

Why Sibiu?

A strategic position in the heart of Romania, good infrastructure access and skilled workforce are the main reasons investors are choosing Sibiu

Public administration

A unique county bureau for authorizing investments that will shorten and simplify procedures for companies will open in May

Tourism

Sibiu boasts a vibrant tourism industry and cultural scene, which have enabled the city to establish a well rounded identity in Romania and abroad

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SIBIU AT THE HEART OF BUSINESS



Photo: Sibiu Pal

Sibiu

Facts & Figures

BR SIMONA BAZAVAN

Is there business outside Bucharest? There certainly is – and to find out where to invest and what the economy looks like outside the capital, BR is launching a series of supplements dedicated to the main development poles around the country. The first issue focuses on Sibiu County.

General information

543,200 ha – the county's surface area, which represents about 2.3 percent of the total Romanian territory
426,294 – the county population (2013, INS data)

Sibiu – largest city in Sibiu County and county residence (147,245 inhabitants, 2011 census)

Medias – the second largest city in Sibiu County (44,169 inhabitants, 2011 census)

15,000 – college graduates each year

274 km – distance between Bucharest and Sibiu

322,110 – farming area (2010 data)

Infrastructure

EUR 26 million – investment in road infrastructure by the local authorities in Sibiu in 2013

65 km of highway, part of the Orastie-Sibiu highway (A1) were opened to traffic last year, most of which were in Sibiu county

3km – the distance between Sibiu International Airport, the only one of its kind in the county, and Sibiu.

There are regular flights to Vienna, Munich, Stuttgart, London, Antalya and Rhodes, but no direct flights to Bucharest

222, 827 – total number of passengers who passed through Sibiu International Airport in 2013

Real estate market

EUR 10-13/sqm – average monthly office rent (JLL Romania)

EUR 8-10/sqm – average monthly rent for ultra-central houses and villas (JLL Romania)

4,000 sqm – take-up of office space in Sibiu in 2013 (JLL Romania)

EUR 150-250 – rent asked by landlords for a one-bedroom apartment (Imobiliare.ro)

EUR 772 – average asking price per square meter for old apartments (March 2014 data, Imobiliare.ro)

26% – apartments in Sibiu are 26 percent cheaper than in Bucharest (Imobiliare.ro)

Economic data

EUR 5.2 billion – total turnover of companies registered in Sibiu in 2012

EUR 7, 164 – GDP per capita in 2013

4.97% – unemployment in February 2014

176,600 – the employed workforce (2011 data)

EUR 358 – average net salary in February 2013, the fourth highest in Romania

Access, budget, collaboration – Sibiu's ABC of attractions

The creation of a unique county bureau for investments that would reduce and simplify investment procedures is just one of the initiatives that Sibiu County Council has to attract more investors, council president **Ioan Cindrea** told BR

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What are the top five reasons a company, Romanian or foreign, would choose Sibiu to do business over another county in the region?

First, geographical position and accessibility. Sibiu County is crossed by two European roads - Pan-European Corridor IV (A1) and the Transylvania highway (A3) - plus four national roads, 953km of county roads and 406km of local roads. There is also Sibiu International Airport which is very important for central Romania and southern Transylvania. Second, the existing infrastructure, the available utilities in areas of interest for the development of industrial parks and industrial areas as well as available plots of land for concession or sale to potential investors. Friendly administration is the third reason. There is very good collaboration between all institutions and firms in the county. We are also working on creating a unique bureau for authorizing investments which will mean shorter and simplified procedures. We are testing the IT system and estimate that it will become operational in May. Investments require qualified workers and this is the fourth reason. We have five universities offering educational programs in line with labor market requirements. The high school and professional educational system is flexible and can easily adapt to investors' professional qualification requirements. The fifth reason is Sibiu itself, a tourist and cultural destination and a European Cultural capital in 2007. There are over 150 local festivals and events each year in Sibiu and we are working to create the right conditions to encourage tourists to discover other attractive areas of the county.

