

# SeeNews

Business Intelligence  
for Southeast Europe



## Industry Report

Libraries, archives, museums  
and other cultural activities

2016

ROMANIA

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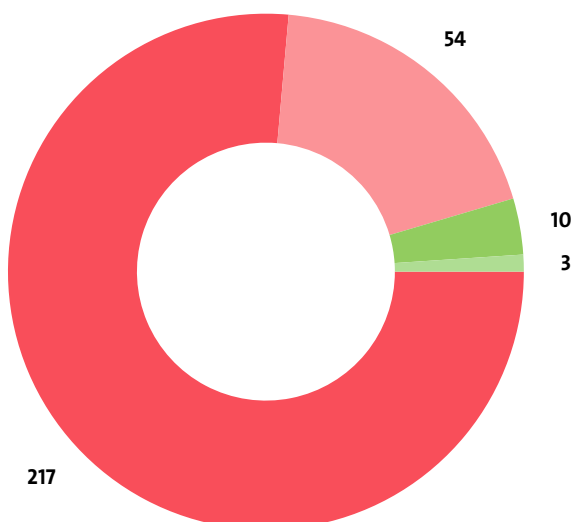
## I. KEY INDICATORS

- The Libraries, archives, museums and other cultural activities industry in Romania was represented by 284 companies at the end of 2016, compared to 264 in the previous year and 238 in 2014.
- The industry's net profit amounted to RON 38,075,512 in 2016.
- The industry's total revenue was RON 204,674,121 in 2016, up by 10.54% compared to the previous year.
- The combined costs of the companies in the Libraries, archives, museums and other cultural activities industry reached RON 159,507,581 in 2016, up by 9.70% year-on-year.
- The industry's total revenue makes up 0.02% to the country's Gross domestic product (GDP) in 2016, compared to 0.02% for 2015 and 0.02% in 2014.
- A total of 1,826 people were employed in the Libraries, archives, museums and other cultural activities industry in 2016, compared to 1,658 in 2015 and 1,435 in 2014.
- Most of the companies in the industry are based in Bucharest, followed by Iasi and Mures.

## II. INTRODUCTION

In 2016 the companies in the Libraries, archives, museums and other cultural activities industry numbered 284, distributed in 4 sectors.

INDUSTRY STRUCTURE BY SECTORS AND NUMBER OF COMPANIES



- Library and archives activities
- Operation of historical sites and buildings and similar visitor attractions
- Museums activities
- Botanical and zoological gardens and nature reserves activities

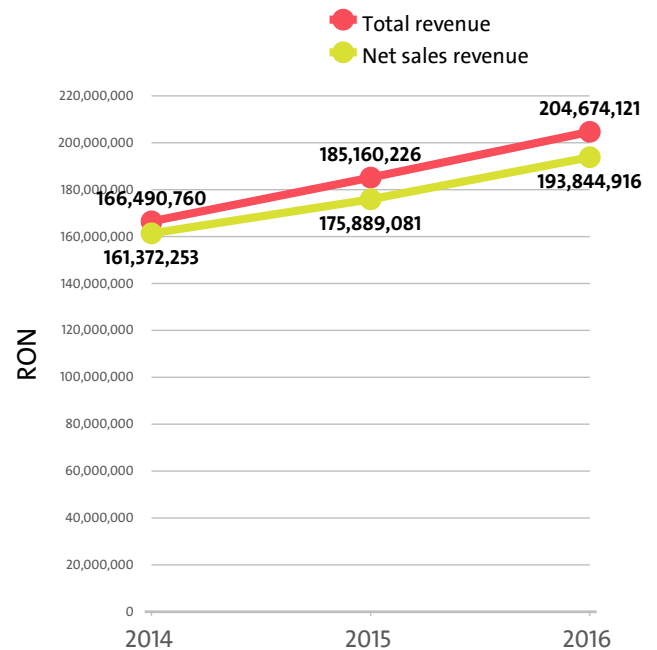
In 2015 there were a total of 264 companies operating in the industry. In 2014 their number totalled 238.

