



POPOVICI NIȚU  
STOICA & ASOCIAȚII

Attorneys at Law

MORE THAN JUST EXPERTISE™





**POPOVICI NIȚU  
STOICA & ASOCIAȚII**  
Attorneys at Law

THE FIRM IS RECOGNIZED AND AWARDED AS LEADING OR TOP TIER COUNSEL IN ROMANIA BY THE VAST MAJORITY OF THE INTERNATIONAL LEGAL PROFESSION DIRECTORIES ON VIRTUALLY ALL PRACTICE AREAS, INCLUDING ON BANKING & FINANCE, CAPITAL MARKETS, CORPORATE & COMMERCIAL, COMPETITION, ENERGY & NATURAL RESOURCES, IT & TELECOM, MERGERS & ACQUISITIONS, REAL ESTATE, PUBLIC PROCUREMENT AND PROJECT FINANCE.

## PRACTICE GROUPS

Through its local capabilities, Popovici Nițu Stoica & Asociații covers a full range of legal services, ready to deliver the appropriate result under a more complex business environment.

**BANKING & FINANCE**

**CAPITAL MARKETS**

**COMPETITION & ANTITRUST**

**CORPORATE & COMMERCIAL**

**DATA PRIVACY**

**GAMBLING & BETTING**

**EMPLOYMENT & PENSIONS**

**ENERGY & NATURAL RESOURCES**

**HEALTHCARE & PHARMACEUTICALS**

**INSURANCE**

**INTELLECTUAL PROPERTY**

**INTERNATIONAL ARBITRATION**

**LITIGATION**

**MERGERS & ACQUISITIONS**

**PROJECT FINANCE/PPP, CONCESSIONS &  
INFRASTRUCTURE**

**PUBLIC PROCUREMENT**

**REAL ESTATE**

**RESTRUCTURING & INSOLVENCY**

**SPORTS LAW**

**TAX**

**TELECOMMUNICATIONS, MEDIA & TECHNOLOGY**

**TRANSPORTS & LOGISTICS**

**WHITE COLLAR COMPLIANCE & DEFENSE**



## THE FIRM

Popovici Nițu Stoica & Asociații is one of the first incorporated professional partnerships in Romania.

The Firm acts as outside counsel to a wide spectrum of legal entities, including key players in major industries, financial institutions, public authorities and investment funds.

The Firm has linked its name with the creation of the essential Romanian market economy institutions after 1990, including the property funds, the stock exchanges, numerous regulatory agencies and judicial bodies. For decades, significant investment and acquisitions projects on the local market have been carried out with the legal assistance of Popovici Nițu Stoica & Asociații.

The Popovici name is associated with legal service in Romania since the beginning of the last century.

**Ernest-Virgil Popovici**  
Senior Partner



## **ERNEST-VIRGIL POPOVICI** Senior Partner

**AREAS OF PRACTICE** Banking & Finance, Competition & Antitrust, Corporate & Commercial, Telecommunications, Media & Technology, Energy & Natural Resources

**EXPERTISE** Ernest-Virgil Popovici is our Senior Partner.

Ernest-Virgil Popovici has unparalleled experience in energy projects, with a special focus on renewable and nuclear energy.

Ernest-Virgil Popovici is also experienced in banking & finance projects, holding the unique background of having consistently practiced in leading international law firms located in Paris and London, before the 90's, combined with a double legal education.

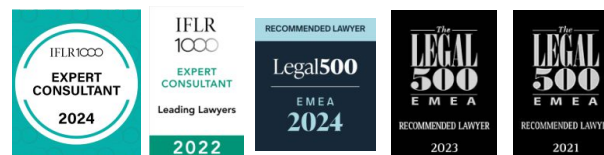
He acted as team coordinator in the most important public to private projects in Romania, assisting institutional and private investors on large, cross-border transactions.

According to international legal directories, "Ernest-Virgil Popovici is widely acclaimed for his ability to oversee complex matters" and "is considered 'a big hitter' who enjoys an outstanding reputation locally".

**EDUCATION** Member of the Bucharest Bar and of the Romanian Bar Association, Ernest-Virgil Popovici completed his legal education both in Romanian and French Law, at the University of Bucharest (LL.M in International Business Law) and at the University of Clermont-Ferrand (LL.M in Contract Law).

**LANGUAGES** Romanian, English, French and Italian

### **RANKINGS**



**“BY UNPARALLELED FOCUS  
AND INTENSITY IN OUR WORK,  
WE BRING OUR BEST FOR EACH  
AND EVERY CLIENT.”**

## **TELECOMMUNICATIONS, MEDIA & TECHNOLOGY**

Our multidisciplinary experience covers all TMT legal matters. We have an in-depth understanding of the business, competition, tax and regulatory specific issues.

Acting for strategic or financial investors, for developers and Fintech companies, on a full range of TMT matters has enabled us to assist in the most significant deals in the field to date.

*“Ernest-Virgil Popovici is widely acclaimed for his ability to oversee complex matters” and “is considered ‘a big hitter’ who enjoys an outstanding reputation locally”.*

Chambers Europe

*“Clients praise the firm as ‘excellent in the field of energy development’, with an impressive market presence”.*

Chambers Europe

## **BANKING & FINANCE**

We have widespread and well regarded expertise in regulatory, corporate & retail lending, acquisition finance and refinancing, acting for banks and corporations.

Our expertise includes: incorporation and reorganization of banks and non-banking financial institutions; regulatory and authorization related assistance; loan and credit documentation, including local advice for international transactions related syndicated loans, collateral loans, equity loans; debtor and creditor relationship; investment and credit instruments activities; leasing and asset finance; consumer finance; factoring; derivatives.