What are the main fiscal incentives available to investors in Sibiu?

These are offered by each local administration, but there are industrial parks and areas in the county where the infrastructure and utilities required by investors are available, and developments poles that could lead to the creation of more such areas. Another facility is the unique investment bureau I mentioned. Also, Sibiu County Council, Sibiu Prefecture, Sibiu's



Courtesy of Sibiu County Council

Chamber of Commerce, Industry and Agriculture and all county institutions offer consulting to any interested investor.

What investment projects with the potential to impact the local business environment are underway in Sibiu?

The county's budget is focused on development this year, with one third of total funds (e.n. total budget is approximately EUR 72 million) allocated to such projects. These funds, and EU money, will mainly go towards road infrastructure, highways A1 and A3, plus several county and local roads which we would like to complete by 2016. Another important aspect is the development of Sibiu International Airport in terms of passenger traffic and the construction of a cargo terminal. And we will continue to develop the utilities networks and the health-care network where we have several

hospital renovation projects. Local tourism is another important chapter and we plan the renovation and development of the Paltinis mountain resort, the Balea alpine area, the Bazna and Ocna Sibiului spa resorts and themed tours.

What is the county's economic development strategy for the coming years and are there any local industries you are focusing on promoting?

Firstly, we don't accept polluting industries or shale gas exploitation. Now that we have settled what we don't want for Sibiu, there is a strategy for the county's economic development drafted for this term but which goes as far as 2020 and beyond. The objective is to increase the county's economic competitiveness which means support for industrial parks and areas, attracting investments, investor support, job creation, the set-

ting up of a development agency and simplified authorization procedures. Another focal point is improving the workforce through training programs for traditional occupations such as crafts and creative industries demanded by the job market. The promotion and development of a modern and competitive economy, focused more and more on knowledge, creativity and innovation, is our main strategic development goal. This will ensure long-term, balanced and sustainable development for the county. To sum up, the county's strategic priorities are an industry based on advanced technologies especially with a focus on the automotive sector, IT, R&D, tourism, organic farming, the food industry and the sustainable development of rural areas.

How many industrial parks are there in Sibiu and do you plan to create new ones?

At present there are three, in Selimbar, Sura Mica and Medias. There is also a business incubator in Sibiu managed by the local Chamber of Commerce, Industry and Agriculture and several industrial areas: Sibiu-Vest, Carta, Ocna Sibiului and Copsa Mica. We definitely want other such areas and we have identified potential in Agnita, Avrig, Marsa, Talmaciu, Dumbraveni, Saliste, and Miercurea Sibiului. The locations have the right conditions, the infrastructure is complete or almost complete and they have easy access. This is why we will hold an international business forum in June to which we have invited dozens of ambassadors and economic attaches to show them the numerous business and investment opportunities Sibiu offers. We have also initiated dialogue with the local administration, business communities and civil society to identify specific investment needs.

I would like to thank Business Review for the interest you have shown Sibiu county and I invite all your readers, businesspeople or not, to come and convince themselves that Sibiu county has a strong identity, it has hardworking and fair people and the county administration is here for them.

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Tourism paves way for business

Sibiu boasts a vibrant tourism industry and cultural scene, which have enabled the city to establish a well rounded identity in Romania and abroad



Photo: Sibiu Pal

Around 150 cultural events are held in Sibiu each year

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The Sibiu International Theater Festival, Astra Film Festival, Sibiu International Jazz Festival, the Brukenthal National Museum and the open-air Astra village and folk museum are just a few of the reasons to visit Sibiu. Over 150 events are organized locally each year and the numerous tourist attractions led to the city hosting a record number of tourists in 2013, even more than it did in 2007 when it was designated European Capital of Culture.

