

# **Water and Wastewater Developments in Romania**

## **Players Activity and Opportunities for International Companies in Romania**

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A FRD Center analysis



## Introduction



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

[www.sibfest.ro](http://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 3.8-4.8% during the last 4 years.

Romanian local authorities and private utilities operators are focused on the **upgrade and modernisation of water supply and sewage networks, including metering, new technologies, cleantech.**

Romania benefits from EU non-reimbursable funding, as well as other grants for the development and modernisation of its water and wastewater systems.

## Water supply and sewage works in Romania

According to the Romanian Statistics Institute, the total length of the sewage network in Romania at the end of 2015 was 31702.6 kilometers, of which 22984.4 km in cities and towns.

Compared to the previous year, in 2015, the length of the sewerage network expanded with 3043.1 km (2007.2 km in urban area and, respectively, 1035.9 km in rural area).



In the context of only half of the Romanian population having access to water and sewage, many of the Local Authorities, especially in the rural areas, see it imperative to introduce and extend the water supply and sewerage systems in the rural localities.

The areas that already are connected to the infrastructure of the water supply, sewerage and water treatments systems are currently in the process of improving and modernising them, including with energy efficiency measures, such as smart metering.

## Cleantech and modernisation of the Romanian water system

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Smart technologies

Foreign providers

Local partners

Better  
water  
management

One of the top priorities of the Romanian Water Utilities are the Leakage detection and Water transport efficiency: the reduction of Non-Revenue Water.

In their effort to modernise the local networks, the Romanian Water Utilities assess foreign technologies, conduct pilots, understand the potential of the technology and invite the foreign providers to participate in larger tenders.

As an example, Itron - an American technology company that offers products and services on energy and water resource management - and Electronic Elsaco – a Romanian company specialised in energy efficiency services, water and wastewater works, supply of equipment and solutions for communications and data acquisition, supply of equipment and solutions for fluid metering – recently signed a contract under which Elsaco Electronic will provide, based on Itron specifications, the software platforms for advanced solutions for detection of leakage and losses in water networks.

The initiative is a key part in the Itron's development strategy at international level.

## EU funding and non-reimbursable grants

For the last 10 years since it joined the EU, Romania has been benefitting from EU funding and non-reimbursable grants to develop and modernise its water and wastewater system.

After utilising some EUR8bn under the Operational Sectorial Programme Environment, a total of over EUR11bn is available under the Operational Sectorial Programme Large Infrastructure till 2020.

Namely, under Priority Axis 3 - Developing the environmental infrastructure under efficient resource management conditions – the assigned amount is €2,892,443,785





## Priority Axis 3.2 - Increased collection and treatment of urban wastewater and the degree of assurance of supply of drinking water to the population

### Actions eligible for non-reimbursable EU funding

Integrated projects for water and wastewater with the following types of sub-actions:

- Construction / rehabilitation of sewerage networks and treatment plants wastewater (with tertiary treatment of sewage, where appropriate) to ensure collection and treatment of organic biodegradable load
- The implementation and effective management of sludge in wastewater treatment process;
- Rehabilitation and construction of water treatment plants, along with measures to increase food safety and reduce risks of drinking water contamination.
- The rehabilitation and extension of existing water transport and water distribution;
- Developing and improving infrastructure of centralized water supply in urban and rural areas.
- Develop a national laboratory to improve the monitoring of substances discharged into surface waters, especially giving priority hazardous substances and water quality



## EU funded projects – Example 1: Bucharest

Two of the EU funded wastewater management projects that will continue in 2017, funded with 1.7 billion RON (approx. 378 million EUR) are the **Glina Wastewater Treatment Plant**, as well as the **rehabilitation of the Dambovita main collector sewer and sewer network** in Bucharest.

The two projects aim to further improve wastewater infrastructure sector in Bucharest for the fulfillment of compliance with EU membership commitments and with intermediate targets agreed between the European Commission and the Romanian Government for implementation of Directive 91/271 EC on the collection and treatment of urban wastewater.



