

ADVANCED MANUFACTURING IN ROMANIA 2019

DEMO REPORT BY FRD CENTER





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For more details, contact FRD Center at email: europa@frdcenter.ro

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Sibiu International Theatre Festival FITS (SibFest) - www.sibfest.ro**

**The Sibiu International Theatre Festival is the most complex festival in Romania.
Internationally, it is recognised as one of the most important performing arts
festivals in Europe, alongside Edinburgh International Festival (Great Britain) and
Avignon Festival (France).**





COMPANIES

FRD Center is closely monitoring the manufacturing sector in Central Eastern and South Eastern Europe. Romanian companies active in industrial manufacturing and using advanced manufacturing technologies, continue to further develop their facilities.

For example, FRD Center has learned that **Star Assembly, the Daimler subsidiary** in Romania, has started the production of the new eight-speed dual-clutch transmission.

What are the opportunities presented by the Romanian industrial manufacturing sector? More details <https://market-entry-romania.blogspot.com/2019/01/what-are-opportunities-presented-by.html>

To implement the new product in the transmission portfolio, the company has built two new production halls in Sebes, Alba county, Centre Romania, on a surface of approximately 54,000 sqm.

According to the FRD Center research, the manufacturer of household appliances Arctic, owned by the **Turkish Group Arçelik**, has completed in October 2019 an investment of 150 mEUR in a new plant in Ulmi, Dambovită county, Southern Romania. The new plant has been constructed during a period of 17 months, on a surface of around 700,000 sqm. It has a production capacity of 2.2 million washing machines per year.

Similarly, in the home appliances sector which is monitored by FRD Center, the **Italian Group De'Longhi** invests 9 mEUR in automation and equipment for new production lines at its Romanian plant. De'Longhi has a factory in Jucu, Cluj county, NW Romania on a surface of 65,000 sqm where it produces espresso machines, mixers and blenders.

What are the opportunities presented by the Romanian market of Home Appliances? More details at <https://market-entry-romania.blogspot.com/2019/08/the-romanian-home-appliances-market.html>

Another example is the automotive producer **Dacia, owned by the French Group**

The model is available in 3 engine variants: TCe 90 oil, Blue dCi 75 diesel and Blue dCi 95 diesel.

Renault, which launched in November 2019 a new version of the Logan Stepway car.

Automobile Dacia, acquired by the Renault Group in 1999, is the main producer of auto vehicles in Romania. Its

manufacturing unit is located in Mioveni, Argeş county, Southern Romania. Dacia has produced 191,776 auto vehicles in H1 2019, up by 9% compared to the same period of 2018. According to the FRD Center analysis of the financials of Automobile Dacia, the company registered in 2018 a turnover +4.9% higher than in 2017.



Here is their brief profile:

Automobile Dacia SA	
Website:	www.daciagroup.com
Ownership:	Foreign: Renault Group
Key decision markers:	Mr. Christophe Dridi, Managing Director Mr. Mihai Alexa, Director of Powertrain & Chassis Plant
Type of activity:	auto vehicles manufacturing
Profile:	Automobile Dacia, acquired by the Renault Group in 1999, is the main producer of auto vehicles in Romania. Its manufacturing unit is located in Mioveni, Arges county, Southern Romania. Dacia has produced 191,776 auto vehicles in H1 2019, up by 9% compared to the same period of 2018.
Financials	Net turnover: 5,314 mEUR in 2018 Net turnover dynamics: +4.9% in 2018 vs. 2017 No of employees: 14,723 in 2018

Profiles of other companies operating on the Romanian market of Advanced Manufacturing can be consulted below. FRD Center has analysed them and structured the information in this format.

The other **automotive OEM operating in Romania, Ford**, launched in October 2019 the production of the Puma SUV at its manufacturing unit in Craiova, Dolj county, SW Romania. It is the first hybrid model car manufactured in Romania. In order to start the Puma production, Ford has invested approximately 200 mEUR in Craiova.

FRD Center closely monitors the developments in the Automotive Manufacturing Industry in Romania and in Emerging Europe. For a few details consult <https://market-entry-romania.blogspot.com/2019/02/romanian-automotive-manufacturing.html>

Another company in Romania monitored by FRD Center and using advanced manufacturing technologies is the **Italian Group Enova**, specialised in the production of mechanical and electromechanical components and services in the field of industrial automation.

Industrial automation developments in the Emerging Europe region are closely monitored by FRD Center.

They will invest 25 mEUR in an industrial center for the construction of automatic machines in Rovinari, Gorj county, SW Romania.

