

### Break time

Cluj-Napoca City Hall has various priority infrastructure works underway and is offering tax breaks to bring investors to the city

### Choosing Cluj

Eleven universities, large industrial parks, fast internet and a focus on services have established Cluj as one of the top investment destinations

### Mighty IT

The Cluj IT Cluster is rolling out in parallel several dozen projects intended to make Cluj a research hub for companies and public institutions

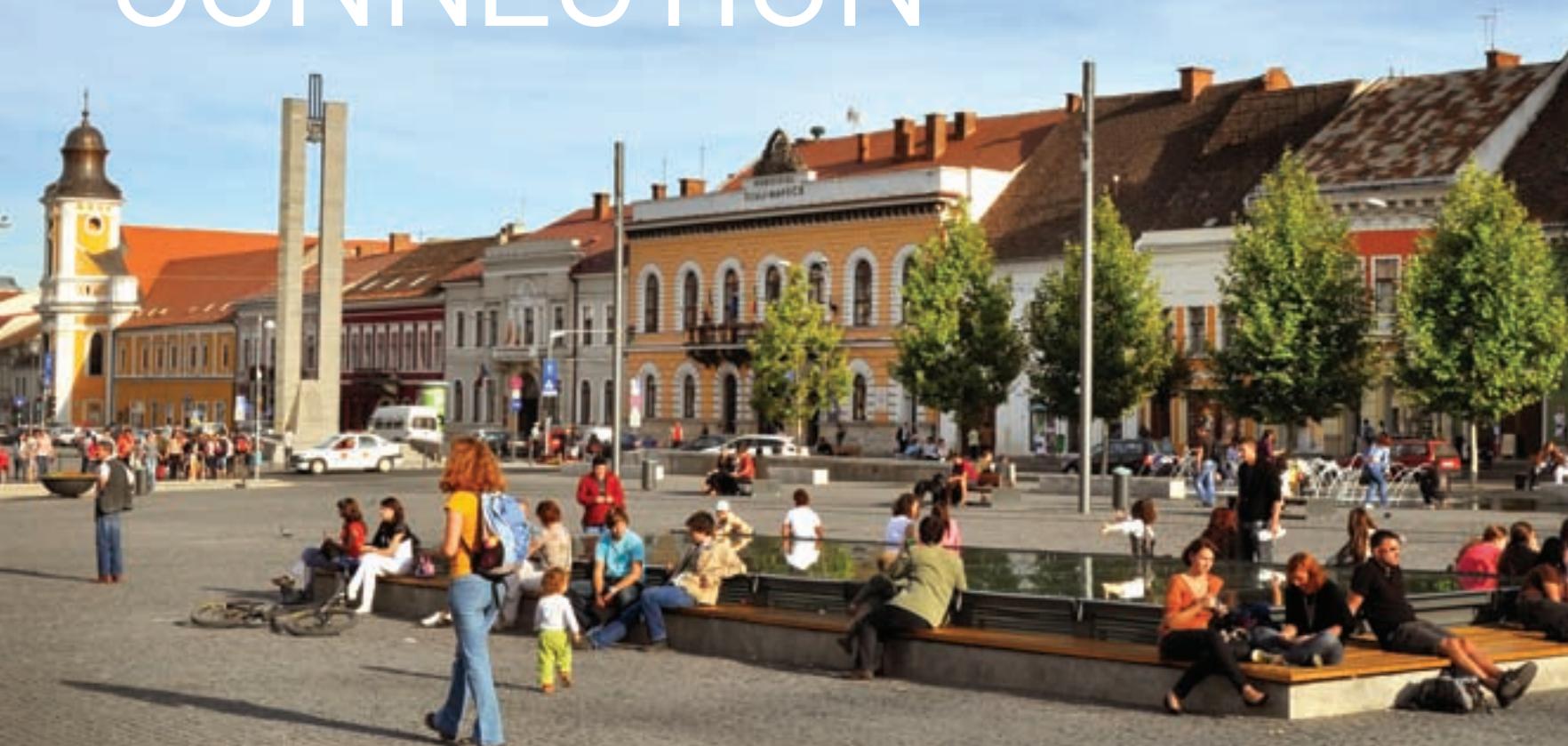
# BR Local Investment

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# CLUJ

## THE WESTERN CONNECTION



# CLUJ

## Facts & Figures

### BR OTILIA HARAGA

The second issue in the series of supplements dedicated to Romania's main investment poles outside Bucharest, focuses on Cluj county. Find out how local authorities are supporting the companies considering setting up shop there and what Cluj has to offer in terms of infrastructure and business opportunities

