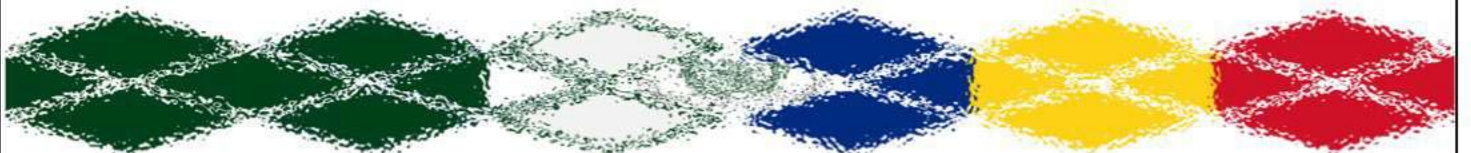




EMBASSY OF PAKISTAN  
BUCHAREST

# ROMANIA: IMPORT MARKET

*August 2023*



## CONTENTS

<b>PART I: INTRODUCTION</b> .....	<b>1</b>
<b>PART II: PAK-ROMANIA BILATERAL TRADE OVERVIEW:</b> .....	<b>2</b>
Pakistan’s exports: .....	2
Trends in Pakistan’s exports .....	3
Comparison with other Asian competitors.....	4
Bilateral Trade.....	4
Pakistan’s ingress in the Romanian market.....	5
Romania’s import market composition .....	6
Pakistani export products and further potential in Romanian market:.....	6
GSP Plus .....	9
<b>PART III: CHALLENGES</b> .....	<b>10</b>
<b>PART-IV: OPPORTUNITIES</b> .....	<b>11</b>
Entry Strategy & requirements etc.....	11
<i>Import Tariffs</i> .....	11
<i>Import Requirements and Documentation</i> .....	11
<i>Labelling /Marking Requirements</i> .....	12
<i>Distribution and Sales Channels</i> .....	13
<i>eCommerce</i> .....	16
<i>Selling Factors and Techniques</i> .....	16
<b>PART V: SERVICES SECTOR OF ROMANIA</b> .....	<b>18</b>
<b>PART VI: HUMAN RESOURCE SECTOR</b> .....	<b>18</b>
Opportunities for supplying labour from Pakistan .....	18
Accessing good employer companies.....	20
Challenges being faced in the labour market .....	20
Importance of due diligence in business. ....	22
<i>Disclaimer:</i> .....	22
<b>ANNEXURES</b> .....	<b>23</b>
Annex-I: Romanian imports, and Pak Export Items’ share in relevant import market segment (2022) at Two digits HS Code level .....	23
Annex-II: Pakistan exports (in all tariff lines) in 2022, Total Romanian imports in relevant categories, and Pak share in relevant import market segment (2022) (in US\$ thousands).....	26
Annex-III: Chambers of Commerce of Romania .....	38

## **Executive Summary**

Three years ago, the Embassy had conducted market research and shared the report (in November 2020) with all of our chambers of commerce and industry as well as export promotion organizations in Pakistan. The report identified that Pakistan's exports could be doubled the annual amount that was being exported at that time (FY-2020) within 2-3 years<sup>1</sup>. The target identified in Nov 2020 was achieved by the close of Financial Year 2022 – within a period of 17 months.

While Pakistan's exports were USD 26 million in FY-2020, now, at the close of FY-2023 stand at over USD 72 million- the highest-ever in the history of bilateral trade with Romania. And despite the recessionary impact of Ukraine conflict, our exports continue to show a positive trend.

Romania is an important East European EU member and is sixth largest country, according to population, in the EU grouping. It is a significant market having potential to further grow in future.

This document looks at the current situation of the Romanian market, its composition, Pakistani products' ingress in the market as well as identification of products that have more potential for export to Romania.

Our exporters are also encouraged to diversify their products and make them as much value added as possible since the Romania market, like other EU members, is mainly clustered in high-value-added items.

The document also gives a brief guidance on how to access the Romanian market. Weblinks/sources have been added/indicated enabling the users to see more detailed information about the topics included in the report. Wherever needed, the product codes of the items have been mentioned for different export items to make the given information more specific.

The report has been prepared to increase awareness among our companies/exporters/trade promotion organisations about the import market of Romania and potential that it offers.

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<sup>1</sup> This detailed research was later updated and was shared with our trade promoting bodies and chambers separately. A separate detailed document on human resource market of Romania has been prepared (which is regularly updated) and shared with the Bureau of Emigration and Overseas Employment and stakeholders including the Overseas Employment Promoters.

## **Part I: Introduction**

Romania is a European Union (EU) member state located in the south-eastern part of Europe, with a population of 19.4 million. It is in the vicinity of the the CIS states and the Middle East. It is also home to a third of the Danube River, and has the largest and deepest port at the Black Sea (Constanta), which can provide a competitive advantage with regard to the transportation of goods from Pakistan by sea.

Bucharest (the capital and Romania's largest city) has been the top business destination in the country for several years. In addition, there is now interest for other regions, particularly the Western part of Romania, with cities such as Cluj-Napoca, Timisoara and Oradea attracting a substantial amount of business these days.

Romania is a market with growth potential though with somewhat challenging business climate.

Romania produces coal, natural gas, iron ore and petroleum but most raw material for the country's large industrial capacity potential are imported. Prominent industries include chemical (petrochemical, paints and varnishes), metal processing, machine manufacturing, industrial and transport equipment, textiles, manufactured consumer goods, lumbering and furniture.

Corn, wheat, vegetable oil seeds, vegetables, apples and grapes for wine are the main crops and sheep and pigs the main livestock. Forestry and fisheries are being developed under long-term programs. Some 39% of Romania's territory is arable land, 28% forests, 21% pastures, hayfields and orchards and 2.5% vineyards.

Intra-EU component of trade accounts for over 70% of Romania's exports and imports.

Last year, Romania imported over US\$ 132 billion worth of goods. It imported some US\$ 22 billion worth of services (latest available figures for 2021). The top imports of Romania were Electrical machinery and equipment and parts (\$18.9 billion); Mineral Fuels, Mineral Oils and Products of their distillation (\$16.1 billion); Nuclear reactors, boilers, machinery and mechanical appliances (\$13.3 billion); Vehicles other than railway, tramway (\$11 billion);; Plastics and articles thereof (\$6.6 billion). Some 70 percent imports came from EU member countries. Major import partners during the year 2022 were Germany (\$ 23.6 billion), Italy (\$ 10.8 billion), Bulgaria (\$ 9.4 billion), Hungary (\$ 8.6 billion), Poland ((\$ 7.9 billion), Turkiye ((\$ 7.4 billion) and China (\$ 6.8 billion).

Romania exported in 2022 goods worth some US\$ 97 billion (72% of exports going to EU countries). It exported services of some US\$ 33 billion (latest available figures for 2021). The top exports of Romania were electrical machinery and equipment and parts (\$15.9 billion), vehicles other than railway, tramway (\$13.7 billion), Nuclear reactors, boilers, machinery and mechanical appliances (\$9.5 billion); Cereals (\$4.6 billion); and Iron and steel (\$3.5 billion). Major export partner countries were Germany (\$ 19.2 billion), Italy (\$ 9.8 billion), Hungary (\$ 7 billion), France (\$ 5.8 billion), Bulgaria (\$ 3.8 billion), and Poland (\$ 3.7 billion), Netherlands (\$ 3.4 billion), Spain (\$ 3 billion), and Turkiye (\$ 2.9 billion).

The economy of Romania is a high-income mixed economy with a high Human Development Index and a skilled labour force, ranked 10th in the European Union by total nominal GDP and 7th largest when adjusted by purchasing power parity.

Romania has also grown into a major center for mobile technology, information security, and related hardware research. It is a leading destination in Central and Eastern Europe for foreign direct investment.

Romania is a neighbour to Ukraine and the war in Ukraine is having an impact on Romania (rated BAA3/Stable by Moody's) pushing up inflation, like elsewhere in the EU and the world, but long-term economic outlook remains stable. Romania has not been as much dependent on Russian energy imports as some other EU countries had been.

This booklet is intended to help guide Pakistani companies/exporters/trade promotion organisations in promoting exports to this important and transitional EU market.

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## Part II: Pak-Romania Bilateral Trade Overview:

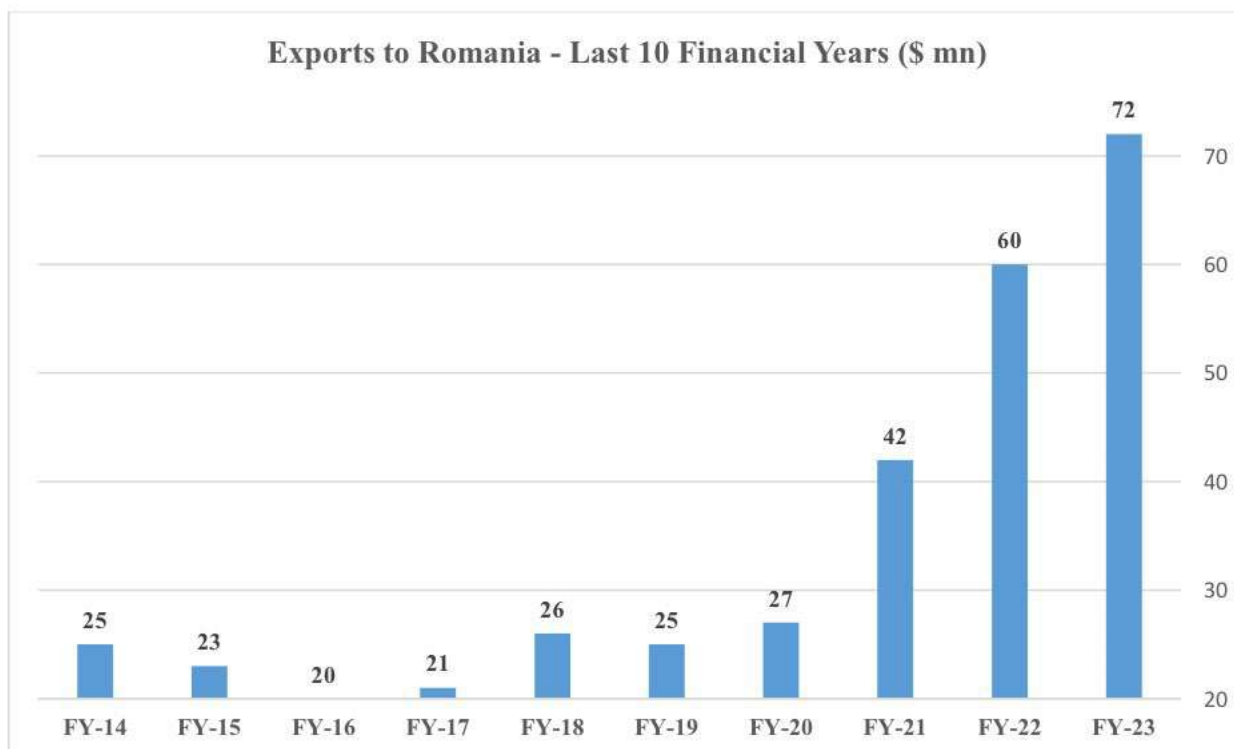
Pakistan Romania bilateral trade has grown significantly over the last three years.

### Pakistan's exports:

Three years ago, our annual export to Romania were USD 26 million.

During FY-2023, our exports were over USD 72 million which is the highest-ever figure in the history of Pak-Romania trade (FY-22 recorded 54% y-o-y increase and, before that, FY 21 had shown a y-o-y rise of over 50%).

Exports to Romania during the last 10 years (rounded off to nearest million) are shown as under:



Source: Source: FBR/PRAL, and SBP)

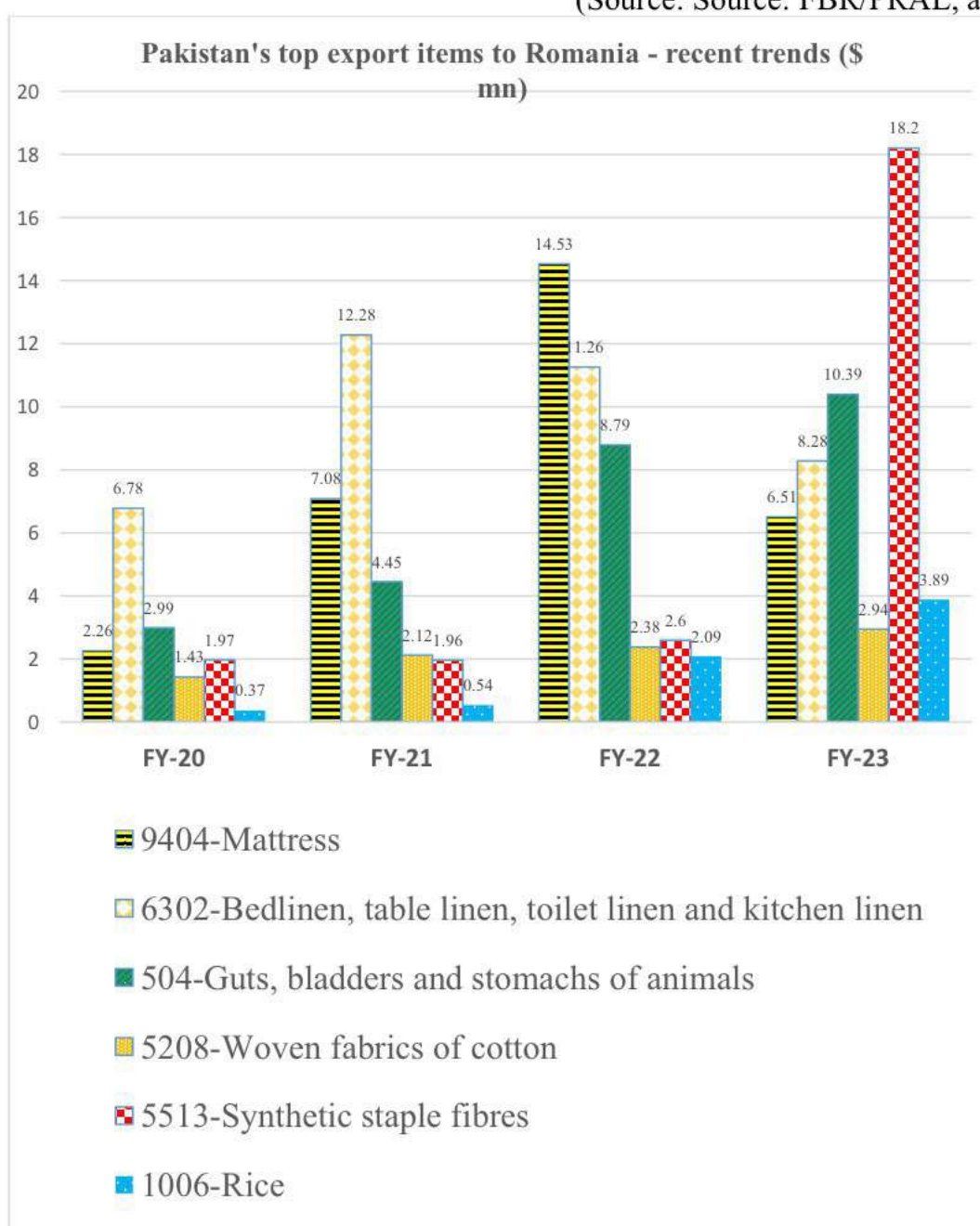


## Trends in Pakistan's exports

Trends in Pakistan's top export items is shown below (last 4 financial years) (\$ million)

