

# SeeNews

Business Intelligence  
for Southeast Europe



## Industry Report

### Civil engineering

### 2016

### ROMANIA

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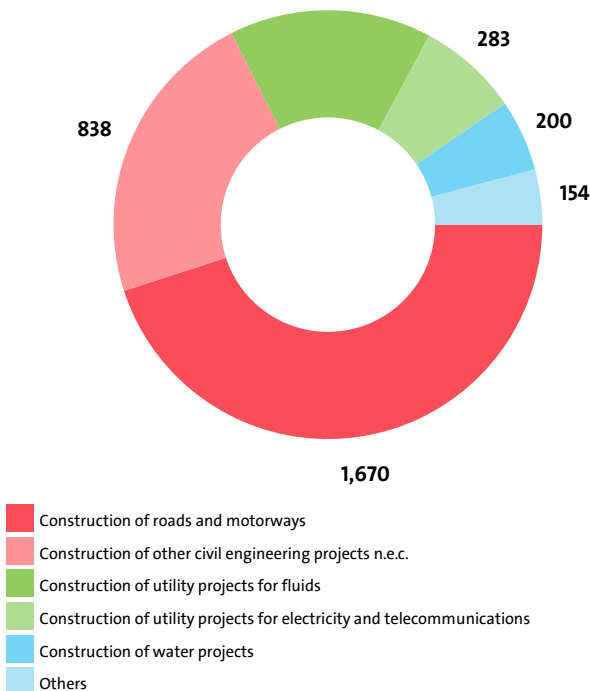
# I. KEY INDICATORS

- The Civil engineering industry in Romania was represented by 3,711 companies at the end of 2016, compared to 3,668 in the previous year and 3,429 in 2014.
- The industry's net profit amounted to RON 559,400,687 in 2016.
- The industry's total revenue was RON 17,785,581,459 in 2016, down by 20.30% compared to the previous year.
- The combined costs of the companies in the Civil engineering industry reached RON 17,068,428,355 in 2016, down by 18.71% year-on-year.
- The industry's total revenue makes up 1.91% to the country's Gross domestic product (GDP) in 2016, compared to 2.59% for 2015 and 1.95% in 2014.
- A total of 63,080 people were employed in the Civil engineering industry in 2016, compared to 66,249 in 2015 and 61,557 in 2014.
- Most of the companies in the industry are based in Bucharest, followed by Cluj and Bihor.

# II. INTRODUCTION

In 2016 the companies in the Civil engineering industry numbered 3,711, distributed in 7 sectors.

INDUSTRY STRUCTURE BY SECTORS AND NUMBER OF COMPANIES



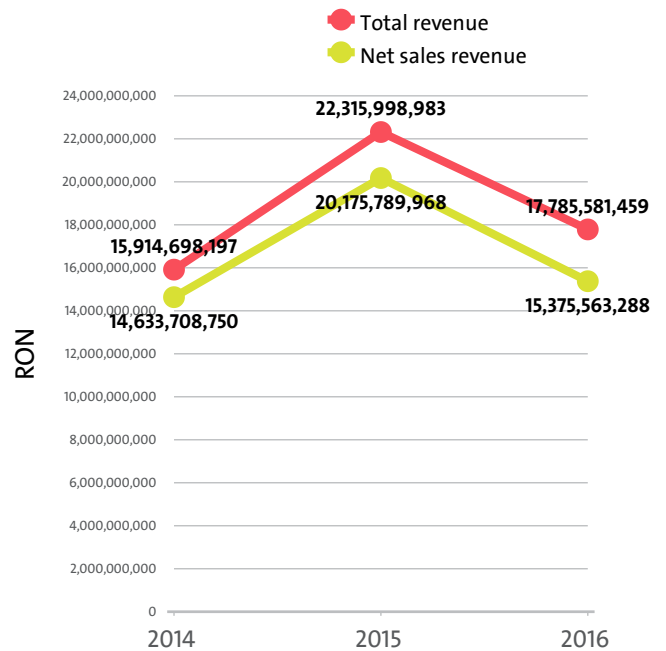
In 2015 there were a total of 3,668 companies operating in the industry. In 2014 their number totalled 3,429.

NUMBER OF COMPANIES IN CIVIL ENGINEERING INDUSTRY BY SECTORS

SECTOR	2016	2015	2014
CONSTRUCTION OF ROADS AND MOTORWAYS	1,670	1,626	1,502
CONSTRUCTION OF OTHER CIVIL ENGINEERING PROJECTS N.E.C.	838	883	841
CONSTRUCTION OF UTILITY PROJECTS FOR FLUIDS	566	534	490
CONSTRUCTION OF UTILITY PROJECTS FOR ELECTRICITY AND TELECOMMUNICATIONS	283	289	272
CONSTRUCTION OF WATER PROJECTS	200	186	181
CONSTRUCTION OF RAILWAYS AND UNDERGROUND RAILWAYS	101	98	95
CONSTRUCTION OF BRIDGES AND TUNNELS	53	52	48

# III. REVENUES

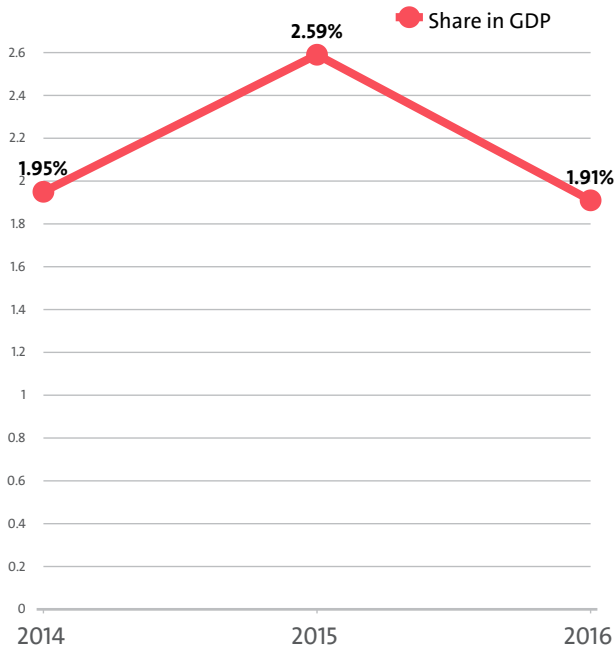
The total revenue in the industry was RON 17,785,581,459 in 2016, RON 22,315,998,983 in 2015 and 15,914,698,197 in 2014.