# “KNOWLEDGE IS THE CORNERSTONE OF OUR WE CAN APPROACH.”

## MERGERS & ACQUISITIONS

The M&A expertise is central to our practice. It brings together and integrates the expertise of other acknowledged practice groups at Popovici Nițu Stoica & Asociații, such as corporate and commercial, capital markets, financing, tax, competition and antitrust, environment and litigation.

We act in public and private company mergers and acquisitions within the entire range of industries, corporate restructuring schemes and divestiture transactions, fund establishment and investment programs, private equity funded acquisitions, MBOs, MBIs, exit strategies and other takeovers.

Our attorneys have been involved in most of major privatization projects conducted in Romania to date, assisting to unique privatizations in fields like aviation, shipping, heavy industry, energy, transportation, banking and telecommunications.

*“Florian Nițu ‘takes a very candid and friendly approach while catering for the specific needs of multinational organizations’ say sources, who are impressed by his consistent ‘ability to find quick solutions’.”*

Chambers Global

*“Interviewees admire internationally-minded Florian Nițu: ‘his user-friendly approach compares extremely well to that provided by global firms’.”*

Chambers Europe

## INTERNATIONAL ARBITRATION

The International Arbitration Practice Group at Popovici Nițu Stoica & Asociații benefits of a dedicated team that has been at the vanguard of Romanian international arbitration within the past decades.

Our lawyers combine the expertise and understanding of the arbitration field with industry knowledge, all senior members having previous extensive experience in commercial matters across the spectrum of major industries.



Florian Nițu  
Managing Partner



## FLORIAN NIȚU Managing Partner

**AREAS OF PRACTICE** Corporate & Commercial, International Arbitration, Mergers & Acquisitions, Project Finance/PPP, Concessions & Infrastructure, Public Procurement, Real Estate

**EXPERTISE** Florian Nițu is our Managing Partner.

As Head of the Firm's M&A, Real Estate and International Arbitration Practices, Florian Nițu is largely recognized as one of the most experienced commercial lawyers in the market and has been ranked in the past two decades as a leader in his areas of practice by the most reputed market annual surveys, including by Chambers and Partners and Legal500.

Florian has advised large strategic and institutional investors, local entrepreneurs and financial institutions in projects, transactions and claims for cumulated values of billions of Euro.

Florian Nițu is also very experienced in international arbitration, with a special focus on concessions, real estate-construction, energy and corporate disputes, having represented clients in front of ICC, VIAC, LCIA, ICCR - The Court of International Commercial Arbitration in Romania.

**EDUCATION** Florian Nițu has completed a double education in Romanian and transnational law, with the Bucharest Faculty of Law (LL.B) and King's College London (LL.M). Florian Nițu is admitted to the Bucharest Bar and the Romanian Bar Association.

**LANGUAGES** Romanian, English and French

### RANKINGS



## BOGDAN C. STOICA

### Deputy Managing Partner

**AREAS OF PRACTICE** Banking & Finance, Capital Markets, Corporate & Commercial, Gambling & Betting, Healthcare & Pharmaceuticals, Intellectual Property, Mergers & Acquisitions, Restructuring & Insolvency, Sports Law, Telecommunications, Media & Technology, Transports & Logistics

**EXPERTISE** Bogdan C. Stoica is Head of the Healthcare and Pharmaceuticals Practice and Co-Head of Mergers & Acquisitions and Banking & Finance Practices.

Bogdan C. Stoica has wide experience in advising both public and private companies, private equity funds and strategic investors, in relation to privatizations and mergers & acquisitions, particularly in fields such as healthcare & pharmaceuticals, IT & Telecom and agribusiness.

Bogdan is also experienced in banking & finance, acting for corporations, banks and non-banking financial institutions on a broad range of lending, investment and credit instruments activities.

International legal directories recognized Bogdan for his “impressive ability to find solutions”, “excellent practice and market knowledge” and for “diligence, expertise and solution-oriented approach”.

**EDUCATION** Bogdan C. Stoica holds a Degree in Law from the University of Bucharest and is member of the Bucharest Bar and of the Romanian Bar Association. Bogdan also attended the Romanian Banking Institute Courses in Private Law.

**LANGUAGES** Romanian, English and French

### RANKINGS



**Bogdan C. Stoica**  
Deputy Managing Partner

## TRANSPORTS & LOGISTICS

PNSA transports and logistics practice team has extensive experience in all industry legal matters. We advise both foreign and domestic clients regarding transportation law, including purchases, sales, leasing or financing of transport equipment, port and airport concessions, logistic services supply, and all related tax matters.

Our team has advised broadly on transports and logistic services contracts, as well as on mergers and acquisitions in the transport and logistic sectors, gaining a thorough knowledge of the sectors' specifics and dynamics, its major players, and the critical business drivers.

## GAMBLING & BETTING

PNSA Gambling & Betting Law practice team provides top legal advice to organisations in the gambling sector covering a broad range of gambling law issues and having a high understanding of the way in which the Romanian Gambling Industry operates.

Our in-depth understanding of our clients' commercial objectives and the importance of balancing such objectives with all the regulatory requirements, as well as our expertise and resources in AML, competition, data privacy, IP, M&A, real estate, tax and white-collar crime, enable us to put together the best integrated approach to gambling & betting related legal issues.

*"Sources were very impressed with the team; Bogdan C. Stoica is noted for being 'commercial flexible and focused on results'."*

Chambers Europe

*"Bogdan C. Stoica is recognized for 'his impressive ability to find solutions', 'excellent practice and market knowledge' and for 'diligence, expertise and solution-oriented approach'."*

Chambers Europe

## CAPITAL MARKETS

We have been heavily involved in this area, being associated with both the creation of the Bucharest Stock Exchange during 1995 - 1996 and the stock markets restructuring process conducted ten years later, when our Firm advised with respect to the transformation of the Bucharest Stock Exchange from a public institution into a joint-stock company and in relation to the merger of Bucharest Stock Exchange and RASDAQ.

