BUCURESTI, SECTOR 2
4	PRICEWATERHOUSECOOPERS SERVICII SRL	29,220,710	29,218,951	0%	1,191,000	12,188,835	-90%	48	42	14%	BUCURESTI, SECTOR 1
5	ERNST & YOUNG SERVICE SRL	15,881,549	12,724,000	25%	1,478,350	2,020,200	-27%	5	5	-	BUCURESTI, SECTOR 1

## OUTSOURCING SERVICES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	ACCENTURE SERVICES SRL	686,510,084	586,052,879	17%	26,292,769	74,506,930	-65%	3,214	2,889	11%	BUCURESTI, SECTOR 6
2	FORD ROMANIA SERVICES SRL	651,622,762	N/A	-	7,186,189	N/A	-	165	N/A	-	ILFOV, VOLUNTARI
3	GENPACT ROMANIA SRL	637,602,550	524,498,568	22%	44,626,051	54,749,016	-18%	3,271	2,890	13%	BUCURESTI, SECTOR 2
4	COMPUTER GENERATED SOLUTIONS ROMANIA SRL	409,711,151	351,499,773	17%	66,029,946	48,495,323	36%	3,452	3,348	3%	BUCURESTI, SECTOR 6
5	MSE - MAJOREL STRATEGY & EXPERTISE SRL	386,250,946	319,133,501	21%	34,567,133	32,172,862	7%	2,171	1,840	18%	BRASOV, BRASOV
6	CALLPOINT NEW EUROPE SRL	347,199,236	242,167,783	43%	68,487,894	36,343,194	88%	2,339	1,813	29%	BUCURESTI, SECTOR 6
7	WIPRO TECHNOLOGIES SRL	271,233,320	235,052,154	15%	22,582,052	9,301,822	143%	1,461	1,318	11%	BUCURESTI, SECTOR 2
8	FOUNDEVER ROMANIA SRL	222,650,465	207,345,480	7%	49,765,126	37,495,213	33%	1,882	1,699	11%	CLUJ, CLUJ-NAPOCA
9	WEBHELP ROMANIA SRL	196,146,227	168,204,193	17%	13,918,130	14,737,745	-6%	N/A	2,002	-	BUCURESTI, SECTOR 1
10	HCL ONLINE ADVERTISING SRL	177,001,917	97,481,779	82%	-110,186,563	-133,080,017	17%	223	157	42%	TIMIS, GHIRODA

## HR SERVICES AND CONSULTANTS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	LUGERA & MAKLER SRL	372,836,639	318,762,500	17%	2,107,499	4,919,724	-57%	3,923	4,217	-7%	BUCURESTI, SECTOR 3
2	PROHUMAN APT SRL	327,071,213	282,595,829	16%	7,826,215	9,867,888	-21%	3,426	3,330	3%	BUCURESTI, SECTOR 1
3	ADECCO RESURSE UMANE SRL	272,259,156	290,450,083	-6%	2,033,969	3,163,497	-36%	2,909	3,079	-6%	BUCURESTI, SECTOR 2
4	MANPOWER HR SRL	206,795,554	171,798,883	20%	457,030	-812,769	156%	2,853	2,676	7%	BUCURESTI, SECTOR 5
5	CAT-ION SRL	186,720,278	148,938,427	25%	11,078,391	6,676,163	66%	13	13	-	BACAU, BACAU
6	AUTOMATIC DATA PROCESSING -ADP ROMANIA SRL	150,384,126	125,040,868	20%	5,842,100	4,201,971	39%	698	603	16%	BUCURESTI, SECTOR 2



## HR SERVICES AND CONSULTANTS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
7	HOLDE AGRI OPERATIONAL SRL	148,885,134	65,392,832	128%	2,552,154	1,909,459	34%	75	51	47%	BUCURESTI, SECTOR 4
8	AGENTIA DE SERVICII PROFESSIONAL SRL	148,305,533	95,865,029	55%	281,772	1,041,333	-73%	1,864	1,525	22%	BUCURESTI, SECTOR 5
9	ESSA SALES & DISTRIBUTION SA	100,249,560	81,848,728	22%	3,979,013	3,127,652	27%	2,059	1,749	18%	BUCURESTI, SECTOR 1
10	IHM TOTAL CONSULT SRL	88,688,246	89,866,261	-1%	692,884	1,245,555	-44%	1,326	1,518	-13%	TIMIS, TIMISOARA

## AUDIT, ACCOUNTING, TAS AND TAX SERVICES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	ERNST & YOUNG SUPPORT SERVICES SRL	138,588,433	130,987,417	6%	3,568,235	8,251,000	-57%	492	481	2%	BUCURESTI, SECTOR 1
2	PRICEWATERHOUSECOOPERS AUDIT SRL	122,281,138	99,243,532	23%	19,045,205	21,096,145	-10%	296	269	10%	BUCURESTI, SECTOR 1
3	ERNST & YOUNG ASSURANCE SERVICES SRL	115,854,238	92,084,509	26%	15,567,911	635,643	2349%	89	59	51%	BUCURESTI, SECTOR 1
4	KPMG AUDIT SRL	111,080,530	93,455,640	19%	12,648,852	11,322,853	12%	312	290	8%	BUCURESTI, SECTOR 1
5	DELOITTE AUDIT SRL	88,268,364	81,728,474	8%	8,251,404	4,748,509	74%	205	195	5%	BUCURESTI, SECTOR 1
6	PRICEWATERHOUSECOOPERS TAX SERVICES SRL	82,937,423	76,033,768	9%	58,049,838	32,643,135	78%	134	142	-6%	BUCURESTI, SECTOR 2

## BDO ROMÂNIA

**TURNOVER 2022 (RON): 78,798,340**

**TURNOVER 2021 (RON): 77,205,422**

**NO. OF EMPLOYEES 2022: 234**

At BDO Romania, we're more than consultants, we're trusted partners, standing by our clients at every stage of the projects we are implementing together. We offer a high level of expertise and a mature approach, with the partners coordinating our teams being actively involved in the projects and keeping permanent contact with the client. Celebrating three decades in consultancy, our six offices across Romania and Moldova ensure we're always accessible.

