

# SeeNews

Business Intelligence  
for Southeast Europe



## Industry Report

Repair of computers and  
personal and household goods

2016

ROMANIA

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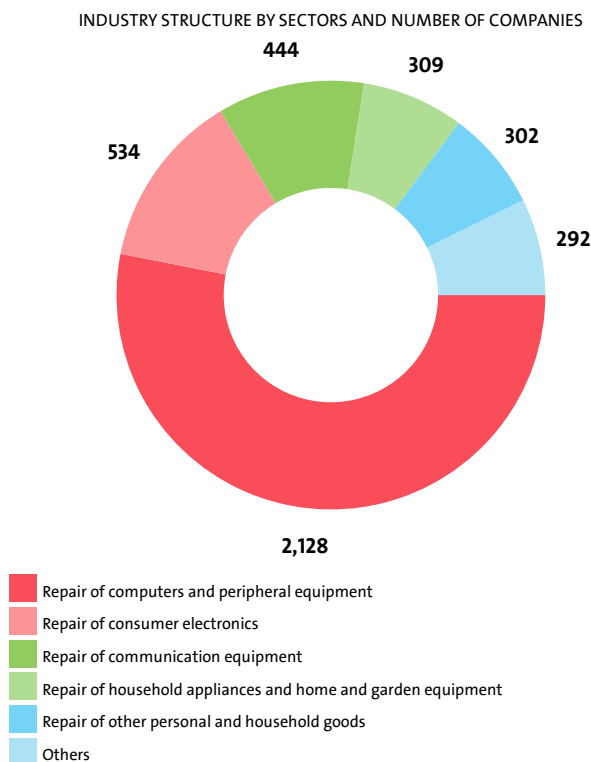
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## I. KEY INDICATORS

- The Repair of computers and personal and household goods industry in Romania was represented by 4,009 companies at the end of 2016, compared to 3,789 in the previous year and 3,515 in 2014.
- The industry's net profit amounted to RON 114,274,070 in 2016.
- The industry's total revenue was RON 1,434,768,195 in 2016, up by 5.59% compared to the previous year.
- The combined costs of the companies in the Repair of computers and personal and household goods industry reached RON 1,301,649,307 in 2016, up by 4.61% year-on-year.
- The industry's total revenue makes up 0.15% to the country's Gross domestic product (GDP) in 2016, compared to 0.16% for 2015 and 0.15% in 2014.
- A total of 9,509 people were employed in the Repair of computers and personal and household goods industry in 2016, compared to 9,228 in 2015 and 8,326 in 2014.
- Most of the companies in the industry are based in Bucharest, followed by Constanta and Cluj.

## II. INTRODUCTION

In 2016 the companies in the Repair of computers and personal and household goods industry numbered 4,009, distributed in 8 sectors.



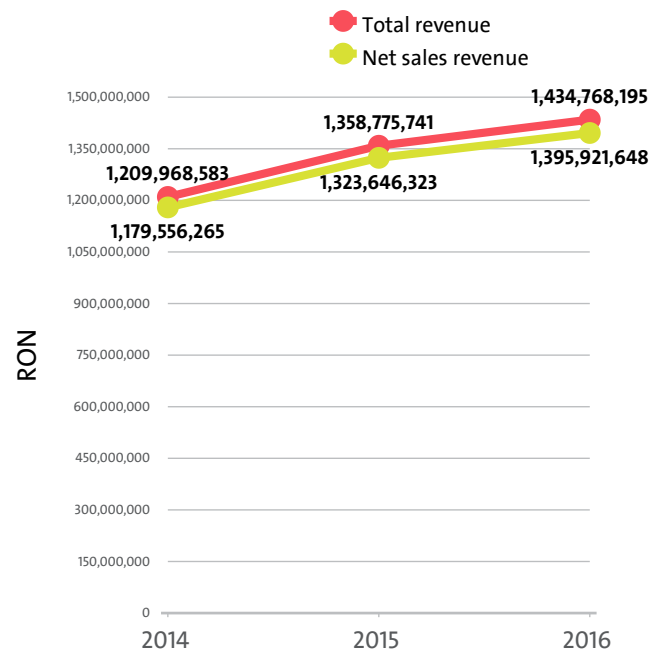
In 2015 there were a total of 3,789 companies operating in the industry. In 2014 their number totalled 3,515.

### NUMBER OF COMPANIES IN REPAIR OF COMPUTERS AND PERSONAL AND HOUSEHOLD GOODS INDUSTRY BY SECTORS

SECTOR	2016	2015	2014
REPAIR OF COMPUTERS AND PERIPHERAL EQUIPMENT	2,128	2,046	1,916
REPAIR OF CONSUMER ELECTRONICS	534	544	536
REPAIR OF COMMUNICATION EQUIPMENT	444	364	298
REPAIR OF HOUSEHOLD APPLIANCES AND HOME AND GARDEN EQUIPMENT	309	303	278
REPAIR OF OTHER PERSONAL AND HOUSEHOLD GOODS	302	268	244
REPAIR OF FOOTWEAR AND LEATHER GOODS	106	104	100
REPAIR OF WATCHES, CLOCKS AND JEWELLERY	102	91	85
REPAIR OF FURNITURE AND HOME FURNISHINGS	84	69	58

