

# SeeNews

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## Industry Report

Wholesale trade, except of motor  
vehicles and motorcycles

2016

ROMANIA

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## I. KEY INDICATORS

- The Wholesale trade, except of motor vehicles and motorcycles industry in Romania was represented by 56,889 companies at the end of 2016, compared to 55,740 in the previous year and 53,197 in 2014.
- The industry's net profit amounted to RON 9,860,789,440 in 2016.
- The industry's total revenue was RON 263,084,708,285 in 2016, up by 4.88% compared to the previous year.
- The combined costs of the companies in the Wholesale trade, except of motor vehicles and motorcycles industry reached RON 251,097,449,527 in 2016, up by 4.13% year-on-year.
- The industry's total revenue makes up 28.24% to the country's Gross domestic product (GDP) in 2016, compared to 29.08% for 2015 and 27.92% in 2014.
- A total of 291,427 people were employed in the Wholesale trade, except of motor vehicles and motorcycles industry in 2016, compared to 279,449 in 2015 and 271,580 in 2014.
- Most of the companies in the industry are based in Bucharest, followed by Ilfov and Bihor.

## II. INTRODUCTION

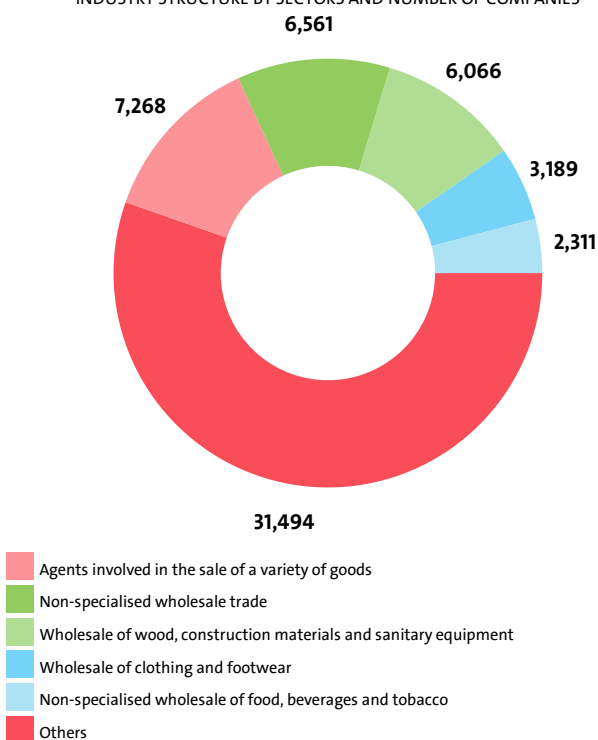
In 2016 the companies in the Wholesale trade, except of motor vehicles and motorcycles industry numbered 56,889, distributed in 48 sectors.

In 2015 there were a total of 55,740 companies operating in the industry. In 2014 their number totalled 53,197.

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

SECTOR	2016	2015	2014
AGENTS INVOLVED IN THE SALE OF A VARIETY OF GOODS	7,268	6,952	6,618
NON-SPECIALISED WHOLESALE TRADE	6,561	6,412	6,092
WHOLESALE OF WOOD, CONSTRUCTION MATERIALS AND SANITARY EQUIPMENT	6,066	5,963	5,723
WHOLESALE OF CLOTHING AND FOOTWEAR	3,189	3,169	3,033
NON-SPECIALISED WHOLESALE OF FOOD, BEVERAGES AND TOBACCO	2,311	2,302	2,248
WHOLESALE OF OTHER HOUSEHOLD GOODS	2,000	1,986	1,965
WHOLESALE OF FRUIT AND VEGETABLES	1,620	1,564	1,357
WHOLESALE OF OTHER MACHINERY AND EQUIPMENT	1,600	1,561	1,489
WHOLESALE OF PHARMACEUTICAL GOODS	1,499	1,485	1,390
AGENTS SPECIALISED IN THE SALE OF OTHER PARTICULAR PRODUCTS	1,461	1,355	1,266
AGENTS INVOLVED IN THE SALE OF TIMBER AND BUILDING MATERIALS	1,368	1,364	1,324
WHOLESALE OF GRAIN, UNMANUFACTURED TOBACCO, SEEDS AND ANIMAL FEEDS	1,236	1,195	1,122
WHOLESALE OF TEXTILES	1,119	1,097	1,048
WHOLESALE OF HARDWARE, PLUMBING AND HEATING EQUIPMENT AND SUPPLIES	1,092	1,109	1,079
WHOLESALE OF COMPUTERS, COMPUTER PERIPHERAL EQUIPMENT AND SOFTWARE	1,085	1,073	1,049
WHOLESALE OF CHEMICAL PRODUCTS	1,043	1,022	976
WHOLESALE OF SOLID, LIQUID AND GASEOUS FUELS AND RELATED PRODUCTS	1,017	1,014	949
WHOLESALE OF PERFUME AND COSMETICS	985	970	898
WHOLESALE OF ELECTRICAL HOUSEHOLD APPLIANCES	961	969	961
AGENTS INVOLVED IN THE SALE OF FOOD, BEVERAGES AND TOBACCO	959	935	888
AGENTS INVOLVED IN THE SALE OF MACHINERY, INDUSTRIAL EQUIPMENT, SHIPS AND AIRCRAFT	798	767	722
WHOLESALE OF BEVERAGES	768	750	712
WHOLESALE OF WASTE AND SCRAP	758	795	799
WHOLESALE OF ELECTRONIC AND TELECOMMUNICATIONS EQUIPMENT AND PARTS	711	682	662
AGENTS INVOLVED IN THE SALE OF TEXTILES, CLOTHING, FUR, FOOTWEAR AND LEATHER GOODS	710	710	695
WHOLESALE OF OTHER INTERMEDIATE PRODUCTS	679	683	665
WHOLESALE OF METALS AND METAL ORES	642	657	678
WHOLESALE OF COFFEE, TEA, COCOA AND SPICES	603	581	536
WHOLESALE OF MEAT AND MEAT PRODUCTS	593	590	523
WHOLESALE OF AGRICULTURAL MACHINERY, EQUIPMENT AND SUPPLIES	588	561	513
WHOLESALE OF FURNITURE, CARPETS AND LIGHTING EQUIPMENT	506	506	470
WHOLESALE OF CHINA AND GLASSWARE AND CLEANING MATERIALS	501	493	482
AGENTS INVOLVED IN THE SALE OF FUELS, ORES, METALS AND INDUSTRIAL CHEMICALS	484	476	460
WHOLESALE OF FLOWERS AND PLANTS	471	430	410
AGENTS INVOLVED IN THE SALE OF AGRICULTURAL RAW MATERIALS, LIVE ANIMALS, TEXTILE RAW MATERIALS AND SEMI-FINISHED GOODS	435	423	399
WHOLESALE OF MACHINE TOOLS	435	427	418
WHOLESALE OF SUGAR AND CHOCOLATE AND SUGAR CONFECTIONERY	419	432	398
WHOLESALE OF DAIRY PRODUCTS, EGGS AND EDIBLE OILS AND FATS	390	398	392

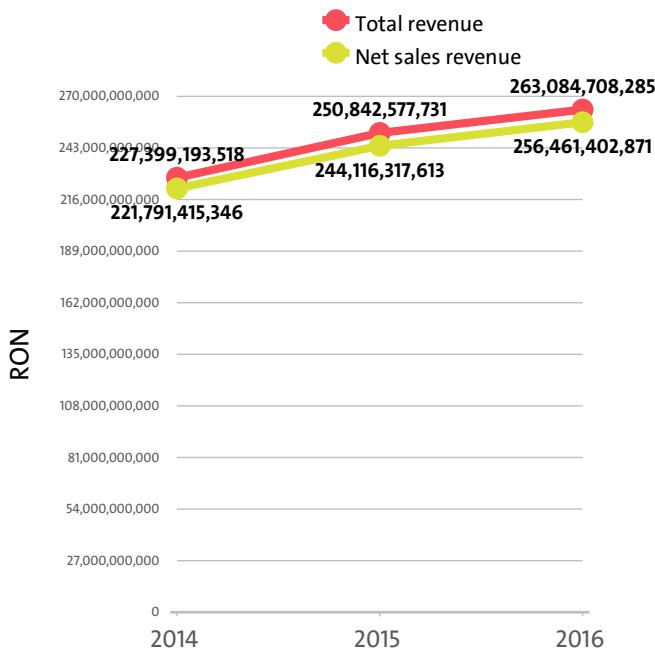
INDUSTRY STRUCTURE BY SECTORS AND NUMBER OF COMPANIES



WHOLESALE OF OTHER FOOD, INCLUDING FISH, CRUSTACEANS AND MOLLUSCS	385	375	356
AGENTS INVOLVED IN THE SALE OF FURNITURE, HOUSEHOLD GOODS, HARDWARE AND IRONMONGERY	357	354	338
WHOLESALE OF LIVE ANIMALS	238	207	183
WHOLESALE OF MINING, CONSTRUCTION AND CIVIL ENGINEERING MACHINERY	223	217	219
WHOLESALE OF WATCHES AND JEWELLERY	193	183	177
WHOLESALE OF OTHER OFFICE MACHINERY AND EQUIPMENT	173	172	167
WHOLESALE OF HIDES, SKINS AND LEATHER	168	161	144
WHOLESALE OF TOBACCO PRODUCTS	92	85	84
WHOLESALE OF MACHINERY FOR THE TEXTILE INDUSTRY AND OF SEWING AND KNITTING MACHINES	91	90	87
WHOLESALE OF OFFICE FURNITURE	38	38	33

### III. REVENUES

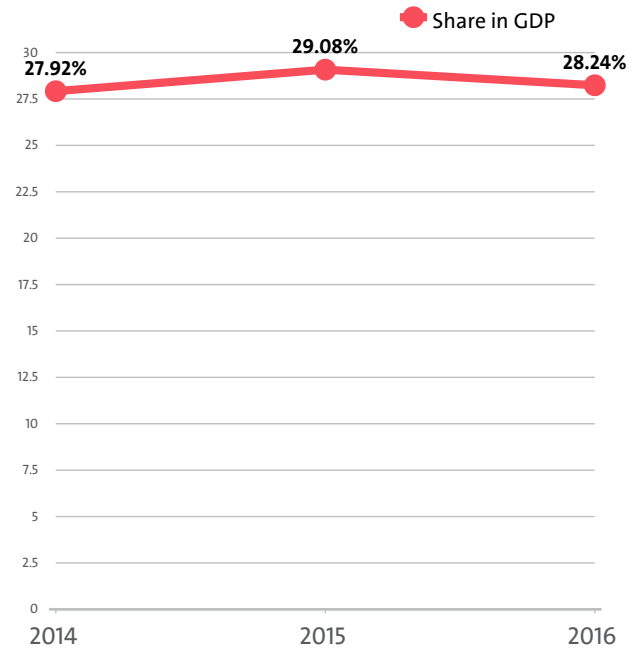
The total revenue in the industry was RON 263,084,708,285 in 2016, RON 250,842,577,731 in 2015 and 227,399,193,518 in 2014.



The companies in the Wholesale trade, except of motor vehicles and motorcycles market of Romania earned combined net sales revenues of RON 256,461,402,871 in 2016.

In annual terms, sales marked a growth of 5.06% compared to 2015. In comparison to 2014 they rose by 15.63%. In 2015 sales increased by 10.07% year-on-year.

The Wholesale trade, except of motor vehicles and motorcycles industry total revenue make up 28.24% to the country's GDP in 2016, compared to 29.08% for 2015 and 27.92% in 2014.



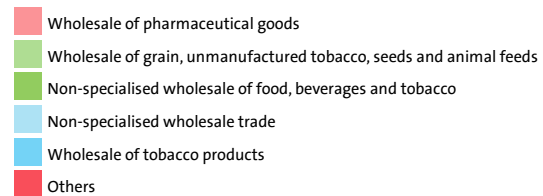
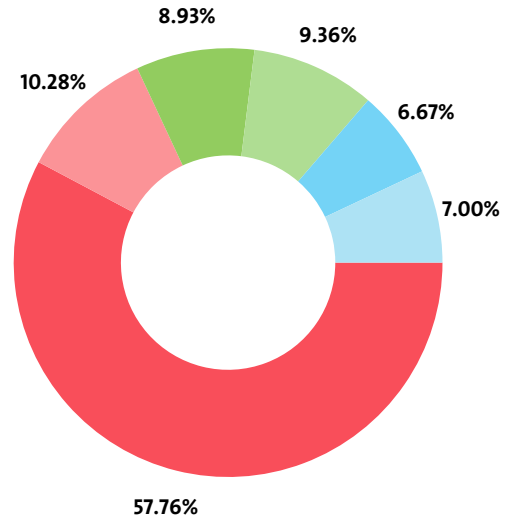
We expect, based on the trend in the last three years, the total revenue of the Wholesale trade, except of motor vehicles and motorcycles industry to change at a compound annual growth rate (CAGR) of 7.56% in 2017.

#### NET SALES REVENUE BY SECTORS

RANK	SECTOR	NET SALES REVENUE (RON)
1	WHOLESALE OF PHARMACEUTICAL GOODS	26,363,305,585
2	WHOLESALE OF GRAIN, UNMANUFACTURED TOBACCO, SEEDS AND ANIMAL FEEDS	24,009,655,383
3	NON-SPECIALISED WHOLESALE OF FOOD, BEVERAGES AND TOBACCO	22,893,399,324
4	NON-SPECIALISED WHOLESALE TRADE	17,960,472,210
5	WHOLESALE OF TOBACCO PRODUCTS	17,108,727,166
6	WHOLESALE OF WOOD, CONSTRUCTION MATERIALS AND SANITARY EQUIPMENT	16,214,413,866
7	WHOLESALE OF CHEMICAL PRODUCTS	11,757,248,649
8	WHOLESALE OF SOLID, LIQUID AND GASEOUS FUELS AND RELATED PRODUCTS	8,685,292,176
9	WHOLESALE OF ELECTRONIC AND TELECOMMUNICATIONS EQUIPMENT AND PARTS	8,654,730,748
10	WHOLESALE OF OTHER HOUSEHOLD GOODS	7,647,560,167
11	WHOLESALE OF BEVERAGES	6,447,006,132
12	AGENTS INVOLVED IN THE SALE OF A VARIETY OF GOODS	6,275,634,860
13	WHOLESALE OF COMPUTERS, COMPUTER PERIPHERAL EQUIPMENT AND SOFTWARE	5,840,416,647
14	WHOLESALE OF OTHER MACHINERY AND EQUIPMENT	5,720,922,407
15	WHOLESALE OF METALS AND METAL ORES	5,713,933,749
16	WHOLESALE OF MEAT AND MEAT PRODUCTS	5,467,054,606
17	WHOLESALE OF FRUIT AND VEGETABLES	5,400,580,978
18	AGENTS INVOLVED IN THE SALE OF FUELS, ORES, METALS AND INDUSTRIAL CHEMICALS	5,073,422,049
19	WHOLESALE OF PERFUME AND COSMETICS	4,854,527,737
20	WHOLESALE OF ELECTRICAL HOUSEHOLD APPLIANCES	4,535,920,014
21	WHOLESALE OF HARDWARE, PLUMBING AND HEATING EQUIPMENT AND SUPPLIES	4,011,279,232
22	WHOLESALE OF SUGAR AND CHOCOLATE AND SUGAR CONFECTIONERY	2,931,895,339
23	AGENTS INVOLVED IN THE SALE OF FOOD, BEVERAGES AND TOBACCO	2,179,150,552
24	WHOLESALE OF DAIRY PRODUCTS, EGGS AND EDIBLE OILS AND FATS	2,113,001,322

25	WHOLESALE OF AGRICULTURAL MACHINERY, EQUIPMENT AND SUPPLIES	2,092,566,827
26	WHOLESALE OF CLOTHING AND FOOTWEAR	2,002,779,300
27	AGENTS SPECIALISED IN THE SALE OF OTHER PARTICULAR PRODUCTS	1,949,463,602
28	AGENTS INVOLVED IN THE SALE OF MACHINERY, INDUSTRIAL EQUIPMENT, SHIPS AND AIRCRAFT	1,915,278,078
29	WHOLESALE OF COFFEE, TEA, COCOA AND SPICES	1,877,998,394
30	WHOLESALE OF MACHINE TOOLS	1,671,344,453
31	WHOLESALE OF OTHER FOOD, INCLUDING FISH, CRUSTACEANS AND MOLLUSCS	1,669,872,187
32	WHOLESALE OF CHINA AND GLASSWARE AND CLEANING MATERIALS	1,653,181,232
33	WHOLESALE OF LIVE ANIMALS	1,540,365,435
34	WHOLESALE OF OTHER INTERMEDIATE PRODUCTS	1,539,061,449
35	AGENTS INVOLVED IN THE SALE OF TIMBER AND BUILDING MATERIALS	1,445,253,991
36	WHOLESALE OF FURNITURE, CARPETS AND LIGHTING EQUIPMENT	1,444,904,859
37	AGENTS INVOLVED IN THE SALE OF AGRICULTURAL RAW MATERIALS, LIVE ANIMALS, TEXTILE RAW MATERIALS AND SEMI-FINISHED GOODS	1,374,745,889
38	WHOLESALE OF TEXTILES	1,231,215,172
39	WHOLESALE OF WASTE AND SCRAP	1,145,019,481
40	WHOLESALE OF MINING, CONSTRUCTION AND CIVIL ENGINEERING MACHINERY	1,138,633,535
41	AGENTS INVOLVED IN THE SALE OF TEXTILES, CLOTHING, FUR, FOOTWEAR AND LEATHER GOODS	873,696,493
42	WHOLESALE OF OTHER OFFICE MACHINERY AND EQUIPMENT	553,350,751
43	AGENTS INVOLVED IN THE SALE OF FURNITURE, HOUSEHOLD GOODS, HARDWARE AND IRONMONGERY	494,792,655
44	WHOLESALE OF FLOWERS AND PLANTS	295,277,191
45	WHOLESALE OF HIDES, SKINS AND LEATHER	294,133,912
46	WHOLESALE OF MACHINERY FOR THE TEXTILE INDUSTRY AND OF SEWING AND KNITTING MACHINES	177,217,437
47	WHOLESALE OF WATCHES AND JEWELLERY	151,907,750
48	WHOLESALE OF OFFICE FURNITURE	69,791,900

INDUSTRY'S NET SALES REVENUE STRUCTURE BY SECTORS



The highest growth, of 39.79%, was recorded by Wholesale of furniture, carpets and lighting equipment, while Wholesale of hides, skins and leather registered the sharpest decline, of 15.93%.

