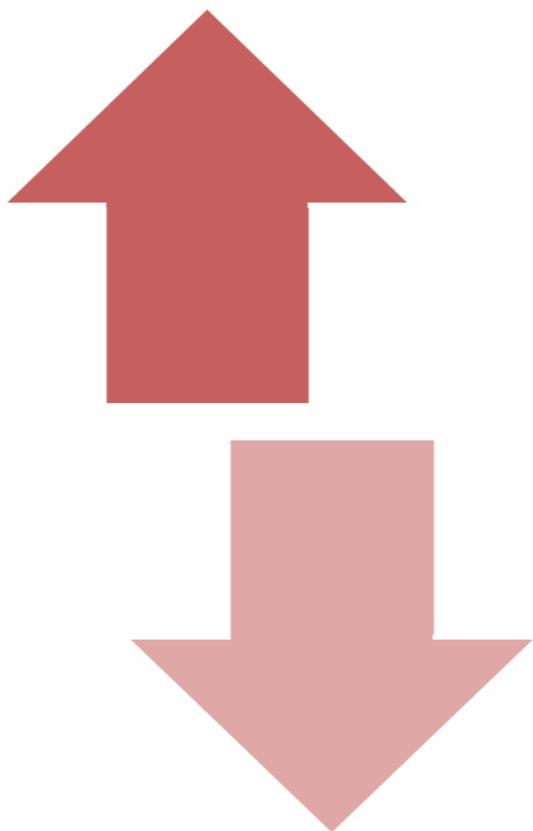


# TOP 300

Romania  
2010



Bucharest, 2011 November

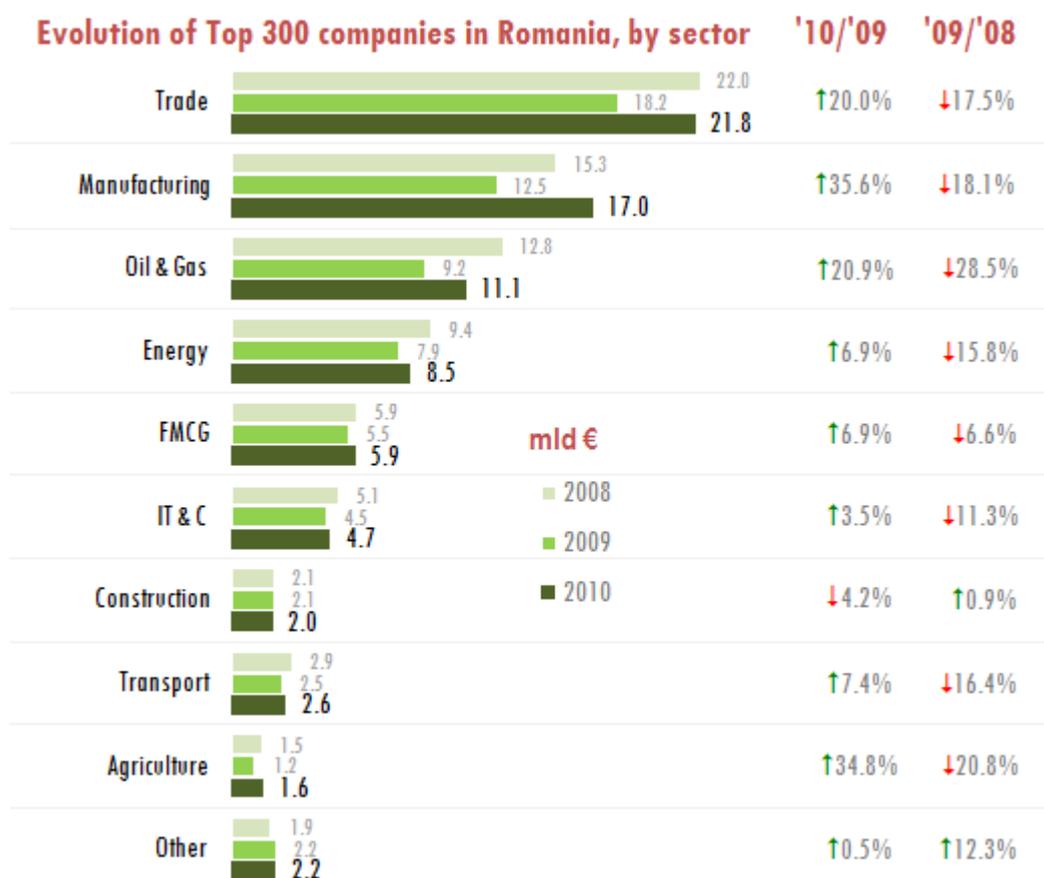
**Interbiz**  
research • consulting

266-268 Calea Rahovei  
Bucharest, District 5  
T: +40-728.268.262  
F: +40-21.423.11.30  
[www.interbizgroup.ro](http://www.interbizgroup.ro)