Our team excels in diverse areas from Accounting, Audit, Business Advisory, Business Restructuring, Legal, Payroll, Tax and Transfer Pricing to emerging fields like Digital Technology and ESG. In a dynamic economic environment, BDO's unique blend of global know-how and local insight, together with our hands-on approach makes us as a preferred choice for businesses aiming high.

Note: Financial results reported for BDO AUDIT SRL, BDO BUSINESS, RESTRUCTURING SPRL, BDO BUSINESS ADVISORY SRL, BDO TAX SRL, BDO OUTSOURCING SERVICES SRL, BDO AUDITORS AND BUSINESS ADVISERS SRL, BDO AUDITORS & ACCOUNTANTS SRL

### CONTACTS

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**CRISTIAN ILIESCU**  
MANAGING PARTNER BDO ROMÂNIA



8	DELOITTE TAX SRL	72,572,454	57,211,407	27%	9,529,380	8,377,571	14%	147	133	11%	BUCURESTI, SECTOR 1
9	KPMG ROMANIA SRL	64,159,023	49,620,411	29%	18,288,813	19,463,473	-6%	73	70	4%	BUCURESTI, SECTOR 1
10	TMF ROMANIA SRL	32,453,630	28,574,254	14%	4,958,839	4,857,659	2%	115	108	6%	BUCURESTI, SECTOR 4
11	VULPOI & TOADER MANAGEMENT SRL	29,756,415	24,082,742	24%	8,056,670	7,257,947	11%	121	104	16%	ILFOV, BUFTEA



## AUDIT, ACCOUNTING, TAS AND TAX SERVICES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
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### FINEXPERT BOSCOLO CONSULTING SRL

**TURNOVER 2022 (RON):** 25,897,170  
**TURNOVER 2021 (RON):** 20,592,566  
**TURNOVER EVOLUTION:** 26%  
**PROFIT / LOSS 2022 (RON):** 4,440,475  
**NO. OF EMPLOYEES 2022:** 121



**MANUELA FURDUI**  
 MANAGING PARTNER



**In a world of numbers, we give you solutions!**

Crowe România, an esteemed member of Crowe Global, leverages international expertise to meet local challenges. Our team of 250+ professionals, strategically based in Bucharest, Cluj-Napoca, and Timișoara, offers unmatched services in **Audit & Advisory, Tax, Legal, Accounting, and Payroll**. Embracing our motto, "Stronger Together," we are committed to being your trusted partner in the Romanian landscape.

#### CONTACTS

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13	MAZARS ROMANIA SRL	25,556,758	22,147,594	15%	2,332,676	4,499,024	-48%	107	90	19%	BUCURESTI, SECTOR 2
14	ERNST & YOUNG ACCOUNTING SERVICES SRL	19,907,885	15,270,978	30%	1,822,016	4,290,557	-58%	45	37	22%	BUCURESTI, SECTOR 1
15	PRICEWATERHOUSECOOPERS COMPLIANCE SERVICES SRL	19,605,472	17,106,598	15%	7,894,704	7,423,632	6%	37	31	19%	BUCURESTI, SECTOR 1
16	CONTEXPERT CONSULTING SRL	17,271,623	15,159,583	14%	3,532,944	2,634,601	34%	104	102	2%	BUCURESTI, SECTOR 2
17	SOTER SRL	17,265,142	14,463,484	19%	9,078,906	4,774,711	90%	48	46	4%	BUCURESTI, SECTOR 1
19	ACCACE OUTSOURCING SRL	15,411,921	12,960,710	19%	2,945,199	2,205,945	34%	65	70	-7%	BUCURESTI, SECTOR 1
20	TPA CONTABILITATE SRL	15,066,178	12,649,218	19%	2,814,070	2,101,067	34%	69	62	11%	BUCURESTI, SECTOR 1
21	KPMG ACCOUNTING AND PAYROLL SERVICES SRL	14,958,035	11,479,844	30%	1,966,860	2,319,736	-15%	39	38	3%	BUCURESTI, SECTOR 1
22	RSM ROMANIA SRL	14,229,887	13,257,415	7%	2,421,418	2,263,313	7%	57	56	2%	BUCURESTI, SECTOR 1
23	NOERR FINANCE & TAX SRL	12,957,703	12,999,865	0%	3,317,692	5,017,025	-34%	15	14	7%	BUCURESTI, SECTOR 1
24	ROEDL & PARTNER OUTSOURCING SRL	12,324,111	11,288,595	9%	2,326,699	1,907,293	22%	42	41	2%	BUCURESTI, SECTOR 1

## PAY-ROLL

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	IQ.HR SOLUTIONS SRL	10,004,819	9,348,040	7%	2,033,102	2,065,984	-2%	47	59	-20%	BUCURESTI, SECTOR 1
2	UCMS GROUP ROMANIA SRL	9,818,232	7,903,118	24%	1,048,298	2,357,963	-56%	46	33	39%	CLUJ, CLUJ-NAPOCA
3	FINEXPERT - BOSCOLO ZUCCHETTI PAYROLL SRL	6,434,288	4,021,349	60%	1,674,445	1,182,671	42%	29	19	53%	BUCURESTI, SECTOR 2