The companies in the Civil engineering market of Romania earned combined net sales revenues of RON 15,375,563,288 in 2016.

In annual terms, sales marked a drop of 23.79% compared to 2015. In comparison to 2014 they went up by 5.07%. In 2015 sales increased by 37.87% year-on-year.

The Civil engineering industry total revenue make up 1.91% to the country's GDP in 2016, compared to 2.59% for 2015 and 1.95% in 2014.

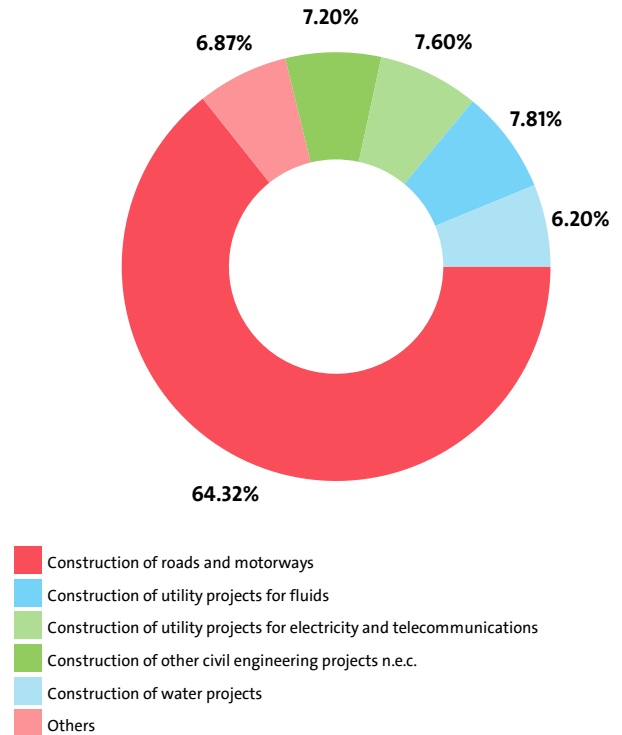


We expect, based on the trend in the last three years, the total revenue of the Civil engineering industry to change at a compound annual growth rate (CAGR) of 5.71% in 2017.

#### NET SALES REVENUE BY SECTORS

RANK	SECTOR	NET SALES REVENUE (RON)
1	CONSTRUCTION OF ROADS AND MOTORWAYS	9,890,162,816
2	CONSTRUCTION OF UTILITY PROJECTS FOR FLUIDS	1,200,146,830
3	CONSTRUCTION OF UTILITY PROJECTS FOR ELECTRICITY AND TELECOMMUNICATIONS	1,168,804,533
4	CONSTRUCTION OF OTHER CIVIL ENGINEERING PROJECTS N.E.C.	1,107,265,975
5	CONSTRUCTION OF WATER PROJECTS	952,956,784
6	CONSTRUCTION OF RAILWAYS AND UNDERGROUND RAILWAYS	865,651,725
7	CONSTRUCTION OF BRIDGES AND TUNNELS	190,574,625

#### INDUSTRY'S NET SALES REVENUE STRUCTURE BY SECTORS



The highest growth, of 10.91%, was recorded by Construction of railways and underground railways, while Construction of water projects registered the sharpest decline, of 57.02%.

#### TOP COMPANIES' REVENUE BY SECTORS

SEGMENT	COMPANY	TOTAL REVENUE (RON)	NET SALES REVENUE (RON)
<b>CONSTRUCTION OF OTHER CIVIL ENGINEERING PROJECTS N.E.C.</b>			
	ROMELECTRO SA	237,513,068	225,131,814
	MAX STREICHER ROMANIA SRL	101,801,070	6,467,826
	ACOMIN S.A.	89,598,387	85,892,394
<b>CONSTRUCTION OF BRIDGES AND TUNNELS</b>			
	IMPLENIA BAUGESELLSCHAFT M.B.H. WIEN - SUCURSALA VOLUNTARI	69,499,980	65,654,684
	CONFER GROUP SRL	27,190,119	24,799,294
	IMPLENIA CONSTRUCTII SRL	21,215,419	21,211,050
<b>CONSTRUCTION OF RAILWAYS AND UNDERGROUND RAILWAYS</b>			
	SWIETELSKY BAUGESELLSCHAFT M.B.H. LINZ SUCURSALA BUCURESTI	610,371,777	162,144,077
	ARCADA COMPANY SA	310,606,696	297,044,186
	THALES SYSTEMS ROMANIA SRL	77,516,478	75,411,205
<b>CONSTRUCTION OF WATER PROJECTS</b>			
	HIDROCONSTRUCTIA SA	439,417,877	405,159,171
	REPCON SA	70,269,069	69,657,430
	LUDWIG PFEIFFER SRL	65,422,047	44,699,499
<b>CONSTRUCTION OF ROADS AND MOTORWAYS</b>			
	DELTA ANTREPRIZA DE CONSTRUCTII SI MONTAJ 93 S.A.	463,938,742	378,528,439
	TANCRAD SRL	415,066,894	333,721,500
	EURO CONSTRUCT TRADING 98 SRL	339,153,158	256,677,902
<b>CONSTRUCTION OF UTILITY PROJECTS FOR FLUIDS</b>			
	INSPET SA	120,088,991	117,510,948
	ERBASU TOTAL CONSTRUCT SA	86,434,135	83,338,825
	ERBASU EDIL CONSTRUCT SA	64,760,307	64,508,977
<b>CONSTRUCTION OF UTILITY PROJECTS FOR ELECTRICITY AND TELECOMMUNICATIONS</b>			
	ELECTRICA SERV SA	377,864,386	366,534,308

ELECTROMONTAJ SA	370,522,922	277,393,527
CAMUSAT ROM-TELECOMUNICATII SRL	117,299,864	112,636,635

The top 10 companies in terms of total revenue in Civil engineering accounted for 21.74% of the industry's total in 2016, 21.51% in 2015 and 23.25% in 2014.