What is the situation of the imports of machining centres, industrial robots or machine tools in the Emerging Markets in Europe such as Romania, Czechia, Poland, Lithuania, Serbia and Hungary? Here are some details: <https://market-entry-romania.blogspot.com/2019/05/multi-country-analysis-machine-tools.html>

FRD Center has learned that the **Japanese Group JTEKT** will invest 125 mEUR in order to expand the production of its bearings factory Koyo Romania, located 90km from Bucharest. From their production facility in Romania, they supply customers from Europe, Asia and North America, with more than 90% of the production going abroad. Their main products are Tapered roller bearings, Spherical Ball Bearings, Jigs and Tools, and Mast rollers. The Managing Director of Koyo Romania is Mr. Norio Nakamura. More details at <http://koyo.eu/en/plant-company/21-koyo-romania-sa.html>

The Romanian producer of agricultural and forestry machines **IRUM** - another

In 2018, the Romanian production of agricultural and forestry machinery is valued at 17.4 mEUR. According to the FRD Center analysis this represents a growth of +5.3% over 2017.

Romanian company analysed by FRD Center - has completed investments of over 4.8 mEUR in the first ten months of 2019, mainly for the gradual replacement of the conventional machine tools with numerically controlled machine tools in order to increase the productivity.

One major group using Advanced Manufacturing in Romania is Honeywell. Of their local companies active on the Romanian market, FRD Center has selected:

- HONEYWELL ROMANIA SRL with a turnover of 62.8 mEUR and 1061 employees in 2018.
- HONEYWELL ELSTER ROMANIA SRL with a turnover of 18.2 mEUR and 179 employees in 2018.
- HONEYWELL LIFE SAFETY ROMANIA SRL with a turnover of 64.8 mEUR and 655 employees in 2018.

One key Decision Maker is Mr. Lucian Petrisor, the EMEA Business Director at Honeywell, based in Bucharest.

EVENTS

In regards to public specialised events addressing the advanced manufacturing sector in Romania, in October 2019 took place the **10th International Conference on Advanced Manufacturing Technologies**. The event is organised by the Manufacturing Engineering Department within the University Politehnica of

Bucharest and took place in the Industrial Engineering & Robotics Faculty:

<http://www.icamat.ro/>

Some of the topics included:

- Integrated Product Development
- Flexible and Intelligent Manufacturing Systems
- Cutting and Forming Processes and Tools
- Technological Equipments
- Technological Measuring and Control
- Management, Marketing, Production Planning and Quality

Another very interesting event took place in Brasov in November 2019: Smart Factory Forum: **Transition to Industry 4.0 – An insight of industrial business' future** was held at the Demo Metal Brasov exhibition.

Some of the speakers at this forum included key representatives of Schaeffler, Preh, Stabilus, Greenbau, Caditec, Ifm Electronic, PWC, ACAROM - the Romanian Association of Automobile Builders.



EDUCATION

In regards to professional specialisation in **Advanced Manufacturing**, the Transilvania University of Brasov, among other universities in Romania, offers master's degree programme in the field of Industrial Engineering, with the specialisation in Engineering of Advanced Manufacturing Processes.

Students gain skills in developing new products and technologies, in designing technological processes for the manufacture of metallic and plastic products, as well as in using techniques for designing and implementing enterprise management, quality management and industrial project management.

It is a vocational Master's degree programme supported by 11 top industrial companies in Brasov area. The studied disciplines include Manufacturing Design, Technologies Used in Manufacturing Processes, Quality Management, Project Management, Plastic Injection.

COMPANIES ANALYSED BY FRD CENTER THAT USE ADVANCED MANUFACTURING IN ROMANIA INCLUDE:

Automobile Dacia SA	
<i>Website:</i>	www.daciagroup.com
<i>Ownership:</i>	Foreign: Renault Group
<i>Key decision markers:</i>	Mr. Christophe Dridi, Managing Director Mr. Mihai Alexa, Director of Powertrain & Chassis Plant
<i>Type of activity:</i>	auto vehicles manufacturing
<i>Profile:</i>	Automobile Dacia, acquired by the Renault Group in 1999, is the main producer of auto vehicles in Romania. Its manufacturing unit is located in Mioveni, Arges county, Southern Romania. Dacia has produced 191,776 auto vehicles in H1 2019, up by 9% compared to the same period of 2018.
<i>Financials</i>	Net turnover: 5,314 mEUR in 2018 Net turnover dynamics: +4.9% in 2018 vs. 2017 No of employees: 14,723 in 2018

Ford Romania SA	
<i>Website:</i>	www.ford.com
<i>Ownership:</i>	Foreign: Ford Group
<i>Key decision markers:</i>	Mr. Cristian Prichea, Managing Director
<i>Type of activity:</i>	auto vehicles manufacturing
<i>Profile:</i>	Ford has a plant in Craiova, SW Romania, acquired in 2008. It has produced 141,507 auto vehicles in 2018, up by 184.3% compared to 2017. The Ford plant in Craiova has tripled the production of its EcoSport SUV model in 2018 compared to 2017.
<i>Financials</i>	Net turnover: 2,268 mEUR in 2018 Net turnover dynamics: +114.7% in 2018 vs. 2017 No of employees: 4,449 in 2018

For direct in-depth analysis as well as contact with Decision Makers in any of these companies contact the FRD Center team at email: europa@frdcenter.ro

