



# BUSINESS CATALOGUE

## Q1 2021



**THE ROMANIAN BUSINESS EXCHANGE<sup>®</sup>**  
The first international business platform, for international companies, in Romania



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# INVESTING IN ROMANIA

## MAIN REASONS TO DO BUSINESS IN ROMANIA

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Large  
Agricultural  
harvests

Cost – effective  
business environment  
+  
Generous state aid  
schemes and a  
competitive tax  
system

Rich in natural  
resources and  
very close to  
become  
energy  
independent

2<sup>nd</sup> largest country  
in Central and  
Eastern Europe and  
the largest in SEE

IT sector is  
growing fast  
+Excellent  
internet  
infrastructure



# THE ROMANIAN BUSINESS EXCHANGE

The first international business platform, for international companies, in Romania



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The **ROMANIAN BUSINESS EXCHANGE** is an innovative business matchmaking platform, providing market entry services, market research, and professional business intermediary and advisory services in Romania.

We assist business owners, companies and investors with: mergers & acquisitions, financing, joint-ventures, business valuation, corporate restructuring and business development.

We facilitate and accelerate market entry for international companies and investors looking to enter the market either directly or through a suitable, qualified, and reliable business partner in Romania.

You can find more information about our services and products on our website  
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Diplomacy360© Program aims to provide visionary leaders with kind of tools and methods they need to succeed in the 21st Century.

Diplomacy360 is an International Program & Collaborative Platform that enlighten the links between **Diplomacy** and other domains & global topics that can be better addressed by all countries' cooperation.

We just name below few of the Diplomacy360's wings: **Business Diplomacy, Cultural Diplomacy, Sport Diplomacy, Climate Diplomacy, Public Diplomacy, City Diplomacy, Media & Journalism Diplomacy, Digital Diplomacy, Cyber Diplomacy, Citizen Diplomacy**

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## Business Diplomacy Conference & Awards May 12, 2021

**Diplomacy360 Week**  
November 15-19, 2021

## OFFLINE AND ONLINE HYBRID FORMAT

If you are interested in becoming a speaker or partner,  
please contact [preda@rbe.ro](mailto:preda@rbe.ro)

More info: <https://diplomacy360.com>

## NEW!!! CITIZEN DIPLOMACY in Romania

Training

\*\*\*

International Citizen Exchange programs

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Vocational scholarships



Support the Program



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# INVESTING IN ROMANIA

## PRACTICAL WAYS TO ENTER THE ROMANIAN MARKET – RBE BUSINESS GUIDANCE

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- By acquiring an existing business;
- Green field investment: Romanian Government through **Invest Romania** is subsidizing relevant investment;
- Commercial partnerships: find Romanian suppliers;
- By relocating the production facilities in Romania and develop your distribution network in the whole Europe and region;
- Through strategic alliances / partnerships with local partners, already present on the Romanian market, which are open to partnerships for business development. We do have plenty of such requests for partnerships and we have the knowledge to make the things happen.



# MARKET ENTRY OPPORTUNITIES

## BUSINESSES FOR SALE

### Profitable metal fabrications and mechanical processing business, for sale



**Proposal Value**  
**700.000 EUR**

[View Full Proposal Here](#)

The Romanian company for sale started its activity in 2011, as a family business. The company manufacture standard but also custom-made equipment and metal structures for civil and industrial constructions fields, in all branches of industry: chemical, construction, food, recycling, oil, telecommunications.

The business has 15 people including qualified staff, with experience and seniority in the company out of which 2 are specialized in production and design, knowledgeable in English and French.

The actual owners intend to retire for age reason, but can still remain in the company for a determined period of time to assure the business transfer.

Most of the production – especially the excavator buckets are exported to Sweden and France.

The business is profitable and has not been affected by the pandemic crisis.

Romanian Business Exchange is the consultant of the business owners in the sale action.

Interested parties are invited to communicate their intention through email [confidential@rbe.ro](mailto:confidential@rbe.ro), phone +40212665677 .

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# MARKET ENTRY OPPORTUNITIES

## PARTNERSHIP REQUEST

Romanian furniture manufacturer is looking for a partner to grow the business, or to sell it. The business is profitable, no debts, with a stable international customer base achieved in the 30 years of activity

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**Proposal Value**  
**650.000 EUR**

[View Full Proposal Here](#)

### Furniture factory for sale (wood processing and furniture production). Profitable business!

The furniture factory for sale has an uninterrupted activity of almost 30 years in the field of **wood processing and furniture production and is located** in [Transylvania] – the center of the country, with immediate access to the A1 highway and 180 km from the western border of Romania.

