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Industry Report

Retail trade, except of motor
vehicles and motorcycles

2016

ROMANIA

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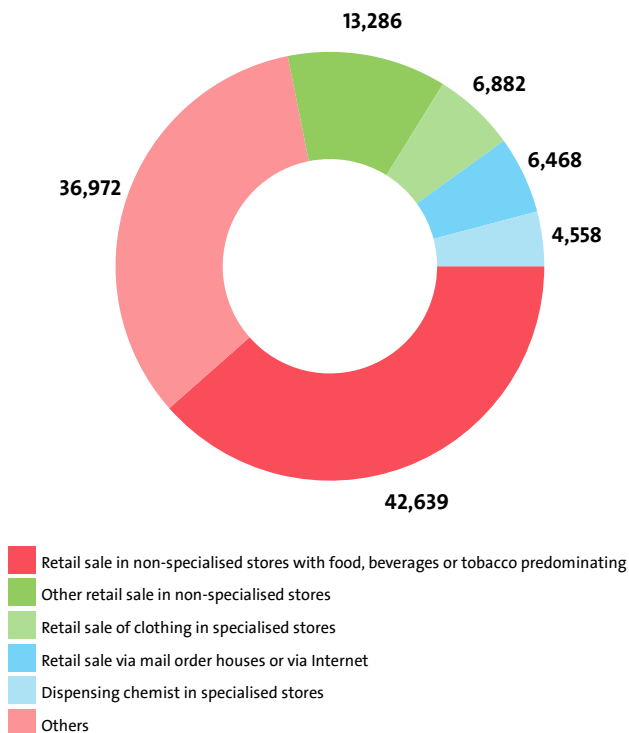
I. KEY INDICATORS

- The Retail trade, except of motor vehicles and motorcycles industry in Romania was represented by 110,805 companies at the end of 2016, compared to 106,916 in the previous year and 101,913 in 2014.
- The industry's net profit amounted to RON 6,266,395,916 in 2016.
- The industry's total revenue was RON 185,571,270,486 in 2016, up by 11.72% compared to the previous year.
- The combined costs of the companies in the Retail trade, except of motor vehicles and motorcycles industry reached RON 177,869,462,529 in 2016, up by 10.88% year-on-year.
- The industry's total revenue makes up 19.92% to the country's Gross domestic product (GDP) in 2016, compared to 19.26% for 2015 and 16.62% in 2014.
- A total of 437,697 people were employed in the Retail trade, except of motor vehicles and motorcycles industry in 2016, compared to 420,434 in 2015 and 393,684 in 2014.
- Most of the companies in the industry are based in Bucharest, followed by Constanta and Dolj.

II. INTRODUCTION

In 2016 the companies in the Retail trade, except of motor vehicles and motorcycles industry numbered 110,805, distributed in 37 sectors.

INDUSTRY STRUCTURE BY SECTORS AND NUMBER OF COMPANIES



In 2015 there were a total of 106,916 companies operating in

the industry. In 2014 their number totalled 101,913.

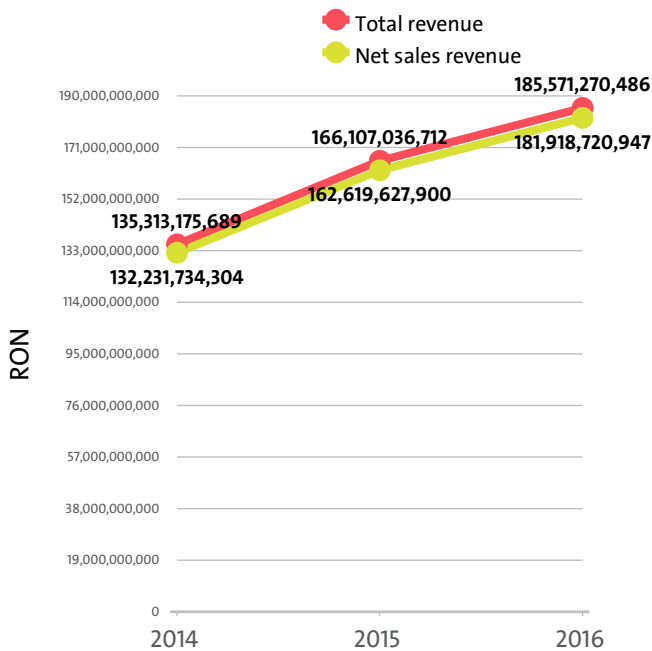
NUMBER OF COMPANIES IN RETAIL TRADE, EXCEPT OF MOTOR VEHICLES AND MOTORCYCLES INDUSTRY BY SECTORS

SECTOR	2016	2015	2014
RETAIL SALE IN NON-SPECIALISED STORES WITH FOOD, BEVERAGES OR TOBACCO PREDOMINATING	42,639	42,336	41,304
OTHER RETAIL SALE IN NON-SPECIALISED STORES	13,286	13,015	12,575
RETAIL SALE OF CLOTHING IN SPECIALISED STORES	6,882	6,445	6,011
RETAIL SALE VIA MAIL ORDER HOUSES OR VIA INTERNET	6,468	5,177	4,194
DISPENSING CHEMIST IN SPECIALISED STORES	4,558	4,611	4,534
OTHER RETAIL SALE OF NEW GOODS IN SPECIALISED STORES	3,695	3,550	3,380
OTHER RETAIL SALE NOT IN STORES, STALLS OR MARKETS	2,334	2,143	1,938
RETAIL SALE VIA STALLS AND MARKETS OF OTHER GOODS	2,159	2,134	2,063
RETAIL SALE OF HARDWARE, PAINTS AND GLASS IN SPECIALISED STORES	2,152	2,101	2,017
RETAIL SALE OF FLOWERS, PLANTS, SEEDS, FERTILISERS, PET ANIMALS AND PET FOOD IN SPECIALISED STORES	2,116	1,894	1,714
RETAIL SALE OF SECOND-HAND GOODS IN STORES	1,990	1,682	1,493
RETAIL SALE OF FURNITURE, LIGHTING EQUIPMENT AND OTHER HOUSEHOLD ARTICLES IN SPECIALISED STORES	1,827	1,765	1,696
RETAIL SALE VIA STALLS AND MARKETS OF TEXTILES, CLOTHING AND FOOTWEAR	1,791	1,746	1,671
RETAIL SALE VIA STALLS AND MARKETS OF FOOD, BEVERAGES AND TOBACCO PRODUCTS	1,722	1,628	1,487
RETAIL SALE OF TEXTILES IN SPECIALISED STORES	1,489	1,470	1,430
OTHER RETAIL SALE OF FOOD IN SPECIALISED STORES	1,458	1,436	1,368
RETAIL SALE OF FRUIT AND VEGETABLES IN SPECIALISED STORES	1,388	1,316	1,206
RETAIL SALE OF FOOTWEAR AND LEATHER GOODS IN SPECIALISED STORES	1,177	1,121	1,044
RETAIL SALE OF BREAD, CAKES, FLOUR CONFECTIONERY AND SUGAR CONFECTIONERY IN SPECIALISED STORES	1,161	1,123	1,067
RETAIL SALE OF AUTOMOTIVE FUEL IN SPECIALISED STORES	1,154	1,161	1,097
RETAIL SALE OF NEWSPAPERS AND STATIONERY IN SPECIALISED STORES	1,109	1,094	1,079
RETAIL SALE OF COMPUTERS, PERIPHERAL UNITS AND SOFTWARE IN SPECIALISED STORES	1,082	1,084	1,048
RETAIL SALE OF MEAT AND MEAT PRODUCTS IN SPECIALISED STORES	1,079	1,049	1,017
RETAIL SALE OF COSMETIC AND TOILET ARTICLES IN SPECIALISED STORES	834	783	732
RETAIL SALE OF MEDICAL AND ORTHOPAEDIC GOODS IN SPECIALISED STORES	746	698	641
RETAIL SALE OF WATCHES AND JEWELLERY IN SPECIALISED STORES	733	705	642
RETAIL SALE OF BEVERAGES IN SPECIALISED STORES	687	684	652
RETAIL SALE OF TELECOMMUNICATIONS EQUIPMENT IN SPECIALISED STORES	578	516	481
RETAIL SALE OF ELECTRICAL HOUSEHOLD APPLIANCES IN SPECIALISED STORES	554	549	534
RETAIL SALE OF SPORTING EQUIPMENT IN SPECIALISED STORES	497	478	443
RETAIL SALE OF BOOKS IN SPECIALISED STORES	352	354	349
RETAIL SALE OF FISH, CRUSTACEANS AND MOLLUSCS IN SPECIALISED STORES	280	266	246
RETAIL SALE OF AUDIO AND VIDEO EQUIPMENT IN SPECIALISED STORES	245	248	242
RETAIL SALE OF CARPETS, RUGS, WALL AND FLOOR COVERINGS IN SPECIALISED STORES	241	223	215

RETAIL SALE OF GAMES AND TOYS IN SPECIALISED STORES	201	183	158
RETAIL SALE OF TOBACCO PRODUCTS IN SPECIALISED STORES	80	80	78
RETAIL SALE OF MUSIC AND VIDEO RECORDINGS IN SPECIALISED STORES	61	68	67

III. REVENUES

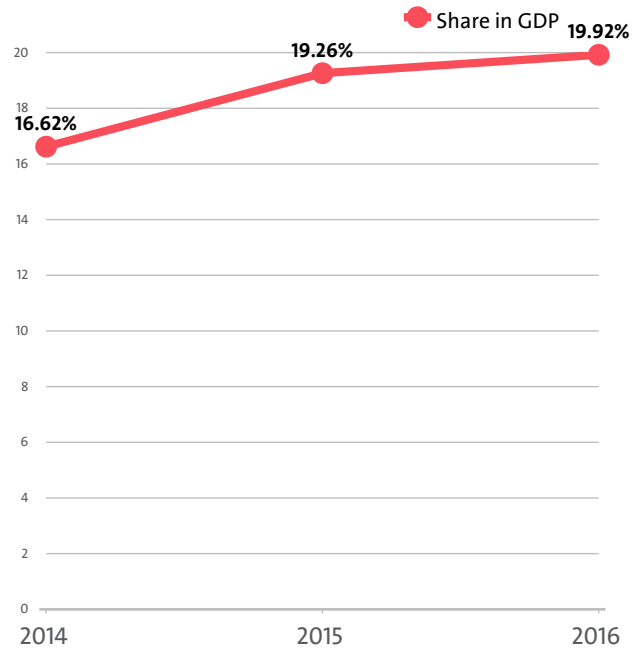
The total revenue in the industry was RON 185,571,270,486 in 2016, RON 166,107,036,712 in 2015 and 135,313,175,689 in 2014.



The companies in the Retail trade, except of motor vehicles and motorcycles market of Romania earned combined net sales revenues of RON 181,918,720,947 in 2016.

In annual terms, sales marked a growth of 11.87% compared to 2015. In comparison to 2014 they increased by 37.58%. In 2015 sales rose by 22.98% year-on-year.

The Retail trade, except of motor vehicles and motorcycles industry total revenue make up 19.92% to the country's GDP in 2016, compared to 19.26% for 2015 and 16.62% in 2014.



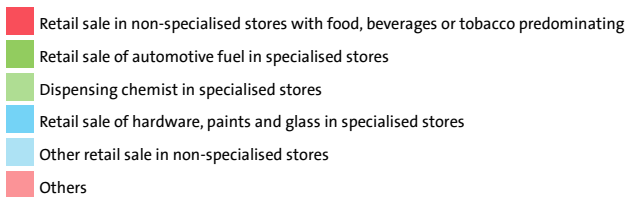
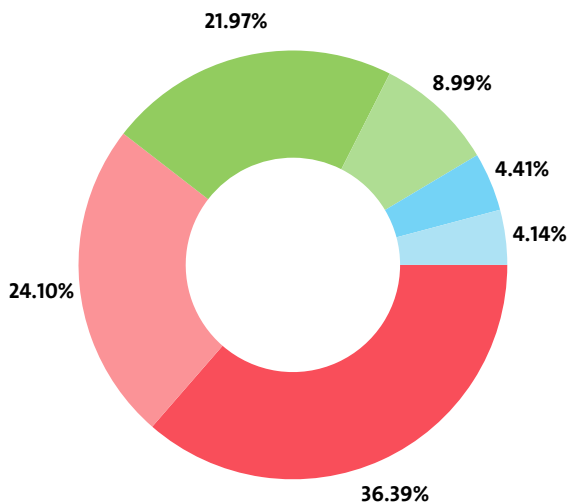
We expect, based on the trend in the last three years, the total revenue of the Retail trade, except of motor vehicles and motorcycles industry to change at a compound annual growth rate (CAGR) of 17.11% in 2017.

