



The Role of CCIR in Driving Business Excellence and Sustainable Growth

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**Chambers Academy on Services - Development of Services Supporting Integration of Local
SMEs into the EU Single Market**

Thessaloniki, 29-30 May 2024

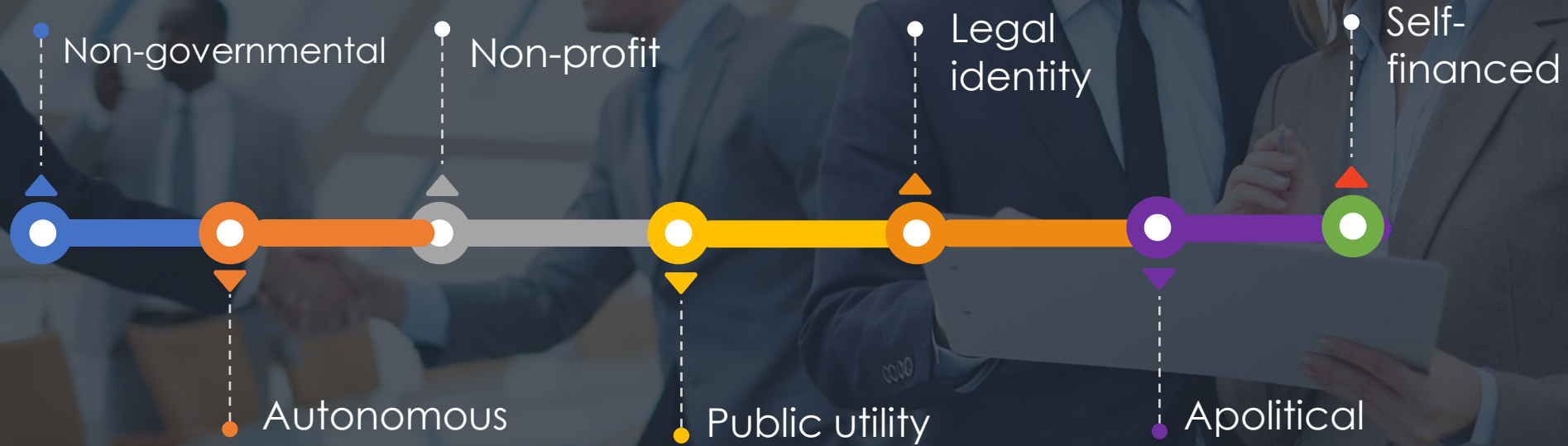


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Status and outlook

The National Chamber is an organization*:



**According to Law no. 335/2007, with subsequent amendments and additions.*



The Chamber of Commerce and Industry of Romania - National Chamber

AIM – The Chamber of Commerce and Industry of Romania is positioned as a moderating factor between the political decision-makers and the private business environment.

Thoroughly engaged in shaping public policies to support entrepreneurship and the best interests of the Romanian business community.

We aim to stimulate the development and competitiveness of the Romanian companies as well as to contribute to the overall increase of investments in our country.





Members of the National Chamber

LAWFUL
members

41 Chambers of
Commerce and
Industry and Bucharest
Municipality

ASSOCIATED
members

Legal entities
registered in the
Register of
associations and
foundations or in the
Register of employers'
associations

HONORARY
members

Personalities of the
internal or international
public life



Services offered by the CCIR - National Business Information System

The National Chamber manages the most comprehensive online business platform in Romania

NBIS National Business Information System

Home Information About Companies Publications Offers & Requests Investment Projects Usefull Help Contact

LET'S GROW YOUR BUSINESS TOGETHER!

CREATE FREE ACCOUNT

www.snia.ro

- Free promotion of your products and services
- Statistics, market research data, information about potential Romanian partners;
- Convergence of several categories of trade demands with internal and external supply offers;
- Useful information about the evolution of the Romanian economy.

