|  |  |  |
| --- | --- | --- |
| Embassy of RomaniaTel Aviv | united-states-flag_1848_33254429 | flag_ro |

**Commercial & Economic Promotion Office January 2014 – No. 73 rd**

**Monthly News Bulletin**

****

|  |
| --- |
| **Inside**  |
| Page: 2 - 6 - Romanian economic newsPage: 6 - 8 - Financial and banking news |
| Page: 8 - 10 - Companies news Page: 10 - 14 - Business opportunitiesPage 14- 15 - International exhibitions in Romania  |

**1. ROMANIAN ECONOMIC NEWS**

**1.1** [**WB: Romania’s economic growth this year same as in 2013**](http://www.nineoclock.ro/wb-romania%E2%80%99s-economic-growth-this-year-same-as-in-2013/)

**PM Victor Ponta asked the ministers yesterday (14.01) to set new targets for economic growth for 2014. The minister of Budget, Liviu Voinea said the economic growth of Romania last year was probably “closer” to 3 pc, higher than the government estimation.**

The Romanian economy will register this year an increase of 2.5 percent, similar to that estimated for 2013, as the indicator is expected to pick up next year to 2.7 percent, says the World Bank’s newly-released Global Economic Prospects (GEP) report. WB thus improved the estimations for 2013 and 2014 in the case of Romania, compared to last year’s edition of the report, but reduced the economic growth forecast for next year. WB anticipated last year for Romania an economic growth of 1.6 pc in 2013, 2.2 pc in 2014, respectively 3pc in 2015. PM Victor Ponta asked the ministers yesterday to set new targets for economic growth for 2014, claiming during the Government meeting that the data available by now reveal that 2013 was the best economic year after 2008 at least.
In his turn, the minister of Budget, Liviu Voinea said Tuesday in an interview with Bloomberg quoted by Mediafax, during a conference held by Euromoney in Vienna, that the economic growth of Romania last year was probably “closer” to 3 pc, higher than the government estimation, driven by the recovery of consumption in Q4. “After the first nine months, we had an increase of 2.7 pc, while at the end of the year it will stand between 2.5 pc and 3 pc……. (Full art.: Nine o’Clock 15.01)

# 1.2 [EBRD foresees 2.4 pc economic growth with some crediting risks](http://www.nineoclock.ro/ebrd-foresees-2-4-pc-economic-growth-with-some-crediting-risks/)

Romania will have this year an economic growth of 2.4 per cent, EBRD experts estimate, mainly driven by export and internal demand, with the main risks being in the crediting sector, because of bad loans and the reduction of cross-border financing by foreign banks. The prospects of economic increase are limited by the difficult situation of the euro zone, according to the European Bank for Reconstruction and Development (EBRD) Regional Economic Prospects report, released yesterday. At the same time, the high level of bad loans, above 20 per cent of the total volume of loans, and the continuation of the process of cross-border disintermediation by foreign banks might hamper growth prospects on a short-term, by limiting the recovery rate of crediting, EBRD warns. The bank estimates that the Romanian economy advanced by 2.5 per cent last year, after a growth rate of 2.8 percent at 9 months, driven by exports and agriculture. EBRD invested last year EUR 510 M in Romania, participating in 32 projects. EBRD investments in Romania amount to a total figure of EUR 6.4 bln, in projects worth a cumulated EUR 20.3 bln, according to the bank. The Romanian economy advanced by 4.1 per cent in Q3, the fastest advance in the last two years, supported by exports and a good agricultural crop, according to authorities.
The latest report also said that cross-border deleveraging appeared to have intensified again, most rapidly in several central Europe and Baltic countries (CEB) and in south-eastern Europe (SEE), a factor that was delaying a resumption of credit growth. The report did point to a welcome increase in local currency lending in a number of CEB and SEE countries, including Hungary, Poland, Bulgaria and FYR Macedonia. In these countries the availability of foreign currency credit had been hit by the deleveraging process, while local currency credit had moderately grown.

**1.3** [**Inflation 1.55 pc in 2013, close to minimum of BNR’s target interval**](http://www.nineoclock.ro/inflation-1-55-pc-in-2013-close-to-minimum-of-bnrs-target-interval/)

*Salaries up RON 35 in November to RON 1,650 lei, according to data released by INS.*

 The annual inflation at the end of 2013 was 1.55 per cent, according to a release of the National Institute of Statistics (INS). The consumer price index was thus close to the lower end of the target interval of the National Bank of Romania (BNR). The central bank had set for 2013 an inflation target of 2.5 per cent, plus/minus one percentage point.
In 2013, the food prices declined by 1.81 per cent in December, compared to December 2012, while the non-food goods’ and services’ prices advanced by 3.62 per cent and 3.43 per cent respectively, according to INS’s release. Throughout last year, the largest price falls were seen for eggs – 14.67 pc, bread – 11.39 pc, and edible oil – 10.61 pc. On the other hand, the largest price rises were those of water, waste water and garbage collection – 12.07 pc, natural gas – 9.25 pc, tobacco and cigarettes – 8.66 pc, and electricity – 7.9 pc.
In December 2013, on a November 2013 basis, the inflation was 0.33 per cent. Food prices have advanced by 0.62 per cent, non-food goods’ prices by 0.15 per cent, and services tariffs by 0.2 per cent. During the same period, the largest price increases were recorded for potatoes – 9.86 per cent, eggs – 7.24 per cent, and fresh and canned vegetables – 5.51 per cent. On the contrary, citrus fruit were 2.81 per cent cheaper. ‘The average price increase, overall for the last 12 months (January 2012 – December 2013) compared to the previous 12 months (January 2012 – December 2013) based on the Consumer Price Index (CPI) was 4 per cent; based on the Harmonized Index of Consumer Price (HICP), it was 3.2 per cent,’ the INS release also mentions.
The net average nominal salary reached RON 1,650 in November, up 2.2 pc (RON 35) against October and 4.8 pc compared to the same month of 2012, with the highest values being registered in the sector of financial intermediations and the lowest in hotels and restaurants, according to INS figures. In financial intermediations, the net nominal average salary was RON 4,118, while in hotels and restaurants it barely reached RON 905.
The most significant increase of the net average nominal salary were registered in the activities auxiliary to financial intermediations (including insurances and pension funds), by 27.2 pc, and in the production of road vehicles, trailers and half-trailers, respectively other extractive activities, between 10 and 12 pc………..(Full art.: Nine o’clock 14.01).