## MARKET RESEARCH

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	IPSOS INTERACTIVE SERVICES SRL	333,605,830	410,276,850	-19%	59,408,984	115,045,046	-48%	948	897	6%	BUCURESTI, SECTOR 6
2	DR. REDDY'S LABORATORIES ROMANIA SRL	236,642,982	181,808,875	30%	17,880,020	13,098,756	37%	95	N/A	-	BUCURESTI, SECTOR 1
3	UCB PHARMA ROMANIA SRL	123,362,871	121,471,231	2%	4,465,379	3,367,897	33%	19	20	-5%	BUCURESTI, SECTOR 1
4	CISCO SYSTEMS ROMANIA SRL	81,185,403	69,048,055	18%	5,655,690	4,642,490	22%	46	40	15%	BUCURESTI, SECTOR 1
5	ACNIELSEN ROMANIA SRL	63,125,437	51,998,513	21%	1,121,434	350,212	220%	212	216	-2%	BUCURESTI, SECTOR 1
6	GFK ROMANIA - INSTITUT DE CERCETARE DE PIATA SRL	55,407,245	49,379,599	12%	8,989,054	10,195,581	-12%	195	172	13%	BUCURESTI, SECTOR 2
7	ANCHOR TRAINING DEVELOPMENT SRL	38,742,474	19,835,990	95%	849,090	2,204,340	-61%	N/A	N/A	-	BUCURESTI, SECTOR 4
8	ZOOM CORPORATION SRL	31,394,922	23,254,275	35%	2,053,671	1,521,999	35%	67	59	14%	IASI, IASI
9	DYNATA ROMANIA SRL	30,130,937	26,213,148	15%	1,704,566	1,479,180	15%	203	186	9%	TIMIS, TIMISOARA
10	JUSTINBAK SRL	28,511,688	21,920,701	30%	1,255,794	1,317,505	-5%	11	9	22%	BUZAU, BUZAU
11	KANTAR ROMANIA SRL	22,212,143	22,407,132	-1%	907,552	3,211,491	-72%	120	157	-24%	BUCURESTI, SECTOR 1
12	ARMADATA SRL	21,577,915	19,490,545	11%	1,658,696	1,117,014	48%	1	1	-	BUCURESTI, SECTOR 1
13	IQVIA TECHNOLOGY SOLUTIONS ROMANIA SRL	19,382,953	16,150,332	20%	658,230	892,597	-26%	28	27	4%	BUCURESTI, SECTOR 1
14	KANTAR MEDIA AUDIENCES SRL	18,594,156	17,595,510	6%	2,579,394	3,003,443	-14%	111	111	-	BUCURESTI, SECTOR 3

## PUBLIC RELATIONS - PR AND COMMUNICATION CONSULTANTS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	MCCANN PROFESIONAL COMMUNICATION SRL	64,719,799	50,316,522	29%	1,023,264	2,084,760	-51%	66	59	12%	BUCURESTI, SECTOR 1
2	GRAFFITI PUBLIC RELATIONS SRL	37,899,928	36,337,855	4%	2,606,995	1,558,199	67%	83	78	6%	BUCURESTI, SECTOR 1
3	OXYGEN PUBLIC RELATIONS SRL	37,098,624	18,229,625	104%	1,835,014	462,590	297%	43	39	10%	BUCURESTI, SECTOR 2
4	SMARTPOINT CONSULTING SRL	25,562,218	22,411,459	14%	2,226,313	2,230,276	0%	70	79	-11%	BUCURESTI, SECTOR 3
5	GOLIN HARRIS PUBLIC RELATIONS SA	23,744,191	18,236,669	30%	1,520,957	1,482,008	3%	27	24	13%	BUCURESTI, SECTOR 1
6	GMP PUBLIC RELATIONS SRL	18,157,506	14,331,929	27%	3,033,762	3,353,978	-10%	31	28	11%	BUCURESTI, SECTOR 2
7	INSPIRE THROUGH SRL	16,167,081	35,212,595	-54%	2,148,209	1,767,214	22%	39	39	-	DOLJ, CRAIOVA
8	PORTER NOVELLI PUBLIC RELATIONS SRL	14,922,480	14,542,144	3%	1,129,072	1,298,483	-13%	13	11	18%	BUCURESTI, SECTOR 1
9	AKROS DEVELOPMENT PARTNERS SRL	13,103,819	10,671,505	23%	801,015	2,000,995	-60%	30	22	36%	CLUJ, CLUJ-NAPOCA
10	AGROMEX SRL	12,092,985	15,019,018	-19%	67,634	106,626	-37%	8	8	-	CALARASI, CALARASI

## TRAINING

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	E-NFORMATION SRL	43,317,800	41,211,191	5%	1,108,399	423,116	162%	12	12	-	BUCURESTI, SECTOR 2
2	ASCENDIS CONSULTING SRL	43,258,023	28,243,587	53%	10,196,339	8,561,050	19%	11	15	-27%	BUCURESTI, SECTOR 1
3	LUMINA INSTITUTII DE INVATAMINT SA	43,081,382	25,664,238	68%	487,655	-2,258,105	122%	194	187	4%	BUCURESTI, SECTOR 3
4	CLAIM EXPERT SERVICES SRL	40,075,047	37,610,233	7%	1,082,418	1,320,806	-18%	253	254	-	BUCURESTI, SECTOR 1
5	IFPTR SRL	14,914,724	13,472,999	11%	2,109,803	1,731,522	22%	104	103	1%	HARGHITA, MIERCUREA CIUC
6	CENTRUL CULTURAL DE LIMBA ENGLEZA SHAKESPEARE SRL	12,712,863	11,419,312	11%	4,827,974	5,350,688	-10%	53	52	2%	BUCURESTI, SECTOR 2
7	ILBAH STUDIO SRL	10,432,085	8,909,408	17%	539,332	1,648,856	-67%	30	29	3%	BUCURESTI, SECTOR 3