- ▶ TOP 300 non-financial companies recorded sales of €77.4 bln in 2010 (63% of GDP)
- ▶ ↑17.6% y.o.y.
- ▶ only construction companies recorded decreasing sales

- ▶ the revenue from sales (turnover) of TOP 300 non-financial companies of Romania reached €77.4 bln in 2010 (↑17.6% comparing to 2009)
- ▶ their share in GDP was 63.4% in 2010, up from 56.8% in 2009 and 57.7% in 2008
- ▶ in 2011 the turnover of the TOP 300 will increase by ~25% to €96.6 bln, which would mean a 74% share in GDP
- ▶ in the two years of recession, most companies of TOP 300 returned or exceeded the value recorded in 2008. The TOP 300 turnover in 2011 will exceed those of 2008
- ▶ in 2010 there were in the spotlight by spectacular increases the companies of TOP 300 from manufacturing (↑35.6%) and those from agriculture (↑34.8%). The construction companies were the only ones with decreasing turnover in 2010 compared to 2009 (↓4.2%)

### Evolution of Top 300 companies in Romania, by sector



- ▶ in 2010 there were 470,100 active non-financial companies in Romania (519,400 in 2009). The companies from "Agriculture" are not included.
- ▶ TOP 300 evolved much better than the TOTAL companies in Romania in 2010 => polarization and globalization have increased. This trend was observed both in Europe and worldwide.

### Performances of TOP 300 vs TOTAL companies in Romania, by sector

	Industry		Construction		Trade		Services		TOTAL	
	2010	2009	2010	2009	2010	2009	2010	2009	2010	2009
<b>TOTAL COMPANIES ROMANIA*</b>										
Turnover (€ bln)	76.6	67.1	17.3	18.8	84.8	81.1	36.1	35.0	214.7	202.0
Net income rate	1.5%	0.7%	1.1%	3.2%	0.1%	0.9%	(0.8%)	2.3%	0.5%	1.3%
<b>TOP 300*</b>										
Turnover (€ bln)	42.8	35.5	2.2	2.2	21.8	18.2	8.9	8.6	75.7	64.5
Net income rate	2.8%	1.8%	8.0%	2.3%	0.8%	0.9%	(3.5%)	1.9%	1.6%	1.6%
<b>Share of TOP 300 in total (by turnover)</b>										
	56%	53%	13%	12%	26%	22%	25%	25%	35%	32%

\* - excluding "Agriculture"