### General information

**6,674 sqm** – the county's surface area, which represents about 2.8 percent of the Romanian territory, putting the county 12th in Romania

**720,000** – the county population, of whom 65 percent live in urban areas

**Cluj-Napoca** – largest city in Cluj County and county residence (318,027 inhabitants)

**Cluj-Napoca** selected Youth European Capital in 2015

**Turda** – the second largest city in Cluj county (61,851 inhabitants)

**11 universities, 100,000 college** graduates each year

**423 km** – distance between Bucharest and Cluj, a 5 hour 45 minute drive

**420,000 ha** farming area (2012 data)

### Infrastructure

**2,454 km** of public roads, of which 342 km are national roads and 645 km modernized roads

**232 km** of railways

**Avram Iancu International Airport** in Cluj-Napoca, the second biggest international airport in Romania

**3 airlines** running direct regular flights to and from Spain, Italy, Austria, France, Great Britain and Germany

**1,035,438 passengers** passed through Avram Iancu International Airport in 2013, of whom 866,471 were international passengers

**4 Tetarom** industrial parks

### Economic data

**100,000 new companies** registered in 2013

**Services & trade** generate more than half of the total turnover of companies in Cluj-Napoca

**Over 24 %** of the working population works in industry

**19.9 %** – contribution of the non-metal raw materials industry to the overall manufacturing industry

**17.5 %** – contribution of the food and beverage industry to the overall manufacturing industry

**12.9 %** – contribution of the metallurgical industry to the overall manufacturing industry

**8.1 %** – contribution of the chemical and synthetic & artificial fiber industry to the overall manufacturing industry

**8.0 %** – contribution of the cellulose, paper and cardboard industry to the overall manufacturing industry

**EUR 7,227 GDP** per capita

**RON 22.2 billion** regional GDP

**187,200 average** number of employees

### Real estate market

**EUR 100-300** rents for studio apartments

**EUR 180-500** rents for one-bedroom apartments

**EUR 350-900** rents for two-bedroom apartments

*\*Source: eClujeanul.ro*

**119,000 sqm** – modern office stock (class A and B)

**19 modern** office buildings

**367 sqm** – modern office space per 1,000 capita

*\*Source: JLL Romania*

# Cluj-Napoca is the city of services, says mayor Boc

Cluj-Napoca City Hall is granting some tax exemptions and has set some priority areas for development, to encourage local investments and job creation. The town's mayor, **Emil Boc**, outlined to BR the industries and services with potential and what Cluj has to offer in terms of infrastructure and tax breaks.

## BR OTILIA HARAGA

### What are the main reasons a company should choose to invest in Cluj over another city in the region?

Cluj is a university center with 11 universities and over 100,000 students. Four of the Cluj universities are ranked among the top 12 institutes of advanced research in Romania. There is a collaboration protocol in place, among public institutions, universities and companies, which produces a skilled labor force.

Secondly, Cluj has numerous business clubs such as the Dutch Business Club and the Club of Northern Businesspeople in Northern Transylvania (Deutschsprachiger Wirtschaftsclub Nordtransilvanien).

Also, it was elected Youth European Capital in 2015 and is a candidate for the title of European Cultural Capital in 2021.

Cluj is also worth investing in for its Tetarom industrial parks, three of which are completed and one is under way. The internet speed in Cluj is among the fastest in the world, according to a Pando Networks survey.

Last but not least, Cluj is the perfect destination for IT, according to the KPMG survey Exploring Global Frontiers, which places Cluj 31st among international destinations for IT investments.

### What are the main facilities that firms that decide to invest in Cluj benefit from at the moment? Do you intend to offer new such facilities in the future?

We offer exemptions from the payment of delay penalties and penalties relating to budgetary obligations, consisting of local taxes, royalties and rents owed to the local budget by companies or associations that contribute to the local budget of the city of Cluj-Napoca.

Companies that run activities in Cluj industrial parks will pay the lowest taxes possible by law, which amount to 0.25 percent.

We also offer fiscal benefits for "green" buildings built in Cluj-Napoca, which amount to a 50 percent reduction in budgetary obligations.