We have also been involved in the creation of the Central Depository and of the Investors' Compensation Fund.

## SPORTS LAW

PNSA Sports Law practice team provides state-of-the-art integrated legal services. Our law expertise and passion for sports enable us to provide our clients with highly-qualified legal advice combined with long-standing experience in the sports market.

We act as main advisors and provide top legal advice for national and international elite athletes, clubs, sponsors, federations and associations.

**“OUR UNWAVERING DETERMINATION TO TIMELY PROVIDE CLEAR AND PRAGMATIC LEGAL SERVICE IS GUARANTEED.”**

Vlad Neacșu  
Partner



## VLAD NEACȘU Partner

**AREAS OF PRACTICE** Corporate & Commercial, Employment & Pensions, Energy & Natural Resources, Insurance

**EXPERTISE** Vlad Neacșu is Co-Head of Energy & Natural Resources, also leading the Insurance and Employment & Pensions Practices.

Vlad Neacșu has broad experience on energy and natural resources matters, being involved in a wide range of projects, including mergers, acquisitions and privatizations in the energy field, development of wind farms, photovoltaic, nuclear and hydro power projects.

Vlad advises numerous insurance companies on all aspects, from incorporations and licensing to management, mergers and dissolutions.

Vlad Neacșu is also highly proficient in employment, advising clients in strikes, business transfer and take-overs, collective dismissals and employees restructuring plans.

International legal directories recognized Vlad Neacșu for “his knowledge and reliable advice” and for the “proactive approach combined with excellent resources”.

**EDUCATION** Vlad Neacșu holds a Degree in Law from the University of Bucharest and is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian, English, French and German

## RANKINGS



“ADDED VALUE THAT ONLY  
HIGHEST STANDARD OF SERVICE  
REQUIRES HAS ALWAYS BEEN  
CONSIDERED A MUST.”

## ENERGY & NATURAL RESOURCES

We act for clients involved in power generation and transmission, gas transportation, electric and gas marketing, oil and gas exploration, production and refining, as well as for municipal interests, trade associations, and for-profit and not-for-profit organizations. Assisting in completion of environmental impact reviews represents a core area for this group, our attorneys having pioneered in Romania EIA projects with international impact.

We have extended experience in renewable energy projects, our Firm being the first one in Romania advising clients with respect to photovoltaic energy projects.

In the nuclear energy field, we are the only Firm involved in all Romanian public to private nuclear energy projects to date.

*“Sources praise Vlad Neacșu for ‘his knowledge and reliable advice’ and for ‘proactive approach combined with excellent resources’.”*

Chambers Europe

*“Sources say that ‘Popovici Nițu Stoica & Asociații provides good problem solving and quality advice’.”*

Chambers Europe

## EMPLOYMENT & PENSIONS

We advise on the full range of employment matters. Our attorneys in this practice are renowned for their expertise in employment issues arising out of mergers and acquisitions, outsourcing projects, extended temporary work arrangements and management restructuring. Mediation of labour disputes, negotiation of collective bargaining agreements and SMT employment contracts represent other domains of excellence.

## PUBLIC PROCUREMENT

Public Procurement is one of our main specialties, our attorneys advising with respect to the largest Romanian public procurements in the IT, Transport, Infrastructure and Healthcare fields, in Romania and other EMEA countries.

We are also deeply involved in administrative disputes and litigation related to public contracts award proceedings, our attorneys obtaining solutions which made history and generated amendments to the public procurement laws.

*"Public Procurement contracts are a key strength for Popovici Nițu Stoica & Asociații".*

Legal 500 EMEA

*"Irena is known for her expertise in project finance and public procurement", being "highly professional and diligent", with a "business-oriented approach".*

Chambers Europe

## PROJECT FINANCE/PPP, CONCESSIONS & INFRASTRUCTURE

Our Project Finance/PPP practice has been acknowledged as one of the market leaders in development and implementation of national projects.

We have also built a considerable body of experience in public private partnerships and concession of utilities, as well as concession projects of water supply public services.

Our expertise covers a broad range of legal services, including: regulatory issues of the concession laws tender documentations, concession contracts and related documents lending schemes and corporate structures fitting concession projects.

**"WE CONSTANTLY UPHOLD THE  
PRINCIPLE OF THE FIRM'S  
EQUALITY TO THE STRENGTH OF  
THE PEOPLE IT GROUPS."**

## ANCA IRENA TUDORIE

Partner

**AREAS OF PRACTICE** Project Finance/PPP, Concessions & Infrastructure, Public Procurement

**EXPERTISE** Anca Irena Tudorie is Head of Project Finance/PPP, Concessions & Infrastructure and Public Procurement Practices.

Anca Irena Tudorie has substantial experience in project finance, acting as advisor on power, energy, oil & gas and infrastructure assignments. She advises both developers and investors in relation to project structuring and financing.

She has also gained proficiency in financing, currency regulations, banking and regulatory.

According to international legal directories, "Irena is known for her expertise in project finance and public procurement", being "highly professional and diligent", with a "business-oriented approach".

**EDUCATION** Anca Irena Tudorie holds a Degree in Law from the University of Bucharest and is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian, English and French

### RANKINGS



Anca Irena Tudorie  
Partner

Valentin Creța  
Partner



## VALENTIN CREAȚA Partner

**AREAS OF PRACTICE** Corporate & Commercial, Project Finance/PPP, Concessions & Infrastructure, Real Estate

**EXPERTISE** Valentin Creța is Co-Head of the Real Estate Practice, leading the Real Estate Development Group.

Valentin Creța is advising high-profile real estate investors and developers in relation to the acquisition, construction and/or operation of the largest shopping centers and residential projects.

Valentin represents clients on a wide range of corporate governance cases and complex commercial matters.

Valentin is highly experienced in advising international healthcare investors on the development of private hospitals.