#### TOP 10 COMPANIES BY TOTAL AND NET SALES REVENUE IN THE INDUSTRY

RANK	COMPANY	TOTAL REVENUE (RON)	NET SALE REVENUE (RON)
1	SWIETELSKY BAUGESELLSCHAFT M.B.H. LINZ SUCURSALA BUCURESTI	610,371,777	162,144,077
2	DELTA ANTREPRIZA DE CONSTRUCTII SI MONTAJ 93 S.A.	463,938,742	378,528,439
3	HIDROCONSTRUCTIA SA	439,417,877	405,159,171
4	TANCRAD SRL	415,066,894	333,721,500
5	ELECTRICA SERV SA	377,864,386	366,534,308
6	ELECTROMONTAJ SA	370,522,922	277,393,527
7	EURO CONSTRUCT TRADING 98 SRL	339,153,158	256,677,902
8	ARCADA COMPANY SA	310,606,696	297,044,186
9	TECHNOCER SRL	270,144,604	199,982,926
10	TEL DRUM SA	269,798,094	223,531,810

The total revenues of the top 10 companies in the Civil engineering were 0.42% of GDP in 2016, compared to 0.56% for 2015 and 0.45% in 2014.

The top 10 by assets in the Civil engineering industry made up RON 2,440,514,549, or 15.87% of the total net sales revenue.

#### TOP 10 BY TOTAL ASSETS IN THE INDUSTRY

RANK	COMPANY	RON
1	HIDROCONSTRUCTIA SA	835,583,692
2	DELTA ANTREPRIZA DE CONSTRUCTII SI MONTAJ 93 S.A.	595,079,710
3	TIRRENA SCAVI SPA ITALIA SUCURSALA CLUJ	582,063,823
4	EURO CONSTRUCT TRADING 98 SRL	507,309,412
5	SALINI IMPREGILO S.P.A. MILANO-SUCURSALA FAGET	505,812,470
6	ARCADA COMPANY SA	481,930,393
7	ELECTROMONTAJ SA	463,863,656
8	MAX STREICHER ROMANIA SRL	450,735,850
9	ELECTRICA SERV SA	384,301,558
10	TEHNOSTRIDE SRL	360,676,795

#### TOP 10 COMPANIES BY TOTAL REVENUE IN THE INDUSTRY CONSTRUCTION OF OTHER CIVIL ENGINEERING PROJECTS N.E.C. WERE:

COMPANY	RON
ROMELECTRO SA	237,513,068
MAX STREICHER ROMANIA SRL	101,801,070
ACOMIN S.A.	89,598,387
ISAF-SOCIETATE DE SEMNALIZARI SI AUTOMATIZARI FERROVIARE SA	69,177,444
KREMSMUELLER ROMANIA SRL	57,633,358
PETROCONST SA	32,505,618
OPAL CONSTRUCT SRL	32,007,866
S.U.C.T. SA	29,892,731
VDS DEVELOPMENT SERVICES SRL	25,651,836
SOLID HOUSE SRL	25,368,412

The 10 largest companies in terms of total revenue in sector Civil engineering earned total revenue of RON 701,149,790 and accounted for 3.94% of the industry's total revenue.

#### TOP 10 COMPANIES BY TOTAL REVENUE IN THE SECTOR CONSTRUCTION OF BRIDGES AND TUNNELS WERE:

COMPANY	RON
IMPLENIA BAUGESELLSCHAFT M.B.H. WIEN - SUCURSALA VOLUNTARI	69,499,980
CONFER GROUP SRL	27,190,119
IMPLENIA CONSTRUCTII SRL	21,215,419
CONSTRUCTII FERROVIARE DRUMURI PODURI SRL	12,427,952
ARGIF SA	11,977,170
REPSOND COMPANY SRL	7,805,516
ARCADA SRL	7,462,308
PROROM PONTISERVICE FILIALA BUCURESTI SRL	7,398,313
FIRESTA - FISER, REKONSTRUKCE, STAVBY A.S BRNO SA SUCURSALA BAIJA MARE	5,119,711
FULGA SRL	5,094,178

The 10 largest companies in terms of total revenue in sector Civil engineering earned total revenue of RON 175,190,666 and accounted for 0.99% of the industry's total revenue.

#### TOP 10 COMPANIES BY TOTAL REVENUE IN THE INDUSTRY CONSTRUCTION OF RAILWAYS AND UNDERGROUND RAILWAYS WERE:

COMPANY	RON
SWIETELSKY BAUGESELLSCHAFT M.B.H. LINZ SUCURSALA BUCURESTI	610,371,777
ARCADA COMPANY SA	310,606,696
THALES SYSTEMS ROMANIA SRL	77,516,478
EUROPAN PROD SA	37,140,107
INTECO HOLDING SRL	37,038,662
WIEBE ROMANIA SRL	33,995,306
SWIETELSKY CONSTRUCTII FERROVIARE SRL	33,328,897
COMPANIA CONSTRUCTII FERROVIARE SA	23,431,411
COLAS RAIL FRANTA SUCURSALA BUCURESTI ROMANIA	21,133,204
VEST CONSTRUCT SRL	20,658,132

The 10 largest companies in terms of total revenue in sector Civil engineering earned total revenue of RON 1,205,220,670 and accounted for 6.78% of the industry's total revenue.

