

# SeeNews

Business Intelligence  
for Southeast Europe



## Industry Report

Manufacture of motor vehicles,  
trailers and semi-trailers

2016

ROMANIA

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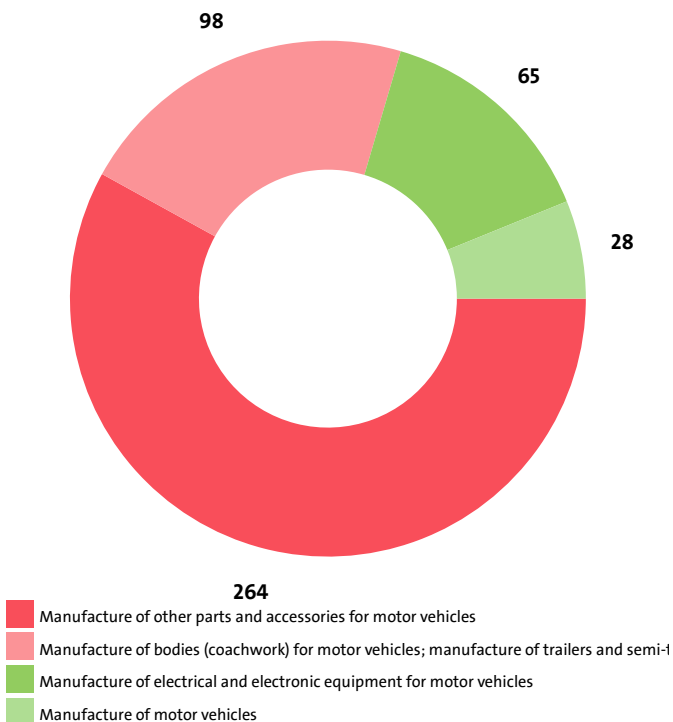
## I. KEY INDICATORS

- The Manufacture of motor vehicles, trailers and semi-trailers industry in Romania was represented by 455 companies at the end of 2016, compared to 452 in the previous year and 424 in 2014.
- The industry's net profit amounted to RON 2,035,293,440 in 2016.
- The industry's total revenue was RON 67,837,051,795 in 2016, up by 8.11% compared to the previous year.
- The combined costs of the companies in the Manufacture of motor vehicles, trailers and semi-trailers industry reached RON 65,426,260,690 in 2016, up by 7.64% year-on-year.
- The industry's total revenue makes up 7.28% to the country's Gross domestic product (GDP) in 2016, compared to 7.27% for 2015 and 6.46% in 2014.
- A total of 160,274 people were employed in the Manufacture of motor vehicles, trailers and semi-trailers industry in 2016, compared to 153,524 in 2015 and 112,711 in 2014.
- Most of the companies in the industry are based in Arges, followed by Bucharest and Brasov.

## II. INTRODUCTION

In 2016 the companies in the Manufacture of motor vehicles, trailers and semi-trailers industry numbered 455, distributed in 4 sectors.

INDUSTRY STRUCTURE BY SECTORS AND NUMBER OF COMPANIES



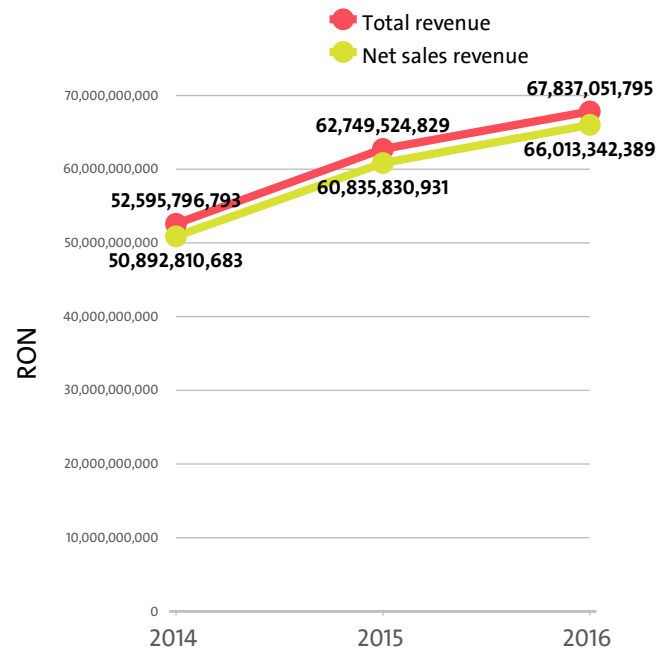
In 2015 there were a total of 452 companies operating in the industry. In 2014 their number totalled 424.