## EU funded projects – Example 2: Olt county (SW Romania)



The regional utility operator Compania de Apa Olt SA has contracted in the project **“Extension and rehabilitation of water and wastewater systems in Olt county”**, with the total value of approximately 75 million EUR, within the Sectoral Operational Programme Environment 2007 - 2013.

The project’s beneficiaries are the localities Slatina, Scornicesti, Draganesti-Olt, Piatra-Olt and Potcoava, in the Olt county (SW Romania). The population in the project area is approximately 116,000 persons. The project includes 13 contracts, out of which 2 technical assistance contracts, 8 work contracts for extension and rehabilitation of water and wastewater systems and 3 equipment supply contracts.

## EU funded projects – Example 3: Brasov county (Central Romania)

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Compania Apa Brasov SA has contracted the project **“Rehabilitation and extension of water and wastewater systems in Brasov county”**, with the total value of approximately 160 million EUR, within the Sectoral Operational Programme Environment 2007 - 2013.

The project includes:

- rehabilitation of wastewater station in Brasov
- new wastewater station in Feldioara
- rehabilitation of water stations in Codlea, Moieciu and Bogata-Rupea
- new wastewater station in Hoghiz
- extension of wastewater station in Lunca Calnicului and a new wastewater station in Moieciu
- extension and rehabilitation of water supply in Brasov-Sacele
- extension and rehabilitation of water and wastewater systems in Codlea and Moieciu



## EU funded projects – Other examples

Practically all the responsible and capable Local Authorities have either used or are accessing EU funding for the development of the water, wastewater and sewage infrastructure in their city or village.

### Other examples are:

Aquabis SA has contracted in 2010 the project “**Extension and modernisation of water and wastewater infrastructure in Bistrita Nasaud county**”, with the total value of approximately 85 million EUR, within the Sectoral Operational Programme Environment 2007 - 2013. The financing contract period is March 2010 – June 2016. The project’s beneficiaries are the localities Bistrita, Nasaud, Telciu, Sangeorz Bai, Maieru, Beclean and Feldru, in the Bistrita Nasaud county (NW Romania).

Compania de Utilitati Publice SA Focsani has contracted the project “**Rehabilitation and modernisation and water and wastewater systems in Vrancea county**”, with the total value of approximately 125 million EUR, within the Sectoral Operational Programme Environment 2007 - 2013. The project’s beneficiaries are localities in Vrancea county (SE Romania).

## Modern technologies for the Romanian water and wastewater sector – Example 1

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Romania's largest water network operator, **Apa Nova Bucharest**, has signed a five-year contract with **Israeli firm TaKaDu's** in order to use its cleantech solution across its drinking water network.

Based on big data analytics, TaKaDu's cloud-based solution enables water utilities to analyse and manage the full life-cycle of all their network incidents, such as leaks, bursts, water pressure issues, water quality, faulty assets, operational faults and more, providing the Client full 24/7 visibility across different functions and levels in the organisation.

Since installation, TaKaDu helped Apa Nova, part of the Veolia Group, to detect hidden leaks, conduct repair verifications and implement quality improvements.





## Modern technologies for the Romanian water and wastewater sector – Example 2

**Dutch company, Nijhuis Industries, and Azomures S.A.**, one of the most important players in the Romanian chemical sector, recently inaugurated a wastewater treatment plant (WWTP) to treat 22,000 m<sup>3</sup>/day and meet regulations for discharging effluent into the Tîrgu Mures river.

Azomures was searching for a robust design based on the lowest possible OPEX. As a turnkey contractor, Nijhuis designed a system with a pumping station to transfer the water 4.5 kilometers from the Azomures plant to the Tîrgu Mures municipal plant site.

The WWTP treats, containing high nitrogen values and has the latest incorporated controls to manage and monitor the system, as part of their expansion program.

Nijhuis installed its BIOCTOR-MELAMINE - a specially designed biological treatment plant - to treat melamine and other nitrogen containing components to meet effluent requirements. Especially adopted seeding sludge was introduced to achieve optimal growth and adaptation of the bacteria in the biological system.