HS Code	9404	6302	504	5208	5513	1006
Export Items	Product Mattress	Bedlinen, table/toilet/ kitchen linen	Animal offal casings	Woven fabrics of cotton	Synthetic staple fibres	Rice
<b>FY-23</b>	6.51	8.28	10.39	2.94	18.20	3.89
<b>FY-22</b>	14.53	11.26	8.79	2.38	2.60	2.09
<b>FY-21</b>	7.08	12.28	4.45	2.12	1.96	0.54
<b>FY-20</b>	2.26	6.78	2.99	1.43	1.97	0.37

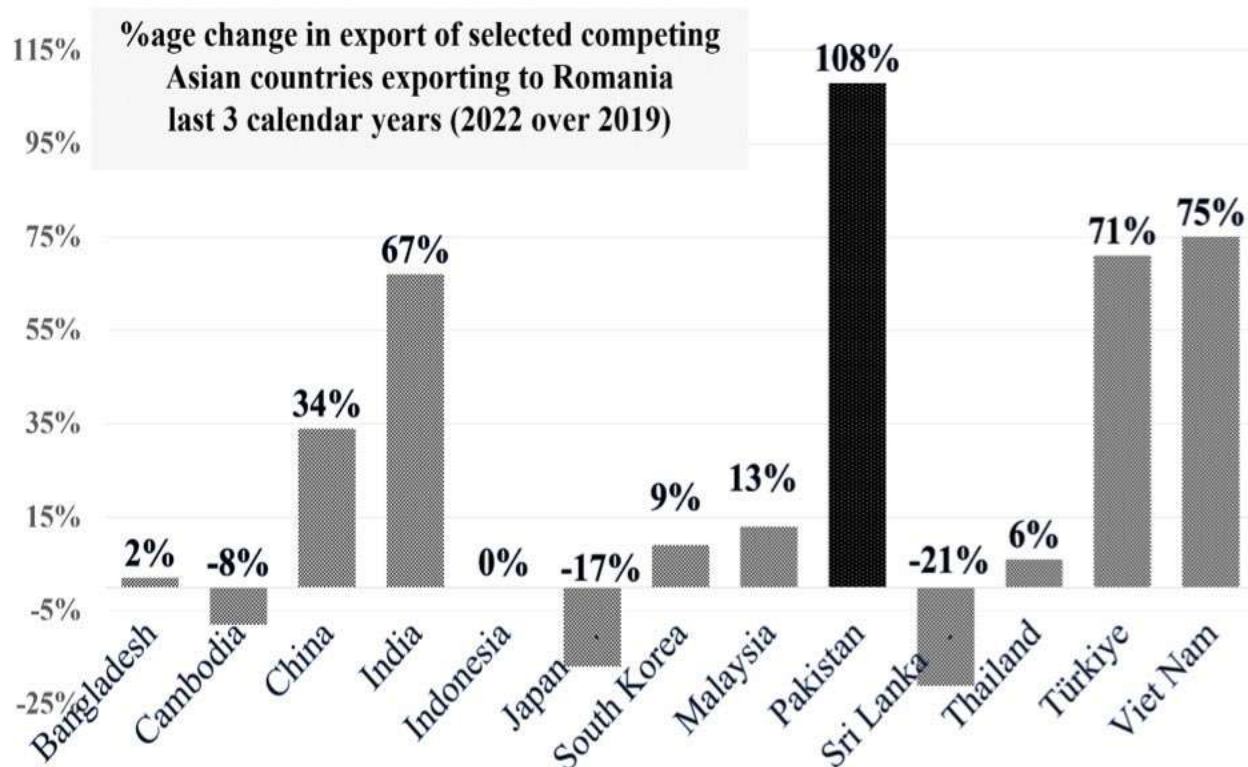
(Source: Source: FBR/PRAL, and SBP)



(Source: Source: FBR/PRAL, and SBP)

### Comparison with other Asian competitors

Pakistan's exports have grown more (in term of percentage growth during last three calendar years) as compared to other Asian countries' exports to Pakistan (see graph below).



(Source: international trade center)

### Bilateral Trade

The bilateral trade also recorded the highest ever figure of USD 309 million in FY-2023.

Bilateral trade figures of last financial year (figures for last 10 years are given below – in USD million)

	FY 14	FY 15	FY 16	FY 17	FY 18	FY 19	FY 20	FY 21	FY 22	FY 23
Total Trade	67.249	98.868	34.257	64.075	42.939	75.597	48.702	61.381	127.737	309.23

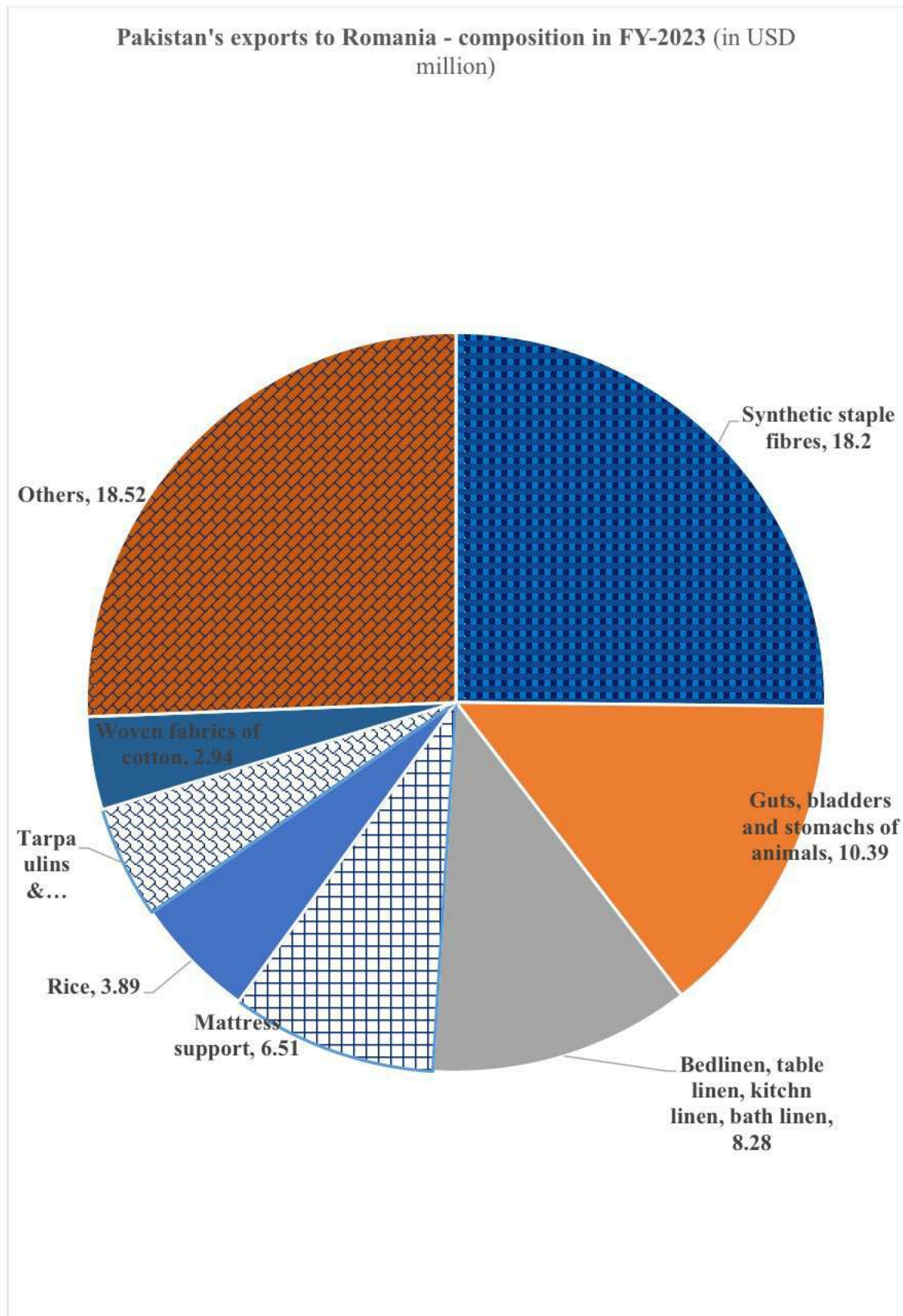
(Source: Source: FBR/PRAL, and SBP)

In Financial year 2023, Pakistan imported some US\$ 236 million worth of goods from Romania. However, US\$215 million out of it were wheat, meslin, rapeseed and colza seed.

The non-agricultural imports from Romania remain more or less the same but whenever Romania has a better harvest and Pakistan needs to import wheat, our imports from Romania have grown in the respective years.

### Pakistan's ingress in the Romanian market

Composition of Pakistan's exports to Romania in FY-2023 (in USD million) is shown in the pie chart on the next page.



(Source: Source: FBR/PRAL, and SBP)



Our ingress in the Romanian market is limited to a segment of the whole import market only as is shown below:

HS code product category (of our top export item to Romania)	Total Romanian imports in this category (US\$ million)	Rank at which this category appears in Romania's import list
HS55	361	57 <sup>th</sup>
HS05	93	77 <sup>th</sup>
HS63	460	49 <sup>th</sup>
HS94	1,782	14 <sup>th</sup>
HS10	1,013	26 <sup>th</sup>
HS52	302	60 <sup>th</sup>
TOTAL	4,011	-

It can be seen that our top export items (which make up 75% of our export to Romania) touch those HS categories that constitute some 3% of the whole import market (\$4 bn out of total Romanian imports of \$132 bn). All the items we export touch 10 percent of Romanian import market.

The chart on next page gives a product-wise exports-to-market-size comparison (source: international trade center)

### **Romania's import market composition**

About two thirds of Romanian imports are in categories of electrical machinery and equipment and parts thereof; sound recorders and reproducers, television; machinery, mechanical appliances, nuclear reactors, boilers; parts etc; vehicles other than railway or tramway rolling stock, parts and accessories; mineral fuels, mineral oils and products of their distillation; bituminous substances; minerals; plastics and articles thereof; pharmaceutical products; iron and steel; articles of iron or steel; optical, photographic, cinematographic, measuring, checking, precision, medical or surgical; miscellaneous chemical products; and rubber and articles thereof.

From the analysis, it is quite evident that Romania's import basket is clustered in high-value-added items.

### **Pakistani export products and further potential in Romanian market:**

An overview of what we are exporting and in which segment of the market we can export more where is given in the following chart.

A more detailed break-up of Romanian imports and Pakistan's share in Romanian market is given at Annex-I).

### Pak exports share in different product categories imported by Romania (thousands \$)



### Pak exports share in different product categories imported by Romania (thousands \$)





Annex-II at the end gives an detailed account of all Pakistan export items (in all tariff lines) during 2022 vis-à-vis total Romanian imports in the relevant categories, and Pakistan's share in the relevant import market segment.

It means we need to and can diversify our products and exploit the potential that exists in other segments of the Romanian import market.

For Pakistan, Romania was 51<sup>st</sup> largest destination for exports in 2022 (an improvement from 72<sup>nd</sup> three years ago).

From the Romanian import market perspective, Pakistan was 62<sup>nd</sup> largest importing partner (improving from 68<sup>th</sup> three years ago).

In case of several items imported by Romania we improved significantly our ranking as a supplier. Some examples are given below:

Item supplied with HS Code	Ranking among countries supplying to Romanian market	
	2022	2019
94049090 Mattress support...	1	24
05040000 Guts, bladders and stomachs of animals...	1	4
36050000 Matches...	1	2
55131300 Woven fabrics...	1	5
63026000 Toilet linen and kitchen linen	2	4
52093200 Woven fabrics of cotton	2	4
55142200 Woven fabrics..	2	4
55132310 Woven fabrics..	3	7
42032910 Protective gloves...	4	5
61161020 Gloves coated or covered with rubber...	5	9
41079210 Grain splits leather...	7	24

### **GSP Plus**

Pakistan is a beneficiary of the EU's Generalized Scheme of Preferences Plus (GSP+), which gives Pakistan (alongwith many other developing countries a special incentive to pursue sustainable development and good governance (for more information please see <https://trade.ec.europa.eu/access-to-markets/en/glossary/generalised-scheme-preferences-plus> )

In return, the EU cuts its import duties to zero on more than two thirds of the tariff lines of their exports. The current GSP+ is valid until 2023.

About two third of Pakistan's exports have a zero tariff in Romania (as it is part of the EU).

Full list of products covered can be seen at: <https://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:32012R0978&from=EN#page=50> .

Pakistani exporters can use the search option at webpage My Trade Assistant at <https://trade.ec.europa.eu/access-to-markets/en/content> to find the exact information on duties and tariffs for any specific product, taking into consideration its country of origin and destination. In case of any doubt, please contact Romanian customs authorities (see website <https://www.customs.ro/en/> )

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### **Part III: Challenges**

One needs to keep in view the barriers to market entry and local requirements, i.e., things one needs to be aware of when entering the market for any country.

Although Romania overthrew its communist regime over three decades ago, the government still plays a role in the economy in terms of employment, ownership of assets, and influence on the business environment. State-owned enterprises shape many industries, acting as dominant customers, suppliers, or, in some cases, competitors. While progress has been made since joining the EU in 2007, companies in Romania still report challenges regarding the independence and efficiency of the judicial system, corruption, bureaucracy, and political instability.