### What are the main strategic directions for the economic development of Cluj for the next few years? Are there priority industries that you wish to promote?

First of all, Cluj-Napoca as a functional



and business-friendly city. Cluj must be perceived, nationally and internationally, as a place where life is good, work is good and business goes well. In the future, we believe it will be interesting to explore the way the city is perceived from the outside.

Secondly, the authorities' openness to the business environment via a proactive, efficient administration that answers to the needs of the business environment will facilitate the economic development of the city.

Thirdly, Cluj-Napoca as a town that invests in its citizens to create competency. Some EU countries have serious issues with unemployment among young people. Cluj-Napoca must avoid, as much as possible, graduate unemployment. This means vacancies that require a medium to high degree of qualification. Greater social and economic welfare must be the main goal

of this strategic direction. Cluj-Napoca must prove a city capable of attracting expertise and competency that will support its future economic growth. Along with these, the other goals are raising the training level of the labor force and graduates, and ensuring better working and living conditions for Cluj citizens.

Fourthly, attracting, retaining and supporting investments. Cluj-Napoca wants to affirm its status as a national and European innovation pole. The successful strategy must involve developing the capacity for research, innovation and technological transfer. This can be done by spending more on research and development. Local authorities can act as catalysts to stimulate innovation in science and technology.

Last but not least, Cluj-Napoca as an internationally connected city. Road connections have not been a

strong point for Cluj-Napoca in the past, and the city must become globally connected to facilitate access to international markets and business networks. Economic development requires a well-developed public transportation system.

### What investment works, especially pertaining to infrastructure, with an impact on the business environment, are currently underway in Cluj-Napoca?

Infrastructure works include the rehabilitation of Calea Baciului, the entry to the city from Baciul, which will be reconfigured to improve traffic flow. They also include improvements to the street network that is adjacent to the tram line. Furthermore, the rehabilitation of the Garibaldi and Traian bridges. Finally, the modernization of Calea Turzii Street.

### Which sectors of the local economy and industry have sparked the interest of new investors?

Cluj-Napoca is a city of services, with an important industrial component. The balance of economic activities carried out in Cluj-Napoca, from the turnover point of view, shows that the services and trade sectors generate more than half of the total turnover of companies in the town.

Cluj is one of the most interesting markets in South-Eastern Europe for firms in outsourcing and software development. Various studies rank Cluj-Napoca as one of the most attractive cities for IT outsourcing services, and its status as a prestigious university center has a key role in this regard. For instance, a KPMG study places Cluj 31st in the ranking of the most attractive international locations based on the development potential for the IT-BPO outsourcing field. The local IT sector has one of the main clusters in this field in Romania.

Currently, the economic sectors that are developing in Cluj-Napoca are information & communications, real estate, education, healthcare & social assistance, wholesale & retail trade, and car & motorcycle repairing. Last but not least, potential lies in water distribution, utilities, waste management, decontamination activities, plus transportation & storage.

## COMPANY NEWS

### Friesland invests EUR 3 mln a year in new technologies

FrieslandCampina Romania, which has a staff of more than 1,000, will invest more than EUR 3 million annually in new technologies, products and the national development of Napolact brand. From January 2015, Friesland will concentrate its entire cheese production in its Baciu plant.

### SAP ups local headcount

SAP will treble the team at its Cluj-Napoca nearshore delivery center, which now employs 30 people. By the end of 2015, the company will have 125 employees in Cluj. SAP has three nearshore centers in Romania, in Bucharest, Cluj and Timisoara. The company's national investment will exceed the initially planned budget of EUR 30 million.

### Endava brings its Cluj-Napoca teams together

Endava has taken up 6,500 sqm for a new HQ in Cluj, which will fill 8 out of 11 stories in the United Business Center Tower. The firm, which has 500 employees in Cluj, plans to gather all its teams in the city in a single office space in the new HQ, allowing it to grow its headcount to over 800 people.

### Cosmetic Plant to kick off exports

Cosmetic Plant is planning to begin exporting. The firm reported revenues of EUR 1.6 million last year, and forecasts it will have turnover growth of 5-10 percent in 2014. It has 31 employees, 12 of whom work in production. A technological upgrade, which is in plans this fall, will be made with non-reimbursable financing and will see the company boost its production capacity by 70 percent.

