

**ROMANIA LUXEMBURG
BUSINESS FORUM A.s.b.l.**
www.romlux.org

Country seminar January 2018:
Why Romania?

RomLux Asbl



- Founded **2007**
- **67 Members** (7 corporate, 61 individuals)
- Luxembourg based nonprofit organization (ASBL)
- support the **development of the economic & cultural relationships** between Romania and Luxembourg
- **80+ events** in Luxembourg since 2007



600+ (Romlux & Romania@Bazar)



62 (Romlux Group)

Events 2017:

Business, Entrepreneurship & Culture

Romanian Entrepreneurs Network 7th Edition



Dumitru Dorin Prunariu

My journey into space and how Asteroid Day become an United Nations international day



Georges Schmit

SpaceResources.lu – Vision, Goals, Prospects

REN 7th Edition – 29 June 2017

Romanian Entrepreneurs Network
initiative of Romlux asbl (6th edition)



Oana Bogdan – Abroad and at home:
architecture and cultural patrimony



Iulian Popescu – Funding opportunities
in Romania

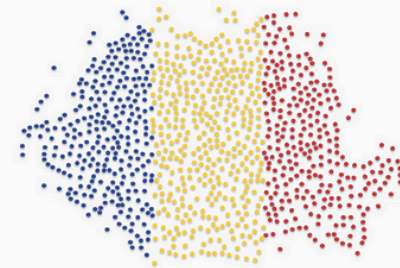
REN 6th Edition – 21 April 2017

Nous avons le plaisir de vous convier
au récital exceptionnel du pianiste roumain

Dan Grigore

"Bis, encore, bis"

Vendredi, le 20 octobre 2017 à 20h00
à l'Auditorium du Conservatoire de la Ville de Luxembourg



CONFERINȚA DIASPORA ÎNTEPRINZĂTOARE

12 Decembrie 2017, Ora 18³⁰ - Hotel Sofitel Luxembourg

Events 2017: Charity



Romania Stand @ Bazar International 2017



Concert de bienfaisance Bazar - 15 November 2017



Score for Bazar 2017 – 2 July 2017



SEP
17

Race for Bazar International 2017

by Romania Luxembourg Business
Forum Asbl

Race for Bazar 2017 – 17 September 2017

Events 2017: Economy & Citizenship



**Annual Christmas Lunch with
Minister Gramegna – 10 December 2017**



**Town Hall Meeting with Key Luxembourg
Politicians – 27 September 2017**

In partnership
with



"I Can Vote" ABAL Lunch with Minister Cahen – 8 May 2017

Previous events – RomLux as partner & facilitator



7 June 2016 - Round Table on the occasion of the President Klaus Iohannis visit to Luxembourg

Image source: www.cc.lu



16 March 2007 - Round Table on the occasion of the President Traian Basescu visit to Luxembourg

Image source: www.cc.lu

How can we help?



- **Finding the right partners**
 - in Luxembourg and Romania
 - businesses and cultural contacts
 - events connecting Romanian and Luxembourg businessmen and women
 - organized company Visits for the members
 - cultural events

Why Romania?