The company has a portfolio of stable and consolidated international traditional customers and reliable local suppliers. The previous years turnover was in the range of: **1,600,000 -2,000,000 Euro / year**.

This company is eligible to access non-refundable funds.

With an investment of about **300,000 Euros, it is possible to double the production capacity**.

The company for sale which is producing furniture, never had and does not currently have debts to the state or to the suppliers of materials or services!

#### The business proposals are:

-Full sale

-Joint-venture / Association (minority package)

In the case of full takeover, the owner is willing to assist the buyer / investor for a reasonable period of time for taking over the business and continuity.

The main reason for the sale is due to the age of the owner, but also because he believes that a fresh energy is needed in this business, another entrepreneur who can take the business to the next level.

**The requested price for 100% of the social shares is 650,000 Euro / negotiable.**

This is an excellent market entry opportunity for a foreign company interested on the Romanian market.

*Interested parties in this business opportunity are invited to communicate their intention through phone +40212665677 or by email [confidential@rbe.ro](mailto:confidential@rbe.ro), and you will be contacted by an RBE Connect business broker.*



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# MARKET ENTRY OPPORTUNITIES

## PARTNERSHIP REQUEST

**One of the largest privately-owned Romanian company, specialized in the design and manufacture of gantry cranes, cranes and lifting installations is looking for a business partner which can invest in the growth of the business, by increasing the production capacity**



The Romanian company seeking for an investor is a family business, founded in 1999 out of a nucleus of engineers having great experience in the field of lifting installations, for designing and execution works.

Currently, the company is specialized in the design, fabrication, assembling, repairs and modernizations of the lifting installations, various platework, hydraulic installations, electric installation and automation, industrial constructions and metallic structures.

The location of the business is a strategic one, situated in a harbor town in Romania, near the Danube river.

The Romanian company has 100 employees, the last year turnover was 6,000,000 Euro and has no loans or debts.

They have solid partnerships with companies that produce equipment and materials and the main clients are companies with activity in the field of naval activities, port, steel and metallurgical, cement, energy and much more.

The company is looking for a business partner who can invest in the business development, to expand the production capacity and enter new international markets.

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[View Full Proposal Here](#)



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**Farming business for sale in Romania: 1120 ha turnkey farm, with production of wheat, barley, alfalfa, sunflower, corn, rapeseed and green peas**



**Proposal Value**  
**2.250.000 EUR**

[View Full Proposal Here](#)

The farm has in operation 1,120 ha of agricultural land with a consolidation degree of 90%, fully eligible for EU funds subsidies, of which 1000 ha for lease and 120 ha for property. The business for sale has been operating for over 15 years in the Eastern part of Romania and has the full range of agricultural machinery and equipment for land use and agricultural crops, as well as administrative headquarters, storage facilities and installations for the perfect functionality and independent of the business. The average turnover for the last 3 years, is 1,600,000 Euro / year with a profit rate of 15-20%. The business is organized in two companies with no debts to the state.

The current owner puts on the market, **three business proposals:**

1. Full sale of the business owned by the two companies, for the price of 2.250.000 Euro;
2. TRANSFER, only of the lands in exploitation in the surface of 1000 ha, at the price of 750 euro / ha. In both situations, the whole work system will also be handed over: customers, suppliers, employees, etc.
3. Sale only of the owned lands (120 ha), at the price of 5000 Euro / ha.

The intention of selling the company, comes from the owner's desire to focus his efforts on another entrepreneurial project in the area of viticulture and fruit growing. The owner is willing to assist the new buyer in taking over the business, for a reasonable period of time necessary to transfer the business in optimal conditions.

*Interested parties for this business for sale and / or business partnership, are invited to communicate their intention through the contact form or by email [confidential@rbe.ro](mailto:confidential@rbe.ro), phone +40212665677.*



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**Profitable Company with a tradition of over 60 years in the production of precast concrete components for the construction of railways and roads, for sale**



**Proposal Value**  
**2.000.000 EUR**

[View Full Proposal Here](#)

The Romanian company for sale has a tradition of over 60 years in the production of prefabricated concrete components for railways and roads, prefabricated level crossing slabs, platform slabs, channels and covers for cables, terminals and other prefabricated products used in railway and road works.

The business is located in northern Romania, on a plot of land with an area of 2.5 ha on which there are 5 production halls (two being equipped with overhead cranes), concrete station, prefabricated polygon (equipped with two tower cranes), administrative building, workshops, means of transport, machinery and other equipment necessary for carrying out the activity.

