

MICROELECTRONICS SECTOR IN ROMANIA

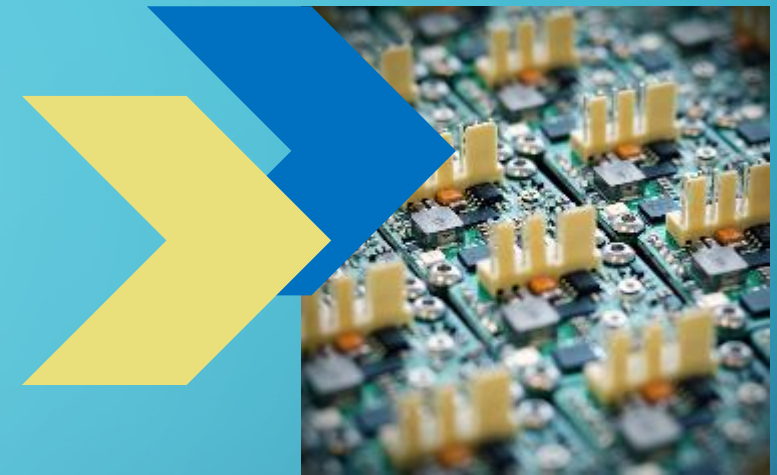
A DEMO STUDY BY **FRD CENTER** – MARKET ENTRY CONSULTING

This DEMO report is produced by **FRD Center** – www.frdcenter.ro - one of the pioneer privately owned independent market entry consulting firms in Emerging Europe as a promotional document.

Since 2000, **FRD Center** offers upon demand opportunity assessment, new business partners identification and selection services, market research and intelligence, new leads generation, B2B matchmaking, target origination and M&A consulting services to foreign companies and organisations interested to enter Romania and the emerging markets in Europe as exporters, consultants, investors or joint-ventures, to relocate their operations, to find new vendors or to source in CE, SE and Eastern Europe.

Methodology:

The companies' net turnover dynamics in 2021 compared to 2020 has been calculated using publicly available official financial figures in the Romanian currency – RON



Disclaimer:

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As part of the CSR activity, **FRD Center** endorses the

Sibiu International Theatre Festival FITS

www.sibfest.ro

with a tradition of 29 editions so far, the Sibiu International Theatre Festival is the most complex festival in Romania. Internationally, it is recognised as one of the most important performing arts festivals in Europe, alongside Edinburgh International Festival (Great Britain) and Avignon Festival (France).

We are looking forward to welcoming you to the 30th edition in 2023!



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For over 22 years, provides assistance to:

Foreign companies, SMEs, corporations

Foreign export promotion agencies, international trade organisations, global consulting groups, chambers of commerce, commercial sections of embassies

International companies looking to expand to Romania and the region

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Market entry services to Romania, the CEE and SEE.
Market research, B2B matchmaking, sector studies, trade missions,
investment opportunity research, M&A support,
new supplier identification and selection.

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One of the pioneer privately owned independent market entry consulting firms in Emerging Europe, offers:

- Multi-country market research, sector studies, business analysis
- Strategic business introductions at Decision Maker level
- Local business partners search and selection, target origination for M&A
- Players identification and detailed profiles
- Comparative analysis, background and reputation checks
- Data collection, interviews with KOLs, Decision Makers
- B2B matchmaking, Trade missions - physical, virtual

SUMMARY



Microelectronics in Romania

- Overview
- Current developments



European Chips Act

- Expected outcomes
- Romania's involvement



Recovery plan investment projects

- Romanian players
- Shortlisted projects

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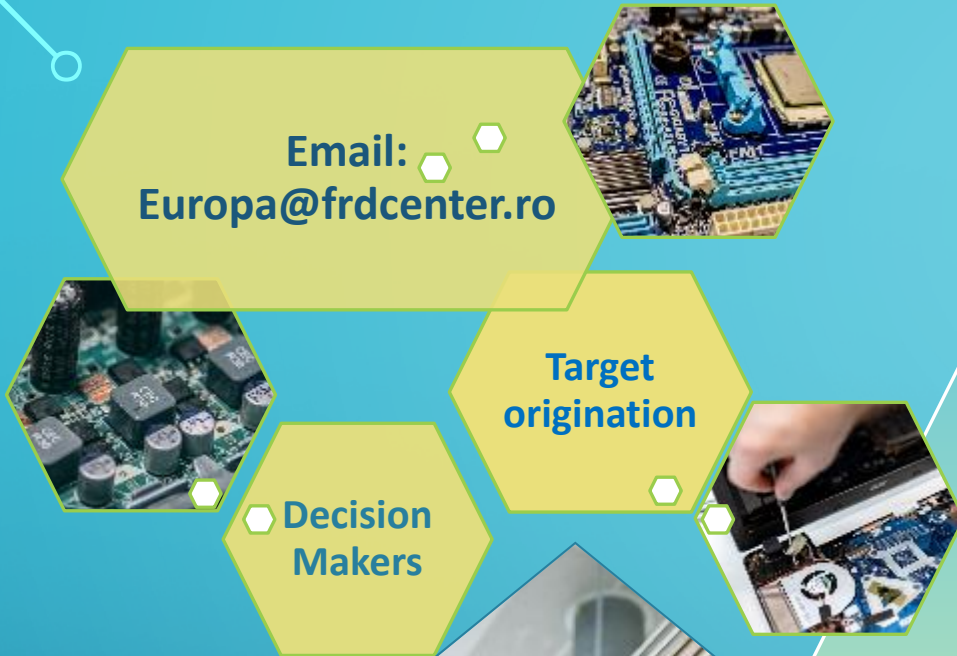
Target
origination

