

# SeeNews

Business Intelligence  
for Southeast Europe



## Industry Report

### Residential care activities 2016 ROMANIA

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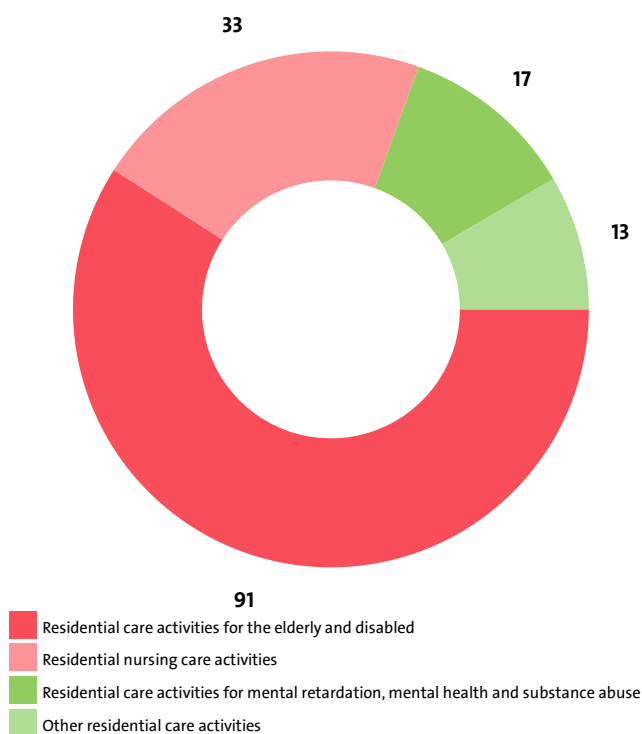
## I. KEY INDICATORS

- The Residential care activities industry in Romania was represented by 154 companies at the end of 2016, compared to 141 in the previous year and 123 in 2014.
- The industry's net profit amounted to RON 1,935,339 in 2016.
- The industry's total revenue was RON 46,999,925 in 2016, up by 21.09% compared to the previous year.
- The combined costs of the companies in the Residential care activities industry reached RON 44,483,170 in 2016, up by 16.80% year-on-year.
- The industry's total revenue makes up 0.01% to the country's Gross domestic product (GDP) in 2016.
- A total of 648 people were employed in the Residential care activities industry in 2016, compared to 473 in 2015 and 361 in 2014.
- Most of the companies in the industry are based in Bucharest, followed by Ilfov and Arges.

## II. INTRODUCTION

In 2016 the companies in the Residential care activities industry numbered 154, distributed in 4 sectors.

INDUSTRY STRUCTURE BY SECTORS AND NUMBER OF COMPANIES



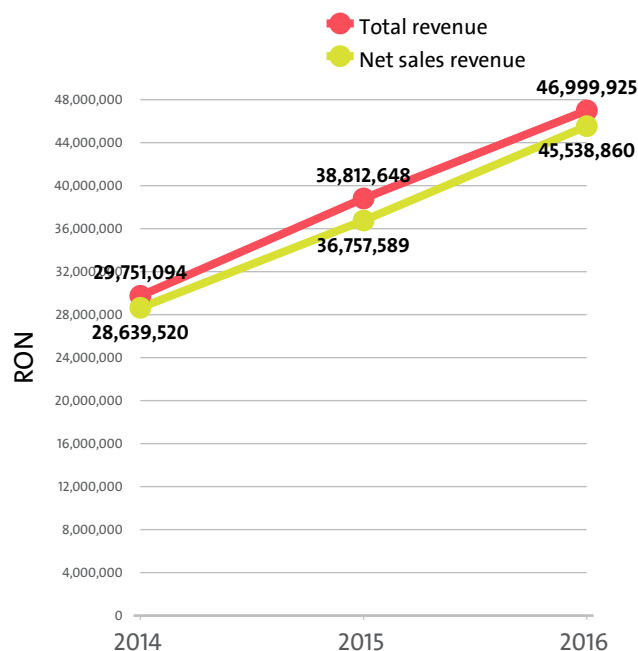
In 2015 there were a total of 141 companies operating in the industry. In 2014 their number totalled 123.