### Lasselsberger Ceramics hopes for 10 percent growth in 2014

Lasselsberger Ceramics Romania posted a business result of EUR 30 million last year. The company forecasts its business in Romania will grow by 10 percent in 2014 and expects a small growth in exports. Lasselsberger Ceramics has approximately 500 employees in Romania. In 2014, the company will focus on investments in modernization, cost optimization and the diversification of the product range.

### Farmec posts turnover hike

Farmec posted a turnover of RON 138 million in 2013, up 14 percent from RON 121 million the previous year. The company forecasts its turnover growth will be the same this year. Last year, Farmec invested EUR 600,000 in the technological overhaul of its production unit and the modernization of its distribution system.

# Why Cluj?

Lower unemployment than the national average, a highly skilled pool of potential employees, the presence of renowned universities and an effervescent cultural life are some of the reasons why Cluj is one of the major investment poles in Romania. Companies with a local presence shared their views with BR.

## BR OTILIA HARAGA

"Cluj is well located in the Ardeal region and has good infrastructure, which allows for its future development. We believe that, depending on a company's field of activity, where production resources come from, the distribution area and the need for skilled personnel, Cluj can be an alternative for investors to any other county in Romania," Cornel Caramizaru, sales director of Friesland-Campina Romania, tells BR.

Other firms agree. "We strongly believe Cluj-Napoca can be a real alternative both for companies opening businesses for the first time on the Romanian market and those who wish to expand their local activities here," Susana Laszlo, general manager of Cosmetic Plant, tells BR.

She adds that Cluj has a favorable geographical position and has infrastructure and logistics "at European standards."

According to Cluj-Napoca City Hall, the area hosts 11 universities with an annual turnover of 100,000 students.

"As a strong university center, Cluj offers a highly skilled labor force for varied fields of activity. The public's purchasing power is higher than in other parts of the country. This is also because the unemployment rate in Cluj county fell below the 3 percent threshold at the end of May, while the national average is around 7.1 percent," says Laszlo.

According to an A.T. Kearney survey, while in Bucharest the net average salary is RON 2,091 per month, Cluj inhabitants earn on average just 72 percent of that sum.

Investors who wish to open a production unit in Cluj have several industrial parks available. According to the Cluj-Napoca City Hall, there are four Tetarom industrial parks in the county, of which three are completed and one is under construction.

"In Cluj-Napoca the labor force is more stable than in Bucharest where multiple opportunities make employees rotate between jobs more easily and rapidly," Caramizaru tells BR. "We believe there is a high appetite for entrepreneurship, which shows the openness of Cluj citizens for more and better, an attitude that can differentiate Cluj from other counties."

According to data published by the



Cluj offers investors top universities, skilled workers and good infrastructure

National Commission of Prognosis, Cluj ranked in sixth place in 2013 with GDP of RON 24.8 billion. The city fell a few places compared to previous years: in 2011, for instance, it came fourth with GDP of RON 23.2 billion.

The area has a tradition in IT, Andrei Kelemen, executive director of Cluj IT Cluster, tells BR. "Cluj is already a consecrated brand in IT in the Western world, with more than 78 percent of its products being produced for export."

To capitalize on this tradition, the Cluj IT Cluster is concentrating the innovating community in Cluj around several dozen projects. The most important one, Cluj Innovation City alone, has about 30 projects.

"In recent years, Cluj has become a true IT regional hub, and the labor market in this field has become extremely generous. (...) Knowledge of German and the desire to progress are found on the labor market in the region," Gheorghe Olteanu, director of the SAP Nearshore Center Romania, tells BR.

"If we talk about attracting well-prepared human resources and the low unemployment level, the labor market in Cluj-Napoca is very competitive, but we cannot talk about major cost differences compared to Bucharest or Timisoara, cities which we can compare it to," he adds.

Even though Cluj is recognized for its fairly good infrastructure, it continues to be the Achilles' heel for some investors seeking to start operations in Cluj. For instance, according to Stiride-

Cluj.ro, David Farr, CEO of IT giant Emerson, complained of a lack of support from Cluj-Napoca City Hall, which resulted in the company opening a production unit in Oradea instead.

The main problem was that the city did not offer suitable infrastructure for the firm to carry out its plans, with access roads connecting the city with the airport and the bus line that should have taken workers closer to the plant being issues.