## Examples of players involved in water and wastewater projects in Romania: ADISS

Founded in 1993, Adiss SA is specialised in the manufacturing and installing of water and wastewater equipment. The company's manufacturing facility covers 8,200 sqm.

With the HQ in Maramures county (NW Romania), Adiss has been involved in over 350 projects, such as the extension, rehabilitation and modernisation of water and wastewater systems in Olt county and in Arad county.

Some examples of its clients are: Compania de Apa Olt SA, Compania de Apa Arad SA etc.

Owned by Romanian individuals, Adiss has recorded a net turnover of 12.5 million EUR in 2015. The company has around 150 employees.



## Examples of players involved in water and wastewater projects in Romania: EPTISA

The Spanish Group **Eptisa** has been active on the Romanian market since 1996 and has established its subsidiary - **Eptisa Romania** - in 2004. Eptisa has contracted over 125 million EUR and has implemented some 90 projects in Romania in the sectors of environmental infrastructure, institutional development, constructions and transports.

According to the FRD Center analysis, Eptisa Romania has provided technical assistance services to projects for the extension, rehabilitation and modernisation of water and wastewater systems in Olt county, Bistrita Nasaud county, Buzau county, Botosani county, Dolj county etc.

Some of its main clients are: Compania de Apa Olt SA, Aquabis SA Bistrita Nasaud, Compania de Apa Buzau SA, Nova ApaServ SA Botosani, Compania de Apa Oltenia SA etc.

Eptisa Romania has recorded a net turnover of 12.3 million EUR in 2015. The company has approximately 130 employees and over 190 collaborators. Eptisa has in Romania one central office located in Bucharest and three regional offices in Craiova, Cluj Napoca and Iasi.

Eptisa provides services in 24 counties in Romania, thus covering 50% of the country's territory.



## Examples of players involved in water and wastewater projects in Romania: **HIDROCONSTRUCTIA**

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Specialised in hydropower and hydro-technical construction works, **Hidroconstructia** has been founded in 1950 under the name “Directia Generala a Hidrocentralei Bicaz”.

The company has performed works in Romania, Germany, Algeria, Iran etc.

Hidroconstructia has offices that cover entire Romania and has been involved in various projects for extension, rehabilitation and modernisation of water and wastewater systems, such as in Brasov county, Bistrita Nasaud county, Vrancea county, Arad county, Buzau county etc.

Some of its main clients are: Compania Apa Brasov SA, Aquabis SA Bistrita Nasaud, Compania de Utilitati Publice SA Focsani, Compania de Apa Arad SA, Compania de Apa Buzau SA etc.

Hidroconstructia has recorded a net turnover of approximately 172 million EUR in 2015. It has some 2,750 employees.



**S.C. HIDROCONSTRUCTIA S.A.**

*Tradiție și modernitate*



## Examples of players involved in water and wastewater projects in Romania: AECOM INGENIERIA

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# AECOM



Established in 2002, **Aecom Ingenieria** offers services of design, technical assistance, construction supervision, planning, project management and construction management in various sectors: environment, infrastructure, energy, large-scale residential and retail projects, logistics, industrial, mining or defence.

Aecom Ingenieria has provided technical assistance for project management for the rehabilitation, extension and modernisation projects of water and wastewater systems in Brasov county, Bistrita Nasaud county etc.

Some examples of the company's clients are: Compania Apa Brasov SA, Aquabis SA Bistrita Nasaud etc.

Aecom Ingenieria has reached a net turnover of 11.4 million EUR in 2015. The firm has some 160 employees.

Aecom Ingenieria is part of the US Group Aecom.

Examples of players in Romania: **SYSCOM WATER  
TEHNOLOGY**

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**Syscom Water Tehnology** is a Romanian privately owned company specialised in the development of turnkey projects in the water and wastewater sectors. Its services include: technical assistance, electrical installations, automation, SCADA systems etc.

