



Machine-Tools Imports in Romania

A FRD Center analysis





Introduction



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This presentation is produced by **FRD Center** – www.frdcenter.ro - one of the pioneer privately owned independent market entry consulting and M&A advisory firms in Romania.

Since 2000, FRD Center offers tailor-made market research and intelligence, deal origination, B2B matchmaking, background checks on players, M&A consulting services, competitive analysis to foreign companies interested to enter Romania and the emerging markets in Europe as investors or joint-ventures, to acquire a local player, to relocate their operations in CE, SE and Eastern Europe.

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As part of the CSR activity

FRD Center endorses the **Sibiu International Theatre Festival SibFest FITS**

www.sibfest.ro

The Sibiu International Theatre Festival is the most complex festival in Romania. Internationally, it has become the most important performing arts festival in Europe, judging by its amplexness, dimension, and quality of events, before Edinburgh International Festival (Great Britain) and Avignon Festival (France)





Why Romania?

Romania is the most dynamic large market in the EU. With a GDP growth of 4.8% - 5.6%, comparable only to Ireland, which is 4 times smaller, Romania might seem - and truly is - a good market for foreign and locally manufactured products, as well as a good production base.

Romanian industrial production registered the highest growth in the EU in May 2017: 14.6%

Industrial production in Romania grew by 5.4% in the first four months of 2017 compared to the same period last year.

Strong democracy, stable political and banking systems, EU and NATO member.



The Romanian Industrial Manufacturing sector

Romanian industrial production registered the **highest growth in the EU** in May 2017 compared to May 2016: **15.3%**

Romanian industrial sales rose 10.4% on the year in the first six months of 2017

In 2016, Romania's industrial sales increased 4.7%



SOURCE: TRADINGECONOMICS.COM | INSTITUTUL NATIONAL DE STATISTICA

The Romanian Industrial Manufacturing sector

Industrial manufacturing is a dynamic sector in Romania, benefitting from ongoing foreign investments, M&A interest from foreign players, an educated and productive labour force and a long tradition of industrial manufacturing, plastics production, metal working and casting.

The Romanian Industrial Manufacturing sector presents numerous opportunities for foreign suppliers of machinery, special materials, chemicals, tooling etc.

Due to the current developments, the Romanian industrial players are looking for modern technologies and tooling, special materials and machinery. Many of them are regularly visiting industrial trade fairs, such as Hanover Messe, in order to identify suitable suppliers.

The Romanian manufacturing sector continues its double-digit expansion. In Q1 2017 compared to Q1 2016, the new manufacturing orders in Romania increased by 12.7% due to the rises recorded for

- consumer durables: +20.4%
- intermediate goods +18 %
- capital goods +10.9%
- consumer non-durables +3.8%

Imports of metal-working machine-tools in Romania

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In 2016 the Romanian imports of TARIC 8458 - **Lathes** (including turning centres) for removing metal registered some EUR 41.5m

According to the FRD Center analysis, in 2015 vs. 2014, the imports of TARIC 8458 went up with 28.4%

In 2016 the Romanian imports of **Machine tools** for drilling, boring, milling, threading or tapping by removing metal, other than lathes (including turning centres) - TARIC 8459 - registered some EUR 30m

According to the FRD Center analysis, in 2015 vs. 2014, the imports of TARIC 8459 went up with 87.2%

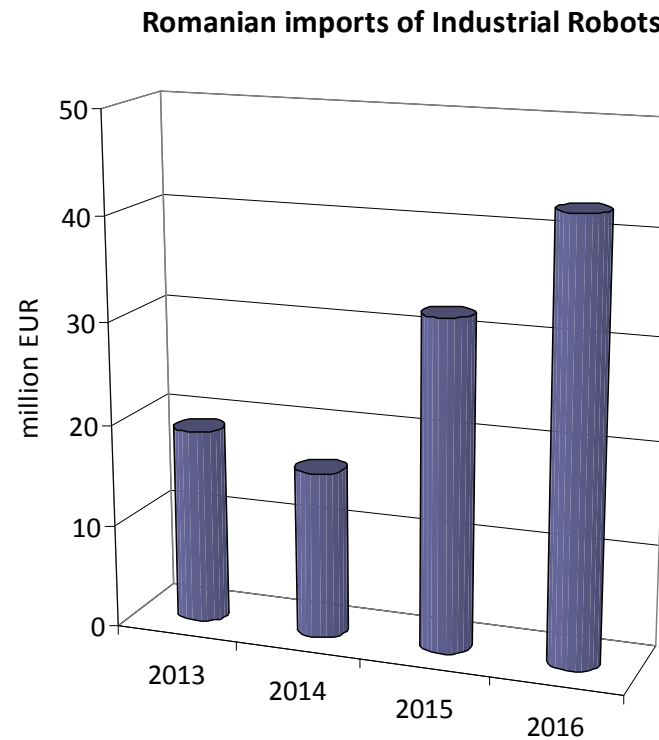




Imports of metal-working machine-tools in Romania

In 2016 the Romanian imports of **Industrial robots** - TARIC 847950 - registered some EUR 42.5m

According to the FRD Center analysis, this represents a growth of 31.2%, after a growth of 98.3% the previous year.