OPERATIONAL EFFICIENCY



GROWTH

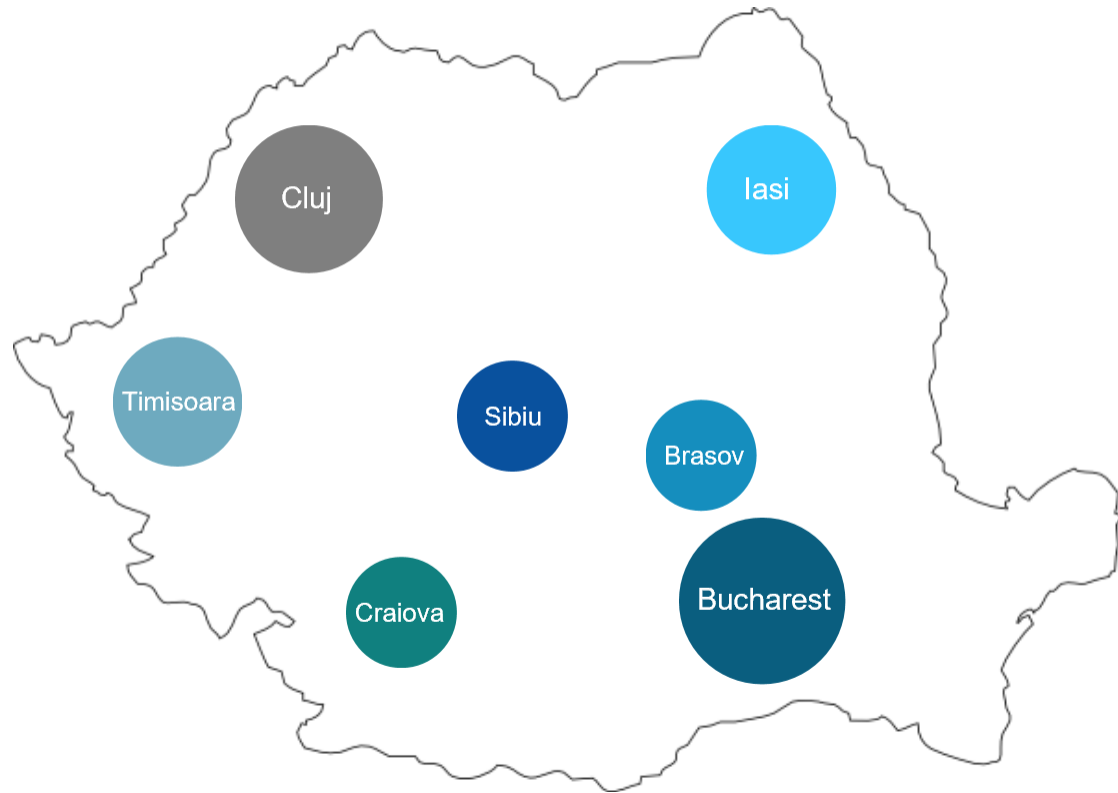
Business Opportunities: operational efficiency



- Technical skills
- Language skills
- Educated (and skilled) young work force
 - Creative & entrepreneurial
- (lower costs)
 - Not eternally but..the average ratio will still be a better ratio.
- Culture similarities
- Shared business service center for Eastern Europe

Romanian software developer map (no. of graduates/ year)

Source: Brainspotting



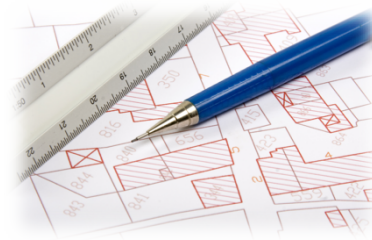
7000 IT&C Grads

Business Opportunities: Growth

- Shared Business Service Centers
 - consolidating accounting, legal, analytics, customer center
- eCommerce
 - 10% of retail only
 - Logistics behind eCommerce (new disruptive robotics storage tech, logistics from hub to client)
- Education
 - Private accredited schools

Business Opportunities: Growth

- Land registry (cadastre)
 - Estimated 10 billion EUR business in Romania!
 - Has just started
 - Low entry costs