Compared to many EU countries, Romania has a poor infrastructure which continues to negatively impact business costs and productivity. The country's connections to the rest of the EU's transportation infrastructure are still developing. Construction of highways and other critical infrastructure, the overhaul of the public health system, the enhancement of the state education system and a greener economy are all major objectives for further development of Romania.

Romania is not a member of Schengen yet. It is also not in the "Euro Zone", so payments are made in local currency – the New Romanian Lei (RON). However, many companies and consumers have debt denominated in euros, and most big consumer items (i.e., real estate, cars, and major appliances) are priced in euros. This sometimes creates trade inefficiencies. The conflict in Ukraine is impacting the way Romanian companies, especially those involved in international trade, do business during this period that has seen the highest volatility in the currency market in years.

Many firms operating in Romania face ongoing challenges with recruiting and retaining employees. The ability for Romanians to work for higher wages elsewhere in the EU has led to a labour shortage. This shortage is more pronounced in northern and western parts of the country, where employers often bus in workers from villages.

It takes 20 days to start a business in Romania, compared to the regional average of 9 days.

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## **Part-IV: Opportunities**

Romania is part of the European Union (EU). The EU is a Customs Union - its 27 member countries (and over 400 million consumers) form a single territory for customs purposes. The European Economic Area (EEA) includes EU countries and also Iceland, Liechtenstein and Norway. It allows them to be part of the EU's single market. Switzerland is not an EU or EEA member but is part of the single market.. This means:

- no customs duties are paid on goods moving within the single market.
- the EU countries apply a common customs tariff for goods imported from outside the EU
- goods that have been legally imported can circulate throughout the EU with no further customs checks.

Romanians are generally very welcoming of foreigners. As an EU member state, Romania not only offers a sizable domestic market but also a comparatively low-cost foothold for accessing the entire EU market. The country's location - bordering the Black Sea in Southeast Europe - provides a view beyond the EU and shortens the distance for export to other neighbouring non-EU countries.

Romania is the country with the highest energy independence in the EU (a recent report shows that Romania was 28% dependent on energy imports, compared to the EU average of 57%).

The quality of a highly skilled, affordable workforce is the main attraction for investors. For example, most engineers speak at least one foreign language, which is not very common in other countries. Digitization is now the main goal of the government to make life easier for the citizens in the interaction with the state.

### **Entry Strategy & requirements etc**

A local business presence helps in penetrating the Romanian market. This can take the form of distributor agreements, subsidiaries, joint ventures, or acquisitions. Regardless of the form of investment or entry strategy, Pakistani businesses considering the Romanian market should research their specific prospects thoroughly, perform due diligence, and be prepared to adapt their business models as necessary.

### ***Import Tariffs***

Since January 1st, 2007, when Romania became an EU member state, it has applied the common EU tariff system. Pakistani exporters may consult the Integrated Tariff of the Community referred to as TARIC (Tarif Intégré de la Communauté), to identify the various rules which apply to specific products they want to export to Romania (at [https://ec.europa.eu/taxation\\_customs/index\\_en](https://ec.europa.eu/taxation_customs/index_en) ). The TARIC can be searched by country of origin, Harmonized System (HS) Code, and product description on the interactive website of the Directorate-General for Taxation and the Customs Union. The online TARIC is updated regularly.

### ***Import Requirements and Documentation***

The TARIC, mentioned above, can be accessed to see if a license is required for a particular product. Moreover, the EU maintains an export helpdesk with information on import restrictions of various products ( <https://trade.ec.europa.eu/access-to-markets/en/content/welcome-access2markets-trade-helpdesk-users> )

### The Single Administrative Document

The official model for written declarations to customs in any EU country is the Single Administrative Document (SAD). The SAD describes goods and their movement. Goods brought into the EU customs territory are subject to customs supervision from the time of their entry until customs formalities are completed. Find more information on the SAD at [https://ec.europa.eu/taxation\\_customs/single-administrative-document-sad\\_en](https://ec.europa.eu/taxation_customs/single-administrative-document-sad_en)

### Economic Operator Registration and Identification (EORI)

An Economic Operators Registration and Identification number (EORI number) is a European Union registration and identification number for businesses which undertake the import or export of goods into or out of the EU. Any business or individual established in the EU needs to obtain an EORI number from their national customs authority. A company established outside the EU which wants to export to or import from the EU needs to be assigned an EORI number to lodge a customs declaration, an Entry or an Exit Summary Declaration. Once a company has received an EORI number, it can use it in relation with EU customs authorities to any of the EU member states. Once an operator holds an EORI number, he can request the Authorized Economic Operator (AEO) status, which can give quicker access to certain simplified customs procedures.

For more information on EORI please see [https://taxation-customs.ec.europa.eu/business/customs-procedures-import-and-export/customs-procedures/economic-operators-registration-and-identification-number-eori\\_en](https://taxation-customs.ec.europa.eu/business/customs-procedures-import-and-export/customs-procedures/economic-operators-registration-and-identification-number-eori_en)

### Registration, Evaluation and Authorization and Restriction of Chemicals (REACH)

REACH applies to all chemicals manufactured in or imported into the EU in quantities exceeding one metric ton. The European Chemicals Agency (ECHA) is the agency responsible for receiving and ensuring the completeness of such registration requirements covered by REACH. (please see <https://echa.europa.eu/> , <http://echa.europa.eu/web/guest/candidate-list-table> , and <https://echa.europa.eu/information-on-chemicals> for more).

### Cosmetics Regulation

The EU legislation harmonizing the regulation of cosmetic products has applied since July 2013. The most controversial element of the regulation is the introduction of an EU-wide system for the notification of cosmetic products to the EC prior to their placement on the EU market. Only an EU-established entity may submit such a notification. Therefore, Pakistani exporters must either retain a “Responsible Person” to act on their behalf or establish a presence in the EU.

### Agricultural and fisheries Documentation

Rules, measures and regulations designed to protect human, animal and plant life and health, from risks arising from additives, contaminants, toxins or disease-causing organisms. They ensure food is safe for consumption. Certain plants, plant products and other objects entering the EU must have a phytosanitary certificate ( for more please see [https://food.ec.europa.eu/plants/plant-health-and-biosecurity/trade-plants-plant-products-non-eu-countries\\_en](https://food.ec.europa.eu/plants/plant-health-and-biosecurity/trade-plants-plant-products-non-eu-countries_en) ).

For fisheries please see [https://food.ec.europa.eu/system/files/2018-06/ia\\_trade\\_import-cond-fish\\_en.pdf](https://food.ec.europa.eu/system/files/2018-06/ia_trade_import-cond-fish_en.pdf)

### Labelling /Marking Requirements

There is a broad array of EU legislation pertaining to the marking, labelling, and packaging of products, with neither an “umbrella” law covering all goods nor any central directory containing information on marking, labelling, and packaging requirements. This overview is meant to provide the reader with a general introduction to the multitude of marking, labelling, and packaging requirements or marketing tools to be found in the EU.

It is also important to distinguish between marks and labels. A mark is a symbol and/or pictogram that appears on a product or its respective packaging. These range in scope from signs of danger to indications of methods of proper recycling and disposal. The intention of such marks is to provide market surveillance authorities, importers, distributors, and end-users with information concerning safety, health, energy efficiency, and/or environmental issues relating to a product. Labels, on the other hand, appear in the form of written text or numerical statements, which may be required but are not necessarily universally recognizable. Labels typically indicate more specific information about a product, such as measurements, or an indication of materials that may be found in the product.

For more, please see following links:

[https://europa.eu/youreurope/business/product-requirements/labels-markings/ce-marking/index\\_en.htm](https://europa.eu/youreurope/business/product-requirements/labels-markings/ce-marking/index_en.htm)

[https://single-market-economy.ec.europa.eu/single-market/ce-marking\\_en](https://single-market-economy.ec.europa.eu/single-market/ce-marking_en)

[https://environment.ec.europa.eu/topics/circular-economy/eu-ecolabel-home\\_en](https://environment.ec.europa.eu/topics/circular-economy/eu-ecolabel-home_en)

[https://europa.eu/youreurope/business/product-requirements/labels-markings/ecolabel/index\\_en.htm](https://europa.eu/youreurope/business/product-requirements/labels-markings/ecolabel/index_en.htm)

[https://ec.europa.eu/info/energy-climate-change-environment/standards-tools-and-labels/products-labelling-rules-and-requirements/energy-label-and-ecodesign/energy-efficient-products\\_en](https://ec.europa.eu/info/energy-climate-change-environment/standards-tools-and-labels/products-labelling-rules-and-requirements/energy-label-and-ecodesign/energy-efficient-products_en)

[https://europa.eu/youreurope/business/product-requirements/labels-markings/energy-labels/index\\_en.htm](https://europa.eu/youreurope/business/product-requirements/labels-markings/energy-labels/index_en.htm)

[https://oceans-and-fisheries.ec.europa.eu/fisheries/markets-and-trade/seafood-markets\\_en](https://oceans-and-fisheries.ec.europa.eu/fisheries/markets-and-trade/seafood-markets_en)

[https://food.ec.europa.eu/safety/labelling-and-nutrition\\_en](https://food.ec.europa.eu/safety/labelling-and-nutrition_en)

[https://agriculture.ec.europa.eu/farming/geographical-indications-and-quality-schemes/geographical-indications-and-quality-schemes-explained\\_en](https://agriculture.ec.europa.eu/farming/geographical-indications-and-quality-schemes/geographical-indications-and-quality-schemes-explained_en)

[https://agriculture.ec.europa.eu/farming/organic-farming\\_en](https://agriculture.ec.europa.eu/farming/organic-farming_en)

[https://europa.eu/youreurope/business/product-requirements/chemicals/classification-labelling-packaging/index\\_en.htm](https://europa.eu/youreurope/business/product-requirements/chemicals/classification-labelling-packaging/index_en.htm)

### ***Distribution and Sales Channels***

Wholesale, retail tiers, and support services - such as packaging, warehousing, and merchandising - are fully developed in Romania and are like other European countries. Romania's range of retail outlets is likewise European type and includes specialty shops, supermarkets, hypermarkets, cash and carry, department stores, gas station convenience stores, do-it-yourself shops, kiosks, street vendors, open-air markets, and wholesale centres.

The local retail market has been dominated by Carrefour, Kaufland, Lidl, Metro, Selgros and Mega Image on the hypermarket / supermarket segment.

### ***Using an Agent to Sell Products and Services***

While not legally required in Romania, local agents, distributors, and joint venture (JV) partners can contribute significantly to the success of your company. Selecting a distributor is a serious strategic decision with business and legal implications. When establishing a contract with a distributor or JV partner, Pakistani companies are advised to seek legal advice for compliance with Romanian and/or EU regulations, business practices, and legislation.

### ***Establishing an Office***

Opening a local office in Romania involves several steps:

- Choose the type of company



**General Partnership (SNC):** A general partnership can be set up by at least two shareholders. The partnership relationship is based upon a contract. Like with the other four types of companies (briefly described below), the shareholders must register their partnership with the National Trade Register Office of the Ministry of Justice. The shareholders in a general partnership have unlimited and joint liability towards the company's debts and obligations.

**Limited Partnership (SCS):** A limited partnership consists of one or more general shareholders who manage the company's business, as well as one or more limited shareholders who contribute capital (money or other property) to the partnership but do not participate in its management. Limited shareholders are not liable for the debts and obligations of the partnership beyond their contribution to the registered capital, while the other shareholders (who also manage the company) have unlimited and joint liability towards the company's debts and obligations.

**Joint-Stock Company (SA):** A joint stock company is a limited liability corporation with at least two shareholders. Shares, with a nominal value of at least RON 0.1 (\$0.02) each, can be nominative shares or bearer shares, and can be freely traded or pledged. A joint stock company may be set up privately or by public subscription. Each shareholder must pay at least 30% of his/her portion of the subscribed share capital, with the remaining 70% to be paid within a maximum of 12 months or 2 years.

**Limited Partnership by Shares (SCA):** This type of company has the same legal regime as a Limited Partnership, other than the fact that the capital is divided into shares. Thus, the company's obligations are guaranteed by the share capital and by the general partners' unlimited and joint liability. The limited partners are liable only within the limit of the subscribed share capital. Like the joint stock company, the SCA's share capital cannot be less than RON 119,000.

**Limited Liability Company (SRL):** A limited liability company is a company set up by at least one shareholder that cannot have more than 50 shareholders. An individual or a legal entity can act as sole shareholder in only one SRL. Additionally, an SRL's sole shareholder cannot be another company that itself is owned by a sole shareholder. The subscribed share capital of an SRL is at least RON 200 (\$50), divided into shares with a nominal value of at least RON 10 (\$2.34) each. The transfer of shares to third parties must be approved by the shareholders holding at least  $\frac{3}{4}$  of the company's capital.

**Representative Offices:** Pakistani companies may open representative offices in Romania following registration with the Department of Foreign Trade in the Ministry of Economy. Representative offices cannot carry out commercial activities on their own behalf, but they are entitled to promote the business of their parent organizations.

**Branches:** Foreign companies have no legal capacity and can only carry out activities within the parent company's obligations. They must be registered with the relevant trade registry office.

- **Determine location of headquarters**

Foreign companies are required to have a physical location (not necessarily a postal address) as their headquarters and must demonstrate that the premises are fully operational - i.e., the company fulfils all conditions required to carry out the activities authorized at that given location (necessary equipment, computer(s), personnel allocated at the company's premises, etc.). In order to approve the company's fiscal registration with the relevant local authority, such conditions are verified by the fiscal administration upon visit on site. As an exception, upon initial registration, a newly

set up Romanian legal entity may choose to establish its registered office with an attorney at law/law firm for a maximum period of one year.