Services offered by the CCIR of Romania National Business Information System



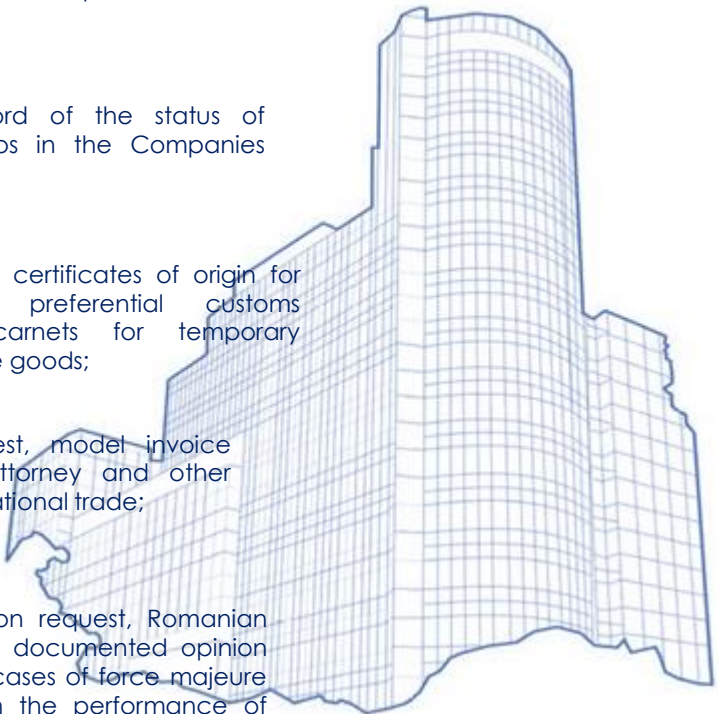
National Chamber – Romexpo Exhibition Centre

- ❑ The largest facility and organizer of fairs and exhibitions in Romania
- ❑ Close to 1 mil. annual visitors, over 70 fairs and exhibitions per year





Legal competencies of the CCIR

- 1 Represents members in matters of general interest to central authorities and internationally;
 - 2 Organizes national and international fairs of Romania and Romania's participation in fairs and exhibitions abroad under the national flag;
 - 3 Organizes the "**National Top of Romanian Companies**" and other national and international top companies;
 - 4 Incorporate companies for the organization of fairs and exhibitions, for advertising and commercial publicity, protection of intellectual property and other services for the benefit of the business community;
 - 5 Organizes mediation and arbitration of commercial and civil disputes, domestic and international, under the law and in accordance with international conventions to which Romania is a party;
 - 6 Organizes representations abroad and may appoint a permanent representative to the Romanian Mission to the European Union;
 - 7 Keeps its own record of the status of companies and logos in the Companies Directory;
 - 8 Issues, upon request, certificates of origin for Romanian goods, preferential customs certificates and carnets for temporary admission of duty-free goods;
 - 9 Approves, on request, model invoice forms, powers of attorney and other documents for international trade;
 - 10 It shall, provides upon request, Romanian entrepreneurs with a documented opinion on the existence of cases of force majeure and their effects on the performance of international trade obligations.
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Specific international trade services offered to the business community by the National Chamber

ATA card

Temporary admission of duty-free goods.

