

AUSTRIA IST ÜBERALL.

RENEWABLE ENERGY IN ROMANIA

OVERVIEW AND POSSIBILITIES
FOR AUSTRIAN COMPANIES

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1.

AUSSENWIRTSCHAFT AUSTRIA

**YOUR
WORLDWIDE
BUSINESS
SUPPORT**

WHAT WE OFFER



INFORMATION HEADSTART
through global market and industry knowledge



EXPORT ADVICE
procurement, investment, financing



WORLDWIDE NETWORK
links with international customers and partners



KNOWLEDGE TRANSFER
technology partnerships, business ideas and sales concepts

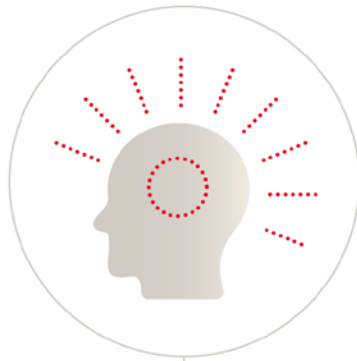


CONNECTED EXPERTISE
links with political and administrative structures
in target countries



**POSITIONING AUSTRIA AS
AN ATTRACTIVE LOCATION**
expert partners, driver of innovation

OUR SERVICES



KNOWLEDGE
market information

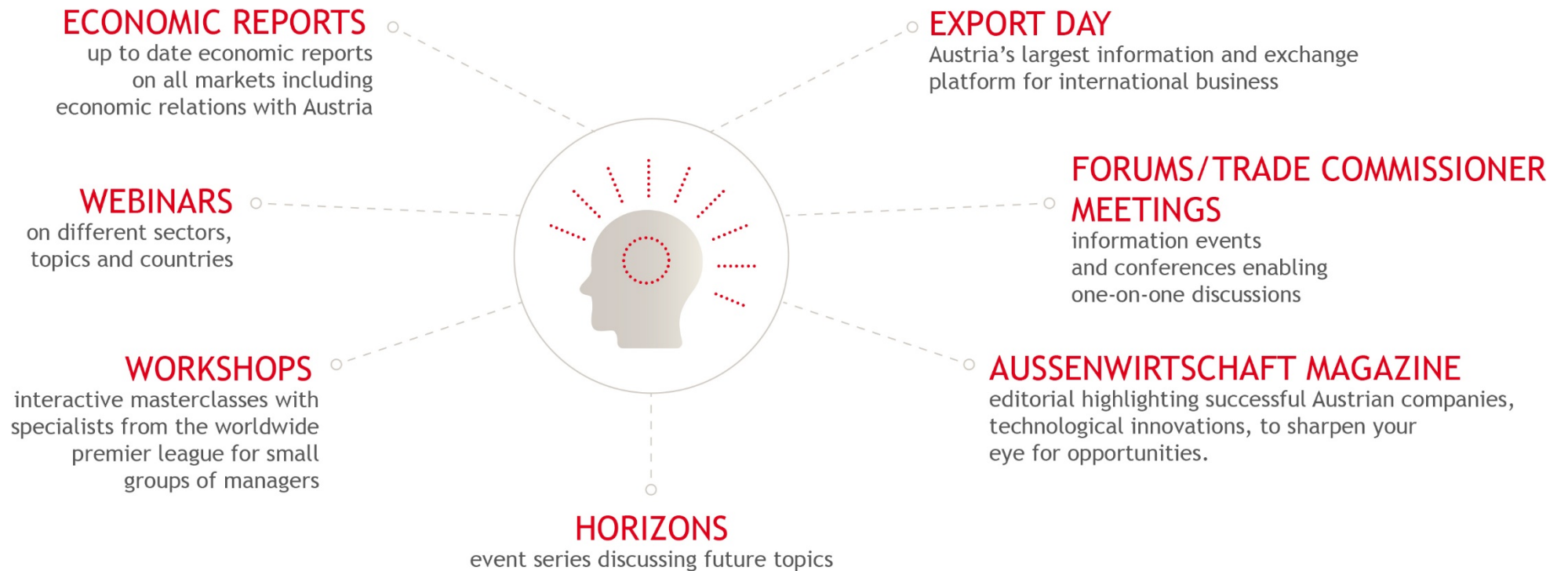


PLATFORMS
events - personal contacts



PARTNERS
business profiles - market development

> KNOWLEDGE



>> PLATFORMS

WEB PORTAL

Austrian success stories in 27 languages and your company profile as a digital business card

AUSTRIA SHOWCASES

a display of Austrian providers from a given sector. Individual discussions with companies, product and technology presentations or specialist talks for a broader expert audience