- Register the name of the company  
The company's name is registered with the Trade Registry Office in the county jurisdiction where the company is to be located.
- Create bylaws and binding documents  
General partnerships and limited partnerships are usually set up by their founders through by-laws. Joint-stock companies, limited partnerships by shares, and limited liability companies are set up through by-laws and articles of incorporation. By-laws and articles of incorporation may be concluded under a single document - the Constitutive Deed.
- Open a company account  
A company account is opened in the registered name of the company prior to the company's official registration. The shareholders (or their designees) deposit the share capital in the company account. The amount in the account depends on the form of business organization, but as an example, a limited liability company has a minimum starting capital of RON 200 (\$50).
- File other required legal documents  
Other documents are required to be filed with the local Trade Registry Office under the setting-up file. Such documents include the decision of the competent body of the company's shareholders (in case such shareholders are legal entities), statement(s) of the company's director(s), statements from the company's shareholders that they fulfil the legal requirements to be shareholders in a Romanian company, powers of attorney fiscal records, bank letter, etc.
- Submit the complete dossier to the One-Stop Office  
Once the application, or dossier, is complete, it is submitted to the county office in the relevant county jurisdiction. This office falls under the National Trade Registry Office of the Ministry of Justice of Romania.

### Franchising

Franchising regulations are the same as in other countries, basically granting the franchisee the right to operate or develop a business, product, technology, or service. The largest cities of the country such as Bucharest, Iasi, Timisoara, Cluj-Napoca, Constanta, and Craiova provide the most attractive business opportunities for franchise companies. The segments in highest demand for franchise businesses are food & beverage, coffee shops and services, and, especially, fitness centres. More and more franchises are being developed for segments such as programs for children, beauty services, medical clinics, and tourism. Most foreign franchises are from the United States, France, and Italy. For more information, please visit <https://rnf.ro/> and <https://francizor.ro/francizare-afacere/>

### Direct Marketing

The direct marketing industry has also been growing in Romania. The Romanian Direct Marketing Association (ARMAD) is a member of the Federation of European Direct Marketing (FEDMA) and the European E-commerce and Mail Order Trade Association (EMOTA). Romania does not have a national "do-not-call list," but ARMAD has a "do-not-mail" list. There is a wide range of EU legislation that impacts the direct marketing sector. Compliance requirements are stiffest for marketing and sales to private consumers ( <https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX:31995L0046> )

### Processing Customer Data

The EU has strict laws governing the protection of personal data, including the use of such data in the context of direct marketing activities. It is recommended to discuss this

topic with advisors prior to engaging in any activities that may involve the collection of consumer data.

### Direct Marketing over the Internet

The regulations stipulate that marketing e-mails must be identified as such to the recipient and requires that companies targeting customers online must regularly consult national opt-out registers where they exist. Vendors of electronically supplied services (such as software, which the EU considers a service and not a good) must also collect value added tax (see eCommerce section below). The regulations were transposed into Romanian legislation by Law no. 365/2002 on electronic commerce, as republished on November 29th, 2006, and further amended.

### Joint Ventures/Licensing

Pakistani companies may enter the Romanian market as partners or may operate 100% foreign-owned companies. Joint ventures offer quick market access through the knowledge, relationships, and existing capacities of the local partner. They may be in the form of an incorporated limited liability company (SRL) or unincorporated (contractual) relationship between partners (the latter being exempt from registration formalities with local authorities, such as Trade Registry, Registry of Associations etc.)

### Express Delivery

All major express delivery companies are present locally: FedEx, TNT, DHL, UPS. While envelope delivery from the Pakistan to Romania usually takes three to four days, packages & freight might take seven days or more. The most inexpensive international service (and the slowest) is the Romanian National Post, which connects with USPS. Local courier services have been reported to be reliable, fast, and affordable, especially for in-country delivery.

### **eCommerce**

Romania is the 47th largest market for eCommerce with a predicted revenue of US\$5,599.9 million by 2023, placing it ahead of New Zealand. Revenue is expected to show a compound annual growth rate (CAGR 2023-2027) of 12.7%, resulting in a projected market volume of US\$9,044.5 million by 2027.

Social networks are accessed by a growing number of users, so they are gaining an increasingly important role in the sales strategy. A study shows that almost one third of Romanians prefer to buy online from stores in China (27%), EU member states (23%) and the USA (4%). Moreover, AliExpress ranks second in the top of foreign platforms preferred by Romanians, just ahead of Amazon.

emag.ro is the most visited E-commerce and Shopping website in Romania, followed by olx.ro as the runner up, and compari.ro at 3rd place as the leaders of the E-commerce and Shopping websites in Romania.

### ***Selling Factors and Techniques***

Price, payment conditions, value, and quality are critical factors for success in Romania's business and consumer markets. European competitors have a tariff-free status within the EU. In addition to a competitive price, Pakistani firms need to demonstrate a clear qualitative value advantage.

### Trade Promotion & Advertising

According to the European Audiovisual Observatory, there are more than 40 on-demand audiovisual services including main broadcasters' catchup TV services. The main distribution companies - RCS/RDS, Telekom Romania, and Orange - also offer on-demand services of their own alongside third-party services such as HBO on Demand. Voyo is the SVOD service of Pro TV (part of the Central European Media Enterprises).

Key Links:

- National Audiovisual Council <https://www.cna.ro/-English-.html> and <https://www.cna.ro/Lista-sta-iilor-TV-pentru-2021-in.html>
- The International Advertising Association <https://www.iaaglobal.org/>
- The Romanian Advertising Association (UAPR) <https://uapr.ro>
- IAB Romania – member of IAB Europe <https://iab-romania.ro/>
- Media Fact Book <https://www.mediafactbook.ro>

### Pricing

Romania's GDP growth reached 4.7% (y-o-y) in 2022, after 5.9% in 2021. 2023 is expected to bring an increase to 3.2% year over year.

Consumer Spending in Romania increased to 47068.80 RON Million in the first quarter of 2023 (from 46614.50 RON Million in the fourth quarter of 2022).

Much of the price increases of consumer goods and energy in Romania during 2022 have been attributed to Russia's invasion of Ukraine.

Pricing structures in Romania are similar to that of most other countries: they are increased by wholesale and retail markups as well as by taxes including VAT. Romanian VAT rates are 19 % (standard) and either 5 or 9 % (reduced). Some services (including health and education) are VAT exempt.



## Part V: Services Sector of Romania

The main source of services import for Romania remains the EU countries and the US. Among EU countries, Germany, UK, France and Italy are the main service providers to Romania.

While for Pakistan, Telecommunications, computer, and information services could offer prospects; Pakistan would be facing tough competition in this domain from EU countries and the UK.

The list of services imported by Romania include the following (in US\$ millions):

Code	Service label	2017	2018	2019	2020	2021*
S	All services	15,280	18,219	20,613	16,340	21,660
SOX	Memo item: Commercial services	15,221	18,205	20,522	16,274	21,585
10	Other business services	3,848	4,675	5,541	5,134	6,268
9	Telecom, computer, & information services	2,161	2,465	2,811	3,143	3,610
3	Transport	2,748	3,461	4,063	3,045	3,959
4	Travel	4,348	5,339	6,001	3,025	5,212
8	Charges for the use of intellectual property n.i.e.	908	961	937	885	1,040
2	Maintenance and repair services n.i.e.	355	368	342	308	323
6	Insurance and pension services	230	259	246	258	353
7	Financial services	195	246	194	184	517
1	Manufacturing services on physical inputs owned by others	217	214	184	155	165
5	Construction	102	101	84	73	84
12	Government goods and services n.i.e.	59	13	91	65	74
11	Personal, cultural, and recreational services	101	111	114	57	62,624

\* Latest available data.

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## Part VI: Human Resource sector

Human resource sector in skilled, semi-skilled category also offers a potential.

### Opportunities for supplying labour from Pakistan

Romania has recently become a destination for the workers from non-EU countries. Romanian employers face shortage of labour mainly in unskilled or low-skilled categories (as most Romanians, who left for high-wage EU member countries after Romania joined the bloc, are from these categories). The service industry, as well as tourism, construction, transportation and agriculture are the sectors with more workforce shortages.

Following types of vacancies (that make up around 60% of the total vacancies announced) in the local market are of the types that involve little or no certification issues:

- Unskilled construction workers
- Couriers/delivery workers

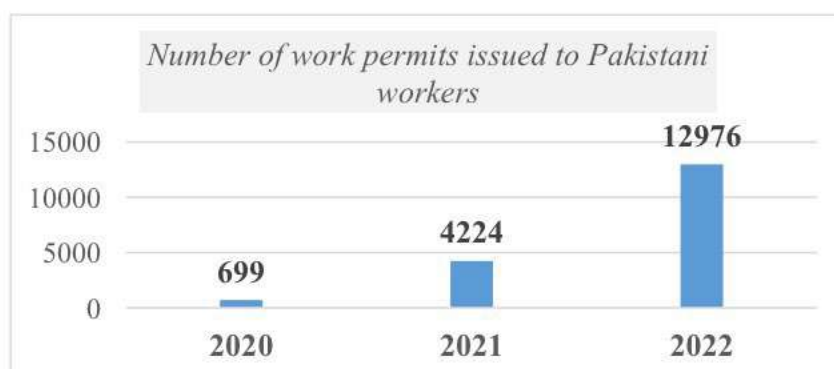
- Commercial workers
- Cargo handlers
- Masons
- Blacksmiths
- Installers -panel walls /ceilings
- Painters
- Locksmiths
- Carpenters
- Tile fixers
- Welders/Steel fixers
- LTV Drivers
- HTV Drivers
- Cooks /Cook helpers
- Kitchen workers
- Cleaners -buildings
- Cleaners - vehicles
- Machine operators
- Construction machinery operators
- Shipyard workers
- Production / Manufacturing line workers

Romanian language is generally not mandatory in many cases but knowing basic English is a requirement. In unskilled categories, matriculation is considered sufficient but if English speaking is not proved during the job interview or later during the visa interview, the visas are usually not issued.

Pakistan’s driving license can be exchangeable with a Romanian driving license (without a driving test).

Vocational qualification certification issued by Pakistani institutions are considered sufficient in most cases of semi-skilled categories.

Embassy’s efforts (involving direct interaction with companies and large-scale employers as well as holding/attending business events – 16 business days held and 29 out of 41 counties of Romania visited during last three years) seem to have generated interest among the Romanian business community about Pakistan’s HR potential. As a result, number of work permit issued to Pakistanis in the last two years increased from 699 in 2020 to 12976 in 2022.



*Source: IGI Romania*

The Embassy provides comprehensive guidance and facilitation for Romanian firms that intend to recruit from Pakistan in addition to preparing guidance material for

stakeholders in Pakistan. Brochures/guidance material is regularly updated and disseminated (such as 'Recruitment of Workers from Pakistan – General Guidelines for Romanian Employers/Recruiters', 'Romania Labour Market' (in Urdu), and 'Romania Labour Market - Search Manual' to find jobs in Romania (in Urdu).

### **Accessing good employer companies**

All vacancies in Romania must be advertised on the websites of the National Agency for Employment (ANOFM)/relevant employment agency (AJOFM) of the county (where the company's headquarters is located). From the ANOFM website, one can search and contact the relevant company:

<https://www.anofm.ro/lmvw.html?agentie=ANOFM&categ=3&subcateg=1&page=0>

The Overseas Employment Promoters (OEPs) can download details of all Romanian companies of good repute from the website <https://ccir.ro/catalogul-topul-national-al-firmelor/>.

In addition, most of the details about any particular company can be found on the free internet. If you search 'database of Romanian companies' in Google, you will come across many websites (e.g. lege5.ro, termene.ro, risco.ro etc). These websites provide information such as company registration, its financial and business data that these websites obtain from the official records (every year, companies are supposed to submit this data to Romanian authorities and as per law, once submitted, this data is public. With small subscription charges, one can see information about company's registered business category/categories, business volume, profit and loss details, owner(s) - including other companies of the same owner(s), phone/email, website, number of employees, litigation and court cases involving the company etc. This information can also be found (mostly for free and some for a nominal fee) on the Romanian official websites <https://portal.onrc.ro/ONRCPortalWeb/ONRCPortal.portal>.

These days, every internet browser has a translation facility so it is not a big issue if a website is in Romanian. If a little research is conducted, it is not difficult to access reliable and reputable employer companies. The Overseas Employment Promoters are also advised to create their own websites in a professional manner. The OEPs should also not forward or sell any demands to sub-agents.

### **Challenges being faced in the labour market**

There are supply-side issues in Pakistan which need to be addressed. Due to poor selection process, a significant number of 'workers' are not staying in Romania. After arriving in a country that has one of the lowest wages in the EU, many emigrants attempt to cross into Schengen area (illegally, of course). According to analysis based on Romanian official figures, it seems only a fraction stays at the work for which the visas were issued. This is not a desirable situation as it has damaged our reputation in the market as a HR sourcing country (the labor being imported from other countries has a higher ratio of staying in Romania).

Romanian companies are frustrated with this situation as they spend time and money in completing procedures involved in importing the workers (there have been instances that whole batches of the workers disappeared within days/weeks of arrival, and, in several cases, immediately after landing at the airport).

Romanian employers often also complain that the workers arriving do not have the required skills although they have experience certificates and diplomas (fake certifications are reportedly being arranged by some OEPs).

Recently, the Romanian Embassy in Islamabad has started scrutinizing the cases more strictly and the visa refusal rate has increased due to poor selection process.

With proper and genuine workers' recruitment, we can increase our share in human resource market of Romania.

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### **Importance of due diligence in business.**

The information provided in the foregoing text is for the guidance of our exporters. But there are few activities more important in Romania than conducting thorough due diligence on potential business partners. The Embassy advises Pakistani firms to engage reputable legal counsel in case they are considering establishing a physical presence in Romania.

It is very important for Pakistani companies to know with whom they are doing business, whether selecting a consultant or distributor or deciding to extend credit terms.

The Embassy remains at the disposal of our exporters and can assist, as much as possible, in background checks, financial status, and references of the Romanian firms.