#### TOP COMPANIES' REVENUE BY SECTORS

SEGMENT	COMPANY	TOTAL REVENUE (RON)	NET SALES REVENUE (RON)
<b>WHOLESALE OF BEVERAGES</b>			
	CARLSROM BEVERAGE CO SRL	439,963,119	435,614,690
	SIMBA INVEST SRL	342,222,294	336,029,380
	VALVIS HOLDING DISTRIBUTION SA	234,079,526	233,882,235
<b>WHOLESALE OF FURNITURE, CARPETS AND LIGHTING EQUIPMENT</b>			
	PHILIPS LIGHTING ROMANIA SRL	239,682,157	236,208,266
	AX PERPETUUM IMPEX SRL	163,417,874	148,504,332
	TECHO ROMANIA SRL	66,563,016	66,335,018
<b>AGENTS INVOLVED IN THE SALE OF A VARIETY OF GOODS</b>			
	GERMANOS TELECOM ROMANIA SA	186,647,868	177,521,870
	SIDE GRUP SRL	133,179,156	132,761,039
	GENERAL ELECTRIC MEDICAL SYSTEMS ROMANIA SRL	115,868,412	111,902,937
<b>AGENTS SPECIALISED IN THE SALE OF OTHER PARTICULAR PRODUCTS</b>			
	MARTUR AUTOMOTIVE SEATING AND INTERIORS SRL	263,057,503	250,109,664
	SCALA ASSISTANCE SRL	166,820,099	166,484,868
	CHIMIMPORTEXPORT PLURIMEX SRL	82,541,772	65,718,629
<b>WHOLESALE OF FRUIT AND VEGETABLES</b>			
	DECO FRUCHT SRL	222,222,047	221,242,679
	OZR FRUIT SRL	169,066,468	167,975,497
	G&A FRUIT BUSINESS SRL	162,674,683	162,013,436
<b>WHOLESALE OF COFFEE, TEA, COCOA AND SPICES</b>			
	JACOBS DOUWE EGBERTS RO SRL	362,505,307	360,149,962
	ALKA TRADING CO SRL	166,748,611	165,959,323
	ZOZO CAFE DISTRIBUTION SRL	102,083,967	100,834,520
<b>WHOLESALE OF SUGAR AND CHOCOLATE AND SUGAR CONFECTIONERY</b>			
	FERRERO ROMANIA SRL	402,786,426	378,447,163
	SECA DISTRIBUTION SRL	396,453,948	390,829,648
	D.R.I.M. DANIEL SRL	270,078,343	268,722,443

WHOLESALE OF TOBACCO PRODUCTS		
BRITISH AMERICAN TOBACCO (ROMANIA) TRADING SRL	8,223,512,326	8,178,790,135
J.T. INTERNATIONAL (ROMANIA) SRL	3,613,445,823	3,608,063,837
PHILIP MORRIS TRADING SRL	2,239,598,981	2,235,392,822
WHOLESALE OF ELECTRONIC AND TELECOMMUNICATIONS EQUIPMENT AND PARTS		
SAMSUNG ELECTRONICS ROMANIA SRL	3,659,577,854	3,643,174,063
HUAWEI TECHNOLOGIES SRL	1,273,374,333	1,253,112,764
GERSIM IMPEX SRL	896,139,645	855,919,777
AGENTS INVOLVED IN THE SALE OF AGRICULTURAL RAW MATERIALS, LIVE ANIMALS, TEXTILE RAW MATERIALS AND SEMI-FINISHED GOODS		
EAST GRAIN SRL	178,355,437	177,809,199
AUTOCORA SRL	166,027,959	165,958,814
GRAINS & MEALS MNMI DISTRIBUTION SRL	136,884,237	136,132,364
NON-SPECIALISED WHOLESALE OF FOOD, BEVERAGES AND TOBACCO		
METRO CASH & CARRY ROMANIA SRL	4,392,442,208	4,356,994,496
SELGROS CASH & CARRY SRL	3,764,813,216	3,296,805,068
TRANSILVANIA GENERAL IMPORT-EXPORT SRL	773,608,228	765,698,199
WHOLESALE OF OTHER FOOD, INCLUDING FISH, CRUSTACEANS AND MOLLUSCS		
ZONE INTERNATIONAL TRADING SRL	119,111,776	119,537,135
PARMAFOOD GROUP DISTRIBUTION SRL	92,191,804	91,651,786
ROYAL CANIN ROMANIA SRL	89,973,083	89,779,225
AGENTS INVOLVED IN THE SALE OF FURNITURE, HOUSEHOLD GOODS, HARDWARE AND IRONMONGERY		
LINEA MEX SRL	88,582,929	87,798,038
G-U FERROM COM SRL	41,379,356	34,346,385
SCAROM SRL	26,461,898	26,379,354
AGENTS INVOLVED IN THE SALE OF MACHINERY, INDUSTRIAL EQUIPMENT, SHIPS AND AIRCRAFT		
SIEMENS SRL	563,251,425	506,881,375
DAAS IMPEX SRL	110,924,611	109,013,143
COMPANIA NATIONALA ROMTEHNICA SA	89,709,511	16,855,749
AGENTS INVOLVED IN THE SALE OF FOOD, BEVERAGES AND TOBACCO		
AGRIROM SRL	183,266,627	180,757,893
DIOGENE DISTRIBUTIE SRL	135,402,215	134,000,130
ECUATOR SRL	127,143,708	125,078,027
AGENTS INVOLVED IN THE SALE OF TEXTILES, CLOTHING, FUR, FOOTWEAR AND LEATHER GOODS		
IC GROUP SOURCING ROMANIA SRL	271,995,552	265,319,960
KOTON SRL	102,596,149	98,607,542
SMS ROMANIA SRL	72,432,868	71,477,627
NON-SPECIALISED WHOLESALE TRADE		
MARATHON DISTRIBUTION GROUP SRL	431,583,774	425,350,742
BLACK SEA SUPPLIERS SRL	378,491,968	372,876,622
UNITED METAL TRADING CORPORATION SRL	236,781,277	236,781,277
AGENTS INVOLVED IN THE SALE OF FUELS, ORES, METALS AND INDUSTRIAL CHEMICALS		
OMV PETROM GAS SRL	3,194,650,702	3,162,115,304
GASPECO L&D SA (FORMERLY KNOWN AS PETROM LPG SA)	403,221,069	391,254,163
TREND ENERGY SRL	278,136,678	277,902,879
WHOLESALE OF WASTE AND SCRAP		
METALROM SRL	134,979,728	132,454,983
ENERGROM SRL	132,347,802	130,745,213
HAMBURGER RECYCLING ROMANIA SRL	65,664,129	64,514,565
WHOLESALE OF OTHER INTERMEDIATE PRODUCTS		
ALBIS PLASTIC SRL	98,626,557	97,990,317
EUROPAPIER ROMANIA SRL	90,230,017	87,031,549
MERT SA	89,227,790	84,941,638
WHOLESALE OF CHEMICAL PRODUCTS		

AGRICOVER SRL - NON-EXISTENT	1,179,959,522	1,144,528,876
BAYER SRL	761,582,741	760,147,580
ALCEDO SRL	597,021,961	582,573,417
WHOLESALE OF HARDWARE, PLUMBING AND HEATING EQUIPMENT AND SUPPLIES		
ROMSTAL IMEX SRL	630,664,667	612,368,064
HONEYWELL ROMANIA SRL	217,441,163	212,455,889
MELINDA-IMPEX INSTAL SA	188,074,197	152,773,106
WHOLESALE OF WOOD, CONSTRUCTION MATERIALS AND SANITARY EQUIPMENT		
ARABESQUE SRL	1,642,836,711	1,584,874,149
INTERTRANSCOM IMPEX SRL	312,463,089	303,897,608
MITLIV EXIM SRL	265,180,628	257,609,137
WHOLESALE OF METALS AND METAL ORES		
MAIRON GALATI SA	823,058,529	819,187,658
A-KEMI SRL	185,450,760	185,349,302
BAUROM CONSTRUCT SRL	181,970,276	179,931,955
WHOLESALE OF SOLID, LIQUID AND GASEOUS FUELS AND RELATED PRODUCTS		
OSCAR DOWNSTREAM SRL	1,760,208,370	1,717,258,396
WIEE ROMANIA SRL	432,777,610	431,348,576
ROMPETROL GAS SRL	432,310,030	424,531,738
WHOLESALE OF GRAIN, UNMANUFACTURED TOBACCO, SEEDS AND ANIMAL FEEDS		
ADM ROMANIA TRADING SRL (FORMERLY KNOWN AS ALFRED C. TOEPFER INTERNATIONAL (ROMANIA) SRL)	3,462,488,747	3,359,200,939
AMEROPA GRAINS SA	2,665,445,738	2,647,748,817
CARGILL AGRICULTURA SRL	2,155,449,497	2,088,342,314
WHOLESALE OF FLOWERS AND PLANTS		
FLOWERS MARKET HOLLAND SRL	26,285,537	25,278,562
FLOR DE LOS ANDES SRL	12,672,986	13,060,987
STANJENEL SRL	12,523,792	12,047,984
WHOLESALE OF LIVE ANIMALS		
MARIA TRADING SRL	295,655,791	244,936,797
AL KASTAL CHARTERING SRL	172,978,834	168,189,850
ALNASER SRL	102,101,396	96,930,148
WHOLESALE OF HIDES, SKINS AND LEATHER		
CATOANTUD SRL	65,316,052	64,090,094
BANTUT SRL	33,148,351	27,913,629
TUE EXP SRL	19,717,240	17,840,605
WHOLESALE OF MINING, CONSTRUCTION AND CIVIL ENGINEERING MACHINERY		
BERGERAT MONNOYEUR SRL	173,281,758	167,212,437
WIRTGEN ROMANIA SRL	119,049,499	114,997,637
MARCOM R.M.C. 94 SRL	97,862,033	93,651,929
WHOLESALE OF CHINA AND GLASSWARE AND CLEANING MATERIALS		
FICOSOTA MARKETING ROMANIA SRL	164,792,149	164,223,491
INTERSTAR CHIM SA	136,999,673	134,826,473
DCN EU RETAIL SRL	134,404,594	134,042,278
AGENTS INVOLVED IN THE SALE OF TIMBER AND BUILDING MATERIALS		
ERBASU GENERAL CONSTRUCT SA	82,142,238	82,386,385
EUROFORESTER INTERNATIONAL SRL	59,493,445	59,254,761
HUMANIK IMPORT-EXPORT SRL	49,723,313	48,430,532
WHOLESALE OF DAIRY PRODUCTS, EGGS AND EDIBLE OILS AND FATS		
DELACO DISTRIBUTION SA	340,807,099	335,813,513
NORDIC IMPORT EXPORT CO SRL	239,448,730	237,731,630
WHITELAND IMPORT EXPORT SRL	180,567,230	174,174,470
WHOLESALE OF WATCHES AND JEWELLERY		
CHRONOTIME INTERNATIONAL SRL	31,932,622	19,731,470
SEVDA IMPEX SRL	26,527,428	26,344,472
RANKINE SRL	11,057,084	10,865,175
WHOLESALE OF OTHER HOUSEHOLD GOODS		
PROCTER & GAMBLE DISTRIBUTION SRL	1,395,058,937	1,394,370,373
UNILEVER SOUTH CENTRAL EUROPE SA	867,860,265	867,153,378
RECKITT BENCKISER (ROMANIA) SRL	409,383,008	407,250,973
WHOLESALE OF OTHER MACHINERY AND EQUIPMENT		

IPSO SRL	682,408,082	675,987,616
ABB SRL	133,952,807	129,363,845
FERROLI - ROMANIA SRL	110,839,075	110,239,584
<b>WHOLESALE OF MEAT AND MEAT PRODUCTS</b>		
MACROMEX SRL	729,027,459	711,900,215
CRISTIM 2 PRODCOM SRL	607,682,432	606,288,260
AAYLEX DISTRIBUTION SRL	349,081,237	348,731,139
<b>WHOLESALE OF CLOTHING AND FOOTWEAR</b>		
E-QUATION SRL	147,221,493	144,148,683
AGRESIV C&B SRL	132,609,194	132,363,826
DAMAREX SRL	83,048,054	83,047,959
<b>WHOLESALE OF ELECTRICAL HOUSEHOLD APPLIANCES</b>		
PHILIPS ROMANIA SRL	408,892,227	384,814,755
ELBI ELECTRIC & LIGHTING SRL	388,141,884	378,227,168
VISUAL FAN SRL	319,549,768	306,064,596
<b>WHOLESALE OF OTHER OFFICE MACHINERY AND EQUIPMENT</b>		
KONICA MINOLTA BUSINESS SOLUTIONS ROMANIA SRL	101,689,739	99,922,696
ROPECO BUCURESTI SRL	64,356,054	64,095,624
COMSERVICE-COMPANY SRL	37,566,847	35,166,361
<b>WHOLESALE OF TEXTILES</b>		
YKK ROMANIA SRL	37,019,487	36,081,034
MELTEM TEXTIL SRL	26,600,577	26,039,792
TEXTURA RO SRL	25,301,383	25,297,187
<b>WHOLESALE OF PHARMACEUTICAL GOODS</b>		
MEDIPLUS EXIM SRL	4,014,231,485	3,992,297,908
FARMEXPERT D.C.I. SRL	2,895,912,211	2,877,865,376
FILDAS TRADING SRL	2,450,213,607	2,419,793,192
<b>WHOLESALE OF AGRICULTURAL MACHINERY, EQUIPMENT AND SUPPLIES</b>		
MEWI IMPORT EXPORT AGRAR INDUSTRIETECHNIK SRL	279,191,319	273,372,610
AGRITEHNICA SERVICE SRL	115,568,339	115,230,415
HUSQVARNA PADURE & GRADINA SRL	95,167,831	92,898,399
<b>WHOLESALE OF MACHINE TOOLS</b>		
ANDREAS STIHL MOTOUNELTE SRL	146,048,605	145,369,570
THONAUER AUTOMATIC SRL	99,430,885	97,752,313
STILL MATERIAL HANDLING ROMANIA SRL	82,225,701	81,334,139
<b>WHOLESALE OF PERFUME AND COSMETICS</b>		
INTERBRANDS MARKETING & DISTRIBUTION SRL	792,030,742	781,748,702
L'OREAL ROMANIA SRL	318,030,629	314,090,033
COLGATE - PALMOLIVE ROMANIA SRL	269,388,149	268,197,180
<b>WHOLESALE OF MACHINERY FOR THE TEXTILE INDUSTRY AND OF SEWING AND KNITTING MACHINES</b>		
JRO MASINI DE CUSUT INDUSTRIALE SRL	26,321,689	26,111,128
LECTRA DEUTSCHLAND SRL ISMANING SUCURSALA CLUJ	21,909,238	20,562,240
BRO ROM INDUSTRIAL MACHINES-SIBIU SRL	13,358,785	13,572,775
<b>WHOLESALE OF OFFICE FURNITURE</b>		
STORE BUILDING PARTNERS SRL	14,659,587	14,375,646
KINNARPS SRL	9,053,938	8,866,756
PADMA TRADING SRL	8,181,085	7,959,805
<b>WHOLESALE OF COMPUTERS, COMPUTER PERIPHERAL EQUIPMENT AND SOFTWARE</b>		
NETWORK ONE DISTRIBUTION SRL	1,011,130,309	993,600,367
ELKOTECH ROMANIA SRL	282,780,895	279,158,823
ENTERPRISE SERVICES ROMANIA SRL	253,450,640	247,594,939

The top 10 companies in terms of total revenue in Wholesale trade, except of motor vehicles and motorcycles accounted for 15.16% of the industry's total in 2016, 14.57% in 2015 and 15.15% in 2014.