NUMBER OF COMPANIES IN MANUFACTURE OF MOTOR VEHICLES, TRAILERS AND SEMI-TRAILERS INDUSTRY BY SECTORS

SECTOR	2016	2015	2014
MANUFACTURE OF OTHER PARTS AND ACCESSORIES FOR MOTOR VEHICLES	264	259	249
MANUFACTURE OF BODIES (COACHWORK) FOR MOTOR VEHICLES; MANUFACTURE OF TRAILERS AND SEMI-TRAILERS	98	94	85
MANUFACTURE OF ELECTRICAL AND ELECTRONIC EQUIPMENT FOR MOTOR VEHICLES	65	69	62
MANUFACTURE OF MOTOR VEHICLES	28	30	28

## III. REVENUES

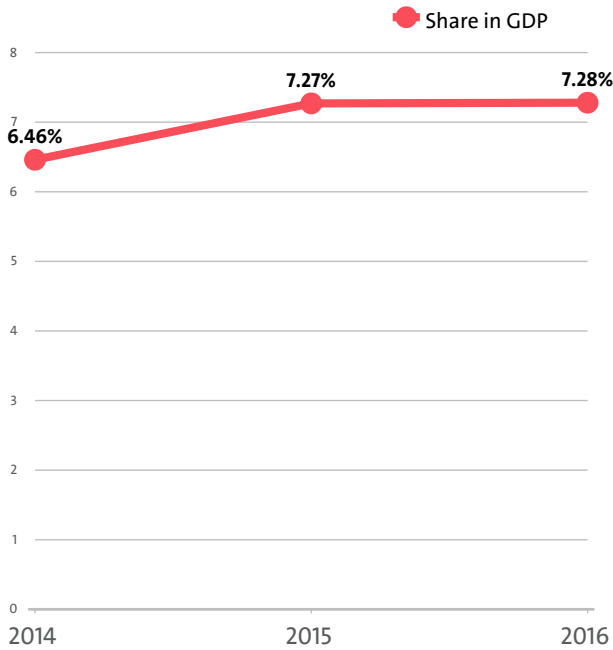
The total revenue in the industry was RON 67,837,051,795 in 2016, RON 62,749,524,829 in 2015 and 52,595,796,793 in 2014.



The companies in the Manufacture of motor vehicles, trailers and semi-trailers market of Romania earned combined net sales revenues of RON 66,013,342,389 in 2016.

In annual terms, sales marked a rise of 8.51% compared to 2015. In comparison to 2014 they went up by 29.71%. In 2015 sales grew by 19.54% year-on-year.

The Manufacture of motor vehicles, trailers and semi-trailers industry total revenue make up 7.28% to the country's GDP in 2016, compared to 7.27% for 2015 and 6.46% in 2014.

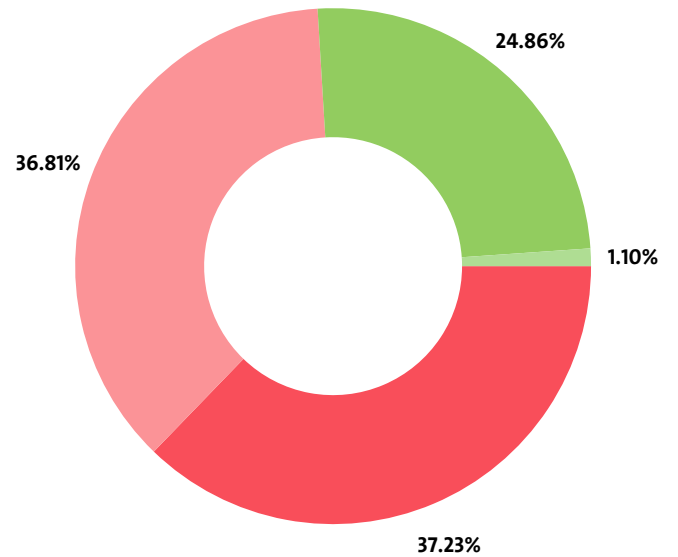


We expect, based on the trend in the last three years, the total revenue of the Manufacture of motor vehicles, trailers and semi-trailers industry to change at a compound annual growth rate (CAGR) of 13.57% in 2017.

#### NET SALES REVENUE BY SECTORS

RANK	SECTOR	NET SALES REVENUE (RON)
1	MANUFACTURE OF MOTOR VEHICLES	24,578,417,466
2	MANUFACTURE OF OTHER PARTS AND ACCESSORIES FOR MOTOR VEHICLES	24,297,805,179
3	MANUFACTURE OF ELECTRICAL AND ELECTRONIC EQUIPMENT FOR MOTOR VEHICLES	16,408,949,353
4	MANUFACTURE OF BODIES (COACHWORK) FOR MOTOR VEHICLES; MANUFACTURE OF TRAILERS AND SEMI-TRAILERS	728,170,391

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



- Manufacture of motor vehicles
- Manufacture of other parts and accessories for motor vehicles
- Manufacture of electrical and electronic equipment for motor vehicles
- Manufacture of bodies (coachwork) for motor vehicles; manufacture of trailers and semi-trailers

The highest growth, of 17.41%, was recorded by Manufacture of bodies (coachwork) for motor vehicles; manufacture of trailers and semi-trailers. 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>MANUFACTURE OF MOTOR VEHICLES</b>			
	AUTOMOBILE DACIA SA	20,976,553,184	20,764,966,545
	FORD ROMANIA SA	3,938,197,051	3,714,955,356
	DYPETY SRL	30,957,860	30,398,091
<b>MANUFACTURE OF BODIES (COACHWORK) FOR MOTOR VEHICLES; MANUFACTURE OF TRAILERS AND SEMI-TRAILERS</b>			
	JLG MANUFACTURING CENTRAL EUROPE SRL	295,700,270	291,868,345
	INDCAR BUS INDUSTRIES SRL	47,774,767	45,017,569
	DELTAMED SRL	35,854,281	36,657,703
<b>MANUFACTURE OF OTHER PARTS AND ACCESSORIES FOR MOTOR VEHICLES</b>			
	AUTOLIV ROMANIA SRL	3,602,480,526	3,543,715,060
	TAKATA ROMANIA SRL (FORMERLY KNOWN AS TAKATA-PETRI ROMANIA SRL)	2,623,383,589	2,572,562,638
	DELPHI DIESEL SYSTEMS ROMANIA SRL	1,990,682,328	1,913,001,399
<b>MANUFACTURE OF ELECTRICAL AND ELECTRONIC EQUIPMENT FOR MOTOR VEHICLES</b>			
	HELLA ROMANIA SRL	2,355,280,953	2,285,980,392
	LEONI WIRING SYSTEMS RO SRL	1,580,049,883	1,534,161,294
	DELPHI PACKARD ROMANIA SRL	1,565,591,871	1,533,078,000