## III. REVENUES

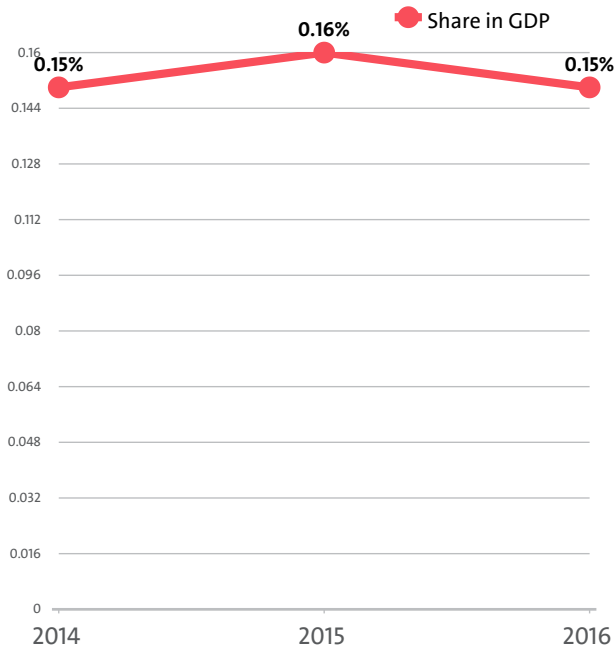
The total revenue in the industry was RON 1,434,768,195 in 2016, RON 1,358,775,741 in 2015 and 1,209,968,583 in 2014.



The companies in the Repair of computers and personal and household goods market of Romania earned combined net sales revenues of RON 1,395,921,648 in 2016.

In annual terms, sales marked a growth of 5.46% compared to 2015. In comparison to 2014 they went up by 18.34%. In 2015 sales went up by 12.22% year-on-year.

The Repair of computers and personal and household goods industry total revenue make up 0.15% to the country's GDP in 2016, compared to 0.16% for 2015 and 0.15% in 2014.

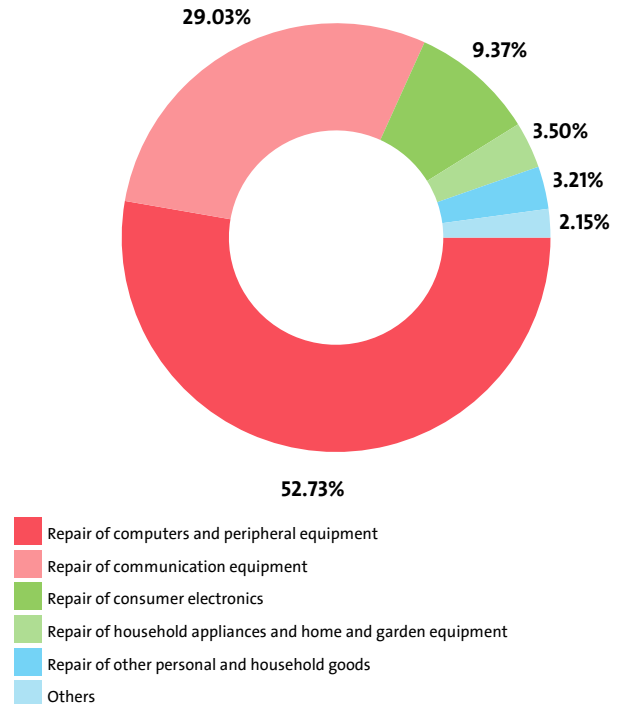


We expect, based on the trend in the last three years, the total revenue of the Repair of computers and personal and household goods industry to change at a compound annual growth rate (CAGR) of 8.89% in 2017.

#### NET SALES REVENUE BY SECTORS

RANK	SECTOR	NET SALES REVENUE (RON)
1	REPAIR OF COMPUTERS AND PERIPHERAL EQUIPMENT	736,063,003
2	REPAIR OF COMMUNICATION EQUIPMENT	405,238,685
3	REPAIR OF CONSUMER ELECTRONICS	130,828,181
4	REPAIR OF HOUSEHOLD APPLIANCES AND HOME AND GARDEN EQUIPMENT	48,898,793
5	REPAIR OF OTHER PERSONAL AND HOUSEHOLD GOODS	44,819,858
6	REPAIR OF WATCHES, CLOCKS AND JEWELLERY	14,209,150
7	REPAIR OF FURNITURE AND HOME FURNISHINGS	12,138,417
8	REPAIR OF FOOTWEAR AND LEATHER GOODS	3,725,561

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



The highest growth, of 40.86%, was recorded by Repair of watches, clocks and jewellery. 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>REPAIR OF OTHER PERSONAL AND HOUSEHOLD GOODS</b>			
	RENAISSANCE PUBLIC SERVICE SRL	13,339,984	13,170,983
	LGA EXPERT GRUP SRL	2,862,228	2,862,178
	RO SERVICE ROPHILL SRL	1,660,477	1,659,155
<b>REPAIR OF FURNITURE AND HOME FURNISHINGS</b>			
	MELISSA SRL	5,969,546	5,027,720
	WOODPAINT & DECO SRL	1,212,660	1,213,563
	SAVEMOB RESTORATION SRL	846,318	845,485
<b>REPAIR OF WATCHES, CLOCKS AND JEWELLERY</b>			
	ANTIC HOROLOGIVM SRL	2,096,830	2,019,422
	SMERALD COMPANY SRL	1,918,404	1,912,148
	BIJUTERIA CAMELIA SRL	1,077,281	923,276
<b>REPAIR OF CONSUMER ELECTRONICS</b>			
	PECEF TEHNICA SRL	38,945,693	38,506,125
	ADIAL ELECTRONIC SRL	9,054,082	9,053,259
	TRANSILVANIA SERVICE GRUP SRL	7,101,682	7,055,046
<b>REPAIR OF HOUSEHOLD APPLIANCES AND HOME AND GARDEN EQUIPMENT</b>			
	SOCIETATE COOPERATIVA MESTESUGAREASCA METALO-CASNICA	4,314,619	3,339,963
	REMAN IMPEX SRL	2,317,726	2,317,587
	REPARATII PARTENER SIBIU SRL	2,301,392	2,296,221
<b>REPAIR OF FOOTWEAR AND LEATHER GOODS</b>			
	SOCIETATE COOPERATIVA MESTESUGAREASCA PRESTAREA CLUJ NAPOCA	571,024	115,721
	ARTIN SOCIETATE COOPERATIVA MESTESUGAREASCA	382,420	386,306
	ELEGANS JULI SRL	260,185	257,299
<b>REPAIR OF COMPUTERS AND PERIPHERAL EQUIPMENT</b>			
	PRINTEC GROUP ROMANIA SRL	108,610,344	105,132,009
	DEPANERO SRL	33,703,251	33,364,219