NET SALES REVENUE BY SECTORS

RANK	SECTOR	NET SALES REVENUE (RON)
1	RETAIL SALE IN NON-SPECIALISED STORES WITH FOOD, BEVERAGES OR TOBACCO PREDOMINATING	66,206,803,022
2	RETAIL SALE OF AUTOMOTIVE FUEL IN SPECIALISED STORES	39,960,682,275
3	DISPENSING CHEMIST IN SPECIALISED STORES	16,354,551,522
4	RETAIL SALE OF HARDWARE, PAINTS AND GLASS IN SPECIALISED STORES	8,015,681,376
5	OTHER RETAIL SALE IN NON-SPECIALISED STORES	7,534,346,980
6	RETAIL SALE VIA MAIL ORDER HOUSES OR VIA INTERNET	7,276,707,244
7	RETAIL SALE OF CLOTHING IN SPECIALISED STORES	6,944,542,120
8	RETAIL SALE OF ELECTRICAL HOUSEHOLD APPLIANCES IN SPECIALISED STORES	4,284,069,063
9	OTHER RETAIL SALE OF NEW GOODS IN SPECIALISED STORES	4,027,937,860
10	RETAIL SALE OF FURNITURE, LIGHTING EQUIPMENT AND OTHER HOUSEHOLD ARTICLES IN SPECIALISED STORES	3,441,330,399
11	OTHER RETAIL SALE NOT IN STORES, STALLS OR MARKETS	2,098,809,588
12	RETAIL SALE OF MEAT AND MEAT PRODUCTS IN SPECIALISED STORES	1,558,890,998
13	RETAIL SALE OF FOOTWEAR AND LEATHER GOODS IN SPECIALISED STORES	1,341,421,138
14	RETAIL SALE OF COSMETIC AND TOILET ARTICLES IN SPECIALISED STORES	1,244,208,998
15	RETAIL SALE OF TELECOMMUNICATIONS EQUIPMENT IN SPECIALISED STORES	1,161,925,912
16	RETAIL SALE OF WATCHES AND JEWELLERY IN SPECIALISED STORES	1,119,798,138
17	RETAIL SALE OF COMPUTERS, PERIPHERAL UNITS AND SOFTWARE IN SPECIALISED STORES	910,173,312
18	RETAIL SALE OF TEXTILES IN SPECIALISED STORES	814,067,157
19	OTHER RETAIL SALE OF FOOD IN SPECIALISED STORES	803,779,439
20	RETAIL SALE OF FLOWERS, PLANTS, SEEDS, FERTILISERS, PET ANIMALS AND PET FOOD IN SPECIALISED STORES	790,961,312

21	RETAIL SALE OF MEDICAL AND ORTHOPAEDIC GOODS IN SPECIALISED STORES	736,781,117
22	RETAIL SALE OF NEWSPAPERS AND STATIONERY IN SPECIALISED STORES	715,057,411
23	RETAIL SALE OF SPORTING EQUIPMENT IN SPECIALISED STORES	543,131,820
24	RETAIL SALE OF GAMES AND TOYS IN SPECIALISED STORES	527,626,351
25	RETAIL SALE OF BREAD, CAKES, FLOUR CONFECTIONERY AND SUGAR CONFECTIONERY IN SPECIALISED STORES	496,556,917
26	RETAIL SALE OF FRUIT AND VEGETABLES IN SPECIALISED STORES	449,615,822
27	RETAIL SALE VIA STALLS AND MARKETS OF FOOD, BEVERAGES AND TOBACCO PRODUCTS	397,194,890
28	RETAIL SALE OF BOOKS IN SPECIALISED STORES	386,131,380
29	RETAIL SALE OF SECOND-HAND GOODS IN STORES	356,226,501
30	RETAIL SALE VIA STALLS AND MARKETS OF OTHER GOODS	339,473,647
31	RETAIL SALE OF BEVERAGES IN SPECIALISED STORES	250,904,991
32	RETAIL SALE OF AUDIO AND VIDEO EQUIPMENT IN SPECIALISED STORES	244,463,139
33	RETAIL SALE OF FISH, CRUSTACEANS AND MOLLUSCS IN SPECIALISED STORES	209,092,362
34	RETAIL SALE VIA STALLS AND MARKETS OF TEXTILES, CLOTHING AND FOOTWEAR	157,855,549
35	RETAIL SALE OF CARPETS, RUGS, WALL AND FLOOR COVERINGS IN SPECIALISED STORES	135,300,684
36	RETAIL SALE OF TOBACCO PRODUCTS IN SPECIALISED STORES	62,896,883
37	RETAIL SALE OF MUSIC AND VIDEO RECORDINGS IN SPECIALISED STORES	19,723,630

INDUSTRY'S NET SALES REVENUE STRUCTURE BY SECTORS



The highest growth, of 66.57%, was recorded by Retail sale via mail order houses or via Internet, while Retail sale via stalls and markets of textiles, clothing and footwear registered the sharpest decline, of 38.95%.

TOP COMPANIES' REVENUE BY SECTORS

SEGMENT	COMPANY	TOTAL REVENUE (RON)	NET SALES REVENUE (RON)
RETAIL SALE OF BOOKS IN SPECIALISED STORES			
	DIRECT CLIENT SERVICES SRL	88,565,703	87,141,349
	BLOR RETAIL S.A.	46,113,159	45,617,928
	LIBRIS SRL	27,492,508	27,407,035
RETAIL SALE OF MUSIC AND VIDEO RECORDINGS IN SPECIALISED STORES			
	TECLA EXIM SRL	4,842,694	4,076,546
	RED LINE MULTIMEDIA SRL	1,691,828	1,690,674
	SORIN-AUDIO-COM SRL	1,658,181	1,653,124
RETAIL SALE OF NEWSPAPERS AND STATIONERY IN SPECIALISED STORES			
	COMPANIA DE LIBRARII BUCURESTI SA	45,895,545	45,628,186
	TABAC XPRESS SRL	38,460,696	38,225,565
	DNS BIOTICA SRL	26,765,502	25,827,721
RETAIL SALE OF GAMES AND TOYS IN SPECIALISED STORES			
	JUMBO EC.R SRL	280,274,993	268,239,559
	INTERTOY ZONE SRL	143,210,091	140,967,606
	NETZAH GAME SRL	15,502,219	15,442,964
RETAIL SALE OF SPORTING EQUIPMENT IN SPECIALISED STORES			
	GENCO TRADE SRL	161,784,348	161,034,566
	HERVIS SPORTS AND FASHION SRL	138,706,980	131,744,984
	SPORT VISION TRADING SRL	27,284,172	26,497,146
RETAIL SALE VIA STALLS AND MARKETS OF OTHER GOODS			
	E - XAND CONSULTING SRL	16,724,613	16,714,461
	DIAPLANT INTERAGRO SRL	12,049,517	11,300,817
	SCANIA FAGET SRL	9,625,740	9,565,423
RETAIL SALE VIA STALLS AND MARKETS OF TEXTILES, CLOTHING AND FOOTWEAR			
	ROBERTO IMPEX SRL	5,056,735	4,932,300
	CAPCON SERV SRL	3,807,594	3,779,877
	BASIC LINE SRL	3,379,334	3,335,592
RETAIL SALE VIA STALLS AND MARKETS OF FOOD, BEVERAGES AND TOBACCO PRODUCTS			
	VALDAN SRL	25,557,622	25,552,869
	CRONOS SRL	23,983,231	23,671,844
	MICOJOR SRL	19,723,336	19,581,888
OTHER RETAIL SALE OF FOOD IN SPECIALISED STORES			
	RYLKE PROD SRL	18,333,670	18,313,130
	HARALD PROD SRL	17,355,882	12,799,021
	CROCE SERV IMPEX SRL	15,853,542	15,068,436
RETAIL SALE OF BEVERAGES IN SPECIALISED STORES			
	SIMA TRADING COMMUNICATION SRL	23,618,598	23,616,037
	WINE & COMPANY SRL	11,427,845	11,251,125
	CRITOS DISTRIBUTION SRL	11,292,745	11,268,979
RETAIL SALE OF BREAD, CAKES, FLOUR CONFECTIONERY AND SUGAR CONFECTIONERY IN SPECIALISED STORES			
	BAKE EXPERT SRL	19,578,316	17,032,079
	MAN GROUP SRL	15,267,718	11,974,244
	DUPONT EXIM SRL	13,829,528	13,603,145
RETAIL SALE OF COMPUTERS, PERIPHERAL UNITS AND SOFTWARE IN SPECIALISED STORES			
	ISTYLE RETAIL SRL	153,979,757	152,932,148
	MYOSOTIS FARM SRL	53,199,858	53,199,698
	IBIS OFFICE GRUP SRL	42,796,894	42,712,049
RETAIL SALE OF TOBACCO PRODUCTS IN SPECIALISED STORES			
	ADL ORION SRL	17,881,029	17,880,396
	REDAL FOREVER SRL	14,561,065	14,560,565
	EL UNICO PARADIS SRL	8,613,062	8,505,568
RETAIL SALE OF FRUIT AND VEGETABLES IN SPECIALISED STORES			
	LIDL IMOBILIARE ROMANIA MANAGEMENT SCS (FORMERLY KNOWN AS TENGELMANN REAL ESTATE INTERNATIONAL ROMANIA SC)	35,099,926	32,813,197

DENIS FRUKT SRL	21,467,450	21,376,471
CITRUS FRUITS SRL	17,931,715	17,920,424
RETAIL SALE OF FISH, CRUSTACEANS AND MOLLUSCS IN SPECIALISED STORES		
CAM VLAROM SRL	16,973,428	16,851,569
MIXADEX SRL	11,287,634	11,092,764
MONA-ZOL IMPEX SRL	11,267,296	10,579,583
RETAIL SALE OF MEAT AND MEAT PRODUCTS IN SPECIALISED STORES		
SERGIANA PRODIMPEX SRL	190,263,205	137,598,128
COSM FAN CARMANGERIE SRL	94,709,871	62,045,646
AGROINDIMPEX SRL	40,729,110	40,721,949
RETAIL SALE OF FLOWERS, PLANTS, SEEDS, FERTILISERS, PET ANIMALS AND PET FOOD IN SPECIALISED STORES		
AGROLAND BUSINESS SYSTEM SRL	101,755,073	101,282,248
DIVA SOL SRL	75,482,290	71,668,103
PET CENTER TRADE SRL	39,002,651	38,853,464
RETAIL SALE OF WATCHES AND JEWELLERY IN SPECIALISED STORES		
B & B COLLECTION SRL	312,457,053	304,763,573
BERTUS SRL	132,503,483	132,383,464
VENETIA SRL	90,399,075	90,078,037
RETAIL SALE OF MEDICAL AND ORTHOPAEDIC GOODS IN SPECIALISED STORES		
ROMBIOMEDICA SRL	38,506,103	38,124,063
AUDIO NOVA SRL	38,417,148	38,175,462
MEDICAL ORTOVIT SRL	28,349,946	27,417,767
RETAIL SALE OF COSMETIC AND TOILET ARTICLES IN SPECIALISED STORES		
DM DROGERIE MARKT SRL	267,478,105	255,795,424
SEPHORA COSMETICS ROMANIA S.A.	194,986,724	194,402,310
MILLENIUM PRO DESIGN SRL	174,609,356	165,442,254
RETAIL SALE OF FOOTWEAR AND LEATHER GOODS IN SPECIALISED STORES		
DEICHMANN COMERCIALIZARE INCALTAMINTE SRL	318,758,483	317,681,505
OTTER-DISTRIBUTION SRL	148,044,554	146,095,441
BENVENUTI SRL	105,673,279	104,765,030
DISPENSING CHEMIST IN SPECIALISED STORES		
SENSIBLU SRL	1,684,342,755	1,670,039,157
S.I.E.P.C.O.F.A.R. SA	910,027,140	902,695,038
HELP NET FARMA SA	551,803,946	549,900,156
RETAIL SALE OF CLOTHING IN SPECIALISED STORES		
H&M HENNES & MAURITZ SRL	770,387,359	760,562,655
ZARA BUCURESTI SRL	687,824,491	686,886,490
ROUMASPORT SRL	618,059,137	613,276,246
RETAIL SALE VIA MAIL ORDER HOUSES OR VIA INTERNET		
DANTE INTERNATIONAL SA	3,917,463,224	3,884,217,292
STUDIO MODERNA SRL	233,657,321	222,374,055
CORSAR ONLINE SRL	225,264,472	224,807,104
OTHER RETAIL SALE OF NEW GOODS IN SPECIALISED STORES		
BRICOSTORE ROMANIA SA	664,725,388	657,115,597
TIGER AMIRA COM SRL	169,772,757	172,218,128
F 64 STUDIO SRL	123,736,884	121,136,484
RETAIL SALE OF SECOND-HAND GOODS IN STORES		
CASA TEXTILELOR SRL	26,603,169	26,523,728
DANKOUZ SRL	22,956,397	22,776,829
NOUMAX SRL	14,112,617	14,064,618
RETAIL SALE OF FURNITURE, LIGHTING EQUIPMENT AND OTHER HOUSEHOLD ARTICLES IN SPECIALISED STORES		
PRAKTIKER ROMANIA SRL	658,012,733	627,877,908
IKEA ROMANIA SRL	557,916,193	556,060,865
POLTERGEIST SRL	107,346,303	106,286,123
RETAIL SALE OF AUTOMOTIVE FUEL IN SPECIALISED STORES		
OMV PETROM MARKETING SRL	14,582,987,323	14,401,855,760
ROMPETROL DOWNSTREAM SRL	8,266,372,369	8,202,373,776
LUKOIL ROMANIA SRL	5,368,933,688	5,365,592,822
RETAIL SALE IN NON-SPECIALISED STORES WITH FOOD, BEVERAGES OR TOBACCO PREDOMINATING		
KAUFLAND ROMANIA SCS	9,730,692,073	9,691,424,899

CARREFOUR ROMANIA SA	5,801,189,580	5,673,677,672
LIDL DISCOUNT SRL (FORMERLY KNOWN AS PLUDI MARKET SRL)	5,643,159,433	5,577,887,360
RETAIL SALE OF TEXTILES IN SPECIALISED STORES		
MONTECRISTO RETAIL RO SRL	152,052,530	145,622,219
MASSIMO DUTTI RO SRL	111,849,230	111,685,781
TOM TAILOR RETAIL RO SRL	35,043,653	34,056,141
RETAIL SALE OF HARDWARE, PAINTS AND GLASS IN SPECIALISED STORES		
DEDEMAN SRL	5,322,138,201	5,255,561,777
ALBERTEMA SRL	81,065,737	79,650,440
BRIOTHERMXPS SRL	59,495,012	57,418,986
RETAIL SALE OF CARPETS, RUGS, WALL AND FLOOR COVERINGS IN SPECIALISED STORES		
DIEGO CLUJ SRL	11,898,418	11,511,579
PRO CONFORT DISTRIBUTION CARPET SRL	8,900,585	8,833,142
MAGIC DECOR PROD SRL	4,280,532	4,105,256
RETAIL SALE OF ELECTRICAL HOUSEHOLD APPLIANCES IN SPECIALISED STORES		
ALTEX ROMANIA SRL	2,790,473,547	2,745,385,511
FLANCO RETAIL SA	923,692,108	917,556,505
GORENJE ROMANIA SRL	83,122,551	81,756,357
OTHER RETAIL SALE IN NON-SPECIALISED STORES		
HORNBACK CENTRALA SRL	646,582,861	636,786,050
JYSK ROMANIA SRL	292,070,654	290,484,249
PRETURI PENTRU TINE SRL	188,095,832	183,513,038
RETAIL SALE OF AUDIO AND VIDEO EQUIPMENT IN SPECIALISED STORES		
SENIA COMPANY 999 SRL	26,387,341	25,532,791
SENIA MUSIC SRL	20,529,016	20,504,708
ELECTRO PRIMA SRL	15,566,853	15,493,203
RETAIL SALE OF TELECOMMUNICATIONS EQUIPMENT IN SPECIALISED STORES		
ARSIS TRADING SRL	147,960,858	147,567,366
EURO GSM IMPEX SRL	98,854,336	96,500,509
COSMOS MOBILE SRL	85,913,675	82,808,029
OTHER RETAIL SALE NOT IN STORES, STALLS OR MARKETS		
AVON COSMETICS (ROMANIA) SRL	582,924,707	550,709,271
COSMETICS ORIFLAME ROMANIA SRL	158,522,354	156,348,827
FOREVER LIVING PRODUCTS ROMANIA SRL	76,025,269	56,031,151

The top 10 companies in terms of total revenue in Retail trade, except of motor vehicles and motorcycles accounted for 37.05% of the industry's total in 2016, 39.12% in 2015 and 39.51% in 2014.