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

RANK	COMPANY	TOTAL REVENUE (RON)	NET SALE REVENUE (RON)
1	BRITISH AMERICAN TOBACCO (ROMANIA) TRADING SRL	8,223,512,326	8,178,790,135
2	METRO CASH & CARRY ROMANIA SRL	4,392,442,208	4,356,994,496
3	MEDIPLUS EXIM SRL	4,014,231,485	3,992,297,908
4	SELGROS CASH & CARRY SRL	3,764,813,216	3,296,805,068
5	SAMSUNG ELECTRONICS ROMANIA SRL	3,659,577,854	3,643,174,063
6	J.T. INTERNATIONAL (ROMANIA) SRL	3,613,445,823	3,608,063,837
7	ADM ROMANIA TRADING SRL (FORMERLY KNOWN AS ALFRED C. TOEPFER INTERNATIONAL (ROMANIA) SRL)	3,462,488,747	3,359,200,939
8	OMV PETROM GAS SRL	3,194,650,702	3,162,115,304
9	FARMEXPERT D.C.I. SRL	2,895,912,211	2,877,865,376
10	AMEROPA GRAINS SA	2,665,445,738	2,647,748,817

The total revenues of the top 10 companies in the Wholesale trade, except of motor vehicles and motorcycles were 4.28% of GDP in 2016, compared to 4.24% for 2015 and 4.23% in 2014.

The top 10 by assets in the Wholesale trade, except of motor vehicles and motorcycles field made up RON 32,183,761,599, or 12.55% of the total net sales revenue.

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

RANK	COMPANY	RON
1	MEDIPLUS EXIM SRL	2,544,373,294
2	COMPANIA NATIONALA ROMTEHNICA SA	2,153,072,097
3	BRITISH AMERICAN TOBACCO (ROMANIA) TRADING SRL	2,082,307,453
4	SELGROS CASH & CARRY SRL	2,063,239,185
5	METRO CASH & CARRY ROMANIA SRL	1,739,263,944
6	FILDAS TRADING SRL	1,528,828,529
7	FARMEXPERT D.C.I. SRL	1,449,016,350
8	ARABESQUE SRL	1,186,998,248
9	FARMEXIM SA	991,807,780
10	J.T. INTERNATIONAL (ROMANIA) SRL	892,343,891

#### TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD WHOLESALE OF BEVERAGES WERE:

COMPANY	RON
CARLSROM BEVERAGE CO SRL	439,963,119
SIMBA INVEST SRL	342,222,294
VALVIS HOLDING DISTRIBUTION SA	234,079,526
NITELA IMPEX SRL	201,098,417
B.D.G. IMPORT SRL	193,225,188
BERE BAUTURI BUCURESTI SA	185,145,790
MIRUNA INTERNATIONAL IMPEX SRL	182,623,389
FAREL IMPEX SRL	165,651,179
PERNOD RICARD ROMANIA SRL	146,696,777
ANTONY GROSS EXIM SRL	127,466,650

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 2,218,172,329 and accounted for 0.84% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE SECTOR WHOLESALE OF FURNITURE, CARPETS AND LIGHTING EQUIPMENT WERE:**

COMPANY	RON
PHILIPS LIGHTING ROMANIA SRL	239,682,157
AX PERPETUUM IMPEX SRL	163,417,874
TECHO ROMANIA SRL	66,563,016
POWER ELECTRIC SRL	47,461,537
ELBA-COM SA	43,909,654
PGA ELECTRIC SRL	43,330,465
REDO GROUP SRL	41,230,155
KLAUSEN EXIM SRL	32,620,169
RO.WE.NI INTERNATIONAL SRL	30,357,361
ELECTRO-FLUX SRL	29,681,009

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 738,253,397 and accounted for 0.28% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE MARKET AGENTS INVOLVED IN THE SALE OF A VARIETY OF GOODS WERE:**

COMPANY	RON
GERMANOS TELECOM ROMANIA SA	186,647,868
SIDE GRUP SRL	133,179,156
GENERAL ELECTRIC MEDICAL SYSTEMS ROMANIA SRL	115,868,412
S.T.S. TRADING SRL	109,158,883
UNIPREST INSTAL SRL	96,709,135
R.D.F. SRL	96,261,144
PROLISOK SRL	95,517,573
ALUKONIGSTAHL SISTEME DE ALUMINIU, OTEL SI PLASTIC SRL	81,804,435
GRANSOL AGRO SRL	78,019,618
PROMIDEA SRL	76,210,189

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 1,069,376,413 and accounted for 0.41% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE MARKET AGENTS SPECIALISED IN THE SALE OF OTHER PARTICULAR PRODUCTS WERE:**

COMPANY	RON
MARTUR AUTOMOTIVE SEATING AND INTERIORS SRL	263,057,503
SCALA ASSISTANCE SRL	166,820,099
CHIMIMPORTEXPORT PLURIMEX SRL	82,541,772
ALINDA RO SRL	75,140,272
SECOM PRODUCTIE SERVICII SRL	74,601,025
BIC (ROMANIA) MARKETING & DISTRIBUTION SRL	67,831,603
AKZO NOBEL COATINGS SRL	42,845,490
TRUSTMED SRL	40,014,382
ARCON DISTRIBUTIE SRL	34,203,097
TERRA IMPEX DISTRIBUTION SRL	33,550,134

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 880,605,377 and accounted for 0.33% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD WHOLESALE OF FRUIT AND VEGETABLES WERE:**

COMPANY	RON
DECO FRUCHT SRL	222,222,047
OZR FRUIT SRL	169,066,468
G&A FRUIT BUSINESS SRL	162,674,683
UNIFRUTTI IMPEX SRL	145,553,494
KAREMA FRUCHT SRL	137,916,961
ALGIDA CENTER SRL	99,955,826
GOLDEN BANANA SRL	98,391,786
LUCIDIUS SRL	88,495,952
MEGAFRUCHT SRL	84,603,833
HORTIFRUCHT SRL	71,197,431

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 1,280,078,481 and accounted for 0.49% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD WHOLESALE OF COFFEE, TEA, COCOA AND SPICES WERE:**

COMPANY	RON
JACOBS DOUWE EGBERTS RO SRL	362,505,307
ALKA TRADING CO SRL	166,748,611
ZOZO CAFE DISTRIBUTION SRL	102,083,967
PARTENER COFFEE SERVICES SRL	95,894,349
TCHIBO BRANDS SRL	90,356,031
CARAVELLE IMPEX SRL	54,196,532
"GOLDIM" SRL	43,579,672
KAMIS - CONDIMENTE SRL	40,969,909
DALLMAYR VENDING & OFFICE SOCIETATE IN COMANDITA SIMPLA	38,589,464
GREEN POWER-DISTRIBUTION SRL	36,866,703

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 1,031,790,545 and accounted for 0.39% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE SECTOR WHOLESALE OF SUGAR AND CHOCOLATE AND SUGAR CONFECTIONERY WERE:**

COMPANY	RON
FERRERO ROMANIA SRL	402,786,426
SECA DISTRIBUTION SRL	396,453,948
D.R.I.M. DANIEL SRL	270,078,343
WRIGLEY ROMANIA SRL	137,255,134
LUCSOR IMPEX SRL	85,456,272
LAS VEGAS-MI SRL	83,142,272
ROMEGA FOOD DISTRIBUTION SRL	70,349,832
ANTREPRIZA ZAHAR BOD SRL	61,857,853
NARDO TRADING CO SRL	50,341,444
ARZE - MED INVEST SRL	48,237,625

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 1,605,959,149 and accounted for 0.61% of the industry's total revenue.



**TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD WHOLESALE OF TOBACCO PRODUCTS WERE:**

COMPANY	RON
BRITISH AMERICAN TOBACCO (ROMANIA) TRADING SRL	8,223,512,326
J.T. INTERNATIONAL (ROMANIA) SRL	3,613,445,823
PHILIP MORRIS TRADING SRL	2,239,598,981
LUZAN LOGISTIC SRL	631,124,525
PUNCTUAL COMIMPEX SRL	492,895,083
M. TABAC SRL	367,313,842
HTS HONGTA SERVICES SRL	252,267,960
IMPERIAL TOBACCO DISTRIBUTION ROMANIA SRL	242,794,971
SHARK GROUP SRL	165,325,508
VINCOM DISTRIBUTION SRL	108,156,340

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 16,336,435,359 and accounted for 6.21% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE INDUSTRY WHOLESALE OF ELECTRONIC AND TELECOMMUNICATIONS EQUIPMENT AND PARTS WERE:**

COMPANY	RON
SAMSUNG ELECTRONICS ROMANIA SRL	3,659,577,854
HUAWEI TECHNOLOGIES SRL	1,273,374,333
GERSIM IMPEX SRL	896,139,645
PAYPOINT SERVICES SRL	208,826,983
BANESTO SRL	156,523,865
B2B EXPERT MOBILE CONECTION SRL	147,319,262
DATANET SYSTEMS SRL	103,931,698
DUALTECH MOBILECOM GROUP SRL	100,907,693
ROMKATEL SRL	88,705,788
PHONETASTIC GSM SRL	88,663,604

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 6,723,970,725 and accounted for 2.56% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE SECTOR AGENTS INVOLVED IN THE SALE OF AGRICULTURAL RAW MATERIALS, LIVE ANIMALS, TEXTILE RAW MATERIALS AND SEMI-FINISHED GOODS WERE:**

COMPANY	RON
EAST GRAIN SRL	178,355,437
AUTOCORA SRL	166,027,959
GRAINS & MEALS MNMI DISTRIBUTION SRL	136,884,237
TRANSYLVANIA INVEST SRL	120,555,247
INC 1975 SRL	82,073,578
T.A.R. TRADING DIVISION SRL	59,701,419
DIMITRIAKI ROMANIA SRL	49,750,461
ARFUNGO COMIMPEX SRL	37,483,090
D & D IMOBIL CONSTRUCT SRL	36,430,509
BARENTZ (ROMANIA) SRL	31,280,442

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 898,542,379 and accounted for 0.34% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE SECTOR NON-SPECIALISED WHOLESALE OF FOOD, BEVERAGES AND TOBACCO WERE:**

COMPANY	RON
METRO CASH & CARRY ROMANIA SRL	4,392,442,208
SELGROS CASH & CARRY SRL	3,764,813,216
TRANSYLVANIA GENERAL IMPORT-EXPORT SRL	773,608,228
HAVI LOGISTICS SRL	340,946,397
AMIGO & INTERCOST SRL	340,673,114
CENTRAL MORENI SRL	280,796,056
LICURICI IMPEX SRL	278,908,801
ELGEKA - FERFELIS ROMANIA SA	248,282,701
FRANCISC FRA SRL	229,847,583
SAVCOM SRL	221,087,467

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 10,871,405,771 and accounted for 4.13% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE SECTOR WHOLESALE OF OTHER FOOD, INCLUDING FISH, CRUSTACEANS AND MOLLUSCS WERE:**

COMPANY	RON
ZONE INTERNATIONAL TRADING SRL	119,111,776
PARMAFOOD GROUP DISTRIBUTION SRL	92,191,804
ROYAL CANIN ROMANIA SRL	89,973,083
ROMFOOD TRADING SRL	74,768,985
NORDIC PETFOOD DISTRIBUTION SRL	58,906,209
DOHLER ROMANIA SRL	45,771,654
GAROM FOOD SRL	44,638,265
APIDAVA SRL	41,944,788
OCEANIS SEAFOOD EUROPA SRL	41,757,265
ROMCO SRL	36,949,248

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 646,013,077 and accounted for 0.25% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD AGENTS INVOLVED IN THE SALE OF FURNITURE, HOUSEHOLD GOODS, HARDWARE AND IRONMONGERY WERE:**

COMPANY	RON
LINEA MEX SRL	88,582,929
G-U FERROM COM SRL	41,379,356
SCAROM SRL	26,461,898
EURO MEGA SRL	21,417,277
ATALANTA FURNITURE SRL	19,107,282
MAGIC MYG MG SRL	17,182,033
MATERIALE, ACCESORII, MOBILA - MAM SRL	16,786,046
TS LOCKS DISTRIBUTION SRL	16,256,201
MOLDACOM GRUP SRL	15,564,737
MULTI CASA MEX SRL	14,136,872

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 276,874,631 and accounted for 0.11% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE INDUSTRY AGENTS INVOLVED IN THE SALE OF MACHINERY, INDUSTRIAL EQUIPMENT, SHIPS AND AIRCRAFT WERE:**

COMPANY	RON
SIEMENS SRL	563,251,425
DAAS IMPEX SRL	110,924,611
COMPANIA NATIONALA ROMTEHNICA SA	89,709,511
JUNGHEINRICH ROMANIA SRL	89,410,523
WITTMANN BATTENFELD SRL	53,566,823
ITACO INTERNATIONAL SRL	50,508,537
WYLZE LOGISTIK SRL	44,464,488
KRONES ROMANIA PROD SRL	38,192,317
UZINSIDER TECHNO SA	38,023,826
PLASTICS BAVARIA SRL	33,404,218

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 1,111,456,279 and accounted for 0.42% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE MARKET AGENTS INVOLVED IN THE SALE OF FOOD, BEVERAGES AND TOBACCO WERE:**

COMPANY	RON
AGRIROM SRL	183,266,627
DIogene DISTRIBUTIE SRL	135,402,215
ECUATOR SRL	127,143,708
MOGYI ROMANIA SRL	72,447,687
GAMA VEST TRADE SRL	72,382,718
NET DISTRIBUTION SRL	68,493,837
MULLER DAIRY RO SRL	68,400,890
QUATRO GRUP DISTRIBUTION SRL	68,070,449
TARELL IMPORT EXPORT SRL	61,446,665
WONDER FOODS SRL	53,796,622

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 910,851,418 and accounted for 0.35% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD AGENTS INVOLVED IN THE SALE OF TEXTILES, CLOTHING, FUR, FOOTWEAR AND LEATHER GOODS WERE:**

COMPANY	RON
IC GROUP SOURCING ROMANIA SRL	271,995,552
KOTON SRL	102,596,149
SMS ROMANIA SRL	72,432,868
TEXDATA SRL	42,406,432
WINE SOLUTIONS NETWORK SRL	31,161,133
CONFECTII CHIAJNA SRL	15,449,538
ITALIAN KNITWEAR SRL	13,394,862
J&R ENTERPRISES SRL	12,438,463
ASTORMUELLER SRL	10,933,270
FLOMADA MASTER IMPEX SRL	10,721,977

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 583,530,244 and accounted for 0.22% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE MARKET NON-SPECIALISED WHOLESALE TRADE WERE:**

COMPANY	RON
MARATHON DISTRIBUTION GROUP SRL	431,583,774
BLACK SEA SUPPLIERS SRL	378,491,968
UNITED METAL TRADING CORPORATION SRL	236,781,277
BIOCHEM SRL	229,572,195
REHAU POLYMER SRL	226,522,604
SIDEROM STEEL SRL	210,567,108
3M ROMANIA SRL	205,834,936
AGRESSIONE GROUP SA	184,535,599
SUNLIGHT ROMANIA FILIALA BUCURESTI SRL	184,044,364
WORLD COMM TRADING GFZ SRL	170,478,135