Star Transmission SRL	
<i>Website:</i>	www.stcu.ro
<i>Ownership:</i>	Foreign: Daimler Group
<i>Key decision markers:</i>	Mr. Klaus Eichhorn, General Director
<i>Type of activity:</i>	automotive components manufacturing
<i>Profile:</i>	Star Transmission manufactures gearwheels, shafts and machined components for engines, transmissions and steering systems. Its manufacturing unit is located in Cugir, Alba county, Centre Romania.
<i>Financials</i>	Net turnover: 83.8 mEUR in 2018 Net turnover dynamics: +26.3% in 2018 vs. 2017 No of employees: 1,214 in 2018

Continental Automotive Romania SRL	
<i>Website:</i>	www.continental-corporation.com
<i>Ownership:</i>	Foreign: Continental Group
<i>Key decision markers:</i>	Mr. Christian von Albrichsfeld, CEO Ms. Alina Bratu, Communication Manager
<i>Type of activity:</i>	automotive components manufacturing
<i>Profile:</i>	Continental Group has eight production centres in Romania in all its five divisions. One of them is Continental Automotive Romania SRL, set up in 2000 in Timis county, Western Romania. Continental Group has invested over 175 mEUR in its operations in Romania.
<i>Financials</i>	Net turnover: 902.5 mEUR in 2017 No of employees: 6,886 in 2017

Hella Romania SRL	
<i>Website:</i>	www.hella.com
<i>Ownership:</i>	Foreign: Hella Group
<i>Key decision markers:</i>	Mr. Alin Tapirdea, Managing Director
<i>Type of activity:</i>	automotive components manufacturing
<i>Profile:</i>	Hella Romania is specialised in the production of electronic control modules, actuators - engine compartment, vacuum pumps, accelerator pedals and electric power control modules.
<i>Financials</i>	Net turnover: 688.3 mEUR in 2018 Net turnover dynamics: +14.9% in 2018 vs. 2017 No of employees: 4,145 in 2018

Huf Romania SRL	
Website:	www.huf-group.com
Ownership:	Foreign: Huf Group
Key decision markers:	Mr. Ioan Posa, General Manager
Type of activity:	automotive components manufacturing
Profile:	Founded in 2006, Huf Romania has a manufacturing unit of 22,100 sqm in Arad, Western Romania where it produces door brackets, door handles, keys, lock sets with steering column lock, interior lock sets with latches, garnishes and fuel caps. Its customers are: BMW, Kia, Mitsubishi, Porsche, Renault, Volvo.
Financials	Net turnover: 49.5 mEUR in 2018 Net turnover dynamics: +15.2% in 2018 vs. 2017 No of employees: 506 in 2018

Stabilus Romania SRL	
Website:	www.stabilus.com
Ownership:	Foreign: Stabilus Group
Key decision markers:	Mr. Cristian Popescu, General Director
Type of activity:	automotive components manufacturing
Profile:	Stabilus has a plant in Sanpetru, Brasov county, Centre Romania, opened in 2005, following investments of 10 mEUR. The plant manufactures gas springs for the automotive industry.
Financials	Net turnover: 176 mEUR in 2018 Net turnover dynamics: +6.5% in 2018 vs. 2017 No of employees: 1,223 in 2018

TE Connectivity Sensor Solutions SRL	
Website:	www.te.com
Ownership:	Foreign: TE Group
Key decision markers:	Mr. Dacian Negrea, Plant Operations Manager
Type of activity:	automotive components manufacturing
Profile:	The company has started its activity in February 2018 in Timis county, Western Romania. It produces sensors for the automotive, aviation and medical industries.
Financials	Net turnover: 0.5 mEUR in 2018 No of employees: 44 in 2018

For direct contact with Decision Makers in any of these companies contact the FRD Center team at email: europa@frdcenter.ro

Wipro Infrastructure Engineering SA	
Website:	www.wiproinfra.com
Ownership:	Foreign: Wipro Group
Key decision markers:	Mr. Narasimhan Madhusudan, Head of Marketing & Strategic Sales
Type of activity:	industrial manufacturing
Profile:	Wipro manufactures hydraulic cylinders in its facility in Valcea county, SW Romania. Wipro has acquired the local producer Hervil SA in 2013.
Financials	Net turnover: 11.7 mEUR in 2018 Net turnover dynamics: +48.2% in 2018 vs. 2017 No of employees: 236 in 2018

VAT Romania SRL	
Website:	www.sysmec.ro
Ownership:	Foreign: VAT Group
Key decision markers:	Mr. Corneliu Ioan Gligor, General Manager
Type of activity:	industrial manufacturing
Profile:	Based in Arad county, Western Romania, the company is a large metal processor, serving automotive and high-tech markets.
Financials	Net turnover: 16.8 mEUR in 2018 Net turnover dynamics: -9.1% in 2018 vs. 2017 No of employees: 251 in 2018

Jaeggi Industries	
Website:	www.jaeggi.ro
Ownership:	Foreign: Güntner Group
Key decision markers:	Mr. Darius Hirtie, Administrator
Type of activity:	industrial manufacturing
Profile:	The manufacturer of refrigeration components and air conditioning technology has a production unit in Sibiu county, Centre Romania.
Financials	Net turnover: 32.6 mEUR in 2018 Net turnover dynamics: +30.1% in 2018 vs. 2017 No of employees: 366 in 2018