**1.4 Industrial production up 7 pc in first 11 months of 2013**

The same provisional data published by INS reveals that the industrial production grew, as gross series and adjusted series depending on the number of workdays and seasonality by 7.6 per cent, 7 per cent respectively in the first 11 months of 2013 compared to the similar time span of 2012. The industrial production (gross series) grew in Nov. 2013 from the previous month by 9 per cent and as an adjusted series depending on the number of workdays and seasonality by 9.9 percent. According to INS, between Jan 1 and Nov. 30, 2013, compared to the same interval of 2012, the industrial production (gross series) was higher by 7.6 per cent, supported by the processing industry that surged by 9 per cent and the extractive industry (2.2 per cent). The production and supply of electric energy and heat, gas, hot water and air conditioning went down by 2 per cent.By the big industrial groups, there were increases in most categories of goods: in the capital goods industry (11.7 per cent), in the durables industry (10.1 per cent), in the intermediate goods industry (8.4 per cent) and in the consumer goods industry (5.1 per cent). The energy producing industry dropped by 2 per cent.

**1.5** [**Romania’s trade deficit down, after 11 months**](http://www.nineoclock.ro/romania%E2%80%99s-trade-deficit-down-after-11-months/)

**Exports reach almost EUR 46 bln, National Statistics Institute reports.**
**New orders in industry, up 7.6 per cent.**

Romania’s FOB-CIF trade deficit stood at RON 22.960 billion (EUR 5.197 billion) in the 11 months of 2013, down by RON 16.083 bln (EUR 3.559 billion), from the same period in 2012, announced yesterday (8.01) the National Statistics Institute (INS), which has released estimative data. The FOB exports from January 1 to November 30 amounted to RON 201.930 billion (EUR 45.705 billion) and the CIF imports were worth RON 224.890 billion (EUR 50.902 billion), a 0.4 per cent advance in euro values.
Compared to the similar period in 2012, exports increased by 8.2 per cent in terms of lei values (by 9.0 per cent in euro values) and imports decreased by 0.3 per cent in lei values (and increased by 0.4 per cent in euro values).
Significant shares in the structure of exports and imports from January to November 2013 are held by cars and transport equipment (41.9 per cent for export and 35.0 per cent for import) and other manufactured products (32.8 per cent for exports and 30.1% for import respectively). According to the INS data, the value of intra-EU trade of goods (Intra EU28) from January 1 to November 30 was RON 141.514 billion (EUR 32.043 billion) for export and RON 170.999 billion (EUR 38.721 billion) for import, accounting for 70.1 per cent of total exports and 76.1 per cent of total imports, Agerpres reports. Moreover, the extra-EU trade exchanges (Extra EU28) in the same period stood at RON 60.415 billion (EUR 13.661 billion) in terms of exports and RON 53.890 billion (EUR 12.181 billion) in terms of imports, accounting for 29.9 per cent of total exports and 23.9 per cent of total imports. .........................................................................................................(Full art.: Nine o.clock9.01)

**1.6** [**Chitoiu: Exempting reinvested profit from taxation, possible starting July**](http://www.nineoclock.ro/chitoiu-exempting-reinvested-profit-from-taxation-possible-starting-july/)

Deputy PM Daniel Chitoiu, minister of Finance, said yesterday (8.01) that the measure of exempting reinvested profit from taxation can be enforced as of July, along with diminishing the CAS, if it will not negatively impact the budget and after talks on this topic in USL and with the IMF, Mediafax reports. He added that one cannot tell now how it will be enforced, or if it will be enacted starting a certain date in 2014. “But we consider it, we discuss it,” he added. On the other hand, he explained that the 5 pc reduction of social contributions represents a political commitment also stipulated in the letter of intent with the IMF and which will be certainly enforced as of July 1, 2014. “Delaying with three months the increase of the excise duty by 0.7 eurocents, the budgetary impact estimated at 600 M will be recovered – we intend – from improving the collection of incomes and from a bigger income generated by special construction,” Chitoiu explained. He added that Romania’s budget is conceived so that to new tax is enforced. On the other hand, PNL president Crin Antonescu said that he knows from PM Victor Ponta that he is not hostile to the idea of tax-exempting the reinvested profit and Ponta would gladly enforce such a measure.

# 1.7 [Romanian CEOs, optimistic about growth perspectives in 2014](http://www.nineoclock.ro/romanian-ceos-optimistic-about-growth-perspectives-in-2014/)

Romanian CEOs are confident in their companies’ perspectives for revenue growth, with 86 per cent somewhat or very confident of growth in the next 12 months and 39 per cent very confident, according to PwC’s 17th Annual Global CEO Survey, a press release informs. On the longer run, 96 per cent are somewhat or very confident of growth over the next three years and 49 per cent very confident. This is in line with global results.  In Romania, 47 per cent of CEOs see growth opportunities coming from product/service innovation, and 24 per cent from an increased share in existing markets. When asked to name the foreign markets most important to them for their companies’ growth in the next 12 months, 27 per cent of Romanian CEOs named Germany and 18 per cent Russia. By industry, CEOs in the Hospitality and Leisure sector are most confident about prospects for the next 12 months (46 per cent), followed by those in Banking and Capital Markets (45 per cent), Retail (44 per cent), CEOs in the Metals industry are least confident at 19 per cent.