The top 10 companies in terms of total revenue in Manufacture of motor vehicles, trailers and semi-trailers accounted for 61.16% of the industry's total in 2016, 62.43% in 2015 and 69.72% in 2014.

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

RANK	COMPANY	TOTAL REVENUE (RON)	NET SALE REVENUE (RON)
1	AUTOMOBILE DACIA SA	20,976,553,184	20,764,966,545
2	FORD ROMANIA SA	3,938,197,051	3,714,955,356
3	AUTOLIV ROMANIA SRL	3,602,480,526	3,543,715,060
4	TAKATA ROMANIA SRL (FORMERLY KNOWN AS TAKATA-PETRI ROMANIA SRL)	2,623,383,589	2,572,562,638
5	HELLA ROMANIA SRL	2,355,280,953	2,285,980,392
6	DELPHI DIESEL SYSTEMS ROMANIA SRL	1,990,682,328	1,913,001,399
7	LEONI WIRING SYSTEMS RO SRL	1,580,049,883	1,534,161,294
8	DELPHI PACKARD ROMANIA SRL	1,565,591,871	1,533,078,000
9	ROBERT BOSCH SRL	1,565,014,171	1,504,737,615
10	TRW AUTOMOTIVE SAFETY SYSTEMS SRL	1,292,530,916	1,256,271,374

The total revenues of the top 10 companies in the Manufacture of motor vehicles, trailers and semi-trailers were 4.45% of GDP in 2016, compared to 4.54% for 2015 and 4.50% in 2014.

The top 10 by assets in the Manufacture of motor vehicles, trailers and semi-trailers industry made up RON 39,708,038,356, or 60.15% of the total net sales revenue.

### TOP 10 BY TOTAL ASSETS IN THE INDUSTRY

RANK	COMPANY	RON
1	AUTOMOBILE DACIA SA	7,952,728,459
2	FORD ROMANIA SA	3,083,643,766
3	AUTOLIV ROMANIA SRL	1,519,939,275
4	DELPHI DIESEL SYSTEMS ROMANIA SRL	1,313,996,623
5	ROBERT BOSCH SRL	1,042,901,102
6	HELLA ROMANIA SRL	1,020,639,593
7	STAR TRANSMISSION SRL	836,534,771
8	DELPHI PACKARD ROMANIA SRL	794,767,061
9	TAKATA ROMANIA SRL (FORMERLY KNOWN AS TAKATA-PETRI ROMANIA SRL)	740,357,933
10	LEONI WIRING SYSTEMS RO SRL	677,663,429

### TOP 10 COMPANIES BY TOTAL REVENUE IN THE MARKET MANUFACTURE OF MOTOR VEHICLES WERE:

COMPANY	RON
AUTOMOBILE DACIA SA	20,976,553,184
FORD ROMANIA SA	3,938,197,051
DYPETY SRL	30,957,860
C & I EUROTRANS XXI SRL	29,476,343
ROMPRIM SA	22,608,167
BMC TRUCK & BUS SA	14,278,100
NERA CAROSERII SRL	3,961,846
DLOUHY SRL	3,694,069
BETACO CAROSERIA SRL	2,158,286
ASTRA BUS SRL	1,856,107

The 10 largest companies in terms of total revenue in sector Manufacture of motor vehicles, trailers and semi-trailers earned total revenue of RON 25,023,741,013 and accounted for 36.89% of the industry's total revenue.

### TOP 10 COMPANIES BY TOTAL REVENUE IN THE SECTOR MANUFACTURE OF BODIES (COACHWORK) FOR MOTOR VEHICLES; MANUFACTURE OF TRAILERS AND SEMI-TRAILERS WERE:

COMPANY	RON
JLG MANUFACTURING CENTRAL EUROPE SRL	295,700,270
INDCAR BUS INDUSTRIES SRL	47,774,767
DELTAMED SRL	35,854,281
NOOTEBOOM SRL	33,895,288
SCHRADER MEDIAS SRL	32,163,859
OEHLER-MECANICA SRL	25,649,381
BB-TRAILER MEDIAS SRL	23,601,629
AFI CAR UTILAJE SRL	21,669,821
ROMTURINGIA SRL	20,637,449
BELCO AVIA SRL	19,022,920

The 10 largest companies in terms of total revenue in sector Manufacture of motor vehicles, trailers and semi-trailers earned total revenue of RON 555,969,665 and accounted for 0.82% of the industry's total revenue.