Decision
Makers

Are you looking for strategic partners in Romania and Eastern Europe?

Are you looking for targets to be acquired in Romania?

Are you looking for new suppliers in Romania and Eastern Europe?



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Since 2000

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Are you looking to expand on the Romanian market with new suppliers or an acquisition?



04

FRD Center is monitoring the market opportunities in Romania and other markets in CE Europe, Eastern Europe and SE Europe.

01

Upon demand, **FRD Center** identifies and selects the local players according to the Client's criteria, provides New Suppliers Search & Selection, In-Depth Analysis and Target Origination services.

02

For over 20 years, **FRD Center** facilitates commercial relations between foreign manufacturers, investors, exporters with local key decision makers and provides B2B matchmaking at Decision Maker level, Market Research etc.

03

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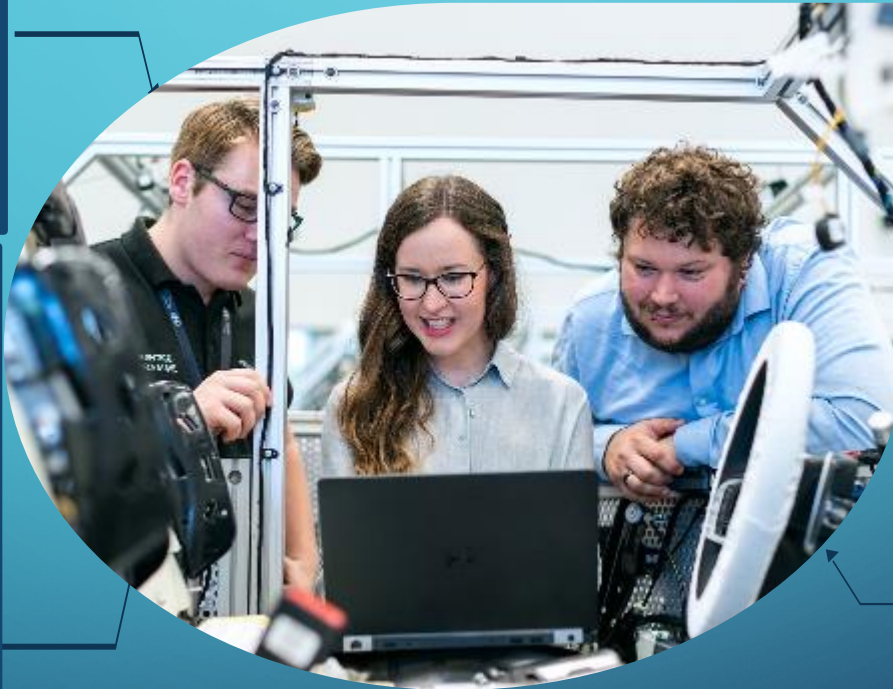
with your specific demand for local support

OTHER PROJECTS

Analog Devices Romania SRL has submitted the project “AI machine vision at the edge” in partnership with the Technical University of Cluj Napoca.

Bluespace Technology SRL has submitted the project “SoC - based solution for future cryptographic communication systems and security in new quantum process of innovation” in partnership with the Dunarea de Jos University of Galati.

Bluespace Technology has applied for 11 mEUR to build a microchip factory.



Microelectronica SA has submitted the project “Sensoro” in partnership with the National Institute for Laser, Plasma and Radiation Physics, the National Institute of Materials Physics, the Horia Hulubei National Institute for R&D in Physics and Nuclear Engineering, the Costin D. Nenitescu Center of Organic Chemistry of the Romanian Academy and the Technical Sciences Academy of Romania.

For more details contact the FRD Center at email: europa@frdcenter.ro

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Are you looking for targets to be acquired in Romania?