#### TOP 10 COMPANIES BY TOTAL REVENUE IN THE MARKET CONSTRUCTION OF WATER PROJECTS WERE:

COMPANY	RON
HIDROCONSTRUCTIA SA	439,417,877
REPCON SA	70,269,069
LUDWIG PFEIFFER SRL	65,422,047
LESCACI COM SRL	51,425,106
SOCOT SA	42,794,401
CONTEHNO SRL	40,638,408
COMPREST UTIL SRL	36,386,617
CONSTRUCTII HIDROTEHNICE SA	27,958,653
TRANS CARPAT SRL	22,745,118
COMPLEX DELTA SRL	22,553,858

The 10 largest companies in terms of total revenue in sector Civil engineering earned total revenue of RON 819,611,154 and accounted for 4.61% of the industry's total revenue.

#### TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD CONSTRUCTION OF ROADS AND MOTORWAYS WERE:

COMPANY	RON
DELTA ANTREPRIZA DE CONSTRUCTII SI MONTAJ 93 S.A.	463,938,742
TANCRAD SRL	415,066,894
EURO CONSTRUCT TRADING 98 SRL	339,153,158
TECHNOCER SRL	270,144,604
TEL DRUM SA	269,798,094
ANTREPRIZA DE REPARATII SI LUCRARI A R L CLUJ SA	230,098,833
TEHNOSTRATE SRL	209,922,513
IMPRESA PIZZAROTTI & C SPA ITALIA SUCURSALA CLUJ	208,381,556
VIAROM CONSTRUCT SRL	179,988,679
TIRRENA SCAVI CONDOTTE G.I.E.	168,442,858

The 10 largest companies in terms of total revenue in sector Civil engineering earned total revenue of RON 2,754,935,931 and accounted for 15.49% of the industry's total revenue.

#### TOP 10 COMPANIES BY TOTAL REVENUE IN THE INDUSTRY CONSTRUCTION OF UTILITY PROJECTS FOR FLUIDS WERE:

COMPANY	RON
INSPET SA	120,088,991
ERBASU TOTAL CONSTRUCT SA	86,434,135
ERBASU EDIL CONSTRUCT SA	64,760,307
CIS GAZ SA	44,872,304
IRIGC INTREPRINDEREA DE REPARATII SI INSTALATII GAZE SI CONSTRUCTII IMPEX SRL	41,207,718
IRIDEX GROUP CONSTRUCTII SRL	38,163,226
TRIADA PROD IMPEX SRL	32,047,970
GOVORA SA	31,796,438
GEPROCON SA	29,266,284
COSTRUZIONI DONDI SPA ROVIGO SUCURSALA PITESTI	25,835,884

The 10 largest companies in terms of total revenue in sector Civil engineering earned total revenue of RON 514,473,257 and accounted for 2.89% of the industry's total revenue.

#### TOP 10 COMPANIES BY TOTAL REVENUE IN THE INDUSTRY CONSTRUCTION OF UTILITY PROJECTS FOR ELECTRICITY AND TELECOMMUNICATIONS WERE:

COMPANY	RON
ELECTRICA SERV SA	377,864,386
ELECTROMONTAJ SA	370,522,922
CAMUSAT ROM-TELECOMUNICATII SRL	117,299,864
ENERGOTECH SA	26,813,671
ELECTROPRECIZIA A.G. SRL	21,590,426
ELECTROECHIPAMENT INDUSTRIAL SRL	20,329,683
T&D PRO ELECTRIC SRL	19,950,156
ELECTROMONTAJ CARPATI SA	18,864,208
WIND ENERGY SERVICE EAST EUROPE SRL	18,542,432
TALESUN SOLAR BUCHAREST SRL	18,012,679

The 10 largest companies in terms of total revenue in sector Civil engineering earned total revenue of RON 1,009,790,427 and accounted for 5.68% of the industry's total revenue.

## IV. EXPENSES

The combined costs of the companies in the Civil engineering industry reached RON 17,068,428,355 in 2016.

In annual terms, total expenses went down by 18.71%

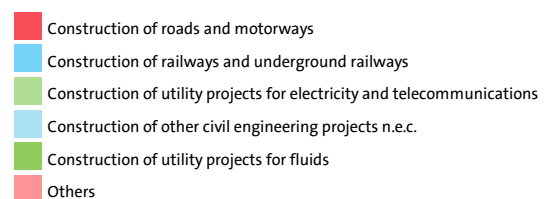
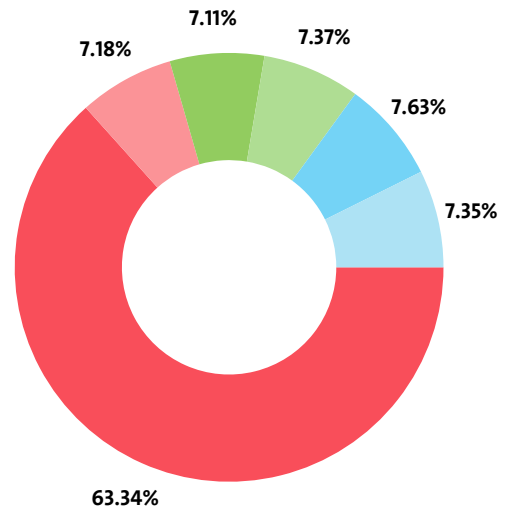
compared to 2015 and increased by 10.80% in comparison to 2014.

We expect, based on the trend in the last three years, the total costs of the Civil engineering industry to change at a compound annual growth rate (CAGR) of 5.26% in 2017.