### TOP 10 COMPANIES BY TOTAL REVENUE IN THE MARKET MANUFACTURE OF OTHER PARTS AND ACCESSORIES FOR MOTOR VEHICLES WERE:

COMPANY	RON
AUTOLIV ROMANIA SRL	3,602,480,526
TAKATA ROMANIA SRL (FORMERLY KNOWN AS TAKATA-PETRI ROMANIA SRL)	2,623,383,589
DELPHI DIESEL SYSTEMS ROMANIA SRL	1,990,682,328
TRW AUTOMOTIVE SAFETY SYSTEMS SRL	1,292,530,916
KEY SAFETY SYSTEMS RO SRL	1,186,993,449
WEBASTO ROMANIA SRL	1,082,686,230
ADIANT AUTOMOTIVE ROMANIA SRL	925,011,887
RENAULT MECANIQUE ROUMANIE SRL	741,702,831
CONTITECH ROMANIA SRL	715,936,909
COMPA SA	685,914,977

The 10 largest companies in terms of total revenue in sector Manufacture of motor vehicles, trailers and semi-trailers earned total revenue of RON 14,847,323,642 and accounted for 21.89% of the industry's total revenue.

### TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD MANUFACTURE OF ELECTRICAL AND ELECTRONIC EQUIPMENT FOR MOTOR VEHICLES WERE:

COMPANY	RON
HELLA ROMANIA SRL	2,355,280,953
LEONI WIRING SYSTEMS RO SRL	1,580,049,883
DELPHI PACKARD ROMANIA SRL	1,565,591,871
ROBERT BOSCH SRL	1,565,014,171
LEAR CORPORATION ROMANIA SRL	1,218,225,335
YAZAKI ROMANIA SRL	1,084,613,678
YAZAKI COMPONENT TECHNOLOGY SRL	786,170,480
LEONI WIRING SYSTEMS ARAD SRL	772,060,891
KROMBERG & SCHUBERT ROMANIA ME SRL	701,863,581
PREH ROMANIA SRL	688,434,167

The 10 largest companies in terms of total revenue in sector Manufacture of motor vehicles, trailers and semi-trailers earned total revenue of RON 12,317,305,010 and accounted for 18.16% of the industry's total revenue.

## IV. EXPENSES

The combined costs of the companies in the Manufacture of motor vehicles, trailers and semi-trailers industry reached RON 65,426,260,690 in 2016.

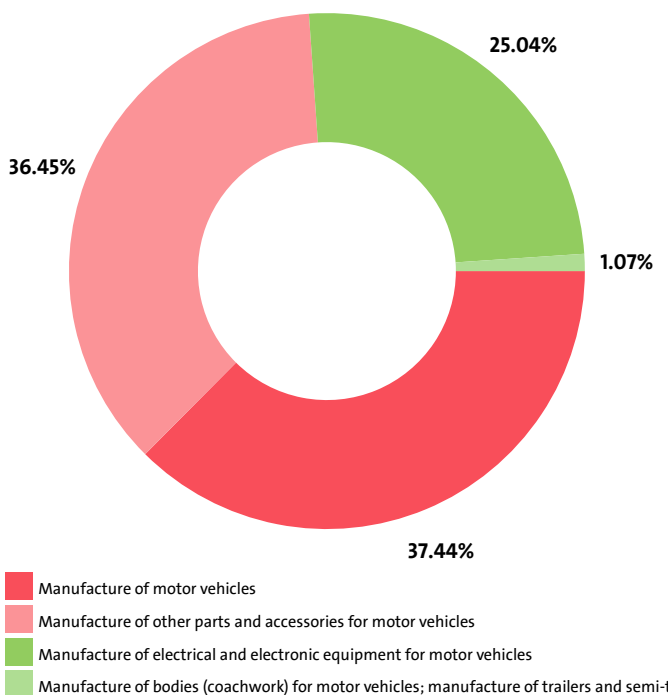
In annual terms, total expenses went up by 7.64% compared to 2015 and rose by 28.24% in comparison to 2014.

We expect, based on the trend in the last three years, the total costs of the Manufacture of motor vehicles, trailers and semi-trailers industry to change at a compound annual growth rate (CAGR) of 13.24% in 2017.

### TOTAL COSTS BY SECTORS

RANK	SECTOR	TOTAL COSTS (RON)
1	MANUFACTURE OF MOTOR VEHICLES	24,494,956,029
2	MANUFACTURE OF OTHER PARTS AND ACCESSORIES FOR MOTOR VEHICLES	23,850,829,013
3	MANUFACTURE OF ELECTRICAL AND ELECTRONIC EQUIPMENT FOR MOTOR VEHICLES	16,380,735,949
4	MANUFACTURE OF BODIES (COACHWORK) FOR MOTOR VEHICLES; MANUFACTURE OF TRAILERS AND SEMI-TRAILERS	699,739,699

INDUSTRY'S TOTAL COSTS STRUCTURE BY SECTORS



Manufacture of bodies (coachwork) for motor vehicles; manufacture of trailers and semi-trailers marked the highest annual increase in total expenses, of 19.61%, while total expenses went down the most, by 0.44%, for Manufacture of electrical and electronic equipment for motor vehicles.

