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Industry Report

Sewerage 2016 ROMANIA

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I. KEY INDICATORS

- The Sewerage industry in Romania was represented by 201 companies at the end of 2016, compared to 194 in the previous year and 184 in 2014.
- The industry's net profit amounted to RON 17,504,046 in 2016.
- The industry's total revenue was RON 253,233,685 in 2016, up by 10.82% compared to the previous year.
- The combined costs of the companies in the Sewerage industry reached RON 231,576,684 in 2016, up by 9.55% year-on-year.
- The industry's total revenue makes up 0.03% to the country's Gross domestic product (GDP) in 2016, compared to 0.03% for 2015 and 0.02% in 2014.
- A total of 1,617 people were employed in the Sewerage industry in 2016, compared to 888 in 2015 and 1,455 in 2014.
- Most of the companies in the industry are based in Bucharest, followed by Ilfov and Timis.

II. INTRODUCTION

In 2016 the companies in the Sewerage industry numbered 201.

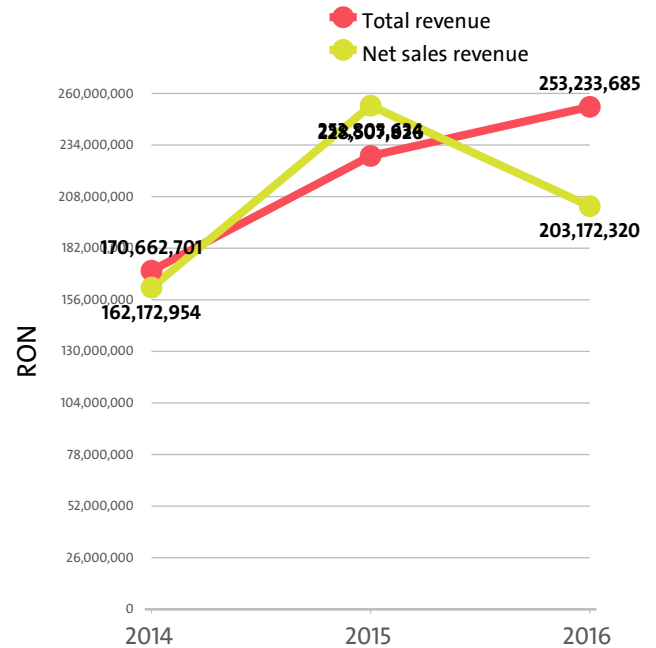
In 2015 there were a total of 194 companies operating in the industry. In 2014 their number totalled 184.

NUMBER OF COMPANIES IN SEWERAGE INDUSTRY BY SECTORS

SECTOR	2016	2015	2014
SEWERAGE	201	194	184

III. REVENUES

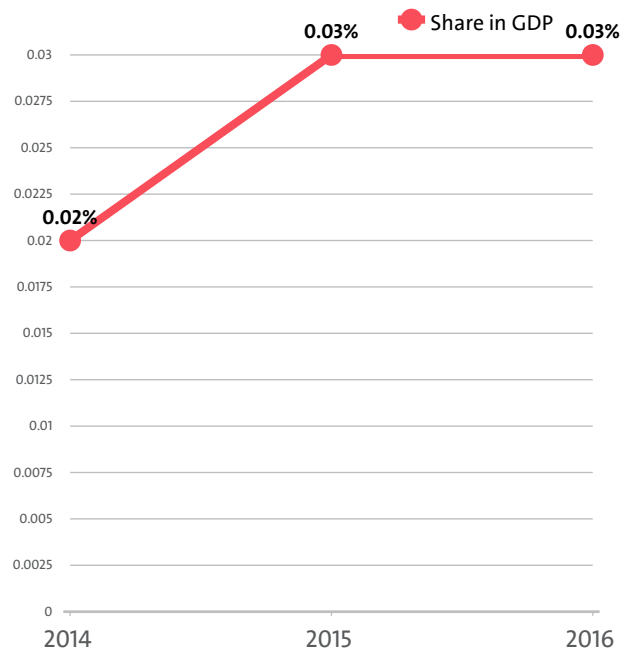
The total revenue in the industry was RON 253,233,685 in 2016, RON 228,507,826 in 2015 and 170,662,701 in 2014.



The companies in the Sewerage market of Romania earned combined net sales revenues of RON 203,172,320 in 2016.

In annual terms, sales marked a fall of 19.95% compared to 2015. In comparison to 2014 they rose by 25.28%. In 2015 sales went up by 56.50% year-on-year.

The Sewerage industry total revenue make up 0.03% to the country's GDP in 2016, compared to 0.03% for 2015 and 0.02% in 2014.



