

# SeeNews

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for Southeast Europe



## Industry Report

Water collection, treatment and  
supply  
2016  
ROMANIA

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## I. KEY INDICATORS

- The Water collection, treatment and supply industry in Romania was represented by 290 companies at the end of 2016, compared to 269 in the previous year and 258 in 2014.
- The industry's net profit amounted to RON 394,976,884 in 2016.
- The industry's total revenue was RON 3,846,048,400 in 2016, down by 0.65% compared to the previous year.
- The combined costs of the companies in the Water collection, treatment and supply industry reached RON 3,360,919,873 in 2016, up by 2.30% year-on-year.
- The industry's total revenue makes up 0.41% to the country's Gross domestic product (GDP) in 2016, compared to 0.45% for 2015 and 0.45% in 2014.
- A total of 34,224 people were employed in the Water collection, treatment and supply industry in 2016, compared to 34,131 in 2015 and 34,431 in 2014.
- Most of the companies in the industry are based in Bucharest, followed by Tulcea and Bihor.

## II. INTRODUCTION

In 2016 the companies in the Water collection, treatment and supply industry numbered 290.

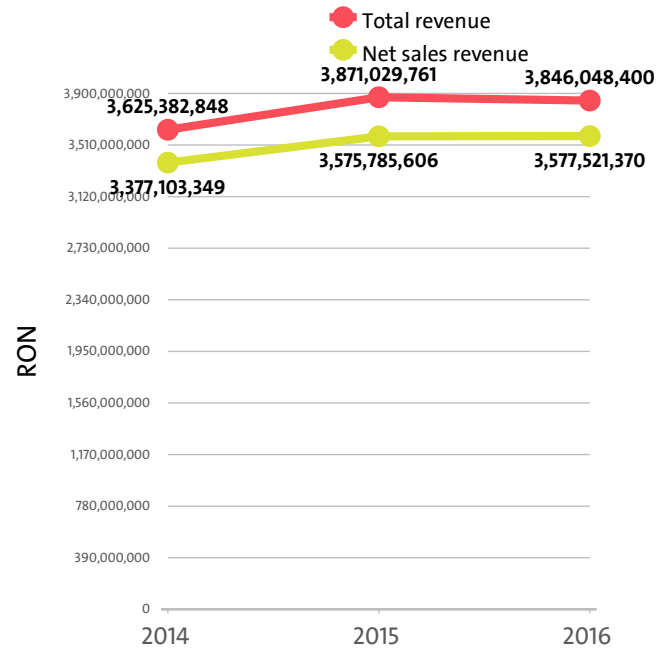
In 2015 there were a total of 269 companies operating in the industry. In 2014 their number totalled 258.

### NUMBER OF COMPANIES IN WATER COLLECTION, TREATMENT AND SUPPLY INDUSTRY BY SECTORS

SECTOR	2016	2015	2014
WATER COLLECTION, TREATMENT AND SUPPLY	290	269	258

## III. REVENUES

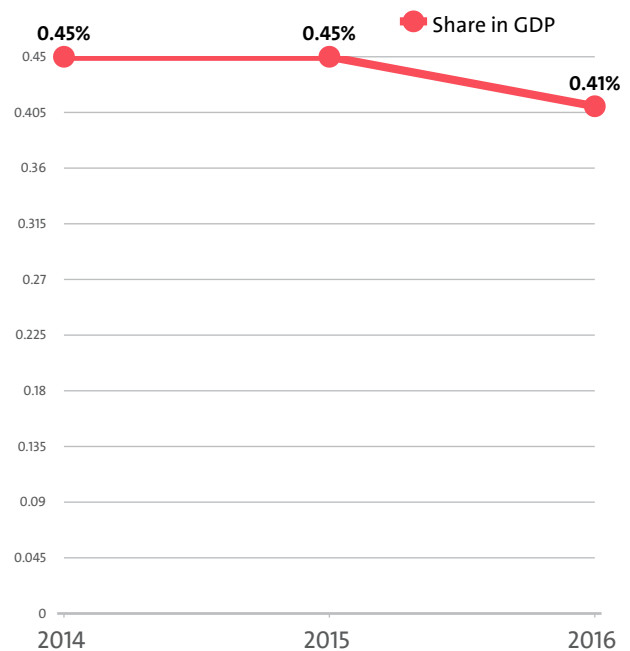
The total revenue in the industry was RON 3,846,048,400 in 2016, RON 3,871,029,761 in 2015 and 3,625,382,848 in 2014.



The companies in the Water collection, treatment and supply market of Romania earned combined net sales revenues of RON 3,577,521,370 in 2016.

In annual terms, sales marked an increase of 0.05% compared to 2015. In comparison to 2014 they grew by 5.93%. In 2015 sales went up by 5.88% year-on-year.