Source: Comtrade, FRD Center

Machine-tools importer-distributors in Romania

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According to the FRD Center market analysis, some of the most dynamic machine-tools importer-distributors in Romania are:

- GravoLAB CNC
- Mafcom
- Inmacro
- Mazarom
- Proma Machinery
- KNUTH Machine Tools Romania
- Leadertech Consulting
- Allmetech Tools & Machines
- Rocast and
- Vigra

According to the FRD Center analysis based on official data, in 2016 their cumulated sales figure exceeded 40 mEUR.



Machine-tools importer-distributors in Romania: GravoLAB CNC



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In Romania prin GravoLAB

GravoLAB CNC (www.leadwell.ro) is the official representative of Leadwell in Romania.

Set up in 2004, it is an importer-distributor of CNC machine-tools. In its portfolio there are vertical milling centers for serial machining, matrix processing; large vertical milling centers, double column machines; heavy machinery; high speed turning centers, high precision machining.

In 2016, their turnover reached EUR 1.6m, which according to the FRD Center analysis is 35% higher than in 2015.

Their pre and post-sales services include:

- Advice on choosing the right equipment
- Supply of machinery on a contractual basis
- Installation of machinery, commissioning
- Fitting with accessories
- Training for qualified / unqualified CNC staff



Machine-tools importer-distributors in Romania: MAFCOM



Established in 1993, MAFCOM Cluj Napoca (www.mafcom.ro) supplies welding equipment and materials, materials and products for industrial manufacturing and constructions, various tools and fixtures, copper, brass and aluminum sheets and profiles, machine-tools, electric materials and tools etc.

Their portfolio currently numbers over 15000 items and their are selling also wholesale.

In 2016, their turnover reached EUR 4.6m, a decrease by 5% compared to 2015, according to the FRD Center analysis.



Machine-tools importer-distributors in Romania: INMAACRO S.R.L

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INMAACRO S.R.L., (www.inmacro.com) set up in 1996 as Industrial Utilajimpex SRL, is the technical and commercial representative on the Romanian market of various German, Swiss, Dutch, Italian and Taiwanese producers of machine tools, measuring and control machines, cutting tools, accessories and software.

They import and sell a wide range of measuring and control machines, machine-tools, cutting tools, accessories, work piece clamping devices and fixtures, providing the complete technical support throughout the whole production process and project.

In 2016, their turnover reached almost 8 mEUR, which according to the FRD Center analysis is 38% higher than in 2015.

Brands of machine-tools in their portfolio include: Akira Seiki, TBT, INDEX, Traub, Style High Tech, Extrude Hone, Blohm, EWAG, K. Jung, Walter, Studer Mikrosa, Fritz Studer, Studer Schaudt, Carl Zeiss, Dr.Schneider Messtechnik, Marposs, Zoller, Arno, Dihart, JEL, Komet, Walter Dunner, Schunk, Bruckner, Extramet, Seinro-Ionbond



Machine-tools importer-distributors in Romania: Mazarom Impex



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Mazarom Impex srl (www.mazarom.ro) is an an importer-distributor of machine-tools and the Yamazaki-Mazak representative in Romania.

Other suppliers include SARTORIUS Werkzeuge GmbH, Dormer Pramet, Bahco, NIKKEN, Saacke Group and LNS Group from Switzerland.

Mazarom was set up in 1992. In 2016, their turnover reached EUR 1.7m, which according to the FRD Center analysis is 6% higher than in 2015.

They also provide consulting services regarding the correct choice of machine-tools, of the choice of cutting tools and cutting arrangements; services related to NC programming; installation services for Mazak machines; warranty and post-warranty service of Mazak CNC machine tools; operator training services in the field of programming, operation and maintenance of CNC Mazak machine tools etc.



Mazak

Machine-tools importer-distributors in Romania: Proma Machinery

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Founded in 2006 at the initiative of the Czech group PROMA-GROUP, S.C. PROMA MACHINERY S.R.L. (www.proma.ro) is a well-known importer-distributor active on the Romanian machine-tools market, for the metalworkers and the woodworking entrepreneurs.

Proma Machinery currently sells the Proma machine-tools and is also representing at national level strong international suppliers with leading brands: Ferri-Italy, Garboli-Italy, Gbc Industrial Tools - Italy, Nko-Cehia, Bri-Svarc - Cehia , Tapco - USA, Nargesa - Spain, ZMM - Bulgaria, Arsenal - Bulgaria, totalling some 3900 unique items in their portfolio.

In 2016, the company's turnover reached over EUR 2.4m.

Proma Machinery presented at the Metal Show 2017 the newest range of products included in its portfolio: DENER and PILOUS.



Machine-tools importer-distributors in Romania: KNUTH Machine Tools



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KNUTH Machine Tools Romania (www.knuth.com.ro) is an important distributor of KNUTH machine-tools for Laser Cutting, Water Cutting, Plasma Cutting, of Vertical and Horizontal Lathes, of CNC Production machinery, Heavy-Duty Lathes, Turning / Milling Machines and various other machine-tools for drilling, milling, sawing, grinding, sheet metalworking etc.