Marquardt Schaltsysteme SCS	
<i>Website:</i>	www.marquardt.com
<i>Ownership:</i>	Foreign: Marquardt Group
<i>Key decision markers:</i>	Mr. Mourad Halilou, General Manager
<i>Type of activity:</i>	automotive components manufacturing
<i>Profile:</i>	The German producer of electronic equipment for the automotive industry has opened its facility in Sibiu county, Centre Romania in 2005.
<i>Financials</i>	Net turnover: 337 mEUR in 2018 Net turnover dynamics: +1.2% in 2018 vs. 2017 No of employees: 2,659 in 2018

IFM Efactor SRL	
<i>Website:</i>	www.ifm.com
<i>Ownership:</i>	Foreign: IFM Group
<i>Key decision markers:</i>	Mr. Alex Magdoiu, Managing Director
<i>Type of activity:</i>	industrial manufacturing
<i>Profile:</i>	IFM produces sensors, controllers and systems for industrial automation. Its facility is located in Cristian, Sibiu county, Centre Romania.
<i>Financials</i>	Net turnover: 7.6 mEUR in 2018 Net turnover dynamics: +40% in 2018 vs. 2017 No of employees: 256 in 2018

Voestalpine Automotive Components Arad SRL	
<i>Website:</i>	www.voestalpine.com
<i>Ownership:</i>	Foreign: Voestalpine Group
<i>Key decision markers:</i>	Mr. Cornelius Fink, Managing Director
<i>Type of activity:</i>	automotive components manufacturing
<i>Profile:</i>	Based in Arad, Western Romania, the company develops and produces ready-to-install stamped and pressed parts for the automotive industry. It uses state-of-the-art progressive and transfer technologies and innovative production processes.
<i>Financials</i>	Net turnover: 19 mEUR in 2018 Net turnover dynamics: -1.8% in 2018 vs. 2017 No of employees: 225 in 2018

Uzina Automecanica Moreni SA	
Website:	www.uamoreni.ro
Ownership:	Romanian
Key decision markers:	Mr. Ioan Manu, General Director Mr. Valentin Dumitrache, Commercial Director
Type of activity:	military vehicles manufacturing
Profile:	The company is specialised in the production of armoured personnel carriers on wheels. Products manufactured by the company have participated in various security and stability missions, peacekeeping and public order missions in different countries.
Financials	Net turnover: 2.1 mEUR in 2018 Net turnover dynamics: +5.3% in 2018 vs. 2017 No of employees: 289 in 2018

Prysmian Cabluri si Sisteme SA	
Website:	www.prysmiangroup.com
Ownership:	Foreign: Prysmian Group
Key decision markers:	Mr. Sezgin Islamoglu, Director of Operations
Type of activity:	industrial manufacturing
Profile:	Prysmian has inaugurated its new optical cable plant in Slatina, Olt county, SW Romania in 2017, following an investment of 250 mEUR.
Financials	Net turnover: 221 mEUR in 2018 Net turnover dynamics: +16.5% in 2018 vs. 2017 No of employees: 1,132 in 2018

Martur Automotive Seatings and Interiors SRL	
Website:	www.martur.com.tr
Ownership:	Foreign: Martur Group
Key decision markers:	Mr. Ovidiu Gherghina, Operations Manager
Type of activity:	automotive components manufacturing
Profile:	Martur has opened its first overseas production plant in 2015 in Oarja, Arges county, Southern Romania, on a production area of 13.500 sqm. The plant mainly produces seat systems and seat components for Dacia - Renault auto vehicles.
Financials	Net turnover: 122.4 mEUR in 2018 Net turnover dynamics: +104% in 2018 vs. 2017 No of employees: 151 in 2018

For direct contact with Decision Makers in any of these companies contact the FRD Center team at email: europa@frdcenter.ro

Advanced Comfort Systems Romania SRL	
Website:	www.cieautomotive.com
Ownership:	Foreign: CIE Automotive Group
Key decision markers:	Mr. Mihai Ovidiu Popa, Plant Manager
Type of activity:	automotive components manufacturing
Profile:	Founded in 2007, Advanced Comfort Systems Romania offers engineering and manufacturing expertise for car producers. The company started the production in 2008
Financials	Net turnover: 5.5 mEUR in 2018 Net turnover dynamics: +24.6% in 2018 vs. 2017 No of employees: 72 in 2018

TRW Automotive Safety Systems SRL	
Website:	www.zf.com
Ownership:	Foreign: ZF Group
Key decision markers:	Mr. Ovidiu Ambrus, General Director
Type of activity:	automotive components manufacturing
Profile:	In 2019 ZF has acquired the automotive division of the Romanian engineering service provider BeeSpeed. It has been working with the braking system business unit of the ZF Active Safety Division since 2008.
Financials	Net turnover: 269.4 mEUR in 2018 Net turnover dynamics: -5.7% in 2018 vs. 2017 No of employees: 2,695 in 2018