NUMBER OF COMPANIES IN RESIDENTIAL CARE ACTIVITIES INDUSTRY BY SECTORS

SECTOR	2016	2015	2014
RESIDENTIAL CARE ACTIVITIES FOR THE ELDERLY AND DISABLED	91	76	70
RESIDENTIAL NURSING CARE ACTIVITIES	33	35	32
RESIDENTIAL CARE ACTIVITIES FOR MENTAL RETARDATION, MENTAL HEALTH AND SUBSTANCE ABUSE	17	15	7
OTHER RESIDENTIAL CARE ACTIVITIES	13	15	14

## III. REVENUES

The total revenue in the industry was RON 46,999,925 in 2016, RON 38,812,648 in 2015 and 29,751,094 in 2014.



The companies in the Residential care activities market of Romania earned combined net sales revenues of RON 45,538,860 in 2016.

In annual terms, sales marked a growth of 23.89% compared to 2015. In comparison to 2014 they rose by 59.01%. In 2015 sales grew by 28.35% year-on-year.

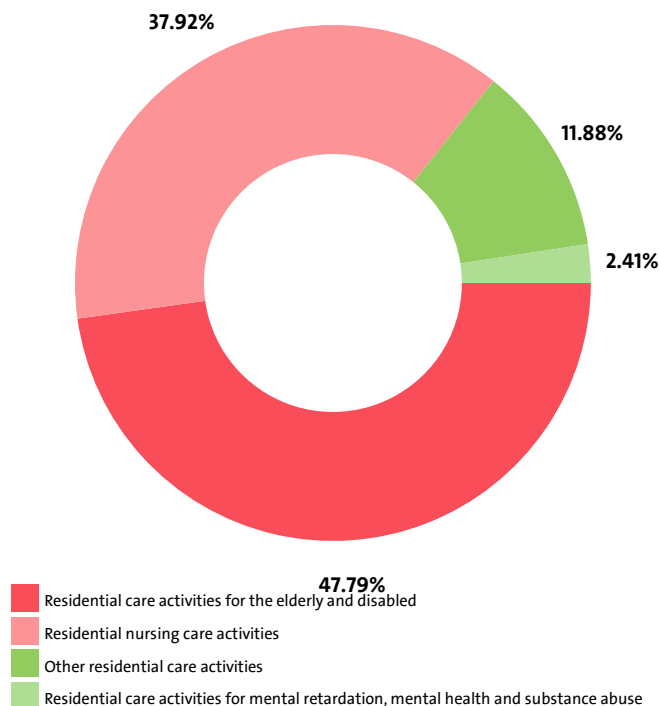
The Residential care activities industry total revenue make up 0.01% to the country's GDP in 2016.

We expect, based on the trend in the last three years, the total revenue of the Residential care activities industry to change at a compound annual growth rate (CAGR) of 25.69% in 2017.

NET SALES REVENUE BY SECTORS

RANK	SECTOR	NET SALES REVENUE (RON)
1	RESIDENTIAL CARE ACTIVITIES FOR THE ELDERLY AND DISABLED	21,762,528
2	RESIDENTIAL NURSING CARE ACTIVITIES	17,268,575
3	OTHER RESIDENTIAL CARE ACTIVITIES	5,412,170
4	RESIDENTIAL CARE ACTIVITIES FOR MENTAL RETARDATION, MENTAL HEALTH AND SUBSTANCE ABUSE	1,095,587

INDUSTRY'S NET SALES REVENUE STRUCTURE BY SECTORS



The highest growth, of 64.49%, was recorded by Other residential care activities, while Residential care activities for mental retardation, mental health and substance abuse registered the sharpest decline, of 73.93%.

## TOP COMPANIES' REVENUE BY SECTORS

SEGMENT	COMPANY	TOTAL REVENUE (RON)	NET SALES REVENUE (RON)
<b>RESIDENTIAL NURSING CARE ACTIVITIES</b>			
	CENTRUL MEDICAL SAMA S.A.	8,271,127	7,867,349
	MIRAFLOR SRL	3,038,216	3,038,211
	LAZA MEDVET FARM SRL	1,795,917	1,791,107
<b>OTHER RESIDENTIAL CARE ACTIVITIES</b>			
	ROTOP SRL	2,286,314	2,290,728
	SEBELIN SRL	1,139,865	1,139,865
	ONE TO ONE NURSING SRL	1,087,360	1,084,397
<b>RESIDENTIAL CARE ACTIVITIES FOR THE ELDERLY AND DISABLED</b>			
	GERONTO LIFE MED SRL	4,049,861	4,028,730
	LIFE CARE HOME SRL	2,200,969	2,200,944
	CORSICA OBJECT SRL	2,180,665	2,180,665
<b>RESIDENTIAL CARE ACTIVITIES FOR MENTAL RETARDATION, MENTAL HEALTH AND SUBSTANCE ABUSE</b>			
	LUX ECHITAS SRL	262,834	262,801
	OMNIA PROFESSIONAL SRL	192,241	192,241
	CLINICA ALIAT ALPHA SRL	144,650	144,650