#### TOTAL COSTS BY SECTORS

RANK	SECTOR	TOTAL COSTS (RON)
1	CONSTRUCTION OF ROADS AND MOTORWAYS	10,811,611,310
2	CONSTRUCTION OF RAILWAYS AND UNDERGROUND RAILWAYS	1,303,111,238
3	CONSTRUCTION OF UTILITY PROJECTS FOR ELECTRICITY AND TELECOMMUNICATIONS	1,258,604,299
4	CONSTRUCTION OF OTHER CIVIL ENGINEERING PROJECTS N.E.C.	1,254,460,292
5	CONSTRUCTION OF UTILITY PROJECTS FOR FLUIDS	1,214,400,628
6	CONSTRUCTION OF WATER PROJECTS	1,030,817,889
7	CONSTRUCTION OF BRIDGES AND TUNNELS	195,422,699

INDUSTRY'S TOTAL COSTS STRUCTURE BY SECTORS



Construction of railways and underground railways marked the highest annual growth in total expenses, of 13.49%, while total expenses fell the most, by 51.50%, for Construction of water projects.

The biggest spenders in the industry, with costs of over 10% of industry's costs, numbered 53, including IMPLLENIA BAUGESELLSCHAFT M.B.H. WIEN - SUCURSALA VOLUNTARI, TEHNOSTRATE SRL, DIFERIT SRL, CRICONS SRL, TEL DRUM SA. The medium spenders, or those in the 5% and 10% range count 64 and include YDAIL CONSTRUCT SRL, ASTOR COM SRL, COLAS SA FRANTA SUCURSALA ROMANIA, LUDWIG PFEIFFER SRL, TRUSTUL DE CONSTRUCTII DROBETA SA. Below 5% threshold are 3,594 companies, including VESTCON MBI SRL, AURORA CONSTRUCT MONTAJ SA, ROBI DEVI TOTAL CONSTRUCT SRL, GYEM CONSTRUCT S.R.L., VAKOND UT ES EPITOIPARI SRL TISZAKECSKE SUCURSALA SATU MARE.

Employment expenses in the Civil engineering industry rose by 2.24% on the year to RON 2,358,525,901 in 2016.

The highest growth in labour costs, of 15.52%, was registered by Construction of railways and underground railways, while Construction of other civil engineering projects n.e.c. marked the sharpest fall, of 24.78%.

The monthly costs per employee in the Civil engineering industry averaged RON 3,116 in 2016, RON 2,902 in 2015 and RON 2,561 in 2014.

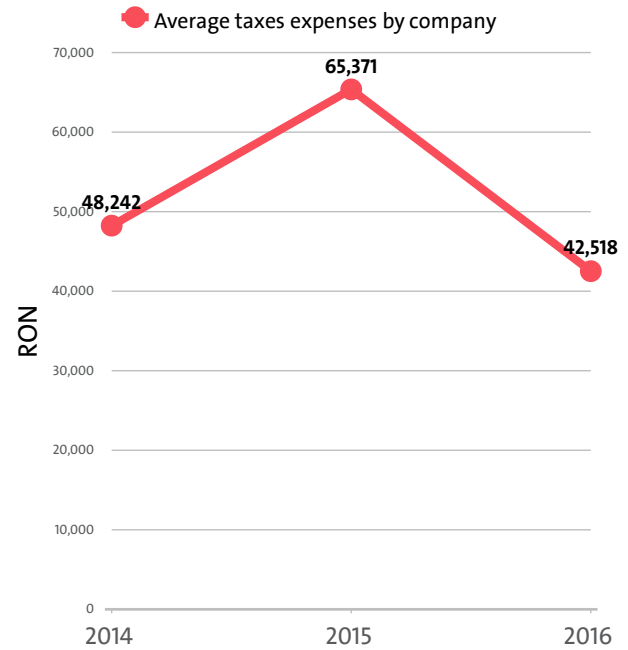
#### EMPLOYMENT EXPENSES IN CIVIL ENGINEERING BY SECTORS IN 2016

RANK	SECTOR	EMPLOYMENT EXPENSES (RON)	AVERAGE EXPENSES PER EMPLOYEE (RON)
1	CONSTRUCTION OF ROADS AND MOTORWAYS	1,338,766,791	36,543
2	CONSTRUCTION OF UTILITY PROJECTS FOR ELECTRICITY AND TELECOMMUNICATIONS	327,025,716	50,258
3	CONSTRUCTION OF OTHER CIVIL ENGINEERING PROJECTS N.E.C.	181,163,601	33,394
4	CONSTRUCTION OF WATER PROJECTS	177,227,753	35,854
5	CONSTRUCTION OF UTILITY PROJECTS FOR FLUIDS	175,130,397	28,111
6	CONSTRUCTION OF RAILWAYS AND UNDERGROUND RAILWAYS	126,386,169	49,975
7	CONSTRUCTION OF BRIDGES AND TUNNELS	32,825,474	40,475

#### THE TOP 10 COMPANIES BY AVERAGE MONTHLY COSTS PER EMPLOYEE IN THE INDUSTRY

RANK	COMPANY	RON
1	AXA M.T. PROTECT SRL	128,015
2	AZCALE CONSTRUCTIE SRL	71,930
3	MEKOROT RO SRL	32,920
4	TIRRENA SCAVI SPA ITALIA SUCURSALA CLUJ	27,624
5	CONSTRUCCIONES RUBAU SA FLACA (GIRONA) SUCURSALA BUCURESTI	21,108
6	BALFOUR BEATTY RAIL SRL	20,773
7	COSTRUZIONI DONDI SPA ROVIGO SUCURSALA PITESTI	20,402
8	VOITH HYDRO SRL	17,472
9	LEONHARD WEISS GMBH & CO. KG GERMANIA SUCURSALA BUCURESTI	17,421
10	LEONHARD WEISS RO SRL	16,366

The industry's tax expenses stood at RON 157,785,358 in 2016. In 2015 it paid taxes of RON 239,781,899. In 2014 the industry paid RON 165,424,257 in taxes.