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

RANK	COMPANY	TOTAL REVENUE (RON)	NET SALE REVENUE (RON)
1	OMV PETROM MARKETING SRL	14,582,987,323	14,401,855,760
2	KAUFLAND ROMANIA SCS	9,730,692,073	9,691,424,899
3	ROMPETROL DOWNSTREAM SRL	8,266,372,369	8,202,373,776
4	CARREFOUR ROMANIA SA	5,801,189,580	5,673,677,672
5	LIDL DISCOUNT SRL (FORMERLY KNOWN AS PLUDI MARKET SRL)	5,643,159,433	5,577,887,360
6	LUKOIL ROMANIA SRL	5,368,933,688	5,365,592,822
7	DEDEMAN SRL	5,322,138,201	5,255,561,777
8	AUCHAN ROMANIA SA	4,912,327,445	4,895,591,739
9	MOL ROMANIA PETROLEUM PRODUCTS SRL	4,784,352,027	4,735,385,166
10	MEGA IMAGE SRL	4,339,841,130	4,325,099,808

The total revenues of the top 10 companies in the Retail trade, except of motor vehicles and motorcycles were 7.38% of GDP in 2016, compared to 7.53% for 2015 and 6.56% in 2014.

The top 10 by assets in the Retail trade, except of motor vehicles and motorcycles market made up RON 61,681,755,546, or 33.91% of the total net sales revenue.

TOP 10 BY TOTAL ASSETS IN THE INDUSTRY

RANK	COMPANY	RON
1	KAUFLAND ROMANIA SCS	6,441,653,964
2	OMV PETROM MARKETING SRL	3,964,466,757
3	DEDEMAN SRL	3,805,667,540
4	CARREFOUR ROMANIA SA	2,968,126,414
5	AUCHAN ROMANIA SA	2,961,448,459
6	LIDL ROMANIA SCS	2,293,084,891
7	LIDL DISCOUNT SRL (FORMERLY KNOWN AS PLUDI MARKET SRL)	2,198,056,499
8	MEGA IMAGE SRL	1,703,323,801
9	ROMPETROL DOWNSTREAM SRL	1,608,710,490
10	PROFI ROM FOOD SRL	1,141,695,076

TOP 10 COMPANIES BY TOTAL REVENUE IN THE MARKET RETAIL SALE OF BOOKS IN SPECIALISED STORES WERE:

COMPANY	RON
DIRECT CLIENT SERVICES SRL	88,565,703
BLOR RETAIL S.A.	46,113,159
LIBRIS SRL	27,492,508
ONE DISTRIBUTION COMPANY SRL	18,264,483
E-NFORMATION SRL	17,889,538
EDITURA VIATA SI SANATATE SRL	13,245,864
SEDCOM LIBRIS SA IASI	11,058,440
PREMS LIBREXIM SRL	9,850,627
NEXT PAGE SRL	7,975,414
CENTRUL DE CARTE STRAINA SITKA SRL	7,362,770

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 247,818,506 and accounted for 0.13% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE MARKET RETAIL SALE OF MUSIC AND VIDEO RECORDINGS IN SPECIALISED STORES WERE:

COMPANY	RON
TECLA EXIM SRL	4,842,694
RED LINE MULTIMEDIA SRL	1,691,828
SORIN-AUDIO-COM SRL	1,658,181
AKOROOF SRL	1,615,181
LARISA CONSTRUCT SRL	1,419,625
MUSIC MEDIA RETAIL SRL	1,032,976
MIDAV SERVIMPEX SRL	966,344
VINYL MEDIA SRL	948,915
RETAIL EUROPE CONSTRUCT SRL	778,325
PROCESOR TECH SRL	768,507

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 15,722,576 and accounted for 0.01% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD RETAIL SALE OF NEWSPAPERS AND STATIONERY IN SPECIALISED STORES WERE:

COMPANY	RON
COMPANIA DE LIBRARI BUCURESTI SA	45,895,545
TABAC XPRESS SRL	38,460,696
DNS BIOTICA SRL	26,765,502
DIF PRESS SRL	19,837,216
OCTAGON GROUP SRL	19,805,914
ARCA PRESS SRL	19,327,270
AMO PRESS RETAIL SRL	14,103,919
ARAFURA SRL	10,686,203
DIFPRES SRL	8,728,784
H-PRESS SRL	8,499,441

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 212,110,490 and accounted for 0.11% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD RETAIL SALE OF GAMES AND TOYS IN SPECIALISED STORES WERE:

COMPANY	RON
JUMBO EC.R SRL	280,274,993
INTERTOY ZONE SRL	143,210,091
NETZAH GAME SRL	15,502,219
BRICK DEPOT SRL	14,541,805
J & M SRL	14,395,295
TRITEX DESIGN SRL	9,154,866
LUXPRIMUM SRL	7,493,397
BULROM SRL	4,620,304
GUZU & KRAFT SRL	3,812,030
ZOOPERKIDZ SRL	2,869,287

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 495,874,287 and accounted for 0.27% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD RETAIL SALE OF SPORTING EQUIPMENT IN SPECIALISED STORES WERE:

COMPANY	RON
Genco TRADE SRL	161,784,348
HERVIS SPORTS AND FASHION SRL	138,706,980
SPORT VISION TRADING SRL	27,284,172
SPORTISIMO RO SRL	18,948,188
G.D. ESCAPADE SRL	15,602,342
TOTAL FISHING IMPEX SRL	9,156,691
ASSPORT FLORESCU SRL	8,945,091
WELLNESS SOLUTIONS INC SRL	6,981,639
AMERICAN NAUTICS SRL	5,943,473
KERO-BRINGA SRL	5,718,376

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 399,071,300 and accounted for 0.22% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE SECTOR RETAIL SALE VIA STALLS AND MARKETS OF OTHER GOODS WERE:

COMPANY	RON
E - XAND CONSULTING SRL	16,724,613
DIAPLANT INTERAGRO SRL	12,049,517
SCANIA FAGET SRL	9,625,740
MENG HAO IMPEX SRL	8,711,046
SWISO IMPEX SRL	6,638,229
EASY PAY A&N SRL	6,529,130
TIGARI ELECTRONICE SRL	6,187,632
KINO FRUIT SRL	4,697,765
ELMA PRO TRADING SRL	4,112,045
SIN SIN MADEM IMPEX SRL	4,027,714

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 79,303,431 and accounted for 0.04% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD RETAIL SALE VIA STALLS AND MARKETS OF TEXTILES, CLOTHING AND FOOTWEAR WERE:

COMPANY	RON
ROBERTO IMPEX SRL	5,056,735
CAPCON SERV SRL	3,807,594
BASIC LINE SRL	3,379,334
MARECOM IMPEX SRL	2,847,581
FRESH FOREXIM PROD SRL	2,624,455
MELYSTAR SRL	2,077,064
TA & PA BUSINESS SRL	2,050,555
ELAPOP IMPORT EXPORT SRL	2,029,699
ELIDA SRL	1,994,654
GUANDI SRL	1,988,162

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 27,855,833 and accounted for 0.02% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD RETAIL SALE VIA STALLS AND MARKETS OF FOOD, BEVERAGES AND TOBACCO PRODUCTS WERE:

COMPANY	RON
VALDAN SRL	25,557,622
CRONOS SRL	23,983,231
MICOJOR SRL	19,723,336
RO NA ELECTROLAND CORPORATION IMPEX SRL	8,098,376
POP EVENTS SRL	7,693,696
NEGRU OPTIM SRL	7,296,113
ANTA COM MIXT SRL	6,270,468
SOLO-TIMCOM SRL	6,088,195
NATURAL VIT SRL	5,362,762
BAYO SRL	4,499,554

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 114,573,353 and accounted for 0.06% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE MARKET OTHER RETAIL SALE OF FOOD IN SPECIALISED STORES WERE:

COMPANY	RON
RYLKE PROD SRL	18,333,670
HARALD PROD SRL	17,355,882
CROCE SERV IMPEX SRL	15,853,542
NIADAL ABATEX COMPANY SRL	15,610,406
GENERAL IMPEX 2010 SRL	13,368,030
QUASEM COM IMPEX SRL	13,153,615
NATURALIA COMERCIAL - TRADING SRL	12,898,969
REMEDIAVERT SRL	12,513,991
LUMEA CAFELEI SRL	12,097,108
SIRUS COM SRL	11,165,837

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 142,351,050 and accounted for 0.08% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE SECTOR RETAIL SALE OF BEVERAGES IN SPECIALISED STORES WERE:

COMPANY	RON
SIMA TRADING COMMUNICATION SRL	23,618,598
WINE & COMPANY SRL	11,427,845
CRITOS DISTRIBUTION SRL	11,292,745
THE STORE TRANSILVANIA SRL	10,576,076
JUSTINBAK SRL	8,984,880
VLADEXIM SRL	8,264,554
WEST WINE & SPIRITS SRL	6,868,685
CRISMUS SRL	5,743,599
VINEXPERT SRL	5,575,019
ROADVINI SRL	4,927,520

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 97,279,521 and accounted for 0.05% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD RETAIL SALE OF BREAD, CAKES, FLOUR CONFECTIONERY AND SUGAR CONFECTIONERY IN SPECIALISED STORES WERE:

COMPANY	RON
BAKE EXPERT SRL	19,578,316
MAN GROUP SRL	15,267,718
DUPONT EXIM SRL	13,829,528
AYT LIDER GRUP SRL	13,506,584
PATILINE SRL	10,433,294
ZODIA PROD COM SRL	9,104,041
FRUIT FACTORY CONCEPT SRL	8,767,003
DELICE INTERNATIONAL SRL	7,600,040
NICOLA COMIMEX SRL	7,351,137
DIO PANPROD SRL	7,303,373

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 112,741,034 and accounted for 0.06% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD RETAIL SALE OF COMPUTERS, PERIPHERAL UNITS AND SOFTWARE IN SPECIALISED STORES WERE:

COMPANY	RON
ISTYLE RETAIL SRL	153,979,757
MYOSOTIS FARM SRL	53,199,858
IBIS OFFICE GRUP SRL	42,796,894
EXPERT COMPANY GROUP SRL	33,523,576
ALFACAPITAL SRL	23,996,808
MOBIPARTS SRL	21,545,299
ALLIANCE COMPUTERS SRL	20,287,308
FLAX COMPUTERS SRL	15,516,896
INTEND COMPUTER SRL	13,581,025
BUSINESS SOLUTION SIB SRL	13,116,653

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 391,544,074 and accounted for 0.21% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE INDUSTRY RETAIL SALE OF TOBACCO PRODUCTS IN SPECIALISED STORES WERE:

COMPANY	RON
ADL ORION SRL	17,881,029
REDAL FOREVER SRL	14,561,065
EL UNICO PARADIS SRL	8,613,062
TABACIOC GRUP SRL	6,480,291
MAKOS IMPEX SRL	2,864,023
CASA VERDE SRL	1,149,192
GICRIS COM PROD IMPEX SRL	730,607
ANTARES TOBACCO SRL	698,598
ANA NINA COMEXIM SRL	667,975
SUPER TABAC INTER SRL	646,996

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 54,292,838 and accounted for 0.03% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE INDUSTRY RETAIL SALE OF FRUIT AND VEGETABLES IN SPECIALISED STORES WERE:

COMPANY	RON
LIDL IMOBILIARE ROMANIA MANAGEMENT SCS (FORMERLY KNOWN AS TENGELMANN REAL ESTATE INTERNATIONAL ROMANIA SC)	35,099,926
DENIS FRUKT SRL	21,467,450
CITRUS FRUITS SRL	17,931,715
ADI DRAG TRANS SRL	10,566,538
MAG - FRUCTIS SRL	10,025,392
STEJAR OK 2014 SRL	9,692,917
BLIND STYLE SRL	7,295,329
MOBIFLOR SRL	7,279,025
EUROTRADE MAXIM SRL	7,031,963
MUSOIU IMPEX SRL	6,697,518