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### ***Disclaimer:***

*It is emphasized that business related information is provided by the Embassy in good faith and is for general guidance purposes only. It is not exhaustive and businesses are supposed to conduct thorough research and exercise due diligence in assessing the market and making their business/investment decisions. While the Embassy takes every care in providing all possible assistance to our exporter community, it cannot be held liable for any intended or unintended consequences of business decisions made by firms on the basis of any information provided in good faith in this report or on individual requests. The document contains publicly available information. The content included has been only compiled and has not been created by the Embassy. The credit, of any originality, is not claimed and the same belongs to the original creators/writers of rules, regulations, reports, online content etc that has been consulted while compiling this document. Every effort has been made so as not to infringe upon any copyrights. However, if anyone has any copyright issue with any information included, the same may please be reported and the content will be either cited accordingly or will be excluded (whatever is preferred by the claiming party).*

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## Annexures

### Annex-I: Romanian imports, and Pak Export Items' share in relevant import market segment (2022) at Two digits HS Code level

(In US\$ millions)

Product code	Product label	Rom imports from world	Pak exports to Romania	Pak share (%) in market
<b>TOTAL</b>	<b>All products</b>	<b>132699.6</b>	<b>72.648</b>	<b>0.055</b>
'63	Other made-up textile articles; sets; worn clothing and worn textile articles; rags	460.783	14.388	3.123
'55	Man-made staple fibres	361.131	12.119	3.356
'05	Products of animal origin, not elsewhere specified or included	92.714	10.372	11.187
'94	Furniture; bedding, mattresses, mattress supports, cushions and similar stuffed furnishings; ...	1782.963	9.847	0.552
'52	Cotton	302.99	7.301	2.410
'10	Cereals	1013.092	4.85	0.479
'61	Articles of apparel and clothing accessories, knitted or crocheted	1413.799	3.203	0.227
'62	Articles of apparel and clothing accessories, not knitted or crocheted	1166.678	2.091	0.179
'90	Optical, photographic, cinematographic, measuring, checking, precision, medical or surgical ...	2779.575	1.506	0.054
'42	Articles of leather; saddlery and harness; travel goods, handbags and similar containers; articles ...	509.552	1.481	0.291
'36	Explosives; pyrotechnic products; matches; pyrophoric alloys; certain combustible preparations	76.329	0.871	1.141
'08	Edible fruit and nuts; peel of citrus fruit or melons	889.703	0.807	0.091
'85	Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television ...	18965.33	0.69	0.004
'41	Raw hides and skins (other than furskins) and leather	361.329	0.609	0.169
'39	Plastics and articles thereof	6580.518	0.369	0.006
'25	Salt; sulphur; earths and stone; plastering materials, lime and cement	240.316	0.347	0.144
'82	Tools, implements, cutlery, spoons and forks, of base metal; parts thereof of base metal	529.42	0.256	0.048
'84	Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof	13330.16	0.239	0.002
'70	Glass and glassware	823.965	0.228	0.028
'58	Special woven fabrics; tufted textile fabrics; lace; tapestries; trimmings; embroidery	162.238	0.2	0.123
'95	Toys, games and sports requisites; parts and accessories thereof	850.606	0.15	0.018
'02	Meat and edible meat offal	1361.468	0.146	0.011
'64	Footwear, gaiters and the like; parts of such articles	1311.386	0.1	0.008
'17	Sugars and sugar confectionery	503.032	0.084	0.017
'73	Articles of iron or steel	3811.56	0.067	0.002
'65	Headgear and parts thereof	58.258	0.05	0.086
'40	Rubber and articles thereof	2319.811	0.047	0.002
'60	Knitted or crocheted fabrics	233.547	0.044	0.019
'96	Miscellaneous manufactured articles	479.641	0.043	0.009
'11	Products of the milling industry; malt; starches; inulin; wheat gluten	203.207	0.03	0.015
'68	Articles of stone, plaster, cement, asbestos, mica or similar materials	490.952	0.026	0.005
'87	Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	11034.56	0.023	0.000
'24	Tobacco and manufactured tobacco substitutes; products, whether or not containing nicotine, ...	417.292	0.02	0.005

'56	Wadding, felt and nonwovens; special yarns; twine, cordage, ropes and cables and articles thereof	363.394	0.011	0.003
'07	Edible vegetables and certain roots and tubers	661.709	0.004	0.001
'57	Carpets and other textile floor coverings	118.859	0.003	0.003
'76	Aluminium and articles thereof	2132.066	0.003	0.000
'48	Paper and paperboard; articles of paper pulp, of paper or of paperboard	1681.322	0.002	0.000
'99	Commodities not elsewhere specified	994.395	0.001	0.000
'88	Aircraft, spacecraft, and parts thereof	191.956	-	-
'89	Ships, boats and floating structures	64.931	-	-
'86	Railway or tramway locomotives, rolling stock and parts thereof; railway or tramway track fixtures ...	218.553	-	-
'91	Clocks and watches and parts thereof	82.563	-	-
'92	Musical instruments; parts and accessories of such articles	37.813	-	-
'49	Printed books, newspapers, pictures and other products of the printing industry; manuscripts, ...	140.914	-	-
'50	Silk	96.668	-	-
'51	Wool, fine or coarse animal hair; horsehair yarn and woven fabric	288.918	-	-
'53	Other vegetable textile fibres; paper yarn and woven fabrics of paper yarn	22.75	-	-
'54	Man-made filaments; strip and the like of man-made textile materials	675.184	-	-
'59	Impregnated, coated, covered or laminated textile fabrics; textile articles of a kind suitable ...	493.922	-	-
'66	Umbrellas, sun umbrellas, walking sticks, seat-sticks, whips, riding-crops and parts thereof	19.142	-	-
'67	Prepared feathers and down and articles made of feathers or of down; artificial flowers; articles ...	30.602	-	-
'78	Lead and articles thereof	51.212	-	-
'79	Zinc and articles thereof	127.846	-	-
'80	Tin and articles thereof	29.844	-	-
'81	Other base metals; cermets; articles thereof	164.979	-	-
'83	Miscellaneous articles of base metal	947.073	-	-
'72	Iron and steel	5200.759	-	-
'74	Copper and articles thereof	1165.159	-	-
'75	Nickel and articles thereof	74.739	-	-
'69	Ceramic products	507.809	-	-
'01	Live animals	194.868	-	-
'09	Coffee, tea, maté and spices	397.994	-	-
'03	Fish and crustaceans, molluscs and other aquatic invertebrates	326.238	-	-
'04	Dairy produce; birds' eggs; natural honey; edible products of animal origin, not elsewhere ...	1048.594	-	-
'06	Live trees and other plants; bulbs, roots and the like; cut flowers and ornamental foliage	244.393	-	-
'12	Oil seeds and oleaginous fruits; miscellaneous grains, seeds and fruit; industrial or medicinal ...	1157.127	-	-
'13	Lac; gums, resins and other vegetable saps and extracts	37.817	-	-
'14	Vegetable plaiting materials; vegetable products not elsewhere specified or included	4.582	-	-
'15	Animal, vegetable or microbial fats and oils and their cleavage products; prepared edible fats; ...	488.674	-	-
'16	Preparations of meat, of fish, of crustaceans, molluscs or other aquatic invertebrates, or ...	415.58	-	-
'18	Cocoa and cocoa preparations	443.446	-	-
'19	Preparations of cereals, flour, starch or milk; pastrycooks' products	851.632	-	-
'20	Preparations of vegetables, fruit, nuts or other parts of plants	552.134	-	-



'21	Miscellaneous edible preparations	863.771	-	-
'22	Beverages, spirits and vinegar	935.525	-	-
'23	Residues and waste from the food industries; prepared animal fodder	828.508	-	-
'37	Photographic or cinematographic goods	35.857	-	-
'38	Miscellaneous chemical products	2478.029	-	-
'43	Furskins and artificial fur; manufactures thereof	6.399	-	-
'44	Wood and articles of wood; wood charcoal	1194.577	-	-
'45	Cork and articles of cork	10.12	-	-
'46	Manufactures of straw, of esparto or of other plaiting materials; basketware and wickerwork	12.605	-	-
'47	Pulp of wood or of other fibrous cellulosic material; recovered (waste and scrap) paper or ...	142.031	-	-
'26	Ores, slag and ash	348.997	-	-
'27	Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral ...	16181.11	-	-
'28	Inorganic chemicals; organic or inorganic compounds of precious metals, of rare-earth metals, ...	530.065	-	-
'29	Organic chemicals	1672.735	-	-
'30	Pharmaceutical products	4751.174	-	-
'31	Fertilisers	2146.632	-	-
'32	Tanning or dyeing extracts; tannins and their derivatives; dyes, pigments and other colouring ...	661.667	-	-
'33	Essential oils and resinoids; perfumery, cosmetic or toilet preparations	1150.888	-	-
'34	Soap, organic surface-active agents, washing preparations, lubricating preparations, artificial ...	849.408	-	-
'35	Albuminoidal substances; modified starches; glues; enzymes	233.398	-	-

Source: Intracen



**Annex-II: Pakistan exports (in all tariff lines) in 2022, Total Romanian imports in relevant categories, and Pak share in relevant import market segment (2022) (in US\$ thousands)**

No.	Product code	Product label	Pak exports to Romania	Total imports of Romania in relevant tariff line	Pak share in market of relevant tariff line
1.	'94049090	Articles of bedding and similar furnishing, fitted with springs or stuffed or internally filled ...	11024	53188	21%
2.	'05040000	Guts, bladders and stomachs of animals (other than fish), whole and pieces thereof, fresh, ...	10545	54271	19%
3.	'63026000	Toilet linen and kitchen linen, of terry towelling or similar terry fabrics of cotton (excl. ...	4683	32167	15%
4.	'52093200	Woven fabrics of cotton, containing $\geq$ 85% cotton by weight and weighing $> 200$ g/m <sup>2</sup> , in three-thread ...	3105	13390	23%
5.	'63023100	Bedlinen of cotton (excl. Printed, knitted or crocheted)	1960	15421	13%
6.	'63079098	Made-up articles of textile materials, incl. Dress patterns, n.e.s. (excl. Of felt, knitted ...	1692	79406	2%
7.	'55142200	Woven fabrics containing predominantly, but $< 85\%$ polyester staple fibres by weight, mixed ...	1585	4342	37%
8.	'63022100	Printed bedlinen of cotton (excl. Knitted or crocheted)	1109	14771	8%
9.	'55134100	Plain woven fabrics containing predominantly, but $< 85\%$ polyester staple fibres by weight, ...	1101	2824	39%
10.	'61161020	Gloves, impregnated, coated or covered with rubber, knitted or crocheted	779	12323	6%
11.	'36050000	Matches (excl. Pyrotechnic articles of heading 3604)	704	3569	20%
12.	'42032910	Protective gloves of leather or composition leather, for all trades	684	6595	10%
13.	'90184990	Instruments and appliances used in dental sciences, n.e.s.	674	47818	1%
14.	'42032100	Specially designed gloves for use in sport, of leather or composition leather	532	1016	52%
15.	'63021000	Bedlinen, knitted or crocheted	523	5793	9%
16.	'39031900	Polystyrene, in primary forms (excl. Expandable)	518	90842	1%
17.	'85444920	Conductors, electric, for a voltage $\leq 80$ v, insulated, not fitted with connectors, of a kind ...	509	28657	2%
18.	'41079210	Grain splits leather "incl. Parchment-dressed leather", of the portions, strips or sheets of ...	500	64445	1%
19.	'63023290	Bedlinen of man-made fibres (excl. Nonwovens, printed, knitted or crocheted)	490	8815	6%
20.	'55141200	Woven fabrics containing predominantly, but $< 85\%$ polyester staple fibres by weight, mixed ...	486	1348	36%
21.	'63029100	Toilet linen and kitchen linen of cotton (excl. Of terry fabrics, floorcloths, polishing cloths, ...	458	4129	11%
22.	'55131300	Woven fabrics containing predominantly, but $< 85\%$ polyester staple fibres by weight, mixed ...	454	775	59%
23.	'55132310	Woven fabrics containing predominantly, but $< 85\%$ polyester staple fibres by weight, mixed ...	411	2995	14%
24.	'61034200	Men's or boys' trousers, bib and brace overalls, breeches and shorts of cotton, knitted or ...	407	54067	1%
25.	'61034300	Men's or boys' trousers, bib and brace overalls, breeches and shorts of synthetic fibres, knitted ...	399	16321	2%
26.	'52082900	Woven fabrics of cotton, containing $\geq 85\%$ cotton by weight and weighing $\leq 200$ g/m <sup>2</sup> , bleached ...	398	10523	4%
27.	'90189084	Instruments and appliances used in medical, surgical or veterinary sciences, n.e.s.	370	117638	0%
28.	'61159500	Full-length or knee-length stockings, socks and other hosiery, incl. Footwear without applied ...	368	53138	1%
29.	'62042210	Women's or girls' ensembles of cotton, industrial and occupational (excl. Knitted or crocheted)	365	373	98%