The biggest spenders in the industry, with costs of over 10% of industry's costs, numbered 5, including TAKATA ROMANIA SRL (FORMERLY KNOWN AS TAKATA-PETRI ROMANIA SRL), HELLA ROMANIA SRL, AUTOMOBILE DACIA SA, AUTOLIV ROMANIA SRL, FORD ROMANIA SA. The medium spenders, or those in the 5% and 10% range count 9 and include TRW

AUTOMOTIVE SAFETY SYSTEMS SRL, LEONI WIRING SYSTEMS RO SRL, DELPHI DIESEL SYSTEMS ROMANIA SRL, LEAR CORPORATION ROMANIA SRL, ROBERT BOSCH SRL. Below 5% threshold are 441 companies, including PROMET SRL, ENOLA AUTO SRL, MECAPLAST ROMANIA CAR COMPONENTS SRL, ELECTROAPARATAJ TRACTIUNE SRL, PRESTO TIG MT SRL.

Employment expenses in the Manufacture of motor vehicles, trailers and semi-trailers industry rose by 9.94% on the year to RON 7,523,929,798 in 2016.

The highest growth in labour costs, of 24.81%, was registered by Manufacture of other parts and accessories for motor vehicles.

The monthly costs per employee in the Manufacture of motor vehicles, trailers and semi-trailers industry averaged RON 3,912 in 2016, RON 3,715 in 2015 and RON 3,839 in 2014.

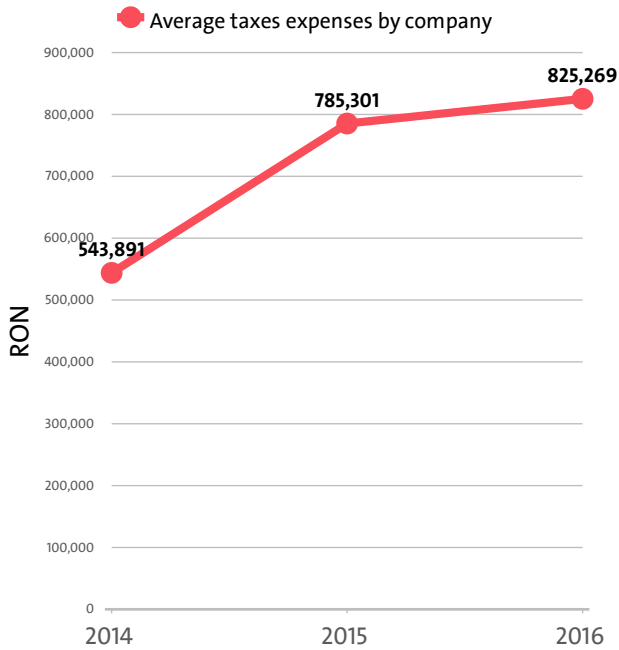
### EMPLOYMENT EXPENSES IN MANUFACTURE OF MOTOR VEHICLES, TRAILERS AND SEMI-TRAILERS BY SECTORS IN 2016

RANK	SECTOR	EMPLOYMENT EXPENSES (RON)	AVERAGE EXPENSES PER EMPLOYEE (RON)
1	MANUFACTURE OF ELECTRICAL AND ELECTRONIC EQUIPMENT FOR MOTOR VEHICLES	3,038,168,561	38,106
2	MANUFACTURE OF OTHER PARTS AND ACCESSORIES FOR MOTOR VEHICLES	3,028,474,291	49,277
3	MANUFACTURE OF MOTOR VEHICLES	1,376,761,235	80,649
4	MANUFACTURE OF BODIES (COACHWORK) FOR MOTOR VEHICLES; MANUFACTURE OF TRAILERS AND SEMI-TRAILERS	80,525,711	39,963

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

RANK	COMPANY	RON
1	MEFIN SA	29,265
2	ASTRA BUS SRL	18,994
3	MECAPLAST ROMANIA CAR COMPONENTS SRL	12,383
4	YAZAKI SYSTEMS AUTOMOTIVE SRL	8,509
5	EURO AUTO PLASTIC SYSTEMS SRL	8,489
6	SERVAGROMECLUJ SA	7,404
7	HONEYWELL GARRETT SRL	7,339
8	AUTOMOBILE DACIA SA	7,252
9	EUROBODY HYDRAULICS SRL	7,022
10	PLASTIC OMNIUM AUTO INERGY ROMANIA SRL	6,811

The industry's tax expenses stood at RON 375,497,665 in 2016. In 2015 it paid taxes of RON 354,956,431. In 2014 the industry paid RON 230,609,795 in taxes.



## EXPENSES ON TAXES BY SECTORS

RANK	SECTOR	RON	Y/Y CHANGE
1	MANUFACTURE OF OTHER PARTS AND ACCESSORIES FOR MOTOR VEHICLES	231,708,426	4.45%
2	MANUFACTURE OF ELECTRICAL AND ELECTRONIC EQUIPMENT FOR MOTOR VEHICLES	85,539,839	10.62%
3	MANUFACTURE OF MOTOR VEHICLES	49,533,615	1.77%
4	MANUFACTURE OF BODIES (COACHWORK) FOR MOTOR VEHICLES; MANUFACTURE OF TRAILERS AND SEMI-TRAILERS	8,715,785	22.29%

## V. PROFITABILITY

The industry's net profit amounted to RON 2,035,293,440 in 2016, compared to a net profit of RON 1,610,889,217 in 2015 and a net profit of RON 1,345,699,474 in 2014.