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 2,458,411,960 and accounted for 0.93% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE SECTOR AGENTS INVOLVED IN THE SALE OF FUELS, ORES, METALS AND INDUSTRIAL CHEMICALS WERE:**

COMPANY	RON
OMV PETROM GAS SRL	3,194,650,702
GASPECO L&D SA (FORMERLY KNOWN AS PETROM LPG SA)	403,221,069
TREND ENERGY SRL	278,136,678
AZALIS SRL	126,906,810
TSV PETROLIERE SRL	100,639,899
CHEMTRANSFERT SRL	95,721,398
CONNECT OIL SRL	72,602,514
SILVICOM IMPEX 95 SRL	64,231,624
AZROM AGRO PT SRL	56,866,663
HSH CHEMIE SRL	50,054,354

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 4,443,031,711 and accounted for 1.69% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD WHOLESALE OF WASTE AND SCRAP WERE:**

COMPANY	RON
METALROM SRL	134,979,728
ENERGROM SRL	132,347,802
HAMBURGER RECYCLING ROMANIA SRL	65,664,129
ALOREF SRL	46,894,389
BLUE INDUSTRY SRL	37,003,594
SISTEM AERON METAL SRL	36,840,664
CROMEET SRL	34,743,036
METAL NETWORK SRL	33,282,701
MARY DEUTZ SRL	28,200,895
GALAXY FER INVEST SRL	27,781,073

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 577,738,011 and accounted for 0.22% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD WHOLESALE OF OTHER INTERMEDIATE PRODUCTS WERE:**

COMPANY	RON
ALBIS PLASTIC SRL	98,626,557
EUROPAPIER ROMANIA SRL	90,230,017
MERT SA	89,227,790
ANTALIS SA	87,840,516
PAPYRUS ROMANIA SRL	70,937,245
PRINTMAN SRL	61,928,231
DELTA STUDIO SRL	56,576,723
AECTRA PLASTICS SRL	48,406,990
TEAM INDUSTRIES ROMANIA SRL	44,332,668
MINET INDUSTRIES SRL	43,058,293

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 691,165,030 and accounted for 0.26% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD WHOLESALE OF CHEMICAL PRODUCTS WERE:**

COMPANY	RON
AGRICOVER SRL - NON-EXISTENT	1,179,959,522
BAYER SRL	761,582,741
ALCEDO SRL	597,021,961
COMFERT SRL	508,444,534
SYNGENTA AGRO SRL	430,607,642
CIECH SPOLKA AKCYJNA VARSOVIA SUCURSALA RAMNICU VALCEA	413,994,811
BELOR ROMANIA SOCIETATE PE ACTIUNI	346,713,563
AGROTEX SRL	281,774,478
B A S F SRL	278,485,180
BRENNTAG SRL	218,296,257

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 5,016,880,689 and accounted for 1.91% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE SECTOR WHOLESALE OF HARDWARE, PLUMBING AND HEATING EQUIPMENT AND SUPPLIES WERE:**

COMPANY	RON
ROMSTAL IMEX SRL	630,664,667
HONEYWELL ROMANIA SRL	217,441,163
MELINDA-IMPEX INSTAL SA	188,074,197
SECPRAL PRO INSTALATII SRL	131,984,611
VISSMANN SRL	122,791,889
TECHNOVA INVEST SRL	87,204,901
INSTAL IMPEX SRL	64,974,812
MAGDOLNA IMPEX SRL	61,768,763
NOVASERVIS FERRO GROUP SRL	57,756,755
RETTIG SRL	52,161,154

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 1,614,822,912 and accounted for 0.61% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE MARKET WHOLESALE OF WOOD, CONSTRUCTION MATERIALS AND SANITARY EQUIPMENT WERE:**

COMPANY	RON
ARABESQUE SRL	1,642,836,711
INTERTRANSCOM IMPEX SRL	312,463,089
MITLIV EXIM SRL	265,180,628
HOLVER SRL	240,971,301
DAMILA SRL	178,694,857
FERCO CAPITAL S.A.	172,246,496
ROVESE ROMANIA SRL	131,046,050
KNAUF GIPS SRL	127,041,278
REGENCY COMPANY SRL	126,337,700
SIPEX COMPANY SRL	122,181,551

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 3,318,999,661 and accounted for 1.26% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE SECTOR WHOLESALE OF METALS AND METAL ORES WERE:**

COMPANY	RON
MAIRON GALATI SA	823,058,529
A-KEMI SRL	185,450,760
BAUROM CONSTRUCT SRL	181,970,276
MIRAS INTERNATIONAL SRL	171,963,927
MELINDA-IMPEX STEEL SA	156,568,426
PEHART TEC GRUP S.A.	138,897,898
THYSSENKRUPP MATERIALS ROMANIA SRL	135,207,420
RONEFER SRL	129,942,521
DAN STEEL GROUP NEGRESTI OAS SA	120,954,009
MOLD STEEL IMPORT-EXPORT SRL	117,518,342

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 2,161,532,108 and accounted for 0.82% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE SECTOR WHOLESALE OF SOLID, LIQUID AND GASEOUS FUELS AND RELATED PRODUCTS WERE:**

COMPANY	RON
OSCAR DOWNSTREAM SRL	1,760,208,370
WIEE ROMANIA SRL	432,777,610
ROMPETROL GAS SRL	432,310,030
UNICOM HOLDING SA	406,883,038
COMISION TRADE SRL	362,133,499
ROTTCO CONSULT SRL	359,318,349
VOTROM SRL	305,494,389
OIL ENERGY TRADING SRL	241,283,969
MEDIA ROM GRUP SRL	209,906,426
CASTROL LUBRICANTS RO SRL	207,833,082

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 4,718,148,762 and accounted for 1.79% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE INDUSTRY  
WHOLESALE OF GRAIN, UNMANUFACTURED TOBACCO, SEEDS  
AND ANIMAL FEEDS WERE:**

COMPANY	RON
ADM ROMANIA TRADING SRL (FORMERLY KNOWN AS ALFRED C. TOEPFER INTERNATIONAL (ROMANIA) SRL)	3,462,488,747
AMEROPA GRAINS SA	2,665,445,738
CARGILL AGRICULTURA SRL	2,155,449,497
GLENCORE AGRICULTURE ROMANIA SRL (FORMERLY KNOWN AS GLENCORE PROTEIN ROMANIA SRL)	1,855,900,388
AGRO-CHIRNOGI SA	1,009,941,850
BRISEGROUP SRL	995,282,638
CEREALCOM DOIJ SRL	933,527,333
CHS AGRITRADE ROMANIA SRL	927,844,461
BUNGE DANUBE TRADING SRL	684,325,435
BAYWA AGRI ROMANIA SRL	476,965,841

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 15,167,171,928 and accounted for 5.77% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE SECTOR  
WHOLESALE OF FLOWERS AND PLANTS WERE:**

COMPANY	RON
FLOWERS MARKET HOLLAND SRL	26,285,537
FLOR DE LOS ANDES SRL	12,672,986
STANIENEL SRL	12,523,792
HORTIGALA SRL	7,960,378
B&P FLORAL CONNECTION SRL	7,627,973
CITY GARDEN DISTRIBUTION SRL	6,736,080
FLEX FOR FUTURE SRL	6,202,812
EURO - FLOWERS M&B SRL	6,074,929
ERALBI DREAM FLOWERS SRL	5,784,528
TMT FLOWERS SRL	5,738,511

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 97,607,526 and accounted for 0.04% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE MARKET  
WHOLESALE OF LIVE ANIMALS WERE:**

COMPANY	RON
MARIA TRADING SRL	295,655,791
AL KASTAL CHARTERING SRL	172,978,834
ALNASER SRL	102,101,396
C.C. BOVINE SRL	91,375,277
GRUPUL DE PRODUCATORI CARNE DE PORC NUTRIENTUL SRL	81,502,121
HUNLAND LIVESTOCK TRADING SRL	74,430,485
GRUPUL DE PRODUCATORI CARNE PASARE NUTRIENTUL SRL	62,017,705
GELLAAN IMPEX SRL	46,809,167
TRANSILVANIA PIG COOPERATIVA AGRICOLA	41,525,443
SERADRIA CO. SRL	33,786,716

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 1,002,182,935 and accounted for 0.38% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE MARKET  
WHOLESALE OF HIDES, SKINS AND LEATHER WERE:**

COMPANY	RON
CATOANTUD SRL	65,316,052
BANTUT SRL	33,148,351
TUE EXP SRL	19,717,240
ASTRAHAN GEL S.R.L.	16,860,268
GETUTA PRODCOM SRL	15,696,450
ANASTDERMA EXPORT SRL	9,044,499
CORINT STAR SRL	9,003,442
TOTAL AGC PETRO-GAS SRL	8,490,096
ITALPEL GRUP SRL	7,595,489
MIRIONIS S.R.L.	7,144,762

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 192,016,649 and accounted for 0.07% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE SECTOR  
WHOLESALE OF MINING, CONSTRUCTION AND CIVIL  
ENGINEERING MACHINERY WERE:**

COMPANY	RON
BERGERAT MONNOYEUR SRL	173,281,758
WIRTGEN ROMANIA SRL	119,049,499
MARCOM R.M.C. 94 SRL	97,862,033
TERRA ROMANIA UTILAJE DE CONSTRUCTII SRL	92,043,696
LIEBHERR-ROMANIA SRL	53,142,366
VALENTINO PRODEX SRL	47,692,490
ASCENDUM MACHINERY SRL	40,571,875
HIAROM INVEST SRL	34,687,670
CTE SOLUTION - UTILAJE SPECIALIZATE SRL	30,452,538
ITALIA STAR COM DUE SRL	28,658,405

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 717,442,330 and accounted for 0.27% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE SECTOR  
WHOLESALE OF CHINA AND GLASSWARE AND CLEANING  
MATERIALS WERE:**

COMPANY	RON
FICOSOTA MARKETING ROMANIA SRL	164,792,149
INTERSTAR CHIM SA	136,999,673
DCN EU RETAIL SRL	134,404,594
REGATA SRL	100,263,480
SANO ROMANIA SRL	95,667,855
ECOLAB SRL	74,952,617
DECOR FLOOR CEE SRL	41,605,715
DIVERSEY ROMANIA SRL	39,819,340
KAI CERAMICS SRL	36,806,158
GLASS CONTAINER COMPANY-SP SRL	33,657,394

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 858,968,975 and accounted for 0.33% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD AGENTS INVOLVED IN THE SALE OF TIMBER AND BUILDING MATERIALS WERE:**

COMPANY	RON
ERBASU GENERAL CONSTRUCT SA	82,142,238
EUROFORESTER INTERNATIONAL SRL	59,493,445
HUMANIK IMPORT-EXPORT SRL	49,723,313
AVA GROUP IMPEX SRL	42,249,300
LOSAN DEPOT SRL	34,931,774
ROMWOOD GROUP SRL	32,337,486
CORFA ANDRA SRL	30,653,377
ALGABETH COM SRL	29,202,449
ECO WOOD SRL	26,450,502
WOODINTERMED SRL	24,570,120

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 411,754,004 and accounted for 0.16% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD WHOLESALE OF DAIRY PRODUCTS, EGGS AND EDIBLE OILS AND FATS WERE:**

COMPANY	RON
DELACO DISTRIBUTION SA	340,807,099
NORDIC IMPORT EXPORT CO SRL	239,448,730
WHITELAND IMPORT EXPORT SRL	180,567,230
KALLAS - PAPADOPOULOS ROMANIA SRL	90,597,551
TONELI HOLDING SRL	83,638,631
UNILEVER BCS SCE SRL	77,569,133
NUTRICIA EARLY LIFE NUTRITION ROMANIA SRL	76,397,064
EUROCAS-TEHNICA ALIMENTARA SRL	66,424,478
GEROLA PRODINVEST SRL	48,264,377
GRIFON SEREX DISTRIBUTION SRL	46,464,435

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 1,250,178,728 and accounted for 0.48% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE MARKET WHOLESALE OF WATCHES AND JEWELLERY WERE:**

COMPANY	RON
CHRONOTIME INTERNATIONAL SRL	31,932,622
SEVDA IMPEX SRL	26,527,428
RANKINE SRL	11,057,084
CHRONOSTYLE INTERNATIONAL SRL	9,867,910
DIMAS GOLD SRL	7,372,174
KAYA TIME SRL	5,784,856
ARCADIA VIT SRL	5,002,949
AUROM METAL INVESTMENT SRL	4,568,646
TIC-TAC JUNIOR SRL	4,172,809
MLADA INVEST SRL	3,306,984

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 109,593,462 and accounted for 0.04% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE SECTOR WHOLESALE OF OTHER HOUSEHOLD GOODS WERE:**

COMPANY	RON
PROCTER & GAMBLE DISTRIBUTION SRL	1,395,058,937
UNILEVER SOUTH CENTRAL EUROPE SA	867,860,265
RECKITT BENCKISER (ROMANIA) SRL	409,383,008
SCA HYGIENE PRODUCTS SRL	175,329,233
BELLA ROMANIA IMPEX SRL	147,325,568
CORPORATE OFFICE SOLUTIONS SRL	147,162,066
COS 2000 DISTRIBUTION SRL	140,375,089
RTC PROFFICE EXPERIENCE SA	127,032,852
BUNZL DISTRIBUTIE SRL	116,846,420
DACRIS IMPEX SRL	100,314,976

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 3,626,688,414 and accounted for 1.38% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE MARKET WHOLESALE OF OTHER MACHINERY AND EQUIPMENT WERE:**

COMPANY	RON
IPSO SRL	682,408,082
ABB SRL	133,952,807
FERROLI - ROMANIA SRL	110,839,075
ATLAS COPCO ROMANIA SRL	95,133,096
ELECTROCONAT SRL	90,528,346
TOYOTA MATERIAL HANDLING ROMANIA SRL	87,018,212
GRUNDFOS POMPE ROMANIA SRL	82,735,134
CHORUS MARKETING AND DISTRIBUTION SRL	81,236,936
SANDVIK SRL	64,670,113
ROMENERGO SA	57,880,884

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 1,486,402,685 and accounted for 0.56% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE MARKET WHOLESALE OF MEAT AND MEAT PRODUCTS WERE:**

COMPANY	RON
MACROMEX SRL	729,027,459
CRISTIM 2 PRODCOM SRL	607,682,432
AAYLEX DISTRIBUTION SRL	349,081,237
FOX COM SERV DISTRIBUTION SRL	283,863,591
DOLY-COM DISTRIBUTIE SRL	180,556,785
WESTFLEISCH ROMANIA SRL	167,141,853
MAURIZIARO MEAT SRL	152,289,980
"BERTIS" SRL	150,584,859
GOODIES SALES & MARKETING SRL	124,255,260
SAMCOM AS SRL	119,909,754

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 2,864,393,210 and accounted for 1.09% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE INDUSTRY  
WHOLESALE OF CLOTHING AND FOOTWEAR WERE:**

COMPANY	RON
E-QUATION SRL	147,221,493
AGRESIV C&B SRL	132,609,194
DAMAREX SRL	83,048,054
SIR SAFETY COMPANY SRL	49,201,337
GREAT ATLANTIC IMPEX SRL	46,031,215
RISU RIEKER SRL	27,243,942
CAMI-CLOD IMPEX SRL	22,038,443
ADINA SRL	20,256,006
HAMM-RENO SRL	18,940,418
DORADOR TRADING SRL	18,411,997

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 565,002,099 and accounted for 0.21% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE INDUSTRY  
WHOLESALE OF ELECTRICAL HOUSEHOLD APPLIANCES WERE:**

COMPANY	RON
PHILIPS ROMANIA SRL	408,892,227
ELBI ELECTRIC & LIGHTING SRL	388,141,884
VISUAL FAN SRL	319,549,768
SCHNEIDER ELECTRIC ROMANIA SRL	281,568,294
MARELVI IMPEX SRL	231,803,189
BSH ELECTROCASNICE SRL	187,853,019
CONSOLIGHT COM SRL	128,440,523
TOBIMAR SRL	110,207,384
LEGRAND ROMANIA SRL	86,877,121
SMART ELECTRO-DISTRIBUTION SRL	64,326,504

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 2,207,659,913 and accounted for 0.84% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD WHOLESALE  
OF OTHER OFFICE MACHINERY AND EQUIPMENT WERE:**