We expect, based on the trend in the last three years, the total revenue of the Sewerage industry to change at a compound annual growth rate (CAGR) of 21.81% in 2017.

The top 10 companies in terms of total revenue in Sewerage accounted for 73.74% of the industry's total in 2016, 71.51% in 2015 and 68.14% in 2014.

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

RANK	COMPANY	TOTAL REVENUE (RON)	NET SALE REVENUE (RON)
1	COMPANIA REGIONALA DE APA BACAU SA	74,030,514	66,899,287
2	WABAG WATER SERVICES SRL	65,466,059	28,494,445
3	EURO-ECOLOGIC SRL	15,137,302	14,483,556
4	TOI TOI & DIXI SRL	5,629,609	5,363,286
5	DOMASO CONSTRUCT SRL	5,422,765	5,422,735
6	AQUA D & P TECHNOLOGIES SRL	5,212,641	5,111,815
7	ONIX DESING CONSULTING SRL	5,194,730	4,677,180
8	EXPERT SERVICII VIDANJARE SRL	4,028,193	3,941,267
9	ECO PUBLIC SRL	3,583,311	3,559,270
10	CALYPSO MONO SRL	3,020,017	3,018,996

The total revenues of the top 10 companies in the Sewerage were 0.02% of GDP in 2016, compared to 0.02% for 2015 and 0.01% in 2014.

The top 10 by assets in the Sewerage market made up RON 125,962,680, or 62.00% of the total net sales revenue.

TOP 10 BY TOTAL ASSETS IN THE INDUSTRY

RANK	COMPANY	RON
1	COMPANIA REGIONALA DE APA BACAU SA	486,827,447
2	WABAG WATER SERVICES SRL	77,260,456
3	PREST SERV APA SA	11,803,117
4	EURO-ECOLOGIC SRL	10,514,651
5	DOMENIUL MIHAI EMINESCU SRL	9,578,904
6	AQUA D & P TECHNOLOGIES SRL	5,540,747
7	TOI TOI & DIXI SRL	5,298,674
8	GOSCOM ZETEA SRL	4,299,711
9	SZIKSZO-VIZ KFT KAZINCBARCIKA-UNGARIA SUCURSALA CODLEA	4,298,669
10	ONIX DESING CONSULTING SRL	3,800,577

TOP 10 COMPANIES BY TOTAL REVENUE IN THE INDUSTRY WERE:

COMPANY	RON
COMPANIA REGIONALA DE APA BACAU SA	74,030,514
WABAG WATER SERVICES SRL	65,466,059
EURO-ECOLOGIC SRL	15,137,302
TOI TOI & DIXI SRL	5,629,609
DOMASO CONSTRUCT SRL	5,422,765
AQUA D & P TECHNOLOGIES SRL	5,212,641
ONIX DESING CONSULTING SRL	5,194,730
EXPERT SERVICII VIDANJARE SRL	4,028,193
ECO PUBLIC SRL	3,583,311
CALYPSO MONO SRL	3,020,017

The 10 largest companies in terms of total revenue in sector Sewerage earned total revenue of RON 186,725,141 and accounted for 73.74% of the industry's total revenue.

IV. EXPENSES

The combined costs of the companies in the Sewerage industry reached RON 231,576,684 in 2016.

In annual terms, total expenses went up by 9.55% compared to 2015 and rose by 48.57% in comparison to 2014.

We expect, based on the trend in the last three years, the total

costs of the Sewerage industry to change at a compound annual growth rate (CAGR) of 21.89% in 2017.

Employment expenses in the Sewerage industry grew by 15.60% on the year to RON 69,406,804 in 2016.

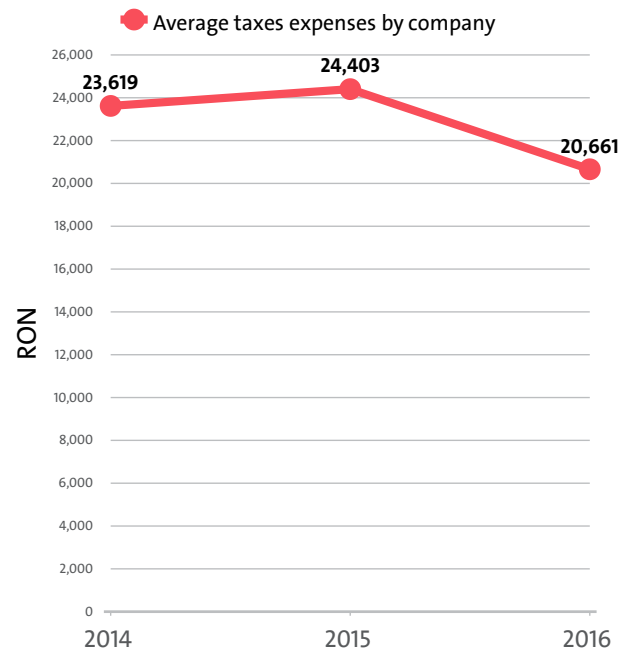
The highest growth in labour costs, of 15.60%, was registered by Sewerage.