## TOP 10 COMPANIES BY HIGHEST NET PROFIT IN MANUFACTURE OF MOTOR VEHICLES, TRAILERS AND SEMI-TRAILERS

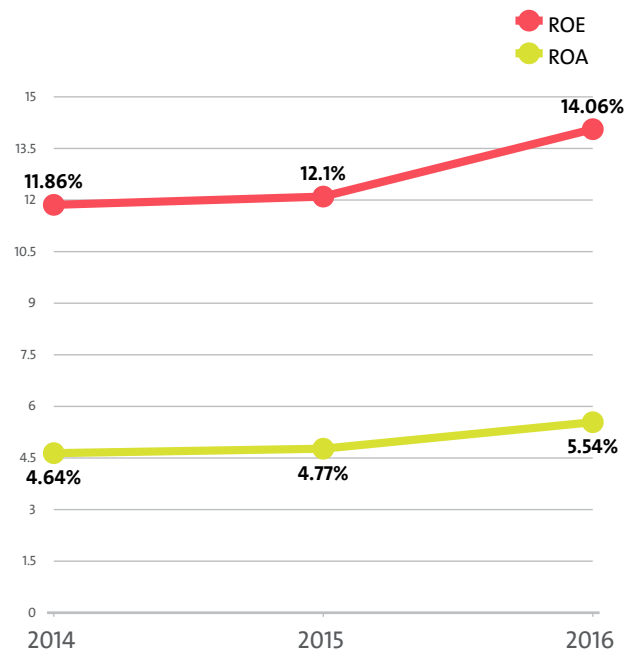
RANK	COMPANY	RON
1	AUTOMOBILE DACIA SA	456,534,525
2	DELPHI DIESEL SYSTEMS ROMANIA SRL	170,257,102
3	HELLA ROMANIA SRL	157,727,409
4	AUTOLIV ROMANIA SRL	113,988,718
5	TAKATA ROMANIA SRL (FORMERLY KNOWN AS TAKATA-PETRI ROMANIA SRL)	112,811,756
6	CONTITECH ROMANIA SRL	66,053,467
7	TMD FRICTION ROMANIA SRL	66,027,637
8	JOHNSON CONTROLS JIMBOLIA SRL	54,385,901
9	COMP SA	51,627,557
10	EURO AUTO PLASTIC SYSTEMS SRL	51,485,452

## TOP COMPANIES BY HIGHEST NET LOSS IN MANUFACTURE OF MOTOR VEHICLES, TRAILERS AND SEMI-TRAILERS

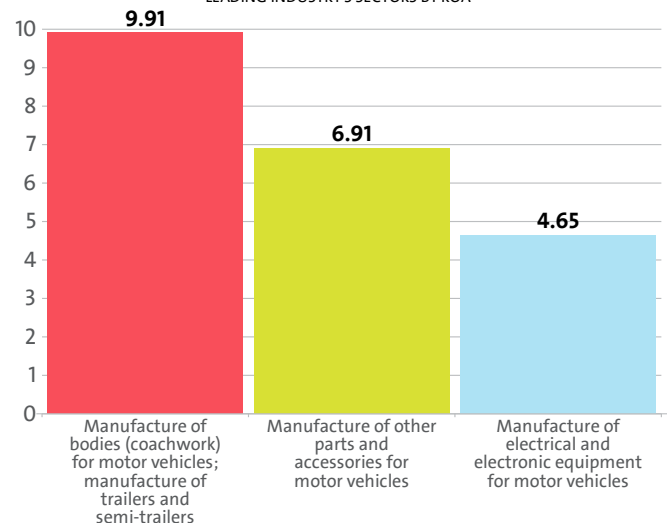
RANK	COMPANY	RON
1	ROLEM SRL	39,209,252
2	FEDERAL-MOGUL MOTORPARTS PLOIESTI SRL	34,802,570
3	ADIENT SRL	34,105,402
4	FUJIKURA AUTOMOTIVE ROMANIA SRL	23,751,713
5	EBERSPAECHER EXHAUST TECHNOLOGY ROMANIA SRL	19,341,637

The Manufacture of motor vehicles, trailers and semi-trailers industry's return on equity (ROE) is 14.06% compared to 12.10% in 2015 and 11.86% in 2014.

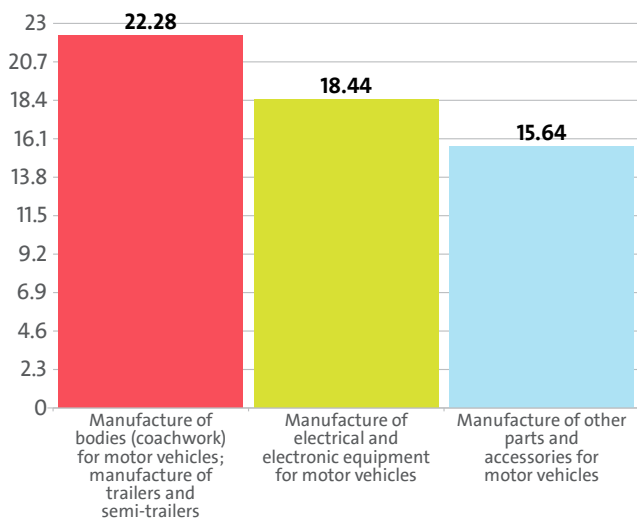
The Manufacture of motor vehicles, trailers and semi-trailers's return on assets (ROA) was 5.54%, while in 2015 it amounted to 4.77% and 4.64% in 2014.