According to international legal directories, "the real estate team at Popovici Nițu Stoica & Asociații operates to 'the highest professional standards' and 'is deeply committed to their needs'; Valentin Creța is recommended".

**EDUCATION** Valentin Creța holds a Degree in Law from the University of Bucharest and is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian, English and French

### RANKINGS





## “THE HALLMARK OF OUR ATTITUDE IS ALLEGIANCE TO THE GOAL OF OUR CLIENTS.”

### REAL ESTATE

Our practice has always stood at the forefront of real estate development, construction and operation in Romania.

We act for developers, investment funds, banks and institutional financiers and various contractors in office and logistics, retail and residential projects. Our attorneys in this practice also handle legal aspects pertaining to real estate construction and operation projects, especially on a broad range of sectors, including industrial, residential, commercial and public.

*“Clients say that the real estate team at Popovici Nițu Stoica & Asociații operates to ‘the highest professional standards’ and ‘is deeply committed to their needs’; Valentin Creța is recommended”.*

Chambers Europe

*“Clients are enthusiastic about the depth of the lawyers’ expertise and the breadth of the team’s industry knowledge”.*

Chambers Europe

### PROJECT FINANCE/PPP, CONCESSIONS & INFRASTRUCTURE

Our Project Finance/PPP practice has been acknowledged as one of the market leaders in development and implementation of national projects.

We have also built a considerable body of experience in public private partnerships and concession of utilities, as well as concession projects of water supply public services.

Our expertise covers a broad range of legal services, including: regulatory issues of the concession laws tender documentations, concession contracts and related documents lending schemes and corporate structures fitting concession projects.

## COMPETITION & ANTITRUST

Our capabilities allow us to provide a full range of competition and antitrust legal services, including: assistance during cartel investigations and sector inquiries; guidance during merger control proceedings; advise on restrictive agreements and abuses of dominant position, as well as antitrust and state aid litigation.

## INTELLECTUAL PROPERTY

We handle a wide range of trademarks, patents and copyright related matters, including legal assistance and representation in front of the Romanian Office for Patents and Trademarks, of the Office for Copyright Protection and other Governmental bodies.

We cover complex counterfeiting disputes, licensing and sublicensing procedures, enforcement of copyright prerogatives and filing activities.

*Silviu Stoica has been commended for impressing clients "with his deep knowledge of the Romanian business environment", "very client-oriented" and "focused on solutions".*

Chambers Europe

*"Silviu Stoica is 'professional, experienced and knowledgeable'".*

Chambers Europe

## MERGERS & ACQUISITIONS

The M&A expertise is central to our practice. It brings together and integrates the expertise of other acknowledged practice groups at Popovici Nițu Stoica & Asociații, such as corporate and commercial, capital markets, financing, tax, competition and antitrust, environment and litigation.

We act in public and private company mergers and acquisitions within the entire range of industries, corporate restructuring schemes and divestiture transactions, fund establishment and investment programs, private equity funded acquisitions, MBOs, MBIs, exit strategies and other takeovers.

Our attorneys have been involved in most of major privatization projects conducted in Romania to date, assisting to unique privatizations in fields like aviation, shipping, heavy industry, energy, transportation, banking and telecommunications.

**“WE VIEW THE  
COMPREHENSION OF LAW  
AS OUR MOST VALUABLE  
WORTH.”**

## SILVIU STOICA

Partner

**AREAS OF PRACTICE** Competition & Antitrust, Telecommunications, Media & Technology, Healthcare & Pharmaceuticals, Mergers & Acquisitions

**EXPERTISE** As Head of the Competition & Antitrust Practice, Silviu Stoica focuses on a broad range of contentious and non-contentious competition matters, with an emphasis on cartel investigations and sector inquiries, abuses of dominant position and antitrust disputes. Silviu Stoica also advises clients on restrictive agreements and works closely with in-house corporate counsels in sensitive internal compliance reviews.

Silviu Stoica has been commended in Chambers Europe as impressing clients “with his deep knowledge of the Romanian business environment”, “very client-oriented” and “focused on solutions”.

Established clients of Silviu include the largest international companies involved in the steel industry, cigarettes, pharmaceuticals, food, beverages & agriculture and telecoms, on a whole array of competition matters and investment issues.

**EDUCATION** Silviu Stoica holds a Degree in Law from the University of Bucharest and is member of the Bucharest Bar and of the Romanian Bar Association. He attended US Legal Methods – Introduction to US Law, Institute for US Law in Washington, DC and International Development Law Organization Development Lawyers Course (DLC-20E) in Rome.

**LANGUAGES** Romanian, English and French

### RANKINGS



Silviu Stoica  
Partner

Ciprian Donțu  
Partner



## CIPRIAN DONȚU

Partner

**AREAS OF PRACTICE** Corporate & Commercial, Litigation, Public Procurement, Restructuring & Insolvency, Telecommunications, Media & Technology

**EXPERTISE** Ciprian Donțu is Head of the Litigation and Restructuring & Insolvency Practices.

Ciprian Donțu represents both in court and arbitration proceedings multinational companies, financial institutions and entrepreneurs. Ciprian has extensive expertise in corporate governance, competition and debt recovery disputes.

Ciprian is also representing international investors in relation to all aspects of restructuring and insolvency, including both transactional and litigation matters.

According to international legal directories, Ciprian Donțu “leaves an excellent impression, in terms of both professionalism and approach to client service” and has been commended for being “well organized and for preparing documentation under a tight deadline”.

**EDUCATION** Ciprian Donțu holds a Degree in Law from the University of Bucharest and is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian, English and French

### RANKINGS



## “WE MAINTAIN MUTUAL TRUST BACKED BY SHARED VALUES AS A KEY ELEMENT OF THE PARTNERSHIP WITH OUR CLIENTS.”

### LITIGATION

Our litigation team has wide experience in a whole spectrum of commercial and civil disputes. Our lawyers combine the expertise and understanding of the dispute resolution field with industry knowledge, all senior members having extensive experience in various fields of law covering virtually the whole spectrum of sector/industries.