At the moment, the Cluj Avram Iancu International Airport is dealing with a series of legal issues revealed by an internal investigation which followed the arrest of Horea Uioreanu, the suspended president of the Cluj County Council, according to Digi24.ro.

The airport has a runway of over 2,000 meters, inaugurated eight months ago, which should have been paid for from a RON 50 million loan that was guaranteed by the Cluj County Council. However, the institution is late in coming forward with the documentation necessary to take up the loan and the activity might be halted for lack of financing. Also, a new platform for parking aircraft was built without authorization and could be closed.

According to the Cluj Napoca City Hall, several infrastructure works are underway at the moment, including the rehabilitation of Calea Baciului, rehabilitation of the Garibaldi and Traian bridges and the modernization of Calea Turzii Street.

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PARTNER CONTENT

# Our objective remains to identify and support as many Romanian projects as possible

by Traian Halalai, EximBank



*President of EximBank, Traian Halalai, says that the main objective of the bank remains in the area of granting support to as many Romanian companies' projects as possible, the bank having both the capacity and the availability to back up the business environment in its efforts of achieving relevant performances.*

**Rep: Which are the main strategic directions that EximBank will follow this year?**

**Traian Halalai:** This year the focus of our activity will be on supporting production activities and the companies active in this field will represent a group of target clients that will benefit from our increased attention. We will continue as well our efforts in terms of supporting and promoting Romanian exporting companies. Long story short, our main objective is to identify and support as many companies' projects as possible.

We have improved our commercial activity – the exposure on the financing segment increased in 2013 with 60% as compared to December 2012 – and we have expanded our clients' portfolio by closing agreements with ones of the most representative players in Romanian economy. These figures stand for our active presence on the corporate finance segment and I find this as a strong incentive for local companies that should be convinced that they don't have to wait for the perfect business

conditions but they can approach us and find the necessary support for their development plans.

In order to accelerate the financing activity we intend to keep our costs for products and services at the lower limit of the present range of the banking market. Also, EximBank will continue diversifying its product portfolio, one of the targeted areas being the improvement in flexibility and the extension of the trade finance activities that will better respond to the actual needs of the companies active in the commercial field. First step was to up-grade the external factoring offer of the bank that allows us to finance partially or totally the commercial invoices related to exports operations for covering the temporary lack of cash that might appear between the invoicing and cashing up.

**Rep: What strategy will EximBank have for convincing businessmen that it might be their valuable partner?**

**Traian Halalai:** We are trying to be in permanent contact with our partners and this is why continuing our communication program with the business community represents an important topic on our agenda. Last year we have started a direct communication program with the businessmen – that will continue this year – and we have been organizing meetings with the local business communities where more than 400 managers and local authorities representatives have been present. We are convinced that on the long run, the most successful banks will be the ones that, by knowing closely their clients, will be offering <tailored to the clients' needs> solutions. Knowing your business partner is a natural step for any company considering that the more information available makes it easier for the entrepreneur to identify new opportunities for business development and to decide upon starting a partnership. It is also the direction that EximBank is following and the meetings we have had with the business communities in the country are part of this strategy. We had such a meeting in Cluj – one of the first, actually – and the attendance numbered up to 70 businessmen in the region such as representatives of Romcab, Norstal,

Pehart, Chimic Group, Terapia, Benta, Jolidon. Our message for the local entrepreneurs is that we are ready to answer to the business environment needs, we have the necessary funds and are open for financing or guarantee the companies' projects with multiplying economic effects.

**Rep: EximBank has been involved in launching the Romanian Exporters Associations. What does this association offer to Romanian exporters?**

**Traian Halalai:** Romanian Association of Exporters – AREX represents another channel for EximBank to fulfill its role as per the provisions of its bylaw – supporting Romanian business environment and the international transactions. Exporters need more than ever to be supported in order to face challenges on the foreign markets. Why AREX? Any company needs investments and this economic principle applies to local exporting community which has

to invest in itself should it want to be successful. During last years, the investments in this domain have decreased and exporters believe they are facing a gap in terms of association and representation. This is why they have decided to join AREX which is an alternative for the exporters wanting to connect more rapidly to markets and information because it places the focus on networking and know-how transfer from the experienced exporters to the ones looking for a more consistent external presence. AREX will offer to its members access to information regarding business opportunities outside Romania, will facilitate the participation in various international business events and/or official economic visits and will create the framework for developing a business and communication network. The association is up and running, has over 80 members – including companies in Cluj – and any exporting company may become a member with no financial contribution.