De'Longhi Romania SRL	
Website:	www.delonghi.com
Ownership:	Foreign: De'Longhi Group
Key decision markers:	Mr. Massimo Paronchi, Director of Industrial Operations
Type of activity:	home appliances manufacturing
Profile:	De'Longhi has entered the Romanian market in 2012. It has a production unit of home appliances in Cluj county, NW Romania. De'Longhi has invested in Romania over 50 mEUR.
Financials	Net turnover: 262 mEUR in 2018 Net turnover dynamics: +30% in 2018 vs. 2017 No of employees: 2,170 in 2018

BOS Automotive Products Romania SCS	
<i>Website:</i>	www.bos.de
<i>Ownership:</i>	Foreign: BOS Group
<i>Key decision markers:</i>	Mr. Jurgen Hellebrand, CEO
<i>Type of activity:</i>	automotive components manufacturing
<i>Profile:</i>	BOS has a manufacturing unit covering 12,300 sqm in Arad, Western Romania. It produces shading systems, trunk protection systems, safety nets or armrests.
<i>Financials</i>	Net turnover: 84.7 mEUR in 2018 Net turnover dynamics: -4.2% in 2018 vs. 2017 No of employees: 809 in 2018

E-Cablaje SA	
<i>Website:</i>	www.e-cablaje.ro
<i>Ownership:</i>	Romanian
<i>Key decision markers:</i>	Mr. Razvan Trifu, CEO
<i>Type of activity:</i>	automotive components manufacturing
<i>Profile:</i>	Founded in 2004, E-Cablaje is specialised in the manufacturing of electrical wiring harnesses. Its manufacturing unit is located in In Bistrita Nasaud county, NW Romania.
<i>Financials</i>	Net turnover: 8.3 mEUR in 2018 Net turnover dynamics: -1.8% in 2018 vs. 2017 No of employees: 388 in 2018

Jacquemet Invest SRL	
<i>Website:</i>	www.jacquemet-invest.ro
<i>Ownership:</i>	Foreign: Jacquemet Group
<i>Key decision markers:</i>	Ms. Adela Vaidner, Technical and Production Manager
<i>Type of activity:</i>	automotive components manufacturing
<i>Profile:</i>	Established in 2003, Jacquemet Invest specialises in working wire and manufacturing springs. It has a production unit of 2,600 sqm in Hunedoara county, Western Romania.
<i>Financials</i>	Net turnover: 1.7 mEUR in 2018 Net turnover dynamics: -1.8% in 2018 vs. 2017 No of employees: 41 in 2018

Euro Sandow Filiala Bucuresti SRL	
Website:	www.eurosandow.com
Ownership:	Foreign: Euro Sandow Group
Key decision markers:	Ms. Ilinca Ardelean, General Manager Mr. Marius Diaconu, Sales Manager
Type of activity:	automotive components manufacturing
Profile:	Set up in 2003, the company is specialised in the production of elastic and rigid nets, cables and straps.
Financials	Net turnover: 1.7 mEUR in 2018 Net turnover dynamics: +9.8% in 2018 vs. 2017 No of employees: 92 in 2018

Anorom SRL	
Website:	www.anorom.ro
Ownership:	Romanian
Key decision markers:	Mr. Septimiu Lascau, General Director Mr. Ioan Popa, Production Director
Type of activity:	metal processing
Profile:	Anorom is specialised in the treatment of aluminium and aluminium surfaces. It is based in Hunedoara county, Western Romania.
Financials	Net turnover: 1.2 mEUR in 2018 Net turnover dynamics: +10.3% in 2018 vs. 2017 No of employees: 26 in 2018

Edorom Metal SRL	
Website:	www.edorom.ro
Ownership:	Foreign: Dekem Group
Key decision markers:	Mr. Vasile Moldovanu, Director
Type of activity:	cold plastic deformation
Profile:	Founded in 2004, Edorom Metal provides metal products obtained by cold plastic deformation: stamping, cutting, drawing.
Financials	Net turnover: 4.3 mEUR in 2018 Net turnover dynamics: -1.3% in 2018 vs. 2017 No of employees: 29 in 2018

MDE Converting SRL	
<i>Website:</i>	www.mdeconverting.ro
<i>Ownership:</i>	Romanian
<i>Key decision markers:</i>	Mr. Mircea Ghita, General Manager
<i>Type of activity:</i>	tape rolls converting
<i>Profile:</i>	MDE Converting is specialised in converting large adhesive tape log-rolls, customised die-cuts by mechanical and laser cutting processes, lamination processes with different plastics, foams and adhesive tapes. It targets the following industries: automotive, home appliances, electronics etc.
<i>Financials</i>	Net turnover: 3.5 mEUR in 2018 Net turnover dynamics: +60.3% in 2018 vs. 2017 No of employees: 28 in 2018