The company owns also an AFER Authorized Laboratory (authorized by the National Railway Authority) for testing and authorizing the products.

Main clients are the National Railway Company and other companies involved in the railway and highway infrastructure.

The average annual turnover of the company for the last 5 years was 500,000 Euro with a profit rate of 12%.

The business is active and currently operates with 25 employees.

The company has no loans or debts!

The reason for sale is that the owners are old and would like to retire. They can still assist the new owner, for the business transfer.

*Interested buyers / investors are invited to communicate their intention by email [confidential@rbe.ro](mailto:confidential@rbe.ro) or phone +40212665677*



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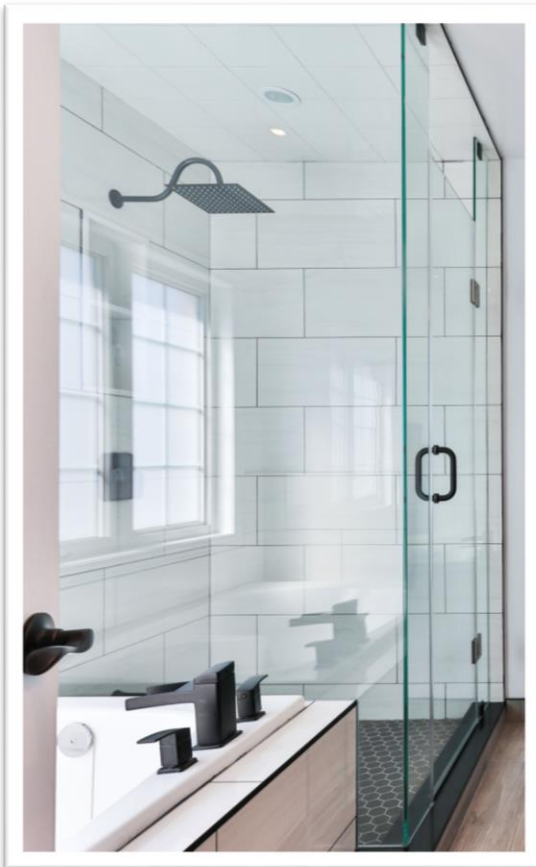
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### Online shop selling sanitary objects and other bath accessories, for sale



The company was established 15 years ago and grew organically as a family business. The growth continued also during pandemic crisis in 2020.

*The business is operated from a lease premise of 70sq.m in Bucharest, with 3 employees, and realize an annual turnover of Eur 1,250,000 with a profit of Eur 135,000.*

*This business has a big development potential, even with small investments. The growth is possible by adding new products categories, creating new marketing online campaigns with quite small investments as well as by developing a sales team to develop the offline sales channels (architects and plumbers).*

*A fresh and professional management view could boost the company's performance and move it from a family business to the next level.*

*During the last 5 years, the company increased its performance by four times from about 300,000 Euro in turnover registered in 2016 to Eur 1,250,000 this year.*

*The platform is built on PrestaShop which offers large flexibility that allows even to the non-IT persons to upgrade it, make design changes and operate it. Due to its long presence on the internet, the domain is very well indexed in Google and assure an important organic traffic reflected in the business profitability. Traffic records and statistics will be provided after NDA signing.*

*The owner has interest for other business, but is available to support the new owner for a reasonable period of time and assure a full transfer of the business.*

*Interested buyers / investors are invited to communicate their intention by email [confidential@rbe.ro](mailto:confidential@rbe.ro) or phone +40212665677.*

**Proposal Value**  
**500.000 EUR**

[View Full Proposal Here](#)



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### Profitable Romanian Production and Distribution company acting in the beauty industry – for sale



**Proposal Value**  
**1.000.000 EUR**

[View Full Proposal Here](#)

The Romanian company for sale, was set-up 25 years ago as a Limited Liability Company (SRL), and nowadays is a producer and distributor of hair removal products for different parts of the body, made from 80% of biodegradable materials. The intention of the family was to keep the business for the permanent challenge to finding solutions for most sensitive type of skins or methods for special people like diabetics, and making a joyfull experience from the hair removing.

The business focus was to constantly increase the products quality and make the brand well-known.

Turnover was kept at a level to assure the family comfort and not more. In spite of high growth potential, it was not in the family target to rise the business over this limit of comfort.