### NUMBER OF COMPANIES IN LIBRARIES, ARCHIVES, MUSEUMS AND OTHER CULTURAL ACTIVITIES INDUSTRY BY SECTORS

SECTOR	2016	2015	2014
LIBRARY AND ARCHIVES ACTIVITIES	217	200	175
OPERATION OF HISTORICAL SITES AND BUILDINGS AND SIMILAR VISITOR ATTRACTIONS	54	53	51
MUSEUMS ACTIVITIES	10	8	9
BOTANICAL AND ZOOLOGICAL GARDENS AND NATURE RESERVES ACTIVITIES	3	3	3

## III. REVENUES

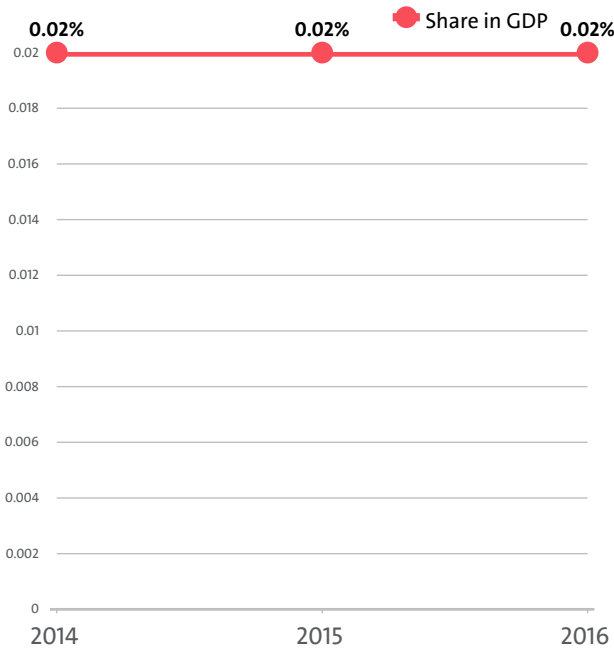
The total revenue in the industry was RON 204,674,121 in 2016, RON 185,160,226 in 2015 and 166,490,760 in 2014.



The companies in the Libraries, archives, museums and other cultural activities market of Romania earned combined net sales revenues of RON 193,844,916 in 2016.

In annual terms, sales marked an increase of 10.21% compared to 2015. In comparison to 2014 they grew by 20.12%. In 2015 sales rose by 9.00% year-on-year.

The Libraries, archives, museums and other cultural activities industry total revenue make up 0.02% to the country's GDP in 2016, compared to 0.02% for 2015 and 0.02% in 2014.

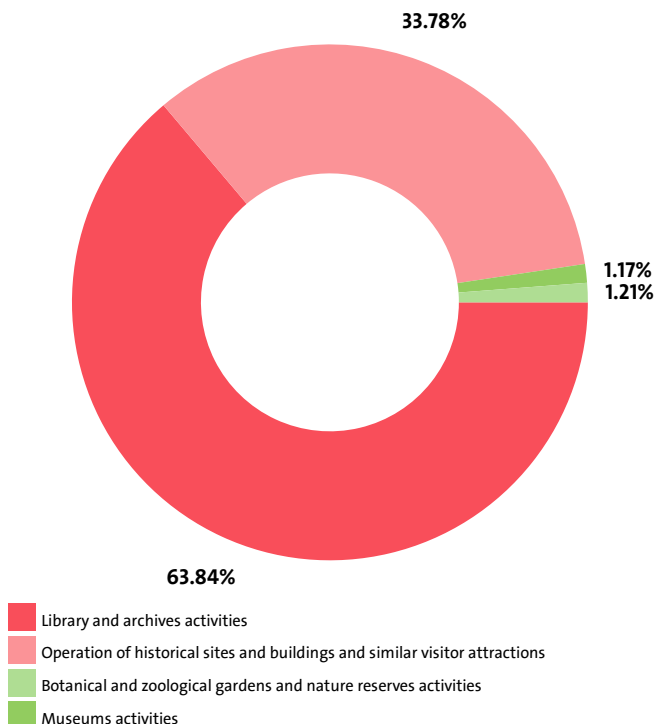


We expect, based on the trend in the last three years, the total revenue of the Libraries, archives, museums and other cultural activities industry to change at a compound annual growth rate (CAGR) of 10.88% in 2017.

#### NET SALES REVENUE BY SECTORS

RANK	SECTOR	NET SALES REVENUE (RON)
1	LIBRARY AND ARCHIVES ACTIVITIES	123,760,186
2	OPERATION OF HISTORICAL SITES AND BUILDINGS AND SIMILAR VISITOR ATTRACTIONS	65,485,387
3	BOTANICAL AND ZOOLOGICAL GARDENS AND NATURE RESERVES ACTIVITIES	2,337,095
4	MUSEUMS ACTIVITIES	2,262,248

INDUSTRY'S NET SALES REVENUE STRUCTURE BY SECTORS



The highest growth, of 57.12%, was recorded by Botanical and zoological gardens and nature reserves activities. There was no industry's sector to report a drop in net sales revenues.