#### EXPENSES ON TAXES BY SECTORS

RANK	SECTOR	RON	Y/Y CHANGE
1	CONSTRUCTION OF ROADS AND MOTORWAYS	93,736,811	-35.31%
2	CONSTRUCTION OF OTHER CIVIL ENGINEERING PROJECTS N.E.C.	15,472,713	-15.04%
3	CONSTRUCTION OF UTILITY PROJECTS FOR FLUIDS	13,251,929	-54.19%
4	CONSTRUCTION OF RAILWAYS AND UNDERGROUND RAILWAYS	12,149,021	-8.11%
5	CONSTRUCTION OF UTILITY PROJECTS FOR ELECTRICITY AND TELECOMMUNICATIONS	12,014,359	-35.64%
6	CONSTRUCTION OF WATER PROJECTS	8,669,427	-30.81%
7	CONSTRUCTION OF BRIDGES AND TUNNELS	2,491,098	-24.87%

## V. PROFITABILITY

The industry's net profit amounted to RON 559,400,687 in 2016, compared to a net profit of RON 1,077,915,810 in 2015 and a net profit of RON 345,164,063 in 2014.

#### TOP 10 COMPANIES BY HIGHEST NET PROFIT IN CIVIL ENGINEERING

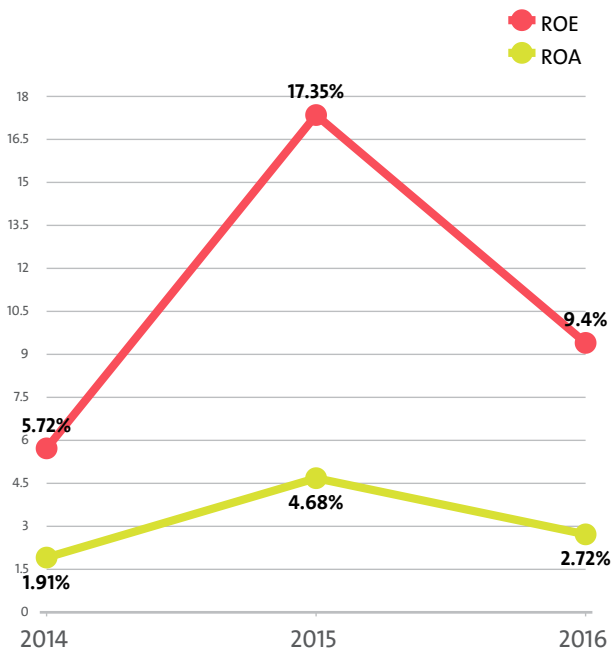
RANK	COMPANY	RON
1	COLAS ROMANIA SRL	43,037,906
2	ARCADA COMPANY SA	39,890,351
3	ELECTROMONTAJ SA	25,242,371
4	COLAS SA FRANTA SUCURSALA ROMANIA	22,522,036
5	DELTA ANTREPRIZA DE CONSTRUCTII SI MONTAJ 93 S.A.	18,540,913
6	ISAF-SOCIETATE DE SEMNALIZARI SI AUTOMATIZARI FERoviARE SA	18,470,539
7	COLAS RAIL FRANTA SUCURSALA BUCURESTI ROMANIA	16,398,800
8	TIRRENA SCAVI SPA ITALIA SUCURSALA CLUJ	16,028,209
9	EURO CONSTRUCT TRADING 98 SRL	15,946,897
10	BULLOCK CONSTRUCTION SRL	9,136,315

## TOP COMPANIES BY HIGHEST NET LOSS IN CIVIL ENGINEERING

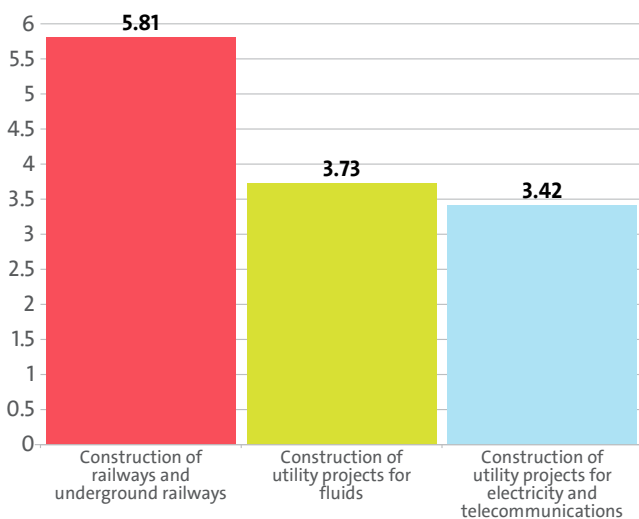
RANK	COMPANY	RON
1	SALINI IMPREGILO S.P.A. MILANO-SUCURSALA FAGET	27,668,184
2	MAX BOEGL ROMANIA SRL	23,087,197
3	TANSTRA SRL	21,784,118
4	MAX BOEGL AEROPORT SIBIU SRL	20,725,188
5	DIFERIT SRL	13,485,040

The Civil engineering industry's return on equity (ROE) is 9.40% compared to 17.35% in 2015 and 5.72% in 2014.

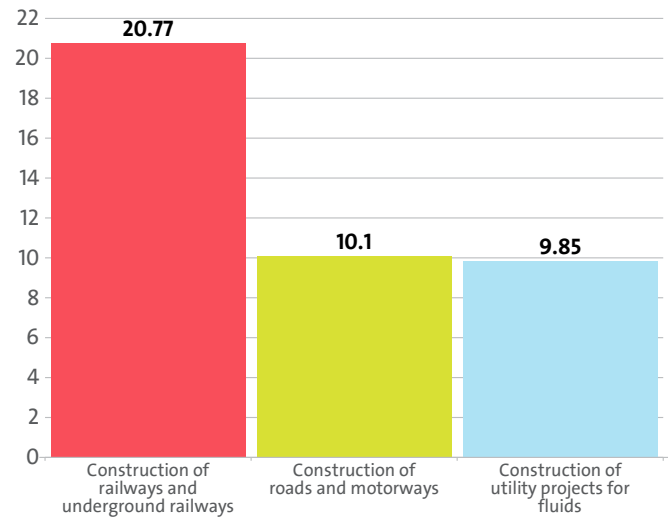
The Civil engineering's return on assets (ROA) was 2.72%, while in 2015 it amounted to 4.68% and 1.91% in 2014.



