



Directory of Auto Lubricants and Additives Producers in Romania - 2007

1. **Hexol Lubricants**
2. **ICERP**
3. **OMV Petrom**
4. **Petrotel Lukoil**
5. **Pirana Trading**
6. **Rafinaria Steaua Romana**
7. **Total Lubrifen**
8. **X-Oil Grup**

This Companies Directory is produced by FRD Center Romania – www.frdcenter.ro - a privately owned market entry consulting firm based in Romania. The Directory aims to include all relevant producers active in the sub-sector. FRD Center is not liable for any omission in the present document.

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- market reports, investment opportunities assessment, sectorial studies, market briefs
- partners and providers identification, selection and profiling
- commercial due diligence, pre-M&A business support and research
- identification of market opportunities: sourcing, sales etc.
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FRD Center is the Global Intelligence Alliance Research Partner for Romania and a member of the Global Consulting Network-GCN.

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1. Hexol Lubricants

1. General data

Company name: Hexol Lubricants SA
Address: Str. Bihorului 88, Oradea, Bihor county
Phone: +40259 454.216
Fax: +40259 428.299
Web: www.hexol.com
E-mail: oradea@hexol.com
Year of establishment: 2001
Ownership: Mr. Daniel Serghei Condratov (majority shareholder)
Type of activity: Producer, Importer, Distributor

2. Financial data

Year/Category	Turnover (mil. EUR)	Employees	Net profit (mil. EUR)
2005	2.5	64	0.039
2004	2.2	55	0.004
2003	1.4	45	0.002

Total assets (2005): 4.1 million EUR

3. Key persons

Name	Position	Phone	Email
Mr. Catalin Ghiata	General Director	+40724 214477 (mobile)	catalin@hexol.com
Mr. Alex Bucoi	Sales Director	+40724 322981 (mobile)	balex@hexol.com
Mr. Ioan Caruntu	Production Director	+40724 322963 (mobile)	prod@hexol.com
Ms. Lavinia Gavis	Quality Director	+40259 454216	lab@hexol.com
Mr. Marius Burescu	Acquisitions Manager	+40724 322977 (mobile)	marius@hexol.com
Mr. Paul Ciurlea	KA Manager	+40724 322969 (mobile)	paul@hexol.com

4. Brands: Hexol

5. Distribution network

Hexol Lubricants uses a large network of distributors covering each region of the country (i.e. Metachim SRL for Transylvania area). The company distributes its products to retail sector (e.g. Metro, Carrefour, Cora), auto dealers, repair stores etc.

6. Brief profile

Hexol Lubricants is the representative of Hexol Canada Ltd. The company's object of activity is represented by the production, import and distribution of the Hexol petrochemical products.

Following significant investments in new equipment and technologies, starting with year 2002 the company produces auto and industrial lubricants. The decision to start the production of Hexol lubricants in Romania determined the costs decrease and the growth of the company's sales and market share. Hexol Lubricants has warehouses in Oradea, Bucharest, Iasi and Brasov.