

IMPORTS OF AUTOMOTIVE AFTERMARKET PARTS IN ROMANIA 2016

a DEMO sector brief by
FRD Center





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Sources consulted for this report: business mass media, the companies, official sources

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According to the FRD Center research and analysis, there are approximately 40 major - with an annual net turnover of over 2.5 million EUR - importers of aftermarket automotive parts and tyres in Romania. They have recorded a cumulated net turnover of over 850 million EUR in 2014.

The main five importers of aftermarket automotive parts in Romania, according to their net turnover figure in 2014, are:

- Autonet Import
- AD Auto Total
- Inter Cars Romania
- Augsburg International Impex
- Unix Auto

They have registered a cumulated net turnover of over 500 million EUR in 2014.

Set up in 1996, **Autonet Import** is specialised in the import and distribution of aftermarket and OE parts. Its portfolio includes over 200 brands from more than 100 suppliers. Some examples of brands imported and distributed by the company are: Valeo, Dayton, Continental, Alkar, Ashika, Bosch, Flennor, Yokohama, Goodyear, Hartridge etc. Autonet Import has some 9,000 clients in the entire country. The company has two central warehouses and distribution centres, located in Satu Mare (NW Romania) and Bucharest, with the cumulated surface of over 31,000 sqm. Furthermore, it has 48 regional warehouses located all over Romania, with the cumulated surface of approximately 26,000 sqm. The company has own auto fleet. Autonet Import has recorded a net turnover of approximately 182 million EUR in 2014. Autonet Import is controlled by Swiss Automotive Group (51%).

Established in 1994, **AD Auto Total** imports and distributes a wide range of aftermarket parts. Examples of brands imported and distributed by AD Auto Total are: LUK, Dunlop, SACHS, Valeo, Goodyear, Exedy, Facet, BFGoodrich, Febi Bilstein, Hella, HUCO, Nipparts, Magneti Marelli, VEMO, Hengst, Pirelli, Donaldson etc. AD Auto Total distributes its products to over 15,000 clients in the entire country. The company has own fleet of over 300 auto-vehicles. The firm has two central warehouses in Bucharest with the surface of over 20,000 sqm and 50 regional warehouses with a total surface exceeding 33,000 sqm. AD Auto Total has reached in 2014 a net turnover of some 130 million EUR.

Founded in 2008, **Inter Cars Romania** - part of Inter Cars Poland - imports and distributes an extensive variety of aftermarket parts. Examples of imported brands in the company's portfolio are: Sachs, TRW, Delphi, KYB, Ferodo, ABE, Breck, Philips, Glyco, Bosal, Debica, Dunlop, Febi Bilstein etc. The firm covers the entire territory of Romania. It has a main warehouse in Brasov (Centre Region of Romania), inaugurated in



2010. Inter Cars Romania has registered a net turnover of almost 80 million EUR in 2014.

Set up in 1996, **Augsburg International Impex** imports and distributes various types of aftermarket parts. Examples of imported brands in its portfolio are: Bosal, Elstock, Febi Bilstein, Hella, Koyorad, Mahle, Magneti Marelli, Polcar, SWAG etc. The company has a fleet of 130 auto vehicles and distributes its products in the entire territory of Romania. It has 28 regional warehouses all over the country with the cumulated surface of over 22,000 sqm. In 2014, Augsburg International Impex has registered a net turnover of approximately 72 million EUR.

Established in 1999, **Unix Auto** imports and distributes an extensive selection of aftermarket parts. Some examples of imported brands in its portfolio are: ATE, Bosal, Gates, Ferodo, KYB, Sachs, Ruville, Brembo, Contitech, Monroe, Mann Filter, Meyle, Bosch, Valeo, SKF etc. At present, the company has over 300 foreign suppliers of auto spare parts and components. The firm has own auto fleet and 35 regional offices covering the entire Romania. Unix Auto has registered in 2014 a net turnover of almost 41 million EUR.

According to the FRD Center analysis based on official data, the imports of parts and accessories of motor vehicles in Romania have recorded around 2.3 billion EUR in 2014, up by approximately 15% compared to 2013.

According to the FRD Center analysis based on Eurostat official data, the imports of parts and accessories of motor vehicles in Romania from Germany have registered almost 646 million EUR in the first nine months of 2015.

For tailored market research and B2B matchmaking in Romania and the region, please feel free to contact us directly.

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