## LEADING INDUSTRY'S SECTORS BY ROA



LEADING INDUSTRY'S SECTORS BY ROE



#### TOP 10 COMPANIES BY HIGHEST AVERAGE NET PROFIT PER EMPLOYEE IN MANUFACTURE OF MOTOR VEHICLES, TRAILERS AND SEMI-TRAILERS

RANK	COMPANY	RON	COMPANY HEADQUARTERS (CITY)
1	YAZAKI SYSTEMS AUTOMOTIVE SRL	674,783	BUCHAREST
2	TERMOTOP PROD SRL	351,773	BUCHAREST
3	JOHNSON CONTROLS JIMBOLIA SRL	298,824	TIMIS
4	TRACIA CARAVAN SRL	294,956	ILFOV
5	TERRALOG IND SRL	240,760	SIBIU
6	KAUTEX CRAIOVA SRL	208,361	DOLJ
7	KIRCHHOFF AUTOMOTIVE ROMANIA SRL	186,944	DOLJ
8	CSG HIPERDISTRIBUTION SRL	186,679	ARGES
9	SEALYNX AUTOMOTIVE ROMANIA SRL	169,602	ARGES
10	TMD FRICTION ROMANIA SRL	142,917	CARAS-SEVERIN

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

The average net sales revenue per employee in the Manufacture of motor vehicles, trailers and semi-trailers industry amounted to RON 411,878 in 2016, up by 3.94% compared to 2015 and down by 8.78% compared to 2014.

The Manufacture of motor vehicles, trailers and semi-trailers sector generated an average RON 423,257 in total revenue per employee. In 2015 and 2014 the figure was RON 408,728 and RON 466,643, respectively.

The average total revenue per company in the Manufacture of motor vehicles, trailers and semi-trailers industry increased to RON 149,092,422 in 2016 from RON 138,826,382 in 2015. The 2014 value was RON 124,046,691.

A company in the Manufacture of motor vehicles, trailers and semi-trailers market made on average a net sales revenue of RON 145,084,269 in 2016, compared to RON 134,592,546 in 2015 and RON 120,030,214 in 2014.

The Manufacture of motor vehicles, trailers and semi-trailers industry made 5.55% of the overall sales country-wide, increasing its market share by 0.23 pp.

#### AVERAGE REVENUES PER EMPLOYEE IN MANUFACTURE OF MOTOR VEHICLES, TRAILERS AND SEMI-TRAILERS IN 2016

SECTOR	AVERAGE NET SALES REVENUE (RON)	AVERAGE TOTAL REVENUE (RON)	NUMBER OF EMPLOYEES
MANUFACTURE OF MOTOR VEHICLES	1,439,776	1,466,037	17,071
MANUFACTURE OF BODIES (COACHWORK) FOR MOTOR VEHICLES; MANUFACTURE OF TRAILERS AND SEMI-TRAILERS	361,375	372,032	2,015
MANUFACTURE OF OTHER PARTS AND ACCESSORIES FOR MOTOR VEHICLES	395,356	410,156	61,458
MANUFACTURE OF ELECTRICAL AND ELECTRONIC EQUIPMENT FOR MOTOR VEHICLES	205,806	211,380	79,730

#### AVERAGE REVENUE PER COMPANY IN MANUFACTURE OF MOTOR VEHICLES, TRAILERS AND SEMI-TRAILERS IN 2016

SECTOR	AVERAGE NET SALES REVENUE (RON)	AVERAGE TOTAL REVENUE (RON)	NUMBER OF COMPANIES
MANUFACTURE OF MOTOR VEHICLES	877,800,624	893,811,090	28
MANUFACTURE OF ELECTRICAL AND ELECTRONIC EQUIPMENT FOR MOTOR VEHICLES	252,445,375	259,282,179	65
MANUFACTURE OF OTHER PARTS AND ACCESSORIES FOR MOTOR VEHICLES	92,037,141	95,482,408	264
MANUFACTURE OF BODIES (COACHWORK) FOR MOTOR VEHICLES; MANUFACTURE OF TRAILERS AND SEMI-TRAILERS	7,430,310	7,649,428	98

The total indebtedness of the companies in the Manufacture of motor vehicles, trailers and semi-trailers industry was RON 20,801,091,270 versus RON 18,988,669,875 a year ago. In 2014 the industry's indebtedness totalled RON 16,587,210,737.

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

SECTOR	2016	2015	2014
MANUFACTURE OF OTHER PARTS AND ACCESSORIES FOR MOTOR VEHICLES	8,450,815,688	7,082,511,048	6,335,335,099
MANUFACTURE OF MOTOR VEHICLES	6,211,974,871	5,827,788,128	6,087,923,504
MANUFACTURE OF ELECTRICAL AND ELECTRONIC EQUIPMENT FOR MOTOR VEHICLES	5,920,546,301	5,936,905,425	3,999,303,351
MANUFACTURE OF BODIES (COACHWORK) FOR MOTOR VEHICLES; MANUFACTURE OF TRAILERS AND SEMI-TRAILERS	217,754,410	141,465,274	164,648,783

Debt-to-assets ratio of the companies in the industry is 0.57 in 2016. It was 0.56 in 2015 and 0.57 in 2014.