## EximBank Cluj, the necessary stop over for developing businesses

EximBank Cluj has been present in the region for more than 10 years, having as main objective supporting one of the most dynamic local economies in the country by its whole product portfolio focused on three business pillars – financing, guarantees and insurance. The financing package of the bank includes both standard credits for current activity or investments and specific products in the category of state aid products: subsidized interest rate credits and partial interest rate compensation that allows the company to recover up to 50% of the interest rate paid for the investment credits granted by the commercial banks. State guarantees offered by EximBank support the companies that need financing but can't provide enough collateral guarantees. Guarantees issued by EximBank



take over a significant part of the credit associated risks thus facilitating the access to financing. In terms of insurance, EximBank covers the commercial and political risks that may incur during international commercial transactions or in the implementation of investment projects of Romanian companies abroad.

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## 2021: Cluj begins European Cultural Capital odyssey

BR OANA VASILIU

Cluj officials are working on a bid to secure the coveted European Capital of Culture (ECC) crown in seven years, giving the city the boost enjoyed by fellow Transylvanian artistic hub, Sibiu, seven years ago.

The Transylvanian town was nominated in 2004, before Romania was in the EU, but Luxembourg helped Sibiu become a European cultural capital, with the two sharing the title.

Cluj-Napoca is hoping to wow the judges with its impressive cultural and artistic pedigree. It has 19 public cultural institutions, over 60 non-governmental arts and cultural organizations, 6 creative arts associations, 6 universities or artistic departments, 3 arts high-schools, 7 foreign cultural centers, 17 centers/libraries providing foreign language courses and access to foreign books, while almost 90 cultural events took place in the city in 2012, all of which is the “ammo” it is hoped will earn ECC status, according to the cultural strategy drawn up by the Cluj-Napoca 2021 European Capital of Culture Association in a bid to persuade the judges.

“The dynamism of the town, characterized by its intercultural approach, intensive civic participation as well as the top academic environment that attracts high numbers of students are the main arguments for our city to become a European Capital of Culture,” says Florin Morosanu, executive director of the association. The group has 83 members, including the local council, city hall, county council, 12 universities and all the major cultural players, who have contributed to the strategy.

The authors of the cultural strategy for 2014-2020 also point out their city’s minuses, mentioning in the official document that public financing for culture is quite low compared with the city’s cultural performance; the budget limitations of the cultural operators in the context of the rising number of public and activities; the public pressure for “visible” events, with a big turnout; a lack of cooperation between local institutions and independent cultural operators; plus poor private financing for events.

If Cluj-Napoca is selected, the money will fund economic development worth millions of Euros, through four sources - the local council, county council, national authorities as well as independent projects. Morosanu cannot yet announce the project’s official budget, because it depends on which schemes are implemented, but at the end of the year an official estimate will be published.

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# Cluj IT Cluster goes international on innovation map

With several dozen projects in progress, Cluj IT Cluster is rooted in collaboration with local authorities, major universities and companies. The cluster has obtained European financing for a couple of projects and is in the process of identifying other financing sources and taking steps to conduct a pre-feasibility study.

BR OTILIA HARAGA

“Cluj-Napoca is a service-oriented city and an important international IT hub, with most companies in Cluj providing services to customers in Western countries. (...) The contact with the West is a result of similarity in mentalities and understanding of demands regarding delivery terms, quality and methodology,” Andrei Kelemen, executive director of Cluj IT Cluster, tells Business Review. He adds that “Cluj is already a consecrated brand in IT in the Western world, with more than 78 percent of its products being produced for export.”

Another card that Cluj has up its sleeve is the fact that it is host to major universities that have ties to the business environment. Companies can choose from a wide pool of students. “Out of 400,000 inhabitants, approximately 100,000 are students,” Kelemen tells BR.

Last but not least, “the entrepreneurial spirit is in better shape in Cluj-Napoca than in other parts of the country,” he adds.

Currently, Cluj IT Cluster has several dozen projects in various development stages. As part of Cluj Innovation City alone, there are over 30 proposed projects.

The first pillar around which they are based is research, which includes research centers grouped around strategic domains, innovation centers in life sciences, IT&C, environment and energy, and healthcare, each gathering various institutes.

The second pillar is education, which includes a university campus with laboratories, training rooms, libraries, dorms as well as spaces for pre-university education.