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 133,087,773 and accounted for 0.07% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD RETAIL SALE OF FISH, CRUSTACEANS AND MOLLUSCS IN SPECIALISED STORES WERE:

COMPANY	RON
CAM VLAROM SRL	16,973,428
MIXADEX SRL	11,287,634
MONA-ZOL IMPEX SRL	11,267,296
SPRING CAPRICE SRL	10,137,784
FARMACIA NEGRILA SRL	7,956,275
LA CHERHANA SRL	7,131,004
LAC FISH SRL	5,925,055
AQUA BLUE FISH SRL	5,755,506
ETELVLAS SRL	5,634,530
KARMA FISH COMPANY SRL	5,517,940

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 87,586,452 and accounted for 0.05% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE MARKET RETAIL SALE OF MEAT AND MEAT PRODUCTS IN SPECIALISED STORES WERE:

COMPANY	RON
SERGIANA PRODIMPEX SRL	190,263,205
COSM FAN CARMANGERIE SRL	94,709,871
AGROINDIMPEX SRL	40,729,110
CETINA EXPRES SRL	32,594,908
CASA CORINA SRL	31,526,486
ROGER SRL	31,164,714
SAFARI EXPRES SRL	24,500,475
ARG DELICATESSE MARKET SRL	24,500,389
ECONOMAT SECTOR 5 SRL	23,471,036
EDY URSU COMIMPEX SRL	23,466,504

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 516,926,698 and accounted for 0.28% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE SECTOR RETAIL SALE OF FLOWERS, PLANTS, SEEDS, FERTILISERS, PET ANIMALS AND PET FOOD IN SPECIALISED STORES WERE:

COMPANY	RON
AGROLAND BUSINESS SYSTEM SRL	101,755,073
DIVA SOL SRL	75,482,290
PET CENTER TRADE SRL	39,002,651
COMGABY MOLN SRL	21,636,781
DINAGRI'S SRL	21,309,630
BROTACEL SRL	16,474,960
SPIC AGRO SRL	16,102,715
TRIA'S AMWAY SRL	12,162,526
NATURAL IDEA SRL	11,192,809
HIBRID SRL	9,596,381

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 324,715,816 and accounted for 0.17% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE MARKET RETAIL SALE OF WATCHES AND JEWELLERY IN SPECIALISED STORES WERE:

COMPANY	RON
B & B COLLECTION SRL	312,457,053
BERTUS SRL	132,503,483
VENETIA SRL	90,399,075
CREDIT-GOLD & GF 2003 SRL	49,672,479
IRINIK SRL	35,963,280
VOGUE SRL	32,545,581
ROMERO SRL	23,469,456
CHRONOLINK SRL	22,966,157
SILGEDA-GOLD SRL	20,592,642
NETSTIL SRL	18,424,489

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 738,993,695 and accounted for 0.40% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE MARKET RETAIL SALE OF MEDICAL AND ORTHOPAEDIC GOODS IN SPECIALISED STORES WERE:

COMPANY	RON
ROMBIOMEDICA SRL	38,506,103
AUDIO NOVA SRL	38,417,148
MEDICAL ORTOVIT SRL	28,349,946
ORTOPEDICA SRL	24,673,834
LIAMED SRL	20,088,423
CLARFON SA	19,806,727
MOTIVATION SRL	18,795,904
AIR LIQUIDE VITALAIRE ROMANIA SRL	17,099,576
TERRA DENT SRL	16,333,703
INFOMED SRL	16,077,175

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 238,148,539 and accounted for 0.13% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD RETAIL SALE OF COSMETIC AND TOILET ARTICLES IN SPECIALISED STORES WERE:

COMPANY	RON
DM DROGERIE MARKT SRL	267,478,105
SEPHORA COSMETICS ROMANIA S.A.	194,986,724
MILLENIUM PRO DESIGN SRL	174,609,356
PARFUMERIE DOUGLAS SRL	93,672,515
TORDAI HAIR-COSMETICS SRL	39,486,826
COSMETIQUES DE FRANCE SRL	32,556,740
TOP LINE EUROPA SRL	30,393,319
SONYA MOD SA	26,772,492
INTERZONAL FYPS TRADE SRL	25,779,657
SABON HOLDINGS SRL	18,824,397

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 904,560,131 and accounted for 0.49% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD RETAIL SALE OF FOOTWEAR AND LEATHER GOODS IN SPECIALISED STORES WERE:

COMPANY	RON
DEICHMANN COMERCIALIZARE INCALTAMINTE SRL	318,758,483
OTTER-DISTRIBUTION SRL	148,044,554
BENVENUTI SRL	105,673,279
SHOEBOX PRODUCT ROMANIA SRL	61,537,281
LEATHER & SHOE SRL	52,033,242
PESTOS SRL	35,979,262
KRM FOOTWEAR ROMANIA SRL	30,203,747
LOUIS VUITTON ROMANIA SRL	28,010,646
BERENDE CREATION SRL	25,545,683
AMELY SRL	21,303,098

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 827,089,275 and accounted for 0.45% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE INDUSTRY DISPENSING CHEMIST IN SPECIALISED STORES WERE:

COMPANY	RON
SENSIBLU SRL	1,684,342,755
S.I.E.P.C.O.F.A.R. SA	910,027,140
HELP NET FARMA SA	551,803,946
CATENA HYGEIA SRL	424,158,678
ROPHARMA SA	351,196,233
MED-SERV UNITED SRL	262,836,684
FARMACEUTICA ARGESFARM SA	236,594,259
FARMACIA TEI SRL	162,999,119
LAVIRA TRANSPORT SRL	143,663,419
GEDEON RICHTER FARMACIA SA	142,649,746

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 4,870,271,979 and accounted for 2.62% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE INDUSTRY RETAIL SALE OF CLOTHING IN SPECIALISED STORES WERE:

COMPANY	RON
H&M HENNES & MAURITZ SRL	770,387,359
ZARA BUCURESTI SRL	687,824,491
ROUMASPORT SRL	618,059,137
C&A MODA RETAIL SRL	378,379,491
PEPCO RETAIL SRL	342,183,768
NY'ER ROMANIA SRL	238,485,405
PEERAJ BRANDS INTERNATIONAL SRL	231,696,669
PEEK & CLOPPENBURG SRL	214,492,564
BERSHKA CARPATI SRL	201,884,133
FF GROUP ROMANIA SRL	188,562,014

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 3,871,955,031 and accounted for 2.09% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD RETAIL SALE VIA MAIL ORDER HOUSES OR VIA INTERNET WERE:

COMPANY	RON
DANTE INTERNATIONAL SA	3,917,463,224
STUDIO MODERNA SRL	233,657,321
CORSAR ONLINE SRL	225,264,472
PC GARAGE SRL	214,868,988
ELEFANT ONLINE S.A.	116,884,859
SOL ELECTRONICS TRADING SRL	83,280,762
IDEAL TECH SRL	61,274,929
ZEBRAPAY SRL	53,766,903
OLX ONLINE SERVICES SRL	46,638,568
EPS DISTRIBUTION GRUP SRL	46,429,795

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 4,999,529,821 and accounted for 2.69% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE SECTOR OTHER RETAIL SALE OF NEW GOODS IN SPECIALISED STORES WERE:

COMPANY	RON
BRICOSTORE ROMANIA SA	664,725,388
TIGER AMIRA COM SRL	169,772,757
F 64 STUDIO SRL	123,736,884
COMPPI SA	99,349,866
ASTON COM SA	91,285,102
PARTENER SRL	74,392,279
FLAGAS SRL	55,465,931
OPTICAL NETWORK SRL	44,538,427
OPTIPLAZA SRL	43,797,535
AGRO ROM IMPEX SRL	43,769,082

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 1,410,833,251 and accounted for 0.76% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD RETAIL SALE OF SECOND-HAND GOODS IN STORES WERE:

COMPANY	RON
CASA TEXTILELOR SRL	26,603,169
DANKOUZ SRL	22,956,397
NOUMAX SRL	14,112,617
ACTIVE GOLD INVEST SRL	12,132,303
EUROTRANS SRL	11,356,549
OVIDANMARC SRL	8,405,280
KOUZFASHION SRL	7,787,181
MODA SHOP UNIVERSUM S.R.L.	5,874,637
STOPBUTIK SRL	5,583,793
AGIL GOLD & SILVER SRL	5,319,984

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 120,131,910 and accounted for 0.06% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD RETAIL SALE OF FURNITURE, LIGHTING EQUIPMENT AND OTHER HOUSEHOLD ARTICLES IN SPECIALISED STORES WERE:

COMPANY	RON
PRAKTIKER ROMANIA SRL	658,012,733
IKEA ROMANIA SRL	557,916,193
POLTERGEIST SRL	107,346,303
MOBEXPERT BANEASA SRL	95,213,890
CASA RUSU SRL	75,526,648
KIKA MOBILIER SRL	73,140,253
M & D RETAIL PIPERA SRL	68,115,298
2B GROUP SRL	49,601,609
TONIS TRADE SRL	39,051,154
PHYLOSOPHY DESIGN SRL	33,629,242

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 1,757,553,323 and accounted for 0.95% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD RETAIL SALE OF AUTOMOTIVE FUEL IN SPECIALISED STORES WERE:

COMPANY	RON
OMV PETROM MARKETING SRL	14,582,987,323
ROMPETROL DOWNSTREAM SRL	8,266,372,369
LUKOIL ROMANIA SRL	5,368,933,688
MOL ROMANIA PETROLEUM PRODUCTS SRL	4,784,352,027
SMART DIESEL SRL	708,565,604
SOCAR PETROLEUM S.A.	582,131,353
MOL RETAIL COMERT SRL	427,914,397
TURIST SERVICE SRL	226,035,195
NIS PETROL SRL	222,015,987
ARAL M.T.B. SRL	143,598,011

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 35,312,905,954 and accounted for 19.03% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE MARKET RETAIL SALE IN NON-SPECIALISED STORES WITH FOOD, BEVERAGES OR TOBACCO PREDOMINATING WERE:

COMPANY	RON
KAUFLAND ROMANIA SCS	9,730,692,073
CARREFOUR ROMANIA SA	5,801,189,580
LIDL DISCOUNT SRL (FORMERLY KNOWN AS PLUDI MARKET SRL)	5,643,159,433
AUCHAN ROMANIA SA	4,912,327,445
MEGA IMAGE SRL	4,339,841,130
PROFI ROM FOOD SRL	3,911,006,139
REWE (ROMANIA) SRL	2,882,107,001
ROMANIA HYPERMARCHE SA	1,745,993,209
COLUMBUS OPERATIONAL SRL	1,477,477,595
ARTIMA SA	1,175,705,391

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 41,619,498,996 and accounted for 22.43% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE INDUSTRY RETAIL SALE OF TEXTILES IN SPECIALISED STORES WERE:

COMPANY	RON
MONTECRISTO RETAIL RO SRL	152,052,530
MASSIMO DUTTI RO SRL	111,849,230
TOM TAILOR RETAIL RO SRL	35,043,653
ADESSO TXM ROMANIA SRL	30,338,229
ZARA HOME RO SRL	25,955,034
GABET SRL	15,998,035
MARPROD SRL	15,756,731
ENGLISH HOME SRL	15,027,059
ALMAROM LIMITED SRL	8,707,034
MANTEX GENERAL RECYCLING SRL	7,947,356

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 418,674,891 and accounted for 0.23% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE INDUSTRY RETAIL SALE OF HARDWARE, PAINTS AND GLASS IN SPECIALISED STORES WERE:

COMPANY	RON
DEDEMAN SRL	5,322,138,201
ALBERTEMA SRL	81,065,737
BRIOTHERMXPS SRL	59,495,012
BRICO EXPERT SA	58,983,610
CONREP SRL	49,686,121
INTER-CONTI COM SRL	40,186,351
ECO TRADE SRL	39,767,146
S.S.A.B.-IMPEX SA	39,535,271
ORIENT CERAMIC SRL	33,009,788
HAIDUCUL COM SRL	25,617,915

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 5,749,485,152 and accounted for 3.10% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE MARKET RETAIL SALE OF CARPETS, RUGS, WALL AND FLOOR COVERINGS IN SPECIALISED STORES WERE:

COMPANY	RON
DIEGO CLUJ SRL	11,898,418
PRO CONFORT DISTRIBUTION CARPET SRL	8,900,585
MAGIC DECOR PROD SRL	4,280,532
DIEGO AMBIENT SRL	3,838,759
CLASSIN INTERIORS SRL	3,770,962
ZAMFIR SRL	3,731,394
DPV IMPEX SRL	3,552,258
CASA MOSIBEL SRL	3,328,703
EVESICRAN COM SRL	2,958,874
NWF FOREST PRODUCTS SRL	2,923,104

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 49,183,589 and accounted for 0.03% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE SECTOR RETAIL SALE OF ELECTRICAL HOUSEHOLD APPLIANCES IN SPECIALISED STORES WERE:

COMPANY	RON
ALTEX ROMANIA SRL	2,790,473,547
FLANCO RETAIL SA	923,692,108
GORENJE ROMANIA SRL	83,122,551
NORDIC ROMAR SRL	52,358,935
EVORA CENTER SRL	36,559,233
CORAURA STAR SRL	26,985,551
SAT AN IMPEX SRL	21,453,276
GERMAG TREND SRL	16,701,891
BUCOVINA ELECTRO TOP SRL	15,925,891
INIDAN SRL	12,417,257

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 3,979,690,240 and accounted for 2.14% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE MARKET OTHER RETAIL SALE IN NON-SPECIALISED STORES WERE:

COMPANY	RON
HORNBAACH CENTRALA SRL	646,582,861
JYSK ROMANIA SRL	292,070,654
PRETURI PENTRU TINE SRL	188,095,832
ARTSANI COM SRL	153,985,632
OLINT COM SRL	133,603,905
BEBETEI INVESTMENTS GROUP SRL	117,359,735
INFLUENT SRL	70,618,678
GELADI SRL	65,377,850
GENERAL TAIMS SRL	62,664,896
SURUB TRADE SRL	61,704,886

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 1,792,064,929 and accounted for 0.97% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE INDUSTRY RETAIL SALE OF AUDIO AND VIDEO EQUIPMENT IN SPECIALISED STORES WERE:

COMPANY	RON
SENIA COMPANY 999 SRL	26,387,341
SENIA MUSIC SRL	20,529,016
ELECTRO PRIMA SRL	15,566,853
CREATIVE BROADCAST SOLUTIONS SRL	12,161,137
GSM CENTER PFONE SRL	11,179,781
SONY EUROPE LIMITED WEYBRIDGE SUCURSALA BUCURESTI	7,570,510
DWYN ELECTRONICS SRL	7,454,240
NORDICA SRL	5,980,443
TELETEC SRL	5,781,151
BUHAIANU IMPEX SRL	5,750,107

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 118,360,579 and accounted for 0.06% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE MARKET RETAIL SALE OF TELECOMMUNICATIONS EQUIPMENT IN SPECIALISED STORES WERE:

COMPANY	RON
ARIS TRADING SRL	147,960,858
EURO GSM IMPEX SRL	98,854,336
COSMOS MOBILE SRL	85,913,675
HR FRANCHISING SRL	56,568,561
AVENIR TELECOM SA	55,877,865
IQBOX.RO SRL	54,806,077
ILEX COM S.A.	49,189,441
ROBEST COM SRL	46,009,099
ADVANCED TECHNOLOGIES SRL	44,436,363
XAVITEL SRL	33,571,974

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 673,188,249 and accounted for 0.36% of the industry's total revenue.

TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD OTHER RETAIL SALE NOT IN STORES, STALLS OR MARKETS WERE:

COMPANY	RON
AVON COSMETICS (ROMANIA) SRL	582,924,707
COSMETICS ORIFLAME ROMANIA SRL	158,522,354
FOREVER LIVING PRODUCTS ROMANIA SRL	76,025,269
SYSTEM PLUS SRL	52,277,737
NORDEXIM COFFEE SERVICES SRL	51,257,866
INDPRODCOM SRL	45,655,689
HILTI ROMANIA SRL	43,481,857
TELEMARKETING SRL	32,820,635
EUR COMTUR SRL	32,506,564
STATUS IDC S.R.L.	31,123,444

The 10 largest companies in terms of total revenue in sector Retail trade, except of motor vehicles and motorcycles earned total revenue of RON 1,106,596,122 and accounted for 0.60% of the industry's total revenue.

IV. EXPENSES

The combined costs of the companies in the Retail trade, except of motor vehicles and motorcycles industry reached RON 177,869,462,529 in 2016.

In annual terms, total expenses went up by 10.88% compared to 2015 and went up by 34.27% in comparison to 2014.

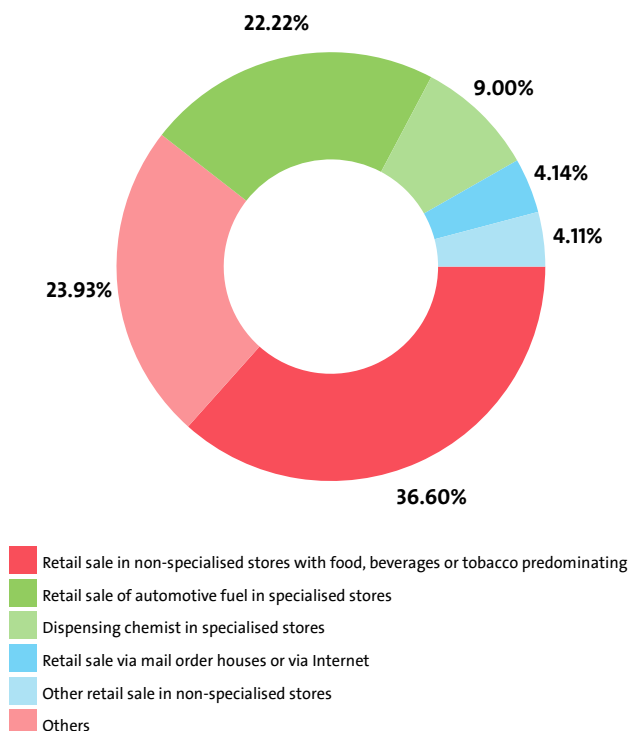
We expect, based on the trend in the last three years, the total costs of the Retail trade, except of motor vehicles and motorcycles industry to change at a compound annual growth rate (CAGR) of 15.88% in 2017.

TOTAL COSTS BY SECTORS

RANK	SECTOR	TOTAL COSTS (RON)
1	RETAIL SALE IN NON-SPECIALISED STORES WITH FOOD, BEVERAGES OR TOBACCO PREDOMINATING	65,106,388,299
2	RETAIL SALE OF AUTOMOTIVE FUEL IN SPECIALISED STORES	39,520,481,294
3	DISPENSING CHEMIST IN SPECIALISED STORES	16,013,524,227
4	RETAIL SALE VIA MAIL ORDER HOUSES OR VIA INTERNET	7,358,912,186
5	OTHER RETAIL SALE IN NON-SPECIALISED STORES	7,303,906,576

6	RETAIL SALE OF HARDWARE, PAINTS AND GLASS IN SPECIALISED STORES	7,147,878,637
7	RETAIL SALE OF CLOTHING IN SPECIALISED STORES	6,482,392,411
8	RETAIL SALE OF ELECTRICAL HOUSEHOLD APPLIANCES IN SPECIALISED STORES	4,274,725,110
9	OTHER RETAIL SALE OF NEW GOODS IN SPECIALISED STORES	3,979,958,505
10	RETAIL SALE OF FURNITURE, LIGHTING EQUIPMENT AND OTHER HOUSEHOLD ARTICLES IN SPECIALISED STORES	3,388,628,735
11	OTHER RETAIL SALE NOT IN STORES, STALLS OR MARKETS	1,987,107,991
12	RETAIL SALE OF MEAT AND MEAT PRODUCTS IN SPECIALISED STORES	1,727,958,708
13	RETAIL SALE OF FOOTWEAR AND LEATHER GOODS IN SPECIALISED STORES	1,228,956,572
14	RETAIL SALE OF COSMETIC AND TOILET ARTICLES IN SPECIALISED STORES	1,196,788,437
15	RETAIL SALE OF TELECOMMUNICATIONS EQUIPMENT IN SPECIALISED STORES	1,111,512,598
16	RETAIL SALE OF WATCHES AND JEWELLERY IN SPECIALISED STORES	1,058,766,299
17	RETAIL SALE OF COMPUTERS, PERIPHERAL UNITS AND SOFTWARE IN SPECIALISED STORES	868,100,855
18	OTHER RETAIL SALE OF FOOD IN SPECIALISED STORES	794,318,422
19	RETAIL SALE OF FLOWERS, PLANTS, SEEDS, FERTILISERS, PET ANIMALS AND PET FOOD IN SPECIALISED STORES	770,109,100
20	RETAIL SALE OF TEXTILES IN SPECIALISED STORES	755,429,874
21	RETAIL SALE OF NEWSPAPERS AND STATIONERY IN SPECIALISED STORES	702,943,011
22	RETAIL SALE OF MEDICAL AND ORTHOPAEDIC GOODS IN SPECIALISED STORES	645,860,061
23	RETAIL SALE OF SPORTING EQUIPMENT IN SPECIALISED STORES	533,739,877
24	RETAIL SALE OF BREAD, CAKES, FLOUR CONFECTIONERY AND SUGAR CONFECTIONERY IN SPECIALISED STORES	504,736,640
25	RETAIL SALE OF GAMES AND TOYS IN SPECIALISED STORES	455,685,077
26	RETAIL SALE OF FRUIT AND VEGETABLES IN SPECIALISED STORES	439,669,648
27	RETAIL SALE VIA STALLS AND MARKETS OF FOOD, BEVERAGES AND TOBACCO PRODUCTS	392,643,383
28	RETAIL SALE OF BOOKS IN SPECIALISED STORES	382,472,929
29	RETAIL SALE OF SECOND-HAND GOODS IN STORES	348,344,997
30	RETAIL SALE VIA STALLS AND MARKETS OF OTHER GOODS	335,110,896
31	RETAIL SALE OF BEVERAGES IN SPECIALISED STORES	249,657,737
32	RETAIL SALE OF AUDIO AND VIDEO EQUIPMENT IN SPECIALISED STORES	234,452,508
33	RETAIL SALE OF FISH, CRUSTACEANS AND MOLLUSCS IN SPECIALISED STORES	202,340,639
34	RETAIL SALE VIA STALLS AND MARKETS OF TEXTILES, CLOTHING AND FOOTWEAR	153,690,627
35	RETAIL SALE OF CARPETS, RUGS, WALL AND FLOOR COVERINGS IN SPECIALISED STORES	130,100,963
36	RETAIL SALE OF TOBACCO PRODUCTS IN SPECIALISED STORES	62,019,551
37	RETAIL SALE OF MUSIC AND VIDEO RECORDINGS IN SPECIALISED STORES	20,149,149

INDUSTRY'S TOTAL COSTS STRUCTURE BY SECTORS



Retail sale via mail order houses or via Internet marked the highest annual rise in total expenses, of 63.26%, while total expenses went down the most, by 36.95%, for Retail sale via stalls and markets of textiles, clothing and footwear.

The biggest spenders in the industry, with costs of over 10% of industry's costs, numbered 17, including MEGA IMAGE SRL, PROFI ROM FOOD SRL, KAUFAND ROMANIA SCS, LUKOIL ROMANIA SRL, CARREFOUR ROMANIA SA. The medium spenders, or those in the 5% and 10% range count 4 and include FLANCO RETAIL SA, H&M HENNES & MAURITZ SRL, S.I.E.P.C.O.F.A.R. SA, ARTIMA SA. Below 5% threshold are 110,784 companies, including RAYALI SRL, EXCELLENTE SOURCE SRL, CONSTANTIN LIBRAR PREST SRL, ZIMBRUL IMPORT EXPORT SRL, PSICOM FASHION SRL.

Employment expenses in the Retail trade, except of motor vehicles and motorcycles industry went up by 21.14% on the year to RON 12,122,219,680 in 2016.

The highest growth in labour costs, of 49.49%, was registered by Retail sale via mail order houses or via Internet, while Retail sale via stalls and markets of textiles, clothing and footwear marked the sharpest fall, of 16.50%.

The monthly costs per employee in the Retail trade, except of motor vehicles and motorcycles industry averaged RON 2,308 in 2016, RON 1,983 in 2015 and RON 1,681 in 2014.

EMPLOYMENT EXPENSES IN RETAIL TRADE, EXCEPT OF MOTOR VEHICLES AND MOTORCYCLES BY SECTORS IN 2016

RANK	SECTOR	EMPLOYMENT EXPENSES (RON)	AVERAGE EXPENSES PER EMPLOYEE (RON)
1	RETAIL SALE IN NON-SPECIALISED STORES WITH FOOD, BEVERAGES OR TOBACCO PREDOMINATING	4,882,068,259	25,710
2	DISPENSING CHEMIST IN SPECIALISED STORES	1,484,193,135	37,589