Sources: NIS, Ministry of Finance, InterBiz calculation

TOP 50           ↑19%  
 TOP 300        ↑18%  
 TOTAL Romania   ↑6%

During recession large companies  
 have become larger

**TOP 50 companies, evolution 2009 - 2010**

Rank 2010	Rank 2009	Company	Sector	Turnover (€ mln)			Net income rate	
				2010	2009	y.o.y.	2010	2009
1	1	OMV PETROM	oil & gas	3,314	3.031	↑9.4%	12.9%	10.7%
2	2	AUTOMOBILE-DACIA	automotive	2,709	2.125	↑27.5%	2.6%	2.6%
3	3	ROMPETROL RAFINARE	oil & gas	1,686	1.482	↑13.8%	(9.4%)	(7.5%)
4	8	NOKIA	industry	1,606	1.028	↑56.3%	2.7%	3.7%
5	5	ROMPETROL DOWNSTREAM	fuel trading	1,458	1.238	↑17.7%	(1.6%)	(1.6%)
6	4	METRO CASH & CARRY	trade	1,254	1.356	↓7.6%	2.6%	2.2%
7	15	PETROTEL LUKOIL	oil & gas	1,188	784	↑51.5%	6.1%	10.5%
8	7	BRITISH AMERICAN TOBACCO	tobacco	1,147	1.040	↑10.3%	4.6%	7.4%
9	11	KAUFLAND ROMANIA	trade	1,109	872	↑27.3%	3.7%	2.1%
10	31	OMV PETROM MARKETING	fuel trading	1,087	429	↑153.6%	2.5%	2.0%
11	16	LUKOIL ROMANIA	fuel trading	1,084	777	↑39.5%	(3.6%)	(2.6%)
12	6	ORANGE	IT & C	988	1.044	↓5.4%	22.4%	25.9%
13	13	ARCELORMITTAL GALATI	metallurgy	985	846	↑16.3%	(8.3%)	(39.5%)
14	9	CARREFOUR ROMANIA	trade	931	1.027	↓9.4%	3.6%	2.0%
15	12	GDF SUEZ ENERGY	oil & gas	894	856	↑4.4%	5.3%	10.5%
16	18	ROMGAZ	oil & gas	849	754	↑12.6%	18.2%	17.9%
17	10	VODAFONE	IT & C	824	929	↓11.4%	14.0%	26.3%
18	17	REAL,- HYPERMARKET	trade	779	761	↑2.4%	(2.8%)	(7.6%)
19	22	HIDROELECTRICA	energy	778	571	↑36.1%	10.0%	2.3%
20	19	SELGROS CASH & CARRY	trade	765	718	↑6.5%	3.1%	3.4%
21	14	ROMTELECOM	IT & C	719	788	↓8.7%	(7.7%)	3.4%
22	27	MOL PETROLEUM PRODUCTS	fuel trading	636	447	↑42.1%	3.1%	3.9%
23	21	TRANSELECTRICA	energy	605	586	↑3.1%	0.4%	0.2%
24	118	OMV PETROM GAS	oil & gas	594	168	↑253.1%	4.2%	8.6%
25	20	E.ON ENERGIE ROMANIA	oil & gas	586	604	↓2.9%	(3.9%)	5.5%
26	39	RENAULT INDUSTRIE ROUMANIE	automotive	577	352	↑64.0%	0.0%	0.5%
27	25	MEDIPLUS EXIM	pharma trading	553	464	↑19.4%	1.6%	4.1%
28	84	GRUP SERVICII PETROLIERE	oil & gas	548	218	↑151.9%	0.3%	3.0%
29	23	PHILIP MORRIS TRADING	tobacco	481	517	↓6.9%	1.4%	3.6%
30	33	COSMOTE ROMANIAN MOBILE TELECOM.	IT & C	469	424	↑10.6%	(13.9%)	(13.2%)
31	24	CFR CALATORI	transport	468	473	↓1.1%	(4.4%)	(10.5%)
32	32	J.T. INTERNATIONAL	tobacco	463	426	↑8.7%	(3.1%)	(1.0%)
33	29	ELECTROCENTRALE BUCURESTI	energy	460	439	↑4.8%	0.0%	0.0%
34	30	ENEL ENERGIE	energy	456	437	↑4.4%	(1.7%)	(2.5%)
35	26	ENEL ENERGIE MUNTENIA	energy	436	453	↓3.8%	0.1%	0.7%
36	44	ALRO	metallurgy	430	333	↑29.3%	8.8%	5.5%
37	35	JT INTERNATIONAL MANUFACTURING	tobacco	424	388	↑9.3%	0.3%	0.5%
38	82	CARGILL AGRICULTURA	agriculture	419	225	↑86.1%	(3.6%)	(5.8%)
39	34	RCS & RDS	IT & C	418	391	↑6.8%	-4.0%	12.8%
40	28	COCA-COLA HBC	FMCG	415	440	↓5.7%	10.9%	9.2%
41	43	CONTINENTAL AUTOMOTIVE PRODUCTS	automotive	410	335	↑22.5%	11.4%	14.5%
42	56	DAEWOO MANGALIA HEAVY INDUSTRIES	industry	403	303	↑32.9%	(8.3%)	(33.0%)
43	49	INTERAGRO	agriculture	399	312	↑27.9%	5.3%	(4.4%)
44	94	OSCAR DOWNSTREAM	fuel trading	398	200	↑99.4%	2.2%	6.3%
45	37	REWE	trade	384	368	↑4.4%	1.9%	2.6%
46	63	AUTOLIV	automotive	384	275	↑39.8%	9.1%	2.5%
47	57	ALFRED C. TOEPFER INTERNATIONAL	trade	380	299	↑27.2%	(1.9%)	(0.4%)
48	36	PORSCHE ROMANIA	auto trading	377	382	↓1.4%	5.5%	10.0%
49	69	BUNGE	FMCG	372	261	↑42.5%	(1.7%)	(3.8%)
50	67	MICHELIN	automotive	372	265	↑40.3%	3.7%	(11.6%)
<b>TOP 50</b>				<b>39,469</b>	<b>33,239</b>	<b>↑18.7%</b>	<b>2.9%</b>	<b>2.9%</b>
<b>TOP 300</b>				<b>77,370</b>	<b>65,768</b>	<b>↑17.6%</b>	<b>1.5%</b>	<b>1.5%</b>
<b>TOTAL COMPANIES ROMANIA</b>				<b>214,746</b>	<b>201,970</b>	<b>↑6.3%</b>	<b>0.5%</b>	<b>1.3%</b>
... TOP 50 share in TOTAL ROMANIA				18.4%	16.5%			
... TOP 300 share in TOTAL ROMANIA				36.0%	32.6%			

Sources: Ministry of Finance, InterBiz | research & consulting