## EXECUTIVE SEARCH

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	THE SEARCHERS ADVISORY GROUP SRL	7,897,742	8,375,966	-6%	4,675,640	6,211,654	-25%	10	9	11%	BUCURESTI, SECTOR 1
2	PEDERSEN & PARTNERS CONSULTING SRL	5,376,411	5,770,346	-7%	1,190,363	1,882,189	-37%	5	4	25%	BUCURESTI, SECTOR 2
3	ARTHUR HUNT SRL	3,434,313	2,061,640	67%	435,875	260,239	67%	6	6	-	BUCURESTI, SECTOR 1
4	STANTON CHASE INTERNATIONAL SRL	3,259,960	3,577,637	-9%	1,237,374	1,635,220	-24%	4	2	100%	BUCURESTI, SECTOR 1
5	STEIN & PARTNER MANAGEMENT CONSULTING SRL	3,106,060	1,955,919	59%	990,006	-106,575	1029%	5	7	-29%	BUCURESTI, SECTOR 1
6	HILL INTERNATIONAL HUMAN RESOURCE CONSULTING ROMANIA LIMITED SRL	2,769,669	2,382,238	16%	168,006	-9,472	1874%	16	19	-16%	BUCURESTI, SECTOR 1
7	AIMS HUMAN CAPITAL ROMANIA SRL	2,050,636	1,654,134	24%	544,410	596,770	-9%	2	2	-	BUCURESTI, SECTOR 2



### PENDL & PISWANGER ROMANIA SRL

**TURNOVER 2022 (RON):** 2,001,306  
**TURNOVER 2021 (RON):** 1,884,288  
**TURNOVER EVOLUTION:** 6%  
**PROFIT / LOSS 2022 (RON):** 716,544  
**NO. OF EMPLOYEES 2022:** 7



**BUCURESTI, SECTOR 1**  
[www.ppromania.ro](http://www.ppromania.ro)  
**ANA BER**  
**MANAGING PARTNER**

## OTHER PROFESSIONAL SERVICES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	PGL ESPORT SRL	352,491,948	425,942,370	-17%	65,871,490	60,945,052	8%	51	47	9%	BUCURESTI, SECTOR 2
2	TDR ENERGY SRL	225,393,695	287,385,649	-22%	1,189,841	5,247,012	-77%	11	19	-42%	BUCURESTI, SECTOR 4
3	BENEFIT SYSTEMS SRL	113,484,877	72,095,970	57%	7,732,368	4,564,727	69%	22	25	-12%	BUCURESTI, SECTOR 4
4	ADMINISTRATIA NATIONALA DE METEOROLOGIE RA	103,045,503	101,358,474	2%	1,611,008	1,782,527	-10%	1,033	1,100	-6%	BUCURESTI, SECTOR 1
5	NATURALIS SRL	93,648,068	90,028,149	4%	18,131,680	19,552,757	-7%	14	15	-7%	BUCURESTI, SECTOR 1
6	DENNEMEYER & ASSOCIATES SRL	44,690,922	38,494,612	16%	16,414,406	13,827,532	19%	89	86	3%	BRASOV, BRASOV
7	BLUE LINE ENERGY SRL	38,647,295	17,032,658	127%	10,876,718	1,925,507	465%	11	11	-	BISTRITA-NASAUD, RUSU DE SUS
8	DENNEMEYER SRL	36,071,051	38,888,678	-7%	4,921,647	8,726,181	-44%	162	164	-1%	BRASOV, BRASOV
9	SPORTS ANALYTICS SERVICES SRL	26,168,484	24,220,578	8%	1,467,877	1,275,402	15%	84	84	0%	BUCURESTI, SECTOR 2
10	ELECTRONIC WASTE MANAGEMENT SRL	25,783,417	19,035,214	35%	8,329,872	6,731,822	24%	38	35	9%	BUCURESTI, SECTOR 1
11	ISIS DEVELOPMENT SRL	23,967,978	15,351,169	56%	47,292	-480,377	110%	38	38	0%	BUCURESTI, SECTOR 1





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# BUSINESS SERVICES



## In this Chapter

Car Rental; Machinery and Industrial Equipment Rental; Office and Recreational Equipment Rental; Tourism, Travel Agents, Tour Operators; Office Document Management Services; Safety and Security Services; Safety and Security Equipment.

# 2947

*IS THE NUMBER OF EMPLOYEES IN THE TEAM OF SSG SELECT SOLUTIONS, A TOP TEN COMPANY IN SAFETY AND SECURITY SERVICES INDUSTRY SECTOR.*







## Interview

# MARKET VOLATILITY: THREAT OR OPPORTUNITY?

**ȘTEFAN ECXARCU**, General Manager, Global Archive Management (GAM)

**1.** The economic landscape is presenting various challenges globally. How is GAM navigating these challenges in Romania, and what opportunities do you see in the medium and long term?

The landscape is always changing, therefore it will always present new challenges. For this reason, we always look at these challenges both as threats and as opportunities and we prepare our strategy accordingly (this concept was always guiding my actions but I managed to really see it after attending a Business Strategy Masterclass by Costas Markides).

In the future, I see an exponential increase in the volume of data we create that will result in a higher need to have it well organized. It is said that “Data is King” (or Queen) so we will need to treat it as such, regardless of its form. GAM plans to be the “go to” supplier that will deliver creative and efficient solutions, integrating new available technologies for organizing documents regardless of their form. We already have a reputation of being the most flexible archiving company in Romania, so from this point on all we’ll have to do is include AI-based solutions more and more in our services.

**2.** What were the main drivers behind the growth of the company in 2023, and what are the trends and expectations for 2024?