The top 10 companies in terms of total revenue in Residential care activities accounted for 57.57% of the industry's total in 2016, 51.00% in 2015 and 56.32% in 2014.

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

RANK	COMPANY	TOTAL REVENUE (RON)	NET SALE REVENUE (RON)
1	CENTRUL MEDICAL SAMA S.A.	8,271,127	7,867,349
2	GERONTO LIFE MED SRL	4,049,861	4,028,730
3	MIRAFLOR SRL	3,038,216	3,038,211
4	ROTOP SRL	2,286,314	2,290,728
5	LIFE CARE HOME SRL	2,200,969	2,200,944
6	CORSICA OBJECT SRL	2,180,665	2,180,665
7	LAZA MEDVET FARM SRL	1,795,917	1,791,107
8	SEBELIN SRL	1,139,865	1,139,865
9	ONE TO ONE NURSING SRL	1,087,360	1,084,397
10	SUTER INN COM SRL	1,005,326	925,352

The top 10 by assets in the Residential care activities field made up RON 18,512,948, or 40.65% of the total net sales revenue.

## TOP 10 BY TOTAL ASSETS IN THE INDUSTRY

RANK	COMPANY	RON
1	MIRAFLOR SRL	10,366,669
2	CENTRUL MEDICAL SAMA S.A.	7,222,411
3	R.C.I.-MONDIAL SRL	4,464,275
4	SUTER INN COM SRL	3,232,106
5	VERSACI INTERNATIONAL SRL	2,764,201
6	PROYECTOS TURISTICOS BRAN EBRO SRL	1,686,305
7	GERONTO LIFE MED SRL	1,627,983
8	DURAS DIURPANEUS SRL	1,144,696
9	RESIDENCE GANESH SRL	1,115,359
10	CENTRUL DE ASISTENTA SI INGRUIRE BATRANI GEROMED SRL	998,632

## TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD RESIDENTIAL NURSING CARE ACTIVITIES WERE:

COMPANY	RON
CENTRUL MEDICAL SAMA S.A.	8,271,127
MIRAFLOR SRL	3,038,216
LAZA MEDVET FARM SRL	1,795,917
TANGENT ALZHEIMER CARE SRL	970,379
CENTRUL MEDICAL DE INGRUIRI PALEATIVE SF. ELENA SRL	722,293
MEDI SERV 2 SRL	414,801
MEDICAL GOVORA S.A.	385,291
ALEX-CLINIC SRL	340,351
DASINA SENIORI SRL	298,950
INCAMED SERVICII MEDICALE SRL	284,517

The 10 largest companies in terms of total revenue in sector Residential care activities earned total revenue of RON 16,521,842 and accounted for 35.15% of the industry's total revenue.

## TOP 9 COMPANIES BY TOTAL REVENUE IN THE MARKET OTHER RESIDENTIAL CARE ACTIVITIES WERE:

COMPANY	RON
ROTOP SRL	2,286,314
SEBELIN SRL	1,139,865
ONE TO ONE NURSING SRL	1,087,360
NEW JOB OPPORTUNITY SRL	454,292
NORTH STAR HOUSE SRL	153,923
MEDICOR SRL	118,978
CASA NANDRU SRL	97,100

ELISSAN MED SRL	77,138
18START HOSTEL OCNA SRL	39,340

The 9 largest companies in terms of total revenue in sector Residential care activities earned total revenue of RON 5,454,310 and accounted for 11.60% of the industry's total revenue.