#### TOP COMPANIES' REVENUE BY SECTORS

SEGMENT	COMPANY	TOTAL REVENUE (RON)	NET SALES REVENUE (RON)
<b>BOTANICAL AND ZOOLOGICAL GARDENS AND NATURE RESERVES ACTIVITIES</b>			
	ZOOLAND TEC SRL	1,576,764	1,493,186
	ECOS CLUB SRL	686,709	676,540
	SOLARIS SERV SRL	167,369	167,369
<b>MUSEUMS ACTIVITIES</b>			
	REGIA NATIONALA A PADURILOR ROMSILVA - MUZEUL CINEGETIC AL CARPATILOR "POSADA" RA	1,261,118	1,240,469
	MONDOVIR COM SRL	811,451	786,745
	PARADISUM PLANTAVIT SRL	121,733	118,072
<b>OPERATION OF HISTORICAL SITES AND BUILDINGS AND SIMILAR VISITOR ATTRACTIONS</b>			
	COMPANIA DE ADMINISTRARE A DOMENIULUI BRAN SRL	22,505,379	22,339,424
	TURDA SALINA DURG AU SA	14,652,865	14,574,427
	ZAMORA ESTATE SRL	9,665,523	2,848,208
<b>LIBRARY AND ARCHIVES ACTIVITIES</b>			
	IRON MOUNTAIN SRL	45,421,078	45,067,049
	STEFADINA COMSERV SRL	16,324,464	16,238,129
	ARCHIVIT SRL	9,607,773	9,574,730

The top 10 companies in terms of total revenue in Libraries, archives, museums and other cultural activities accounted for 69.89% of the industry's total in 2016, 67.52% in 2015 and 70.84% in 2014.

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

RANK	COMPANY	TOTAL REVENUE (RON)	NET SALE REVENUE (RON)
1	IRON MOUNTAIN SRL	45,421,078	45,067,049
2	COMPANIA DE ADMINISTRARE A DOMENIULUI BRAN SRL	22,505,379	22,339,424
3	STEFADINA COMSERV SRL	16,324,464	16,238,129
4	TURDA SALINA DURG AU SA	14,652,865	14,574,427
5	ZAMORA ESTATE SRL	9,665,523	2,848,208
6	ARCHIVIT SRL	9,607,773	9,574,730
7	CORINT SRL	8,544,585	7,919,447
8	CAROLIN SRL	7,523,027	7,363,999
9	GLOBAL ARCHIVE MANAGEMENT SRL	5,989,104	5,884,057
10	RIBEIT SRL	2,820,145	2,702,358

The total revenues of the top 10 companies in the Libraries, archives, museums and other cultural activities were 0.02% of GDP in 2016, compared to 0.01% for 2015 and 0.01% in 2014.

The top 10 by assets in the Libraries, archives, museums and other cultural activities sector made up RON 127,557,635, or 65.80% of the total net sales revenue.

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

RANK	COMPANY	RON
1	ZAMORA ESTATE SRL	88,807,178
2	IRON MOUNTAIN SRL	42,478,306
3	CORINT SRL	33,276,081
4	TURDA SALINA DURG AU SA	20,431,786
5	COMPANIA DE ADMINISTRARE A DOMENIULUI BRAN SRL	17,736,625
6	REGIA NATIONALA A PADURILOR ROMSILVA - MUZEUL CINEGETIC AL CARPATILOR "POSADA" RA	11,637,191

7 ARCHIVIT SRL	10,654,755
8 GLOBAL ARCHIVE MANAGEMENT SRL	8,454,502
9 STEFADINA COMSERV SRL	6,495,155
10 DISTRISTOC COMPREST SRL	5,822,211

TOP COMPANIES BY TOTAL REVENUE IN THE MARKET BOTANICAL AND ZOOLOGICAL GARDENS AND NATURE RESERVES ACTIVITIES WERE:

COMPANY	RON
ZOLAND TEC SRL	1,576,764
ECOS CLUB SRL	686,709
SOLARIS SERV SRL	167,369

The largest companies in terms of total revenue in sector Libraries, archives, museums and other cultural activities earned total revenue of RON 2,430,842 and accounted for 1.19% of the industry's total revenue.