IIRUC SERVICE SA	20,963,937	20,660,097
<b>REPAIR OF COMMUNICATION EQUIPMENT</b>		
VISION DIGITECH SRL	146,257,058	145,591,178
REGENERIS (BUCHAREST) SRL	55,548,697	53,954,736
ELECTRONICS SUPORT DIVISION SRL	48,605,190	48,225,828

The top 10 companies in terms of total revenue in Repair of computers and personal and household goods accounted for 36.53% of the industry's total in 2016, 35.54% in 2015 and 36.58% in 2014.

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

RANK	COMPANY	TOTAL REVENUE (RON)	NET SALE REVENUE (RON)
1	VISION DIGITECH SRL	146,257,058	145,591,178
2	PRINTEC GROUP ROMANIA SRL	108,610,344	105,132,009
3	REGENERIS (BUCHAREST) SRL	55,548,697	53,954,736
4	ELECTRONICS SUPORT DIVISION SRL	48,605,190	48,225,828
5	PECEF TEHNICA SRL	38,945,693	38,506,125
6	DIANGI GRUP SRL	34,748,226	24,860,154
7	DEPANERO SRL	33,703,251	33,364,219
8	IIRUC SERVICE SA	20,963,937	20,660,097
9	CTDI SRL	18,346,450	18,331,513
10	CORDON ELECTRONICS SRL	18,334,338	17,548,571

The total revenues of the top 10 companies in the Repair of computers and personal and household goods were 0.06% of GDP in 2016, compared to 0.06% for 2015 and 0.05% in 2014.

The top 10 by assets in the Repair of computers and personal and household goods market made up RON 481,086,076, or 34.46% of the total net sales revenue.

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

RANK	COMPANY	RON
1	PRINTEC GROUP ROMANIA SRL	84,861,990
2	DIANGI GRUP SRL	36,614,840
3	DAWN ROM SRL	27,159,292
4	PECEF TEHNICA SRL	20,691,812
5	REGENERIS (BUCHAREST) SRL	19,866,863
6	DEPANERO SRL	17,467,096
7	ELECTRONICS SUPORT DIVISION SRL	13,013,829
8	VISION DIGITECH SRL	12,885,606
9	CTDI SRL	12,201,366
10	POLISEA SA	11,980,372

#### TOP 10 COMPANIES BY TOTAL REVENUE IN THE MARKET REPAIR OF OTHER PERSONAL AND HOUSEHOLD GOODS WERE:

COMPANY	RON
RENAISSANCE PUBLIC SERVICE SRL	13,339,984
LGA EXPERT GRUP SRL	2,862,228
RO SERVICE ROPHILL SRL	1,660,477
PROIECT FRIG SERVICE SRL	1,601,558
CRIS PROFESSIONAL SERVICES SRL	1,582,292
TEHNICA SOCIETATE COOPERATIVA MESTESUGAREASCA	1,035,733
FRAN LIZ SERVIMPEX SRL	884,103
POWER ICE SRL	866,812
POLARIS SERVICES SRL	735,693
L ORSO SERVICE SRL	699,372

The 10 largest companies in terms of total revenue in sector Repair of computers and personal and household goods earned total revenue of RON 25,268,252 and accounted for

1.76% of the industry's total revenue.

#### TOP 10 COMPANIES BY TOTAL REVENUE IN THE INDUSTRY REPAIR OF FURNITURE AND HOME FURNISHINGS WERE:

COMPANY	RON
MELISSA SRL	5,969,546
WOODPAINT & DECO SRL	1,212,660
SAVEMOB RESTORATION SRL	846,318
RESTAURARE MOBILA CONCEPT SRL	838,078
POP MOB SERV SRL	477,598
TEXEL PROD SRL	341,942
ANTIQUES NIK SRL	250,850
MINIMOB SRL	223,236
ADN MOB SRL	207,161
ANTIC-MOB SRL	198,281

The 10 largest companies in terms of total revenue in sector Repair of computers and personal and household goods earned total revenue of RON 10,565,670 and accounted for 0.74% of the industry's total revenue.

#### TOP 10 COMPANIES BY TOTAL REVENUE IN THE INDUSTRY REPAIR OF WATCHES, CLOCKS AND JEWELLERY WERE:

COMPANY	RON
ANTIC HOROLOGIVM SRL	2,096,830
SMARALD COMPANY SRL	1,918,404
BIJUTERIA CAMELIA SRL	1,077,281
ERMA-BIJOU SRL	1,041,097
PILWAX COMIMPEX SRL	1,008,110
SOCIETATE COOPERATIVA MESTESUGAREASCA "ORRIS"	928,544
7 SECONDS SERVICE CEASURI SRL	786,188
SOCIETATE COOPERATIVA MESTESUGAREASCA ARTA SI PRECIZIE	446,807
CHAW-CHAW IMPEX SRL	418,005
DENCO SRL	313,750

The 10 largest companies in terms of total revenue in sector Repair of computers and personal and household goods earned total revenue of RON 10,035,016 and accounted for 0.70% of the industry's total revenue.