#### TOP 10 COMPANIES BY TOTAL REVENUE IN THE INDUSTRY RESIDENTIAL CARE ACTIVITIES FOR THE ELDERLY AND DISABLED WERE:

COMPANY	RON
GERONTO LIFE MED SRL	4,049,861
LIFE CARE HOME SRL	2,200,969
CORSICA OBJECT SRL	2,180,665
SUTER INN COM SRL	1,005,326
CENTRUL DE ASISTENTA SI INGRUIRE BATRANI GEROMED SRL	921,204
TEHNOEXPERT DESIGN SRL	873,189
OPTIM CENTER SRL-D	865,838
NIK & SARA TRAVEL TRANS SRL	733,291
VERSACI INTERNATIONAL SRL	600,000
PREMIER FAMILY HOUSE SRL	585,363

The 10 largest companies in terms of total revenue in sector Residential care activities earned total revenue of RON 14,015,706 and accounted for 29.82% of the industry's total revenue.

#### TOP 10 COMPANIES BY TOTAL REVENUE IN THE SECTOR RESIDENTIAL CARE ACTIVITIES FOR MENTAL RETARDATION, MENTAL HEALTH AND SUBSTANCE ABUSE WERE:

COMPANY	RON
LUX ECHITAS SRL	262,834
OMNIA PROFESSIONAL SRL	192,241
CLINICA ALIAT ALPHA SRL	144,650
IKC DEPARTAMENTUL PSIHOLOGIC SRL	118,205
ALFA-CENTRUL DE SANATATE PSIHICA SI COMPORTAMENTALA SRL	106,058
ALIAT REZIDENTIAL SIGMA SRL	81,115
MINNIE PSYCHOLOGICAL CENTER SRL-D	62,659
ALIAT REZIDENTIAL DELTA SRL	57,561
ASESOFT INVEST SRL	45,651
PSY MED STOICA SRL	31,002

The 10 largest companies in terms of total revenue in sector Residential care activities earned total revenue of RON 1,101,976 and accounted for 2.34% of the industry's total revenue.

## IV. EXPENSES

The combined costs of the companies in the Residential care activities industry reached RON 44,483,170 in 2016.

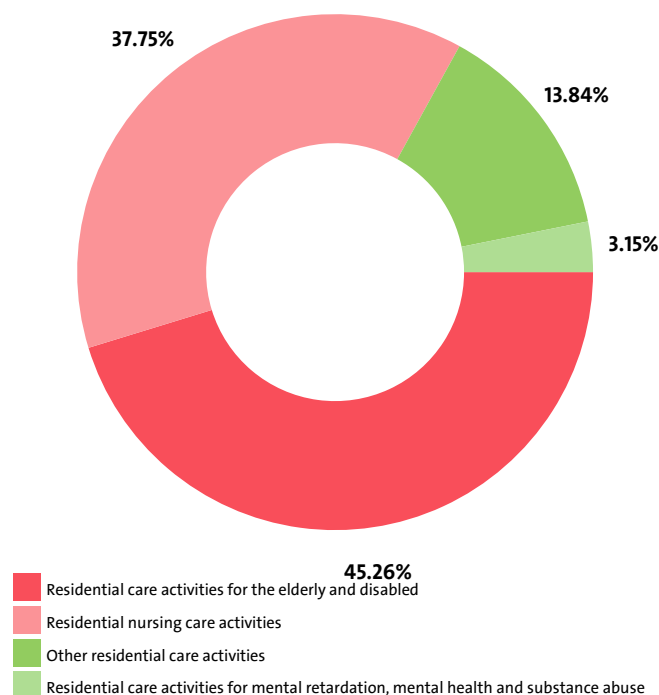
In annual terms, total expenses grew by 16.80% compared to 2015 and increased by 41.72% in comparison to 2014.

We expect, based on the trend in the last three years, the total costs of the Residential care activities industry to change at a compound annual growth rate (CAGR) of 19.05% in 2017.

#### TOTAL COSTS BY SECTORS

RANK	SECTOR	TOTAL COSTS (RON)
1	RESIDENTIAL CARE ACTIVITIES FOR THE ELDERLY AND DISABLED	20,132,950
2	RESIDENTIAL NURSING CARE ACTIVITIES	16,790,639
3	OTHER RESIDENTIAL CARE ACTIVITIES	6,157,406
4	RESIDENTIAL CARE ACTIVITIES FOR MENTAL RETARDATION, MENTAL HEALTH AND SUBSTANCE ABUSE	1,402,175

INDUSTRY'S TOTAL COSTS STRUCTURE BY SECTORS



Other residential care activities marked the highest annual increase in total expenses, of 64.55%, while total expenses went down the most, by 64.54%, for Residential care activities for mental retardation, mental health and substance abuse.