The Water collection, treatment and supply industry total revenue make up 0.41% to the country's GDP in 2016, compared to 0.45% for 2015 and 0.45% in 2014.



We expect, based on the trend in the last three years, the total revenue of the Water collection, treatment and supply industry to change at a compound annual growth rate (CAGR) of 3.00% in 2017.

The top 10 companies in terms of total revenue in Water collection, treatment and supply accounted for 52.32% of the

industry's total in 2016, 53.02% in 2015 and 54.64% in 2014.

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

RANK	COMPANY	TOTAL REVENUE (RON)	NET SALE REVENUE (RON)
1	APA NOVA BUCHAREST SA	724,264,289	693,536,738
2	RAJA SA	283,565,920	270,803,067
3	COMPANIA DE APA SOMES SA	188,768,055	176,856,292
4	APAVITAL SA	153,983,201	140,814,031
5	AQUATIM SA	151,071,069	132,489,255
6	COMPANIA APA BRASOV SA	115,635,200	110,857,531
7	COMPANIA AQUASERV SA	103,884,931	96,989,975
8	COMPANIA DE APA OLTENIA SA	101,737,005	90,920,967
9	APA CANAL SA	99,315,034	95,531,405
10	APA-CANAL 2000 SA	90,035,369	74,580,006

The total revenues of the top 10 companies in the Water collection, treatment and supply were 0.22% of GDP in 2016, compared to 0.24% for 2015 and 0.24% in 2014.

The top 10 by assets in the Water collection, treatment and supply market made up RON 1,528,413,406, or 42.72% of the total net sales revenue.

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

RANK	COMPANY	RON
1	APA NOVA BUCHAREST SA	1,363,249,335
2	COMPANIA APA BRASOV SA	781,597,034
3	COMPANIA JUDETEANA APA SERV SA	777,707,101
4	COMPANIA DE APA OLTENIA SA	689,407,061
5	AQUATIM SA	669,315,222
6	APA-CANAL 2000 SA	628,346,142
7	VITAL SA	567,293,987
8	COMPANIA DE APA SOMES SA	543,901,425
9	COMPANIA AQUASERV SA	535,314,412
10	AQUACARAS SA	531,359,719

#### TOP 10 COMPANIES BY TOTAL REVENUE IN THE INDUSTRY WERE:

COMPANY	RON
APA NOVA BUCHAREST SA	724,264,289
RAJA SA	283,565,920
COMPANIA DE APA SOMES SA	188,768,055
APAVITAL SA	153,983,201
AQUATIM SA	151,071,069
COMPANIA APA BRASOV SA	115,635,200
COMPANIA AQUASERV SA	103,884,931
COMPANIA DE APA OLTENIA SA	101,737,005
APA CANAL SA	99,315,034
APA-CANAL 2000 SA	90,035,369

The 10 largest companies in terms of total revenue in sector Water collection, treatment and supply earned total revenue of RON 2,012,260,073 and accounted for 52.32% of the industry's total revenue.

## IV. EXPENSES

The combined costs of the companies in the Water collection, treatment and supply industry reached RON 3,360,919,873 in 2016.

In annual terms, total expenses increased by 2.30% compared

to 2015 and rose by 7.23% in comparison to 2014.

We expect, based on the trend in the last three years, the total costs of the Water collection, treatment and supply industry to change at a compound annual growth rate (CAGR) of 3.55% in 2017.

Employment expenses in the Water collection, treatment and supply industry rose by 7.19% on the year to RON 1,444,790,449 in 2016.

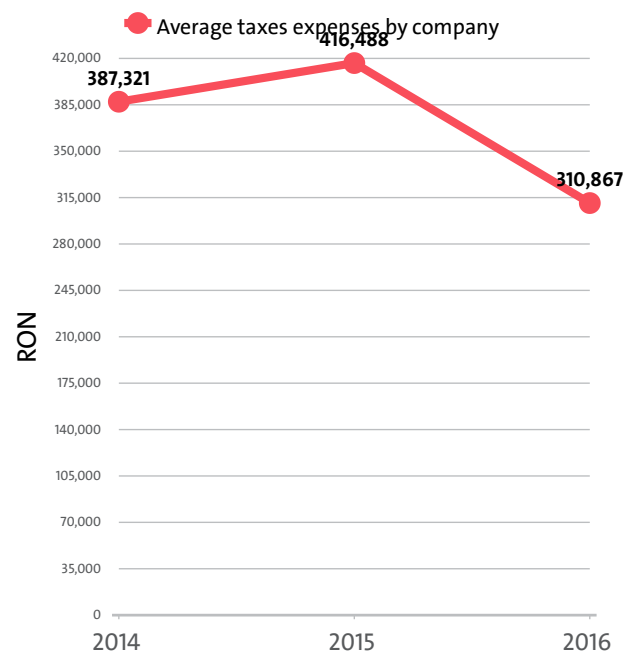
The highest growth in labour costs, of 7.19%, was registered by Water collection, treatment and supply.