#### TOP 10 COMPANIES BY TOTAL REVENUE IN THE SECTOR REPAIR OF CONSUMER ELECTRONICS WERE:

COMPANY	RON
PECEF TEHNICA SRL	38,945,693
ADIAL ELECTRONIC SRL	9,054,082
TRANSILVANIA SERVICE GRUP SRL	7,101,682
SOCIETATE COOPERATIVA MESTESUGAREASCA RADIO PROGRES	4,796,781
MITREA PREST SRL	3,520,297
AXIOTAS PRODCOM SRL	2,748,378
MICADAN COMEXIM SRL	2,532,152
SMART CLIMA SRL	2,099,632
VENUS SERV SRL	1,501,767
TIM-ICE COMPANY SRL	1,498,865

The 10 largest companies in terms of total revenue in sector Repair of computers and personal and household goods earned total revenue of RON 73,799,329 and accounted for 5.14% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD REPAIR OF HOUSEHOLD APPLIANCES AND HOME AND GARDEN EQUIPMENT WERE:**

COMPANY	RON
SOCIETATE COOPERATIVA MESTESUGAREASCA METALO-CASNICA	4,314,619
REMAN IMPEX SRL	2,317,726
REPARATII PARTENER SIBIU SRL	2,301,392
COLD TECH SERVICII SRL	2,234,149
AKTIV POWER SERVICE SRL	1,380,586
ALPIN SRL	1,111,526
BOBILECH SRL	1,107,370
TEHNOTERM DOBROGEA SRL	1,048,094
CLIMA LUX TOTAL IMPEX SRL	1,028,960
ROBUTU STORE SRL	985,299

The 10 largest companies in terms of total revenue in sector Repair of computers and personal and household goods earned total revenue of RON 17,829,721 and accounted for 1.24% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE SECTOR REPAIR OF FOOTWEAR AND LEATHER GOODS WERE:**

COMPANY	RON
SOCIETATE COOPERATIVA MESTESUGAREASCA PRESTAREA CLUJ NAPOCA	571,024
ARTIN SOCIETATE COOPERATIVA MESTESUGAREASCA	382,420
ELEGANS JULI SRL	260,185
CASA DE COMENZI NEDELCU MARIAN SRL	238,156
DACIA-SOCIETATE COOPERATIVA MESTESUGAREASCA	190,427
CONFLEADER SRL	159,975
CONSTANTIN PRESTARI SRL	152,298
VALER COM SRL	118,869
VASINEL PROD SRL	100,235
MURIDERMA PROFII SRL	85,588

The 10 largest companies in terms of total revenue in sector Repair of computers and personal and household goods earned total revenue of RON 2,259,177 and accounted for 0.16% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD REPAIR OF COMPUTERS AND PERIPHERAL EQUIPMENT WERE:**

COMPANY	RON
PRINTEC GROUP ROMANIA SRL	108,610,344
DEPANERO SRL	33,703,251
IIRUC SERVICE SA	20,963,937
GMB COMPUTERS SRL	14,952,373
POLISEA SA	13,168,643
ALL BIROTIC DEVICES TRADE & SERVICE SRL	10,420,897
RX ATELIER SRL	9,993,431
SMART SERVICE SOLUTIONS SRL	9,654,601
CRAF COMPANY IMPEX SRL	9,221,010
REL SYSPRO SRL	8,811,236

The 10 largest companies in terms of total revenue in sector Repair of computers and personal and household goods earned total revenue of RON 239,499,723 and accounted for 16.69% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE MARKET REPAIR OF COMMUNICATION EQUIPMENT WERE:**

COMPANY	RON
VISION DIGITECH SRL	146,257,058
REGENERIS (BUCHAREST) SRL	55,548,697
ELECTRONICS SUPORT DIVISION SRL	48,605,190
DIANGI GRUP SRL	34,748,226
CTDI SRL	18,346,450
CORDON ELECTRONICS SRL	18,334,338
REFURBISHMENT BUCHAREST SRL	15,259,469
ACRIEM PRODUCT SRL	7,428,207
CELLTECH MOBILE SERVICES SRL	6,333,635
ENTERPRISE BUSINESS SYSTEMS SRL	5,813,823

The 10 largest companies in terms of total revenue in sector Repair of computers and personal and household goods earned total revenue of RON 356,675,093 and accounted for 24.86% of the industry's total revenue.

## IV. EXPENSES

The combined costs of the companies in the Repair of computers and personal and household goods industry reached RON 1,301,649,307 in 2016.

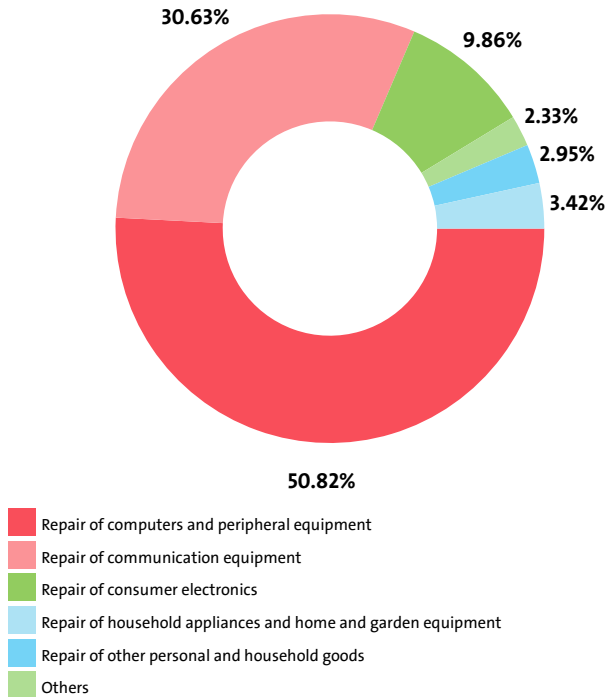
In annual terms, total expenses grew by 4.61% compared to 2015 and went up by 16.13% in comparison to 2014.