The biggest spenders in the industry, with costs of over 10% of industry's costs, numbered 13, including LAZA MEDVET FARM SRL, OPTIM CENTER SRL-D, LIFE CARE HOME SRL, ONE TO ONE NURSING SRL, TEHNOEXPERT DESIGN SRL. The medium spenders, or those in the 5% and 10% range count 10 and include ANDREA ROM I/E SRL, HEALTHY LIVING SRL, FLORIANA HOUSE SRL, CENTRUL MEDICAL DE INGRUIRI PALEATIVE SF. ELENA SRL, PROYECTOS TURISTICOS BRAN EBRO SRL. Below 5% threshold are 131 companies, including VERSACI INTERNATIONAL SRL, SANDIA INTERNATIONAL SRL, SENIOR CENTER SRL, RECUMED TOP SRL, LIVE CENTER S.R.L..

Employment expenses in the Residential care activities industry grew by 10.63% on the year to RON 11,754,852 in 2016.

The highest growth in labour costs, of 49.64%, was registered by Residential nursing care activities, while Residential care activities for mental retardation, mental health and substance abuse marked the sharpest fall, of 79.56%.

The monthly costs per employee in the Residential care

activities industry averaged RON 1,512 in 2016, RON 1,872 in 2015 and RON 1,594 in 2014.

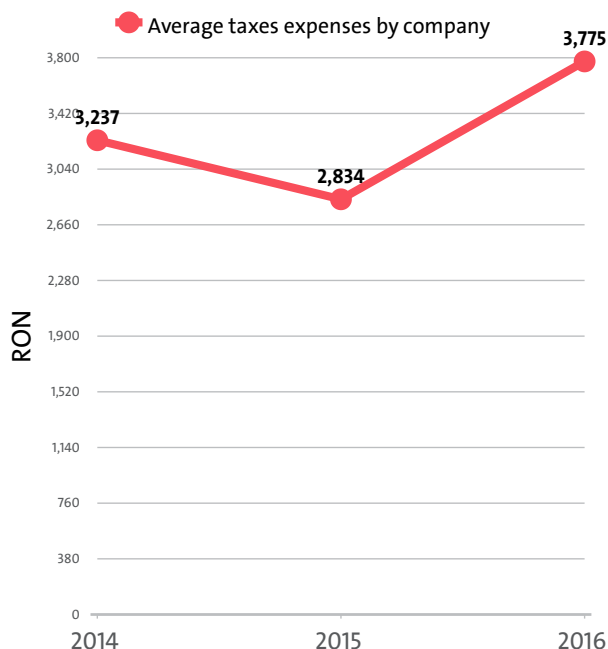
#### EMPLOYMENT EXPENSES IN RESIDENTIAL CARE ACTIVITIES BY SECTORS IN 2016

RANK	SECTOR	EMPLOYMENT EXPENSES (RON)	AVERAGE EXPENSES PER EMPLOYEE (RON)
1	RESIDENTIAL NURSING CARE ACTIVITIES	5,557,528	20,815
2	RESIDENTIAL CARE ACTIVITIES FOR THE ELDERLY AND DISABLED	5,217,895	16,055
3	OTHER RESIDENTIAL CARE ACTIVITIES	583,897	15,366
4	RESIDENTIAL CARE ACTIVITIES FOR MENTAL RETARDATION, MENTAL HEALTH AND SUBSTANCE ABUSE	395,532	21,974

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

RANK	COMPANY	RON
1	MEDICAL GOVORA S.A.	3,483
2	CASA NANDRU SRL	3,100
3	CENTRUL ALIAT VIOLETA S.R.L.	2,468
4	CENTRUL MEDICAL SAMA S.A.	2,404
5	SCORSEZE NURSING SRL	2,201
6	LUX ECHITAS SRL	2,114
7	CENTRUL SOCIOMEDICAL PENTRU VARSTNICI SRL	2,057
8	ALIAT REZIDENTIAL SIGMA SRL	2,055
9	GLOW MEDICAL PREVENT SRL	1,987
10	NIMEX NURSING SRL	1,987

The industry's tax expenses stood at RON 581,416 in 2016. In 2015 it paid taxes of RON 399,598. In 2014 the industry paid RON 398,179 in taxes.