The company has been involved in various projects, such as: automation and monitoring of water and wastewater systems in Vrancea county, construction of new wastewater station in Olanesti, Valcea county, modernisation of wastewater station in Ramnicu Valcea, Valcea county, rehabilitation of wastewater station in Falticeni, Suceava county etc.

Some examples of the company's clients are: Compania de Utilitati Publice SA Focsani, Apavil SA Valcea, ACET SA Suceava, Hidro Prahova SA, Compania de Apa Olt SA, Apa Serb SA Neamt etc.

Syscom Water Tehnology has registered a net turnover of 6.6 million EUR in 2015. The company has over 30 employees.

## Examples of players involved in water and wastewater projects in Romania: ROHRTECHNIK RTI

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**Rohrtechnik RTi Romania**, part of RTi Group Austria, is specialised in providing solutions for the rehabilitation of the water and wastewater pipes.

Since its establishment in 2002, Rohrtechnik RTi Romania has been part of complex projects totalling over 35 km of wastewater pipes, 24 km of water pipes, 8 km of oil pipes, 180 km of pipes cleaned and video inspected etc.

Rohrtechnik RTi Romania has recorded in 2015 a net turnover of 2.5 million EUR. It has almost 40 employees.

Trenchless pipe rehabilitation boasts a number of unique benefits, such as Preservation of surface and underground infrastructure; Minimal traffic disruption; Low noise and dust pollution for neighbourhood residents

## Examples of players involved in water and wastewater projects in Romania: C&V WATER CONTROL

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**C&V Water Control** focuses on the development, selling technologies and equipment for drinking water treatment and wastewater applications in residential, commercial, industrial and municipal applications.

Their activities include both imported equipment and parts required for the production of stations and also production of components and subassemblies which are necessary for their set up.

Acting as general contractor in the field of water treatment the team at C&V Water Control provide consulting, design, installation and installation for the entire range of products sold and services to meet customer consulting, solution development and maintenance and repairs.

In 2015 they registered a turnover of EUR4.5m

Among their long list of clients are both private companies and public authorities, as well as NGOs, health organisations etc.



## International collaboration in the Water and Wastewater Management - examples

In a Trade Mission organised by the Israeli Embassy in Bucharest, 12 of Romania's largest water utilities recently visited **Israel**, as the cooperation between the two countries deepens and Israeli water companies conduct successful pilot projects in Romania. Romanian water utility companies have learnt about the Israeli technologies and expressed interest to integrate them into Romanian water systems, also to participate in the Watec event in September 2017. Outside Africa, Romania is perhaps the highest potential market for Israeli water technology companies.

Since 2011, **Dutch Water Authorities** and **Waterbedrijf Groningen** have been collaborating with Apa Canal S.A. Galati, a drinking water and wastewater company in eastern Romania.

In this Water Operator Partnership, Dutch experts are supporting their Romanian counterparts in a range of areas. These include improving customer relations, optimising wastewater treatment, monitoring water quality, asset management, managing and maintaining installations, conducting a sludge strategy study and retraining the company's employees. The partnership has also realised the acquisition of a new sewage treatment plant.

## International tenders for water and wastewater modernisation projects in Romania - examples

Project name: Support for the preparation of the funding request and the tender documents related to the water and wastewater infrastructure development project in the Maramures county in the period 2014 - 2020

Beneficiary: **Vital SA Baia Mare**

Deadline for offer submission:

14.03.2017 Tender base budget: EUR 15.1m



Project name: Rehabilitation of water supply, expansion of drinking water and sanitation networks, pumping stations

Beneficiary: **Compania Aquaserv SA**

Tender base budget: EUR 4.7m



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



**Jackie BOJOR, Director**

**FRD Center Market Entry Services**

Str. Orzari 5, Bl 46bis

Bucharest, Romania

**Tel:** +4021 411 1460; **Fax:** +4021 411 1461

**Skype:** FRDCenter

**e-mail:** europa@frdcenter.ro

**[www.frdcenter.ro](http://www.frdcenter.ro)**