For 2023 we planned to reach national coverage, for sales and document processing, not only logistics, that we already had. This opened the door for us to new projects. The plans for 2024 involve scaling up our business so that all our archiving services become accessible to a bigger market segment. For the time being, that market segment is confidential information, we will announce it when the time is right. We also plan on introducing new services on the market.

**3.** Global Archive Management has been in operation since 2000, aiming to transform document archiving in Romania. What significant changes have you observed in the industry since then, and how has GAM adapted to these changes?

There have been two major changes. The first one is for each company individually, that is the moment they realize that not having access to a document when you need it the most can cost you hundreds of thousands of Euros, even millions in some cases.





*If you have more than one reason to do something (...), just don't do it. It does not mean that one reason is better than two, just that by invoking more than one reason you are trying to convince yourself to do something. Obvious decisions (robust to error) require no more than a single reason.*  
– Nassim Nicholas Taleb

After this turning point they are interested in what happens to their documents when they no longer keep them in their office. The second one, and perhaps the most important one, was digitalization. For this subject there are pages that can be written, however, what's mostly important are the following bullets:

**a.** Having access to information/documents is the goal here, so even if the law doesn't allow us to destroy documents that have been digitalized, having them scanned brings on its own a lot of benefits.

**b.** Creating a full cloud-based company means that you can have most of the documents only in the cloud, with no need to have them on paper ever, however Romania is not there yet so even with a full electronic archive implemented there is still a legal requirement to keep some documents on paper.

Archiving is about destroying what you don't need, not about keeping everything that you are uncertain of. There is a big mentality gap between these two approaches and the result is always to the benefit of the customer.

**4. GAM has invested over 8 million euros in infrastructure, including the construction of over 10,000 square meters of archival space. How has this investment contributed to the company's growth and ability to serve its clients?**

These investments were crucial for our growth. We are one of the top 3 companies in Romania based on storage capacity, plus we have the biggest warehouse in Romania protected with Inert gas, as a fire protection solution. Additionally, part of that investment was directed into digitalizing our workflow and that helped us deliver projects to our customers with predictable and reliable budgets. Another part of our investment was in developing a national sales team that puts us, in the lead position in the market, having the highest national coverage in the archiving sector.

**5. Global Archive Management provides end-to-end services, from archiving to document processing. How do you maintain flexibility to meet the unique needs of different clients across industries?**

At GAM, we developed and implemented unique tools and cultures that help us achieve flexibility in an otherwise inflexible domain. Everything started with a statement, that we want to be known as the Archiving Company that always finds solutions for its customers, so we never say "no", we say "yes and...", plus we give people the chance to experiment with different ideas. Mixing all things together we always find a flexible alternative for all our customers, leaving them the option to choose how they want to proceed.

**6. In the context of the ongoing digital transformation, how does GAM balance physical and electronic document processing? What role does technology play in your archival services?**

A big part of digitalizing documents involves working with the physical document at first, and that is what we do for our customers, we take paper documents, process them and return digital documents to them. Therefore, there is always a mix of physical and digital document processing within all our projects. Additionally, now, with the help of AI, we are able to provide full solutions to our customers so that we can extract only certain data from their documents and deliver them as a specialized database, if needed.

**7. With over 150 employees, GAM is a sizable operation. How do you foster a positive company culture, and what steps do you take to ensure that your team is aligned with the company's goals?**

My personal belief is that we are happier and healthier if we do what we enjoy; we work more efficient and have better results. Each of us want, to be healthy and happy in life, so my goal is to make sure I help my team reach their objective. Therefore, I focus on helping people understand what they are good at and what activities they like to do, to make sure that they find pleasure in their job and that, at the end of the day, even though it was a hard day's work, they have a good feeling about it. If I pay attention to these things, the rest will follow easily.





*Some things benefit from shocks; they thrive and grow when exposed to volatility, randomness, disorder, and stressors and love adventure, risk, and uncertainty.*  
- Nassim Nicholas Taleb

**8. The investment in infrastructure includes the construction of five depots, amounting to over 400 kilometers of stored archives. How do you ensure the security and accessibility of these archived documents?**

We have multiple security measures in place. First of all, we have a custom Warehouse Management Solution that helps us keep track of all the boxes and documents. Each box has a unique barcode that helps us track its movement through the warehouses, so when a box reaches its final location we will know where it is. Additionally, we have strict rules regarding access to boxes and documents, all written in clear procedures that everyone follow, from magnetic cards for access in different areas of the warehouse, based on each person's role, to video surveillance, 24 hours monitoring and a dedicated security manager.

To make sure that everything works, we implemented international ISO standards, so we have ISO 9001 and ISO 27001 for quality and security certification. And, on top of that, we are authorized by the National Archive of Romania to process, store and access archive, according to the law.

**9. GAM has a rich history of supporting over 500 companies and public institutions in Romania. Can you share a success story or a notable achievement that showcases the impact of your archival services on a client's operations?**

We aim to have a success story with all our customers, especially that for each of them his own archive is the one that matters and we understand that. A few of the achievements that make us are:

**a.** For a group of companies, with employees dating back from 1950, we organized employee files, page by page, for a total of 22.000 employees throughout the existence of the companies.

**b.** For another project, we retrieve, monthly around 12.000 – 15.000 documents from their

archive and we place back another 15.000 files.

**c.** Another success was gathering around 25km or archive from 140 locations, all over the country, in only 5 months, sorting it at the warehouse during the same time,

**d.** Additionally, for a different project, we had to relocate 20km or archive from one warehouse to another in only 1,5 months.