Certificate of origin

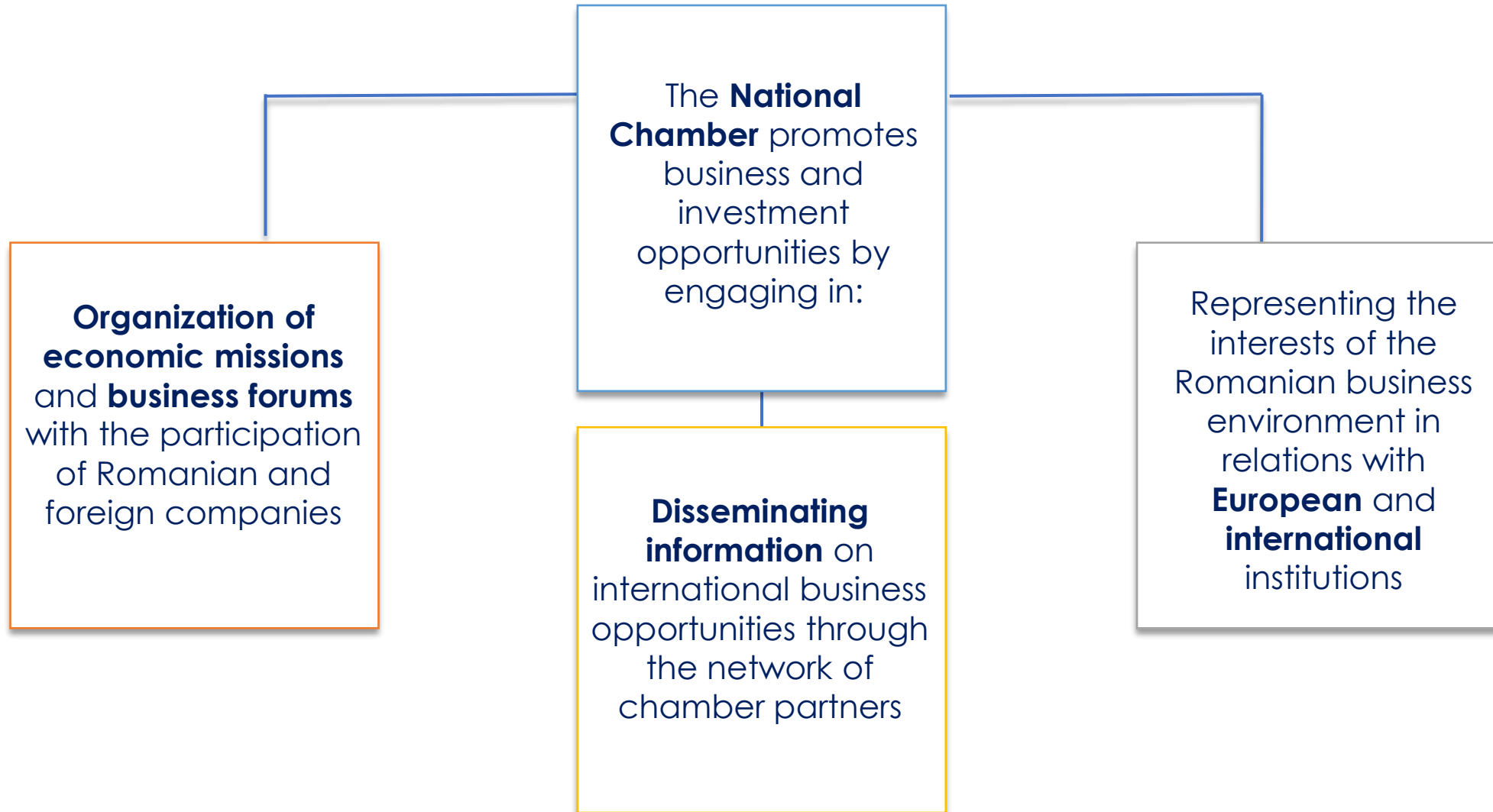
Certifies the country of origin of the goods shipped, used to classify the goods according to the customs tariff of the importing country.

Approval of documents for international trade

The National Chamber endorses the necessary documents, in particular in the framework of international trade concluded with partners from States which are not party to the 1961 Hague Convention.



Internationalization of Romanian business





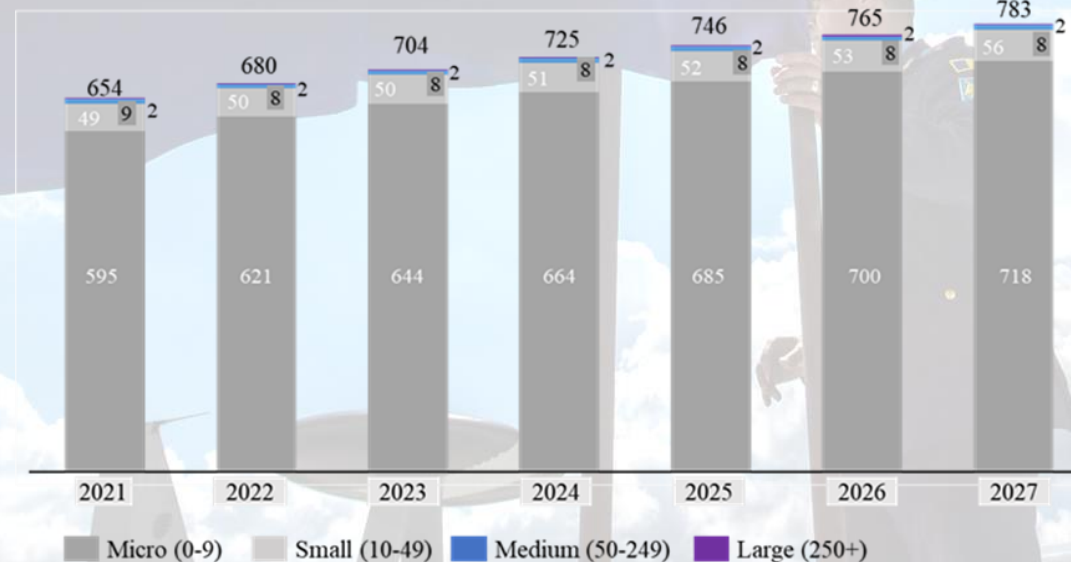
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Overview