30.	'55121100	Woven fabrics containing $\geq$ 85% polyester staple fibres by weight, unbleached or bleached	358	1903	19%
31.	'63039100	Curtains, incl. Drapes, and interior blinds, curtain or bed valances of cotton (excl. Knitted ...	336	1576	21%
32.	'52102100	Plain woven fabrics of cotton, containing predominantly, but $<$ 85% cotton by weight, mixed ...	324	986	33%
33.	'62089100	Women's or girls' singlets and other vests, briefs, panties, négligés, bathrobes, dressing ...	318	3328	10%
34.	'62046231	Women's or girls' cotton denim trousers and breeches (excl. Industrial and occupational, bib ...	275	40340	1%
35.	'25010091	Salt suitable for human consumption	264	12885	2%
36.	'62034331	Men's or boys' bib and brace overalls of synthetic fibres, industrial and occupational (excl. ...	261	3253	8%
37.	'52102900	Woven fabrics of cotton, containing predominantly, but $<$ 85% cotton by weight, mixed principally ...	241	5393	4%
38.	'52083900	Woven fabrics of cotton, containing $\geq$ 85% cotton by weight and weighing $\leq$ 200 g/m <sup>2</sup> , dyed ...	239	15297	2%
39.	'82142000	Manicure or pedicure sets and instruments, incl. Nail files, of base metal (excl. Ordinary ...	222	3906	6%
40.	'82130000	Scissors, tailors' shears and similar shears, and blades therefor, of base metal (excl. Hedge ...	218	4252	5%
41.	'61046200	Women's or girls' trousers, bib and brace overalls, breeches and shorts of cotton, knitted ...	215	85322	0%
42.	'63022290	Printed bedlinen of man-made fibres (excl. Nonwovens and knitted or crocheted)	213	15341	1%
43.	'95069990	Articles and equipment for sport and outdoor games n.e.s.; swimming and paddling pools	204	54671	0%
44.	'42029298	Insulated food or beverage bags, shopping bags, map-cases, tool bags, jewellery boxes, cutlery ...	200	19589	1%
45.	'62034235	Men's or boys' trousers and breeches of cotton (excl. Denim, cut corduroy, knitted or crocheted, ...	183	75432	0%
46.	'62034231	Men's or boys' trousers and breeches of cotton denim (excl. Knitted or crocheted, industrial ...	180	64702	0%
47.	'52083300	Woven fabrics of cotton, containing $\geq$ 85% cotton by weight and weighing $\leq$ 200 g/m <sup>2</sup> , in three-thread ...	177	4689	4%
48.	'10063098	Wholly milled long grain rice, length-width ratio $\geq$ 3, whether or not polished or glazed (excl. ...	177	10002	2%
49.	'10062096	Long grain husked [brown] rice, length-width ratio $>$ 2 but $<$ 3 (excl. Parboiled)	174	296	59%
50.	'62042310	Women's or girls' ensembles of synthetic fibres, industrial and occupational (excl. Knitted ...	159	207	77%
51.	'62046211	Women's or girls' trousers and breeches of cotton, industrial and occupational (excl. Knitted ...	152	593	26%
52.	'52103200	Woven fabrics of cotton, containing predominantly, but $<$ 85% cotton by weight, mixed principally ...	149	3316	4%
53.	'61051000	Men's or boys' shirts of cotton, knitted or crocheted (excl. Nightshirts, t-shirts, singlets ...	149	25363	1%
54.	'52041100	Sewing thread, containing $\geq$ 85% cotton by weight (excl. That put up for retail sale)	148	2420	6%
55.	'62034311	Men's or boys' trousers and breeches of synthetic fibres, industrial and occupational (excl. ...	145	3934	4%
56.	'62114210	Women's or girls' aprons, overalls, smock-overalls and other industrial and occupational clothing ...	135	1038	13%
57.	'52121290	Woven fabrics of cotton, containing predominantly, but $<$ 85% cotton by weight, other than those ...	131	465	28%
58.	'82032000	Pliers, incl. Cutting pliers, pincers and tweezers for non-medical use and similar hand tools, ...	122	14215	1%
59.	'84329000	Parts of agricultural, horticultural or forestry machinery for soil preparation or cultivation ...	115	62460	0%
60.	'61169300	Gloves, mittens and mitts, of synthetic fibres, knitted or crocheted (excl. Impregnated, coated ...	112	6088	2%
61.	'55141910	Woven fabrics containing predominantly, but $<$ 85% polyester staple fibres by weight, mixed ...	109	1191	9%
62.	'55142300	Woven fabrics containing predominantly, but $<$ 85% polyester staple fibres by weight, mixed ...	108	832	13%

63.	'64039996	Men's footwear with outer soles of rubber, plastics or composition leather, with uppers of ...	108	57999	0%
64.	'62034290	Men's or boys' shorts of cotton (excl. Knitted or crocheted, swimwear and underpants)	106	17730	1%
65.	'42031000	Articles of apparel, of leather or composition leather (excl. Clothing accessories, footwear ...	106	10917	1%
66.	'42032990	Gloves, mittens and mitts, of leather or composition leather (excl. Special sports gloves and ...	105	1111	9%
67.	'62046311	Women's or girls' trousers and breeches, of synthetic fibres, industrial and occupational (excl. ...	98	580	17%
68.	'61161080	Mittens and mitts, impregnated, coated or covered with plastics or rubber, knitted or crocheted, ...	98	11620	1%
69.	'87089997	Parts and accessories for tractors, motor vehicles for the transport of ten or more persons, ...	94	651596	0%
70.	'61103091	Men's or boys' jerseys, pullovers, cardigans, waistcoats and similar articles, of man-made ...	94	25171	0%
71.	'39262000	Articles of apparel and clothing accessories produced by the stitching or sticking together ...	92	15579	1%
72.	'52092200	Woven fabrics of cotton, containing $\geq$ 85% cotton by weight and weighing $>$ 200 g/m <sup>2</sup> , in three-thread ...	91	2072	4%
73.	'84129040	Parts of hydraulic power engines and motors, n.e.s.	91	13457	1%
74.	'61033300	Men's or boys' jackets and blazers of synthetic fibres, knitted or crocheted (excl. Wind-jackets ...	90	2969	3%
75.	'25292100	Fluorspar containing by weight $\leq$ 97% calcium fluoride	89	91	98%
76.	'62031910	Men's or boys' suits of cotton (excl. Knitted or crocheted, tracksuits, ski suits and swimwear)	89	664	13%
77.	'95066200	Inflatable balls	87	7039	1%
78.	'62033919	Men's or boys' jackets and blazers of artificial fibres (excl. Knitted or crocheted, industrial ...	80	1246	6%
79.	'52082299	Plain woven fabrics of cotton, containing $\geq$ 85% cotton by weight and weighing $>$ 130 g to 200 ...	77	1011	8%
80.	'62034319	Men's or boys' trousers and breeches of synthetic fibres (excl. Knitted or crocheted, industrial ...	71	19503	0%
81.	'62052000	Men's or boys' shirts of cotton (excl. Knitted or crocheted, nightshirts, singlets and other ...	70	45772	0%
82.	'52093900	Woven fabrics of cotton, containing $\geq$ 85% cotton by weight and weighing $>$ 200 g/m <sup>2</sup> , dyed (excl. ...	68	16544	0%
83.	'41071219	Grain splits leather "incl. Parchment-dressed leather", of the whole hides and skins of bovine ...	68	21589	0%
84.	'62033310	Men's or boys' jackets and blazers of synthetic fibres, industrial and occupational (excl. ...	67	4822	1%
85.	'62033290	Men's or boys' jackets and blazers of cotton (excl. Knitted or crocheted, industrial and occupational, ...	65	6042	1%
86.	'62114310	Women's or girls' aprons, overalls, smock-overalls and other industrial and occupational clothing, ...	64	1573	4%
87.	'61022090	Women's or girls' anoraks, incl. Ski jackets, windcheaters, wind-jackets and similar articles, ...	64	15136	0%
88.	'41071291	Grain splits leather "incl. Parchment-dressed leather", of the whole hides and skins of bovine ...	64	73562	0%
89.	'52105100	Plain woven fabrics of cotton, containing predominantly, but $<$ 85% cotton by weight, mixed ...	63	1232	5%
90.	'73063077	Other tubes, pipes and hollow profiles, welded, of circular cross-section, of iron or non-alloy ...	63	54244	0%
91.	'34011100	Soap and organic surface-active products and preparations, in the form of bars, cakes, moulded ...	63	42334	0%
92.	'62034259	Men's or boys' bib and brace overalls, of cotton (excl. Knitted or crocheted, industrial and ...	62	281	22%
93.	'52081300	Woven fabrics of cotton, containing $\geq$ 85% cotton by weight and weighing $\leq$ 200 g/m <sup>2</sup> , in three-thread ...	60	154	39%
94.	'61012090	Men's or boys' anoraks, incl. Ski jackets, windcheaters, wind-jackets and similar articles ...	58	14835	0%
95.	'63071010	Floorcloths, dishcloths, dusters and similar cleaning cloths, knitted or crocheted	57	4331	1%
96.	'52082219	Plain woven fabrics of cotton, containing $\geq$ 85% cotton by weight and weighing $>$ 100 g to 130 ...	54	293	18%

97.	'62171000	Made-up clothing accessories, of all types of textile materials, n.e.s. (excl. Knitted or ...	54	18010	0%
98.	'62160000	Gloves, mittens and mitts, of all types of textile materials (excl. Knitted or crocheted and ...	53	5728	1%
99.	'52083219	Plain woven fabrics of cotton, containing $\geq$ 85% cotton by weight and weighing > 100 g to 130 ...	51	1332	4%
100.	'62113210	Men's or boys' industrial and occupational clothing of cotton (excl. Knitted or crocheted)	50	1739	3%
101.	'63023990	Bedlinen of textile materials (excl. Of cotton, man-made fibres, flax or ramie, printed, knitted ...	50	2674	2%
102.	'52083296	Plain woven fabrics of cotton, containing $\geq$ 85% cotton by weight and weighing > 130 g to 200 ...	47	2103	2%
103.	'70134999	Glassware of a kind used for table or kitchen purposes, gathered mechanically (excl. Toughened ...	47	14622	0%
104.	'63022990	Printed bedlinen of textile materials (excl. Of cotton and man-made fibres, flax or ramie, ...	46	152	30%
105.	'52051100	Single cotton yarn, of uncombed fibres, containing $\geq$ 85% cotton by weight and with a linear ...	46	557	8%
106.	'95069190	Articles and equipment for general physical exercise, gymnastics or athletics (excl. Exercising ...	46	25181	0%
107.	'61169200	Gloves, mittens and mitts, of cotton, knitted or crocheted (excl. Impregnated, coated or covered ...	45	862	5%
108.	'42034000	Clothing accessories of leather or composition leather (excl. Gloves, mittens and mitts, belts, ...	45	3326	1%
109.	'52085200	Plain woven fabrics of cotton, containing $\geq$ 85% cotton by weight and weighing > 100 g to 200 ...	45	13965	0%
110.	'61159699	Full-length stockings, socks and other hosiery, incl. Footwear without applied soles, of synthetic ...	44	11458	0%
111.	'63039290	Curtains, incl. Drapes, and interior blinds, curtain or bed valances of synthetic fibres (excl. ...	44	18860	0%
112.	'62014010	Men's or boys' overcoats, car-coats, capes, cloaks, anoraks, incl. Ski jackets, wind-cheaters, ...	43	45395	0%
113.	'40115000	New pneumatic tyres, of rubber, of a kind used for bicycles	43	12329	0%
114.	'63019090	Blankets and travelling rugs of textile materials (excl. Of wool or fine animal hair, cotton ...	41	808	5%
115.	'87089390	Clutches and parts thereof, for tractors, motor vehicles for the transport of ten or more persons, ...	41	119942	0%
116.	'42021291	Executive-cases, briefcases, school satchels and similar containers, with outer surface of ...	40	7250	1%
117.	'52084900	Woven fabrics of cotton, containing $\geq$ 85% cotton by weight and weighing $\leq$ 200 g/m <sup>2</sup> , made ...	40	11581	0%
118.	'55131900	Woven fabrics containing predominantly, but < 85% synthetic staple fibres by weight, mixed ...	39	684	6%
119.	'52105900	Woven fabrics of cotton, containing predominantly, but < 85% cotton by weight, mixed principally ...	39	947	4%
120.	'61013090	Men's or boys' anoraks, incl. Ski jackets, windcheaters, wind-jackets and similar articles ...	39	10076	0%
121.	'55131200	Woven fabrics containing predominantly, but < 85% polyester staple fibres by weight, mixed ...	38	308	12%
122.	'87089235	Silencers "mufflers" and exhaust pipes, for tractors, motor vehicles for the transport of ten ...	37	21870	0%
123.	'65061010	Safety headgear of plastics, whether or not lined or trimmed	33	8976	0%
124.	'61091000	T-shirts, singlets and other vests of cotton, knitted or crocheted	32	242907	0%
125.	'11029050	Rice flour	30	264	11%
126.	'52104900	Woven fabrics of cotton, containing predominantly, but < 85% cotton by weight, mixed principally ...	30	5887	1%
127.	'87084099	Parts for gear boxes for tractors, motor vehicles for the transport of ten or more persons, ...	30	1182699	0%
128.	'42022900	Handbags, whether or not with shoulder strap, incl. Those without handle, with outer surface ...	29	2676	1%
129.	'73269098	Articles of iron or steel, n.e.s.	29	626854	0%
130.	'62023010	Women's or girls' overcoats, car-coats, capes, cloaks, anoraks, incl. Ski jackets, wind-cheaters, ...	27	6701	0%



131.	'61102091	Men's or boys' jerseys, pullovers, cardigans, waistcoats and similar articles, of cotton, knitted ...	27	60194	0%
132.	'62019000	Men's or boys' overcoats, car-coats, capes, cloaks, anoraks, incl. Ski jackets, wind-cheaters, ...	27	19089	0%
133.	'17041090	Chewing gum, whether or not sugar-coated, containing $\geq 60\%$ sucrose, incl. Invert sugar expressed ...	26	2819	1%
134.	'61112090	Babies' garments and clothing accessories, of cotton, knitted or crocheted (excl. Gloves, mittens, ...	26	64617	0%
135.	'61044200	Women's or girls' dresses of cotton, knitted or crocheted (excl. Petticoats)	26	21347	0%
136.	'10062098	Long grain husked [brown] rice, length-width ratio $\geq 3$ (excl. Parboiled)	25	204	12%
137.	'90183190	Syringes, with or without needles, used in medical, surgical, dental or veterinary sciences ...	25	9870	0%
138.	'94043000	Sleeping bags, whether or non-electrically heated	24	2354	1%
139.	'62032280	Men's or boys' ensembles, of cotton (not knitted or crocheted and excl. Industrial and occupational ...	24	2143	1%
140.	'62113390	Men's or boys' garments, of man-made fibres, n.e.s. (not knitted or crocheted)	24	3268	1%
141.	'96071100	Slide fasteners fitted with chain scoops of base metal	24	10945	0%
142.	'40132000	Inner tubes, of rubber, of a kind used for bicycles	24	4854	0%
143.	'87082990	Parts and accessories for the industrial assembly of bodies of: tractors, motor vehicles for ...	23	640689	0%
144.	'62046239	Women's or girls' trousers and breeches, of cotton (not of cut corduroy, of denim or knitted ...	23	43706	0%
145.	'62014090	Men's or boys' overcoats, car-coats, capes, cloaks, anoraks, incl. Ski jackets, wind-cheaters, ...	23	19766	0%
146.	'52122390	Woven fabrics of cotton, containing predominantly, but $< 85\%$ cotton by weight, other than those ...	22	612	4%
147.	'84099100	Parts suitable for use solely or principally with spark-ignition internal combustion piston ...	22	291970	0%
148.	'62013010	Men's or boys' overcoats, car-coats, capes, cloaks, anoraks, incl. Ski jackets, wind-cheaters, ...	22	5714	0%
149.	'17049071	Boiled sweets, whether or not filled	22	21304	0%
150.	'87085099	Parts for drive-axles with differential, whether or not provided with other transmission components, ...	21	68440	0%
151.	'87087099	Road wheels and parts and accessories thereof, for tractors, motor vehicles for the transport ...	21	34383	0%
152.	'42033000	Belts and bandoliers, of leather or composition leather	21	9735	0%
153.	'61099090	T-shirts, singlets and other vests of textile materials, knitted or crocheted (excl. Of wool, ...	21	8520	0%
154.	'62114290	Women's or girls' garments, of cotton, n.e.s. (not knitted or crocheted)	20	3205	1%
155.	'61032300	Men's or boys' ensembles of synthetic fibres, knitted or crocheted (excl. Ski ensembles and ...	19	1129	2%
156.	'42022210	Handbags, whether or not with shoulder straps, incl. Those without handles, with outer surface ...	19	27560	0%
157.	'10063027	Semi-milled long grain rice, length-width ratio $\geq 3$ , parboiled	18	480	4%
158.	'42022290	Handbags, whether or not with shoulder straps, incl. Those without handles, with outer surface ...	18	11351	0%
159.	'61103099	Women's or girls' jerseys, pullovers, cardigans, waistcoats and similar articles, of man-made ...	18	88274	0%
160.	'87089499	Parts for steering wheels, steering columns and steering boxes, for tractors, motor vehicles ...	17	73835	0%
161.	'63049200	Articles for interior furnishing, of cotton (excl. Knitted or crocheted, blankets and travelling ...	17	5579	0%
162.	'68022100	Marble, travertine and alabaster articles thereof, simply cut or sawn, with a flat or even ...	17	16909	0%
163.	'25010099	Salt and pure sodium chloride, whether or not in aqueous solution or containing added anti-caking ...	17	4938	0%
164.	'95065900	Badminton and similar rackets, whether or not strung (other than tennis rackets and table-tennis ...	16	1532	1%
165.	'85122000	Electrical lighting or visual signalling equipment for motor vehicles (excl. Lamps of heading ...	16	104587	0%