Last but not least, there is a pillar related to the business environment, which includes incubators and business accelerators, a technological transfer center, office space, congress rooms, exhibition spaces, health facilities, medical centers, sports locations, green spaces, a contemporary art center and dwellings.

### Authorities chip in

“The Cluj-Napoca City Hall, the Prefect’s Office and the County Council are members of the Cluj IT Cluster and support its projects,” Kelemen tells BR, adding that the cluster has already developed several projects with the support of the local authorities.



Andrei Kelemen, executive director of Cluj IT Cluster

One of them is the Hackaton organized in March 2014, as part of Cluj Innovation Days 2014. Another joint-collaboration project is Cluj Innovation City, in which all local authorities have joined forces.

Cluj-Napoca City Hall placed a 202 hectare plot at the disposal of Cluj Innovation City. Investors can come and build facilities such as centers, campuses, residences or business compounds. A tender for a four-way road, with all the utilities included, will also take place.

The involvement of the authorities does not stop here. Three ongoing projects of the Cluj-Napoca City Hall will be part of Cluj Innovation City: the Regional Excellency Center for Creative Industries (CREIC), the Center for Supporting Businesses “Technology, Evolution, Entrepreneurship, Microenterprises in the Cluj Metropolitan Area” (TEAM-ZMC) and the access road from Oasului Street to the Lomb metropolitan area, Kelemen tells BR.

The CREIC will offer companies integrated business services, help desk services, IT consultancy, legal counseling, marketing and sales consultancy. The project is in the execution phase, with 30 percent of the works having already been carried out. Works will be completed in 2015, says Kelemen.

TEAM-ZMC will be a technological park developed for production and micro-production activities, including administrative buildings and production warehouses for SMEs. Approximately 5 hectares of viable land can be

placed at the disposal of private investors for future developments. Presently, the TEAM-ZMC center is still in the stage of attributing works, says Kelemen.

As far as the access road is concerned, the Ministry of Regional development and Public Administration is in the process of finding contractors.

“These three components, initiated and supported by the Cluj-Napoca City Hall, will be integrated in Cluj Innovation City,” Kelemen tells BR.

In order to take the projects from paper to reality, Cluj IT Cluster is currently identifying various financing sources and preparing the necessary stages for a pre-feasibility study.

So far, Cluj IT Cluster has obtained EU financing for two projects, from the Sectoral Operational Programme “Increase in Economic Competitiveness” (POSCE) and the Sectoral Operational Programme “Human Resources Development 2007-2013” (POSDRU), Kelemen tells BR.

The first project, called Innovative Development via the Informatization of the Cluj-Napoca Urban Ecosystem, will create a suite of products and services, whose intellectual property rights belong to the companies in the cluster, which will later be used on a large scale.

To this end, the project will finance the development of four innovating IT products up to the stage of marketable prototype. Another 12 components/IT products will be developed to the stage of analysis and design.

Also, an important part of the budget of this project will go to the organizational development of the Cluj IT Cluster, with a special focus on the internationalization of the cluster and its members.

The second project was won by the Cluj IT Cluster as partner of the Babes-Bolyai University. According to Kelemen, this project facilitates access to internships at companies and organizations that are members of Cluj IT Cluster for 400 students from the Faculty of Mathematics and Informatics and the Faculty of Economic Sciences and Business Management, part of the Babes-Bolyai University.

“By developing this project, we will give young people the chance to come into direct contact with a successful industry where there are available jobs and salaries that are far above the national average,” Kelemen tells BR.