- Maintaining economic competitiveness is one of today's biggest challenges and the CCIR's efforts are focused on **supporting businesses of all sizes** and in **all sectors** by providing **opportunities** and **information**, access to new ideas and innovation, expertise and support.
- Taking into account the global and regional context, Romania's status as a member country in the **European** and **Euro-Atlantic structures**, as well as new technologies that enhance the traditional sphere of chamber services, the Chamber of Commerce and Industry of Romania works to strengthen the **sustainable development of Romania**, by increasing the capacity of the **economic environment** to face present and future challenges.
- Thus, through the status conferred by the legislation in force, the Chamber of Commerce and Industry of Romania develops **economic policies** in consultation with the **business environment** and **initiates projects** aimed at **stimulating the attraction of foreign investment**, an essential aspect for Romania's future development.

Figure 1. No. of companies in Romania, from 2021 to 2027 in K unit/1000





CCIR's strategy in promoting business excellence

Since 2006, the CCIR has been dedicated to enhancing service quality by implementing and certifying a Quality Management System (QMS) according to the **ISO 9001 standard**. This certification, granted by **TUV THURINGEN** through its representative in Romania, TUV KARPAT, signifies a commitment to meeting **internationally recognized standards**.

Aligned with the organization's mission, a strategic objective was established to elevate the profile of **Romanian Chambers of Commerce**. This involves **ensuring fiscal and legislative predictability nationally** and **facilitating access to international markets** for Romanian **companies**. To support this goal, a policy of continuous improvement in service quality for members, customers, and the business environment has been implemented.

The CCIR places a strong emphasis on compliance with applicable **regulations, standards, and the requirements** of **stakeholders**. This includes ongoing efforts to enhance internal operational processes aimed at increasing satisfaction among customers and the business community. To implement its quality policy effectively, the Chamber is committed to:

1. Maintaining and continually improving the **Quality Management System** in accordance with the **ISO 9001:2015** standard, along with related resources.
2. Meeting the **needs of all interested parties**, including members, customers, businesses, employees, and authorities.
3. Ensuring **effective communication** of the quality policy to all stakeholders.

Overall, the Chamber's focus on **quality management, compliance, and stakeholder satisfaction underscores** its commitment to providing high-quality services and fostering growth and competitiveness within the Romanian business landscape.



CCIR's strategy in promoting business excellence

- Since 1994, the Chamber of Commerce and Industry of Romania (CCIR) has been compiling the **National Top of Companies (TNC)**, the **only institution empowered by an organic law to establish such a ranking for the whole country**.
- The National Top of Companies is a **benchmark for the business environment**, a ranking of the most competitive companies in Romania. The **results** recorded by the National Top of Companies reflect **the level of economic growth in our country** and at the same time mirror the expansion of Romanian companies on the international market.
- **The National Top of Companies 2023** comprises the best performing companies in seven areas of activity: *industry; services; trade; tourism; R&D and high-tech; agriculture, forestry and fishing; construction*.
- In 2023, a total of **13,030 companies** were included in the top 10 positions. The cumulative turnover of companies **ranked in the top ten is €279.3 billion** and the operating profit of companies totaled **€26.97 billion**. The share of profit in turnover represented **9.6% of total turnover**. As for the **total number of employees** of the companies ranked in the top 10, it was **1,359,833**.
- The most significant sectors, by weight, according to the number of companies included in the top 10, are **industry** (35.1%) and **services** (28.4%), followed by **trade** (20.7%), **agriculture, forestry and fishing** (4.9%), **construction** (4.6%), **R&D and high-tech** (3.7%), **tourism** (2.3%). By turnover, trade has a 44.8% share of total company turnover, followed by industry (35.6%) and services (11.3%). The most profitable companies are in industry, with a profit of 45.9% of total profit and a profit share of 12.4% of company turnover in industry.
- The TNF 2023 ranking was based on the analysis of **846,452 balance sheets of companies operating in Romania**. Of these, 327,867 balance sheets competed for the top 10 positions in the national ranking, in accordance with the **methodology** of the company rankings implemented by the **Chambers of Commerce**. The National Firm Rankings are based on the following economic indicators: **net turnover; operating profit; operating profit rate; efficiency of use of human resources and efficiency of use of capital employed**.