166.	'39269097	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s.	16	1031047	0%
167.	'65050090	Hats and other headgear, knitted or crocheted, or made up from lace, felt or other textile ...	16	23069	0%
168.	'17049075	Toffees, caramels and similar sweets	16	9652	0%
169.	'63025100	Table linen of cotton (excl. Knitted or crocheted)	15	2085	1%
170.	'73181595	Screws and bolts, of iron or steel "whether or not with their nuts and washers", with heads ...	15	177982	0%
171.	'62046318	Women's or girls' trousers and breeches, of synthetic fibres (not of cut corduroy, of denim ...	15	26279	0%
172.	'62113290	Men's or boys' garments, of cotton, n.e.s. (not knitted or crocheted)	14	892	2%
173.	'55131190	Plain woven fabrics containing predominantly, but < 85% polyester staple fibres by weight, ...	14	718	2%
174.	'70133799	Drinking glasses, gathered mechanically (excl. Glasses cut or otherwise decorated, or of glass ...	14	9456	0%
175.	'61023090	Women's or girls' anoraks, incl. Ski jackets, windcheaters, wind-jackets and similar articles, ...	14	18299	0%
176.	'58109210	Embroidery of man-made fibres on a textile fabric base, in the piece, in strips or in motifs, ...	14	2892	0%
177.	'52085990	Woven fabrics of cotton, containing $\geq$ 85% cotton by weight and weighing $\leq$ 200 g/m <sup>2</sup> , printed ...	13	5168	0%
178.	'61079100	Men's or boys' bathrobes, dressing gowns and similar articles of cotton, knitted or crocheted	12	839	1%
179.	'87083099	Brakes and servo-brakes and their parts, for tractors, motor vehicles for the transport of ...	12	96879	0%
180.	'42029291	Travelling-bags, toilet bags, rucksacks and sports bags, with outer surface of textile materials	12	45114	0%
181.	'84839089	Toothed wheels, chain sprockets and other transmission elements presented separately and parts ...	11	121851	0%
182.	'87089135	Radiators for tractors, motor vehicles for the transport of ten or more persons, motor cars ...	11	47158	0%
183.	'62033390	Men's or boys' jackets and blazers of synthetic fibres (excl. Knitted or crocheted, industrial ...	11	16289	0%
184.	'62113310	Men's or boys' industrial and occupational clothing of man-made fibres (excl. Knitted or crocheted)	11	4800	0%
185.	'62113900	Men's or boys' tracksuits and other garments, n.e.s. of textile materials (excl. Of cotton ...	11	4129	0%
186.	'62114331	Women's or girls' lined tracksuits, of man-made fibres, with an outer shell of a single identical ...	10	49	20%
187.	'52082300	Woven fabrics of cotton, containing $\geq$ 85% cotton by weight and weighing $\leq$ 200 g/m <sup>2</sup> , in three-thread ...	10	1540	1%
188.	'73121083	Ropes and cables, incl. Locked-coil ropes, of iron or steel other than stainless steel, with ...	10	4257	0%
189.	'84099900	Parts suitable for use solely or principally with compression-ignition internal combustion ...	10	311722	0%
190.	'62046290	Women's or girls' cotton shorts (excl. Knitted or crocheted, panties and swimwear)	10	9743	0%
191.	'62034919	Men's or boys' trousers and breeches of artificial fibres (excl. Knitted or crocheted, industrial ...	10	3071	0%
192.	'61046300	Women's or girls' trousers, bib and brace overalls, breeches and shorts of synthetic fibres, ...	10	55495	0%
193.	'55144100	Plain woven fabrics containing predominantly, but < 85% polyester staple fibres by weight, ...	9	9	100%
194.	'84831095	Main shafts or driving shafts, counter shafts, cam shafts, eccentric shafts and other transmission ...	9	57405	0%
195.	'84133080	Fuel, lubricating or cooling medium pumps for internal combustion piston engine (excl. Injection ...	9	102304	0%
196.	'58089000	Ornamental trimmings of textile materials, in the piece, not embroidered, other than knitted ...	9	4170	0%
197.	'62034990	Men's or boys' trousers, bib and brace overalls, breeches and shorts of textile materials (excl. ...	9	5248	0%
198.	'62113231	Men's or boys' lined tracksuits, of cotton, with an outer shell of a single identical fabric ...	9	2392	0%
199.	'62082100	Women's or girls' nightdresses and pyjamas of cotton (excl. Knitted or crocheted, vests and ...	9	2544	0%

200.	'82149000	Hair clippers, butchers' or kitchen cleavers and other articles of cutlery of base metal, n.e.s.	8	1468	1%
201.	'84148011	Turbocompressors, single-stage (excl. Compressors for refrigerating equipment and air compressors ...	8	146319	0%
202.	'82059090	Sets of articles of two or more subheadings of heading 8205	8	3933	0%
203.	'76169990	Articles of aluminium, uncast, n.e.s.	8	212469	0%
204.	'70133791	Drinking glasses, gathered mechanically, cut or otherwise decorated (excl. Glasses of glass ...	8	3913	0%
205.	'84133020	Injection pumps for internal combustion piston engine	8	6180	0%
206.	'90183110	Syringes of plastics, with or without needles, used in medical, surgical, dental or veterinary ...	8	11912	0%
207.	'94052990	Electric table, desk, bedside or floor-standing luminaires (excl. Of plastics, ceramic materials ...	8	7660	0%
208.	'68029100	Marble, travertine and alabaster, in any form (excl. Tiles, cubes and similar articles of subheading ...	8	17976	0%
209.	'58063900	Narrow woven fabrics of textile materials other than cotton or man-made fibres, with a width ...	8	4659	0%
210.	'61034900	Men's or boys' trousers, bib and brace overalls, breeches and shorts of textile materials, ...	8	1948	0%
211.	'39232990	Sacks and bags, incl. Cones, of plastics (excl. Those of poly"vinyl chloride" and polymers ...	8	35758	0%
212.	'40159000	Articles of apparel and clothing accessories, for all purposes, of vulcanised rubber (excl. ...	8	1663	0%
213.	'55152190	Woven fabrics containing predominantly, but < 85% acrylic or modacrylic staple fibres by weight, ...	7	407	2%
214.	'61032200	Men's or boys' ensembles of cotton, knitted or crocheted (excl. Ski ensembles and swimwear)	7	620	1%
215.	'62113242	Men's or boy's lined tracksuit bottoms "lower parts", of cotton (not knitted or crocheted and ...	7	1035	1%
216.	'90185090	Ophthalmic instruments and appliances, optical, n.e.s.	7	13629	0%
217.	'87088099	Suspension systems and parts thereof, for tractors, motor vehicles for the transport of ten ...	7	126366	0%
218.	'84212300	Oil or petrol-filters for internal combustion engines	7	78046	0%
219.	'94012000	Seats for motor vehicles	7	5539	0%
220.	'73101000	Tanks, casks, drums, cans, boxes and similar containers, of iron or steel, for any material, ...	7	15090	0%
221.	'74112900	Tubes and pipes of copper alloys (excl. Copper-zinc base alloys "brass", copper-nickel base ...	7	6040	0%
222.	'76071990	Aluminium foil, not backed, rolled and further worked, of a thickness (excl. Any backing) from ...	7	7248	0%
223.	'84136031	Hydraulic fluid power gear pumps (excl. Hydraulic units)	7	16504	0%
224.	'62082200	Women's or girls' nightdresses and pyjamas of man-made fibres (excl. Knitted or crocheted, ...	7	3106	0%
225.	'62089200	Women's or girls' singlets and other vests, briefs, panties, négligés, bathrobes, dressing ...	7	2116	0%
226.	'54060000	Man-made filament yarn, put up for retail sale (excl. Sewing thread)	6	217	3%
227.	'57024900	Carpets and other floor coverings, of vegetable textile materials or coarse animal hair, woven, ...	6	594	1%
228.	'84812010	Valves for the control of oleohydraulic power transmission	6	20775	0%
229.	'62104000	Men's or boys' garments of textile fabrics, rubberised or impregnated, coated, covered or laminated ...	6	8687	0%
230.	'63079010	Made-up articles of textile materials, incl. Dress patterns, knitted or crocheted, n.e.s.	6	18206	0%
231.	'67029000	Artificial flowers, foliage and fruit and parts thereof, and articles made of artificial flowers, ...	6	9571	0%
232.	'52094900	Woven fabrics of cotton, containing $\geq$ 85% cotton by weight and weighing $>$ 200 g/m <sup>2</sup> , made of ...	6	2143	0%
233.	'61178080	Ties, bow ties, cravats and other made-up clothing accessories, knitted or crocheted, n.e.s. ...	6	15371	0%
234.	'62033990	Men's or boys' jackets and blazers of textile materials (excl. Of wool, fine animal hair, cotton ...	6	3470	0%
235.	'61121200	Track-suits of synthetic fibres, knitted or crocheted	6	10452	0%

236.	'42021211	Executive-cases, briefcases, school satchels and similar containers, with outer surface of ...	6	1551	0%
237.	'42021219	Trunks, suitcases, vanity cases and similar containers of leather, with outer surface of plastic ...	6	2898	0%
238.	'61032900	Men's or boys' ensembles of textile materials (excl. Wool, fine animal hair, cotton or synthetic ...	5	191	3%
239.	'91059100	Clocks, electrically operated (excl. Wrist-watches, pocket-watches and other watches of heading ...	5	888	1%
240.	'82119200	Knives with fixed blades of base metal (excl. Straw knives, machetes, knives and cutting blades ...	5	9532	0%
241.	'73182900	Non-threaded articles, of iron or steel	5	67735	0%
242.	'95066990	Balls (excl. Inflatable, golf, table-tennis, tennis, cricket and polo balls)	5	1149	0%
243.	'42023290	Wallets, purses, key-pouches, cigarette-cases, tobacco-pouches and similar articles carried ...	5	6905	0%
244.	'62031990	Men's or boys' suits of textile materials (excl. Of wool or fine animal hair, cotton or synthetic ...	5	1991	0%
245.	'65061080	Safety headgear, whether or not lined or trimmed (other than of plastics)	5	4984	0%
246.	'64039936	Men's footwear with outer soles of rubber, plastics or composition leather, with uppers of ...	5	2528	0%
247.	'63014090	Blankets and travelling rugs of synthetic fibres (excl. Knitted or crocheted, electric, table ...	5	10201	0%
248.	'62112000	Ski suits (excl. Knitted or crocheted)	5	1043	0%
249.	'94044090	Quilts, bedspreads, eiderdowns and duvets "comforters" (excl. Filled with feathers or down)	4	11922	0%
250.	'95065100	Tennis rackets, whether or not strung (excl. Table-tennis bats)	4	1229	0%
251.	'73102990	Tanks, casks, drums, cans, boxes and similar containers, of iron or steel, for any material, ...	4	8800	0%
252.	'73249000	Sanitary ware, incl. Parts thereof (excl. Cans, boxes and similar containers of heading 7310, ...	4	10733	0%
253.	'70132890	Drinking glasses, stemware, gathered mechanically (excl. Of glass ceramics or of lead crystal)	4	9967	0%
254.	'84139100	Parts of pumps for liquids, n.e.s.	4	226084	0%
255.	'62063000	Women's or girls' blouses, shirts and shirt-blouses of cotton (excl. Knitted or crocheted and ...	4	17349	0%
256.	'61033900	Men's or boys' jackets and blazers of textile materials (excl. Of wool, fine animal hair, cotton ...	4	964	0%
257.	'58079090	Labels, badges and similar articles, of textile materials, in the piece, in strips or cut to ...	4	2421	0%
258.	'62029000	Women's or girls' overcoats, car-coats, capes, cloaks, anoraks, incl. Ski jackets, wind-cheaters, ...	4	8603	0%
259.	'52094200	Denim, containing $\geq$ 85% cotton by weight and weighing $>$ 200 g/m <sup>2</sup> , made of yarn of different ...	4	20746	0%
260.	'57029900	Carpets and other floor coverings, of vegetable textile materials or coarse animal hair, woven, ...	4	3133	0%
261.	'54021100	High-tenacity filament yarn of aramids (excl. Sewing thread and yarn put up for retail sale)	4	12709	0%
262.	'40093100	Tubes, pipes and hoses, of vulcanised rubber (excl. Hard rubber), reinforced or otherwise combined ...	4	33411	0%
263.	'57011010	Carpets and other textile floor coverings, of wool or fine animal hair, knotted, whether or ...	3	65	5%
264.	'61169900	Gloves, mittens and mitts, of textile materials, knitted or crocheted (excl. Of wool, fine ...	3	501	1%
265.	'58109910	Embroidery of materials other than cotton or man-made fibres, on a textile fabric base, in ...	3	202	1%
266.	'62149000	Shawls, scarves, mufflers, mantillas, veils and similar articles of textile materials (excl. ...	3	518	1%
267.	'84814090	Safety or relief valves (excl. Those of cast iron or steel)	3	20128	0%
268.	'90230080	Instruments, apparatus and models designed for demonstrational purposes, e.g. in education ...	3	3639	0%
269.	'96062900	Buttons (excl. Of plastics or base metal, not covered with textile material, press-fasteners, ...	3	5940	0%
270.	'87084050	Gear boxes for tractors, motor vehicles for the transport of ten or more persons, motor cars ...	3	294559	0%