Indeed, Sibiu winning that accolade was a cornerstone in its development. The local administration made good use of the EUR 50 million available for the event with renovations, events and seizing the opportunity to promote itself in Europe and at home. This has benefitted the local tourism industry and the entire local economy, putting the city on the map for tourists and investors alike.

In fact, Andreea Gheorghiu, general manager of the Ibis hotel in Sibiu, believes that the city now enjoys the best management system of all the tourist destinations in Romania. The hotel was opened in 2009 with the location prompted by the impact that the city's stint as European Capital of Culture in 2007 had on the hotel industry. Thank to this, Sibiu has become a much sought after tourist destination, she added.

So much so that the Ibis hotel in Sibiu reports a larger share of leisure guests than the other three local ho-

tels Ibis runs, in Bucharest and Constanta, says the GM, which she attributes to the variety of events held locally.

There is an array of things to see and do in Sibiu - cultural and sports events, historic and architectural tours, nature activities, tours of the fortified churches - which makes it difficult to define the typical Sibiu tourist, thinks Gheorghiu. Nevertheless, visitors opting for Sibiu have "a rather sophisticated profile, they are educated and have above average incomes. There is also a growing segment of tourists interested in sport and active hobbies who come to do adventure sports," she adds.

The city's cultural and sporting calendar is partially financed by the local authorities, whose involvement has been vital in organizing them. "Yes, as a hotel manager I count on this support. The local administration makes efforts to promote new events every year in order to create the necessary dynamic and maintain the interest of those visiting the city," said Gheorghiu. The authorities also take part each year in local and international tourism fairs to present the local cultural and tourist attractions and maintain the city's profile.

"I would be glad if Romania had another city with the image and visibility of Sibiu because this would make it possible to share experiences and in the end we would all be better off," concluded the GM.

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Sibiu looks to boost economic growth

Sibiu has grown to become a modern and dynamic city where there still is room for more investors, the city's mayor, **Klaus Iohannis**, told BR

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Why invest in Sibiu?

Sibiu has already proven that it is a successful economic destination, as the investors who came and started businesses in the city have remained here and even extended their presence. This is a big advantage for a business destination and shows that Sibiu has a stable and solid business environment. Another reason is that Sibiu is in a continuous process of development as an economic destination. The market is open and there still are many sectors where potential investors could find a place. Sibiu produces new and qualified workers - and I refer here to the approximately 15,000 students who graduate each year from one of the city's universities. Sibiu also offers a good living environment. I therefore believe it has the elements of an attractive business location for the economic and industrial sectors that best suit it.

What fiscal incentives do you offer investors?

We support investors who want to open a business in Sibiu by helping them obtain all the necessary authorizations and approvals faster. Under the existing laws this is one of the few means we have to support potential investors as a public administration. Another important element is the openness the authorities have towards these investors, guiding them through the local intricacies.

What is the city's economic development strategy for the coming years?

The economic development is set by the companies themselves. For example, heavy industry is not common in Sibiu because it does not suit the city's profile. Instead, the automotive parts manufacturing, food and textile industries are well established. This is the direction that the economic development will probably follow. The service sector, I believe, will definitely have a more dynamic development.

A major sector where we as the local administration have an important contribution is tourism. Over the past ten years this sector has probably had the most constant and significant development and the local administration has created the premises for it. Another sector that has developed very well over the past five years is healthcare, where there have been several private projects.



Courtesy of Sibiu City Hall

For which projects do you want to obtain EU financing during the 2014-2020 framework?

We are working with a firm to create a portfolio of projects we want to finance through the structural funds available between 2014 and 2020. We started this some time ago but we are still waiting for the paperwork to establish the financing axis and domains at national level. This portfolio includes infrastructure works, street renovation, the creation or modernization of public spaces, renewable energy projects, the construction of a conference and entertainment center and social centers and the expansion of green areas.

What infrastructure projects are underway in Sibiu?