Schlemmer Romania SRL	
<i>Website:</i>	www.schlemmer.com
<i>Ownership:</i>	Foreign: Schlemmer Group
<i>Key decision markers:</i>	Mr. Alin Stavariu, General Manager
<i>Type of activity:</i>	automotive components manufacturing
<i>Profile:</i>	Schlemmer Romania started the production in 2006. Its production unit is located in Satu Mare, NW Romania.
<i>Financials</i>	Net turnover: 33.3 mEUR in 2018 Net turnover dynamics: +13.6% in 2018 vs. 2017 No of employees: 345 in 2018

Delta Rom Technologies SA	
<i>Website:</i>	www.delta-rom.ro
<i>Ownership:</i>	Foreign: Delta Composants and Auge Microtechnic
<i>Key decision markers:</i>	Mr. Gheorghe Cernatescu, Executive Director
<i>Type of activity:</i>	metallic parts manufacturing
<i>Profile:</i>	Established in 2000, Delta Rom Technologies is a producer of metallic parts for automotive, electrical and electronical industries and wire harness for electronical, automotive and appliances industries. It is based in Arges county, Southern Romania on a surface of 3,000 sqm.
<i>Financials</i>	Net turnover: 2.2 mEUR in 2018 Net turnover dynamics: +12.2% in 2018 vs. 2017 No of employees: 59 in 2018

For direct contact with Decision Makers in any of these companies contact the FRD Center team at email: europa@frdcenter.ro

Osma Plast Romania SRL	
Website:	www.osma-group.com
Ownership:	Foreign: Osma Group
Key decision markers:	Mr. Dan Sandor, General Manager
Type of activity:	plastic processing
Profile:	The company is specialised in the production of thermoplastic injection components. Its production unit is located in Turda, Cluj county, NW Romania.
Financials	Net turnover: 8.9 mEUR in 2018 Net turnover dynamics: +6.2% in 2018 vs. 2017 No of employees: 147 in 2018

AAGES SA	
Website:	www.aages.ro
Ownership:	Romanian
Key decision markers:	Mr. Gabor Molnar, General Director
Type of activity:	industrial manufacturing
Profile:	Set up in 1990 in Mures county, Centre Romania, AAGES manufactures induction heating machines for a large range of applications. Its products are exported to 25 countries.
Financials	Net turnover: 6.5 mEUR in 2018 Net turnover dynamics: +39.3% in 2018 vs. 2017 No of employees: 109 in 2018

Electroprecizia Tools Production SRL	
Website:	www.electroprecizia.ro
Ownership:	Romanian
Key decision markers:	Mr. Adrian Secelean, General Director
Type of activity:	tools manufacturing
Profile:	The company is a tool-maker specialised in high pressure die casting tools, trimming tools, die, progressive die, plastic injection tools, control and manufacturing devices. It is based in Sacele, Brasov county, Centre Romania.
Financials	Net turnover: 1.3 mEUR in 2018 Net turnover dynamics: +31% in 2018 vs. 2017 No of employees: 56 in 2018

RAAL SA	
Website:	www.raal.ro
Ownership:	Romanian
Key decision markers:	Mr. Paul Ilies, General Director
Type of activity:	industrial manufacturing
Profile:	RAAL is a main manufacturer of complete cooling systems and heat exchangers made of aluminium alloys and stainless steel. Its portfolio includes: radiators, oil coolers, air coolers, condensers and evaporators for agricultural, construction, industrial equipment and automotive applications.
Financials	Net turnover: 70.3 mEUR in 2018 Net turnover dynamics: +15% in 2018 vs. 2017 No of employees: 2,405 in 2018

Electrolytic Coating SRL	
Website:	www.electrolyticcoating.com
Ownership:	Foreign: Cinicrom Group
Key decision markers:	Mr. Ionut Andrei Zamblau, Production Manager
Type of activity:	surface treatment
Profile:	Electrolytic Coating is specialised in surface treatment. The company provides ZnNi surface treatment on metal parts for automotive industry.
Financials	Net turnover: 2.6 mEUR in 2018 Net turnover dynamics: +13.7% in 2018 vs. 2017 No of employees: 41 in 2018

Zaleco SRL	
Website:	www.zaleco.eu
Ownership:	Romanian
Key decision markers:	Mr. Lucian Sacui, Managing Director
Type of activity:	packaging manufacturing
Profile:	Based in Oradea, Bihor county, NW Romania, Zaleco is a packaging converter. It offers conversion services of cardboard, foams, corrugated plastic, wood etc.
Financials	Net turnover: 1.3 mEUR in 2018 Net turnover dynamics: +44.3% in 2018 vs. 2017 No of employees: 30 in 2018

Plastor SA	
<i>Website:</i>	www.plastor.ro
<i>Ownership:</i>	Romanian
<i>Key decision markers:</i>	Mr. Ion Seres, General Director
<i>Type of activity:</i>	plastic processing
<i>Profile:</i>	Plastor is a main plastic processor on the domestic market. The company manufactures plastic components for automotive industry, electrical devices, medical devices, electronics etc.
<i>Financials</i>	Net turnover: 27.7 mEUR in 2018 Net turnover dynamics: +10% in 2018 vs. 2017 No of employees: 759 in 2018