Products are best sold on Romanian and Greek market. On-line sales are on a growing trend. Main Client categories based on long lasting collaboration are in: retail (Mini, Super, Mega, HyperMarkets), pharmacy Chains, drogstores, cosmetic Shops, online marketplaces (Emag, Amazon, Skroutz)

#### KEY DETAILS

Turnover: 0.5 Mil. EUR

Net profit: >25%

Location: Romania, Bucharest Industrial Area

Employees: 9

#### Reason for Sale

For personal reasons, the sole Owner of the company is exploring 2 sale scenarios:

1st scenario and most desired: the sale of the Brand, Know-how, Contracts, Equipment. In this case, employees shall be transfered and production hall could be rented to the new owners.

2nd scenario: the Sale the Company, as is, including land and production hall.

The owner is flexible to suit the Buyer expectations, including resting in the Company sufficient time, for the business transfer.

*For the full Sale process, the exclusive consultant is Romanian Business Exchange (RBE Connect) and interested parties in this business opportunity are invited to communicate their intention through phone +40212665677 or by email [confidential@rbe.ro](mailto:confidential@rbe.ro), and you will be contacted by an RBE Connect business broker.*



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### Romanian Flexible Packaging Bags Producer and Distributor, looking for Business Partner



[View Full Proposal Here](#)

The company is a Limited Liability Company (SRL), set-up in 2010 year – as a producer of flexible packaging like coffee bags, stand-up pouches with zipper, different materials, printed or unprinted. It is owned and managed by the family – wife and husband. In 2012 it was bought a machinery to produce stand-up pouches with zipper. In 2018 it was bought second machinery for coffee bags, to increase productivity and product range.

Turnover is expected 0,5 mil EUR by the end of 2019 on an increasing trend and a favorable context for growth.

**With a portfolio of about 700 clients, out of total Sales 67% are Standard orders.**

Coffee roastery with 30% of sales and food packing with 30% are the main destinations of Company's own products. Pharma industry comes up with 10%, cosmetic industry with 5% and other consumers 5%.

Sale of different materials and accessories counts about 20% of total sales.

Direct sales is practiced.

Online sales is active and very well organized – company has 4 dedicated web domains.

Production is organized in a rented facility situated in industrial area of Bucharest, ROMANIA – about 500sqm production hall, concrete platform with big trucks access, gas, water and 95kw power. Area is 24/24 h secured. Production is sustained by 3pcx machinery forming bags at temperature sealing, 3 pcx. applier degassing valve, 2 pcx air compressor, 2 Forklifts, 3 auto

#### Transaction rationals:

- Trustful national company, well-known in the flexible packaging market
- High growth potential
- Big and faithfully portfolios of clients (790 clients).
- Wide range of processing industry fields
- Qualified and stable staff
- Small cost with production and employers
- Free of debts.

The owner of the flexible packaging company is looking for a partner / [investor](#) to assure the growth of the existing business that consists of producing and distribution of flexible packaging bags.

Sale a minority as well as a majority shares package, capital rise or a combination of them, are all acceptable options.

In case of desire for acquiring 100% of business, the owner is also be open to receive proposals.

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**The owner of a fully equipped alcohol factory, currently in conservation, is looking for a business partner to finance the restart of the business**



**Proposal Value**  
**5.000.000 EUR**

[View Full Proposal Here](#)

The investment value necessary to restart the factory with the main object of existing activity: production of alcohol from cereals: ethyl alcohol, denatured alcohol, sanitary alcohol, technical alcohol, food alcohol products, is in the **amount of approximately 5,000,000 Euro**. This investment is necessary for carrying out repairs and modernizations, but also for ensuring the working capital in order to purchase raw materials and guarantee the payment of the expenses necessary for the operation until the collection of invoices from customers.

For that contribution, the current owner is willing to transfer 20% of the business to the new investor. **The amortization of the investment can be repaid in approximately 36 months**, according to the financial calculations that can be made available to interested investors.

The current owner guarantees that the factory is functional and can be put back into operation at any time.

The factory is located in one of the big cities in the eastern part of Romania, on a land of 21,000 sqm on which are located 15 buildings with a total built area of 5,000 sqm, with the destination of production and storage necessary for the activity. The location is strategic for this type of business, due to the fact that the raw material (corn) is a resource available in the area. The factory has all the necessary utilities for the activity of production, processing, bottling, storage (electricity, gas, own water wells, water-sewer), and is equipped with all the machinery, installations, equipment and technical means necessary for the production process, preparation, bottling, storage. The daily production capacity is 30,000 l of alcohol, and of maximum 10,000,000 l per year, respectively, possible to be achieved with a number of 40 employees. The existing storage capacities (stainless steel tanks) are of maximum 500,000 l. The facility has direct access to the main car transport route.

**In addition to the main activity, the business can also develop in the area of production of sanitary alcohol and biocides - additional directions for business development in the current context marked by the pandemic, but also alcoholic beverages under its own brand.** And these new development directions can be the subject of strategic discussion with interested partners.