Our way of supporting the business environment as a local administration is to create as functional a city as possible through modern transport networks. The city's modernization process started in 2003 and it continues. Until 2007 it focused on central areas while after 2007 investments were directed towards the neighborhoods. In 2012 we started a broad re-configuration program of the city's neighborhoods. Over the past ten years, more than 250 streets have been fully rehabilitated. As a result, the city is more functional so the inhabitants and business environment benefit from modern infrastructure.

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PARTNER CONTENT

Our objective remains to identify and support as many Romanian projects as possible

by Traian Halalai, EximBank



President of EximBank, Traian Halalai (photo) says that the main objective of the bank for this year remains in the area of granting support to as many Romanian companies' projects as possible, the bank having both the capacity and the availability to back up the business environment in its efforts of achieving relevant performances.

Rep: Which are the main strategic directions that EximBank will follow this year?

Traian Halalai: This year the focus of our activity will be on supporting production activities and the companies active in this field will represent a group of target clients that will benefit from our increased attention. We will continue as well our efforts in terms of supporting and promoting Romanian exporting companies. Long story short, our main objective is to identify and support as many companies' projects as possible.

We have improved our commercial activity – the exposure on the financing segment increased in 2013 with 60% as compared to December 2012 – and we have expanded our clients' portfolio by closing agreements with ones of the most representative players in Romanian economy. These figures stand for our active presence on the corporate finance segment and I find this as a strong incentive for local companies that should be convinced

that they don't have to wait for the perfect business conditions but they can approach us and find the necessary support for their development plans.

In order to accelerate the financing activity we intend to keep our costs for products and services at the lower limit of the present range of the banking market. Also, EximBank will continue diversifying its product portfolio, one of the targeted areas being the improvement in flexibility and the extension of the trade finance activities that will better respond to the actual needs of the companies active in the commercial field. First step was to up-grade the external factoring offer of the bank that allows us to finance partially or totally the commercial invoices related to exports operations for covering the temporary lack of cash that might appear between the invoicing and cashing up.

Rep: What strategy will EximBank have for convincing businessmen that it might be their valuable partner?

Traian Halalai: We are trying to be in permanent contact with our partners and this is why continuing our communication program with the business community represents an important topic on our agenda. Last year we have started a direct communication program with the businessmen – that will continue this year – and we have been organizing meetings with the local business communities where more than 400 managers and local authorities representatives have been present. We had such a meeting with the businessmen in Sibiu area and we have met more than 50 managers from the companies in the region such as Compa, Boromir, BMB Kabeltechnik SRL, Caucho Metal Productos, Matec-CNC Technik, Sutech, Sinecon, DN Agrar Grup, IPEC Alba, Hultafors Umi SRL or Bantut. The ascending trend of foreign investments in the region, the positioning of Sibiu on the IVth Pan – European transport corridor Constanta – Nadlac, the functional infrastructure, including the aerial one – are the few features of the region that support the powerful business community. As our mission is to support business we couldn't have

overlooked this area. Our message for the local businessmen was that we are ready to answer to the business environment needs, we have the necessary funds and are open for financing or guarantee the companies' projects with multiplying economic effects. We have also pointed out the fact that our agency's activity in Sibiu has improved – we have strengthened the team, reshaped the flows on the commercial side and last but not least we have simplified our working procedures.

Rep: EximBank has been involved in launching the Romanian Exporters Associations. What does this association offer to Romanian exporters?

Traian Halalai: Romanian Association of Exporters – AREX represents another channel for EximBank to fulfill its role as per the provisions of its bylaw – supporting Romanian business environment and the international transactions. The exporting companies face radical changes in terms of international

trade and they have to be prepared for facing the challenges on the foreign markets. We are convinced that AREX will be the ingredient making the difference because, as per export strategy draft by 2020, the new international business environment will favor the innovative organizations, involved in networking, having increased abilities in terms of association and network cooperation. AREX has this objective, that by combining the expertise of its members to improve the Romanian companies presence abroad. AREX will offer to its members access to information regarding business opportunities outside Romania, will facilitate the participation in various international business events and/or official economic visits and will create the framework for developing a business and communication network. The association is up and running, has over 55 members – including companies in Sibiu – and now that the act of establishment is over any exporting company may become a member with no financial contribution.