**1.8** [**465 km of motorway, under construction in 2014**](http://www.nineoclock.ro/465-km-of-motorway-under-construction-in-2014/)

The minister of Grand Projects, Dan Sova announced Tuesday (14.01) on Digi24 that Romania will have little over 90 km of motorway this year, 465 km under construction and a continuous motorway from Sibiu to Vienna in 2015. “We contracted many works last year, 289 km. (…) Many kilometres will be inaugurated in 2015, because many segments will be finalised then. We will have a continuous motorway from Sibiu to Vienna in 2015, we begin Sibiu-Brasov, Comarnic-Brasov, the south ring of Bucharest,” the minister explained. He added that Sibiu-Pitesti will be ready in 2019, 2020, perhaps 2021. “It is much more expensive than Sibiu-Brasov, although they have the same length. Sibiu-Pitesti will possibly cost around EUR 1.7 bln and will start in 2016. Sibiu-Brasov will begin this year. As for Comarnic-Brasov, I make efforts to complete it in 2016, but it could end after 2-3 months of 2017,” Sova added.

**1.9** [**Bucharest-Comarnic highway to be finalized in 2017, says PM Ponta**](http://www.nineoclock.ro/bucharest-comarnic-highway-to-be-finalized-in-2017-says-pm-ponta/)

**The usage fee we are considering is RON 5.7 plus VAT**

Construction work on the 53 kilometers long Comarnic-Brasov highway will begin in late April this year and be finalized in 2017, at an estimate cost of EUR 1.8 billion and a usage fee of RON 5.7 plus VAT, Prime Minister Victor Ponta announced. The PM and Dan Sova, Minister Delegate for Infrastructure Projects, met yesterday with representatives of Vinci – Strabag – Aktor, the corporation who won the bid on building the stretch of highway between Comarnic and Brasov, at Palatul Victoria to sign an Memorandum of Goodwill.
The Comarnic-Brasov highway will be 53.215 km long plus an additional 7 km of linkage roads, which include 3 tunnels, 19 viaducts, 15 bridges, and 3 exit points (Sinaia-Busteni, Predeal, and Rasnov). The estimate amount for building the highway is EUR 1.8 billion, at EUR 28 million per km.
According to the memorandum, Ponta explained, the last kilometer of highway will be finalized in 2017, although he hopes the project will be completed before end-2016. The highway will be licensed for 26 years plus the construction period and the Government will have to start reimbursement of construction costs in 2017. The PM pointed out the money resulting from highway usage fees will be used for cost reimbursement, while underlining that the Government will decide whether the fee should be introduced only after construction work is finalized. The state budget amounts reserved for reimbursement will also depend on the fee levels, Ponta said further……….(Full art. Nine o’clock 16.01).

**1.10** [**Romania displays its tourist products at Madrid International Tourism Fair**](http://www.nineoclock.ro/romania-displays-its-tourist-products-at-madrid-international-tourism-fair/)

A Romanian delegation, made up of 25 companies operating in the tourism industry, headed by the President of the National Authority for Tourism (ANT), Razvan Filipescu, will participate, from January 22 to 26, in the 4th edition of the Madrid International Tourism Fair – FITUR (Feria Internacional de TURism), Agerpres reports. Within the strategy for promoting Romanian tourism, Spain is a priority market. The figures on the number of Spanish tourists’ arrivals and overnight stays in accommodation units in Romania place Spain among the top 10 countries whose tourists visit Romania. FITUR has been the most important exhibition event dedicated to tourism in Spain since 1994. Romania’s presence in this event represents a new opportunity to unveil some of Romania’s key tourism products to relevant specialists and Spanish public, such as rural tourism, active tourism practiced in nature, city-breaks and cultural tourism.

**2. FINANCIAL AND BANKING NEWS**

**2.1** [**FinMin to borrow 11 pc less in 2014 than previous year**](http://www.nineoclock.ro/finmin-to-borrow-11-pc-less-in-2014-than-previous-year/)

Romania will borrow EUR 428 each second of 2014, 11 per cent less than in 2013, EUR 82 accounting for interests and commissions paid by the Government for the loans funding the public debt, reveal the calculations made by Gandul newspaper, based on the latest data of the Ministry of Public Finance (MFP).
The state will borrow a total amount of RON 60.1 billion, equal to EUR 13.5 billion, a sum enough to pay pensions for a year and three months. For an average cost of EUR 6 million for km, Romania could triple its motorways network with this same amount. The money the state will borrow in 2014 are enough to build 2,250 km. Next year the amount will rise to EUR 466 per second, 88 of which will represent the financing costs, reveals the service of the Government publilc debt, calculated based on the debt made on August 31, 2013.
Romania’s public debt was equal to 38.7 per cent of the Gross Domestic Product in October 2013, representing RON 242 billion or about EUR 54.7 billion, for an average exchange rate of 4.4190 RON/EUR. The government debt soared in 2009, when it gained almost ten per cent, from 13.4 per cent of the GDP as it stood the year before, to 23.6 per cent. The budget deficit, the difference between the budget revenues and expenses, went up to 9 per cent of the GDP from 5.7 per cent the previous year, and from 2.7 per cent in 2007.  Each year, the state must finance part of the public debt, the loans that come to deadline. These are rolled over, meaning they are replaced with other loans. In 2012, an amount of EUR 14.4 billion were necessary to cover the financing. Last year, the amount added 6.2 per cent, reaching EUR 15.3 billion. In 2014, the total amount will be EUR 13.5 billion and the amount will raise to EUR 14.7 billion.