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**Business in the fashion industry with sales, including through the online store, looking for a business partner**



**Proposal Value**  
**150.000 EUR**

[View Full Proposal Here](#)

The owner of this fashion company is looking for a business partner / investor for the development and diversification of the business. The company is the exclusive representative for Romania of two well known international brands of wedding dresses - important internationally and already established on the Romanian market through them.

The business (family business) has been operating for over 8 years and is located in a well known and central area of Bucharest, which also includes a presentation showroom. The space is rented, recently refurbished according to a modern design in line with the represented international brands. The rental contract is in good condition, ensures the stability of the business and allows its development in the respective location.

The wedding dresses are imported, being from the quality-price ratio, in the medium-high quality class related to the Romanian market.

The products sold are: wedding dresses, jewelry and accessories.

The development potential in the same format completed with the sale through the online store, would imply the diversification of the product range with evening dresses, shoes but also with men's clothing items.

The business is on an upward trend, even during the pandemic, the owners continued their **business development plan** and they already started the actions to open a new location in another important city of Romania, Timisoara. The inauguration will take place at the beginning of 2021.

An important role in the success of the business is played both by the international brands of wedding dresses sold, and by the growth of the brand on the local market through seriousness, professionalism, quality vs. price.

Currently, the business operates with 5 employees and the **annual turnover is about 500,000 Euros, with a profit margin between 25-30%.**

The main request of the current owner is an investment of 150,000 Euros to sell the shares (the percentages will be negotiated). The total exit option is not excluded with potential investors interested in taking over all or part of the business - including the majority stake.

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# SECURE YOUR SUPPLY CHAIN

## Natural & Handmade Soap Romanian Manufacturer looking for distributors

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**Natural & Handmade Soap Romanian Manufacturer is looking for distribution partner in different international markets.**

**This is about the one of the oldest Romanian soap manufacturing company – a brand from 1886, that produce over 200 types of natural soaps - both solid and liquid.**

**<https://sapunulcheia.ro/>**

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BLACK SEA VISION

## CONSTANTA BUSINESS PARK LOGISTIC & INDUSTRIAL PARK

The landlord owns 100 hectares of land in the immediate vicinity of Constanta Harbor and start delivering the largest Industrial, Logistic & Business Park at the Black Sea, and an intermodal node, offices, retail and services spaces for rent.

The main beneficiaries are the international companies looking to establish their presence in Europe in a location with maritime access as well as close to airport and connected to 3 important Pan-European Transportation Corridors: Corridor IV (Western & Eastern Europe), VII (Danube River) and IX (Northern & Southern Europe)



What We Develop?



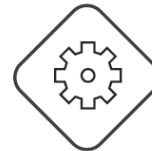
3.1ha

Intermodal Mode Area



43.5ha

Logistic / Industrial Area



13.1ha

Industrial Area



18.0ha

Retail, Office & Services Area

  
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*A future to share*



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# BUSINESS RELOCATION OPPORTUNITY

## INTERESTED TO OPEN A BUSINESS IN ROMANIA?

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DN39

Road Access

Easy access to road  
transportation.

railway

Freight train

Easy access to railway  
transportation.

## CHOOSE CONSTANTA BUSINESS PARK as YOUR LOCATION IN ROMANIA

The project is located in Constanta Harbor and offer access to all modern transport routes: road, rail, sea, river and air.

Over 540,000 people live in urban areas.

Location – Black Sea, Airport, transportation hub.

Proximity to the largest shipping yard in EE.

Highly qualified human resources - Constanta is home to one of the biggest & oldest universities in Romania.

Possibility of extending production area.

Proximity to Bucharest – 2 hour highway drive.

**More information and location video here:** <https://globalvision.ro/constant-bussness-park-port-logistics-service-hub-warehouse-intermodal-terminal-storage-space-production-industrial-park-romania-europe-3pl-4pl-freight-black-sea/>



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# FEEL FREE TO CONTACT US

- 51 Primaverii Avenue, 3rd Floor, District 1, Bucharest - ROMANIA
- Phone: +4 021 266 56 77
- Email: [confidential@rbe.ro](mailto:confidential@rbe.ro)
- Web: <https://rbe.ro/en>

Contact person:

Valentin PREDA

[preda@rbe.ro](mailto:preda@rbe.ro)

+ 4 0733 500 000

## THE ROMANIAN BUSINESS EXCHANGE<sup>®</sup>

The first international business platform, for international companies, in Romania



<https://rbe.ro/en/>