EximBank Sibiu, the necessary stop over for developing businesses

EximBank has opened in 2011 an agency in Sibiu in order to bring closer to the local companies its product portfolio focused on three business pillars– financing, guarantees and insurance. The financing package of the bank includes both standard credits for current activity or investments and specific products in the category of state aid products: subsidized interest rate credits and partial interest rate compensation that allows the company to recover up to 50% of the interest rate paid for the investment credits granted by the commercial banks. State guarantees offered by EximBank support the companies that need financing but can't provide enough collateral guarantees. Guarantees issued by EximBank take over a significant part of the credit associated risks thus



facilitating the access to financing. In terms of insurance, EximBank covers the commercial and political risks that may incur during international commercial transactions or in the implementation of investment projects of Romanian companies abroad.

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Why Sibiu?

A strategic position in the heart of Romania, good infrastructure access, a skilled workforce, support from the authorities, a different business culture from Bucharest and the local quality of life have persuaded companies active in various industries to invest in Sibiu

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“In 2003 Continental was looking to extend its business in Romania with a new electronics factory. Sibiu was a good option logistically and for its access to the European highway network - most of our clients are in southern Germany. The airport was also a big plus as was the Lucian Blaga University, with whom we have worked very well since the first year,” representatives of Continental Automotive Systems told BR.

So important is the investment that the German automotive manufacturer's plant has grown to become the largest business in the county based on turnover in 2012, according to the National Trade Register Office.

And Continental is not the only manufacturer that has found Sibiu to its liking. German companies in particular have come and now represent the largest foreign investor community in the county. Automotive manufacturer Marquardt Schaltsysteme has built its largest production facilities outside Germany in Sibiu, according to local media. The region is also home to Takata Sibiu, Kuhnke Production, Thyssenkrupp Bilstein Compa, Harting Romania Manufacturing, Brandl Ro, Austrian Frauenthal Automotive Sibiu and numerous smaller investors.

They were attracted by the strategic location, local infrastructure and skilled workforce as well as the county's strong German background. The authorities too have played a role. “We chose Sibiu out of several cities also because from the beginning we had the feeling that we were in good hands, with the local administration offering all the necessary support,” added Continental representatives. The company employs more than 2,700 people in Sibiu out of whom 760 are engineers who work both in production and in its local R&D center. The manufacturer plans to further expand its operations in Sibiu by adding a new production module and a new R&D building and hiring more people. Continental has other production and R&D facilities in Timisoara, Carei, Arad and Iasi.

But it is not only industrial players who find Sibiu attractive. Management and technology consulting firm



There is growing demand for class A offices in Sibiu

BearingPoint opened its only office outside Bucharest in Sibiu. “It is located in the middle of the country near major university centers such as Cluj, Timisoara, Brasov and of course Sibiu. Transylvania offers very good potential job candidates. Also, in 2007 Sibiu was European Cultural Capital and there is the airport in Sibiu (...). This was very important for us because our consultants travel a lot to our Western European clients,” Christian Gurny, partner with BearingPoint Romania, told BR.

He believes Sibiu even rivals Bucharest for companies who come to Romania for the first time or investors who want to expand their local activities. “Absolutely yes! I think Sibiu is a very good alternative due to a pool of candidates who are well educated, graduates of economics and technical faculties who speak several foreign languages fluently. As a consulting firm, our most important asset is our people, which is why it's very important to find the most talented and cleverest minds. Also, the cost of living is lower in Sibiu than in Bucharest. Besides all this, there are many interesting prospects from various industries, including automotive producers that have subsidiaries and production units close by,” he outlined. The company employs 42 consultants in Sibiu and wants to increase the headcount by half again by the end of 2014.