We expect, based on the trend in the last three years, the total costs of the Repair of computers and personal and household goods industry to change at a compound annual growth rate (CAGR) of 7.76% in 2017.

**TOTAL COSTS BY SECTORS**

RANK	SECTOR	TOTAL COSTS (RON)
1	REPAIR OF COMPUTERS AND PERIPHERAL EQUIPMENT	661,462,851
2	REPAIR OF COMMUNICATION EQUIPMENT	398,744,223
3	REPAIR OF CONSUMER ELECTRONICS	128,378,851
4	REPAIR OF HOUSEHOLD APPLIANCES AND HOME AND GARDEN EQUIPMENT	44,456,994
5	REPAIR OF OTHER PERSONAL AND HOUSEHOLD GOODS	38,342,952
6	REPAIR OF WATCHES, CLOCKS AND JEWELLERY	13,144,311
7	REPAIR OF FURNITURE AND HOME FURNISHINGS	13,108,569
8	REPAIR OF FOOTWEAR AND LEATHER GOODS	4,010,556

INDUSTRY'S TOTAL COSTS STRUCTURE BY SECTORS



Repair of watches, clocks and jewellery marked the highest annual increase in total expenses, of 40.70%.

The biggest spenders in the industry, with costs of over 10% of industry's costs, numbered 10, including VISION DIGITECH SRL, PRINTEC GROUP ROMANIA SRL, PECEF TEHNICA SRL, IIRUC SERVICE SA, CORDON ELECTRONICS SRL. The medium spenders, or those in the 5% and 10% range count 12 and include REL SYSPRO SRL, REFURBISHMENT BUCHAREST SRL, GMB COMPUTERS SRL, RENAISSANCE PUBLIC SERVICE SRL, POLISEA SA. Below 5% threshold are 3,987 companies, including AVEMAR PLUS SRL, INTERCOMPUTER SRL, MVD COMALITEH SRL, CEZAR SI ALICIA SRL, NZT ELECTRONICS SRL.

Employment expenses in the Repair of computers and personal and household goods industry rose by 13.75% on the year to RON 252,234,835 in 2016.

The highest growth in labour costs, of 25.01%, was registered by Repair of other personal and household goods.

The monthly costs per employee in the Repair of computers and personal and household goods industry averaged RON 2,210 in 2016, RON 2,002 in 2015 and RON 1,866 in 2014.

#### EMPLOYMENT EXPENSES IN REPAIR OF COMPUTERS AND PERSONAL AND HOUSEHOLD GOODS BY SECTORS IN 2016

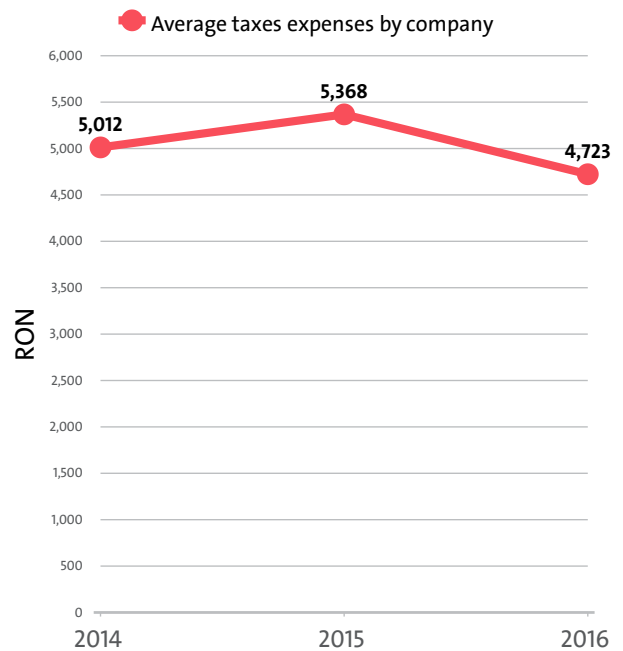
RANK	SECTOR	EMPLOYMENT EXPENSES (RON)	AVERAGE EXPENSES PER EMPLOYEE (RON)
1	REPAIR OF COMPUTERS AND PERIPHERAL EQUIPMENT	124,514,376	29,092
2	REPAIR OF COMMUNICATION EQUIPMENT	57,742,387	31,450
3	REPAIR OF CONSUMER ELECTRONICS	40,718,904	23,241
4	REPAIR OF HOUSEHOLD APPLIANCES AND HOME AND GARDEN EQUIPMENT	11,540,329	19,660
5	REPAIR OF OTHER PERSONAL AND HOUSEHOLD GOODS	9,072,109	17,247

6	REPAIR OF WATCHES, CLOCKS AND JEWELLERY	3,387,050	19,355
7	REPAIR OF FURNITURE AND HOME FURNISHINGS	3,039,434	14,613
8	REPAIR OF FOOTWEAR AND LEATHER GOODS	2,220,246	15,312

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

RANK	COMPANY	RON
1	BUSINESS INTELLIGENT TRANSFORMATION SRL	12,467
2	ENTERPRISE BUSINESS SYSTEMS SRL	9,544
3	COMPUSYS SRL	9,087
4	TRILUX COMIMPEX SRL	8,971
5	ROCOM DUMIT SERVICE SRL	8,874
6	PRINTEC GROUP ROMANIA SRL	8,326
7	SENIOR TAILOR SRL	7,930
8	BLACK & TAN SERVICE IT SRL	7,527
9	IT & SERV CONCEPT SRL	6,713
10	CNC AUTOMATIZARI SRL	6,482

The industry's tax expenses stood at RON 18,936,086 in 2016. In 2015 it paid taxes of RON 20,342,154. In 2014 the industry paid RON 17,617,457 in taxes.