271.	'87085035	Drive-axles with differential, whether or not provided with other transmission components, ...	3	26714	0%
272.	'90183900	Needles, catheters, cannulae and the like, used in medical, surgical, dental or veterinary ...	3	53756	0%
273.	'52091900	Woven fabrics of cotton, containing $\geq$ 85% cotton by weight and weighing $>$ 200 g/m <sup>2</sup> , unbleached ...	3	1327	0%
274.	'62024090	Women's or girls' overcoats, car-coats, capes, cloaks, anoraks, incl. Ski jackets, wind-cheaters, ...	3	21840	0%
275.	'61102099	Women's or girls' jerseys, pullovers, cardigans, waistcoats and similar articles, of cotton, ...	3	66517	0%
276.	'62079910	Men's or boys' singlets and other vests, bathrobes, dressing gowns and similar articles of ...	3	863	0%
277.	'62092000	Babies' garments and clothing accessories of cotton (excl. Knitted or crocheted and hats, napkins ...	3	10911	0%
278.	'64031900	Sports footwear, with outer soles of rubber, plastics, leather or composition leather and uppers ...	3	8689	0%
279.	'64032000	Footwear with outer soles of leather, and uppers which consist of leather straps across the ...	3	2023	0%
280.	'65069990	Headgear, whether or not lined or trimmed, n.e.s.	3	1729	0%
281.	'90261089	Instruments and apparatus for measuring or checking the flow or level of liquids, non-electronic ...	2	17842	0%
282.	'85364190	Relays for a voltage $\leq$ 60 v, for a current $>$ 2 a	2	74482	0%
283.	'90184910	Burrs, discs, drills and brushes, for use in dental drills	2	1905	0%
284.	'84198998	Machinery, plant or laboratory equipment, whether or not electrically heated, for the treatment ...	2	24133	0%
285.	'84835020	Flywheels and pulleys, incl. Pulley blocks, of cast iron or cast steel	2	9117	0%
286.	'84835080	Flywheels and pulleys, incl. Pulley blocks (excl. Of cast iron or cast steel)	2	107717	0%
287.	'73079980	Tube or pipe fittings, of iron or steel (excl. Of cast iron or stainless steel, threaded, butt ...	2	19825	0%
288.	'70099200	Glass mirrors, framed (excl. Rear-view mirrors for vehicles, optical mirrors, optically processed, ...	2	10716	0%
289.	'73102910	Tanks, casks, drums, cans, boxes and similar containers, of iron or steel, for any material, ...	2	10180	0%
290.	'82014000	Axes, billhooks and similar hewing tools, with working parts of base metal (excl. Ice axes)	2	3768	0%
291.	'84122180	Hydraulic power engines and motors, linear acting "cylinders" (excl. Hydraulic systems)	2	11198	0%
292.	'64039196	Men's footwear with outer soles of rubber, plastics or composition leather, with uppers of ...	2	2511	0%
293.	'62143000	Shawls, scarves, mufflers, mantillas, veils and similar articles of synthetic fibres (excl. ...	2	3429	0%
294.	'62152000	Ties, bow ties and cravats of man-made fibres (excl. Knitted or crocheted)	2	681	0%
295.	'62121090	Brassieres of all types of textile materials, whether or not elasticated, incl. Knitted or ...	2	36584	0%
296.	'62064000	Women's or girls' blouses, shirts and shirt-blouses of man-made fibres (excl. Knitted or crocheted ...	2	29613	0%
297.	'62042280	Women's or girls' ensembles, of cotton (not knitted or crocheted and excl. Industrial and occupational ...	2	1955	0%
298.	'60063100	Unbleached or bleached fabrics, knitted or crocheted, of synthetic fibres, of a width of $>$ ...	2	8418	0%
299.	'58090000	Woven fabrics of metal thread and woven fabrics of metallised yarn of heading 5605, of a kind ...	2	727	0%
300.	'61042200	Women's or girls' ensembles of cotton, knitted or crocheted (excl. Ski ensembles and swimwear)	2	2620	0%
301.	'62024010	Women's or girls' overcoats, car-coats, capes, cloaks, anoraks, incl. Ski jackets, wind-cheaters, ...	2	69931	0%
302.	'62032210	Men's or boys' industrial and occupational ensembles of cotton (excl. Knitted or crocheted)	2	858	0%
303.	'62031200	Men's or boys' suits of synthetic fibres (excl. Knitted or crocheted, tracksuits, ski suits ...	2	4888	0%
304.	'62032380	Men's or boys' ensembles, of synthetic fibres (not knitted or crocheted and excl. Industrial ...	2	640	0%

305.	'39235090	Stoppers, lids, caps and other closures, of plastics (excl. Caps and capsules for bottles)	2	50629	0%
306.	'39239000	Articles for the conveyance or packaging of goods, of plastics (excl. Boxes, cases, crates ...)	2	36497	0%
307.	'62032911	Men's or boys' industrial and occupational ensembles of artificial fibres (excl. Knitted or ...)	1	12	8%
308.	'73182400	Cotters and cotter pins, of iron or steel	1	8146	0%
309.	'82031000	Files, rasps and similar hand tools of base metal	1	3150	0%
310.	'82121090	Non-electric razors of base metal (excl. Safety razors with non-replaceable blades)	1	3575	0%
311.	'73201090	Leaf-springs and leaves therefor, of iron or steel (excl. Hot-worked)	1	11035	0%
312.	'82060000	Sets of two or more tools of heading 8202 to 8205, put up in sets for retail sale	1	11690	0%
313.	'82075090	Tools for drilling, interchangeable, for working materials other than metal, with working parts ...	1	7299	0%
314.	'84213100	Intake air filters for internal combustion engines	1	54169	0%
315.	'73090059	Reservoirs, tanks, vats and similar containers, of iron or steel, for liquids, of a capacity ...	1	11390	0%
316.	'73181699	Nuts of iron or steel other than stainless, with an inside diameter > 12 mm (excl. Blind rivet ...)	1	14094	0%
317.	'73170080	Nails, tacks, drawing pins, corrugated nails, staples and similar articles, of iron or steel ...	1	8072	0%
318.	'73262000	Articles of iron or steel wire, n.e.s.	1	33903	0%
319.	'73209090	Springs and leaves for springs, of iron or steel (excl. Discs springs, flat spiral springs, ...)	1	35359	0%
320.	'84818099	Appliances for pipes, boiler shells, tanks, vats or the like (excl. Pressure-reducing valves, ...)	1	104415	0%
321.	'84828000	Roller bearings, incl. Combined ball-roller bearings (excl. Ball bearings, tapered roller bearings, ...)	1	17747	0%
322.	'85371098	Boards, cabinets and similar combinations of apparatus for electric control or the distribution ...	1	422214	0%
323.	'84138100	Pumps for liquids, power-driven (excl. Those of subheading 8413.11 and 8413.19, fuel, lubricating ...)	1	45271	0%
324.	'84145925	Axial fans (excl. Table, floor, wall, window, ceiling or roof fans, with a self-contained electric ...)	1	31165	0%
325.	'84192000	Medical, surgical or laboratory sterilizers	1	10883	0%
326.	'84842000	Mechanical seals	1	28398	0%
327.	'84439990	Parts and accessories of printers, copying machines and facsimile machines, n.e.s. (excl. Electronic ...)	1	111120	0%
328.	'90261029	Electronic instruments and apparatus for measuring or checking the flow or level of liquids ...	1	28634	0%
329.	'96032930	Hair brushes	1	3030	0%
330.	'95079000	Line fishing tackle n.e.s.; fish landing nets, butterfly nets and similar nets; decoys and similar ...	1	13877	0%
331.	'90173000	Micrometers, callipers and gauges (excl. Gauges without adjustable devices of subheading 9031.80)	1	4445	0%
332.	'90181990	Electro-diagnostic apparatus, incl. Apparatus for functional exploratory examination or for ...	1	19564	0%
333.	'90182000	Ultraviolet or infra-red ray apparatus used in medical, surgical, dental or veterinary sciences	1	5473	0%
334.	'90185010	Ophthalmic instruments and appliances, non-optical, n.e.s.	1	4917	0%
335.	'90189020	Endoscopes used in medical, surgical or veterinary sciences	1	14945	0%
336.	'90292031	Speed indicators for land vehicles	1	51368	0%
337.	'90318080	Non-optical instruments, appliances and machines for measuring or checking, n.e.s. in ch 90	1	84475	0%
338.	'24012085	Partly or wholly stemmed or stripped flue-cured tobacco, otherwise unmanufactured	1	94204	0%
339.	'40093200	Tubes, pipes and hoses, of vulcanised rubber (excl. Hard rubber), reinforced or otherwise combined ...	1	27065	0%
340.	'40119000	New pneumatic tyres, of rubber (excl. Of a kind used on agricultural, forestry, construction, ...)	1	8222	0%

341.	'40169957	Articles of vulcanised rubber (excl. Hard rubber), of a type intended exclusively or mainly ...	1	34493	0%
342.	'39191080	Self-adhesive plates, sheets, film, foil, tape, strip and other flat shapes, of plastics, in ...	1	37132	0%
343.	'52083299	Plain woven fabrics of cotton, containing $\geq$ 85% cotton by weight and weighing $>$ 130 g to 200 ...	1	273	0%
344.	'42023100	Wallets, purses, key-pouches, cigarette-cases, tobacco-pouches and similar articles carried ...	1	7520	0%
345.	'48192000	Folding cartons, boxes and cases, of non-corrugated paper or paperboard	1	133341	0%
346.	'48219090	Paper or paperboard labels of all kinds, non-printed (excl. Self-adhesive)	1	4668	0%
347.	'42050090	Articles of leather or composition leather (excl. Saddlery and harness bags; cases and similar ...	1	231838	0%
348.	'62013090	Men's or boys' overcoats, car-coats, capes, cloaks, anoraks, incl. Ski jackets, wind-cheaters, ...	1	2514	0%
349.	'61159610	Knee-length stockings of synthetic fibres, knitted or crocheted (excl. Graduated compression ...	1	520	0%
350.	'61099020	T-shirts, singlets and other vests of wool or fine animal hair or man-made fibres, knitted ...	1	33461	0%
351.	'61130090	Garments, knitted or crocheted, impregnated, coated or covered with plastics or other materials ...	1	7333	0%
352.	'61151010	Stockings for varicose veins of synthetic fibres, knitted or crocheted	1	1215	0%
353.	'61151090	Graduated compression hosiery of textile materials, knitted or crocheted (excl. Stockings for ...	1	827	0%
354.	'61052010	Men's or boys' shirts of synthetic fibres, knitted or crocheted (excl. Nightshirts, t-shirts, ...	1	2754	0%
355.	'61042300	Women's or girls' ensembles of synthetic fibres, knitted or crocheted (excl. Ski ensembles ...	1	1902	0%
356.	'61044300	Women's or girls' dresses of synthetic fibres, knitted or crocheted (excl. Petticoats)	1	24203	0%
357.	'61031090	Men's or boys' suits of textile materials, knitted or crocheted (excl. Of wool or fine animal ...	1	411	0%
358.	'61013010	Men's or boys' overcoats, car coats, capes, cloaks and similar articles of man-made fibres, ...	1	1781	0%
359.	'61019080	Men's or boys' anoraks, incl. Ski jackets, windcheaters, wind-jackets and similar articles ...	1	901	0%
360.	'52115100	Plain woven fabrics of cotton, containing predominantly, but $<$ 85% cotton by weight, mixed ...	1	236	0%
361.	'55121990	Woven fabrics containing $\geq$ 85% polyester staple fibres by weight, dyed or made of yarn of ...	1	13710	0%
362.	'54075100	Woven fabrics of yarn containing $\geq$ 85% by weight of textured polyester filaments, incl. Monofilament ...	1	3309	0%
363.	'62059080	Men's or boys' shirts of textile materials (excl. Of cotton or man-made fibres, flax or ramie, ...	1	2610	0%
364.	'62069090	Women's or girls' blouses, shirts and shirt-blouses of textile materials (excl. Of silk, silk ...	1	1139	0%
365.	'62046950	Women's or girls' shorts of artificial fibres (excl. Knitted or crocheted, panties and swimwear)	1	1958	0%
366.	'62046990	Women's or girls' trousers, bib and brace overalls, breeches and shorts of textile materials ...	1	5278	0%
367.	'62042990	Women's or girls' ensembles of textile materials (excl. Of wool, fine animal hair, cotton or ...	1	1048	0%
368.	'62114900	Women's or girls' tracksuits and other garments, n.e.s. of textile materials (excl. Of cotton ...	1	1113	0%
369.	'62179000	Parts of garments or clothing accessories, of all types of textile materials, n.e.s. (excl. ...	1	38428	0%
370.	'62079990	Men's or boys' singlets and other vests, bathrobes and dressing gowns of textile materials ...	1	367	0%
371.	'62113331	Men's or boys' lined tracksuits, of man-made fibres, with an outer shell of a single identical ...	1	505	0%
372.	'65050010	Hats and other headgear, knitted or crocheted, or made up from lace, of fur felt or of felt ...	1	361	0%
373.	'64041100	Sports footwear, incl. Tennis shoes, basketball shoes, gym shoes, training shoes and the like, ...	1	126827	0%

374.	'64039113	Footwear non-identifiable as men's or women's footwear, with outer soles of rubber, plastics ...	1	14087	0%
375.	'64021900	Sports footwear with outer soles and uppers of rubber or plastics (excl. Waterproof footwear ...	1	6936	0%

Source: Intracen



## **Annex-III: Chambers of Commerce of Romania**

### **Chamber of Commerce and Industry of Romania**

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Internal Relations and ICC Romania Division

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#### **Directorate for External Relations**

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### **REGIONAL CHAMBERS in different counties of Romania**

List with contacts can be seen at <https://ccir.ro/members/lawful-members/>