The monthly costs per employee in the Water collection, treatment and supply industry averaged RON 3,518 in 2016, RON 3,291 in 2015 and RON 3,200 in 2014.

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

RANK	COMPANY	RON
1	AQUA TRANS MURES SA	9,253
2	VEOLIA APA SERVICII SRL	8,963
3	APA NOVA BUCHAREST SA	7,861
4	PROWATER-ECOSISTEM SRL	6,149
5	BRIJANA COM SRL	6,070
6	AMINODAN ENVIRONMENT SRL	6,027
7	TECNICAS DE DESALINIZACION DE AGUAS SA TELDE-SUCURSALA BUCURESTI	5,256
8	APA NOVA PLOIESTI SRL	5,032
9	VLADY AQUASOLUTIONS SRL	4,896
10	AQUATIM SA	4,611

The industry's tax expenses stood at RON 90,151,643 in 2016. In 2015 it paid taxes of RON 112,035,384. In 2014 the industry paid RON 99,929,026 in taxes.



## V. PROFITABILITY

The industry's net profit amounted to RON 394,976,884 in 2016, compared to a net profit of RON 473,744,223 in 2015

and a net profit of RON 391,202,377 in 2014.

#### TOP 10 COMPANIES BY HIGHEST NET PROFIT IN WATER COLLECTION, TREATMENT AND SUPPLY

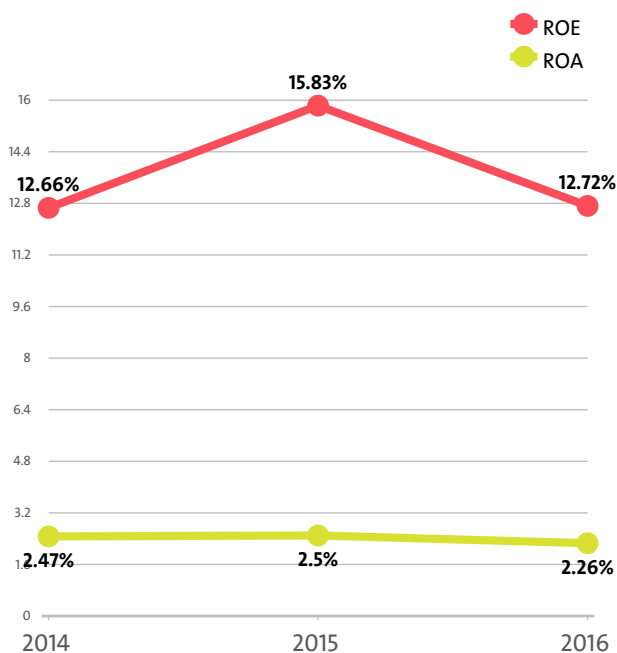
RANK	COMPANY	RON
1	APA NOVA BUCHAREST SA	118,098,743
2	COMPANIA DE APA SOMES SA	21,350,359
3	RAJA SA	20,788,873
4	COMPANIA DE APA ORADEA SA	19,295,825
5	COMPANIA AQUASERV SA	17,095,364
6	APA CANAL SA	15,064,710
7	COMPANIA DE APA OLTENIA SA	13,864,653
8	APA CANAL SA	13,697,783
9	APAVITAL SA	12,484,704
10	APA-CANAL 2000 SA	12,452,063

#### TOP COMPANIES BY HIGHEST NET LOSS IN WATER COLLECTION, TREATMENT AND SUPPLY

RANK	COMPANY	RON
1	TECNICAS DE DESALINIZACION DE AGUAS SA TELDE-SUCURSALA BUCURESTI	4,778,770
2	APA-CANAL SA	1,470,374
3	AQUA TRANS MURES SA	981,848
4	APA CANAL SALUBRITATE SRL	507,894
5	ACTIVITATEA GOSCOM SA	499,208

The Water collection, treatment and supply industry's return on equity (ROE) is 12.72% compared to 15.83% in 2015 and 12.66% in 2014.

The Water collection, treatment and supply's return on assets (ROA) was 2.26%, while in 2015 it amounted to 2.50% and 2.47% in 2014.