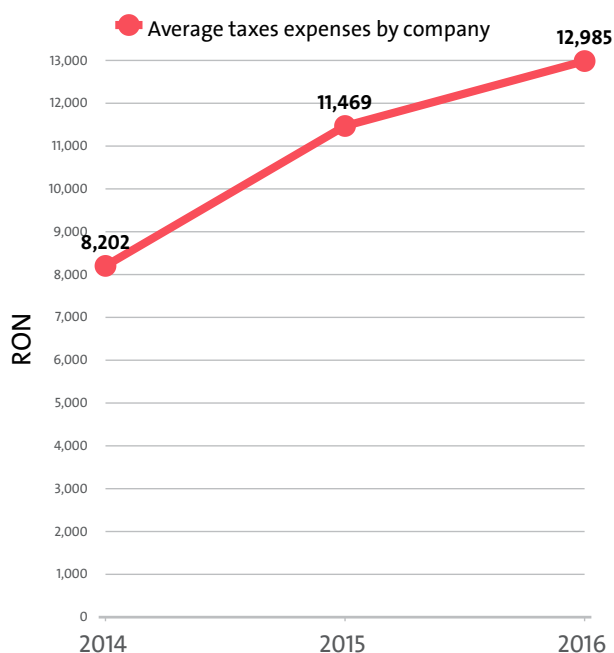
3	OTHER RETAIL SALE IN NON-SPECIALISED STORES	743,928,011	20,936
4	RETAIL SALE OF CLOTHING IN SPECIALISED STORES	701,754,004	28,697
5	RETAIL SALE OF HARDWARE, PAINTS AND GLASS IN SPECIALISED STORES	651,312,016	37,438
6	RETAIL SALE OF AUTOMOTIVE FUEL IN SPECIALISED STORES	544,594,319	33,555
7	RETAIL SALE VIA MAIL ORDER HOUSES OR VIA INTERNET	381,072,086	40,071
8	OTHER RETAIL SALE OF NEW GOODS IN SPECIALISED STORES	342,754,379	26,023
9	RETAIL SALE OF FURNITURE, LIGHTING EQUIPMENT AND OTHER HOUSEHOLD ARTICLES IN SPECIALISED STORES	311,553,980	30,832
10	RETAIL SALE OF ELECTRICAL HOUSEHOLD APPLIANCES IN SPECIALISED STORES	226,068,822	35,340
11	OTHER RETAIL SALE NOT IN STORES, STALLS OR MARKETS	203,886,382	35,496
12	RETAIL SALE OF MEAT AND MEAT PRODUCTS IN SPECIALISED STORES	152,602,924	24,424
13	RETAIL SALE OF TELECOMMUNICATIONS EQUIPMENT IN SPECIALISED STORES	149,447,630	30,537
14	RETAIL SALE OF COSMETIC AND TOILET ARTICLES IN SPECIALISED STORES	134,975,217	33,311
15	RETAIL SALE OF FOOTWEAR AND LEATHER GOODS IN SPECIALISED STORES	133,242,770	26,255
16	RETAIL SALE OF WATCHES AND JEWELLERY IN SPECIALISED STORES	119,444,911	28,507
17	RETAIL SALE OF TEXTILES IN SPECIALISED STORES	93,273,860	24,481
18	RETAIL SALE OF MEDICAL AND ORTHOPAEDIC GOODS IN SPECIALISED STORES	92,938,690	34,244
19	RETAIL SALE OF NEWSPAPERS AND STATIONERY IN SPECIALISED STORES	79,546,569	21,782
20	RETAIL SALE OF BREAD, CAKES, FLOUR CONFECTIONERY AND SUGAR CONFECTIONERY IN SPECIALISED STORES	74,017,253	18,560
21	RETAIL SALE OF FLOWERS, PLANTS, SEEDS, FERTILISERS, PET ANIMALS AND PET FOOD IN SPECIALISED STORES	72,105,454	18,642
22	OTHER RETAIL SALE OF FOOD IN SPECIALISED STORES	71,265,006	18,194
23	RETAIL SALE OF SECOND-HAND GOODS IN STORES	65,697,722	16,371
24	RETAIL SALE OF COMPUTERS, PERIPHERAL UNITS AND SOFTWARE IN SPECIALISED STORES	56,106,965	22,247
25	RETAIL SALE OF BOOKS IN SPECIALISED STORES	53,363,567	28,721
26	RETAIL SALE OF SPORTING EQUIPMENT IN SPECIALISED STORES	51,367,595	31,227
27	RETAIL SALE OF GAMES AND TOYS IN SPECIALISED STORES	48,576,308	33,135
28	RETAIL SALE VIA STALLS AND MARKETS OF OTHER GOODS	35,159,000	15,731
29	RETAIL SALE VIA STALLS AND MARKETS OF FOOD, BEVERAGES AND TOBACCO PRODUCTS	32,983,572	15,514
30	RETAIL SALE OF FRUIT AND VEGETABLES IN SPECIALISED STORES	28,063,054	15,128
31	RETAIL SALE VIA STALLS AND MARKETS OF TEXTILES, CLOTHING AND FOOTWEAR	27,269,998	14,885
32	RETAIL SALE OF BEVERAGES IN SPECIALISED STORES	23,590,235	18,245
33	RETAIL SALE OF FISH, CRUSTACEANS AND MOLLUSCS IN SPECIALISED STORES	18,802,770	19,960
34	RETAIL SALE OF AUDIO AND VIDEO EQUIPMENT IN SPECIALISED STORES	18,075,592	25,531
35	RETAIL SALE OF CARPETS, RUGS, WALL AND FLOOR COVERINGS IN SPECIALISED STORES	12,684,261	20,166

36	RETAIL SALE OF TOBACCO PRODUCTS IN SPECIALISED STORES	2,875,890	19,698
37	RETAIL SALE OF MUSIC AND VIDEO RECORDINGS IN SPECIALISED STORES	1,557,474	14,976

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

RANK	COMPANY	RON
1	BELLADONNA TRADE PHARM SRL	207,324
2	ELANFARM GOLD SRL	30,690
3	KELION ONLINE CONCEPT SRL	27,751
4	PARSA BEAUTY SRL	18,153
5	LOGITEK AUTOMATION SOLUTIONS SRL	16,561
6	SONY EUROPE LIMITED WEYBRIDGE SUCURSALA BUCURESTI	15,616
7	OMV PETROM MARKETING SRL	14,607
8	ESCAR COM SRL	14,320
9	NIS PETROL SRL	14,006
10	URANIUS SRL	13,790

The industry's tax expenses stood at RON 1,438,896,732 in 2016. In 2015 it paid taxes of RON 1,226,251,570. In 2014 the industry paid RON 835,896,414 in taxes.



EXPENSES ON TAXES BY SECTORS

RANK	SECTOR	RON	Y/Y CHANGE
1	RETAIL SALE IN NON-SPECIALISED STORES WITH FOOD, BEVERAGES OR TOBACCO PREDOMINATING	505,332,673	12.35%
2	RETAIL SALE OF HARDWARE, PAINTS AND GLASS IN SPECIALISED STORES	136,428,439	18.88%
3	RETAIL SALE OF AUTOMOTIVE FUEL IN SPECIALISED STORES	128,367,599	13.70%
4	RETAIL SALE OF CLOTHING IN SPECIALISED STORES	119,823,648	38.94%
5	DISPENSING CHEMIST IN SPECIALISED STORES	113,696,166	14.81%
6	OTHER RETAIL SALE IN NON-SPECIALISED STORES	81,803,963	20.55%
7	OTHER RETAIL SALE OF NEW GOODS IN SPECIALISED STORES	41,979,544	11.64%
8	RETAIL SALE VIA MAIL ORDER HOUSES OR VIA INTERNET	37,077,349	43.60%

9	RETAIL SALE OF FURNITURE, LIGHTING EQUIPMENT AND OTHER HOUSEHOLD ARTICLES IN SPECIALISED STORES	31,058,733	82.00%
10	OTHER RETAIL SALE NOT IN STORES, STALLS OR MARKETS	30,782,453	5.42%
11	RETAIL SALE OF FOOTWEAR AND LEATHER GOODS IN SPECIALISED STORES	24,397,020	37.45%
12	RETAIL SALE OF MEDICAL AND ORTHOPAEDIC GOODS IN SPECIALISED STORES	17,131,970	-3.46%
13	RETAIL SALE OF WATCHES AND JEWELLERY IN SPECIALISED STORES	15,527,177	23.94%
14	RETAIL SALE OF ELECTRICAL HOUSEHOLD APPLIANCES IN SPECIALISED STORES	14,973,694	82.37%
15	RETAIL SALE OF GAMES AND TOYS IN SPECIALISED STORES	14,031,410	35.70%
16	RETAIL SALE OF COSMETIC AND TOILET ARTICLES IN SPECIALISED STORES	13,545,499	17.11%
17	RETAIL SALE OF TEXTILES IN SPECIALISED STORES	13,194,970	0.46%
18	RETAIL SALE OF TELECOMMUNICATIONS EQUIPMENT IN SPECIALISED STORES	13,110,367	8.55%
19	RETAIL SALE OF MEAT AND MEAT PRODUCTS IN SPECIALISED STORES	9,943,843	-0.12%
20	RETAIL SALE OF COMPUTERS, PERIPHERAL UNITS AND SOFTWARE IN SPECIALISED STORES	9,860,747	-10.57%
21	RETAIL SALE OF FLOWERS, PLANTS, SEEDS, FERTILISERS, PET ANIMALS AND PET FOOD IN SPECIALISED STORES	9,121,211	21.35%
22	OTHER RETAIL SALE OF FOOD IN SPECIALISED STORES	6,749,161	5.55%
23	RETAIL SALE OF NEWSPAPERS AND STATIONERY IN SPECIALISED STORES	6,272,761	5.54%
24	RETAIL SALE OF FRUIT AND VEGETABLES IN SPECIALISED STORES	6,250,133	14.53%
25	RETAIL SALE OF BREAD, CAKES, FLOUR CONFECTIONERY AND SUGAR CONFECTIONERY IN SPECIALISED STORES	6,211,138	25.11%
26	RETAIL SALE OF SECOND-HAND GOODS IN STORES	4,748,234	12.62%
27	RETAIL SALE VIA STALLS AND MARKETS OF FOOD, BEVERAGES AND TOBACCO PRODUCTS	3,716,271	-0.88%
28	RETAIL SALE VIA STALLS AND MARKETS OF OTHER GOODS	3,690,898	-5.32%
29	RETAIL SALE OF SPORTING EQUIPMENT IN SPECIALISED STORES	3,648,628	26.81%
30	RETAIL SALE OF AUDIO AND VIDEO EQUIPMENT IN SPECIALISED STORES	3,483,358	36.40%
31	RETAIL SALE OF BOOKS IN SPECIALISED STORES	3,280,324	5.80%
32	RETAIL SALE VIA STALLS AND MARKETS OF TEXTILES, CLOTHING AND FOOTWEAR	2,739,271	-45.98%
33	RETAIL SALE OF BEVERAGES IN SPECIALISED STORES	2,582,279	15.56%
34	RETAIL SALE OF FISH, CRUSTACEANS AND MOLLUSCS IN SPECIALISED STORES	2,362,010	32.42%
35	RETAIL SALE OF CARPETS, RUGS, WALL AND FLOOR COVERINGS IN SPECIALISED STORES	1,493,654	19.68%
36	RETAIL SALE OF TOBACCO PRODUCTS IN SPECIALISED STORES	331,364	-16.62%
37	RETAIL SALE OF MUSIC AND VIDEO RECORDINGS IN SPECIALISED STORES	148,773	-41.36%

V. PROFITABILITY

The industry's net profit amounted to RON 6,266,395,916 in 2016, compared to a net profit of RON 4,458,153,816 in 2015 and a net profit of RON 2,008,369,178 in 2014.

TOP 10 COMPANIES BY HIGHEST NET PROFIT IN RETAIL TRADE, EXCEPT OF MOTOR VEHICLES AND MOTORCYCLES

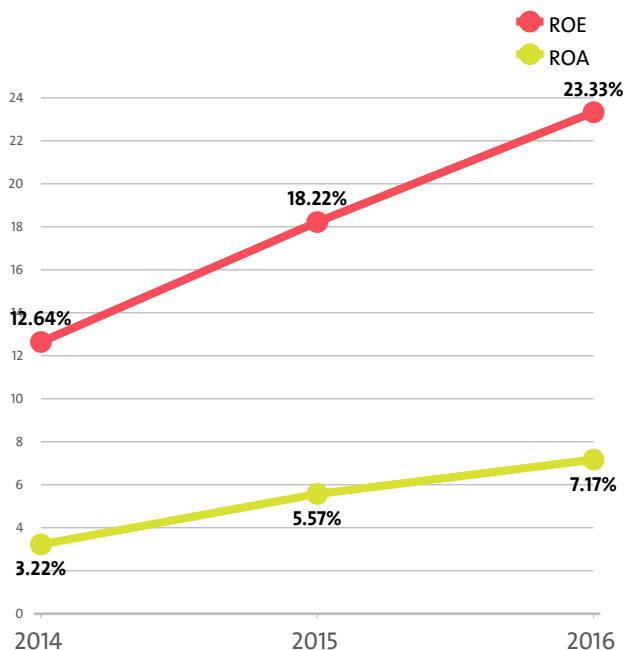
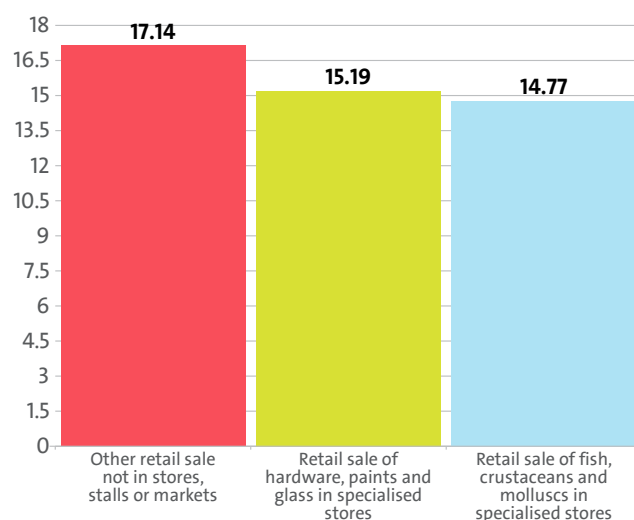
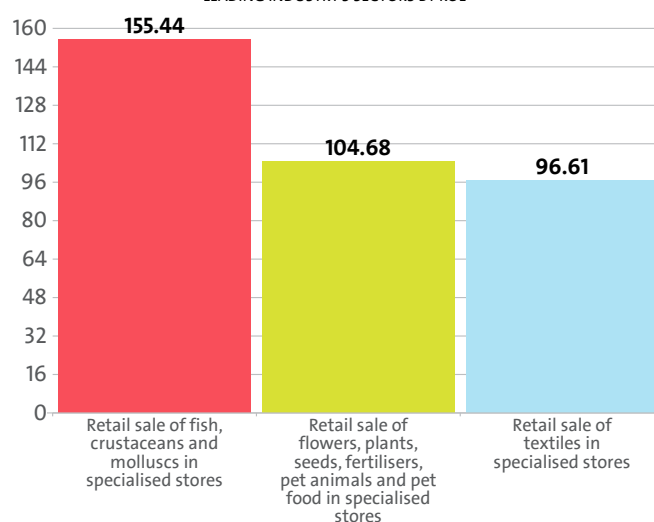
RANK	COMPANY	RON
1	DEDEMAN SRL	713,094,060
2	KAUFLAND ROMANIA SCS	653,320,307
3	OMV PETROM MARKETING SRL	385,759,961
4	LIDL DISCOUNT SRL (FORMERLY KNOWN AS PLUDI MARKET SRL)	217,744,136
5	CARREFOUR ROMANIA SA	164,089,672
6	MOL ROMANIA PETROLEUM PRODUCTS SRL	153,061,727
7	MEGA IMAGE SRL	134,842,557
8	PROFI ROM FOOD SRL	126,848,756
9	ZARA BUCURESTI SRL	118,231,497
10	JUMBO EC.R SRL	67,613,320

TOP COMPANIES BY HIGHEST NET LOSS IN RETAIL TRADE, EXCEPT OF MOTOR VEHICLES AND MOTORCYCLES

RANK	COMPANY	RON
1	DANTE INTERNATIONAL SA	170,169,081
2	REAL HYPER MAGAZINE SRL	45,996,871
3	OLGUTA TRADING SRL	37,961,911
4	BRICOSTORE ROMANIA SA	36,228,708
5	COLUMBUS OPERATIONAL SRL	26,250,966

The Retail trade, except of motor vehicles and motorcycles industry's return on equity (ROE) is 23.33% compared to 18.22% in 2015 and 12.64% in 2014.