Our practice includes legal assistance and representation in: complex commercial and corporate disputes; debt recovery procedures in pre-litigation and enforcement phases; civil claims; administrative and tax disputes; reorganization and bankruptcy proceedings; recognition and enforcement of foreign judgments.

*“Ciprian Donțu received client praise for being 'well organized and preparing documentation under a tight deadline'”*

Chambers Europe

*“Sources appreciate department head Ciprian Donțu for his 'innovative and focused method of finding practical solutions'”. “Clients are impressed with his 'in-depth commercial approach and strategic acumen’”*

Chambers Europe

### RESTRUCTURING & INSOLVENCY

Our insolvency specialists are always working together with our attorneys from the Banking & Finance, Corporate & Commercial, Litigation & Arbitration and Tax so that to provide the most appropriate solutions for the creditors, insolvent companies and/or their management bodies, and for investors.

## CAPITAL MARKETS

We have been heavily involved in this area, being associated with both the creation of the Bucharest Stock Exchange during 1995 - 1996 and the stock markets restructuring process conducted ten years later, when our Firm advised with respect to the transformation of the Bucharest Stock Exchange from a public institution into a joint-stock company and in relation to the merger of Bucharest Stock Exchange and RASDAQ.

We have also been involved in the creation of the Central Depository and of the Investors' Compensation Fund.

*"Alexandru Ambrozie brings significant banking and regulatory experience to his practice in corporate/M&A".*

Chambers Europe

*"Alexandru is fully comprehensive and responsible in his decision making", lawyers are "internationally-minded", "highly professional", and "show remarkable patience with demanding clients".*

IFLR 1000  
Chambers Europe

## WHITE COLLAR COMPLIANCE & DEFENSE

Our White Collar Compliance & Defense team offers assistance and guidance in preventing and overcoming matters involving white-collar crimes, criminal proceedings or regulatory compliance.

Our in-depth understanding of business practices combined with a multidisciplinary approach enables us to provide extensive expertise throughout each and every stage of an investigation or proceeding.

We represent companies, their boards and employees before prosecution authorities, administrative entities and courts at all levels.

**"THE FIRM ASPIRES TO OFFER LEGAL EXCELLENCE BY COMBINING COMMERCIAL AWARENESS WITH KNOWLEDGE AND UNDERSTANDING."**

## ALEXANDRU AMBROZIE

Partner

**AREAS OF PRACTICE** Banking & Finance, Capital Markets, White Collar Compliance & Defense

**EXPERTISE** Alexandru Ambrozie is leading the White-Collar Compliance and Defense Group, while also being involved in Banking & Finance and, Capital Markets assignments.

Alexandru Ambrozie has extensive experience in Tax, Banking & Finance, Capital Markets and Public Procurement, assisting leading financial institutions, private equity firms and other high-profile companies.

His in-depth understanding of fiscal, public procurement, EU funds and other regulatory practices enables Alexandru to also lead the defense on numerous white-collar criminal investigations, representing clients in regulatory and criminal investigations carried out by various prosecution and administrative authorities.

Alexandru has been recognized by international legal directories for being “fully comprehensive and responsible in his decision-making” and for his “excellent service both in terms of industry knowledge and responsiveness”. Clients note: “He is creative in finding optimum solutions and takes a clear and pragmatic approach.” Another source says: “When he is on an operation, I feel relaxed. I can rely on him blindly, he’s clear, explanatory and I recommend him.”

**EDUCATION** Alexandru Ambrozie holds a Degree in Law from the University of Bucharest and is member of the Bucharest Bar and of the European Criminal Bar Association.

**LANGUAGES** Romanian and English

### RANKINGS



Alexandru Ambrozie  
Partner

**“WE ARE ENTIRELY COMMITTED TO  
CONTRIBUTE TO THE SUCCESS OF  
OUR PARTNERS.”**

## **LITIGATION**

Our litigation team has wide experience in a whole spectrum of commercial and civil disputes. Our lawyers combine the expertise and understanding of the dispute resolution field with industry knowledge, all senior members having extensive experience in various fields of law covering virtually the whole spectrum of sector/industries.

Our practice includes legal assistance and representation in: complex commercial and corporate disputes; debt recovery procedures in pre-litigation and enforcement phases; civil claims; administrative and tax disputes; reorganization and bankruptcy proceedings; recognition and enforcement of foreign judgments.

*“Clients report that the  
litigation team ‘leaves an  
excellent impression, in terms  
of both professionalism and  
approach to client service’”*

Chambers Europe

## **RESTRUCTURING & INSOLVENCY**

Our insolvency specialists are always working together with our attorneys from the Banking & Finance, Corporate & Commercial, Litigation & Arbitration and Tax so that to provide the most appropriate solutions for the creditors, insolvent companies and/or their management bodies, and for investors.





Ilinca Ștefănescu-Goangă  
Partner

## ILINCA ȘTEFĂNESCU-GOANGĂ

Partner

**AREAS OF PRACTICE** Intellectual Property, Litigation, Public Procurement, Real Estate, Restructuring & Insolvency

**EXPERTISE** Ilinca Ștefănescu-Goangă is reputed for her wide-ranging litigation expertise with a special emphasis on civil and commercial disputes, competition and shipping litigation.

Ilinca has extensive experience in various types of conciliation, mediation and arbitration proceedings, advising/representing clients in front of Romanian and International Courts of Arbitration under the rules of ICC Paris, ICSID, The Court of International Commercial Arbitration from Romania etc.