**2.2** [**For the first time, Romania issues USD bonds due in 30 years**](http://www.nineoclock.ro/for-the-first-time-romania-issues-usd-bonds-due-in-30-years/)

**Ministry of Finance intends to borrow at least USD 1 billion.**
The Ministry of Finance entered international markets yesterday to borrow dollars through two bond emissions with due dates in 10 and 30 years, Stefan Nanu, General Manager at the State Treasury, stated for Mediafax. It is the first time when Romania has issued U.S. dollar bonds due in 30 years, according to zf.ro, and it is an important step toward raising the due date for the public debt portfolio. Tuesday’s bond emission is a window of opportunity Romania is taking advantage of, as other countries in the region have already done. BNP Paribas, Citigroup, and JP Morgan are the main parties in charge of organizing the placement of bonds. The Ministry of Finance has not released an estimate on the value of emissions yet, as offers are still open. The Ministry of Public Finance has scheduled domestic market bids by which it intends to sell RON 4.03 billion and EUR 200 million in state bonds, almost twice the value of bonds due this month, namely RON 2.78 billion. The Treasury has already borrowed RON 2.4 billion on the domestic market at the start of the year. The Ministry of Finance expects to attract around EUR 2 billion in financing from international markets through MTN (Medium Term Notes), a series of operations that will be carried out in accordance with market conditions. If circumstances are favorable, the state will also consider pre-financing.

**2.3** [**BNR will continue to diminish the reserve requirements**](http://www.nineoclock.ro/bnr-will-continue-to-diminish-the-reserve-requirements/)

The National Bank of Romania (BNR) intends to continue the process of diminishing the reserve requirements (RMO), in view of getting aligned to pertinent European standards, Cristian Popa, vice-governor of the Central Bank in charge with coordinating the monetary policy, announced at “The Central & Eastern European Forum 2014” organised by “Euromoney” in Vienna, bursa.ro reports. He reminded that BNR decreased the RMO on RON and foreign currency liabilities in the first meeting dedicated to monetary policy this year, on January 8, with the purpose of stimulating banks to restart the crediting process and in line with the practices and standards of reserve requirements in effect at European level. The process must be take place in low steps, so the market can digest “as it should” the decisions of the Central Bank, Cristian Popa explained. The vice-governor admits that the decrease of the RMO can create a volatility of the exchange rate, but he does not see solutions outside the natural zone of equilibrium. The BNR official considers that the evolution experienced last week by the national currency against the EUR, which took the rate near 4.55 RON/EUR, was acceptable given that the starting point of the increase was compatible with what can be called “the correct value” of the exchange rate.
As for the reduction of the RMO on foreign currency liabilities, Cristian Popa explained that BNR is careful not to stimulate, via this indicator, a disintermediation which he said began increasing in terms of trend, but evolves of an ordered manner. Romania is in a better situation than other states of the region, given that the volume of disintermediation exceeds by little 10 percent of the GDP, according to the Central Bank official, who added that a change of the financing basis of credit institutions from foreign currency to RON cannot be forced, because the accumulation of internal resources, based on savings, needs time. Popa estimates that, on a long term, the driver represented by consumption will not remain in the property of population, so making calculations based on these scenarios is “an illusion,” in his opinion.

**2.4** [**Societe Generale Securities Services Romania, authorized by EBRD as custodian bank**](http://www.nineoclock.ro/societe-generale-securities-services-romania-authorized-by-ebrd-as-custodian-bank/)

The Romanian structure of Societe Generale Securities Services (SGSS), operating within BRD which is a branch of Societe Generale, was authorized by the European Bank for Reconstruction and Development (EBRD) as custodian bank for Romania. “According to the authorizing contract, SGSS will provide other services with added value, such as discount for the stock exchange transactions and OTC (over-the-counter) on the Romanian bank, support for the local IPOs and the government bonds listed on the major market, services of operations with titles and of treasury managing derived from the custodian operations, “ reads a SGSS release. “EBRD will develop over the following years some projects allowing Romania to maintain its stability in the financial sector, supporting the development of the Romanian large businesses and of the SMBs. “ according to the release.

**2.5** [**Swiss grant enables CEC Bank to provide SMEs with investment loans**](http://www.nineoclock.ro/swiss-grant-enables-cec-bank-to-provide-smes-with-investment-loans/)

CEC Bank will provide the SMEs operating in the productive sector, medical services, tourism and trade with loans in lei for investments, based on a 20 million Swiss franc grant offered by Switzerland. The Ministry of Public Finance, represented by State Secretary Dan Manolescu and the Economy Ministry, represented by Minister-delegate for SMEs, the Business Milieu and Tourism Maria Grapini signed yesterday with Switzerland, represented by Ambassador Jean-Hubert Lebet, the Project Agreement “Romanian-Swiss Programme for SMEs”, a press release reads. The programme will be carried out via CEC Bank.
The project, whose beneficiary is the Department for SMEs, the Business Milieu and Tourism, is worth CHF 28,524,286, with CHF 20,000,000 standing for the Swiss grant and the difference of CHF 8,524,286 accounting for CEC Bank’s contribution to this programme. The project is carried out for 5 years since the coming into force of the accord. This is the second project agreement signed within “The Swiss-Romanian Cooperation Programme on Reducing Economic and Social Disparities within the Enlarged EU,” with the Public Finance Ministry acting as National Coordination Unit. “The project is aimed at granting investment loans to Romanian SMEs in four priority domains: production, medical services, tourism, trade of energy saving systems/equipment and of systems using renewable energy resources to turn their own activity more efficient,” according to the release.