The Retail trade, except of motor vehicles and motorcycles's return on assets (ROA) was 7.17%, while in 2015 it amounted to 5.57% and 3.22% 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 RETAIL TRADE, EXCEPT OF MOTOR VEHICLES AND MOTORCYCLES

RANK	COMPANY	RON	COMPANY HEADQUARTERS (CITY)
1	HORNBAACH IMOBILIARE SRL	7,683,919	ILFOV
2	FONOMAT SRL	6,497,864	ILFOV
3	STAR PRO CENTER INTL SRL	3,106,630	GIURGIU
4	OMV PETROM MARKETING SRL	1,753,454	BUCHARES T
5	IVAPE ONLINE SHOP SRL	1,237,118	PRAHOVA
6	AS24 TANKSERVICE SRL	989,699	BUCHARES T
7	EXPONENTIAL SRL	912,234	GORJ
8	ELGA FARM SRL	894,131	BUZAU
9	IDOL SOLUTION SRL	865,095	ILFOV
10	LEMON INTERIOR DESIGN SRL	823,572	BUCHARES T

About 30.00% of the 10 leading companies in terms of net profit per employee are located in Bucharest, while 30.00% are Ilfov-based and 10.00% are headquartered in Buzau.

The average net sales revenue per employee in the Retail trade, except of motor vehicles and motorcycles industry amounted to RON 415,627 in 2016, up by 7.46% compared to

2015 and up by 23.74% compared to 2014.

The Retail trade, except of motor vehicles and motorcycles industry generated an average RON 423,972 in total revenue per employee. In 2015 and 2014 the figure was RON 395,085 and RON 343,710, respectively.

The average total revenue per company in the Retail trade, except of motor vehicles and motorcycles industry rose to RON 1,674,755 in 2016 from RON 1,553,622 in 2015. The 2014 value was RON 1,327,732.

A company in the Retail trade, except of motor vehicles and motorcycles market made on average a net sales revenue of RON 1,641,792 in 2016, compared to RON 1,521,004 in 2015 and RON 1,297,496 in 2014.

The Retail trade, except of motor vehicles and motorcycles industry made 15.29% of the overall sales country-wide, increasing its market share by 1.08 pp.

AVERAGE REVENUES PER EMPLOYEE IN RETAIL TRADE, EXCEPT OF MOTOR VEHICLES AND MOTORCYCLES IN 2016

SECTOR	AVERAGE NET SALES REVENUE (RON)	AVERAGE TOTAL REVENUE (RON)	NUMBER OF EMPLOYEES
RETAIL SALE OF BOOKS IN SPECIALISED STORES	207,821	213,915	1,858
RETAIL SALE OF MUSIC AND VIDEO RECORDINGS IN SPECIALISED STORES	189,650	198,677	104
RETAIL SALE OF NEWSPAPERS AND STATIONERY IN SPECIALISED STORES	195,799	200,643	3,652
RETAIL SALE OF GAMES AND TOYS IN SPECIALISED STORES	359,909	370,470	1,466
RETAIL SALE OF SPORTING EQUIPMENT IN SPECIALISED STORES	330,171	337,592	1,645
RETAIL SALE VIA STALLS AND MARKETS OF OTHER GOODS	151,890	155,260	2,235
RETAIL SALE VIA STALLS AND MARKETS OF TEXTILES, CLOTHING AND FOOTWEAR	86,166	88,955	1,832
RETAIL SALE VIA STALLS AND MARKETS OF FOOD, BEVERAGES AND TOBACCO PRODUCTS	186,827	189,338	2,126
OTHER RETAIL SALE OF FOOD IN SPECIALISED STORES	205,203	210,186	3,917
RETAIL SALE OF BEVERAGES IN SPECIALISED STORES	194,049	200,420	1,293
RETAIL SALE OF BREAD, CAKES, FLOUR CONFECTIONERY AND SUGAR CONFECTIONERY IN SPECIALISED STORES	124,513	134,684	3,988
RETAIL SALE OF COMPUTERS, PERIPHERAL UNITS AND SOFTWARE IN SPECIALISED STORES	360,893	369,213	2,522
RETAIL SALE OF TOBACCO PRODUCTS IN SPECIALISED STORES	430,801	432,502	146
RETAIL SALE OF FRUIT AND VEGETABLES IN SPECIALISED STORES	242,381	246,428	1,855
RETAIL SALE OF FISH, CRUSTACEANS AND MOLLUSCS IN SPECIALISED STORES	221,966	229,762	942
RETAIL SALE OF MEAT AND MEAT PRODUCTS IN SPECIALISED STORES	249,502	283,838	6,248
RETAIL SALE OF FLOWERS, PLANTS, SEEDS, FERTILISERS, PET ANIMALS AND PET FOOD IN SPECIALISED STORES	204,488	209,467	3,868
RETAIL SALE OF WATCHES AND JEWELLERY IN SPECIALISED STORES	267,255	276,345	4,190
RETAIL SALE OF MEDICAL AND ORTHOPAEDIC GOODS IN SPECIALISED STORES	271,474	277,172	2,714
RETAIL SALE OF COSMETIC AND TOILET ARTICLES IN SPECIALISED STORES	307,060	316,065	4,052
RETAIL SALE OF FOOTWEAR AND LEATHER GOODS IN SPECIALISED STORES	264,319	270,982	5,075
DISPENSING CHEMIST IN SPECIALISED STORES	414,197	422,687	39,485
RETAIL SALE OF CLOTHING IN SPECIALISED STORES	283,984	290,247	24,454

RETAIL SALE VIA MAIL ORDER HOUSES OR VIA INTERNET	765,164	776,410	9,510
OTHER RETAIL SALE OF NEW GOODS IN SPECIALISED STORES	305,819	314,843	13,171
RETAIL SALE OF SECOND-HAND GOODS IN STORES	88,768	91,798	4,013
RETAIL SALE OF FURNITURE, LIGHTING EQUIPMENT AND OTHER HOUSEHOLD ARTICLES IN SPECIALISED STORES	340,557	350,470	10,105
RETAIL SALE OF AUTOMOTIVE FUEL IN SPECIALISED STORES	2,462,149	2,488,128	16,230
RETAIL SALE IN NON-SPECIALISED STORES WITH FOOD, BEVERAGES OR TOBACCO PREDOMINATING	348,661	355,345	189,889
RETAIL SALE OF TEXTILES IN SPECIALISED STORES	213,666	219,597	3,810
RETAIL SALE OF HARDWARE, PAINTS AND GLASS IN SPECIALISED STORES	460,751	468,220	17,397
RETAIL SALE OF CARPETS, RUGS, WALL AND FLOOR COVERINGS IN SPECIALISED STORES	215,104	220,989	629
RETAIL SALE OF ELECTRICAL HOUSEHOLD APPLIANCES IN SPECIALISED STORES	669,700	681,229	6,397
OTHER RETAIL SALE IN NON-SPECIALISED STORES	212,038	218,581	35,533
RETAIL SALE OF AUDIO AND VIDEO EQUIPMENT IN SPECIALISED STORES	345,287	359,183	708
RETAIL SALE OF TELECOMMUNICATIONS EQUIPMENT IN SPECIALISED STORES	237,418	244,396	4,894
OTHER RETAIL SALE NOT IN STORES, STALLS OR MARKETS	365,392	381,224	5,744

AVERAGE REVENUE PER COMPANY IN RETAIL TRADE, EXCEPT OF MOTOR VEHICLES AND MOTORCYCLES IN 2016

SECTOR	AVERAGE NET SALES REVENUE (RON)	AVERAGE TOTAL REVENUE (RON)	NUMBER OF COMPANIES
RETAIL SALE OF AUTOMOTIVE FUEL IN SPECIALISED STORES	34,627,974	34,993,336	1,154
RETAIL SALE OF ELECTRICAL HOUSEHOLD APPLIANCES IN SPECIALISED STORES	7,732,977	7,866,109	554
RETAIL SALE OF HARDWARE, PAINTS AND GLASS IN SPECIALISED STORES	3,724,759	3,785,137	2,152
DISPENSING CHEMIST IN SPECIALISED STORES	3,588,098	3,661,653	4,558
RETAIL SALE OF GAMES AND TOYS IN SPECIALISED STORES	2,625,007	2,702,033	201
RETAIL SALE OF TELECOMMUNICATIONS EQUIPMENT IN SPECIALISED STORES	2,010,252	2,069,330	578
RETAIL SALE OF FURNITURE, LIGHTING EQUIPMENT AND OTHER HOUSEHOLD ARTICLES IN SPECIALISED STORES	1,883,596	1,938,421	1,827
RETAIL SALE OF MEAT AND MEAT PRODUCTS IN SPECIALISED STORES	1,444,755	1,643,577	1,079
RETAIL SALE IN NON-SPECIALISED STORES WITH FOOD, BEVERAGES OR TOBACCO PREDOMINATING	1,552,729	1,582,497	42,639
RETAIL SALE OF WATCHES AND JEWELLERY IN SPECIALISED STORES	1,527,692	1,579,651	733
RETAIL SALE OF COSMETIC AND TOILET ARTICLES IN SPECIALISED STORES	1,491,857	1,535,606	834
RETAIL SALE OF FOOTWEAR AND LEATHER GOODS IN SPECIALISED STORES	1,139,695	1,168,424	1,177
RETAIL SALE VIA MAIL ORDER HOUSES OR VIA INTERNET	1,125,032	1,141,568	6,468
RETAIL SALE OF BOOKS IN SPECIALISED STORES	1,096,964	1,129,129	352
OTHER RETAIL SALE OF NEW GOODS IN SPECIALISED STORES	1,090,105	1,122,274	3,695
RETAIL SALE OF SPORTING EQUIPMENT IN SPECIALISED STORES	1,092,821	1,117,382	497
RETAIL SALE OF AUDIO AND VIDEO EQUIPMENT IN SPECIALISED STORES	997,809	1,037,966	245
RETAIL SALE OF CLOTHING IN SPECIALISED STORES	1,009,088	1,031,344	6,882

RETAIL SALE OF MEDICAL AND ORTHOPAEDIC GOODS IN SPECIALISED STORES	987,642	1,008,372	746
OTHER RETAIL SALE NOT IN STORES, STALLS OR MARKETS	899,233	938,197	2,334
RETAIL SALE OF COMPUTERS, PERIPHERAL UNITS AND SOFTWARE IN SPECIALISED STORES	841,195	860,586	1,082
RETAIL SALE OF TOBACCO PRODUCTS IN SPECIALISED STORES	786,211	789,317	80
RETAIL SALE OF FISH, CRUSTACEANS AND MOLLUSCS IN SPECIALISED STORES	746,758	772,984	280
RETAIL SALE OF NEWSPAPERS AND STATIONERY IN SPECIALISED STORES	644,777	660,730	1,109
OTHER RETAIL SALE IN NON-SPECIALISED STORES	567,089	584,587	13,286
RETAIL SALE OF CARPETS, RUGS, WALL AND FLOOR COVERINGS IN SPECIALISED STORES	561,414	576,772	241
OTHER RETAIL SALE OF FOOD IN SPECIALISED STORES	551,289	564,676	1,458
RETAIL SALE OF TEXTILES IN SPECIALISED STORES	546,721	561,896	1,489
RETAIL SALE OF BREAD, CAKES, FLOUR CONFECTIONERY AND SUGAR CONFECTIONERY IN SPECIALISED STORES	427,698	462,636	1,161
RETAIL SALE OF FLOWERS, PLANTS, SEEDS, FERTILISERS, PET ANIMALS AND PET FOOD IN SPECIALISED STORES	373,800	382,902	2,116
RETAIL SALE OF BEVERAGES IN SPECIALISED STORES	365,218	377,210	687
RETAIL SALE OF MUSIC AND VIDEO RECORDINGS IN SPECIALISED STORES	323,338	338,728	61
RETAIL SALE OF FRUIT AND VEGETABLES IN SPECIALISED STORES	323,931	329,340	1,388
RETAIL SALE VIA STALLS AND MARKETS OF FOOD, BEVERAGES AND TOBACCO PRODUCTS	230,659	233,759	1,722
RETAIL SALE OF SECOND-HAND GOODS IN STORES	179,008	185,118	1,990
RETAIL SALE VIA STALLS AND MARKETS OF OTHER GOODS	157,237	160,726	2,159
RETAIL SALE VIA STALLS AND MARKETS OF TEXTILES, CLOTHING AND FOOTWEAR	88,138	90,991	1,791

The total indebtedness of the companies in the Retail trade, except of motor vehicles and motorcycles industry was RON 59,243,620,866 versus RON 38,350,524,880 a year ago. In 2014 the industry's indebtedness totalled RON 45,694,630,748.