**EDUCATION** Ilinca Ștefănescu-Goangă holds a Degree in Law from the University of Bucharest and is admitted to the Bucharest Bar and to the Romanian Bar Association.

**LANGUAGES** Romanian, English and French

### RANKINGS



Raluca Petrescu  
Partner



## RALUCA PETRESCU

### Partner

**AREAS OF PRACTICE** Corporate & Commercial, Energy & Natural Resources, International Arbitration, Mergers & Acquisitions, Real Estate

**EXPERTISE** Raluca has been involved in arbitration proceedings before international and domestic courts of arbitration under various rules of arbitration (ICC, ICSID and the Court of International Commercial Arbitration attached to the Chamber of Commerce and Industry of Romania) as well as in complex court proceedings concerning commercial, construction, corporate, energy, privatisation and real estate disputes. Raluca's arbitration and litigation expertise is doubled by a strong knowledge in various fields of law.

Raluca has provided legal advice in a broad range of corporate and commercial matters, mainly associated with foreign direct investments. Furthermore, Raluca's expertise includes real estate acquisition and development, advising some of the largest retailers in relation to the expansion of their network in Romania, as well as on their trading and consumer compliance related issues.

She has also participated in various M&A projects and is skilled in negotiation, drafting and advice on commercial contracts, both domestic and international.

**EDUCATION** Raluca completed a double education in Romanian and French law, with the Faculty of Law, University of Bucharest (Degree in Law and Master's Degree) and the University of Paris 1 Panthéon - Sorbonne, France (Master's Degree in Business Law). She attended the US Legal Methods - Introduction to US Law, Institute for US Law, in Washington. Raluca is a member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian, English and French

### RANKINGS



## **INTERNATIONAL ARBITRATION**

The International Arbitration Practice Group at Popovici Nițu Stoica & Asociații benefits of a dedicated team that has been at the vanguard of Romanian international arbitration within the past decades.

Our lawyers combine the expertise and understanding of the arbitration field with industry knowledge, all senior members having previous extensive experience in commercial matters across the spectrum of major industries.

## **CORPORATE & COMMERCIAL**

We are recognized for our vast corporate and commercial expertise, acting for multinationals and local companies in virtually all types of legal matters, from day-to-day advisory work to large-scale strategic transactions.

We also provide general commercial advice, drafting, negotiation and completion support on a wide variety of domestic and international commercial contracts, including compliance legal services.

## MIHAELA ION

Partner

**AREAS OF PRACTICE** Competition & Antitrust, Data Privacy, Litigation

**EXPERTISE** Mihaela Ion is experienced in antitrust, unfair competition and trade regulations, including in consumer law, merger control proceedings and state aid. She also assists clients in structuring and implementing compliance programmes, providing regular training as external legal counsel on all relevant aspects of competition law. Mihaela is also involved in counseling IT and telecom companies.

Mihaela Ion acts for clients in contentious investigations and appeals. Sources highlight her determination, with one reporting: *"She fights for the clients she represents and clients like her approach"*.

**EDUCATION** Mihaela Ion holds a Degree in Law from the University "Lucian Blaga" of Sibiu and is member of the Romanian Bar Association. Mihaela Ion also holds a Master Degree in Competition from Bucharest Academy for Economic Studies, a Master Degree in International and European Integration from Romanian Diplomatic Institute and a LLM in Business Law from the University "Nicolae Titulescu" of Bucharest. She is Ph.D. Candidate in International Trade Law with Bucharest Academy for Economic Studies, Institute for Doctoral Studies.

**LANGUAGES** Romanian, English and French

### RANKINGS



Mihaela Ion  
Partner

## COMPETITION & ANTITRUST

Our capabilities allow us to provide a full range of competition and antitrust legal services, including: assistance during cartel investigations and sector inquiries; guidance during merger control proceedings; advise on restrictive agreements and abuses of dominant position, as well as antitrust and state aid litigation.

## HEALTHCARE & PHARMACEUTICALS

We have unparalleled experience in these areas, advising hospitals, investors and financiers, pharmaceutical producers and distributors, having been involved in the largest transactions in Romania.

We regularly advise our clients upon construction and authorization of hospitals and other medical clinics and drugstores, acquisitions or sales of hospitals, distribution of medical equipment and medicines, licensing, outsourcing, cooperation and research agreements.



Ioana Şampek  
Partner



## IOANA ŞAMPEK

Partner

**AREAS OF PRACTICE** Corporate & Commercial, Real Estate

**EXPERTISE** Ioana Şampek has extensive experience in real estate, advising on asset acquisitions, concessions, construction and operation, leases and mortgages, real estate joint ventures, forward purchase schemes and leveraging of estates. Ioana is advising the largest real estate investors in Romania on the acquisition and/or development of the majority of the high-profile projects.

**EDUCATION** Ioana Şampek holds a Degree in Law and is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian, English and French

### RANKINGS





## **PROJECT FINANCE/PPP, CONCESSIONS & INFRASTRUCTURE**

Our Project Finance/PPP practice has been acknowledged as one of the market leaders in development and implementation of national projects.

We have also built a considerable body of experience in public private partnerships and concession of utilities, as well as concession projects of water supply public services.

Our expertise covers a broad range of legal services, including: regulatory issues of the concession laws tender documentations, concession contracts and related documents lending schemes and corporate structures fitting concession projects.

## **REAL ESTATE**

Our practice has always stood at the forefront of real estate development, construction and operation in Romania.

We act for developers, investment funds, banks and institutional financiers and various contractors in office and logistics, retail and residential projects. Our attorneys in this practice also handle legal aspects pertaining to real estate construction and operation projects, especially on a broad range of sectors, including industrial, residential, commercial and public.

## IRINA IVANCIU

Partner

**AREAS OF PRACTICE** Corporate & Commercial, Mergers & Acquisitions, Real Estate

**EXPERTISE** Irina Ivanciu has extensive experience in real estate development and acquisition, as well as corporate & commercial matters, advising some of the largest French companies in relation to the expansion of their network in Romania. She is also involved in specific M&A work.