The monthly costs per employee in the Sewerage industry averaged RON 3,577 in 2016, RON 5,635 in 2015 and RON 2,583 in 2014.

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

RANK	COMPANY	RON
1	AMINODAN CENTRAL EUROPE SRL	8,201
2	HYDROTHANE TECHNOLOGIES & CONTRACTING SRL	7,726
3	WABAG WATER SERVICES SRL	6,704
4	AQUA D & P TECHNOLOGIES SRL	4,777
5	TOI TOI & DIXI SRL	4,683
6	ECO PUBLIC SRL	4,654
7	ADEM VEGETAL SRL	4,409
8	COMPANIA REGIONALA DE APA BACAU SA	4,363
9	SALOTI SRL	3,857
10	PREST SERV APA SA	3,770

The industry's tax expenses stood at RON 4,152,955 in 2016. In 2015 it paid taxes of RON 4,734,259. In 2014 the industry paid RON 4,346,045 in taxes.



V. PROFITABILITY

The industry's net profit amounted to RON 17,504,046 in 2016, compared to a net profit of RON 12,388,371 in 2015 and a net profit of RON 10,443,039 in 2014.

TOP 10 COMPANIES BY HIGHEST NET PROFIT IN SEWERAGE

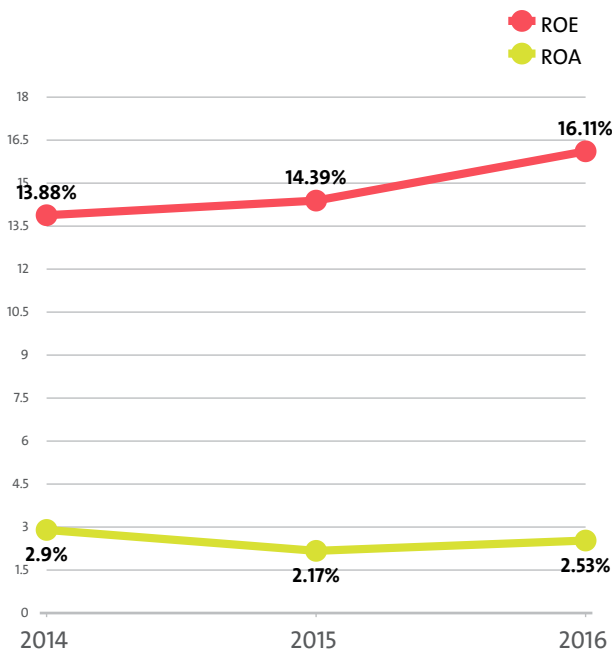
RANK	COMPANY	RON
1	EURO-ECOLOGIC SRL	2,798,242
2	WABAG WATER SERVICES SRL	2,274,811
3	CALYPSO MONO SRL	1,157,572
4	COMPANIA REGIONALA DE APA BACAU SA	1,108,670
5	AXE CONSTRUCT SRL	915,577
6	ONIX DESING CONSULTING SRL	633,819
7	FENDLER SRL	423,581
8	PROFESSIONAL MAGIC CLEANING GROUP SRL	411,793
9	AQUA D & P TECHNOLOGIES SRL	407,914
10	ECO PUBLIC SRL	404,752

TOP COMPANIES BY HIGHEST NET LOSS IN SEWERAGE

RANK	COMPANY	RON
1	DEVES PRESTSERV SRL	516,212
2	C.D.M. GRUP DIVIZIA ECOLOGICA SRL	328,101
3	VIDARO COMPREST SRL	237,657
4	VIDANJCONSTRUCT SRL	214,934
5	PREST SERV APA SA	204,890

The Sewerage industry's return on equity (ROE) is 16.11% compared to 14.39% in 2015 and 13.88% in 2014.

The Sewerage's return on assets (ROA) was 2.53%, while in 2015 it amounted to 2.17% and 2.90% in 2014.