CCIR shareholder

- **ROMEXPO S.A.** - established in 1991, the company has as main activity the organization of exhibitions, a segment that is market leader in Romania. The package offered by Romexpo falls and related services: **co-organization and hosting of congresses, conferences and similar events, business travel and recreation.**
- **ROMINVENT** is one of the most important Romanian agencies engaged in the **industrial property field.** In the 50 years of activity, Rominvent managed to build a solid relationship with renowned national and international companies, to which it offered assistance in obtaining and protecting industrial property rights.
- **Tuvkarpat** a Romanian-German company, founded in 2006, having as associates the Chamber of Commerce and Industry of Romania and TÜV Thüringen eV – Germany. TÜVKarpat is known on the Romanian market in the certification of management systems domain, as sole representative of the certification body of TÜV Thüringen eV and as organizer of courses and seminars in these areas. Currently, TÜVKarpat, TÜV Thüringen with its body of certification enables management systems certification in the areas of: Quality ISO 9001; Environment ISO 14001; Occupational Health and Safety, OHSAS: 18001, SCC, SCP; Food Safety, HACCP, ISO 22000, GMP, BRC, QS; In the automotive industry; Personnel Certification; Certification of products as CE, GS.
- **Central Warehouse SA**
- **Economix News SA**
- **World Trade Center Bucuresti SA**



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CCIR's strategy in promoting sustainable growth among national companies

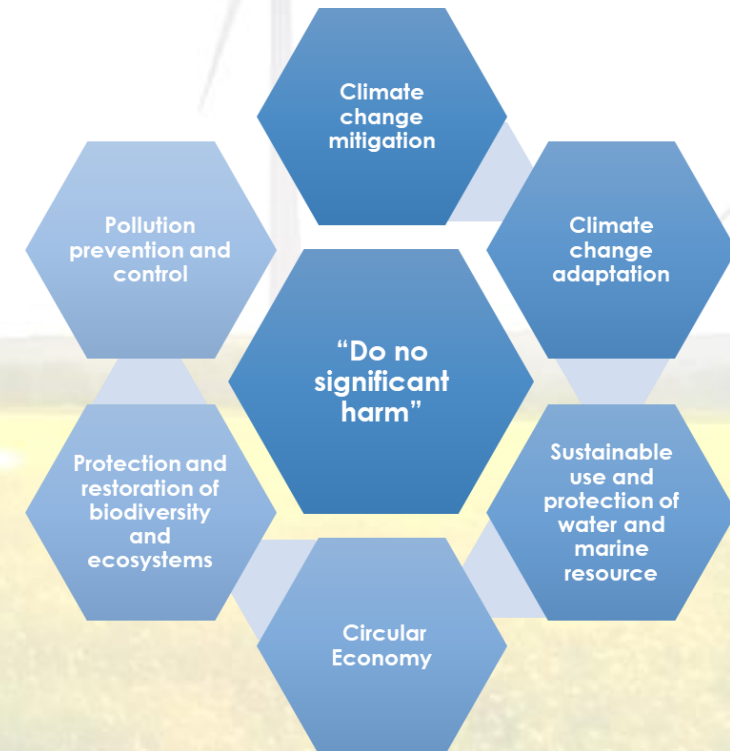
The importance of the sustainable growth for the business community:

- **European Green Deal** provides an action plan to make the **EU's economy sustainable**. We can do this by turning climate and environmental challenges into opportunities and making the transition just and inclusive for all.
- Greater ambition for Romania as a regional leader in the energy transition, grabbing the opportunities of the Green Deal as a vector of growth and recovery for the entire economy.
- **Public-private partnerships** to accelerate this process and making the most effective use of EU financing opportunities.

Why is sustainability important and impacting all businesses

The **Recovery and Resilience Facility** is the central pillar of **EU Recovery Plan** which provides financial support to help the EU achieve its target of climate neutrality by 2050 and sets Europe on a path of green and digital transitions.

The **Romanian Recovery and Resilience plan** includes important projects aimed at accelerating the twin green and digital transition and reinforcing economic and social resilience. It includes a total of EUR 29.1 billion out of which EUR 14.2 billion are grants and EUR 14.9 billion are loans, aiming to support the implementation of crucial reforms and investments, by 2026.