TOP COMPANIES BY TOTAL REVENUE IN THE FIELD MUSEUMS ACTIVITIES WERE:

COMPANY	RON
REGIA NATIONALA A PADURILOR ROMSILVA - MUZEUL CINEGETIC AL CARPATILOR "POSADA" RA	1,261,118
MONDOVIR COM SRL	811,451
PARADISUM PLANTAVIT SRL	121,733
OMNIA CORPORATION SRL	53,763
RESART SRL	52,177

The largest companies in terms of total revenue in sector Libraries, archives, museums and other cultural activities earned total revenue of RON 2,300,242 and accounted for 1.12% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE INDUSTRY OPERATION OF HISTORICAL SITES AND BUILDINGS AND SIMILAR VISITOR ATTRACTIONS WERE:

COMPANY	RON
COMPANIA DE ADMINISTRARE A DOMENIULUI BRAN SRL	22,505,379
TURDA SALINA DURGĂU SA	14,652,865
ZAMORA ESTATE SRL	9,665,523
CORINT SRL	8,544,585
CAROLIN SRL	7,523,027
HEDGEHOG SRL	1,576,083
CODEM EXIM SRL	1,341,143
GENERAL GAME SRL	1,327,653
MIVOR PROD SRL	884,054
UTILITAS CENTRU DE CERCETARE PROIECTARE IN DOMENIUL REABILITĂRII PATRIMONIULUI CONSTRUIT SRL	846,379

The 10 largest companies in terms of total revenue in sector Libraries, archives, museums and other cultural activities earned total revenue of RON 68,866,691 and accounted for 33.65% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE SECTOR LIBRARY AND ARCHIVES ACTIVITIES WERE:

COMPANY	RON
IRON MOUNTAIN SRL	45,421,078
STEFADINA COMSERV SRL	16,324,464
ARCHIVIT SRL	9,607,773
GLOBAL ARCHIVE MANAGEMENT SRL	5,989,104
RIBEIT SRL	2,820,145
SISTEC CONFIDENTIAL SRL	2,521,818
UBERUM SRL	2,273,151
DISTRISTOC COMPREST SRL	1,880,569
CENTRUL GENERAL DE ARHIVARE SRL	1,611,889
ARQUIVO SRL	1,484,889

The 10 largest companies in terms of total revenue in sector Libraries, archives, museums and other cultural activities earned total revenue of RON 89,934,880 and accounted for 43.94% of the industry's total revenue.

## IV. EXPENSES

The combined costs of the companies in the Libraries, archives, museums and other cultural activities industry reached RON 159,507,581 in 2016.

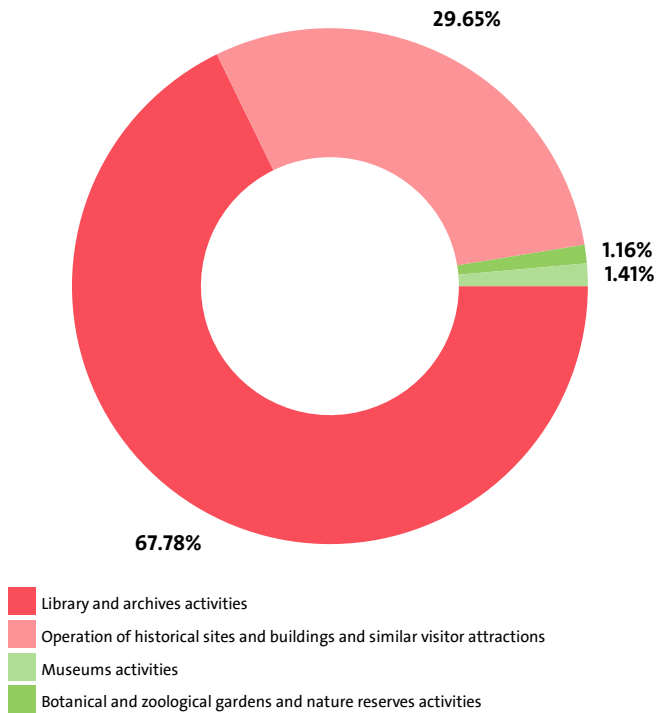
In annual terms, total expenses went up by 9.70% compared to 2015 and rose by 23.55% in comparison to 2014.

We expect, based on the trend in the last three years, the total costs of the Libraries, archives, museums and other cultural activities industry to change at a compound annual growth rate (CAGR) of 11.15% in 2017.

TOTAL COSTS BY SECTORS

RANK	SECTOR	TOTAL COSTS (RON)
1	LIBRARY AND ARCHIVES ACTIVITIES	108,111,255
2	OPERATION OF HISTORICAL SITES AND BUILDINGS AND SIMILAR VISITOR ATTRACTIONS	47,300,026
3	MUSEUMS ACTIVITIES	2,245,784
4	BOTANICAL AND ZOOLOGICAL GARDENS AND NATURE RESERVES ACTIVITIES	1,850,516

INDUSTRY'S TOTAL COSTS STRUCTURE BY SECTORS



Library and archives activities marked the highest annual growth in total expenses, of 15.68%, while total expenses went down the most, by 1.95%, for Operation of historical sites and buildings and similar visitor attractions.