**3. COMPANIES NEWS**

# 3.1 [Over 50 companies received EUR 3 bln in state aid during 2007-2013](http://www.nineoclock.ro/over-50-companies-received-eur-3-bln-in-state-aid-during-2007-2013/)

MFP (the Ministry of Public Finance) approved financing for 52 investments projects carried out between 2007 and 2013 worth a total of EUR 3.08 billion, EUR 727.19 million of which is state aid; EUR 319.33 million has been paid so far.  “The approved state aid accounts for only one fourth of total investments attracted through this support mechanism. The Romanian state will recover the state aid approved for these beneficiaries through direct contributions of 141 per cent, the equivalent of EUR 1,753.77 million, to the general consolidated budget and the medium term local budget (during the implementation plus a five-year monitoring period after its completion)” the MFP document shows.  Only 16 of the approved projects were finalized between 2007 and 2013 and eight of them were finalized in 2013 alone. The projects are aimed at generating around 20,000 jobs.  Last year, the Ministry approved 23 of 52 projects worth EUR 860.87 million in investments, as a result of which 8,000 new jobs are expected. EUR 215.47 million were approved by the MFP in state aid, EUR 107.35 million of which has already been paid. The main beneficiaries of state aid who were granted financing agreements in 2013 include foreign capital companies like Daimler, IBM, Microsoft, Dell, Delphi, Continental Anvelope, and Romanian companies like Adeplast.  Pirelli, Dacia-Renault, Rombat, and Contitech (part of Continental Group) are among the companies who finalized state-aid financed projects last year.

**3.2** [**Austrian investors stay committed to Romania´s growth potential**](http://www.nineoclock.ro/austrian-investors-stay-committed-to-romania%C2%B4s-growth-potential/)

Executives from some of the most important Austrian companies met recently at the occasion of a new event series called “Romania Business Breakfast” with Minister of Economy Andrei Gerea to discuss the country´s economic perspective in the wake of necessary reform steps to modernize the Romanian economic environment, a press release informs. The Romanian government has made a strong commitment to reform the economy, to improve infrastructure, modernize the tax and legal system to raise investors’ and consumers’ confidence and stimulate growth”, Gerea said, continuing: “Romania needs to reveal its potential by building strategic infrastructure across the country, modernizing its administration and enhance a constructive dialogue with the private sector”, said Gerea. Attracting eighty business leaders from reputable companies such as OMV-Petrom, BCR, Strabag, Schweighofer, J. Christof, Infineon, voestalpine, Siemens, Titan, Verbund and many more from different sectors the Romania Business Breakfast focused on the strategic options Austrian key investors are supposed to take in the coming years. With a total investment of EUR 10.9 bn, that is 18.5 percent of the total foreign direct investment, Austria is the second largest investor in Romania. Over 6,600 companies with Austrian capital are registered in Romania, 100,000 jobs are directly created through these investments. Austrian investors are active in a very wide range of sectors, such as industry, services and resources. Austrian exports have reached in 2013 almost EUR 2 bn. Romanian exports to Austria are rising to a record level of EUR 1.2 bn.

**3.3** [**Five investors interested in Oltchim privatization**](http://www.nineoclock.ro/five-investors-interested-in-oltchim-privatization/)

Five investors have shown interest by now to take over the petrochemical plant Oltchim Ramnicu Valcea, and the deadline to place bids, set for January 31, might be postponed, official sources told Agerpres, reveals money.ro. Those interested are businessman Stefan Vuza, by agency of Chimcomplex Company Borzesti, the consortium made up of the Germans of PCC and the Israeli investment fund Fortissimo, then the Russians of Oil and Gas Trade, the consortium made up of Baota Petrochemical Group and Junlun Petroleum Co of China, and last the Hungarians of Petchem, the petrochemical division of MOL. “These companies either bought the specifications or signed letters of intent to have access to the company’s data. None have submitted bids by now, but the deadline set by the Creditors Assembly is November 31,” revealed the above-mentioned sources.

**3.4** [**Romanian shipyard builds flagship clipper for Royal Oman Navy**](http://www.nineoclock.ro/romanian-shipyard-builds-flagship-clipper-for-royal-oman-navy/)

A Romanian shipyard has finished building what will become the flagship vessel of the Royal Navy of Oman, zf.ro informs. Built by Dutch company Damen Schelde Naval Shipbuilding, the 87-meter ship, named RNOV Shabab Oman left Damen Shipyards in Galati, Romania and was towed through the Black Sea, Bosphorus, Mediterranean and into the Bay of Biscay,. From there it will begin the final leg of its journey to Damen Schelde in the Netherlands, where it will be fitted out before being delivered to the Oman Ministry of Defense. As the flagship of the Arab state’s navy, the vessel will help promote cultural interaction and to help “spread peace and harmony amongst nations”, according to a report on website Marine Log. The three-masted steel clipper – which is a full square rigger and will have a 2,700 sqm sail area – will also play a key role in training young Omani naval cadets and officers, as well as being deployed as an “ambassador” sailing the world’s oceans demonstrating Oman’s centuries-old maritime tradition. A team from the Royal Navy of Oman has overseen the build in Romania and the same team will be based in Vlissingen, where the boat is headed for fitting and to have three 50-meter steel/aluminum masts, rigging and spars installed.