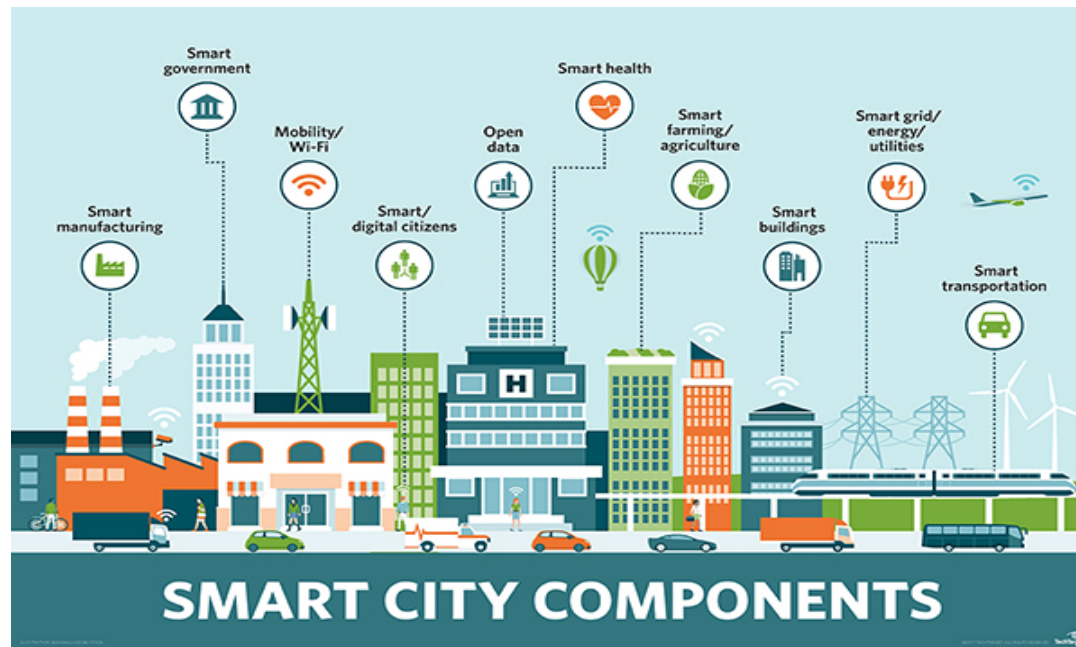


- Medical equipment
 - Scarce
 - High entry costs



Business Opportunities: Growth

- Smart Cities
 - It's just the beginning
 - A few local players excellent partner potential



Source: techtarget.com/

Business Opportunities: Growth

- Golf club in Bucharest
 - Residential golf @ 30Km from Bucharest
 - Up to 150 million €
- Motocross Grand Prix (MXGP) in Romania
 - Race near Bucharest (16km)
 - Technical team available
 - 2 - 3 million € investment

Business Opportunities: Growth

- Private Investment Fund
 - First semester 2018
 - Size: €30 million (€2.5 million at Accelerator stage; €27.5 million at Seed stage)
 - Technology & innovative companies
 - Recruiting regionally in Central and Eastern Europe, investing in Romania

Business Opportunities: Growth

- High End Business Club in Bucharest (similar to Cercle Münster in Lux) (100k€-500k€)
- 2 building materials factories capital inv. (5-10 million €)
- Opportunities possible through an established Luxembourg legal entity:
 - Hotel chain in Transylvania
 - Direct investment or world-wide hotel brand integration
 - Support the rapid growth of a proven startup building Drones with 3D printed pieces.
 - Existing contracts with China & EU
 - Partnering in real estate project (3 residential buildings + 30 000 mp for offices)
 - Logistics: Metals (iron) delivery in Africa

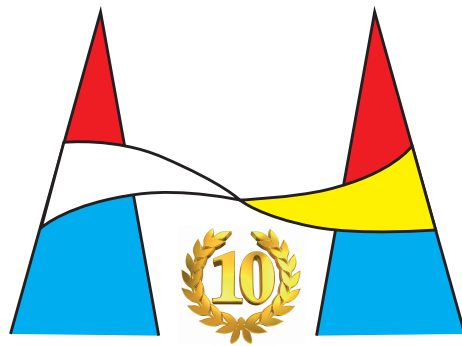
Challenges

- A better Private Public partnership
- Get Clusters in place for verticals important to Romania
- Institutionalize (RO) ~~Lux~~ Innovation,
- House of ICT?
- Transparency > Trust > Business > Profits

Why Romania >> Why Luxembourg

- **have Luxembourg known in Romania!**
 - Multiplicators and ambassadors for Why Romania
 - Events like ICT Spring, New Space Conference, B2Fair
- Get global! Get European!
- Highest expertise in
 - Finance & Fintech
 - Datacenters & Telecom
 - BioTechs
 - Composite materials
 - Space (ressources) utilization & Satelittes
- I.P. (soon 2018)
- Distance to...people worldwide, cross-industries.

- We can help to
 - find the right partnership
 - Assess existing opportunities
- Why Romania >> Why Luxembourg



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