#### EXPENSES ON TAXES BY SECTORS

RANK	SECTOR	RON	Y/Y CHANGE
1	REPAIR OF COMPUTERS AND PERIPHERAL EQUIPMENT	11,997,676	-10.94%
2	REPAIR OF COMMUNICATION EQUIPMENT	2,856,306	9.08%
3	REPAIR OF CONSUMER ELECTRONICS	1,567,428	-1.65%
4	REPAIR OF OTHER PERSONAL AND HOUSEHOLD GOODS	1,220,268	14.99%
5	REPAIR OF HOUSEHOLD APPLIANCES AND HOME AND GARDEN EQUIPMENT	924,378	-16.59%
6	REPAIR OF WATCHES, CLOCKS AND JEWELLERY	177,185	-2.80%
7	REPAIR OF FURNITURE AND HOME FURNISHINGS	112,452	-41.81%
8	REPAIR OF FOOTWEAR AND LEATHER GOODS	80,393	-29.41%

## V. PROFITABILITY

The industry's net profit amounted to RON 114,274,070 in 2016, compared to a net profit of RON 93,980,666 in 2015 and a net profit of RON 71,487,183 in 2014.

### TOP 10 COMPANIES BY HIGHEST NET PROFIT IN REPAIR OF COMPUTERS AND PERSONAL AND HOUSEHOLD GOODS

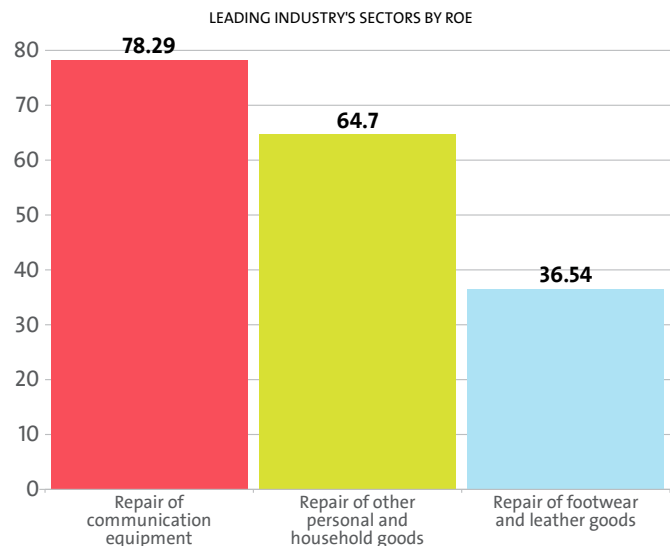
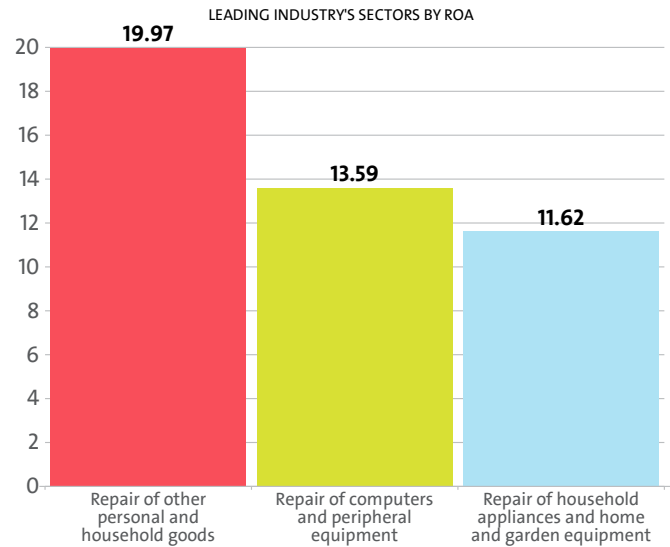
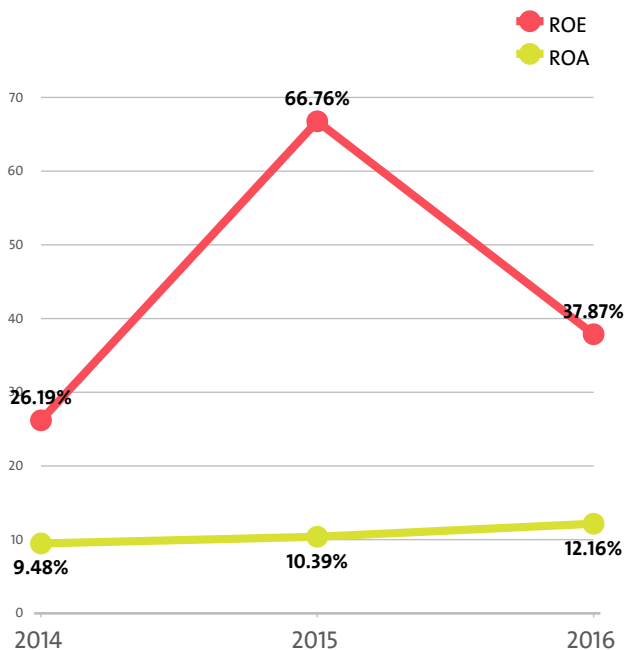
RANK	COMPANY	RON
1	PRINTEC GROUP ROMANIA SRL	9,228,186
2	REGENERIS (BUCHAREST) SRL	2,592,148
3	ELECTRONICS SUPORT DIVISION SRL	2,281,712
4	RENAISSANCE PUBLIC SERVICE SRL	1,992,824
5	CELLTECH MOBILE SERVICES SRL	1,459,292
6	POLISEA SA	1,441,881
7	ANDIN SERV SRL	1,175,812
8	RX ATELIER SRL	1,165,661
9	REFURBISHMENT BUCHAREST SRL	1,122,551
10	LGA EXPERT GRUP SRL	1,042,586

### TOP COMPANIES BY HIGHEST NET LOSS IN REPAIR OF COMPUTERS AND PERSONAL AND HOUSEHOLD GOODS

RANK	COMPANY	RON
1	DEPANERO SRL	2,505,895
2	SOCIETATE COOPERATIVA MESTESUGAREASCA RADIO PROGRES	641,307
3	CORDON ELECTRONICS SRL	326,699
4	ITQSS SRL	278,732
5	ADEXPERT COM EXPRESS SRL	236,663

The Repair of computers and personal and household goods industry's return on equity (ROE) is 37.87% compared to 66.76% in 2015 and 26.19% in 2014.