#### EXPENSES ON TAXES BY SECTORS

RANK	SECTOR	RON	Y/Y CHANGE
1	RESIDENTIAL NURSING CARE ACTIVITIES	299,033	192.37%
2	RESIDENTIAL CARE ACTIVITIES FOR THE ELDERLY AND DISABLED	203,473	-4.24%
3	OTHER RESIDENTIAL CARE ACTIVITIES	59,514	-20.84%
4	RESIDENTIAL CARE ACTIVITIES FOR MENTAL RETARDATION, MENTAL HEALTH AND SUBSTANCE ABUSE	19,396	100.72%

## V. PROFITABILITY

The industry's net profit amounted to RON 1,935,339 in 2016, compared to a net profit of RON 328,667 in 2015 and a net loss of RON 2,035,631 in 2014.

#### TOP 10 COMPANIES BY HIGHEST NET PROFIT IN RESIDENTIAL CARE ACTIVITIES

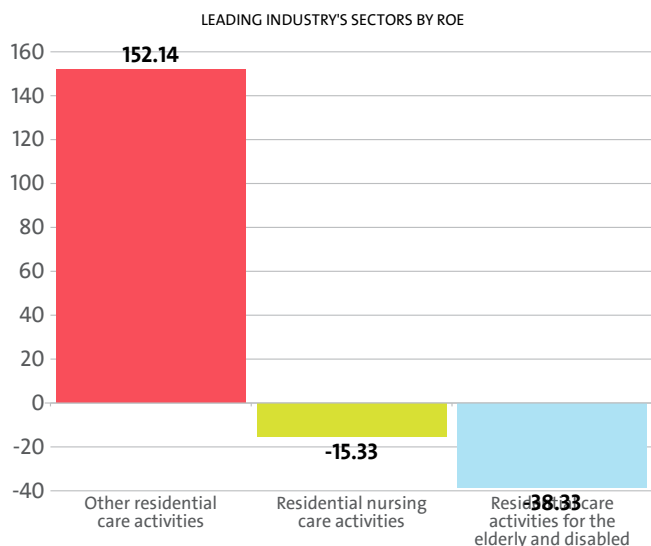
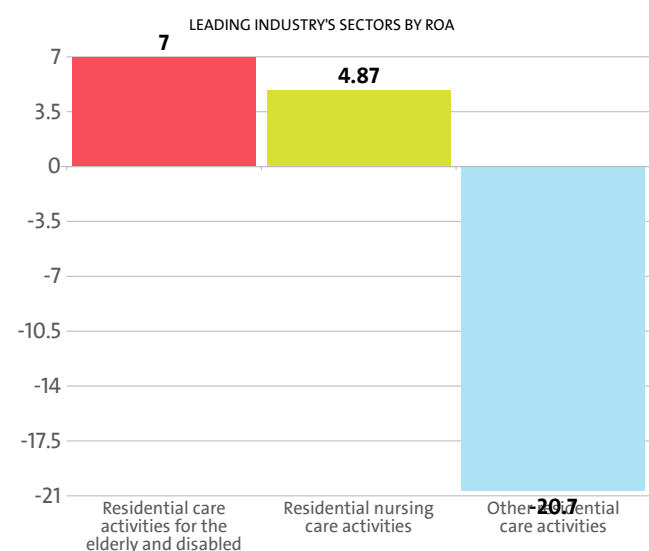
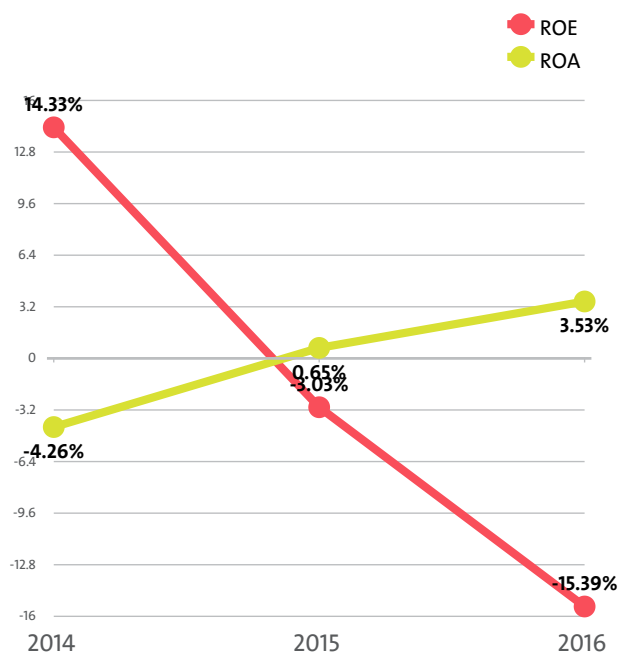
RANK	COMPANY	RON
1	CENTRUL MEDICAL SAMA S.A.	896,443
2	SUTER INN COM SRL	465,461
3	GERONTO LIFE MED SRL	335,925
4	NEW JOB OPPORTUNITY SRL	329,500
5	VERSACI INTERNATIONAL SRL	323,856
6	PREMIER FAMILY HOUSE SRL	230,607
7	CENTRUL DE ASISTENTA SI INGRIJIRE BATRANI GEROMED SRL	183,888
8	ONE TO ONE NURSING SRL	178,198
9	RESIDENCE GANESH SRL	171,121
10	LAZA MEDVET FARM SRL	165,975