Sibiu has emerged as an office destination due to the large manufactur-

ers of automotive components that have invested here, but it could also attract more SSCs (shared service centers) and BPOs (business process outsourcing), positioning it as an alternative to Cluj, Gijs Klomp, managing director and head of capital markets at JLL Romania, told BR. One downside is that the city is relatively small and so lacks the critical mass of workers, he believes. Overall, there is a need for Class A offices in Sibiu as the local office market is still poorly represented. The existing demand is far from being met and finding an appropriate office space is a challenge, he said.

One outsourcing company that has invested in Sibiu is American CGS which opened a support center here in 2011, in addition to ones in Bucharest and Brasov. It has close to 350 employees in Sibiu since advertising 150 new positions at the beginning of the year.

“The quality of the workforce and their training and education - in terms of languages but also technical and communication skills - are key criteria for us when choosing a location for our support centers. So, Sibiu was a natural choice as the local workforce is well trained and many people speak foreign languages, German in particular, which is a requirement for many of our positions,” Vladimir Sterescu, the country manager of CGS in Romania told BR. The company has also enjoyed the support of the authorities, who were “very open to the invest-

ment project and made it possible to develop a new business in town”. Sterescu added that “the public transport company even changed the name of the bus stop close to our support center to CGS.”

The skilled workforce is Sibiu's main selling point, but the Transylvanian city has more to offer. “It is one of the most important cities in Romania and the numbers prove it. It has a population of about 375,000, the unemployment rate is below the national average (...), the GDP per capita is above the national average and the local business culture is very open to new things; so I personally see only advantages,” he explained. Should the announced infrastructure projects such as the Sibiu-Pitesti highway be carried out, this will only strengthen the city's position as a business destination alongside its travel reputation, he added.

On the topic of tourism, Sibiu is now one of Romania's best known travel destinations, boasting numerous sights and a rich cultural scene. After it was designated European Capital of Culture in 2007, the city made good use of the resulting EUR 50 million available and the opportunity to promote itself in Europe and at home. This gave momentum not only to local tourism but the entire local economy. Further investments followed.

“We opened an Ibis hotel in Sibiu in 2009. The choice of Sibiu was closely linked to the impact that its role as European Capital of Culture in 2007 has had on the hotel industry. Since then, Sibiu has become a highly sought after tourist destination,” Andreea Gheorghiu, GM of Ibis Sibiu, told BR.

She sees Sibiu today as a dynamic city with a business culture of its own which has managed to attract a significant number of important investors, industrial players, retailers and more recently real estate developers. “I also see an intense rhythm of investments in IT and other services. Depending on the area of activity, of course, Sibiu can be an alternative to Bucharest especially because it has many well trained and educated professionals and I think even more will be attracted here by the quality of life,” she concluded.