**3.5** [**Dacia sales in 2013 were highest in the EU**](http://www.nineoclock.ro/dacia-sales-in-2013-were-highest-in-the-eu/)

Dacia sales in the EU went up by 23.3 percent to 289,000 new cars, thus recording the highest increase in the EU. The Renault-owned Romanian brand reached a 3.2 percent market share in December 2013, according to a European Automobile Manufacturers Association (ACEA) press report released yesterday. In the last month of 2013, Dacia reported a 48.2 increase in EU sales compared to the same period last year, from 19,300 to 28,700 cars, and a market share increase from 2.4 percent to 3.2 percent. Dacia’s overall market share last year was 2.4 percent in the EU compared to 1.9 percent in 2012. The Renault group remains the third largest car manufacturer in Europe with a 4.4 percent increase in shipments to 1.076 million cars, despite a slight decrease in the group’s same name brand.  In December, Renault sales in the EU went up by 30.3 percent to 94,700 cars, resulting in one of the best performances among European manufacturers.  Ford, owner of the car factory in Craiova, also reported a steady 21.1 percent increase in shipments over the last month of the year to 62,600 units, thus managing to limit last year’s reported decline. In 2013, Ford sales in Europe dropped by 3.2 percent to 878,800 units.

# 3.6 [Former Swiss banker does organic farming near Arad](http://www.nineoclock.ro/former-swiss-banker-does-organic-farming-near-arad/)

Theo Hani, a former Swiss banker who built his career around Credit Suisse, owns a 900-hectare farm in Arad County where he grows wheat, oat, barley, and rye that he exports to Switzerland and Germany. He claims he invested around 1 million in Romanian farmland, according to zf.ro. “In the last 13 years, the price for the land properties I purchased has ranged between €600 and EUR 2,000 per hectare,” says Hani, who is also the shareholder of the Bio Farmland local company under which the farm in Arad operates.  The Swiss was convinced to invest in Romania by the small farmland prices, on the one hand, and the large available surfaces, on the other. The current context of Romanian agriculture determined the former banker to focus on the organic product market, given that the land properties in Banat were suitable for such an operation

**4. BUSINESS OPPORTUNITIES**

|  |  |
| --- | --- |
| **Company Name** | **ASSOCIATION FOR SHEEP RAISING MARGINIMEA SIBIULUI** |
| **Contact person** | Prof.Dr. Stefan Bahcivangi |
| **Address** | 59, Octaviab Goga St.,Sibiu, Romania |
| **Telephone No.** | +40-744-778387 |
| **E-mail** | bahcivangistefan@yahoo.com  |
| **Description of the offer** | Live sheepThe Association is looking for long term agreements. |

|  |  |
| --- | --- |
| **Company Name** | **BIOFARM S.A** |
| **Contact person** | Mrs. Alina Parfichi, Special Project Manager |
| **Address** | 99, Logofatul Tautu St., Bucharest, Romania |
| **Telephone No.** | +40-21-3010673 or +40-753-500266 |
| **Fax. No.** | +40-21-3012345 |
| **E-mail** | Alina.parfichi@biofarm.ro  |
| **Web site** | [www.biofarm.ro](http://www.biofarm.ro)  |
| **Description of the offer** | Biofarm SA is one of the most important Romanian producers of medicines and dietary supplements with 90 years of tradition on the pharmaceutical market and a competitive portfolio of over 200 products.We are certified to international standard EN ISO 9001:2008 and compliant with Good Manufacturing Practice (GMP) Guideline for all our production lines. Since 2005, company’s shares have been listed on Bucharest Stock Exchange - Category I.Biofarm, which has partnerships in 10 countries, is among the first three Romanian producers of solutions and suspensions for oral administration and the most important producer of gelatine soft capsules and tablets and dragees. ***The Company is looking for distributors of medicines and food supplements in Israel.*** |

|  |  |
| --- | --- |
| **Company Name** | **DAFORA S.A.** |
| **Contact person** | Mr. George Calbureanu - President |
| **Address** | 17, Str. Garii de Marfuri, Medias, Romania |
| **Telephone No.** | +40 269 841 668  |
| **Fax** | +40 269 841 618 |
| **E-mail** | Dafora.drilling@dafora.ro  |
| **Web site** | [www.dafora.ro](http://www.dafora.ro)  |
| **Description of the offer** | Dafora is leader in the Romanian drilling market, with a long international experience in onshore drilling services for oil, gas & geothermal water.Dafora owns a diversified rig fleet starting with mobile units of 80 to hook load to 400 to hook load capacity. In addition to the classic rigs, we have a group of modern rigs fitted with Top Drive systems, complying with APIstandards.Drilling & work over operations\_ For workover operations we have the ability and experience to provide full range of regular repairs and maintenance in order to enhance or restore well production. We have the capability to run and cement production asing / liner, side tracking, plug back, drill out cement plugs, set / unset packers,run and retrieve tubing string.Special operations servicesDafora provides well completion services with Snubco type; Model S-15 Special Rig Assist snubbing unit and qualified personnel.Model S-15 snubbing unit consists of hydraulic jack operating platform and power pack. The unit provides safe run in and retrieval operations with tubing and coil tubing in pressurized wells. Snubbing operations protects the productive horizons against \_ blocking effect of kill mud.***The Company is looking for new customers in Israel.*** |

|  |  |
| --- | --- |
| **Company Name** | **ENERGOVOLTAIC GROUP SRL** |
| **Contact person** | Mrs. Ramona Crisan, administrative dept. |
| **Address** | 2, Metianu St. Arad, Romania |
| **Telephone No.** | +40-357- 414 230Cell. +40 732 122 675e-mail: ramona.crisan@energovoltaic.ro |
| **Fax. No.** | +40- 357- 414 231 |
| **E-mail** | Ramona.crisan@energovoltaic.com  |
| **Web site** | [www.energovoltaic.ro](http://www.energovoltaic.ro)  |
| **Description of the offer** | The Ccompany Energovoltaic Group SRL is one of the most important investors and developer in the sector of photovoltaic  solar  energy from Romania. At this moment our company is interested in expanding locally, for which ***we are looking for new potential investors in this field  in Romania.*** We are able to offer the full range of services needed in developing photovoltaic projects.  |