**10. Looking ahead, what are the strategic priorities and growth plans for Global Archive Management in the coming years? Are there new services or innovations on the horizon for the company?**

The best strategy is to always adapt to any changes that appear in this volatile market. As I mentioned in the beginning, we look at everything both as threats and as opportunities; this way we are able to make the best decisions for GAM. We continue to innovate and challenge ourselves to do things better, so that means bringing in more and more AI tech to help us move forward.

Regarding services, we recently launched an AI-based document processing solution that helps book keeping departments and companies to digitalize their processes since there is an ever-increasing need for this kind of documents specifically. However, as I've mentioned earlier, our short term plan is to make archiving services more accessible to everyone, even for the companies that don't know exactly what to ask for from a specialized archiving company like us.

**11. What is the main message you would like to convey to your clients and partners regarding the challenges and opportunities in the short and medium term?**

When times are unstable, diversify! When things seem predictable, grow! If you wish to build to last, regardless of what the market does, focus on developing long term partnerships because, in the long run, they are the only ones that matter.



## CAR RENTAL

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	AUTONOM SERVICES SA	636,113,048	384,022,081	66%	65,616,068	27,430,580	139%	416	358	16%	NEAMT, PIATRA NEAMT
2	KLASS-WAGEN SRL	76,831,581	45,260,651	70%	19,430,093	6,909,609	181%	127	121	5%	TIMIS, TIMISOARA
3	RM LEASE SOLUTIONS SRL	53,535,923	N/A	-	131,398	-18,773	800%	N/A	N/A	-	BUCURESTI, SECTOR 2

## MACHINERY AND INDUSTRIAL EQUIPMENT RENTAL

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	ACTIV GROUP MANAGEMENT SRL	245,598,906	173,884,164	41%	102,124,071	60,394,292	69%	485	395	23%	BUCURESTI, SECTOR 1
2	CHEP POOLING SERVICES ROMANIA SRL	182,691,941	133,054,611	37%	34,965,105	21,521,094	62%	34	34	-	BUCURESTI, SECTOR 1
3	MATECO SRL	157,363,109	126,138,433	25%	10,227,628	12,641,602	-19%	143	131	9%	BUCURESTI, SECTOR 3
4	AGGREKO SOUTH EAST EUROPE SRL	118,297,768	79,333,852	49%	4,127,124	5,654,017	-27%	48	35	37%	ILFOV, TUNARI
5	DOKA ROMANIA TEHNICA COFRAJELOR SRL	115,987,577	81,904,173	42%	24,494,641	17,733,004	38%	104	102	2%	ILFOV, TUNARI
6	HUNNEBECK ROMANIA SRL	112,054,591	105,116,474	7%	19,228,971	20,432,528	-6%	80	77	4%	CLUJ, AGARBICU
7	MINACARGOTUR SRL	110,714,470	64,780,414	71%	5,303,300	697,699	660%	59	57	4%	DOLJ, CRAIOVA
8	PROGER GLOBAL NETWORK SRL	99,574,257	25,762,440	287%	7,176,421	7,712,181	-7%	30	10	200%	BUCURESTI, SECTOR 3
9	ROLLING STOCK COMPANY SA	94,277,663	83,831,800	12%	14,413,896	9,888,659	46%	18	21	-14%	BUCURESTI, SECTOR 1
10	PERI ROMANIA SRL	64,479,620	55,249,835	17%	1,670,316	6,701,028	-75%	N/A	79	-	ILFOV, BALOTESTI

## OFFICE AND RECREATIONAL EQUIPMENT RENTAL

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	GRENKE RENTING SRL	185,646,307	14,908,598	1,145%	-415,054	627,455	-166%	26	25	4%	BUCURESTI, SECTOR 2
2	KITLET SRL	35,372,553	24,885,096	42%	12,760,184	7,860,026	62%	4	5	-20%	SUCEAVA, FALTICENI
3	DANUBE CRUISES ROMANIA SRL	22,702,626	15,046,564	51%	830,500	236,035	252%	99	88	13%	BUCURESTI, SECTOR 3
4	RENTRIGHT SRL	20,721,277	15,011,888	38%	6,633,674	4,912,703	35%	11	13	-15%	SUCEAVA, FALTICENI
5	LINDSTROM SRL	18,864,998	19,313,324	-2%	687,651	668,698	3%	38	42	-10%	BUCURESTI, SECTOR 3
6	JOKER JETSKI SRL	18,649,735	15,895,496	17%	2,485,209	2,397,500	4%	2	2	-	CONSTANTA, CONSTANTA

## TOURISM, TRAVEL AGENTS, TOUR OPERATORS

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	TRAVEL BRANDS SA	475,480,458	548,636,714	-13%	-10,434,960	-3,790,418	-175%	307	274	12%	BUCURESTI, SECTOR 2
2	CHRISTIAN 76 TOUR SRL	425,786,874	316,783,226	34%	10,476,758	8,328,311	26%	161	115	40%	BUCURESTI, SECTOR 1
3	FLY GO VOYAGER SRL	236,744,757	119,046,198	99%	573,114	4,121,903	-86%	N/A	20	-	BUCURESTI, SECTOR 3
4	MEMENTO INTERNATIONAL SRL	235,285,733	155,414,358	51%	10,274	109,324	-91%	N/A	N/A	-	BUCURESTI, SECTOR 1
5	CONCEPT CONSULT & PROSPECT SRL	138,530,429	43,346,145	220%	16,074,176	4,020,787	300%	64	51	25%	BUCURESTI, SECTOR 2
6	CHARTER BROKER SRL	137,573,765	108,440,833	27%	3,709,388	1,213,833	206%	N/A	1	-	BUCURESTI, SECTOR 1
7	MANRED INTER SRL	126,102,331	80,308,646	57%	3,811,102	4,584,718	-17%	9	6	50%	CONSTANTA, CONSTANTA
8	SUNMEDAIR TRAVEL & TOURISM SERVICES SRL	117,987,882	47,230,796	150%	1,432,782	145,857	882%	54	48	13%	BUCURESTI, SECTOR 2
9	HOTELAIR SRL	112,711,758	58,668,589	92%	4,507,994	2,846,007	58%	10	8	25%	BUCURESTI, SECTOR 5
10	BUSINESS TRAVEL TURISM SRL	112,613,590	39,338,451	186%	5,007,484	4,972,605	1%	47	29	62%	BUCURESTI, SECTOR 1
11	ETURIA SRL	104,999,018	78,561,731	34%	6,087,795	2,363,125	158%	47	31	52%	NEAMT, PIATRA NEAMT