The biggest spenders in the industry, with costs of over 10% of industry's costs, numbered 9, including CAROLIN SRL, TURDA SALINA DURGĂU SA, IRON MOUNTAIN SRL, GLOBAL ARCHIVE MANAGEMENT SRL, COMPANIA DE ADMINISTRARE A DOMENIULUI BRAN SRL. The medium spenders, or those in the 5% and 10% range count 2 and include RIBEIT SRL, SISTEC CONFIDENTIAL SRL. Below 5% threshold are 273 companies, including ASSAYS SOLUTIONS SRL, CASA SERVICIILOR ARHIVISTICE SRL, ARHIVE LOGISTIC BANAT SRL, SIM'ART CONSTRUCT SRL, OPTIM ARHIV SRL.

Employment expenses in the Libraries, archives, museums and other cultural activities industry increased by 17.22% to the year to RON 53,095,161 in 2016.

The highest growth in labour costs, of 21.95%, was registered by Library and archives activities.

The monthly costs per employee in the Libraries, archives, museums and other cultural activities industry averaged RON 2,423 in 2016, RON 2,277 in 2015 and RON 2,207 in 2014.

#### EMPLOYMENT EXPENSES IN LIBRARIES, ARCHIVES, MUSEUMS AND OTHER CULTURAL ACTIVITIES BY SECTORS IN 2016

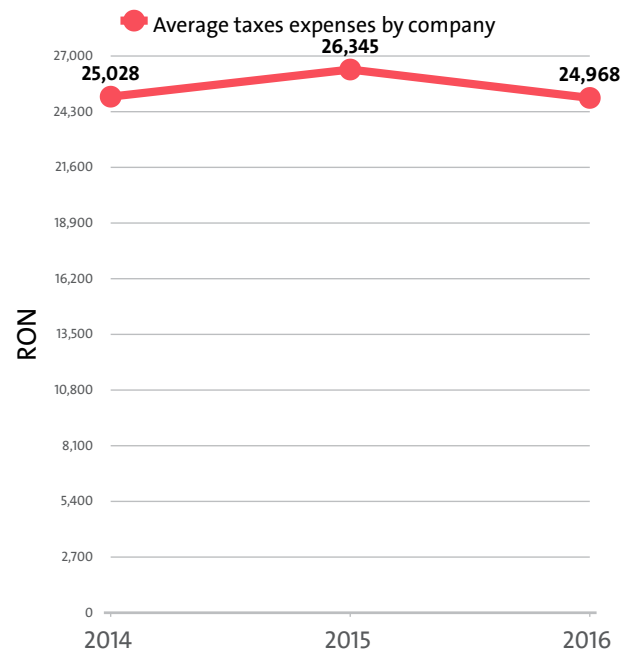
RANK	SECTOR	EMPLOYMENT EXPENSES (RON)	AVERAGE EXPENSES PER EMPLOYEE (RON)
1	LIBRARY AND ARCHIVES ACTIVITIES	38,209,045	30,397
2	OPERATION OF HISTORICAL SITES AND BUILDINGS AND SIMILAR VISITOR ATTRACTIONS	13,181,621	26,206

3	MUSEUMS ACTIVITIES	865,244	26,220
4	BOTANICAL AND ZOOLOGICAL GARDENS AND NATURE RESERVES ACTIVITIES	839,251	25,432

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

RANK	COMPANY	RON
1	DISTRISTOC COMPREST SRL	6,241
2	IRON MOUNTAIN SRL	5,841
3	DIGI ARHIV EST SRL	5,472
4	ARCHIVIT SRL	4,803
5	REISSWOLF SRL	3,883
6	ARHIVE GMR SRL	3,875
7	STEFADINA COMSERV SRL	3,753
8	COMPANIA DE ADMINISTRARE A DOMENIULUI BRAN SRL	3,552
9	ECOS CLUB SRL	3,527
10	REGIA NATIONALA A PADURILOR ROMSILVA - MUZEUL CINEGETIC AL CARPATILOR "POSADA" RA	3,445

The industry's tax expenses stood at RON 7,091,028 in 2016. In 2015 it paid taxes of RON 6,955,300. In 2014 the industry paid RON 5,956,795 in taxes.