|  |  |
| --- | --- |
| **Company Name** | **DUD IMPORT-EXPORT LTD.** |
| **Contact person** | Mr. Iosa-Gherasim Vlacis, Chairman |
| **Address** | 12, Roman St., Arad, Romania |
| **Telephone No.** | +40-744-438669 |
| **Fax. No.** | +40-357-814317 |
| **E-mail** | Dud.vlacis@gmail.com |
| **Description of the offer** | Veneer logs and saw mill logs (oak, sycamore, beech, poplar).*The complete offer is available at the Commercial Office of the Embassy of Romania.****The Company is looking for new customers.*** |

|  |  |
| --- | --- |
| **Company Name** | **S.C. LABORATOARELE FARES BIO VITAL SRL** |
| **Contact person** | Mrs. Oana terchet, Purchasing Manager |
| **Address** | 50, Plantelor St., Orastie, Romania |
| **Telephone No.** | +40-254-247990 |
| **Fax. No.** | +40-254-241942 |
| **E-mail** | Purchasing.manager@fares.ro |
| **Web site** | [www.fares.ro](http://www.fares.ro)  |
| **Description of the offer** | Fares is national leader in the field of natural products.The Company is looking for suppliers of herbs.  |

|  |  |
| --- | --- |
| **Company Name** | **LUCARIN SRL** |
| **Contact person** | Mr. Sorin Muresan |
| **Address** | 26, Memorandumului St., Campia Turzii, Romania |
| **Telephone No.** | +40-264-366877 |
| **Fax. No.** | +40-264-366877 |
| **E-mail** | lucarinsrl@yahoo.com |
| **Description of the offer** | Collecting and recycling of :waste graphite electrode (from steel industry), SIC, ZAC (waste from glass and porcelain industry), etc.The Company is looking for similar products from factories which have this kind of waste. |

|  |  |
| --- | --- |
| **Company Name** | **REFLEX FATADE SRL** |
| **Contact person** | Mrs. Latcan |
| **Address** | 16, Iuliu Maniu Blvd., Bucharest Romania |
| **Telephone No.** | +40-21-4571212 |
| **Fax. No.** | +40-21-4570102 |
| **E-mail** | office@reflexfatade.ro |
| **Web site** | [www.reflexfatade.ro](http://www.reflexfatade.ro)  |
| **Description of the offer** | Design, production, installation and maintenance works of curtain wall , windows and doors and ventilated facades. The main activity is the construction area , specifically focused on exterior and interior closing of the buildings.**Fileds of work:** aluminum and glass, ventilated facades, interior and exterior design jobs, various related jobs (aluminum balustrade, stainless balustrade, glass balustrade, canopies, revolving slading doors,etc.)*Details about the accomplished projects are available at the Commercial Office of the Embassy of Romania.****The company is looking for new projects in Israel.*** |

|  |  |
| --- | --- |
| **Company Name** | **TEHNOREX SA** |
| **Contact Person** | Mr. Emil Petrescu, General Manager |
| **Address** | 37, Islaz St., Bucharest, Romania |
| **Telephone No.** | \_40-21-2246450 |
| **Fax. No.** | +40-21-2240801 |
| **E-mail** | emilpetrescu@gmail.com |
| **Web site** | [www.tehnorex.ro](http://www.tehnorex.ro)  |
| **Description of offer** | Founded in 1994, TehnoREX specialized in metal structures, such as curtain walls, ornamental strand boards and aluminum joinery with insulating glazing units. The company has at present approximately 150 employees, all of them excellent specialist having extended experience on the sites in Romania and abroad. TehnoREX has their own permanent training program for the personnel, holding training sessions both inside the company as well as with prestigious special training institutions.The goal of the TehnoREX Group is to design and build innovative and Avant-garde architectural works, alongside the world’s greatest in contemporary architecture, by using advanced technology and eco-sustainable solutions. Intelligent façades, custom made for the largest world projects: façades filtering light, abating acoustic pollution, preserving heat in winter or summer ventilation.*Details about the accomplished projects are available at the Commercial Office of the Embassy of Romania.****The company is looking for new projects in Israel.*** |

|  |  |
| --- | --- |
| **Company Name** | **SC TERAPLAST SA** |
| **Contact Person** | Mr. Traian Simion |
| **Address** | Parc Industrial Teraplast, DN15A,Km 45+500, Romania |
| **Telephone No.** | +40-263-238202 |
| **Fax. No.** | +40-263-231221 |
| **E-mail** | secretariat@teraplast.ro |
| **Web site** | www.teraplast.ro |
| **Description of offer** | TERAPLAST SA is a company with private capital with headquarters in Bistrita, having as main object of activity the ***production of systems for installations and decoration, the production of PVC granules, the production of profiles for joinery and the production of PVC joinery.*** The potential partners that we target are the companies which produce thermo-insulating joinery, the companies which distribute thermo-insulating joinery, the construction companies, the companies which distribute construction materials. ***The company is looking for new customers in Israel.*** |

|  |  |
| --- | --- |
| **Company Name** | **UNITED BRANDS FOR BALKANS SRL** |
| **Contact person** | Mr. Luis Stoean |
| **Address** | 153, Calea Victoriei,Bucharest,Romania |
| **Telephone No.** | +40-727-887528 or +40-785-949605 |
| **E-mail** | office@unitedbrands.ro  |
| **Web site** | [www.unitedbrands.ro](http://www.unitedbrands.ro)  |
| **Description of the offer** | Round mini-tarts shells (soft salted), round mini-tarts shells (soft sweet), boat shaped mini-tarts shells (sof salted), boat shaped mini-tarts shells (soft sweet), round or boat shaped mini-tarts shell (soft sweet cocoa), round medium mini-tart shells, mini-pancakes (caramel, vanilla, chocolate, blackberry eggs brandy), mini-savarins, croutons, etc. |