## OFFICE DOCUMENT MANAGEMENT SERVICES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	IRON MOUNTAIN SRL	105,836,902	91,283,050	16%	21,538,737	22,213,901	-3%	354	299	18%	ILFOV, DRAGOMIREȘTI DEAL
2	ARCHIVIT SRL	21,161,132	19,303,198	10%	5,284,527	4,543,267	16%	68	68	-	ILFOV, POPEȘTI LEORDENI

RANKING  
**03**

## GLOBAL ARCHIVE MANAGEMENT

**TURNOVER 2022 (RON): 16,700,311**  
**TURNOVER 2021 (RON): 14,107,940**  
**TURNOVER EVOLUTION: 18%**  
**PROFIT / LOSS 2022 (RON): 1,864,204**  
**GAM GROUP EMPLOYEES 2022: 150**



**STEFAN ECXARCU**  
DIRECTOR GENERAL



GAM (Global Archive Management) is one of the pioneers of archiving services in Romania. With over 500 clients, GAM ranks among the Top 5 companies in the country. In addition to the authorizations obtained from the National Archives of Romania, they gathered numerous ISO certifications for compliance with the highest standards and quality requirements.

In 2021, the company developed an external sales network made up of partnerships spread throughout the country. The partners recommend GAM to others, as they personally appreciated the quality of the services and the staff they interacted with.

### CONTACTS

DĂRĂȘTI, ILFOV  
[www.archive.ro](http://www.archive.ro), Phone: +40 754 042 996, [info@archive.ro](mailto:info@archive.ro)

4	STEFADINA COMSERV SRL	13,042,512	11,030,952	18%	162,021	127,191	27%	99	107	-7%	BUCUREȘTI, SECTOR 2
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## SAFETY AND SECURITY SERVICES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	GLOBAL DEFENSE LOGISTICS SRL	743,936,348	361,397,836	106%	28,860,119	16,405,345	76%	16	12	33%	CONSTANTA, CONSTANTA
2	BRINK'S CASH SOLUTIONS -RO SRL	230,975,260	229,511,607	1%	28,286,465	20,525,484	38%	1,836	2,012	-9%	BUCUREȘTI, SECTOR 2
3	CIT ONE SA	217,477,870	167,604,744	30%	1,345,249	8,852,637	-85%	1,432	1,260	14%	BUCUREȘTI, SECTOR 6
4	E.ON ASIST COMPLET SA	163,323,108	118,309,635	38%	11,322,985	9,334,366	21%	659	616	7%	MUREȘ, TÂRGU MUREȘ
5	ROMANIAN SECURITY SYSTEMS SRL	153,995,135	115,853,646	33%	3,718,795	651,276	471%	2,733	2,262	21%	BUCUREȘTI, SECTOR 2
6	SSG SELECT SOLUTIONS SRL	151,801,475	122,915,625	24%	1,602,218	1,015,854	58%	2,947	2,638	12%	ILFOV, AFUMATI
7	CIVITAS P.S.G. SA	140,151,812	131,441,799	7%	4,957,797	6,759,458	-27%	2,736	2,846	-4%	DOLJ, CRAIOVA
8	SECURITAS SERVICES ROMANIA SRL	137,062,096	122,942,912	11%	5,018,337	4,959,562	1%	2,250	2,306	-2%	BUCUREȘTI, SECTOR 1

## SAFETY AND SECURITY EQUIPMENT

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	RHINO WORK SRL	143,064,821	128,207,281	12%	3,164,797	3,348,517	-5%	459	447	3%	BACAU, BACAU
2	DATASEC CONSULTING SRL	104,950,578	5,883,241	1,684%	6,629,736	759,732	773%	7	6	17%	CLUJ, CLUJ-NAPOCA
3	HELINICK SRL	84,793,285	71,405,516	19%	7,384,879	8,792,045	-16%	162	181	-10%	BUCUREȘTI, SECTOR 1
4	ATU TECH SRL	79,185,187	63,690,641	24%	3,234,332	2,057,990	57%	64	57	12%	SIBIU, SIBIU
5	TELESYSTEM SRL	69,217,380	48,539,791	43%	6,311,690	5,981,146	6%	42	34	24%	BACAU, BACAU



# LUXURY & HORECA



## In this Chapter

Hotels and Accommodation; Restaurants Bars and Catering, Equipment and Machinery; Jewellery & Watches.