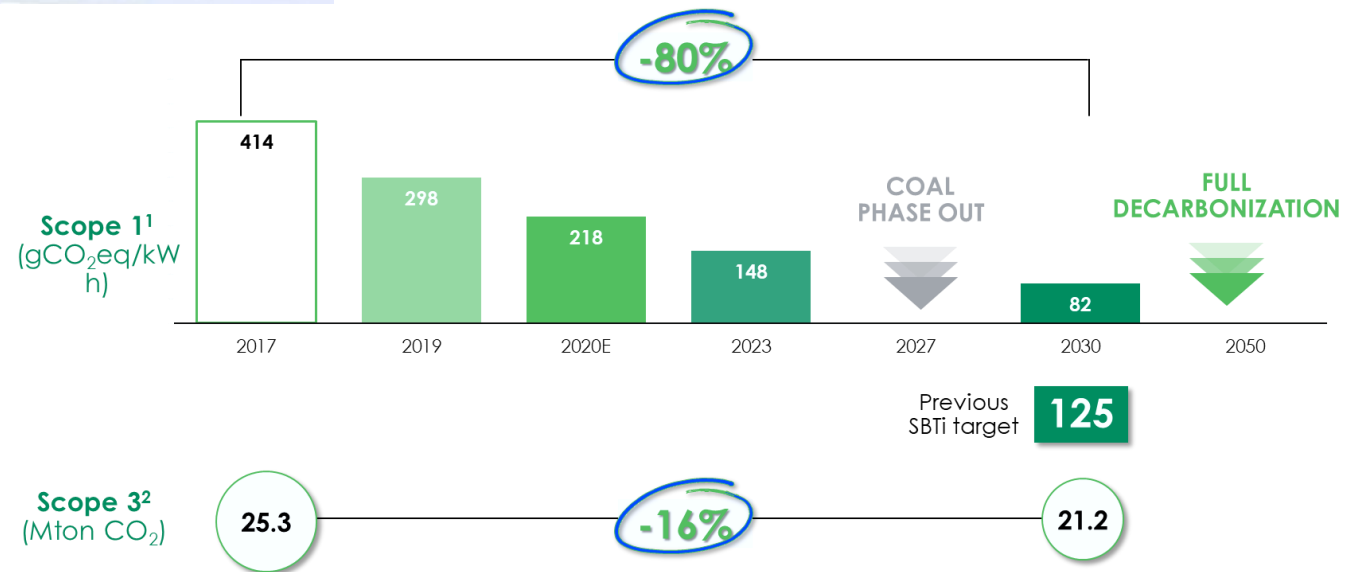
CCIR's strategy in promoting sustainable growth among national companies

Why is sustainability important and impacting all businesses

The **Recovery and Resilience Facility** is the **central pillar** of the Recovery Plan for Europe which provides financial support for investment projects.

Achieving **climate neutral by 2050** will require a change in business mindset and action by all sectors of our economy, including:

- investing in environmentally-friendly technologies
- supporting industry to innovate
- rolling out cleaner, cheaper and healthier forms of private and public transport
- decarbonizing the energy sector
- ensuring buildings are more energy efficient
- working with partners to improve global environmental standards