**EDUCATION** Irina Ivanciu completed a double education in Romanian and European law, at the University of Bucharest (Degree in Law) and at Collège Juridique Franco-Roumain d'Etudes Européennes (Université Paris I Panthéon-Sorbonne). She is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian, English and French

### RANKINGS



Irina Ivanciu  
Partner





## CORPORATE & COMMERCIAL

We are recognized for our vast corporate and commercial expertise, acting for multinationals and local companies in virtually all types of legal matters, from day-to-day advisory work to large-scale strategic transactions.

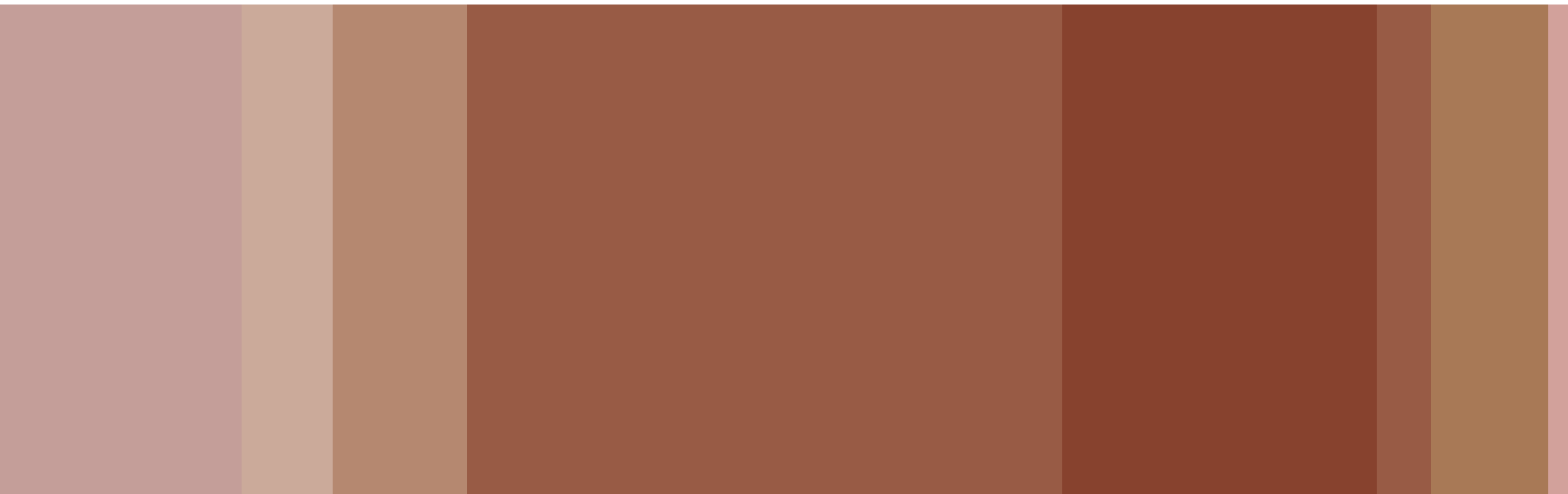
We also provide general commercial advice, drafting, negotiation and completion support on a wide variety of domestic and international commercial contracts, including compliance legal services.

## MERGERS & ACQUISITIONS

The M&A expertise is central to our practice. It brings together and integrates the expertise of other acknowledged practice groups at Popovici Nițu Stoica & Asociații, such as corporate and commercial, capital markets, financing, tax, competition and antitrust, environment and litigation.

We act in public and private company mergers and acquisitions within the entire range of industries, corporate restructuring schemes and divestiture transactions, fund establishment and investment programs, private equity funded acquisitions, MBOs, MBIs, exit strategies and other takeovers.

Our attorneys have been involved in most of major privatization projects conducted in Romania to date, assisting to unique privatizations in fields like aviation, shipping, heavy industry, energy, transportation, banking and telecommunications.



**Camelia Pătrașcu**  
Partner



## **CAMELIA PĂTRAȘCU**

**Partner**

**AREAS OF PRACTICE** Litigation, Real Estate, Public Procurement, Competition & Antitrust, Corporate & Commercial

**EXPERTISE** Camelia Pătrașcu's practice is centered on dispute resolution, with special focus on real estate construction and infrastructure litigation.

Camelia is a specialist in contentious public procurement matters advising and representing bidders' interests within all stages of public contracts' award and implementation.

She is also covering a wide range of FDI, antitrust and competition matters within administrative and judicial proceedings.

Camelia Patrascu has broad experience in general corporate and commercial matters.

**EDUCATION** Camelia Pătrașcu holds a Degree in Law from the University of Bucharest and is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian, English and French

## LITIGATION

Our litigation team has wide experience in a whole spectrum of commercial and civil disputes. Our lawyers combine the expertise and understanding of the dispute resolution field with industry knowledge, all senior members having extensive experience in various fields of law covering virtually the whole spectrum of sector/industries.

Our practice includes legal assistance and representation in: complex commercial and corporate disputes; debt recovery procedures in pre-litigation and enforcement phases; civil claims; administrative and tax disputes; reorganization and bankruptcy proceedings; recognition and enforcement of foreign judgments.

## REAL ESTATE

Our practice has always stood at the forefront of real estate development, construction and operation in Romania.

We act for developers, investment funds, banks and institutional financiers and various contractors in office and logistics, retail and residential projects. Our attorneys in this practice also handle legal aspects pertaining to real estate construction and operation projects, especially on a broad range of sectors, including industrial, residential, commercial and public.