# 52%

*IS THE AVERAGE GROWTH RATE OF THE TOP TEN COMPANIES IN RESTAURANTS, BARS AND CATERING INDUSTRY SECTOR IN 2022.*



## HOTELS AND ACCOMMODATION

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	ANA HOTELS SRL	160,122,653	87,115,697	84%	22,480,948	4,582,709	391%	490	423	16%	BUCURESTI, SECTOR 1
2	SOCIETATEA COMPANIILOR HOTELIERE GRAND SRL	154,898,563	77,697,592	99%	32,946,704	-20,797,982	258%	296	227	30%	BUCURESTI, SECTOR 5
3	CONTINENTAL HOTELS SA	133,648,403	62,485,119	114%	10,973,699	-15,671,777	170%	626	425	47%	BUCURESTI, SECTOR 1
4	NEMO INVESTMENT VEHICLE SA	119,582,184	65,449,856	83%	-44,323,932	-62,855,149	29%	215	174	24%	BUCURESTI, SECTOR 1
5	SOCIETATEA DE TRATAMENT BALNEAR SI RECUPERARE A CAPACITATII DE MUNCA T.B.R.C.M. SA	110,595,867	83,423,481	33%	7,044,050	3,786,758	86%	784	666	18%	BUCURESTI, SECTOR 2
6	CHIS & CHIS SRL	107,566,142	97,071,220	11%	5,760,133	12,415,281	-54%	247	210	18%	CLUJ, CLUJ-NAPOCA
7	COMPLEX DELTA SRL	106,910,537	68,122,545	57%	36,549,945	13,577,457	169%	182	152	20%	TULCEA, TULCEA
8	TURISM FELIX SA	95,678,402	82,241,715	16%	9,160,611	10,938,122	-16%	704	709	-1%	BIHOR, BAILE FELIX
9	PHOENICIA EXPRESS SRL	87,345,093	65,389,657	34%	11,376,363	4,369,735	160%	149	194	-23%	BUCURESTI, SECTOR 1
10	CALIMANESTI CACIULATA SA	83,100,997	60,060,279	38%	21,620,484	9,931,190	118%	601	510	18%	VALCEA, CALIMANESTI

## RESTAURANTS, BARS AND CATERING

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	PREMIER RESTAURANTS ROMANIA SRL	1,470,536,359	1,148,721,710	28%	178,935,321	149,371,051	20%	4,302	4,181	3%	BUCURESTI, SECTOR 1
2	LAGARDERE TRAVEL RETAIL SRL	997,868,758	829,818,277	20%	23,830,316	15,921,922	50%	196	N/A	-	BUCURESTI, SECTOR 2
3	US FOOD NETWORK SA	946,883,970	734,503,260	29%	73,735,333	52,085,418	42%	3,554	3,692	-4%	BUCURESTI, SECTOR 1
4	CRISROB DEDE SRL	297,503,837	161,840,978	84%	10,674,723	8,931,180	20%	43	25	72%	CONSTANTA, OVIDIU
5	SET-CORPORATION SRL	217,901,020	118,714,547	84%	13,773,982	7,360,984	87%	909	551	65%	SUCEAVA, SUCEAVA
6	DELI GROUP PROFESSIONAL SERVICESL	211,815,446	153,105,227	38%	3,046,381	5,157,701	-41%	1,507	1,216	24%	BUCURESTI, SECTOR 4
7	AMREST COFFEE SRL	179,308,142	132,063,662	36%	21,342,580	10,734,527	99%	546	446	22%	BUCURESTI, SECTOR 1
8	DNATA CATERING SRL	153,668,840	73,098,376	110%	22,462,007	8,323,120	170%	318	243	31%	ILFOV, OTOPENI
9	AMERICAN RESTAURANT SYSTEM SA	122,922,864	90,014,645	37%	-11,009,202	-8,510,322	-29%	700	670	4%	BUCURESTI, SECTOR 1
10	STRONG MND CORPORATION SRL	120,174,136	79,795,558	51%	17,725,707	17,062,804	4%	428	N/A	-	SUCEAVA, SUCEAVA

## EQUIPMENT AND MACHINERY

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	FRIGOGLOSS ROMANIA SRL	582,987,100	573,074,443	2%	67,256,489	56,512,137	19%	580	814	-29%	TIMIS, PARTA
2	DAAS IMPEX SRL	248,055,498	211,860,520	17%	23,461,549	16,830,339	39%	209	201	4%	PRAHOVA, PLOIESTI
3	CARRIER CHLADICI TEHNICA CZ S.R.O. PRAGA SUCURSALA BUCURESTI	117,239,843	81,254,416	44%	5,546,651	-929,945	696%	24	24	-	BUCURESTI, SECTOR 2
4	RCW ROMANIA SRL	93,223,502	65,548,107	42%	12,339,088	4,342,191	184%	76	67	13%	TIMIS, TIMISOARA
5	FRESCO EXPERT SRL	82,959,164	56,777,749	46%	3,029,171	3,394,515	-11%	58	48	21%	ILFOV, PANTELIMON

## JEWELLERY & WATCHES

RANKING BY TURNOVER	COMPANY NAME	TURNOVER 2022 (RON)	TURNOVER 2021 (RON)	TURNOVER EVOLUTION	PROFIT/LOSS 2022 (RON)	PROFIT/LOSS 2021 (RON)	PROFIT/LOSS EVOLUTION	NO. OF EMPLOYEES 2022	NO. OF EMPLOYEES 2021	EMPLOYEES EVOLUTION	CONTACT
1	B & B COLLECTION SRL	522,590,551	434,443,101	20%	76,635,912	52,717,475	45%	933	959	-3%	BUCURESTI, SECTOR 3
2	TEILOR SRL	274,669,844	231,475,470	19%	18,222,441	22,158,383	-18%	367	336	9%	ARGES, PITESTI
3	CHRONOLINK SRL	77,534,982	70,658,757	10%	12,661,490	16,139,981	-22%	14	13	8%	BUCURESTI, SECTOR 5
4	PANDORA JEWELRY ROMANIA SRL	76,200,595	70,381,992	8%	3,410,235	2,165,399	57%	75	68	10%	BUCURESTI, SECTOR 4
5	IRINIK SRL	75,099,978	67,163,566	12%	3,940,318	3,127,433	26%	183	187	-2%	BOTOSANI, BOTOSANI



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