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# Top 20 companies in Cluj

RANK	COMPANY	CONTACT	YEAR OF REGISTRATION	ACTIVITY AREA	RON TURNOVER 2012	RON TURNOVER 2012
1	<b>MOL ROMANIA PETROLEUM PRODUCTS SRL</b>	14-16 Dorobantilor St, Cluj-Napoca Tel: +40 264 407600 www.molromania.ro	2000	Retail of carfuels in specialized stores	4,147,768,969	3,137,003,249
2	<b>BANCA TRANSILVANIA SA</b>	8 G. Baritiu St., Cluj-Napoca Tel.: +40 264 407 150 www.bancatransilvania.ro	1993	Other financial transaction activities	1,903,519,531	6,017,117,238
3	<b>SOCIETATEA COMERCIALA FILIALA DE DISTRIBUTIE A ENERGIEI ELECTRICE "ELECTRICA DISTRIBUTIE TRANSILVANIA NORD" SA</b>	20 Taberei St, Cluj-Napoca Tel: +40 264 205 702 www.edtn.ro	2002	Electricity distribution	571,123,403	535,412,637
4	<b>TERAPIA SA</b>	124 Fabricii St, Cluj-Napoca Tel: +40 264 501105 www.ran-baxy.com/romania	2004	Manufacturing of pharmaceutical products	471,499,015	421,239,266
5	<b>FRIESLANDCAMPINA ROMANIA S.A.</b>	2-4 Calea Baciului St., Cluj-Napoca Tel: +40 264 502 000 www.frieslandcampina.com	2012	Manufacturing of dairy products	407,116,059	382,720,738
6	<b>ENERGOBIT S.A.</b>	47/11 Taietura Turcului St, Cluj-Napoca Tel: +40 264 207 500 www.energobit.com	1991	Electrical equipment works	399,831,278	386,956,309
7	<b>REMATINVEST SRL</b>	15 Cipariu Sq., Cluj-Napoca Tel: +40 264 450 875 www.rematinvest.ro	2003	Recovering selected recyclable materials	334,922,562	349,365,153
8	<b>EMERSON SRL</b>	4 Emerson St., Cluj-Napoca Tel: +40 364 731 000 a www.emerson.com	2006	Engineering and related technical consultancy activities	309,826,460	205,770,924
9	<b>PUNCTUAL COMIMPEX SRL</b>	1 Partizanilor St, Cluj-Napoca Tel: + 40 264 435 423	1993	Wholesale of tobacco products	275,746,113	249,260,965
10	<b>NAPOLACT SA</b>	2-4 Calea Baciului St, Cluj-Napoca Tel: +40 264 502 000 www.napolact.ro	1991	Manufacturing of dairy products	224,502,870	222,374,112
11	<b>MOBILE DISTRIBUTION SRL</b>	18 Muncii Blvd., Cluj-Napoca Tel: +40 264 402 350 mobile-distribution.ro	1997	Wholesale of household appliances	216,099,060	206,918,547
12	<b>FUJIKURA AUTOMOTIVE ROMANIA SRL</b>	18 Streiului St, Cluj-Napoca Tel: +40 264 207 950 www.fujikura.co.jp	2001	Manufacturing of electric and electronic equipment for vehicles and vehicle engines	209,240,985	175,790,884
13	<b>CARRION EXPEDITION SRL</b>	18 Constantin Brancusi St, Cluj-Napoca Tel: +40 748221776	2009	Road transport of goods	208,403,641	107,313,744
14	<b>ELMAT SRL</b>	44 Gheorghe Doja St., Cluj-Napoca Tel: +40 264 450 855	1993	Gambling and betting activities	193,379,211	137,773,031
15	<b>ENERGON POWER &amp; GAS SRL</b>	6-8 Ecaterina Teodoroiu St, Cluj-Napoca Tel: +40 264 436 464	2007	Electricity trading	168,988,531	72,435,722
16	<b>UNIX AUTO SRL</b>	118 Fabricii St, Cluj-Napoca Tel:+40 264 441 444 www.unixauto.ro	1999	Wholesale of car parts and accessories	165,058,491	117,755,666
17	<b>AGRESSIONE GROUP SA</b>	47 Taietura Turcului St, Cluj-Napoca Tel: +40 264 414 061 www.agressione.ro	1997	Unspecialized wholesale trade	160,966,589	155,832,046
18	<b>EXIMTUR SRL</b>	16 Nichita Stanescu St., Cluj-Napoca Tel: +40 364803803 www.eximtur.ro	1993	Tour-operating activities	157,059,208	135,400,285
19	<b>INTER CARS ROMANIA SRL</b>	3-5 Câmpul Pâinii St., Cluj-Napoca Tel: +40 364 809 145 www.ic-anvelope.ro	2008	Wholesale of car parts and accessories	156,276,570	100,403,296
20	<b>ELECTROGRUP SA</b>	217 Calea Turzii St, Cluj-Napoca Tel: + 40 264 415 133 www.electrogrup.ro	1997	Electrical equipment works	146,998,482	133,145,637

Companies are listed according to their 2012 turnover. The financial information is provided by the National Trade Register Office (ONRC)

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