INDUSTRY'S INDEBTEDNESS BY SECTORS (RON)

SECTOR	2016	2015	2014
RETAIL SALE IN NON-SPECIALISED STORES WITH FOOD, BEVERAGES OR TOBACCO PREDOMINATING	21,251,547,375	15,133,753,810	14,093,319,198
RETAIL SALE OF AUTOMOTIVE FUEL IN SPECIALISED STORES	6,548,544,268	5,947,364,564	6,284,891,863
DISPENSING CHEMIST IN SPECIALISED STORES	6,296,744,066	4,405,581,957	6,000,017,756
OTHER RETAIL SALE IN NON-SPECIALISED STORES	3,826,011,248	1,543,524,954	3,393,244,215
RETAIL SALE OF CLOTHING IN SPECIALISED STORES	3,329,098,691	1,770,843,257	2,354,346,120
OTHER RETAIL SALE OF NEW GOODS IN SPECIALISED STORES	2,161,831,904	814,881,132	1,812,007,557
RETAIL SALE OF HARDWARE, PAINTS AND GLASS IN SPECIALISED STORES	2,107,948,089	1,566,344,684	1,958,214,883

RETAIL SALE VIA MAIL ORDER HOUSES OR VIA INTERNET	2,042,208,736	1,142,662,618	689,520,530
RETAIL SALE OF FURNITURE, LIGHTING EQUIPMENT AND OTHER HOUSEHOLD ARTICLES IN SPECIALISED STORES	1,712,568,384	869,780,936	1,330,607,396
RETAIL SALE OF ELECTRICAL HOUSEHOLD APPLIANCES IN SPECIALISED STORES	1,351,320,552	920,226,201	955,280,511
OTHER RETAIL SALE NOT IN STORES, STALLS OR MARKETS	711,957,692	419,131,267	639,825,446
RETAIL SALE OF FOOTWEAR AND LEATHER GOODS IN SPECIALISED STORES	642,108,944	343,971,339	571,368,797
RETAIL SALE OF COSMETIC AND TOILET ARTICLES IN SPECIALISED STORES	584,513,511	515,538,442	324,039,664
RETAIL SALE OF TEXTILES IN SPECIALISED STORES	568,092,995	194,219,847	424,611,071
RETAIL SALE OF WATCHES AND JEWELLERY IN SPECIALISED STORES	546,616,145	268,964,017	426,381,135
RETAIL SALE OF TELECOMMUNICATIONS EQUIPMENT IN SPECIALISED STORES	436,274,756	278,941,346	354,049,120
RETAIL SALE OF MEAT AND MEAT PRODUCTS IN SPECIALISED STORES	414,466,452	214,769,586	388,013,252
RETAIL SALE OF FRUIT AND VEGETABLES IN SPECIALISED STORES	413,842,766	291,829,118	153,015,449
RETAIL SALE OF FLOWERS, PLANTS, SEEDS, FERTILISERS, PET ANIMALS AND PET FOOD IN SPECIALISED STORES	403,704,905	162,081,890	304,580,322
RETAIL SALE OF MEDICAL AND ORTHOPAEDIC GOODS IN SPECIALISED STORES	394,746,069	189,532,469	290,908,605
RETAIL SALE OF COMPUTERS, PERIPHERAL UNITS AND SOFTWARE IN SPECIALISED STORES	355,843,920	146,499,022	271,130,433
RETAIL SALE OF NEWSPAPERS AND STATIONERY IN SPECIALISED STORES	336,483,397	143,000,487	302,322,283
OTHER RETAIL SALE OF FOOD IN SPECIALISED STORES	334,160,016	112,568,495	320,383,823
RETAIL SALE OF BOOKS IN SPECIALISED STORES	305,667,147	209,148,102	267,121,368
RETAIL SALE OF SPORTING EQUIPMENT IN SPECIALISED STORES	295,511,786	142,128,690	219,287,015
RETAIL SALE VIA STALLS AND MARKETS OF OTHER GOODS	271,830,763	58,142,418	242,925,105
RETAIL SALE OF BREAD, CAKES, FLOUR CONFECTIONERY AND SUGAR CONFECTIONERY IN SPECIALISED STORES	254,994,081	69,414,026	209,085,718
RETAIL SALE OF SECOND-HAND GOODS IN STORES	247,079,830	70,899,367	198,918,996
RETAIL SALE OF GAMES AND TOYS IN SPECIALISED STORES	204,365,023	135,336,198	93,051,940
RETAIL SALE VIA STALLS AND MARKETS OF TEXTILES, CLOTHING AND FOOTWEAR	197,057,952	40,485,908	185,023,164

RETAIL SALE VIA STALLS AND MARKETS OF FOOD, BEVERAGES AND TOBACCO PRODUCTS	194,497,323	51,614,565	187,583,605
RETAIL SALE OF AUDIO AND VIDEO EQUIPMENT IN SPECIALISED STORES	156,459,652	62,890,497	135,716,724
RETAIL SALE OF BEVERAGES IN SPECIALISED STORES	145,102,714	50,644,720	135,348,612
RETAIL SALE OF CARPETS, RUGS, WALL AND FLOOR COVERINGS IN SPECIALISED STORES	86,950,939	15,471,437	69,909,186
RETAIL SALE OF FISH, CRUSTACEANS AND MOLLUSCS IN SPECIALISED STORES	71,835,955	34,673,641	73,555,111
RETAIL SALE OF TOBACCO PRODUCTS IN SPECIALISED STORES	24,295,989	10,448,084	18,719,712
RETAIL SALE OF MUSIC AND VIDEO RECORDINGS IN SPECIALISED STORES	17,336,831	3,215,789	16,305,063

Debt-to-assets ratio of the companies in the industry is 0.68 in 2016. It was 0.48 in 2015 and 0.73 in 2014.

VI. EMPLOYMENT

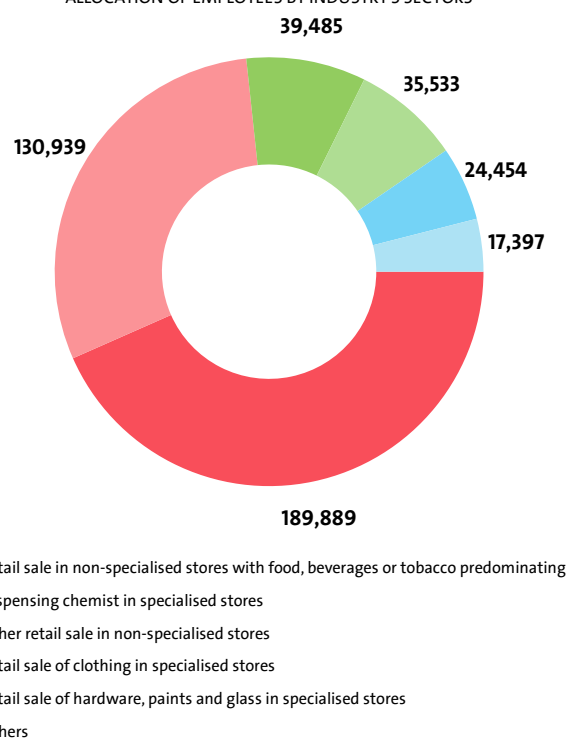
A total of 437,697 people were employed in the Retail trade, except of motor vehicles and motorcycles sector at the end of 2016, compared to 420,434 in 2015 and 393,684 in 2014.

NUMBER OF EMPLOYEES BY INDUSTRY SECTORS

SECTOR	NUMBER	SHARE OF INDUSTRY TOTAL
RETAIL SALE IN NON-SPECIALISED STORES WITH FOOD, BEVERAGES OR TOBACCO PREDOMINATING	189,889	43.38%
DISPENSING CHEMIST IN SPECIALISED STORES	39,485	9.02%
OTHER RETAIL SALE IN NON-SPECIALISED STORES	35,533	8.12%
RETAIL SALE OF CLOTHING IN SPECIALISED STORES	24,454	5.59%
RETAIL SALE OF HARDWARE, PAINTS AND GLASS IN SPECIALISED STORES	17,397	3.97%
RETAIL SALE OF AUTOMOTIVE FUEL IN SPECIALISED STORES	16,230	3.71%
OTHER RETAIL SALE OF NEW GOODS IN SPECIALISED STORES	13,171	3.01%
RETAIL SALE OF FURNITURE, LIGHTING EQUIPMENT AND OTHER HOUSEHOLD ARTICLES IN SPECIALISED STORES	10,105	2.31%
RETAIL SALE VIA MAIL ORDER HOUSES OR VIA INTERNET	9,510	2.17%
RETAIL SALE OF ELECTRICAL HOUSEHOLD APPLIANCES IN SPECIALISED STORES	6,397	1.46%
RETAIL SALE OF MEAT AND MEAT PRODUCTS IN SPECIALISED STORES	6,248	1.43%
OTHER RETAIL SALE NOT IN STORES, STALLS OR MARKETS	5,744	1.31%
RETAIL SALE OF FOOTWEAR AND LEATHER GOODS IN SPECIALISED STORES	5,075	1.16%
RETAIL SALE OF TELECOMMUNICATIONS EQUIPMENT IN SPECIALISED STORES	4,894	1.12%
RETAIL SALE OF WATCHES AND JEWELLERY IN SPECIALISED STORES	4,190	0.96%
RETAIL SALE OF COSMETIC AND TOILET ARTICLES IN SPECIALISED STORES	4,052	0.93%
RETAIL SALE OF SECOND-HAND GOODS IN STORES	4,013	0.92%
RETAIL SALE OF BREAD, CAKES, FLOUR CONFECTIONERY AND SUGAR CONFECTIONERY IN SPECIALISED STORES	3,988	0.91%
OTHER RETAIL SALE OF FOOD IN SPECIALISED STORES	3,917	0.89%
RETAIL SALE OF FLOWERS, PLANTS, SEEDS, FERTILISERS, PET ANIMALS AND PET FOOD IN SPECIALISED STORES	3,868	0.88%
RETAIL SALE OF TEXTILES IN SPECIALISED STORES	3,810	0.87%

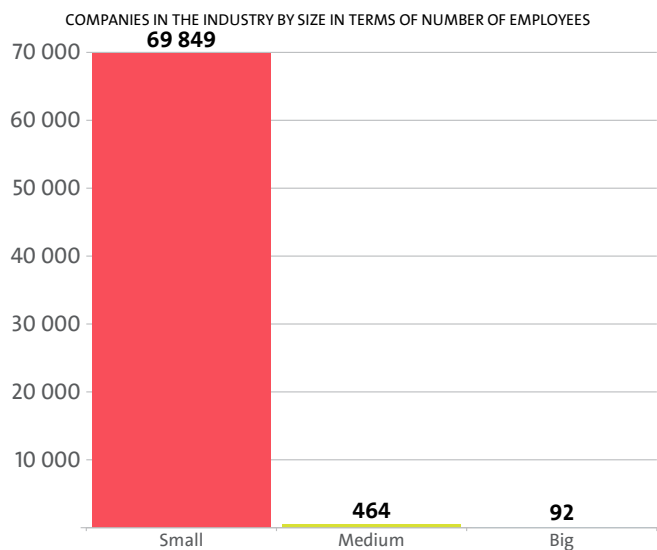
RETAIL SALE OF NEWSPAPERS AND STATIONERY IN SPECIALISED STORES	3,652	0.83%
RETAIL SALE OF MEDICAL AND ORTHOPAEDIC GOODS IN SPECIALISED STORES	2,714	0.62%
RETAIL SALE OF COMPUTERS, PERIPHERAL UNITS AND SOFTWARE IN SPECIALISED STORES	2,522	0.58%
RETAIL SALE VIA STALLS AND MARKETS OF OTHER GOODS	2,235	0.51%
RETAIL SALE VIA STALLS AND MARKETS OF FOOD, BEVERAGES AND TOBACCO PRODUCTS	2,126	0.49%
RETAIL SALE OF BOOKS IN SPECIALISED STORES	1,858	0.42%
RETAIL SALE VIA STALLS AND MARKETS OF TEXTILES, CLOTHING AND FOOTWEAR	1,832	0.42%
RETAIL SALE OF FRUIT AND VEGETABLES IN SPECIALISED STORES	1,855	0.42%
RETAIL SALE OF SPORTING EQUIPMENT IN SPECIALISED STORES	1,645	0.38%
RETAIL SALE OF GAMES AND TOYS IN SPECIALISED STORES	1,466	0.33%
RETAIL SALE OF BEVERAGES IN SPECIALISED STORES	1,293	0.30%
RETAIL SALE OF FISH, CRUSTACEANS AND MOLLUSCS IN SPECIALISED STORES	942	0.22%
RETAIL SALE OF AUDIO AND VIDEO EQUIPMENT IN SPECIALISED STORES	708	0.16%
RETAIL SALE OF CARPETS, RUGS, WALL AND FLOOR COVERINGS IN SPECIALISED STORES	629	0.14%
RETAIL SALE OF TOBACCO PRODUCTS IN SPECIALISED STORES	146	0.03%
RETAIL SALE OF MUSIC AND VIDEO RECORDINGS IN SPECIALISED STORES	104	0.02%

ALLOCATION OF EMPLOYEES BY INDUSTRY'S SECTORS



The analysis on companies' sizes by the number of employees, shows that 69849 firms have less than 50 employees*, 464 have between 50 and 250 employees* and 92 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 16.94% 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	KAUFLAND ROMANIA SCS	14,070	3.21%
2	PROFI ROM FOOD SRL	9,469	2.16%
3	AUCHAN ROMANIA SA	9,337	2.13%
4	CARREFOUR ROMANIA SA	9,101	2.08%
5	MEGA IMAGE SRL	8,658	1.98%
6	DEDEMAN SRL	8,421	1.92%
7	ROMANIA HYPERMARCHE SA	4,316	0.99%
8	LIDL DISCOUNT SRL (FORMERLY KNOWN AS PLUDI MARKET SRL)	4,265	0.97%
9	REWE (ROMANIA) SRL	3,502	0.80%
10	ALTEX ROMANIA SRL	3,011	0.69%

Retail trade, except of motor vehicles and motorcycles industry is the largest employer in the country with 437,697 employees, while Activities of extraterritorial organisations and bodies was the smallest employer with 1 employees.

We expect, based on the trend in the last three years, the number of employees of the Retail trade, except of motor vehicles and motorcycles industry to change at a compound annual growth rate (CAGR) of 5.44% in 2017.

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