#### TOP 10 COMPANIES BY HIGHEST AVERAGE NET PROFIT PER EMPLOYEE IN WATER COLLECTION, TREATMENT AND SUPPLY

RANK	COMPANY	RON	COMPANY HEADQUARTERS (CITY)
1	AMINODAN ENVIRONMENT SRL	258,072	BUCHAREST
2	AMETIST AQUA SRL	165,265	ILFOV
3	DCR DAN INSTAL SRL-D	152,871	CLUJ
4	ECOLIFE SYSTEMS TECHNOLOGIES SRL	128,517	BUCHAREST
5	A & F MAGUREANA SRL	119,260	CARAS-SEVERIN
6	VIVA IMPERIAL CONSTRUCT SRL	115,590	BIHOR
7	VAST IMPEX SRL	79,289	CONSTANTA
8	MARI CAR-ROMA SRL	74,932	BRASOV
9	MOTRIS COMPANY SRL	65,863	BACAU
10	APA NOVA BUCHAREST SA	58,581	BUCHAREST

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

The average net sales revenue per employee in the Water collection, treatment and supply industry amounted to RON 104,533 in 2016, down by 0.22% compared to 2015 and up by 6.58% compared to 2014.

The Water collection, treatment and supply field generated an average RON 112,379 in total revenue per employee. In 2015 and 2014 the figure was RON 113,417 and RON 105,294, respectively.

The average total revenue per company in the Water collection, treatment and supply industry decreased to RON 13,262,236 in 2016 from RON 14,390,445 in 2015. The 2014 value was RON 14,051,872.

A company in the Water collection, treatment and supply sector made on average a net sales revenue of RON 12,336,281 in 2016, compared to RON 13,292,883 in 2015 and RON 13,089,548 in 2014.

The Water collection, treatment and supply industry made 0.30% of the overall sales country-wide, decreasing its market share by 0.01 pp.

#### AVERAGE REVENUES PER EMPLOYEE IN WATER COLLECTION, TREATMENT AND SUPPLY IN 2016

SECTOR	AVERAGE NET SALES REVENUE (RON)	AVERAGE TOTAL REVENUE (RON)	NUMBER OF EMPLOYEES
WATER COLLECTION, TREATMENT AND SUPPLY	104,533	112,379	34,224

#### AVERAGE REVENUE PER COMPANY IN WATER COLLECTION, TREATMENT AND SUPPLY IN 2016

SECTOR	AVERAGE NET SALES REVENUE (RON)	AVERAGE TOTAL REVENUE (RON)	NUMBER OF COMPANIES
WATER COLLECTION, TREATMENT AND SUPPLY	12,336,281	13,262,236	290

The total indebtedness of the companies in the Water collection, treatment and supply industry was RON 3,693,509,253 versus RON 3,454,552,137 a year ago. In 2014 the industry's indebtedness totalled RON 2,820,591,226.

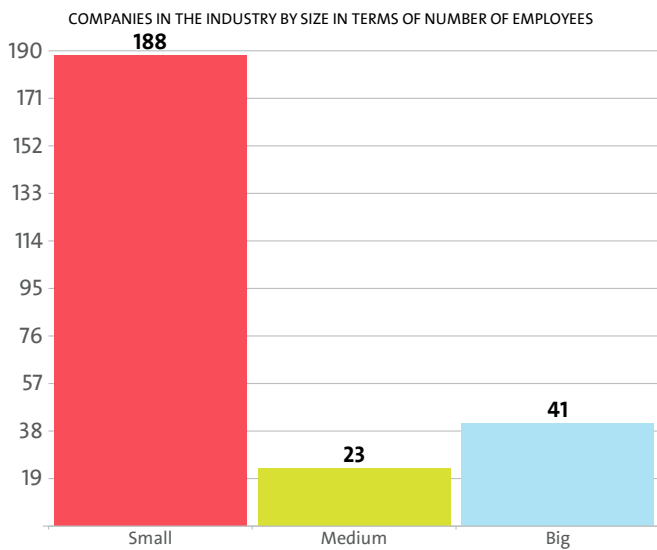
Debt-to-assets ratio of the companies in the industry is 0.21 in 2016. It was 0.18 in 2015 and 0.18 in 2014.

## VI. EMPLOYMENT

A total of 34,224 people were employed in the Water collection, treatment and supply field at the end of 2016, compared to 34,131 in 2015 and 34,431 in 2014.

The analysis on companies' sizes by the number of employees, shows that 188 firms have less than 50 employees\*, 23 have between 50 and 250 employees\* and 41 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 38.30% 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	RAJA SA	2,091	6.11%
2	APA NOVA BUCHAREST SA	2,016	5.89%
3	COMPANIA DE APA SOMES SA	1,946	5.69%
4	APAVITAL SA	1,211	3.54%
5	COMPANIA DE APA OLTENIA SA	1,111	3.25%
6	APA PROD SA	1,042	3.04%
7	APA CANAL SA	1,002	2.93%
8	AQUATIM SA	900	2.63%
9	COMPANIA DE APA ARAD SA	898	2.62%
10	COMPANIA APA BRASOV SA	890	2.60%

The Water collection, treatment and supply industry is the 38th largest employer in the country with 34,224 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 Water collection, treatment and supply industry to change at a compound annual growth rate (CAGR) of -0.30% in 2017.

# Do not hesitate to contact us

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