Top 20 Companies in Sibiu

RANK	COMPANY	YEAR OF REGISTRATION	ACTIVITY AREA	CONTACT	RON TURNOVER 2012	RON TURNOVER 2011
1	CONTINENTAL AUTOMOTIVE SYSTEMS SRL	2005	Manufacturing of electrical and electronic equipment for vehicles and vehicle engines	8 Salzburg St., Sibiu Tel: +40 369 433 500 www.conti-online.com	1,526,272,339	1,264,430,015
2	POLISANO SRL	1993	Wholesale of pharmaceutical products	30A Semaforului St., Sibiu Tel: +40 269 210 384 www.polisano.ro	1,311,577,962	1,245,539,397
3	AMBIENT SA	1993	Wholesale of wood materials, construction materials and sanitary equipment	100 Alba Iulia Road, Sibiu Tel: +40 269 202 151 www.ambient.ro	666,086,173	585,819,692
4	BENROM SRL	2005	Manufacturing of clothing (underwear not included)	25A Miercurea Sibiului St., Miercurea Sibiului Tel: +40 269 501600 www.benrom.com	590,431,849	637,218,673
5	MARQUARDT SCHALTSYSTEME SCS	2004	Manufacturing of electrical equipment	2 München St., Sibiu Tel: +4 0269501700 ro.marquardt.com	539,590,857	518,218,340
6	COMPA SA	1991	Manufacturing of pieces and accessories for vehicles and vehicle engines	8 H Coanda St., Sibiu Tel: +40 269 230 888 www.compa.ro	504,094,872	475,420,370
7	CARPATICA ASIG SA	1996	Other insurance activities (life insurance not included)	5 Nicholaus Olahus St., Sibiu Tel: +40 269 222 877 www.carpaticaasig.ro	493,537,357	246,151,507
8	TAKATA SIBIU SRL	2004	Manufacturing of pieces and accessories for vehicles and vehicle engines	3 Florian Rieger St., Zona Industrială Vest, Sibiu Tel: +40 269 203 700 www.takata.com	432,119,887	398,308,814
9	IMPREGILO S.P.A. MILANO-SUCURSALA SIBIU	2011	Construction works for roads and highways	20 Dorului St., Sibiu Tel: +40 372 586 500 www.salini-impregilo.com	291,404,612	0
10	BANCA COMERCIALA CARPATICA SA	1999	Other financial transaction activities	1 Autogarii St., Sibiu Tel: +40 269 233 985 www.carpatica.ro	281,568,087	603,904,160
11	ATLASSIB SRL	1993	Other tourist reservation and assistance services	14 Tractorului St., Sibiu Tel: +40 269 224 107 www.atlassib.ro	260,752,209	276,344,037
12	SCANDIA FOOD SRL	2004	Manufacturing of meat products (including poultry)	133 Podului St., Sibiu Tel: +40 269 208 600 www.scandia.ro	198,140,236	164,517,002
13	KUHNKE PRODUCTION ROMANIA SRL	1998	Manufacturing of electronic subassemblies (modules)	Tel: +40 269 505 100 www.kuhnke.com	179,631,137	137,213,319
14	HARTING ROMÂNIA MANUFACTURING SCS	2003	Manufacturing of electricity distribution and control machines	21 Europa Unita St., Sibiu www.harting.ro	155,039,864	124,188,493
15	ANA OIL SRL	1996	Retail of carfuels in specialized stores	120 Alba Iulia Road, Sibiu Tel: + 40 269 227 673	141,643,900	162,446,559
16	SIMEA SIBIU SRL	2005	Manufacturing of electronic subassemblies (modules)	4 Florian Rieger St., Sibiu Tel: +40 269 202 730 www.cee.siemens.com	140,476,029	137,289,590
17	FRAUENTHAL AUTOMOTIVE SIBIU SRL	1998	Manufacturing of pieces and accessories for vehicles and vehicle engines	22 Forjorilor St., Sibiu Tel: +40 269 207 347 www.frauenthal-automotive.com	131,432,984	134,257,992
18	THYSSENKRUPP BILSTEIN COMPA SA	1996	Manufacturing of pieces and accessories for vehicles and vehicle engines	8 Henri Coanda St., Sibiu Tel: +40 269 207 207 www.bilstein.ro	124,599,984	140,237,182
19	BRANDL RO SRL	2000	Manufacturing of pieces and accessories for vehicles and vehicle engines	40 Turda St., Sibiu Tel: +40 369 800 656 www.brandl-hb.com	118,145,096	96,476,213
20	PHOENIX MECANO PLASTIC SRL	2000	Manufacturing of plastic boards, foils, tubes and profiles	10 Europa Unita St., Sibiu Tel: +40 269 241 055 www.phoenix-mecano.com/romania	110,132,746	121,028,027

Companies are listed according to their 2012 turnover. The financial information is provided by the National Trade Register Office (ONRC)

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