Are you looking for new suppliers in Romania and Eastern Europe?

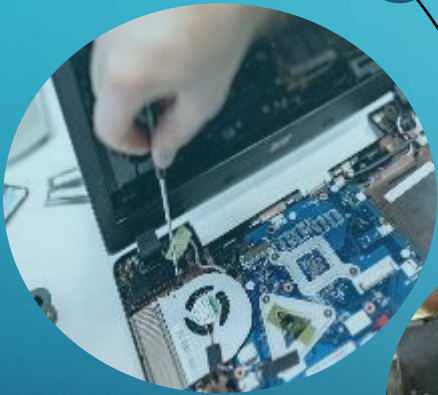
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CASE STUDY

MICROELECTRONICA SA

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Company name	Microelectronica SA
Ownership	Romanian entrepreneur
Website	https://microel.ro/
Net turnover 2021 vs. 2020	-9.8%
Net turnover 2020 vs. 2019	+134%
Employees in 2021	8
Employees in 2020	12
Brief profile	<p>With a tradition since 1981, Microelectronica has been part of the country's emerging microelectronics industry during the communist regime and has built a leading reputation in the domestic semiconductor sector.</p> <p>Microelectronica is currently a producer of LED lighting systems. It has complete LED assembly line, prototyping capacity for LED related mechano-electronic devices and laboratory for measurements and certifications.</p> <p>Recently, the company has been involved in various European projects, such as SustainHub - Center for sustainable data exchange.</p>

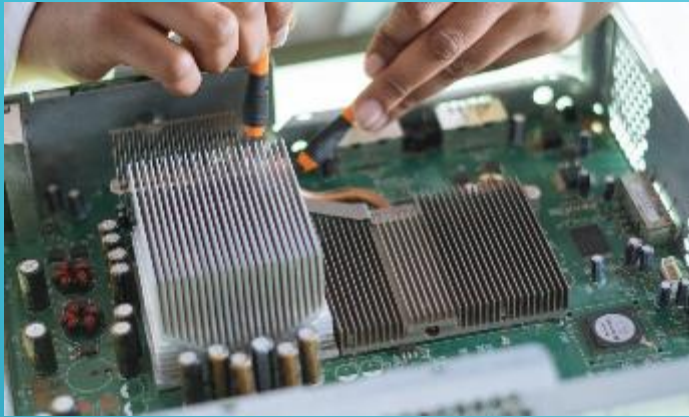


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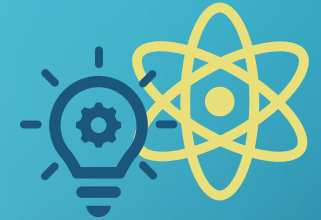
New supplier search and selection

For over 20 years, **FRD Center** has been assisting foreign manufacturing companies identify, select and approach at Decision Maker level local relevant firms, according to their selection criteria and requirements, in view of appointing them as new suppliers and subcontractors for manufacturing and assembly in metalworks, furniture, plastic, textiles and garments etc. Full details in the presentation at the link:

<https://www.frdcenter.ro/wp-content/uploads/2021/10/FRD-Center-New-Suppliers-Search-and-Selection-services-Presentation.pdf>

Examples of Romanian R&D microelectronics and high-tech institutes

Institution name	National Institute of Materials Physics
Ownership	Romanian State
Website	https://infim.ro/
Net turnover 2021 vs. 2020	-0.3%
Net turnover 2020 vs. 2019	-15.4%
Net profit 2021 vs. 2020	+1,102%
Net profit 2020 vs. 2019	-96%
Employees in 2021	284
Employees in 2020	296
Brief profile	Established in 1949, the National Institute of Materials Physics is specialised in the preparation, characterization and study of the physical properties of new materials connected to high technology products and devices, the development of analytical techniques and methods applied in materials science etc. It organises various events, such as the International Workshop of Materials Physics, One-day workshop - The future of Quantum Technologies in Romania etc.



Institution name	Horia Hulubei National Institute for R&D in Physics and Nuclear Engineering
Ownership	Romanian State
Website	https://www.nipne.ro/
Net turnover 2021 vs. 2020	+42.7%
Net turnover 2020 vs. 2019	-8.2%
Net profit 2021 vs. 2020	+91.4%
Net profit 2020 vs. 2019	-54.2%
Employees in 2021	771
Employees in 2020	907
Brief profile	With a tradition since 1949, the Horia Hulubei National Institute for R&D in Physics and Nuclear Engineering is specialised in the basic and applied physics research. It has international collaboration agreements with the European Organization for Nuclear Research, the Facility for Antiproton and Ion Research in Europe, the Joint Institute for Nuclear Research etc.



For more details contact the FRD Center at email: europa@frdcenter.ro

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