#### TOP COMPANIES BY HIGHEST NET LOSS IN RESIDENTIAL CARE ACTIVITIES

RANK	COMPANY	RON
1	ROTOP SRL	1,498,606
2	MIRAFLOR SRL	745,619
3	NAPOSEM CLUJ SRL	283,336
4	FLORIANA HOUSE SRL	218,885
5	CENTRUL ALIAT VIOLETA S.R.L.	165,560

The Residential care activities industry's return on equity (ROE) is -15.39% compared to -3.03% in 2015 and 14.33% in 2014.

The Residential care activities's return on assets (ROA) was 3.53%, while in 2015 it amounted to 0.65% and -4.26% in 2014.



#### TOP 10 COMPANIES BY HIGHEST AVERAGE NET PROFIT PER EMPLOYEE IN RESIDENTIAL CARE ACTIVITIES

RANK	COMPANY	RON	COMPANY HEADQUARTERS (CITY)
1	SUTER INN COM SRL	465,461	BUCHAREST
2	NEW JOB OPPORTUNITY SRL	329,500	BUCHAREST
3	TERAKIN MED SRL	98,388	ARAD
4	MEDICOR SRL	98,249	BIHOR
5	NORTH STAR HOUSE SRL	89,044	SIBIU
6	NINALULU SRL	80,430	MURES
7	LUKBY BY BLS SRL	79,781	ILFOV
8	NIMEX NURSING SRL	60,594	ILFOV
9	CENTRUL MEDICAL SINA SRL	51,418	CLUJ
10	RESIDENCE GANESH SRL	42,780	BUCHAREST

About 30.00% 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 Cluj.

The average net sales revenue per employee in the Residential care activities industry amounted to RON 70,276 in 2016, down by 9.57% compared to 2015 and down by 11.42% compared to 2014.

The Residential care activities field generated an average RON 72,531 in total revenue per employee. In 2015 and 2014 the figure was RON 82,056 and RON 82,413, respectively.

The average total revenue per company in the Residential care activities industry grew to RON 305,194 in 2016 from RON 275,267 in 2015. The 2014 value was RON 241,879.

A company in the Residential care activities market made on average a net sales revenue of RON 295,707 in 2016, compared to RON 260,692 in 2015 and RON 232,842 in 2014.

#### AVERAGE REVENUES PER EMPLOYEE IN RESIDENTIAL CARE ACTIVITIES IN 2016

SECTOR	AVERAGE NET SALES REVENUE (RON)	AVERAGE TOTAL REVENUE (RON)	NUMBER OF EMPLOYEES
RESIDENTIAL NURSING CARE ACTIVITIES	64,676	68,266	267
OTHER RESIDENTIAL CARE ACTIVITIES	142,426	143,534	38
RESIDENTIAL CARE ACTIVITIES FOR THE ELDERLY AND DISABLED	66,962	68,316	325
RESIDENTIAL CARE ACTIVITIES FOR MENTAL RETARDATION, MENTAL HEALTH AND SUBSTANCE ABUSE	60,866	61,988	18

#### AVERAGE REVENUE PER COMPANY IN RESIDENTIAL CARE ACTIVITIES IN 2016

SECTOR	AVERAGE NET SALES REVENUE (RON)	AVERAGE TOTAL REVENUE (RON)	NUMBER OF COMPANIES
RESIDENTIAL NURSING CARE ACTIVITIES	523,290	552,334	33
OTHER RESIDENTIAL CARE ACTIVITIES	416,321	419,562	13
RESIDENTIAL CARE ACTIVITIES FOR THE ELDERLY AND DISABLED	239,149	243,987	91
RESIDENTIAL CARE ACTIVITIES FOR MENTAL RETARDATION, MENTAL HEALTH AND SUBSTANCE ABUSE	64,446	65,634	17

The total indebtedness of the companies in the Residential

care activities industry was RON 64,891,265 versus RON 35,383,433 a year ago. In 2014 the industry's indebtedness totalled RON 59,886,278.