COMPANY	RON
KONICA MINOLTA BUSINESS SOLUTIONS ROMANIA SRL	101,689,739
ROPECO BUCURESTI SRL	64,356,054
COMSERVICE-COMPANY SRL	37,566,847
EUTRON INVEST ROMANIA SRL	34,826,486
ROEL SRL	28,810,684
EUROCOM SA	27,853,629
TOP EDGE ENGINEERING SRL	26,469,332
SAMA CONSUL SRL	26,296,612
DANUBIUS EXIM SRL	25,691,276
NERA COMPUTERS SRL	24,745,797

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 398,306,456 and accounted for 0.15% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD WHOLESALE  
OF TEXTILES WERE:**

COMPANY	RON
YKK ROMANIA SRL	37,019,487
MELTEM TEXTIL SRL	26,600,577
TEXTURA RO SRL	25,301,383
ROSECO SRL	25,261,683
DECO CENTER SRL	25,037,794
ROMTEXTIL TRICOT DISTRIBUTION SRL	22,750,625
KUFNER ROMANIA SRL	19,437,306
MENDOLA PRO SRL	19,053,651
COCLET COMPEX SRL	17,942,327
EMIDALE INTERNATIONAL IMPEX SRL	17,054,467

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 235,459,300 and accounted for 0.09% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE SECTOR  
WHOLESALE OF PHARMACEUTICAL GOODS WERE:**

COMPANY	RON
MEDIPLUS EXIM SRL	4,014,231,485
FARMEPERT D.C.I. SRL	2,895,912,211
FILDAS TRADING SRL	2,450,213,607
FARMEXIM SA	1,862,634,400
SANOFI ROMANIA SRL	969,592,328
EUROPHARM HOLDING SA	892,518,341
PHARMAFARM SA	759,606,082
PFIZER ROMANIA SRL	643,749,010
SERMEDIC SRL	475,383,747
ROMASTRU TRADING SRL	449,362,486

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 15,413,203,697 and accounted for 5.86% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE MARKET  
WHOLESALE OF AGRICULTURAL MACHINERY, EQUIPMENT AND  
SUPPLIES WERE:**

COMPANY	RON
MEWI IMPORT EXPORT AGRAR INDUSTRIE-TECHNIK SRL	279,191,319
AGRITHEHNICA SERVICE SRL	115,568,339
HUSQVARNA PADURE & GRADINA SRL	95,167,831
SERV CLASS SRL	91,683,031
TITAN MACHINERY ROMANIA SRL	76,659,780
NHR AGROPARTNERS SRL	75,548,048
RURIS IMPEX SRL	70,104,591
CLAAS REGIONAL CENTER SOUTH EAST EUROPE SRL	69,074,758
AGROCOMERT HOLDING SA	64,654,584
PROINVEST SRL	61,968,230

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 999,620,511 and accounted for 0.38% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE SECTOR  
WHOLESALE OF MACHINE TOOLS WERE:**

COMPANY	RON
ANDREAS STIHL MOTOUNELTE SRL	146,048,605
THONAUER AUTOMATIC SRL	99,430,885
STILL MATERIAL HANDLING ROMANIA SRL	82,225,701
VAILLANT GROUP ROMANIA SRL	79,183,108
TRITON SRL	78,272,154
WILO ROMANIA SRL	75,257,953
MAKITA ROMANIA SRL	72,139,245
PETKUS ROMANIA SRL	54,350,923
GREENBAU TEHNOLOGIE SRL	40,105,190
DMG MORI ROMANIA SRL	36,417,532

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 763,431,296 and accounted for 0.29% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE INDUSTRY  
WHOLESALE OF PERFUME AND COSMETICS WERE:**

COMPANY	RON
INTERBRANDS MARKETING & DISTRIBUTION SRL	792,030,742
L'OREAL ROMANIA SRL	318,030,629
COLGATE - PALMOLIVE ROMANIA SRL	269,388,149
SARANTIS ROMANIA SA	260,508,142
BEIERSDORF ROMANIA SRL	260,054,460
REDIS MARKET SRL	191,165,070
JOHNSON WAX SRL	188,576,898
COTY COSMETICS ROMANIA SRL	120,786,777
SIDE TRADING SRL	112,613,852
LOGITRUST IMPACT SRL	95,279,639

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 2,608,434,358 and accounted for 0.99% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE MARKET  
WHOLESALE OF MACHINERY FOR THE TEXTILE INDUSTRY AND OF  
SEWING AND KNITTING MACHINES WERE:**

COMPANY	RON
JRO MASINI DE CUSUT INDUSTRIALE SRL	26,321,689
LECTRA DEUTSCHLAND SRL ISMANING SUCURSALA CLUJ	21,909,238
BRO ROM INDUSTRIAL MACHINES-SIBIU SRL	13,358,785
BRO ROM INDUSTRIAL MACHINES SRL	12,505,687
ELETASI SRL	11,563,080
MBM SERVICE SRL	8,779,542
SFR HOME EQUIPMENT SRL	7,246,255
DANTEX RO SRL	6,581,142
OMNITECH INDUSTRIAL MACHINES SRL	5,841,730
FEYA SERVICE SEWING SRL	4,834,633

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 118,941,781 and accounted for 0.05% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE FIELD WHOLESALE  
OF OFFICE FURNITURE WERE:**

COMPANY	RON
STORE BUILDING PARTNERS SRL	14,659,587
KINNARPS SRL	9,053,938
PADMA TRADING SRL	8,181,085
INGECO SRL	5,813,804
KIT METAL SRL	4,959,227
MARLEX IMPEX SRL	4,665,394
CUBE 02 SRL	4,225,368
TEZCON STORAGE SYSTEMS SRL	3,680,687
MODERNA STIL SRL	3,192,408
FURNISSA SRL	2,647,362

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 61,078,860 and accounted for 0.02% of the industry's total revenue.

**TOP 10 COMPANIES BY TOTAL REVENUE IN THE MARKET  
WHOLESALE OF COMPUTERS, COMPUTER PERIPHERAL  
EQUIPMENT AND SOFTWARE WERE:**

COMPANY	RON
NETWORK ONE DISTRIBUTION SRL	1,011,130,309
ELKOTECH ROMANIA SRL	282,780,895
ENTERPRISE SERVICES ROMANIA SRL	253,450,640
ABC DATA DISTRIBUTIE SRL	236,926,602
ASBIS ROMANIA SRL	210,772,135
SKIN MEDIA SRL	171,036,341
ETA2U SRL	167,770,143
ASSECO SEE SRL	133,658,771
RRC TECH DISTRIBUTION SRL	132,224,021
LIKEIT SOLUTION SRL	130,720,882

The 10 largest companies in terms of total revenue in sector Wholesale trade, except of motor vehicles and motorcycles earned total revenue of RON 2,730,470,739 and accounted for 1.04% of the industry's total revenue.

## IV. EXPENSES

The combined costs of the companies in the Wholesale trade, except of motor vehicles and motorcycles industry reached RON 251,097,449,527 in 2016.

In annual terms, total expenses rose by 4.13% compared to 2015 and rose by 13.88% in comparison to 2014.

We expect, based on the trend in the last three years, the total costs of the Wholesale trade, except of motor vehicles and motorcycles industry to change at a compound annual growth rate (CAGR) of 6.71% in 2017.

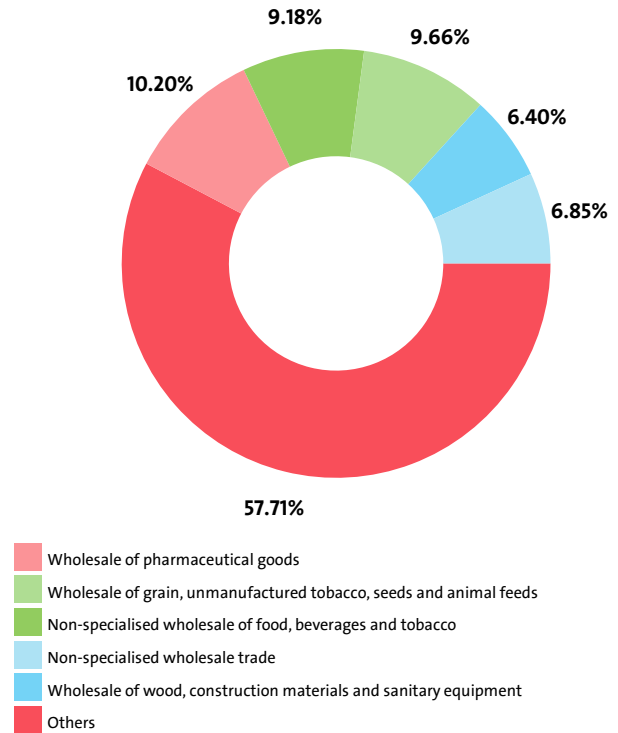
**TOTAL COSTS BY SECTORS**

RANK	SECTOR	TOTAL COSTS (RON)
1	WHOLESALE OF PHARMACEUTICAL GOODS	25,618,282,228
2	WHOLESALE OF GRAIN, UNMANUFACTURED TOBACCO, SEEDS AND ANIMAL FEEDS	24,247,855,967
3	NON-SPECIALISED WHOLESALE OF FOOD, BEVERAGES AND TOBACCO	23,043,795,346
4	NON-SPECIALISED WHOLESALE TRADE	17,209,106,148
5	WHOLESALE OF WOOD, CONSTRUCTION MATERIALS AND SANITARY EQUIPMENT	16,067,953,243

6	WHOLESALE OF TOBACCO PRODUCTS	16,028,793,576
7	WHOLESALE OF CHEMICAL PRODUCTS	11,502,060,724
8	WHOLESALE OF SOLID, LIQUID AND GASEOUS FUELS AND RELATED PRODUCTS	8,619,829,383
9	WHOLESALE OF ELECTRONIC AND TELECOMMUNICATIONS EQUIPMENT AND PARTS	8,439,526,148
10	WHOLESALE OF OTHER HOUSEHOLD GOODS	7,387,762,716
11	WHOLESALE OF BEVERAGES	6,432,976,929
12	AGENTS INVOLVED IN THE SALE OF A VARIETY OF GOODS	6,029,270,495
13	WHOLESALE OF COMPUTERS, COMPUTER PERIPHERAL EQUIPMENT AND SOFTWARE	5,814,311,864
14	WHOLESALE OF METALS AND METAL ORES	5,637,652,784
15	WHOLESALE OF MEAT AND MEAT PRODUCTS	5,506,828,576
16	WHOLESALE OF OTHER MACHINERY AND EQUIPMENT	5,427,384,475
17	WHOLESALE OF FRUIT AND VEGETABLES	5,308,824,245
18	AGENTS INVOLVED IN THE SALE OF FUELS, ORES, METALS AND INDUSTRIAL CHEMICALS	4,921,825,500
19	WHOLESALE OF PERFUME AND COSMETICS	4,660,417,510
20	WHOLESALE OF ELECTRICAL HOUSEHOLD APPLIANCES	4,377,243,714
21	WHOLESALE OF HARDWARE, PLUMBING AND HEATING EQUIPMENT AND SUPPLIES	3,837,942,186
22	WHOLESALE OF SUGAR AND CHOCOLATE AND SUGAR CONFECTIONERY	2,885,057,750
23	AGENTS INVOLVED IN THE SALE OF FOOD, BEVERAGES AND TOBACCO	2,150,846,515
24	WHOLESALE OF DAIRY PRODUCTS, EGGS AND EDIBLE OILS AND FATS	2,057,876,881
25	WHOLESALE OF AGRICULTURAL MACHINERY, EQUIPMENT AND SUPPLIES	1,987,262,718
26	WHOLESALE OF CLOTHING AND FOOTWEAR	1,943,187,602
27	AGENTS INVOLVED IN THE SALE OF MACHINERY, INDUSTRIAL EQUIPMENT, SHIPS AND AIRCRAFT	1,920,608,335
28	WHOLESALE OF COFFEE, TEA, COCOA AND SPICES	1,860,962,935
29	AGENTS SPECIALISED IN THE SALE OF OTHER PARTICULAR PRODUCTS	1,850,097,786
30	WHOLESALE OF OTHER FOOD, INCLUDING FISH, CRUSTACEANS AND MOLLUSCS	1,619,401,956
31	WHOLESALE OF LIVE ANIMALS	1,594,787,341
32	WHOLESALE OF CHINA AND GLASSWARE AND CLEANING MATERIALS	1,589,159,388
33	WHOLESALE OF MACHINE TOOLS	1,569,775,137
34	WHOLESALE OF OTHER INTERMEDIATE PRODUCTS	1,488,644,744
35	AGENTS INVOLVED IN THE SALE OF TIMBER AND BUILDING MATERIALS	1,446,966,260
36	WHOLESALE OF FURNITURE, CARPETS AND LIGHTING EQUIPMENT	1,385,557,817
37	AGENTS INVOLVED IN THE SALE OF AGRICULTURAL RAW MATERIALS, LIVE ANIMALS, TEXTILE RAW MATERIALS AND SEMI-FINISHED GOODS	1,352,476,001
38	WHOLESALE OF TEXTILES	1,162,974,838
39	WHOLESALE OF WASTE AND SCRAP	1,144,203,501
40	WHOLESALE OF MINING, CONSTRUCTION AND CIVIL ENGINEERING MACHINERY	1,104,984,269
41	AGENTS INVOLVED IN THE SALE OF TEXTILES, CLOTHING, FUR, FOOTWEAR AND LEATHER GOODS	865,228,123
42	WHOLESALE OF OTHER OFFICE MACHINERY AND EQUIPMENT	523,780,231
43	AGENTS INVOLVED IN THE SALE OF FURNITURE, HOUSEHOLD GOODS, HARDWARE AND IRONMONGERY	484,283,975
44	WHOLESALE OF FLOWERS AND PLANTS	304,144,898
45	WHOLESALE OF HIDES, SKINS AND LEATHER	296,598,362
46	WHOLESALE OF MACHINERY FOR THE TEXTILE INDUSTRY AND OF SEWING AND KNITTING MACHINES	164,697,458

47	WHOLESALE OF WATCHES AND JEWELLERY	159,616,791
48	WHOLESALE OF OFFICE FURNITURE	64,624,158

INDUSTRY'S TOTAL COSTS STRUCTURE BY SECTORS



Wholesale of furniture, carpets and lighting equipment marked the highest annual rise in total expenses, of 37.38%, while total expenses decreased the most, by 14.91%, for Wholesale of mining, construction and civil engineering machinery.

The biggest spenders in the industry, with costs of over 10% of industry's costs, numbered 34, including BRITISH AMERICAN TOBACCO (ROMANIA) TRADING SRL, BRISEGROUP SRL, SELGROS CASH & CARRY SRL, HUAWEI TECHNOLOGIES SRL, J.T. INTERNATIONAL (ROMANIA) SRL. The medium spenders, or those in the 5% and 10% range count 28 and include ROMASTRU TRADING SRL, PUNCTUAL COMIMPEX SRL, DONA. LOGISTICA SRL, ROMSTAL IMEX SRL, SYNGENTA AGRO SRL. Below 5% threshold are 56,827 companies, including PRAKT SOLUTION SRL, LAMARSER SRL, RALIMPEX SRL, JENSEN PHARMA SRL, ALL TRADE HOUSE SRL.

Employment expenses in the Wholesale trade, except of motor vehicles and motorcycles industry rose by 15.13% on the year to RON 11,877,625,401 in 2016.

The highest growth in labour costs, of 41.00%, was registered by Wholesale of live animals.

The monthly costs per employee in the Wholesale trade, except of motor vehicles and motorcycles industry averaged RON 3,396 in 2016, RON 3,077 in 2015 and RON 2,734 in 2014.