#### EXPENSES ON TAXES BY SECTORS

RANK	SECTOR	RON	Y/Y CHANGE
1	OPERATION OF HISTORICAL SITES AND BUILDINGS AND SIMILAR VISITOR ATTRACTIONS	4,158,690	18.38%
2	LIBRARY AND ARCHIVES ACTIVITIES	2,846,466	-16.58%
3	BOTANICAL AND ZOOLOGICAL GARDENS AND NATURE RESERVES ACTIVITIES	78,735	308.40%
4	MUSEUMS ACTIVITIES	7,137	-34.46%

## V. PROFITABILITY

The industry's net profit amounted to RON 38,075,512 in 2016, compared to a net profit of RON 32,803,776 in 2015 and a net profit of RON 31,432,240 in 2014.

### TOP 10 COMPANIES BY HIGHEST NET PROFIT IN LIBRARIES, ARCHIVES, MUSEUMS AND OTHER CULTURAL ACTIVITIES

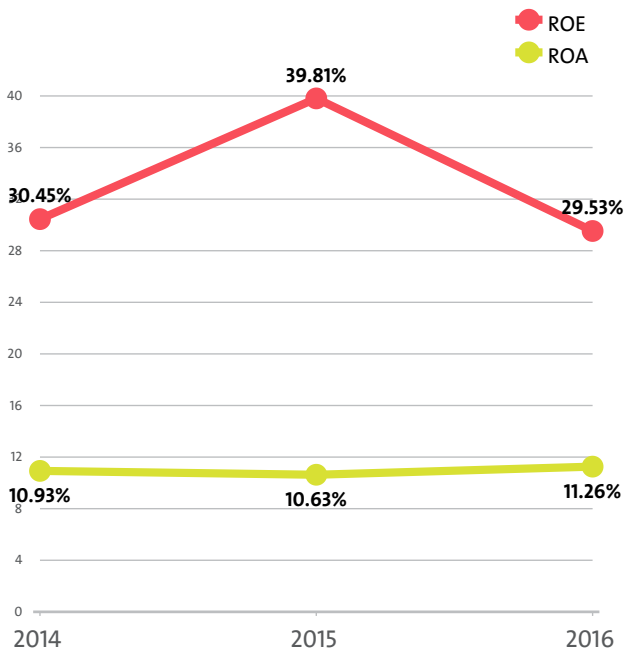
RANK	COMPANY	RON
1	COMPANIA DE ADMINISTRARE A DOMENIULUI BRAN SRL	13,372,057
2	IRON MOUNTAIN SRL	6,781,283
3	TURDA SALINA DURG AU SA	4,489,406
4	CAROLIN SRL	2,276,365
5	ARCHIVIT SRL	1,421,561
6	CORINT SRL	1,002,206
7	CENTRUL GENERAL DE ARHIVARE SRL	977,763
8	STEFADINA COMSERV SRL	684,786
9	UBERUM SRL	496,459
10	HEDGEHOG SRL	488,312

### TOP COMPANIES BY HIGHEST NET LOSS IN LIBRARIES, ARCHIVES, MUSEUMS AND OTHER CULTURAL ACTIVITIES

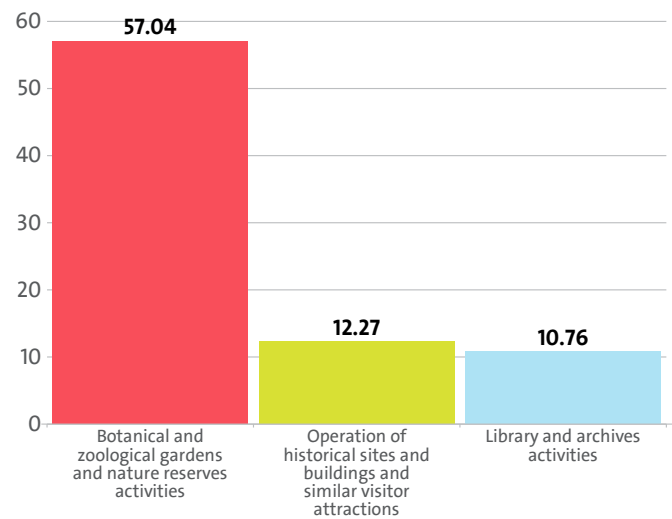
RANK	COMPANY	RON
1	OPEN SOLUTIONS & SERVICES SRL	969,675
2	MONUMENTAL ICONIC SRL	621,410
3	REISSWOLF SRL	301,224
4	ARHIVDEPO INTERNATIONAL SRL	248,393
5	PRO RESTAURATIO SRL	191,349

The Libraries, archives, museums and other cultural activities industry's return on equity (ROE) is 29.53% compared to 39.81% in 2015 and 30.45% in 2014.