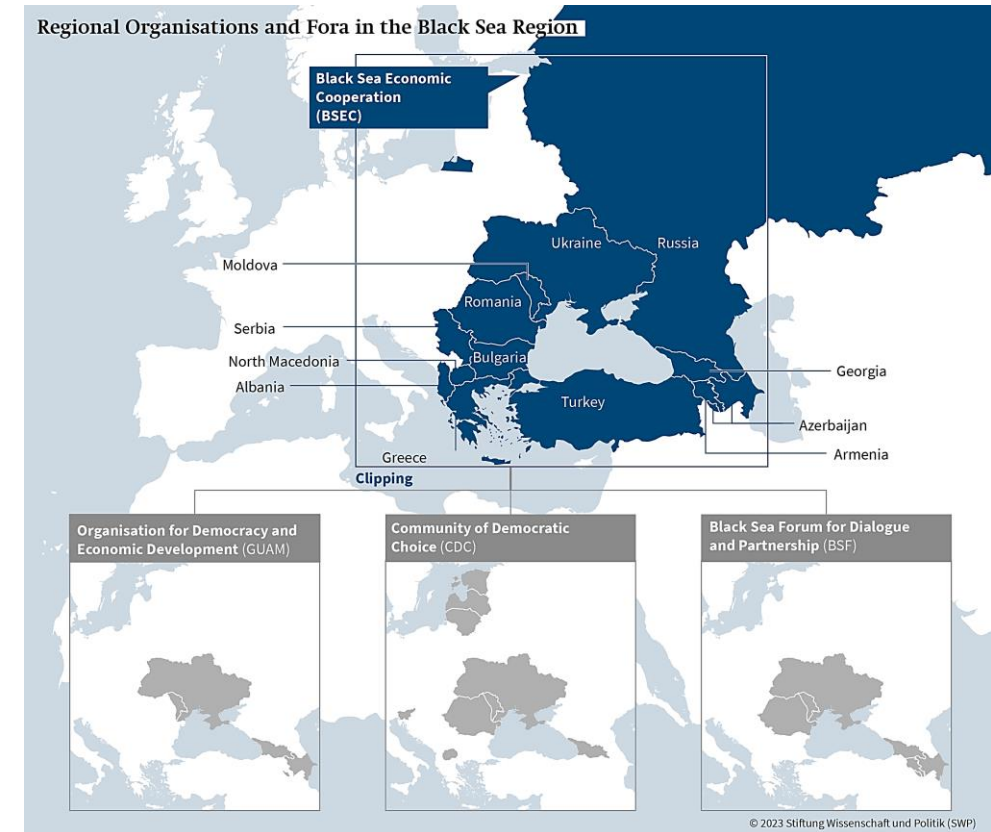


1. Scope 1 by 2030, consistent with the 1.5 pathway of the Science Based Target Initiative and the IEA 1.5 scenario
 2. Scope 3 related to gas retail activities by 2030, consistent with the 2C pathway of the Science Based Target Initiative

The opportunities of CIRCULAR ECONOMY for SMEs in the Black Sea region (June, 2020)

Main goals and results:

- ❑ In the context of the negotiation of the Multiannual Financial Framework 2021 – 2027 and the launch of "The European Green Deal Investment Plan and Just Transition Mechanism", at this event have been discussed the financial instruments available for the transition to a climate-neutral and competitive economy, as well as the way companies in the EU and the wider Black Sea region can implement the new economic model – the circular one.
- ❑ Was raised awareness about the efficient use of resources, by ensuring a soft transition to a circular and green economy.
- ❑ Were identified opportunities arising from the application of the principles of the circular economy, with impact on increasing competitiveness, innovation and technological progress among entrepreneurs in the wider Black Sea region.





Capitalizing on the transport potential on Danube and Black Sea a sustainable solution for international trade (October, 2021)

- ❑ The **maritime transport** is an important part of the European Union's economy, while its **decarbonization** will have a direct impact on the EU's ability to achieve **carbon neutrality by 2050**. A solution to ensure a **sustainable green transition for maritime transport, scalable and cost-effective** will consist in developing **alternative sources of carbon-free fuels**, such as **hydrogen**. These measures will also contribute in increasing the resilience and sustainability of international trade - an important component of the new EU Trade Strategy, which aims to develop **sustainable supply chains**.
- ❑ Given the importance of developing inland waterways to boost trade and, on the other hand, the EU's goals of achieving climate neutrality by 2050, through this event we aimed to address both the **EU's priorities for the green transition and sustainable transport**, and to **generate opportunities for business people** by stimulating discussions with decision-makers on the development of Constanța Port into a commercial hub on the Black Sea and the transformation of the Danube into a viable alternative for freight transport to the ports of the Black Sea, Baltic Sea and Adriatic Sea from the Three Seas Initiative.



Romania's role in ensuring Europe's energy security – (Green energy, November, 2022)

- ❑ The current concerns related to the energy security of the European Union determine the national and European organization to ensuring safe, accessible and sustainable energy, both by diversifying natural gas suppliers and electricity sources/producers, as well as by using cutting-edge technologies and implementing energy efficiency solutions.
- ❑ The forum was structured in three panels, covering the following topics: *Electricity supply security, Romania as a security provider of Europe's natural gas supply and Research in the energy industry: identifying new sources, resources and solutions.*
- ❑ Through this event, we set out to address, in a pragmatic and scientific manner the energy security problem from Romania's perspective, with the aim of identifying concrete solutions and recommendations to be submitted to Romanian decision-makers.





The new geopolitical realities and their impact on the green transition

In the context of the ongoing war in Ukraine, one of the most important conclusions reached by the majority of EU member states refers to **accelerating the transition to clean energy, bring dependence on Russian energy to an end** as soon as possible, diversify the energy suppliers and increase interconnection with neighboring Member States.

Some facts:

- ❑ The EU has already surpassed **91% of gas in storage** (by mid-October) while Romania managed to fill its natural gas storage capacity to over 90%.
- ❑ The share of Russian pipeline gas in EU imports has dropped from **41% in 2021 to 9% in September 2022**.
- ❑ Liquefied Natural Gas (**LNG**) is now a key source of supply accounting for **32% of EU total net gas imports**. Norway and the USA being the EU's main suppliers, however it would be recommended to consider and other countries with great potential such as Algeria, Qatar and Trinidad and Tobago.
- ❑ Despite some disruptions in the EU's electricity supply, it's worth mentioning that the EU generated, during May – August 2022, **a record 12% of its electricity from solar and 13% from wind**, while the **share of hydropower fell from 14% to 11%** compared to previous years, due to low water levels and summer draughts. Moreover, the share of renewables in the electricity mix is **expected to grow from 37% in 2021 to 69% in 2030**.