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

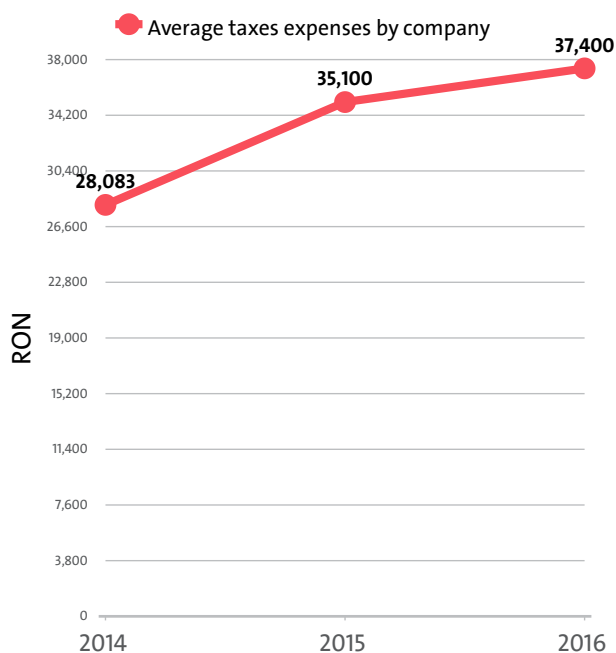
RANK	SECTOR	EMPLOYMENT EXPENSES (RON)	AVERAGE EXPENSES PER EMPLOYEE (RON)
1	NON-SPECIALISED WHOLESALE TRADE	1,166,835,718	38,400
2	WHOLESALE OF PHARMACEUTICAL GOODS	1,124,833,851	70,718
3	NON-SPECIALISED WHOLESALE OF FOOD, BEVERAGES AND TOBACCO	1,060,037,183	31,972
4	WHOLESALE OF WOOD, CONSTRUCTION MATERIALS AND SANITARY EQUIPMENT	985,187,759	28,738
5	WHOLESALE OF CHEMICAL PRODUCTS	497,967,178	66,175
6	WHOLESALE OF OTHER MACHINERY AND EQUIPMENT	453,747,989	55,675
7	AGENTS INVOLVED IN THE SALE OF A VARIETY OF GOODS	442,719,139	29,807
8	WHOLESALE OF GRAIN, UNMANUFACTURED TOBACCO, SEEDS AND ANIMAL FEEDS	431,252,477	49,416
9	WHOLESALE OF HARDWARE, PLUMBING AND HEATING EQUIPMENT AND SUPPLIES	414,435,150	51,159
10	WHOLESALE OF OTHER HOUSEHOLD GOODS	388,224,311	38,328
11	WHOLESALE OF COMPUTERS, COMPUTER PERIPHERAL EQUIPMENT AND SOFTWARE	365,007,014	60,452
12	WHOLESALE OF PERFUME AND COSMETICS	355,546,036	45,548
13	WHOLESALE OF ELECTRONIC AND TELECOMMUNICATIONS EQUIPMENT AND PARTS	354,375,221	78,436
14	WHOLESALE OF BEVERAGES	312,329,724	34,079
15	WHOLESALE OF TOBACCO PRODUCTS	277,840,212	107,899
16	WHOLESALE OF MEAT AND MEAT PRODUCTS	249,002,236	35,516
17	WHOLESALE OF ELECTRICAL HOUSEHOLD APPLIANCES	228,029,788	43,575
18	WHOLESALE OF METALS AND METAL ORES	226,904,830	46,119
19	WHOLESALE OF SOLID, LIQUID AND GASEOUS FUELS AND RELATED PRODUCTS	217,147,628	35,598
20	AGENTS INVOLVED IN THE SALE OF MACHINERY, INDUSTRIAL EQUIPMENT, SHIPS AND AIRCRAFT	209,528,208	64,371
21	WHOLESALE OF AGRICULTURAL MACHINERY, EQUIPMENT AND SUPPLIES	162,648,808	52,248
22	WHOLESALE OF MACHINE TOOLS	134,793,106	53,341
23	WHOLESALE OF SUGAR AND CHOCOLATE AND SUGAR CONFECTIONERY	130,445,074	32,074
24	WHOLESALE OF CLOTHING AND FOOTWEAR	124,701,109	19,352
25	AGENTS SPECIALISED IN THE SALE OF OTHER PARTICULAR PRODUCTS	124,621,276	40,793
26	WHOLESALE OF COFFEE, TEA, COCOA AND SPICES	115,061,464	39,150
27	WHOLESALE OF DAIRY PRODUCTS, EGGS AND EDIBLE OILS AND FATS	104,609,880	41,561
28	WHOLESALE OF FRUIT AND VEGETABLES	101,491,520	21,798
29	AGENTS INVOLVED IN THE SALE OF FUELS, ORES, METALS AND INDUSTRIAL CHEMICALS	97,996,251	53,230
30	WHOLESALE OF MINING, CONSTRUCTION AND CIVIL ENGINEERING MACHINERY	91,750,659	67,563
31	WHOLESALE OF CHINA AND GLASSWARE AND CLEANING MATERIALS	89,342,612	37,666
32	AGENTS INVOLVED IN THE SALE OF FOOD, BEVERAGES AND TOBACCO	85,359,622	28,985
33	WHOLESALE OF TEXTILES	83,982,494	24,002
34	WHOLESALE OF FURNITURE, CARPETS AND LIGHTING EQUIPMENT	83,575,818	34,984
35	WHOLESALE OF OTHER OFFICE MACHINERY AND EQUIPMENT	80,965,825	55,116

36	WHOLESALE OF OTHER FOOD, INCLUDING FISH, CRUSTACEANS AND MOLLUSCS	80,634,696	35,585
37	AGENTS INVOLVED IN THE SALE OF TIMBER AND BUILDING MATERIALS	76,443,907	23,109
38	WHOLESALE OF OTHER INTERMEDIATE PRODUCTS	74,953,120	33,372
39	AGENTS INVOLVED IN THE SALE OF TEXTILES, CLOTHING, FUR, FOOTWEAR AND LEATHER GOODS	63,957,808	28,694
40	WHOLESALE OF WASTE AND SCRAP	48,884,872	22,281
41	AGENTS INVOLVED IN THE SALE OF AGRICULTURAL RAW MATERIALS, LIVE ANIMALS, TEXTILE RAW MATERIALS AND SEMI-FINISHED GOODS	38,138,223	31,364
42	AGENTS INVOLVED IN THE SALE OF FURNITURE, HOUSEHOLD GOODS, HARDWARE AND IRONMONGERY	28,337,060	28,057
43	WHOLESALE OF LIVE ANIMALS	28,153,477	24,783
44	WHOLESALE OF FLOWERS AND PLANTS	22,260,543	18,428
45	WHOLESALE OF WATCHES AND JEWELLERY	18,630,410	25,486
46	WHOLESALE OF MACHINERY FOR THE TEXTILE INDUSTRY AND OF SEWING AND KNITTING MACHINES	11,311,639	38,345
47	WHOLESALE OF HIDES, SKINS AND LEATHER	8,396,799	19,945
48	WHOLESALE OF OFFICE FURNITURE	5,225,677	37,062

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

RANK	COMPANY	RON
1	PEL-IND FAMILY SRL	106,747
2	CONEF SA	89,438
3	GEA FARM TECHNOLOGIES ROMANIA SRL	72,756
4	RODASIM SRL	63,758
5	MANITOU B.F FRANTA SA SUCURSALA TIMISOARA	46,810
6	COMMA OIL & CHEMICALS MARKETING SRL	41,657
7	DIEBOLD SELF-SERVICE SOLUTIONS INDUSTRIAL AND SERVICING ROM SRL	36,773
8	SAFEROAD RRS ROMANIA SRL	35,773
9	MAESTROM INTERNATIONAL TRADING SRL	35,406
10	TRANSPORT SERVICE GROUP SRL	31,927

The industry's tax expenses stood at RON 2,127,675,528 in 2016. In 2015 it paid taxes of RON 1,956,517,364. In 2014 the industry paid RON 1,493,982,791 in taxes.



## EXPENSES ON TAXES BY SECTORS

RANK	SECTOR	RON	Y/Y CHANGE
1	NON-SPECIALISED WHOLESALE TRADE	205,111,686	9.04%
2	WHOLESALE OF PHARMACEUTICAL GOODS	203,913,302	-8.96%
3	WHOLESALE OF TOBACCO PRODUCTS	198,850,262	60.02%
4	WHOLESALE OF WOOD, CONSTRUCTION MATERIALS AND SANITARY EQUIPMENT	127,351,609	6.41%
5	NON-SPECIALISED WHOLESALE OF FOOD, BEVERAGES AND TOBACCO	122,284,693	13.75%
6	WHOLESALE OF CHEMICAL PRODUCTS	97,136,332	10.83%
7	WHOLESALE OF GRAIN, UNMANUFACTURED TOBACCO, SEEDS AND ANIMAL FEEDS	92,345,976	32.42%
8	AGENTS INVOLVED IN THE SALE OF A VARIETY OF GOODS	87,490,428	5.10%
9	WHOLESALE OF OTHER MACHINERY AND EQUIPMENT	76,115,107	-14.50%
10	WHOLESALE OF OTHER HOUSEHOLD GOODS	66,339,764	11.10%
11	WHOLESALE OF ELECTRONIC AND TELECOMMUNICATIONS EQUIPMENT AND PARTS	60,696,900	-4.42%
12	WHOLESALE OF PERFUME AND COSMETICS	54,161,528	18.57%
13	WHOLESALE OF SOLID, LIQUID AND GASEOUS FUELS AND RELATED PRODUCTS	50,904,761	-7.75%
14	WHOLESALE OF HARDWARE, PLUMBING AND HEATING EQUIPMENT AND SUPPLIES	47,687,489	10.44%
15	WHOLESALE OF ELECTRICAL HOUSEHOLD APPLIANCES	45,664,237	16.78%
16	WHOLESALE OF COMPUTERS, COMPUTER PERIPHERAL EQUIPMENT AND SOFTWARE	45,078,671	-10.62%
17	WHOLESALE OF METALS AND METAL ORES	37,860,577	29.02%
18	AGENTS INVOLVED IN THE SALE OF FUELS, ORES, METALS AND INDUSTRIAL CHEMICALS	35,543,554	-8.32%
19	WHOLESALE OF BEVERAGES	34,445,965	36.55%
20	WHOLESALE OF FRUIT AND VEGETABLES	33,883,853	23.16%
21	AGENTS INVOLVED IN THE SALE OF MACHINERY, INDUSTRIAL EQUIPMENT, SHIPS AND AIRCRAFT	29,756,061	-25.54%
22	WHOLESALE OF AGRICULTURAL MACHINERY, EQUIPMENT AND SUPPLIES	28,352,873	22.87%
23	AGENTS SPECIALISED IN THE SALE OF OTHER PARTICULAR PRODUCTS	26,310,389	-5.87%
24	WHOLESALE OF SUGAR AND CHOCOLATE AND SUGAR CONFECTIONERY	25,386,729	15.50%
25	WHOLESALE OF MEAT AND MEAT PRODUCTS	24,943,937	14.59%
26	WHOLESALE OF MACHINE TOOLS	24,506,174	-4.62%

27	WHOLESALE OF CLOTHING AND FOOTWEAR	23,955,219	14.34%
28	WHOLESALE OF TEXTILES	19,513,507	20.37%
29	WHOLESALE OF FURNITURE, CARPETS AND LIGHTING EQUIPMENT	19,040,461	32.37%
30	AGENTS INVOLVED IN THE SALE OF FOOD, BEVERAGES AND TOBACCO	17,146,680	-11.84%
31	WHOLESALE OF COFFEE, TEA, COCOA AND SPICES	16,891,656	36.27%
32	WHOLESALE OF CHINA AND GLASSWARE AND CLEANING MATERIALS	16,515,225	53.36%
33	WHOLESALE OF DAIRY PRODUCTS, EGGS AND EDIBLE OILS AND FATS	16,389,812	3.76%
34	WHOLESALE OF OTHER FOOD, INCLUDING FISH, CRUSTACEANS AND MOLLUSCS	14,137,022	-9.71%
35	AGENTS INVOLVED IN THE SALE OF TIMBER AND BUILDING MATERIALS	13,960,911	-1.67%
36	WHOLESALE OF MINING, CONSTRUCTION AND CIVIL ENGINEERING MACHINERY	13,797,886	-20.41%
37	WHOLESALE OF OTHER INTERMEDIATE PRODUCTS	13,620,717	-8.45%
38	WHOLESALE OF LIVE ANIMALS	10,889,138	14.73%
39	AGENTS INVOLVED IN THE SALE OF TEXTILES, CLOTHING, FUR, FOOTWEAR AND LEATHER GOODS	8,643,625	9.31%
40	WHOLESALE OF WASTE AND SCRAP	7,722,956	38.26%
41	WHOLESALE OF OTHER OFFICE MACHINERY AND EQUIPMENT	7,315,514	5.87%
42	AGENTS INVOLVED IN THE SALE OF AGRICULTURAL RAW MATERIALS, LIVE ANIMALS, TEXTILE RAW MATERIALS AND SEMI-FINISHED GOODS	7,299,314	4.56%
43	AGENTS INVOLVED IN THE SALE OF FURNITURE, HOUSEHOLD GOODS, HARDWARE AND IRONMONGERY	6,227,716	42.71%
44	WHOLESALE OF HIDES, SKINS AND LEATHER	3,497,203	-19.60%
45	WHOLESALE OF FLOWERS AND PLANTS	3,031,665	28.28%
46	WHOLESALE OF MACHINERY FOR THE TEXTILE INDUSTRY AND OF SEWING AND KNITTING MACHINES	2,683,008	-6.04%
47	WHOLESALE OF WATCHES AND JEWELLERY	2,040,504	44.01%
48	WHOLESALE OF OFFICE FURNITURE	1,232,932	20.97%

## V. PROFITABILITY

The industry's net profit amounted to RON 9,860,789,440 in 2016, compared to a net profit of RON 7,751,866,288 in 2015 and a net profit of RON 5,406,340,380 in 2014.

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

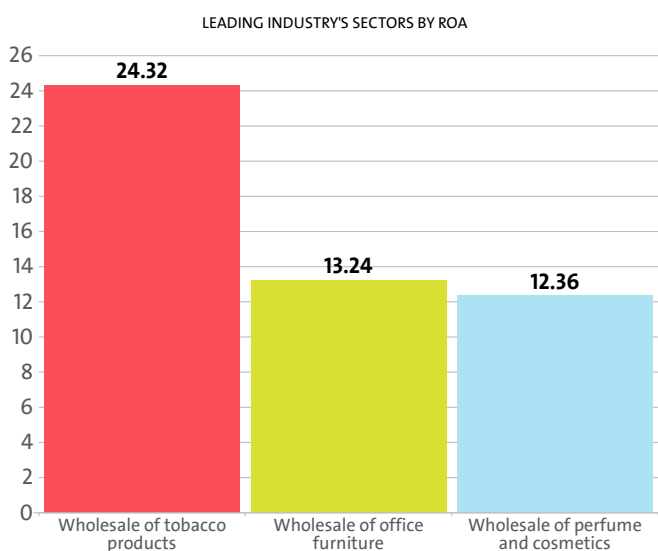
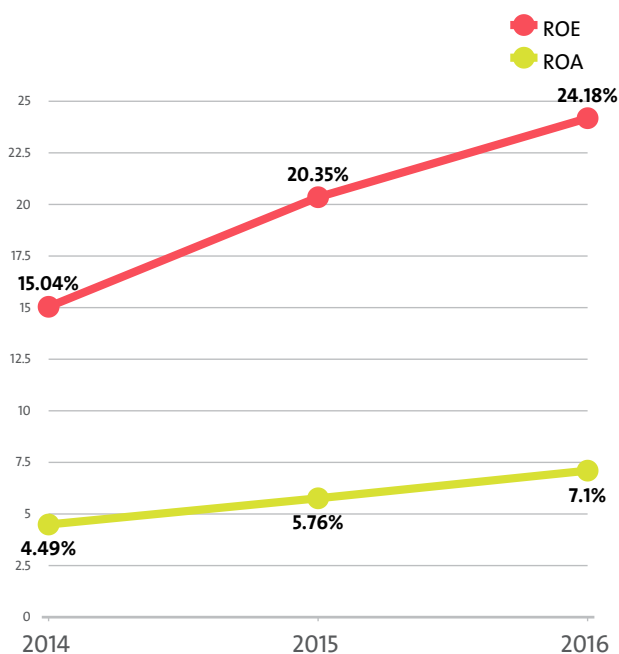
RANK	COMPANY	RON
1	BRITISH AMERICAN TOBACCO (ROMANIA) TRADING SRL	672,336,885
2	J.T. INTERNATIONAL (ROMANIA) SRL	160,461,357
3	METRO CASH & CARRY ROMANIA SRL	103,436,195
4	MEDIPLUS EXIM SRL	102,653,027
5	PHILIP MORRIS TRADING SRL	94,928,263
6	FILDAS TRADING SRL	93,825,027
7	FARMEPERT D.C.I. SRL	90,581,142
8	MONSANTO ROMANIA SRL	90,361,682
9	GASPECO L&D SA (FORMERLY KNOWN AS PETROM LPG SA)	83,118,184
10	OMV PETROM GAS SRL	73,874,979

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

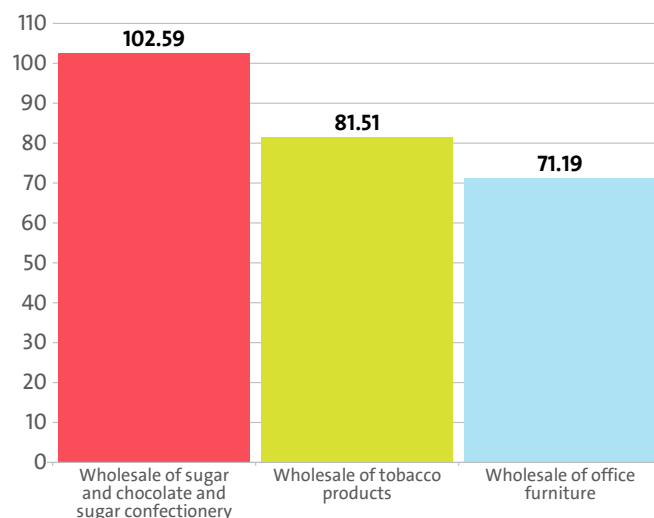
RANK	COMPANY	RON
1	GERMANOS TELECOM ROMANIA SA	52,206,205
2	GEMARCO INDUSTRY SRL	45,088,906
3	ADM ROMANIA TRADING SRL (FORMERLY KNOWN AS ALFRED C. TOEPFER INTERNATIONAL (ROMANIA) SRL)	32,383,554
4	CARGILL AGRICULTURA SRL	29,072,851
5	TORRENT PHARMA SRL	27,251,184

The Wholesale trade, except of motor vehicles and motorcycles industry's return on equity (ROE) is 24.18% compared to 20.35% in 2015 and 15.04% in 2014.