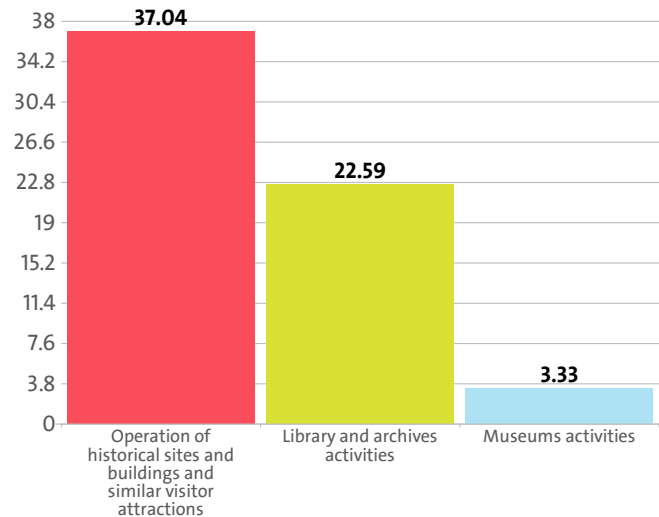
The Libraries, archives, museums and other cultural activities's return on assets (ROA) was 11.26%, while in 2015 it amounted to 10.63% and 10.93% in 2014.



LEADING INDUSTRY'S SECTORS BY ROA



LEADING INDUSTRY'S SECTORS BY ROE



### TOP 10 COMPANIES BY HIGHEST AVERAGE NET PROFIT PER EMPLOYEE IN LIBRARIES, ARCHIVES, MUSEUMS AND OTHER CULTURAL ACTIVITIES

RANK	COMPANY	RON	COMPANY HEADQUARTERS (CITY)
1	COMPANIA DE ADMINISTRARE A DOMENIULUI BRAN SRL	230,553	BRASOV
2	CENTRUL GENERAL DE ARHIVARE SRL	195,553	MURES
3	PRO-GARANT SRL	184,328	SUCEAVA
4	CO. REST. ART. SRL	163,546	IASI
5	STEM ARHIVE SOLUTIONS S.R.L.	158,652	DAMBOVITA
6	SMC COMP SRL	153,854	MURES
7	ART MASTER DESIGN SRL	151,632	BUCHAREST
8	EVANDER SRL	111,803	SUCEAVA
9	DELTA ARHIV SRL	106,617	TULCEA
10	DEPOZITAR INFOARHIVE SRL	104,862	ARAD

About 20.00% of the 10 leading companies in terms of net profit per employee are located in Suceava, while 20.00% are Mures-based and 10.00% are headquartered in Bucharest.

The average net sales revenue per employee in the Libraries, archives, museums and other cultural activities industry amounted to RON 106,158 in 2016, up by 0.07% compared to

2015 and down by 5.60% compared to 2014.

The Libraries, archives, museums and other cultural activities industry generated an average RON 112,089 in total revenue per employee. In 2015 and 2014 the figure was RON 111,677 and RON 116,021, respectively.

The average total revenue per company in the Libraries, archives, museums and other cultural activities industry went up to RON 720,684 in 2016 from RON 701,364 in 2015. The 2014 value was RON 699,541.

A company in the Libraries, archives, museums and other cultural activities field made on average a net sales revenue of RON 682,553 in 2016, compared to RON 666,247 in 2015 and RON 678,035 in 2014.

The Libraries, archives, museums and other cultural activities industry made 0.02% of the overall sales country-wide.

#### AVERAGE REVENUES PER EMPLOYEE IN LIBRARIES, ARCHIVES, MUSEUMS AND OTHER CULTURAL ACTIVITIES IN 2016

SECTOR	AVERAGE NET SALES REVENUE (RON)	AVERAGE TOTAL REVENUE (RON)	NUMBER OF EMPLOYEES
BOTANICAL AND ZOOLOGICAL GARDENS AND NATURE RESERVES ACTIVITIES	70,821	73,662	33
MUSEUMS ACTIVITIES	68,553	70,040	33
OPERATION OF HISTORICAL SITES AND BUILDINGS AND SIMILAR VISITOR ATTRACTIONS	130,190	146,901	503
LIBRARY AND ARCHIVES ACTIVITIES	98,457	100,271	1,257

#### AVERAGE REVENUE PER COMPANY IN LIBRARIES, ARCHIVES, MUSEUMS AND OTHER CULTURAL ACTIVITIES IN 2016

SECTOR	AVERAGE NET SALES REVENUE (RON)	AVERAGE TOTAL REVENUE (RON)	NUMBER OF COMPANIES
OPERATION OF HISTORICAL SITES AND BUILDINGS AND SIMILAR VISITOR ATTRACTIONS	1,212,692	1,368,353	54
BOTANICAL AND ZOOLOGICAL GARDENS AND NATURE RESERVES ACTIVITIES	779,032	810,281	3
LIBRARY AND ARCHIVES ACTIVITIES	570,323	580,834	217
MUSEUMS ACTIVITIES	226,225	231,132	10

The total indebtedness of the companies in the Libraries, archives, museums and other cultural activities industry was RON 197,136,715 versus RON 145,461,241 a year ago. In 2014 the industry's indebtedness totalled RON 170,373,723.