The Romanian operations were set up in 2010.

In 2016, their turnover reached EUR 1.6m, which according to the FRD Center analysis is 7% higher than in 2015.

Machine-tools importer-distributors in Romania: Leadertech Consulting

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leadertech

Leadertech Consulting (<http://ldt.ro>) was founded in 2006 with the aim of providing modern technological solutions for companies in Romania active in the sheet-metal processing and mechanical works. For the entire production equipment portfolio the company provides technical consultancy upon acquisition and startup, personnel training as well as warranty and post-warranty period service, they provide fully customized equipment and solutions upon request.

They import and distribute machine-tools such as Hydraulic CNC pressbrakes, CNC punch presses, Laser cutting and Plasma cutting machines, Folding machines, Tube bending and Tube punching machine-tools, Horizontal and Vertical CNC lathes, 5-axis machining centers, Universal lathes, Big bore CNC lathes etc.

In 2016, their turnover reached EUR 2.4m, a decrease by 17% compared to 2015, according to the FRD Center analysis.

Brands of machine-tools in their portfolio include: Hwacheon, Rais, ZMM, Durma, Variobend, Uzma, Dirinler etc.



Machine-tools importer-distributors in Romania: Allmetech Tools & Machines



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Set up in 2004, Allmetech Tools & Machines is a provider of complete and integrated technical solutions in the machine tool sector in Romania.

In 2016, their turnover reached EUR 1.1m.

Their CNC machine-tools offer includes 3-axis CNC vertical milling centres, 2-axis CNC turning machines and live tools, 5-axis vertical milling centres, 4-axis CNC horizontal machining centre, 5-axis CNC horizontal milling/ turning centre, CNC turning machines with two turrets and two universals – Hyperturn and many others.

In their suppliers list are manufacturers such as Rödgers HSC, Sunnen, EMCO Group, Takumi, Heller, Hurco.



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Machine-tools importer-distributors in Romania: Rocast

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ROCAST

Rocast (www.rocast.ro) is a Romanian importer-distributor and wholesaler of various types of machine-tools such as lathes, milling machines, drilling machines, as well as of welding equipment, hand tools, compressors, materials for electrical installations, DIY, fixtures, fasteners etc.

More than 70,000 different items in stock, worth over € 8 million, can be delivered within 24 hours in any location in the country. The distribution of ROCAST products is done using own catalogues. ROCAST has a 72 sales agents distribution network, covering Bucharest and all counties in Romania.

In 2016, their turnover reached over 11 mEUR, which according to the FRD Center analysis is 29% higher than in 2015.

Some of the brands in their portfolio are Ruko, Promat, NW, Volkel, Beck, BMI, MIB, LSR, Rhodius, Osborn, WGB, Orbis, USH, Stannol, Ersal, Flex, Bosch, Benning, Quilosa, HSK, Stahl, Ranit, Engel, Quantum, Optimum, Unicraft, Aircraft etc.

Machine-tools importer-distributors in Romania: Vigra

Established in 1994, VIGRA (www.vigra.ro) is an importer-distributor of machine-tools which has established its reputation on the Romanian market through a team of professionals with a high degree of technical specialization, through the quality of the services offered and the high level technical consultancy.

Since the beginning, VIGRA has built partnerships with world-renowned suppliers:

SANDVIK COROMANT - cutting tools ; HENKEL - adhesives, sealants, chemicals;
INGERSOLL RAND - pneumatic tools; FEIN - power tools; BAHCO - hand tools;
PLARAD - controlled torque amplifiers.

With a sales figure of almost 5.8 mEUR in 2016, VIGRA operates nationwide through 4 technical divisions:

- Machine tools and measuring instruments
- Cutting tools
- Machines and equipments
- Industrial maintenance

Their clients benefit from specialized technical support, as the Vigra sales team is made up of specialized consultants, able to provide technical solutions and products in the entire spectrum of industrial processes.



B2B in the Machine-tools market in Romania



FRD Center is constantly monitoring the development of the Machine-tools market in Romania, facilitating access of potential foreign exporters and strategic investors to the local companies' decision makers.

FRD Center assists strong local companies with overseas expansion through crossborder acquisitions in other markets in CE and SE Europe, as well as worldwide.

Are you a foreign investor / manufacturer looking to enter the Romanian and regional market through an acquisition of a Romanian player? Looking to export to the Emerging Markets in Europe?

Perhaps we can collaborate.

As one of the pioneer privately owned market entry advisory firms in Romania, operating for over 15 years in this market, FRD Center has high competencies in buy-side advisory and is quite well placed to assist foreign buyers with their Deal Origination and Acquisition Target Search in Romania and the region. FRD Center has been assisting foreign investors with their acquisition target origination in Romania and has operated under several buy-side mandates.



For an offer of tailor-made market research and intelligence, deal origination, B2B matchmaking, background checks on players, competitive analysis, M&A consulting services in Romania and the region, contact:



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