The Wholesale trade, except of motor vehicles and motorcycles's return on assets (ROA) was 7.10%, while in 2015 it amounted to 5.76% and 4.49% in 2014.



LEADING INDUSTRY'S SECTORS BY ROE



### TOP 10 COMPANIES BY HIGHEST AVERAGE NET PROFIT PER EMPLOYEE IN WHOLESALE TRADE, EXCEPT OF MOTOR VEHICLES AND MOTORCYCLES

RANK	COMPANY	RON	COMPANY HEADQUARTERS (CITY)
1	OVERSEAS DISTRIBUTION SRL	22,054,010	BUCHARES T
2	RIVIERA GREEN SMART SRL	9,777,041	PRAHOVA
3	TRACIKA ROM IMPORT EXPORT SRL	6,265,526	BUCHARES T
4	TE AWA TECHNOLOGY SRL	5,810,875	TIMIS
5	STORMATIC SRL	5,136,979	BUCHARES T
6	TMB TRADING SRL	4,610,365	BRAILA
7	ANA ELECTRIC SA (FORMERLY KNOWN AS ANA ELECTRONIC SA)	4,283,150	BUCHARES T
8	MAVE ENTERPRISE SRL	3,988,050	TIMIS
9	PHOENIX INDUSTRIES RO SRL	3,911,611	ILFOV
10	FIT DISTRIBUTION SRL	3,643,095	GIURGIU

About 40.00% of the 10 leading companies in terms of net profit per employee are located in Bucharest, while 20.00% are Timis-based and 10.00% are headquartered in Ilfov.

The average net sales revenue per employee in the Wholesale trade, except of motor vehicles and motorcycles industry amounted to RON 880,019 in 2016, up by 0.74% compared to 2015 and up by 7.76% compared to 2014.

The Wholesale trade, except of motor vehicles and motorcycles field generated an average RON 902,747 in total revenue per employee. In 2015 and 2014 the figure was RON 897,633 and RON 837,319, respectively.

The average total revenue per company in the Wholesale trade, except of motor vehicles and motorcycles industry went up to RON 4,624,527 in 2016 from RON 4,500,226 in 2015. The 2014 value was RON 4,274,662.

A company in the Wholesale trade, except of motor vehicles and motorcycles field made on average a net sales revenue of RON 4,508,102 in 2016, compared to RON 4,379,554 in 2015 and RON 4,169,247 in 2014.

The Wholesale trade, except of motor vehicles and motorcycles industry made 21.56% of the overall sales country-wide, rising its market share by 0.23 pp.

**TOP COMPANIES WITH HIGHEST CORRELATION OPERATING REVENUE - NUMBER OF EMPLOYEES - EMPLOYMENT EXPENSES\***

RANK	COMPANY NAME	CORRELATION (RON)
1	BEAVIS TERMINATORUL SRL	10,077

\*The correlation is calculated by subtracting the quotient of the operating profit, and the employment expenses to the number of employees.

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

SECTOR	AVERAGE NET SALES REVENUE (RON)	AVERAGE TOTAL REVENUE (RON)	NUMBER OF EMPLOYEES
WHOLESALE OF BEVERAGES	703,438	718,663	9,165
WHOLESALE OF FURNITURE, CARPETS AND LIGHTING EQUIPMENT	604,816	627,242	2,389
AGENTS INVOLVED IN THE SALE OF A VARIETY OF GOODS	422,516	439,444	14,853
AGENTS SPECIALISED IN THE SALE OF OTHER PARTICULAR PRODUCTS	638,122	660,431	3,055
WHOLESALE OF FRUIT AND VEGETABLES	1,159,919	1,175,249	4,656
WHOLESALE OF COFFEE, TEA, COCOA AND SPICES	638,992	658,805	2,939
WHOLESALE OF SUGAR AND CHOCOLATE AND SUGAR CONFECTIONERY	720,899	742,000	4,067
WHOLESALE OF TOBACCO PRODUCTS	6,644,166	6,674,467	2,575
WHOLESALE OF ELECTRONIC AND TELECOMMUNICATIONS EQUIPMENT AND PARTS	1,915,611	1,944,738	4,518
AGENTS INVOLVED IN THE SALE OF AGRICULTURAL RAW MATERIALS, LIVE ANIMALS, TEXTILE RAW MATERIALS AND SEMI-FINISHED GOODS	1,130,548	1,151,092	1,216
NON-SPECIALISED WHOLESALE OF FOOD, BEVERAGES AND TOBACCO	690,496	714,372	33,155
WHOLESALE OF OTHER FOOD, INCLUDING FISH, CRUSTACEANS AND MOLLUSCS	736,925	750,960	2,266
AGENTS INVOLVED IN THE SALE OF FURNITURE, HOUSEHOLD GOODS, HARDWARE AND IRONMONGERY	489,894	522,038	1,010
AGENTS INVOLVED IN THE SALE OF MACHINERY, INDUSTRIAL EQUIPMENT, SHIPS AND AIRCRAFT	588,411	642,635	3,255
AGENTS INVOLVED IN THE SALE OF FOOD, BEVERAGES AND TOBACCO	739,949	758,140	2,945
AGENTS INVOLVED IN THE SALE OF TEXTILES, CLOTHING, FUR, FOOTWEAR AND LEATHER GOODS	391,968	404,821	2,229
NON-SPECIALISED WHOLESALE TRADE	591,077	606,815	30,386
AGENTS INVOLVED IN THE SALE OF FUELS, ORES, METALS AND INDUSTRIAL CHEMICALS	2,755,797	2,805,357	1,841
WHOLESALE OF WASTE AND SCRAP	521,887	536,310	2,194
WHOLESALE OF OTHER INTERMEDIATE PRODUCTS	685,246	700,052	2,246
WHOLESALE OF CHEMICAL PRODUCTS	1,562,425	1,607,763	7,525
WHOLESALE OF HARDWARE, PLUMBING AND HEATING EQUIPMENT AND SUPPLIES	495,159	510,237	8,101
WHOLESALE OF WOOD, CONSTRUCTION MATERIALS AND SANITARY EQUIPMENT	472,972	488,642	34,282
WHOLESALE OF METALS AND METAL ORES	1,161,369	1,197,612	4,920
WHOLESALE OF SOLID, LIQUID AND GASEOUS FUELS AND RELATED PRODUCTS	1,423,818	1,459,178	6,100
WHOLESALE OF GRAIN, UNMANUFACTURED TOBACCO, SEEDS AND ANIMAL FEEDS	2,751,192	2,818,888	8,727
WHOLESALE OF FLOWERS AND PLANTS	244,435	255,201	1,208
WHOLESALE OF LIVE ANIMALS	1,355,955	1,459,340	1,136
WHOLESALE OF HIDES, SKINS AND LEATHER	698,655	752,327	421
WHOLESALE OF MINING, CONSTRUCTION AND CIVIL ENGINEERING MACHINERY	838,464	870,644	1,358
WHOLESALE OF CHINA AND GLASSWARE AND CLEANING MATERIALS	696,957	711,628	2,372

AGENTS INVOLVED IN THE SALE OF TIMBER AND BUILDING MATERIALS	436,897	454,053	3,308
WHOLESALE OF DAIRY PRODUCTS, EGGS AND EDIBLE OILS AND FATS	839,492	853,754	2,517
WHOLESALE OF WATCHES AND JEWELLERY	207,808	230,784	731
WHOLESALE OF OTHER HOUSEHOLD GOODS	755,016	767,615	10,129
WHOLESALE OF OTHER MACHINERY AND EQUIPMENT	701,954	719,872	8,150
WHOLESALE OF MEAT AND MEAT PRODUCTS	779,782	801,272	7,011
WHOLESALE OF CLOTHING AND FOOTWEAR	310,798	319,632	6,444
WHOLESALE OF ELECTRICAL HOUSEHOLD APPLIANCES	866,792	889,686	5,233
WHOLESALE OF OTHER OFFICE MACHINERY AND EQUIPMENT	376,685	385,750	1,469
WHOLESALE OF TEXTILES	351,876	365,882	3,499
WHOLESALE OF PHARMACEUTICAL GOODS	1,657,444	1,686,855	15,906
WHOLESALE OF AGRICULTURAL MACHINERY, EQUIPMENT AND SUPPLIES	672,203	693,024	3,113
WHOLESALE OF MACHINE TOOLS	661,395	677,195	2,527
WHOLESALE OF PERFUME AND COSMETICS	621,897	636,455	7,806
WHOLESALE OF MACHINERY FOR THE TEXTILE INDUSTRY AND OF SEWING AND KNITTING MACHINES	600,737	614,686	295
WHOLESALE OF OFFICE FURNITURE	494,978	511,510	141
WHOLESALE OF COMPUTERS, COMPUTER PERIPHERAL EQUIPMENT AND SOFTWARE	967,277	1,005,257	6,038

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

SECTOR	AVERAGE NET SALES REVENUE (RON)	AVERAGE TOTAL REVENUE (RON)	NUMBER OF COMPANIES
WHOLESALE OF TOBACCO PRODUCTS	185,964,426	186,812,528	92
WHOLESALE OF GRAIN, UNMANUFACTURED TOBACCO, SEEDS AND ANIMAL FEEDS	19,425,288	19,903,267	1,236
WHOLESALE OF PHARMACEUTICAL GOODS	17,587,262	17,899,346	1,499
WHOLESALE OF ELECTRONIC AND TELECOMMUNICATIONS EQUIPMENT AND PARTS	12,172,617	12,357,704	711
WHOLESALE OF CHEMICAL PRODUCTS	11,272,530	11,599,632	1,043
AGENTS INVOLVED IN THE SALE OF FUELS, ORES, METALS AND INDUSTRIAL CHEMICALS	10,482,277	10,670,791	484
NON-SPECIALISED WHOLESALE OF FOOD, BEVERAGES AND TOBACCO	9,906,274	10,248,805	2,311
WHOLESALE OF MEAT AND MEAT PRODUCTS	9,219,316	9,473,385	593
WHOLESALE OF METALS AND METAL ORES	8,900,208	9,177,960	642
WHOLESALE OF SOLID, LIQUID AND GASEOUS FUELS AND RELATED PRODUCTS	8,540,110	8,752,197	1,017
WHOLESALE OF BEVERAGES	8,394,539	8,576,235	768
WHOLESALE OF SUGAR AND CHOCOLATE AND SUGAR CONFECTIONERY	6,997,364	7,202,179	419
WHOLESALE OF LIVE ANIMALS	6,472,124	6,965,591	238
WHOLESALE OF COMPUTERS, COMPUTER PERIPHERAL EQUIPMENT AND SOFTWARE	5,382,872	5,594,232	1,085
WHOLESALE OF DAIRY PRODUCTS, EGGS AND EDIBLE OILS AND FATS	5,417,952	5,509,999	390
WHOLESALE OF MINING, CONSTRUCTION AND CIVIL ENGINEERING MACHINERY	5,105,980	5,301,948	223
WHOLESALE OF PERFUME AND COSMETICS	4,928,455	5,043,821	985
WHOLESALE OF ELECTRICAL HOUSEHOLD APPLIANCES	4,720,000	4,844,669	961
WHOLESALE OF OTHER FOOD, INCLUDING FISH, CRUSTACEANS AND MOLLUSCS	4,337,330	4,419,938	385
WHOLESALE OF MACHINE TOOLS	3,842,171	3,933,955	435
WHOLESALE OF OTHER HOUSEHOLD GOODS	3,823,780	3,887,588	2,000

WHOLESALE OF HARDWARE, PLUMBING AND HEATING EQUIPMENT AND SUPPLIES	3,673,333	3,785,190	1,092
WHOLESALE OF AGRICULTURAL MACHINERY, EQUIPMENT AND SUPPLIES	3,558,787	3,669,018	588
WHOLESALE OF OTHER MACHINERY AND EQUIPMENT	3,575,577	3,666,850	1,600
WHOLESALE OF FRUIT AND VEGETABLES	3,333,692	3,377,753	1,620
WHOLESALE OF CHINA AND GLASSWARE AND CLEANING MATERIALS	3,299,763	3,369,222	501
WHOLESALE OF OTHER OFFICE MACHINERY AND EQUIPMENT	3,198,559	3,275,529	173
AGENTS INVOLVED IN THE SALE OF AGRICULTURAL RAW MATERIALS, LIVE ANIMALS, TEXTILE RAW MATERIALS AND SEMI-FINISHED GOODS	3,160,335	3,217,766	435
WHOLESALE OF COFFEE, TEA, COCOA AND SPICES	3,114,425	3,210,990	603
WHOLESALE OF FURNITURE, CARPETS AND LIGHTING EQUIPMENT	2,855,543	2,961,425	506
NON-SPECIALISED WHOLESALE TRADE	2,737,460	2,810,347	6,561
WHOLESALE OF WOOD, CONSTRUCTION MATERIALS AND SANITARY EQUIPMENT	2,672,999	2,761,560	6,066
AGENTS INVOLVED IN THE SALE OF MACHINERY, INDUSTRIAL EQUIPMENT, SHIPS AND AIRCRAFT	2,400,098	2,621,274	798
AGENTS INVOLVED IN THE SALE OF FOOD, BEVERAGES AND TOBACCO	2,272,315	2,328,179	959
WHOLESALE OF OTHER INTERMEDIATE PRODUCTS	2,266,659	2,315,635	679
WHOLESALE OF MACHINERY FOR THE TEXTILE INDUSTRY AND OF SEWING AND KNITTING MACHINES	1,947,444	1,992,664	91
WHOLESALE OF OFFICE FURNITURE	1,836,629	1,897,973	38
WHOLESALE OF HIDES, SKINS AND LEATHER	1,750,797	1,885,297	168
WHOLESALE OF WASTE AND SCRAP	1,510,580	1,552,329	758
AGENTS INVOLVED IN THE SALE OF FURNITURE, HOUSEHOLD GOODS, HARDWARE AND IRONMONGERY	1,385,974	1,476,915	357
AGENTS SPECIALISED IN THE SALE OF OTHER PARTICULAR PRODUCTS	1,334,335	1,380,983	1,461
AGENTS INVOLVED IN THE SALE OF TEXTILES, CLOTHING, FUR, FOOTWEAR AND LEATHER GOODS	1,230,558	1,270,908	710
WHOLESALE OF TEXTILES	1,100,282	1,144,076	1,119
AGENTS INVOLVED IN THE SALE OF TIMBER AND BUILDING MATERIALS	1,056,472	1,097,960	1,368
AGENTS INVOLVED IN THE SALE OF A VARIETY OF GOODS	863,461	898,054	7,268
WHOLESALE OF WATCHES AND JEWELLERY	787,087	874,111	193
WHOLESALE OF FLOWERS AND PLANTS	626,915	654,528	471
WHOLESALE OF CLOTHING AND FOOTWEAR	628,027	645,879	3,189

The total indebtedness of the companies in the Wholesale trade, except of motor vehicles and motorcycles industry was RON 95,872,520,193 versus RON 75,185,005,086 a year ago. In 2014 the industry's indebtedness totalled RON 82,401,502,851.