EXPEDITIONS INTO THE FUTURE

innovation, expertise and inspiration to listen to, ask questions about and get to grips with

FRESH VIEW

multilingual magazine as business cards for your company

MARKET EXPLORATION TRIPS

personal experience, authentic impressions, discussions to sound out opportunities



GROUP EXHIBITIONS/ GROUP STANDS

group exhibitions at premier global trade fairs, group stands at regional shows

B2B PLATFORMS

foreign delegations looking for good businesses and competent partners

CATALOGUE EXHIBITIONS

presentation of company brochures, product catalogues and videos of Austrian businesses on small stands at local trade fairs and commercial agent meetings

AUSTRIA CONNECT/AUSTRIAN BUSINESS CIRCLES

network and information exchange for managers of foreign subsidiaries of Austrian businesses

TRADE MISSIONS

tailor-made and detailed individual programmes to enable new contacts to be made

>>> PARTNERS

START-UP SUPPORT FOR EXPORTERS

short cuts, quick responses -
the export specialists in your
Chamber of Commerce
are there for you

NETWORK PROJECTS INTERNATIONAL

network and information exchange for managers of foreign
subsidiaries of Austrian businesses

MARKET SUPPORT

new opportunities: for new
products, with new target
groups or in new market segments

INTERNATIONALISATION ADVICE

our specialists can help with
evaluating expansion strategies
and feasibility checks on proposed
steps towards internationalisation

EXPORT FINANCE AND FOREIGN INVESTMENT

answers to questions on financing, safeguarding
export business and direct investment



MARKET ENTRY

support when looking for the right
target groups, customers and
sales partners

SUPPLIERS

identifying suppliers, checking
creditworthiness and performance

CRISIS INTERVENTION

support when looking for prospective clients.
We are on the spot to assist with any difficult
situations that arise

TECHNOLOGY ADVICE

support when looking for prospective clients,
partners and suppliers in a complex network
of innovative businesses, universities,
international development partners and
research collaborations.

INVESTMENT ADVICE

support with setting up a subsidiary abroad saves you a lot of time



2.

ROMANIA - ECONOMIC & POLITICAL BASICS

IMPORTANT ECONOMIC SECTORS



Resources

Oil & Gas
Forestry & Wood
Minerals



Agriculture

Cultivation
Landholding
Sugar



Industry

Automotive
Construction
Construction Materials
Real Estate



Services

Banking & Insurance
Logistics
Real Estate Development

ROMANIA - THE ECONOMY

- Economic growth:
amongst highest in EU, 2019: 4,1 %
1-6/2020: - 3,9 %
- Rebound 2021
- Former socialist government constantly increased spending, financial stability endangered, inflation spikes, currency depreciates, constant government reshuffles and emergency ordinances
- Unemployment rate extremely low;
full employment in some regions
(before Covid-19)
- Problems with absorption rate of EU funds
- Austrian economy continues to be major investor in Romania

ROMANIA - HIGH POTENTIAL WITH RISKS

STRENGTHS	WEAKNESSES
<ul style="list-style-type: none">• Market potential domestic market and export• Economic development (past performance)• Education of workforce (foreign languages, MINT)• Flat Tax• Extensive experience with Austrian business partners• EU funds available	<ul style="list-style-type: none">• Problems with tendering procedures• Lack of transparency• Lack of on-time delivery• Lack of productivity• Outdated infrastructure, lacking investments• Moderate utilization of existing subsidies/funds• Outdated education system• Lack of mobility within Romania
OPPORTUNITIES	THREATS
<ul style="list-style-type: none">• Positive attitude towards Austrian companies• Economic forecasts (medium & long-term)• Increasing awareness of environmental protection (various areas)• Transport infrastructure projects• Tax situation	<ul style="list-style-type: none">• Lack of political continuity and resulting uncertainty• Enforceability of legal claims• Emigration of young and well educated population• Lack of qualified workforce• Corruption