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

SECTOR	2016	2015	2014
RESIDENTIAL CARE ACTIVITIES FOR THE ELDERLY AND DISABLED	30,427,062	9,549,715	28,878,294
RESIDENTIAL NURSING CARE ACTIVITIES	30,097,992	24,796,195	27,823,857
OTHER RESIDENTIAL CARE ACTIVITIES	3,537,110	1,037,523	2,701,401
RESIDENTIAL CARE ACTIVITIES FOR MENTAL RETARDATION, MENTAL HEALTH AND SUBSTANCE ABUSE	829,101		482,726

Debt-to-assets ratio of the companies in the industry is 1.18 in 2016. It was 0.70 in 2015 and 1.25 in 2014.

## VI. EMPLOYMENT

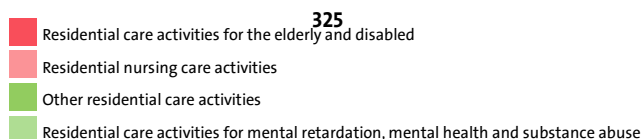
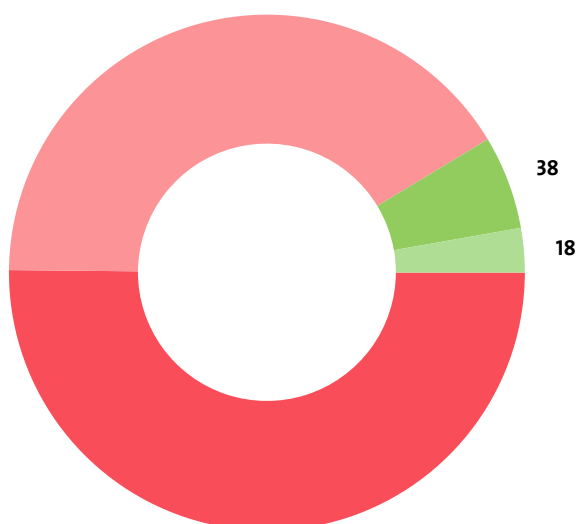
A total of 648 people were employed in the Residential care activities sector at the end of 2016, compared to 473 in 2015 and 361 in 2014.

#### NUMBER OF EMPLOYEES BY INDUSTRY SECTORS

SECTOR	NUMBER	SHARE OF INDUSTRY TOTAL
RESIDENTIAL CARE ACTIVITIES FOR THE ELDERLY AND DISABLED	325	50.15%
RESIDENTIAL NURSING CARE ACTIVITIES	267	41.20%
OTHER RESIDENTIAL CARE ACTIVITIES	38	5.86%
RESIDENTIAL CARE ACTIVITIES FOR MENTAL RETARDATION, MENTAL HEALTH AND SUBSTANCE ABUSE	18	2.78%

ALLOCATION OF EMPLOYEES BY INDUSTRY'S SECTORS

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The analysis on companies' sizes by the number of employees, shows that 85 firms have less than 50 employees\*, 3 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 52.31% 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	CENTRUL MEDICAL SAMA S.A.	91	14.04%
2	GERONTO LIFE MED SRL	70	10.80%
3	MIRAFLOR SRL	51	7.87%
4	CENTRUL MEDICAL DE INGRIJIRI PALEATIVE SF. ELENA SRL	24	3.70%
5	LIFE CARE HOME SRL	22	3.40%
6	TEHNOEXPERT DESIGN SRL	17	2.62%
7	CAMINUL SF. DUMITRU SRL	17	2.62%
8	TANGENT ALZHEIMER CARE SRL	17	2.62%
9	OPTIM CENTER SRL-D	15	2.31%
10	CORSICA OBJECT SRL	15	2.31%

The Residential care activities industry is the 81st largest employer in the country with 648 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 Residential care activities industry to change at a compound annual growth rate (CAGR) of 33.98% in 2017.



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