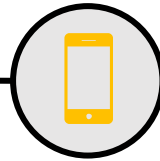


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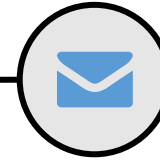
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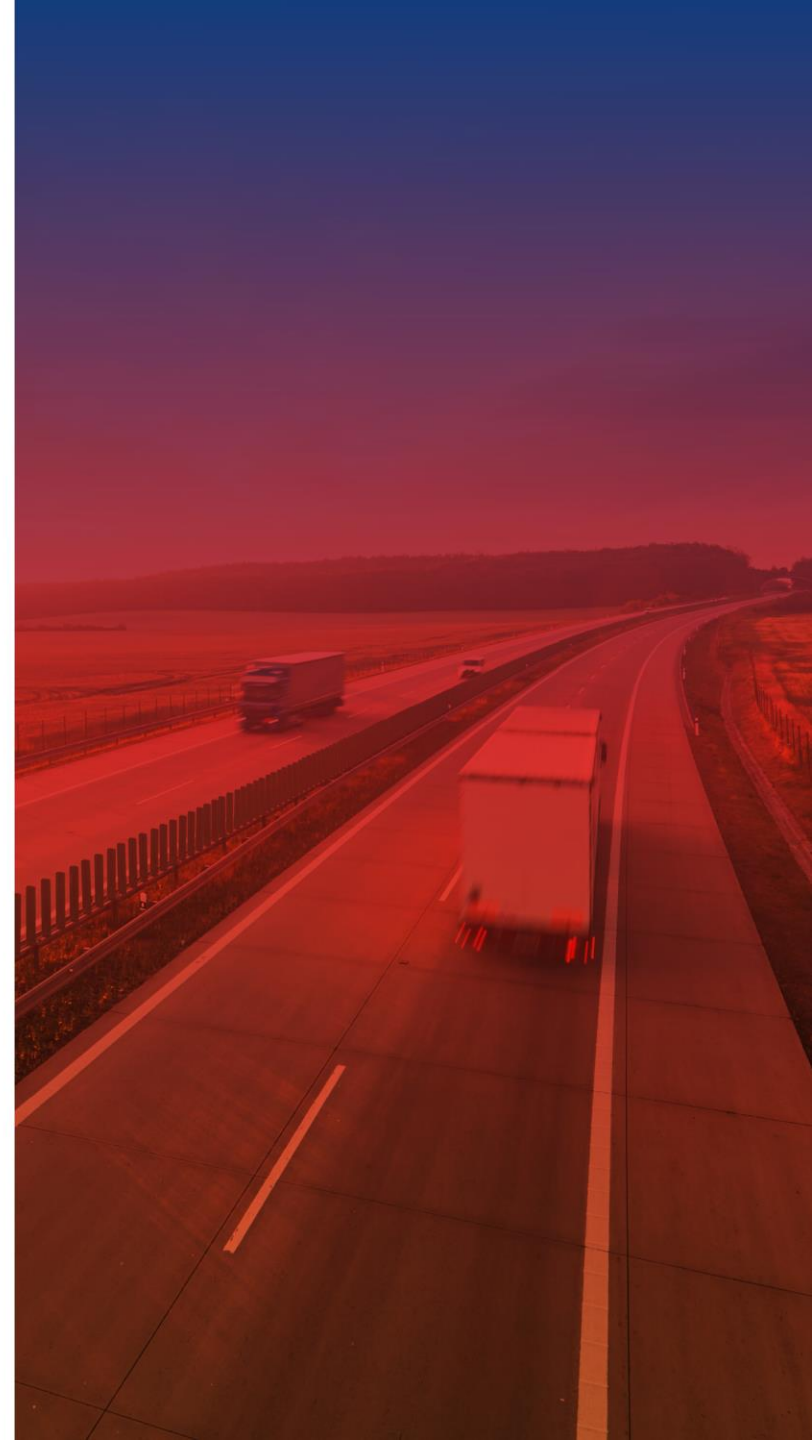


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Source of verification: European Commission (European Economic Forecast, Communication on EU Enlargement Policy)