TOP 10 COMPANIES BY HIGHEST AVERAGE NET PROFIT PER EMPLOYEE IN SEWERAGE

RANK	COMPANY	RON	COMPANY HEADQUARTERS (CITY)
1	AXE CONSTRUCT SRL	457,789	GORJ
2	FENDLER SRL	423,581	GALATI
3	MAXSPEED DARY AUTOMOBILE SRL	218,578	MARAMURES
4	BELL&ENI SRL	191,705	MURES
5	IAMANDBET COM SRL	154,398	BUCHAREST
6	ECO LOGIC DECISIV SRL	133,733	BUCHAREST
7	ARAM OFFICE SRL	116,969	CLUJ-NAPOCA
8	CALYPSO MONO SRL	115,757	BUCHAREST

9	AQUA SEWER SERVICES GLOBAL SRL	109,656	BUCHAREST
10	UNI STAR SRL	108,868	CONSTANTA

About 40.00% of the 10 leading companies in terms of net profit per employee are located in Bucharest, while 10.00% are Maramures-based and 10.00% are headquartered in Constanta.

The average net sales revenue per employee in the Sewerage industry amounted to RON 125,648 in 2016, down by 56.04% compared to 2015 and up by 12.73% compared to 2014.

The Sewerage industry generated an average RON 156,607 in total revenue per employee. In 2015 and 2014 the figure was RON 257,329 and RON 117,294, respectively.

The average total revenue per company in the Sewerage industry increased to RON 1,259,869 in 2016 from RON 1,177,875 in 2015. The 2014 value was RON 927,515.

A company in the Sewerage sector made on average a net sales revenue of RON 1,010,808 in 2016, compared to RON 1,308,276 in 2015 and RON 881,375 in 2014.

The Sewerage industry made 0.02% of the overall sales country-wide, reducing its market share by 0.01 pp.

AVERAGE REVENUES PER EMPLOYEE IN SEWERAGE IN 2016

SECTOR	AVERAGE NET SALES REVENUE (RON)	AVERAGE TOTAL REVENUE (RON)	NUMBER OF EMPLOYEES
SEWERAGE	125,648	156,607	1,617

AVERAGE REVENUE PER COMPANY IN SEWERAGE IN 2016

SECTOR	AVERAGE NET SALES REVENUE (RON)	AVERAGE TOTAL REVENUE (RON)
SEWERAGE	1,010,808	

The total indebtedness of the companies in the Sewerage industry was RON 228,715,290 versus RON 127,900,040 a year ago. In 2014 the industry's indebtedness totalled RON 110,398,653.

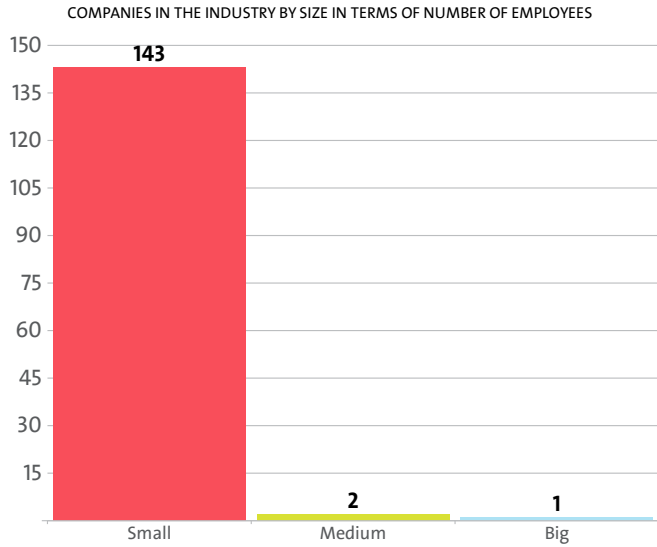
Debt-to-assets ratio of the companies in the industry is 0.33 in 2016. It was 0.22 in 2015 and 0.31 in 2014.

VI. EMPLOYMENT

A total of 1,617 people were employed in the Sewerage sector at the end of 2016, compared to 888 in 2015 and 1,455 in 2014.

The analysis on companies' sizes by the number of employees, shows that 143 firms have less than 50 employees*, 2 have between 50 and 250 employees* and 1 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 when it comes to numbers make up 69.51% 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	COMPANIA REGIONALA DE APA BACAU SA	716	44.28%
2	WABAG WATER SERVICES SRL	159	9.83%
3	EURO-ECOLOGIC SRL	77	4.76%
4	DOMASO CONSTRUCT SRL	48	2.97%
5	TOI TOI & DIXI SRL	30	1.86%
6	ECO PUBLIC SRL	23	1.42%
7	REDISZA SA	21	1.30%
8	GOSPODARIE COMUNALA TUSNAD SRL	19	1.18%
9	ACTIV AQUA SRL	16	0.99%
10	SERVICII PENTRU COMUNITATE NUCET SRL	15	0.93%

The Sewerage industry is the 79th largest employer in the country with 1,617 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 Sewerage industry to change at a compound annual growth rate (CAGR) of 5.42% in 2017.

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