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

SECTOR	2016	2015	2014
OPERATION OF HISTORICAL SITES AND BUILDINGS AND SIMILAR VISITOR ATTRACTIONS	120,986,124	95,199,635	100,489,861
LIBRARY AND ARCHIVES ACTIVITIES	62,740,035	41,397,232	57,916,926
MUSEUMS ACTIVITIES	12,407,985	8,402,605	10,996,430
BOTANICAL AND ZOOLOGICAL GARDENS AND NATURE RESERVES ACTIVITIES	1,002,571	461,769	970,506

Debt-to-assets ratio of the companies in the industry is 0.58 in 2016. It was 0.47 in 2015 and 0.59 in 2014.

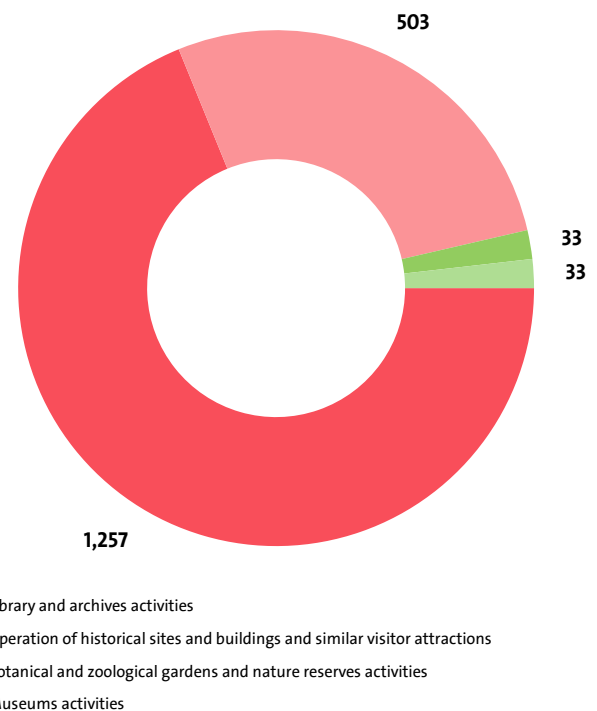
## VI. EMPLOYMENT

A total of 1,826 people were employed in the Libraries, archives, museums and other cultural activities field at the end of 2016, compared to 1,658 in 2015 and 1,435 in 2014.

#### NUMBER OF EMPLOYEES BY INDUSTRY SECTORS

SECTOR	NUMBER	SHARE OF INDUSTRY TOTAL
LIBRARY AND ARCHIVES ACTIVITIES	1,257	68.84%
OPERATION OF HISTORICAL SITES AND BUILDINGS AND SIMILAR VISITOR ATTRACTIONS	503	27.55%
BOTANICAL AND ZOOLOGICAL GARDENS AND NATURE RESERVES ACTIVITIES	33	1.81%
MUSEUMS ACTIVITIES	33	1.81%

#### ALLOCATION OF EMPLOYEES BY INDUSTRY'S SECTORS



The analysis on companies' sizes by the number of employees, shows that 197 firms have less than 50 employees\*, 7 have between 50 and 250 employees\*.

\* 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 45.07% 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	STEFADINA COMSERV SRL	190	10.41%
2	IRON MOUNTAIN SRL	123	6.74%
3	TURDA SALINA DURGĂU SA	120	6.57%
4	CORINT SRL	99	5.42%
5	GLOBAL ARCHIVE MANAGEMENT SRL	61	3.34%
6	COMPANIA DE ADMINISTRARE A DOMENIULUI BRAN SRL	58	3.18%
7	ARCHIVIT SRL	53	2.90%
8	UBERUM SRL	43	2.35%



9 RIBEIT SRL	39	2.14%
10 ARQUIVO SRL	37	2.03%

The Libraries, archives, museums and other cultural activities industry is the 77th largest employer in the country with 1,826 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 Libraries, archives, museums and other cultural activities industry to change at a compound annual growth rate (CAGR) of 12.80% 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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