LEADING INDUSTRY'S SECTORS BY ROA



LEADING INDUSTRY'S SECTORS BY ROE



## TOP 10 COMPANIES BY HIGHEST AVERAGE NET PROFIT PER EMPLOYEE IN CIVIL ENGINEERING

RANK	COMPANY	RON	COMPANY HEADQUARTERS (CITY)
1	COLAS RAIL FRANTA SUCURSALA BUCURESTI ROMANIA	16,398,800	BUCHARES T
2	COLAS ROMANIA SRL	14,345,969	BUCHARES T
3	EURO POWER CONSTRUCT S.R.L.	2,494,735	TELEORMA N
4	BIWATER INTERNATIONAL LIMITED REGATUL UNIT SUCURSALA BUCURESTI	1,327,750	BUCHARES T
5	PCT EUROPA SRL	1,048,329	BACAU
6	DEA COMPLET CONSTRUCT SRL	939,487	ILFOV
7	OHL ZS SA BRNO SUCURSALA BUCURESTI	892,043	BUCHARES T
8	FRANCO GIUSEPPE SRL ROCCELLA IONICA SUCURSALA BAIA SPRIE	827,347	MARAMUR ES
9	ELEVOLUTION - ENGENHARIA, S.A. PORTUGALIA SUCURSALA BUCURESTI	652,375	BUCHARES T
10	TONELLO ENERGIE SRL FARA VICENTINO SUCURSALA BUCURESTI	640,647	BUCHARES T

About 60.00% of the 10 leading companies in terms of net profit per employee are located in Bucharest, while 10.00% are Bacau-based and 10.00% are headquartered in Maramures.

The average net sales revenue per employee in the Civil engineering industry amounted to RON 243,747 in 2016, down by 19.96% compared to 2015 and up by 2.53% compared to 2014.

The Civil engineering sector generated an average RON 281,953 in total revenue per employee. In 2015 and 2014 the figure was RON 336,850 and RON 258,536, respectively.

The average total revenue per company in the Civil engineering industry decreased to RON 4,792,665 in 2016 from RON 6,083,969 in 2015. The 2014 value was RON 4,641,207.

A company in the Civil engineering sector made on average a net sales revenue of RON 4,143,240 in 2016, compared to RON 5,500,488 in 2015 and RON 4,267,632 in 2014.

The Civil engineering industry made 1.29% of the overall sales country-wide, reducing its market share by 0.47 pp.



### AVERAGE REVENUES PER EMPLOYEE IN CIVIL ENGINEERING IN 2016

SECTOR	AVERAGE NET SALES REVENUE (RON)	AVERAGE TOTAL REVENUE (RON)	NUMBER OF EMPLOYEES
CONSTRUCTION OF OTHER CIVIL ENGINEERING PROJECTS N.E.C.	204,104	236,814	5,425
CONSTRUCTION OF BRIDGES AND TUNNELS	234,987	246,860	811
CONSTRUCTION OF RAILWAYS AND UNDERGROUND RAILWAYS	342,290	547,173	2,529
CONSTRUCTION OF WATER PROJECTS	192,789	215,635	4,943
CONSTRUCTION OF ROADS AND MOTORWAYS	269,965	307,122	36,635
CONSTRUCTION OF UTILITY PROJECTS FOR FLUIDS	192,640	203,921	6,230
CONSTRUCTION OF UTILITY PROJECTS FOR ELECTRICITY AND TELECOMMUNICATIONS	179,623	204,266	6,507

### AVERAGE REVENUE PER COMPANY IN CIVIL ENGINEERING IN 2016

SECTOR	AVERAGE NET SALES REVENUE (RON)	AVERAGE TOTAL REVENUE (RON)	NUMBER OF COMPANIES
CONSTRUCTION OF RAILWAYS AND UNDERGROUND RAILWAYS	8,570,809	13,701,002	101
CONSTRUCTION OF ROADS AND MOTORWAYS	5,922,253	6,737,364	1,670
CONSTRUCTION OF WATER PROJECTS	4,764,784	5,329,423	200
CONSTRUCTION OF UTILITY PROJECTS FOR ELECTRICITY AND TELECOMMUNICATIONS	4,130,051	4,696,664	283
CONSTRUCTION OF BRIDGES AND TUNNELS	3,595,748	3,777,426	53
CONSTRUCTION OF UTILITY PROJECTS FOR FLUIDS	2,120,401	2,244,567	566
CONSTRUCTION OF OTHER CIVIL ENGINEERING PROJECTS N.E.C.	1,321,320	1,533,072	838

The total indebtedness of the companies in the Civil engineering industry was RON 13,507,198,324 versus RON 13,660,023,261 a year ago. In 2014 the industry's indebtedness totalled RON 10,896,336,757.