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

SECTOR	2016	2015	2014
WHOLESALE OF PHARMACEUTICAL GOODS	12,421,655,072	10,892,578,063	9,936,734,863
WHOLESALE OF GRAIN, UNMANUFACTURED TOBACCO, SEEDS AND ANIMAL FEEDS	7,584,759,805	7,064,897,143	6,522,261,697
NON-SPECIALISED WHOLESALE TRADE	7,553,422,652	5,331,460,071	6,464,966,449
WHOLESALE OF WOOD, CONSTRUCTION MATERIALS AND SANITARY EQUIPMENT	7,263,866,801	5,004,584,518	6,543,207,579

NON-SPECIALISED WHOLESALE OF FOOD, BEVERAGES AND TOBACCO	5,369,158,251	4,391,856,135	5,047,020,255
WHOLESALE OF CHEMICAL PRODUCTS	4,369,970,814	3,970,494,915	3,951,560,344
AGENTS INVOLVED IN THE SALE OF A VARIETY OF GOODS	3,768,543,482	2,304,331,780	3,506,610,937
AGENTS INVOLVED IN THE SALE OF MACHINERY, INDUSTRIAL EQUIPMENT, SHIPS AND AIRCRAFT	3,040,080,782	2,580,969,334	1,446,957,265
WHOLESALE OF OTHER MACHINERY AND EQUIPMENT	2,781,079,675	2,345,337,574	2,365,614,729
WHOLESALE OF TOBACCO PRODUCTS	2,723,647,451	2,557,538,954	1,813,110,165
WHOLESALE OF BEVERAGES	2,718,812,254	2,115,515,776	2,079,515,394
WHOLESALE OF SOLID, LIQUID AND GASEOUS FUELS AND RELATED PRODUCTS	2,536,003,744	2,106,810,660	2,295,918,497
WHOLESALE OF METALS AND METAL ORES	2,517,865,379	2,017,324,022	2,326,598,234
WHOLESALE OF OTHER HOUSEHOLD GOODS	2,447,006,698	1,945,621,979	2,411,952,601
WHOLESALE OF COMPUTERS, COMPUTER PERIPHERAL EQUIPMENT AND SOFTWARE	2,340,978,866	2,052,177,865	1,954,898,978
WHOLESALE OF ELECTRICAL HOUSEHOLD APPLIANCES	2,052,021,288	1,694,672,049	1,913,757,240
WHOLESALE OF ELECTRONIC AND TELECOMMUNICATIONS EQUIPMENT AND PARTS	1,960,841,553	1,549,239,704	1,378,985,284
WHOLESALE OF CLOTHING AND FOOTWEAR	1,758,634,903	673,478,951	1,844,228,242
WHOLESALE OF HARDWARE, PLUMBING AND HEATING EQUIPMENT AND SUPPLIES	1,726,388,396	1,290,229,181	1,530,874,641
WHOLESALE OF MEAT AND MEAT PRODUCTS	1,565,636,966	1,262,969,733	1,370,654,288
AGENTS INVOLVED IN THE SALE OF FUELS, ORES, METALS AND INDUSTRIAL CHEMICALS	1,370,487,448	1,259,597,424	1,786,038,360
WHOLESALE OF PERFUME AND COSMETICS	1,363,828,449	896,622,752	1,148,683,299
WHOLESALE OF FRUIT AND VEGETABLES	1,281,532,875	972,032,130	1,202,986,863
AGENTS SPECIALISED IN THE SALE OF OTHER PARTICULAR PRODUCTS	1,022,967,999	660,630,808	714,087,072
WHOLESALE OF SUGAR AND CHOCOLATE AND SUGAR CONFECTIONERY	938,068,470	704,970,508	1,032,124,396
WHOLESALE OF AGRICULTURAL MACHINERY, EQUIPMENT AND SUPPLIES	868,353,165	606,759,023	696,399,635
WHOLESALE OF TEXTILES	849,525,126	360,693,572	822,977,026
AGENTS INVOLVED IN THE SALE OF TIMBER AND BUILDING MATERIALS	807,028,603	500,003,857	697,054,949
AGENTS INVOLVED IN THE SALE OF FOOD, BEVERAGES AND TOBACCO	802,903,724	448,099,183	643,502,954
WHOLESALE OF FURNITURE, CARPETS AND LIGHTING EQUIPMENT	743,886,255	396,486,909	497,804,969
WHOLESALE OF OTHER INTERMEDIATE PRODUCTS	664,950,414	471,668,974	601,374,386
WHOLESALE OF CHINA AND GLASSWARE AND CLEANING MATERIALS	662,213,028	451,134,402	518,263,368
WHOLESALE OF COFFEE, TEA, COCOA AND SPICES	632,893,459	435,429,282	504,612,801

WHOLESALE OF MACHINE TOOLS	623,389,582	470,821,587	482,623,710
WHOLESALE OF LIVE ANIMALS	606,245,056	465,292,057	474,994,504
WHOLESALE OF DAIRY PRODUCTS, EGGS AND EDIBLE OILS AND FATS	595,643,590	518,346,663	602,407,941
WHOLESALE OF WASTE AND SCRAP	551,477,665	354,491,308	500,264,193
WHOLESALE OF OTHER FOOD, INCLUDING FISH, CRUSTACEANS AND MOLLUSCS	529,888,733	460,573,102	528,915,986
AGENTS INVOLVED IN THE SALE OF TEXTILES, CLOTHING, FUR, FOOTWEAR AND LEATHER GOODS	484,869,219	214,892,048	383,144,824
AGENTS INVOLVED IN THE SALE OF AGRICULTURAL RAW MATERIALS, LIVE ANIMALS, TEXTILE RAW MATERIALS AND SEMI-FINISHED GOODS	471,114,699	455,069,197	549,916,538
WHOLESALE OF MINING, CONSTRUCTION AND CIVIL ENGINEERING MACHINERY	450,675,291	374,439,859	437,664,065
AGENTS INVOLVED IN THE SALE OF FURNITURE, HOUSEHOLD GOODS, HARDWARE AND IRONMONGERY	265,116,998	136,074,881	245,178,910
WHOLESALE OF FLOWERS AND PLANTS	196,945,212	61,521,738	164,609,558
WHOLESALE OF OTHER OFFICE MACHINERY AND EQUIPMENT	188,256,463	164,031,816	128,581,783
WHOLESALE OF HIDES, SKINS AND LEATHER	171,062,494	93,729,816	144,779,243
WHOLESALE OF WATCHES AND JEWELLERY	119,524,985	38,802,349	87,721,011
WHOLESALE OF MACHINERY FOR THE TEXTILE INDUSTRY AND OF SEWING AND KNITTING MACHINES	73,782,097	44,727,177	66,015,833
WHOLESALE OF OFFICE FURNITURE	35,514,262	15,974,257	33,346,992

Debt-to-assets ratio of the companies in the industry is 0.69 in 2016. It was 0.56 in 2015 and 0.68 in 2014.

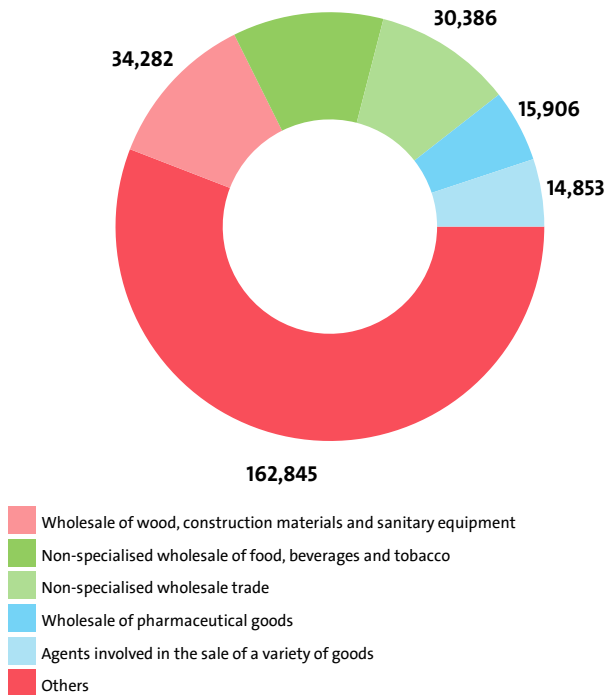
## VI. EMPLOYMENT

A total of 291,427 people were employed in the Wholesale trade, except of motor vehicles and motorcycles market at the end of 2016, compared to 279,449 in 2015 and 271,580 in 2014.

### NUMBER OF EMPLOYEES BY INDUSTRY SECTORS

SECTOR	NUMBER	SHARE OF INDUSTRY TOTAL
WHOLESALE OF WOOD, CONSTRUCTION MATERIALS AND SANITARY EQUIPMENT	34,282	11.76%
NON-SPECIALISED WHOLESALE OF FOOD, BEVERAGES AND TOBACCO	33,155	11.38%
NON-SPECIALISED WHOLESALE TRADE	30,386	10.43%
WHOLESALE OF PHARMACEUTICAL GOODS	15,906	5.46%
AGENTS INVOLVED IN THE SALE OF A VARIETY OF GOODS	14,853	5.10%
WHOLESALE OF OTHER HOUSEHOLD GOODS	10,129	3.48%
WHOLESALE OF BEVERAGES	9,165	3.14%
WHOLESALE OF GRAIN, UNMANUFACTURED TOBACCO, SEEDS AND ANIMAL FEEDS	8,727	2.99%

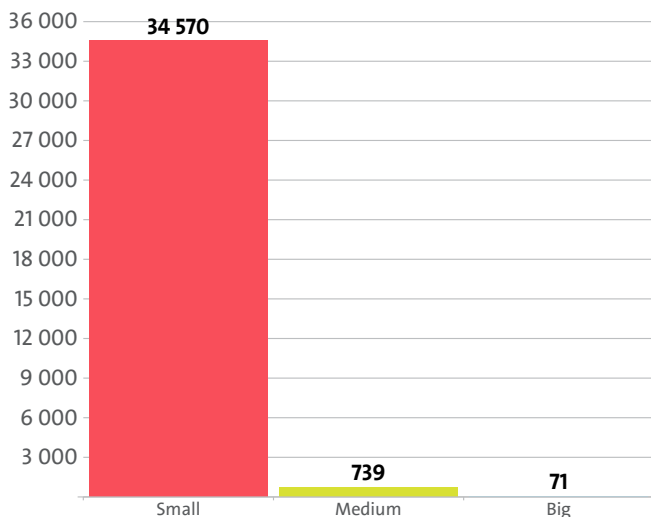
WHOLESALE OF OTHER MACHINERY AND EQUIPMENT	8,150	2.80%
WHOLESALE OF HARDWARE, PLUMBING AND HEATING EQUIPMENT AND SUPPLIES	8,101	2.78%
WHOLESALE OF PERFUME AND COSMETICS	7,806	2.68%
WHOLESALE OF CHEMICAL PRODUCTS	7,525	2.58%
WHOLESALE OF MEAT AND MEAT PRODUCTS	7,011	2.41%
WHOLESALE OF CLOTHING AND FOOTWEAR	6,444	2.21%
WHOLESALE OF SOLID, LIQUID AND GASEOUS FUELS AND RELATED PRODUCTS	6,100	2.09%
WHOLESALE OF COMPUTERS, COMPUTER PERIPHERAL EQUIPMENT AND SOFTWARE	6,038	2.07%
WHOLESALE OF ELECTRICAL HOUSEHOLD APPLIANCES	5,233	1.80%
WHOLESALE OF METALS AND METAL ORES	4,920	1.69%
WHOLESALE OF FRUIT AND VEGETABLES	4,656	1.60%
WHOLESALE OF ELECTRONIC AND TELECOMMUNICATIONS EQUIPMENT AND PARTS	4,518	1.55%
WHOLESALE OF SUGAR AND CHOCOLATE AND SUGAR CONFECTIONERY	4,067	1.40%
WHOLESALE OF TEXTILES	3,499	1.20%
AGENTS INVOLVED IN THE SALE OF TIMBER AND BUILDING MATERIALS	3,308	1.14%
AGENTS INVOLVED IN THE SALE OF MACHINERY, INDUSTRIAL EQUIPMENT, SHIPS AND AIRCRAFT	3,255	1.12%
WHOLESALE OF AGRICULTURAL MACHINERY, EQUIPMENT AND SUPPLIES	3,113	1.07%
AGENTS SPECIALISED IN THE SALE OF OTHER PARTICULAR PRODUCTS	3,055	1.05%
WHOLESALE OF COFFEE, TEA, COCOA AND SPICES	2,939	1.01%
AGENTS INVOLVED IN THE SALE OF FOOD, BEVERAGES AND TOBACCO	2,945	1.01%
WHOLESALE OF TOBACCO PRODUCTS	2,575	0.88%
WHOLESALE OF MACHINE TOOLS	2,527	0.87%
WHOLESALE OF DAIRY PRODUCTS, EGGS AND EDIBLE OILS AND FATS	2,517	0.86%
WHOLESALE OF FURNITURE, CARPETS AND LIGHTING EQUIPMENT	2,389	0.82%
WHOLESALE OF CHINA AND GLASSWARE AND CLEANING MATERIALS	2,372	0.81%
WHOLESALE OF OTHER FOOD, INCLUDING FISH, CRUSTACEANS AND MOLLUSCS	2,266	0.78%
WHOLESALE OF OTHER INTERMEDIATE PRODUCTS	2,246	0.77%
AGENTS INVOLVED IN THE SALE OF TEXTILES, CLOTHING, FUR, FOOTWEAR AND LEATHER GOODS	2,229	0.76%
WHOLESALE OF WASTE AND SCRAP	2,194	0.75%
AGENTS INVOLVED IN THE SALE OF FUELS, ORES, METALS AND INDUSTRIAL CHEMICALS	1,841	0.63%
WHOLESALE OF OTHER OFFICE MACHINERY AND EQUIPMENT	1,469	0.50%
WHOLESALE OF MINING, CONSTRUCTION AND CIVIL ENGINEERING MACHINERY	1,358	0.47%
AGENTS INVOLVED IN THE SALE OF AGRICULTURAL RAW MATERIALS, LIVE ANIMALS, TEXTILE RAW MATERIALS AND SEMI-FINISHED GOODS	1,216	0.42%
WHOLESALE OF FLOWERS AND PLANTS	1,208	0.41%
WHOLESALE OF LIVE ANIMALS	1,136	0.39%
AGENTS INVOLVED IN THE SALE OF FURNITURE, HOUSEHOLD GOODS, HARDWARE AND IRONMONGERY	1,010	0.35%
WHOLESALE OF WATCHES AND JEWELLERY	731	0.25%
WHOLESALE OF HIDES, SKINS AND LEATHER	421	0.14%
WHOLESALE OF MACHINERY FOR THE TEXTILE INDUSTRY AND OF SEWING AND KNITTING MACHINES	295	0.10%
WHOLESALE OF OFFICE FURNITURE	141	0.05%

ALLOCATION OF EMPLOYEES BY INDUSTRY'S SECTORS  
33,155

The analysis on companies' sizes by the number of employees, shows that 34570 firms have less than 50 employees\*, 739 have between 50 and 250 employees\* and 71 companies employ more than 250\*.

\* Companies without data in the number of employees at end of the year are not taken into consideration.

COMPANIES IN THE INDUSTRY BY SIZE IN TERMS OF NUMBER OF EMPLOYEES



The employees of the leading 10 companies in terms of numbers make up 7.20% 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	METRO CASH & CARRY ROMANIA SRL	4,140	1.42%
2	SELGROS CASH & CARRY SRL	4,039	1.39%
3	ARABESQUE SRL	2,844	0.98%
4	TRANSILVANIA GENERAL IMPORT-EXPORT SRL	2,387	0.82%
5	INTERBRANDS MARKETING & DISTRIBUTION SRL	1,830	0.63%
6	HUAWEI TECHNOLOGIES SRL	1,447	0.50%
7	ESSA SALES & DISTRIBUTION SRL	1,198	0.41%
8	ROMSTAL IMEX SRL	1,120	0.38%
9	HONEYWELL ROMANIA SRL	1,000	0.34%
10	FARMEPERT D.C.I. SRL	988	0.34%

The Wholesale trade, except of motor vehicles and motorcycles industry is the 2nd largest employer in the country with 291,427 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 Wholesale trade, except of motor vehicles and motorcycles industry to change at a compound annual growth rate (CAGR) of 3.59% in 2017.

# Do not hesitate to contact us

We'd be glad to discuss our services or your project in detail and help you come up with a solution.

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