|  |  |
| --- | --- |
| **Company Name** | **UPRUC CTR** |
| **Contact person** | Mrs. Silvia Popa |
| **Address** | 1, Negoiu St., Fagaras /Brasov County, Romania |
| **Telephone No.** | +40-731-330372 |
| **E-mail** | silvia.popa@uprucctr.ro |
| **Web site** | www.uprucctr.ro |
| **Description of the offer** | UPRUC CTR has over 35 years experience in producing and commercialization of many types and dimensions of STEEL FITTINGS for welding , SPECIAL FITTINGS and WELDED SUBUNITS.The offered products are used in natural gas transport, power plants, nuclear industry, the chemical and petrochemical industry, food processing industry, and naval constructions.Range of products: **a) FORGED FITTINGS:** **1**. Elbows, 30°; 45°; 60°; 90°; 180°-diam.ø20-ø508mm, according:* + - ASME B 16.9.
		- EN 10253, type A and B ; DIN 2605/1-2-1992

 2. Equal and Reducer Tees-diam.ø34-ø508mm, according: * + - ASME B 16.9
		- EN 10253, type A and B; DIN 2615-1992

 3. Concentric and Eccentric Reducers-diam.ø25/20-ø609/457mm, according:* + - ASME B 16.9
		- EN 10253, type A and B; DIN 2616-1991

 4.Caps-diam.34 -609 mm, according – ASME B 16.9  5.Studs-diam. Ø21-Ø609mm-DIN 2618 6.Bends, 30°;45°;60°;90°;180°; 360°-max. diam. Ø273mm, according: -EN 14870-1; ISO 15590-1R=2.5 DN, R=3 DN, R=4 DN, R=5 DN, R=7 DN, R=10 DN;1. **PRODUCER OF SPECIAL FITTINGS**
2. **PRODUCER OF WELDED SUBUNITS**

**MATERIALS:** Carbon steel, Alloy carbon steel, Stainless steel, according DIN EN 10216:1-5:2004***The company is looking for new customers.*** |

**5 .FORTHCOMING INTERNATIONAL EXIBITIONS IN ROMANIA (1.11.2013-31.03.2014)**

**TTR II** 14.11.2013 - 17.11.2013 [www.targuldeturism.ro](http://www.targuldeturism.ro)

Romanian Tourism Fair

**ROMHOTEL** 14.11.2013 - 17.11.2013 [www.romhotel.ro](http://www.romhotel.ro)

International hotel and restaurant equipment, furniture and endowments exhibition

**TRADITIONAL PRODUCTS** 14.11.2013 - 17.11.2013 [www.targprodusetraditionale.ro](http://www.targprodusetraditionale.ro)

**FAIR IX**

**DENTA** 21.11.2013 - 24.11.2013 [www.denta.ro](http://www.denta.ro)

International dentistry products and equipment exhibition

**TARGUL CADOURILOR DE**

 **CRACIUN** 05.12.2013 - 08.12.2013 [www.expo-cadou.ro](http://www.expo-cadou.ro)

Christmas presents, decorations and souvenirs fair

**KIDEX II** 05.12.2013 - 08.12.2013 [www.kidexbabyboom.ro](http://www.kidexbabyboom.ro)

Fair for babies, expectant mothers and preschoolers

**ANTIQUE MARKET III** 05.12.2013 - 08.12.2013 [www.antiquemarket.ro](http://www.antiquemarket.ro)

Fine art and antiques fair

**IMM FORUM** 13.03.2014 - 15.03.2014 [www.imm-expo.ro](http://www.imm-expo.ro/home)

Solutions for Small and Medium-size enterprises

**TTR I** 13.03.2014 -16.03.2014 [www.targuldeturism.ro](http://www.targuldeturism.ro/home)

Romanian Tourism Fair

**ROMANIAN NAUTIC EXPO** 13.03.2014 - 16.03.2014

International exhibition for yachts & boats

**TMA** 13.03.2014 - 16.03.2014 [www.tma-expo.ro](http://www.tma-expo.ro/home)

Spirituality, alternative medicine and complementary therapies festival

**TRADITIONAL PRODUCTS** 13.03.2014-16.03.2014 [www.targprodusetraditionale.ro](http://www.targprodusetraditionale.ro/home)

**FAIR I**

Romanian traditional products fair

**ROMENVIROTEC** 26.03.2014 - 29.03.2014 [www.romenvirotec.ro](http://www.romenvirotec.ro/home)

International trade fair for technology and environmental protection equipment

**ROMMEDICA** 26.03.2014 - 29.03.2014 [www.rommedica.ro](http://www.rommedica.ro/home)

International trade fair for medical instruments and equipment

**TRADITIONAL PRODUCTS** 26.03.2014-29.03.2014 [www.targprodusetraditionale.ro](http://www.targprodusetraditionale.ro/home)

**FAIR II**

Romanian traditional products fair

**For more details regarding business opportunities and trade fairs please contact:**

**The Economic and Commercial Promotion Office of Romanian Embassy in Tel Aviv:**

**Address: 24, Adam Hacohen Street, Tel Aviv**

**Tel: 00-972 -3 - 529.8115 (direct line);**

**Tel/fax: 00-972 -3- 523. 8205 (direct line);**

**E-mail:economic1@bezeqint.net**

## Contact person:

**Dorin REFCA**

**Minister Counselor**

**NOTE**: NEWS are from Nine o’clock