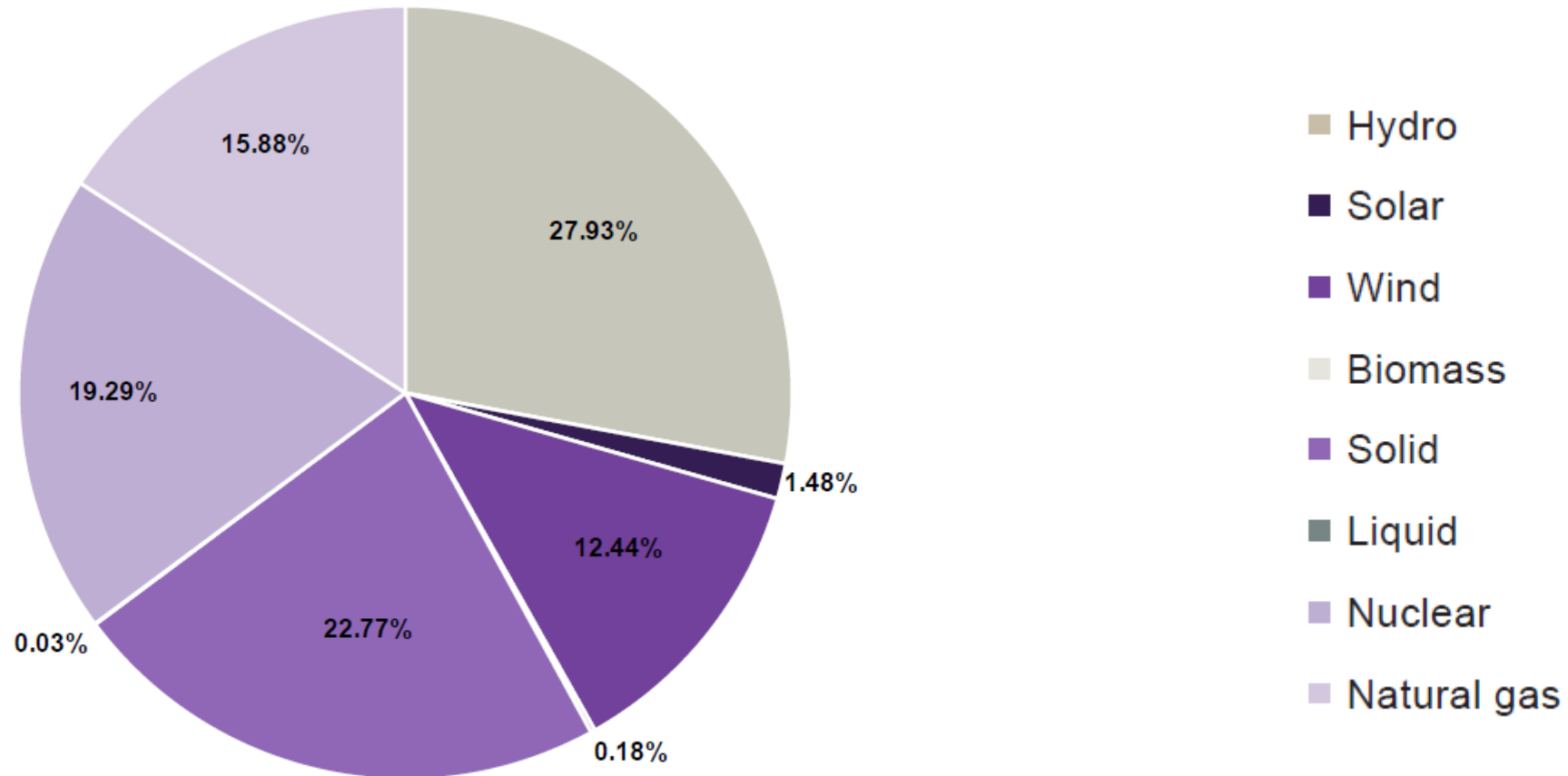


3.

RENEWABLE ENERGY SECTOR IN ROMANIA

RENEWABLE ENERGY IN ROMANIA

Energy structure by primary sources (2019)



RENEWABLE ENERGY IN ROMANIA

Renewable Energy - Installed capacity by technology

- Biomass: 109 MW
- Wind power: 3.016 MW
- Solar: 1.376 MW
- Small Hydro: 550 MW
- Biogas: 10 MW

RENEWABLE ENERGY IN ROMANIA

Some Austrian Players

- Wien Energie (Small hydro)
- Verbund (Wind power)
- Bioenergy Suceava (Biomass)
- Biogest (Biogas)
- Luna Holding (Photovoltaic)
- GreenSource (Photovoltaic)





4.

THE GREEN CERTIFICATE SCHEME

GREEN CERTIFICATE SCHEME

- from 2008 - 2011 until 2016 GC have been issued for renewable projects
 - 2011 very favorable for PV, good for wind energy, small hydro and biomass/gas
 - 2013 reduced, 2016 abolished for new projects (RE Quota 25 %, above 2020 country target of 24 %, now 44 %)
 - 2017 6 GC per MWh for PV down to 3/2
- Changes after March 31 2017 brought different challenges
 - minimum price lowered
 - trade-ability reduced, low liquidity of market
 - validity of GC (recovery period) extended, but income of GC deferred
 - recognition of certain raw materials denied
- since 2016 no new GC issued for new projects

AUSTRIA IST ÜBERALL.



Questions?

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