### INDUSTRY'S INDEBTEDNESS BY SECTORS (RON)

SECTOR	2016	2015	2014
CONSTRUCTION OF ROADS AND MOTORWAYS	8,570,354,491	8,664,428,765	6,567,688,378
CONSTRUCTION OF OTHER CIVIL ENGINEERING PROJECTS N.E.C.	1,436,785,595	1,188,392,728	1,090,976,261
CONSTRUCTION OF WATER PROJECTS	1,125,319,337	1,388,112,383	997,389,402
CONSTRUCTION OF UTILITY PROJECTS FOR ELECTRICITY AND TELECOMMUNICATIONS	826,278,736	826,754,120	975,624,194
CONSTRUCTION OF RAILWAYS AND UNDERGROUND RAILWAYS	760,080,218	814,457,816	441,819,152
CONSTRUCTION OF UTILITY PROJECTS FOR FLUIDS	651,676,850	637,222,891	728,205,683
CONSTRUCTION OF BRIDGES AND TUNNELS	136,703,097	140,654,558	94,633,687

Debt-to-assets ratio of the companies in the industry is 0.66 in 2016. It was 0.59 in 2015 and 0.60 in 2014.

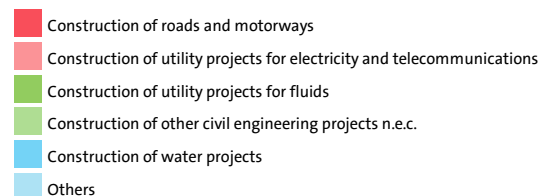
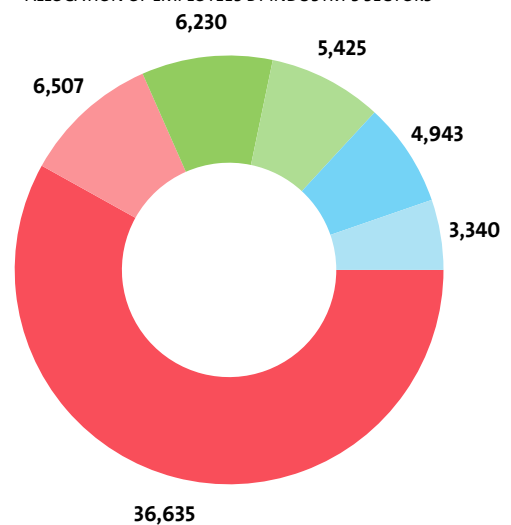
## VI. EMPLOYMENT

A total of 63,080 people were employed in the Civil engineering field at the end of 2016, compared to 66,249 in 2015 and 61,557 in 2014.

### NUMBER OF EMPLOYEES BY INDUSTRY SECTORS

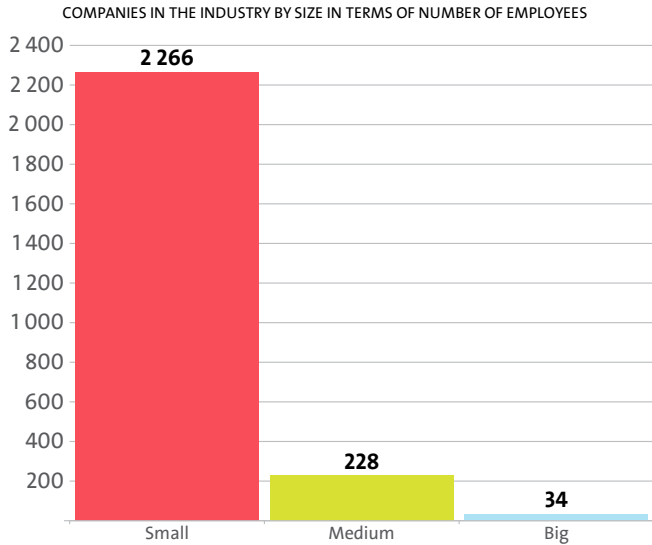
SECTOR	NUMBER	SHARE OF INDUSTRY TOTAL
CONSTRUCTION OF ROADS AND MOTORWAYS	36,635	58.08%
CONSTRUCTION OF UTILITY PROJECTS FOR ELECTRICITY AND TELECOMMUNICATIONS	6,507	10.32%
CONSTRUCTION OF UTILITY PROJECTS FOR FLUIDS	6,230	9.88%
CONSTRUCTION OF OTHER CIVIL ENGINEERING PROJECTS N.E.C.	5,425	8.60%
CONSTRUCTION OF WATER PROJECTS	4,943	7.84%
CONSTRUCTION OF RAILWAYS AND UNDERGROUND RAILWAYS	2,529	4.01%
CONSTRUCTION OF BRIDGES AND TUNNELS	811	1.29%

### ALLOCATION OF EMPLOYEES BY INDUSTRY'S SECTORS



The analysis on companies' sizes by the number of employees, shows that 2266 firms have less than 50 employees\*, 228 have between 50 and 250 employees\* and 34 companies employ more than 250\*.

\* Companies without data in the number of employees at end of the year are not taken into consideration.



The employees of the leading 10 companies in terms of numbers make up 17.62% of the workforce in the industry in 2016.

#### TOP 10 FIRMS BY SHARE IN INDUSTRY'S TOTAL NUMBER OF EMPLOYEES

RANK	COMPANY	NUMBER OF EMPLOYEES	SHARE
1	ELECTRICA SERV SA	2,890	4.58%
2	HIDROCONSTRUCTIA SA	2,206	3.50%
3	ELECTROMONTAJ SA	995	1.58%
4	TEHNOSTRIDE SRL	947	1.50%
5	EURO CONSTRUCT TRADING 98 SRL	901	1.43%
6	TANCRAD SRL	831	1.32%
7	TEL DRUM SA	696	1.10%
8	TECHNOCER SRL	585	0.93%
9	DIMAR SRL	545	0.86%
10	ALPHA CONSTRUCT SISTEM S.A.	520	0.82%

The Civil engineering industry is the 15th largest employer in the country with 63,080 employees with the largest employer being Retail trade, except of motor vehicles and motorcycles with 437,697 and Activities of extraterritorial organisations and bodies at the bottom with 1 employees.

We expect, based on the trend in the last three years, the number of employees of the Civil engineering industry to change at a compound annual growth rate (CAGR) of 1.23% in 2017.

# Do not hesitate to contact us

We'd be glad to discuss our services or your project in detail and help you come up with a solution.

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