DS Smith Packaging Romania SRL	
<i>Website:</i>	www.dssmith.com
<i>Ownership:</i>	Foreign: DS Smith Group
<i>Key decision markers:</i>	Mr. Remus Craciun, General Manager
<i>Type of activity:</i>	packaging manufacturing
<i>Profile:</i>	DS Smith is a significant packaging provider. DS Smith has completed in March 2018 its 208 mEUR acquisition of EcoPack and EcoPaper in Romania. The combined business is a main integrated packaging and paper group on the domestic market.
<i>Financials</i>	Net turnover: 32.8 mEUR in 2018 Net turnover dynamics: +11.6% in 2018 vs. 2017 No of employees: 217 in 2018

Componente Auto SA	
<i>Website:</i>	www.catgroup.ro
<i>Ownership:</i>	Romanian
<i>Key decision markers:</i>	Mr. Radu Constantin Caraivan, General Director
<i>Type of activity:</i>	automotive components manufacturing
<i>Profile:</i>	With an experience of over 40 years in the automotive industry, Componente Auto is specialised in the manufacturing of parts and assemblies. Its range of products includes: steering tie rods, rod ends, inner ball joints, connecting rods, suspension ball joints, anti-roll bars, nipple oil filters.
<i>Financials</i>	Net turnover: 18.1 mEUR in 2018 Net turnover dynamics: -4% in 2018 vs. 2017 No of employees: 414 in 2018

For direct contact with Decision Makers in any of these companies contact the FRD Center team at email: europa@frdcenter.ro

Kuka Automatizare Romania SRL	
Website:	www.kuka.com
Ownership:	Foreign: Kuka Group
Key decision markers:	Mr. Oliver Pfister, CEO
Type of activity:	tools manufacturing
Profile:	Kuka Automatizare Romania is a specialist for innovative joining and forming processes for a wide range of materials. It is a main supplier of automated production and assembly solutions for sustainable industrial manufacturing. The company is based in Sibiu county, Centre Romania.
Financials	Net turnover: 13.8 mEUR in 2018 Net turnover dynamics: +25.3% in 2018 vs. 2017 No of employees: 273 in 2018

TB&C Outsert Romania SRL	
Website:	www.hybrid-technologies.com
Ownership:	Foreign: TB&C Group
Key decision markers:	Ms. Mariana Balint, Head of HR
Type of activity:	plastic processing
Profile:	TB&C Outsert Romania has been established in 2014, with focus on assembly of sunroof mechanics. In 2017 the plant has been expanded through the acquisition of a new production hall and start-up of injection moulding for roof mechanisms and wind deflectors.
Financials	Net turnover: 20.2 mEUR in 2018 Net turnover dynamics: +20% in 2018 vs. 2017 No of employees: 112 in 2018

Proinvest Group SRL	
Website:	www.proinvestgroup.ro
Ownership:	Romanian
Key decision markers:	Mr. Vasile Sandu, General Manager
Type of activity:	steel processing
Profile:	Proinvest Group is specialised in steel processing, from simple components for construction to tooling precision mechanical components. The company is based in Iasi county, NE Romania.
Financials	Net turnover: 29.7 mEUR in 2018 Net turnover dynamics: +25.4% in 2018 vs. 2017 No of employees: 467 in 2018

Leman Industrie SRL	
<i>Website:</i>	www.leman-industrie.com
<i>Ownership:</i>	Foreign: Leman Industrie Group
<i>Key decision markers:</i>	Mr. Gelu Mateescu, General Director
<i>Type of activity:</i>	industrial manufacturing
<i>Profile:</i>	Founded in 2005, the Timisoara unit in Romania has been the Leman Industrie first base in Eastern Europe. It has a surface area of 8,500 sqm. The plant has 16 punch presses and 29 injection presses and is ISO 9001 and ISO 14001 certified.
<i>Financials</i>	Net turnover: 16.1 mEUR in 2018 Net turnover dynamics: -1% in 2018 vs. 2017 No of employees: 291 in 2018

ICPEST SRL	
<i>Website:</i>	www.icpest.ro
<i>Ownership:</i>	Romanian
<i>Key decision markers:</i>	Mr. Octavian Ureche, General Manager
<i>Type of activity:</i>	industrial manufacturing
<i>Profile:</i>	Established in 1991, ICPEST is specialised in the manufacturing of parts by mechanical processing and plastic deformation, reconditioning of worn parts, design and execution of devices and moulds, prototypes manufacturing, design and execution of complex assemblies.
<i>Financials</i>	Net turnover: 3.6 mEUR in 2018 Net turnover dynamics: +25.8% in 2018 vs. 2017 No of employees: 55 in 2018

Schulte & Schmidt SRL	
<i>Website:</i>	www.schulte-schmidt.ro
<i>Ownership:</i>	Foreign: Schulte & Schmidt Group
<i>Key decision markers:</i>	Mr. Gheorghe Borcan, General Director
<i>Type of activity:</i>	aluminium die casting
<i>Profile:</i>	Founded in 2007, the Schulte & Schmidt plant in Brasov, Centre Romania has a production area of 12,000 sqm. It has experience in the die casting and aluminium processing industry. Its services include: melting, high pressure die casting, surface treatment, mechanical machining and assembly.
<i>Financials</i>	Net turnover: 22.4 mEUR in 2018 Net turnover dynamics: +7.2% in 2018 vs. 2017 No of employees: 234 in 2018