The Repair of computers and personal and household goods's return on assets (ROA) was 12.16%, while in 2015 it amounted to 10.39% and 9.48% in 2014.



### TOP 10 COMPANIES BY HIGHEST AVERAGE NET PROFIT PER EMPLOYEE IN REPAIR OF COMPUTERS AND PERSONAL AND HOUSEHOLD GOODS

RANK	COMPANY	RON	COMPANY HEADQUARTERS (CITY)
1	X TIME CENTER SRL	643,776	CONSTANTA
2	MULTINET SYSTEMS SRL	592,148	BUCHAREST
3	GAMA ELECTRO SERVICE SRL	384,428	BUCHAREST
4	STSA NET CONSULTING SRL	316,892	BUCHAREST
5	EXPERT SERVICE STAR SRL	312,270	BUCHAREST
6	ZGUBEXIM SRL	284,573	VALCEA
7	AKRAPOVIC SRL	231,184	TIMIS
8	ARGEMA SRL-D	219,883	BUCHAREST
9	WEST CLOUD SRL	210,374	ILFOV
10	IVAVI OUTSOURCING SRL	198,352	ILFOV

About 50.00% of the 10 leading companies in terms of net profit per employee are located in Bucharest, while 20.00% are Ilfov-based and 10.00% are headquartered in Valcea.

The average net sales revenue per employee in the Repair of



computers and personal and household goods industry amounted to RON 146,800 in 2016, up by 2.34% compared to 2015 and up by 3.62% compared to 2014.

The Repair of computers and personal and household goods market generated an average RON 150,885 in total revenue per employee. In 2015 and 2014 the figure was RON 147,245 and RON 145,324, respectively.

The average total revenue per company in the Repair of computers and personal and household goods industry fell to RON 357,887 in 2016 from RON 358,611 in 2015. The 2014 value was RON 344,230.

A company in the Repair of computers and personal and household goods industry made on average a net sales revenue of RON 348,197 in 2016, compared to RON 349,339 in 2015 and RON 335,578 in 2014.

The Repair of computers and personal and household goods industry made 0.12% of the overall sales country-wide.

#### AVERAGE REVENUES PER EMPLOYEE IN REPAIR OF COMPUTERS AND PERSONAL AND HOUSEHOLD GOODS IN 2016

SECTOR	AVERAGE NET SALES REVENUE (RON)	AVERAGE TOTAL REVENUE (RON)	NUMBER OF EMPLOYEES
REPAIR OF OTHER PERSONAL AND HOUSEHOLD GOODS	85,209	87,123	526
REPAIR OF FURNITURE AND HOME FURNISHINGS	58,358	63,868	208
REPAIR OF WATCHES, CLOCKS AND JEWELLERY	81,195	83,216	175
REPAIR OF CONSUMER ELECTRONICS	74,674	77,817	1,752
REPAIR OF HOUSEHOLD APPLIANCES AND HOME AND GARDEN EQUIPMENT	83,303	86,449	587
REPAIR OF FOOTWEAR AND LEATHER GOODS	25,694	29,330	145
REPAIR OF COMPUTERS AND PERIPHERAL EQUIPMENT	171,977	175,388	4,280
REPAIR OF COMMUNICATION EQUIPMENT	220,718	228,267	1,836

#### AVERAGE REVENUE PER COMPANY IN REPAIR OF COMPUTERS AND PERSONAL AND HOUSEHOLD GOODS IN 2016

SECTOR	AVERAGE NET SALES REVENUE (RON)	AVERAGE TOTAL REVENUE (RON)	NUMBER OF COMPANIES
REPAIR OF COMMUNICATION EQUIPMENT	912,700	943,915	444
REPAIR OF COMPUTERS AND PERIPHERAL EQUIPMENT	345,894	352,755	2,128
REPAIR OF CONSUMER ELECTRONICS	244,997	255,310	534
REPAIR OF HOUSEHOLD APPLIANCES AND HOME AND GARDEN EQUIPMENT	158,249	164,225	309
REPAIR OF FURNITURE AND HOME FURNISHINGS	144,505	158,149	84
REPAIR OF OTHER PERSONAL AND HOUSEHOLD GOODS	148,410	151,745	302
REPAIR OF WATCHES, CLOCKS AND JEWELLERY	139,305	142,772	102
REPAIR OF FOOTWEAR AND LEATHER GOODS	35,147	40,122	106

The total indebtedness of the companies in the Repair of computers and personal and household goods industry was RON 588,378,859 versus RON 258,747,710 a year ago. In 2014 the industry's indebtedness totalled RON 461,368,021.