## VI. EMPLOYMENT

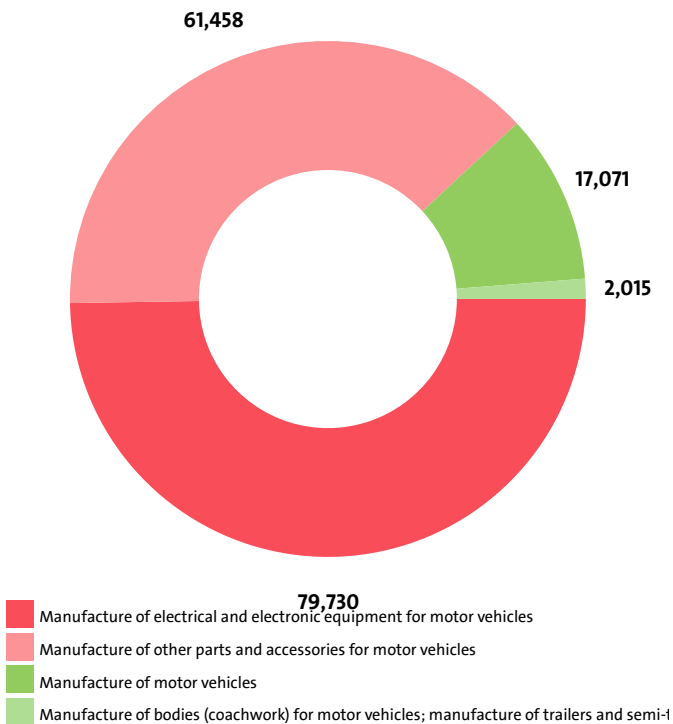
A total of 160,274 people were employed in the Manufacture of motor vehicles, trailers and semi-trailers field at the end of 2016, compared to 153,524 in 2015 and 112,711 in 2014.



## NUMBER OF EMPLOYEES BY INDUSTRY SECTORS

SECTOR	NUMBER	SHARE OF INDUSTRY TOTAL
MANUFACTURE OF ELECTRICAL AND ELECTRONIC EQUIPMENT FOR MOTOR VEHICLES	79,730	49.75%
MANUFACTURE OF OTHER PARTS AND ACCESSORIES FOR MOTOR VEHICLES	61,458	38.35%
MANUFACTURE OF MOTOR VEHICLES	17,071	10.65%
MANUFACTURE OF BODIES (COACHWORK) FOR MOTOR VEHICLES; MANUFACTURE OF TRAILERS AND SEMI-TRAILERS	2,015	1.26%

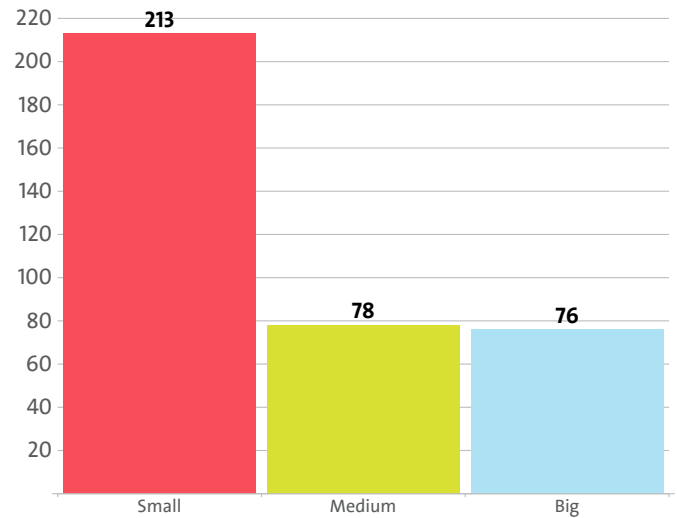
## ALLOCATION OF EMPLOYEES BY INDUSTRY'S SECTORS



The analysis on companies' sizes by the number of employees, shows that 213 firms have less than 50 employees\*, 78 have between 50 and 250 employees\* and 76 companies employ more than 250\*.

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

## COMPANIES IN THE INDUSTRY BY SIZE IN TERMS OF NUMBER OF EMPLOYEES



The employees of the leading 10 companies in terms of numbers make up 43.43% 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	AUTOMOBILE DACIA SA	13,835	8.63%
2	AUTOLIV ROMANIA SRL	8,961	5.59%
3	LEONI WIRING SYSTEMS RO SRL	8,208	5.12%
4	YAZAKI ROMANIA SRL	6,926	4.32%
5	DELPHI PACKARD ROMANIA SRL	6,416	4.00%
6	LEAR CORPORATION ROMANIA SRL	5,650	3.53%
7	SE BORDNETZE SRL	5,487	3.42%
8	FUJIKURA AUTOMOTIVE ROMANIA SRL	5,033	3.14%
9	KROMBERG & SCHUBERT ROMANIA ME SRL	4,696	2.93%
10	ADIENT AUTOMOTIVE ROMANIA SRL	4,390	2.74%

The Manufacture of motor vehicles, trailers and semi-trailers industry is the 4th largest employer in the country with 160,274 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 Manufacture of motor vehicles, trailers and semi-trailers industry to change at a compound annual growth rate (CAGR) of 19.25% 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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