Dedienne Roumanie SRL	
Website:	www.dedienne.com
Ownership:	Foreign: Dedienne Group
Key decision markers:	Ms. Teodora Tarog, General Manager
Type of activity:	plastic processing
Profile:	Dedienne is specialised in manufacturing of plastic parts. Its plant is located in Fagaras, Brasov county, Centre Romania.
Financials	Net turnover: 11 mEUR in 2018 Net turnover dynamics: +12% in 2018 vs. 2017 No of employees: 224 in 2018

For in-depth analysis of any of the players in Advanced Manufacturing in Romania and Central Eastern Europe contact the FRD Center team at email: europa@frdcenter.ro

Players - examples	
DTR Draxlmaier Systeme Tehnice Romania www.draexlmaier.com	It is a major producer of automotive components on the Romanian market.
Technoplast Injection www.tecnoplasteu.it	Owned by Technoplast Italy, the company is specialised in plastic processing.
Barum Technik www.barum-technik.ro	Founded in 1994, the company is specialised in coating with powder dyes and KTL coating of metal components.
CGR Transilvania www.cgr.fr	Part of CGR Group, it is specialised in moulding, over-moulding, stamping and assembly in mechatronics.
Oechsler Romania www.oechsler.com	The Oechsler Group has opened its Romanian location in Lipova in 2007. It manufactures precision plastic parts and complex assembly units on an area of 6,500 sqm.
Marca Romania www.marcagroup.it	The Italian Group Marca opened in 2002 its injection thermoplastic moulding factory in Arges county, Southern Romania.
CTS Romania www.cts-romania.eu	Founded in 2003, it is specialised in liquid painting applications, zinc plating and chrome plating on plastics.
UPRUC TPA www.upructpa.ro	It is a stainless steel foundry based in Fagaras, Brasov county, Centre Romania.

Valeo Lighting Injection www.valeo.com	Part of Valeo Group, the company produces automotive components.
Honeywell Life Safety Romania www.honeywell.com	The producer of electrical equipment Honeywell Life Safety Romania has recorded a net turnover of 65 mEUR in 2018, up by 17% compared to 2017.
Faurecia Romania www.faurecia.com	The Faurecia plant in Pitesti, Southern Romania manufactures nearly 4 million automotive parts each month.
International Automotive Components Group www.iacgroup.com	The producer of automotive components IAC has entered the Romanian market in 2012 by opening a manufacturing facility in Bals, Olt county, SW Romania.
Dura Automotive Romania www.duraauto.com	The company manufactures in its plant in Timis county, Western Romania shifter systems, light duty cables and parking brakes.
ZES Zollner Electronic www.zollner-electronics.com	The German manufacturer of electrical equipment has production units in Satu Mare, NW Romania.
Celestica Romania www.celestica.com	The Celestica site in Bihor county, NW Romania has the following capabilities: printed circuit assembly, systems assembly and integration.
Industrial Robotic Manufacturing Solutions www.irms.ro	It is a Romanian company specialised in engineering services for automotive BIW, turnkey industrial automation solutions and industrial mechanical design.
Gelco Prod www.gelcoprod.ro	It is a metal processing company established in 2004.
Drakuplast www.plastgroupsrl.com	Part of Plast Group, Drakuplast is specialised in plastic processing.
Mahle Componente de Motor www.mahle.com	The Romanian subsidiary of the German producer of automotive components Mahle is based in Timis county, Western Romania.
Fujikura Automotive Romania www.fujikura.com	The company manufactures automotive wire harnesses in its facility in Cluj county, NW Romania.
Leoni Wiring Systems Arad www.leoni.ro	Leoni manufactures wiring systems in its facility in Arad, Western Romania.
GMAB Consulting www.gmab.ro	It is a company providing design, simulation, manufacturing and automation services to the global automotive industry.
Autoliv Romania www.autoliv.com	The automotive components manufacturer Autoliv Romania has recorded a net turnover of 860 mEUR in 2018.

Market entry with FRD Center

FRD Center is monitoring the market opportunities on the Industrial Manufacturing, Automotive, Machine-Tools, Technology sector in CE Europe, Eastern Europe and SE Europe.

Upon demand, FRD Center analyses the export and the procurement opportunities for international manufacturers of machinery and equipment, automotive components, OEMs and provides Target Origination and New Vendor Identification services.

For almost 20 years, FRD Center facilitates commercial relations between foreign manufacturers, investors, exporters with local key decision makers and provides B2B matchmaking, Trade Missions, Inward Buyer Missions, Roundtables etc.



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For tailored Market Research, New supplier qualification, B2B Matchmaking with local players in the sector, Deal Origination and M&A assistance feel free to contact

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