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

SECTOR	2016	2015	2014
REPAIR OF COMPUTERS AND PERIPHERAL EQUIPMENT	315,027,250	135,491,484	252,308,891
REPAIR OF COMMUNICATION EQUIPMENT	128,339,072	93,282,966	81,306,537
REPAIR OF CONSUMER ELECTRONICS	72,444,412	20,178,617	66,140,264
REPAIR OF HOUSEHOLD APPLIANCES AND HOME AND GARDEN EQUIPMENT	27,809,263	2,469,240	21,015,669
REPAIR OF OTHER PERSONAL AND HOUSEHOLD GOODS	21,278,084	5,046,229	18,792,730
REPAIR OF WATCHES, CLOCKS AND JEWELLERY	12,686,661	574,619	13,056,254
REPAIR OF FURNITURE AND HOME FURNISHINGS	7,410,436	1,140,287	5,559,113
REPAIR OF FOOTWEAR AND LEATHER GOODS	3,383,681	564,268	3,188,563

Debt-to-assets ratio of the companies in the industry is 0.63 in 2016. It was 0.29 in 2015 and 0.61 in 2014.

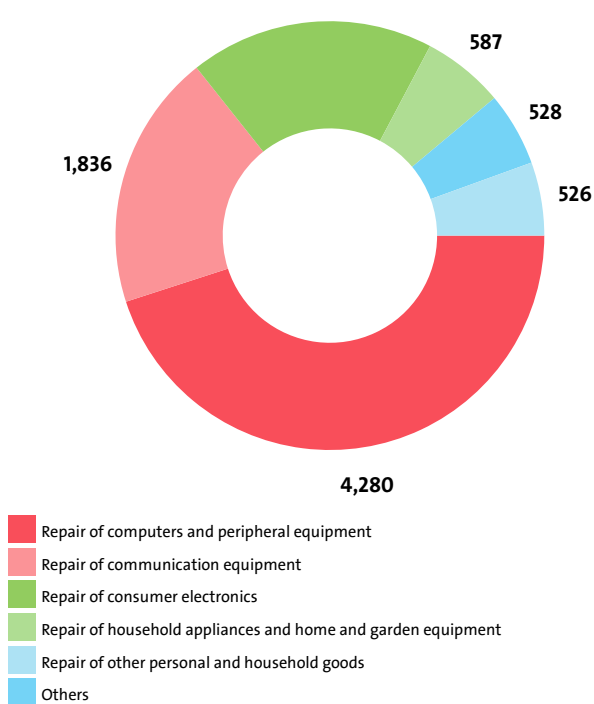
## VI. EMPLOYMENT

A total of 9,509 people were employed in the Repair of computers and personal and household goods sector at the end of 2016, compared to 9,228 in 2015 and 8,326 in 2014.

#### NUMBER OF EMPLOYEES BY INDUSTRY SECTORS

SECTOR	NUMBER	SHARE OF INDUSTRY TOTAL
REPAIR OF COMPUTERS AND PERIPHERAL EQUIPMENT	4,280	45.01%
REPAIR OF COMMUNICATION EQUIPMENT	1,836	19.31%
REPAIR OF CONSUMER ELECTRONICS	1,752	18.42%
REPAIR OF HOUSEHOLD APPLIANCES AND HOME AND GARDEN EQUIPMENT	587	6.17%
REPAIR OF OTHER PERSONAL AND HOUSEHOLD GOODS	526	5.53%
REPAIR OF FURNITURE AND HOME FURNISHINGS	208	2.19%
REPAIR OF WATCHES, CLOCKS AND JEWELLERY	175	1.84%
REPAIR OF FOOTWEAR AND LEATHER GOODS	145	1.52%

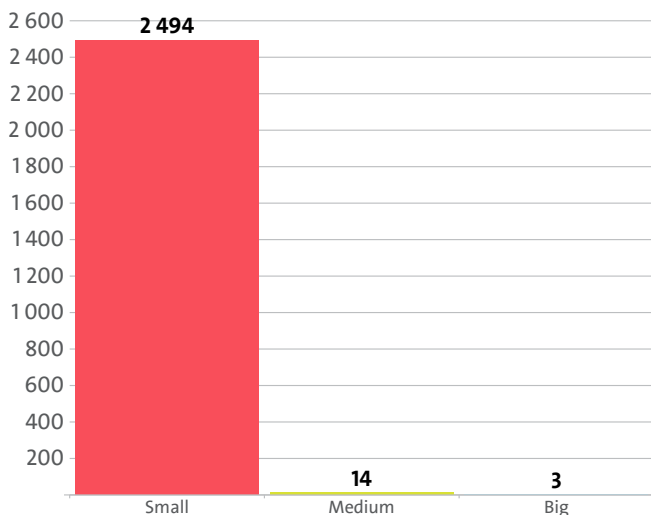
ALLOCATION OF EMPLOYEES BY INDUSTRY'S SECTORS



The analysis on companies' sizes by the number of employees, shows that 2494 firms have less than 50 employees\*, 14 have between 50 and 250 employees\* and 3 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 when it comes to numbers make up 24.60% of the workforce in the industry in 2016.

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

RANK	COMPANY	NUMBER OF EMPLOYEES	SHARE
1	PECEF TEHNICA SRL	589	6.19%
2	VISION DIGITECH SRL	337	3.54%
3	DEPANERO SRL	282	2.97%
4	REGENERSIS (BUCHAREST) SRL	206	2.17%
5	IIRUC SERVICE SA	195	2.05%
6	DIANGI GRUP SRL	170	1.79%
7	PRINTEC GROUP ROMANIA SRL	167	1.76%
8	ELECTRONICS SUPORT DIVISION SRL	162	1.70%
9	CORDON ELECTRONICS SRL	135	1.42%
10	SOCIETATE COOPERATIVA MESTESUGAREASCA RADIO PROGRES	96	1.01%

The Repair of computers and personal and household goods industry is the 61st largest employer in the country with 9,509 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 Repair of computers and personal and household goods industry to change at a compound annual growth rate (CAGR) of 6.87% 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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