Raluca Rusu  
Tax Partner



## RALUCA RUSU

### Tax Partner

#### AREAS OF PRACTICE Tax

**EXPERTISE** Raluca provides structuring and transactional direct and indirect tax advice on the full range of corporate activities, including tax structuring and efficiency projects, M&A, joint ventures, transaction tax advisory, tax due diligences and reviews, for clients acting in various industries.

Raluca is specialised in VAT. She has been involved in several EU Accession projects and has served as a trainer for EU accession and VAT Package 2010 seminars. Specific VAT projects also include VAT advisory, optimization solutions for chain transactions, tax reviews and due diligences, representation of the clients before the Romanian tax authorities and customized VAT trainings.

She is also a frequent speaker at conferences and regularly joining the working groups assisting the Ministry of Finance on the amendment of the Fiscal Code.

**EDUCATION** Raluca holds a Bachelor's degree in Economics from the University Babes-Bolyai of Cluj-Napoca. Raluca is a member of the Romanian Tax Advisors' Chamber and of the International Fiscal Association.

**LANGUAGES** Romanian, English and German

#### RANKINGS



## TAX

At Popovici Nițu Stoica & Asociații, we are offering comprehensive tax advice, covering fiscal, legal and financial aspects.

To achieve this, our teams always comprise attorneys and certified tax advisors working together to provide state-of-the-art integrated legal and tax advice.

Our tax team is jointly headed by Raluca Rusu, certified tax advisor and Partner with PNSA Tax SRL, and Alexandru Ambrozie, Partner with Popovici Nitu Stoica & Asociații Law Firm, ensuring together the most appropriate combination of legal, fiscal and financial background.

*"We provide guidance and integrated tax and legal counseling to help you make smart decisions."*

Due to this approach we are able to provide stand-alone tax advice on the full range of tax issues, but at the same time, together with our attorneys from the other practice groups, we provide a team and tailored approach.

Our counsel includes matters pertaining to: business tax structuring, M&A due diligence and structuring, corporate and international tax planning involving Romanian and foreign entities, VAT and excise duties, customs law advice, global expatriate services, representation in front of Romanian fiscal authorities and assistance during disputes involving such authorities, tax litigation.

MORE  
THAN  
JUST  
EXPERTISE™

## Managing Associates



**LAURA AMBROZIE**  
Managing Associate

**AREAS OF PRACTICE** Competition & Antitrust, Healthcare & Pharmaceuticals, Mergers & Acquisitions

**EXPERTISE** Laura Ambrozie specializes in competition matters, including merger control, antitrust, unfair competition and trading policies. She is also dealing with M&A, corporate and commercial matters.

**EDUCATION** Laura Ambrozie holds a Degree in Law from the University of Bucharest and is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian, English and French

### RANKINGS





**VLAD AMBROZIE**  
Managing Associate

**AREAS OF PRACTICE** Corporate & Commercial, Mergers & Acquisitions, Real Estate

**EXPERTISE** Vlad Ambrozie's expertise is focused on real estate development and project finance. His practice also covers specific M&A work.

**EDUCATION** Vlad Ambrozie holds a Degree in Law from the University of Bucharest and is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian and English

**RANKINGS**



**RANKINGS**



**IOANA CAZACU**  
Managing Associate

**AREAS OF PRACTICE** Corporate & Commercial, Employment & Pensions, Energy & Natural Resources, Insurance

**EXPERTISE** Ioana Cazacu's expertise focuses on employment issues such as individual labour relations, industrial relations and collective negotiations, restructurings, transfer of undertakings, settlement of employment disputes as well as employment law compliance advice. She is also experienced in mergers & acquisitions and regulatory issues in the insurance and private pensions area.

**EDUCATION** Ioana Cazacu holds a Degree in Law from the University "Titu Maiorescu" of Bucharest and a Licence en Droit from the University of Orléans, Faculty of Law, Economics and Management. She also holds a Postgraduate Certificate and Postgraduate Diploma and an LL.M. in International Business Law from the University of London. Ioana Cazacu is member of the Bucharest Bar and of the Romanian Bar Association, as well as member of the European Employment Lawyers Association.

**LANGUAGES** Romanian, English and French



**JUSTIN ANGHEL**  
Managing Associate

**AREAS OF PRACTICE** Corporate & Commercial, Energy & Natural Resources, Litigation, Telecommunications, Media & Technology

**EXPERTISE** Justin Anghel has significant experience in litigation, especially in the energy and telecommunications sector, including commercial litigation. He is also involved in corporate and shareholders matters.

Justin combines the lawyering practice with academic activity, being a teaching assistant both at the Faculty of Law, University of Bucharest, where he teaches civil procedure, and Sorbonne Paris 1, where he teaches French corporate law (droit des sociétés) in Bucharest.

**EDUCATION** Justin Anghel completed a double education in Romanian and European law, at the University of Bucharest and at Collège Juridique Franco-Roumain d'Etudes Européennes (Université Paris I Panthéon-Sorbonne). He also holds a LL.M in Private Law from the University of Bucharest and is currently a PhD student in civil procedure law at the same university. Justin is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian, English and French



**BIANCA CHIURTU**  
Managing Associate

**AREAS OF PRACTICE** Litigation, Tax

**EXPERTISE** Bianca Chiurtu's practice is focused on tax and administrative disputes.

Bianca has extensive experience in a diverse range of tax disputes concerning transfer pricing and multinational companies related tax matters, substance and business purpose, VAT and corporate tax.

Bianca has also a broad experience in environmental disputes, dealing with cleanup or toxic tort or with debris storage proceedings.

**EDUCATION** Bianca Chiurtu holds a Degree in Law from the University of Bucharest and a Degree in Political Sciences from the National School of Political and Administrative Studies. She also holds a LL.M in Tax Law from the University of Bucharest. Bianca is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian, English and French

**RANKINGS**



**CAMELIA CONSTANTIN**  
Managing Associate

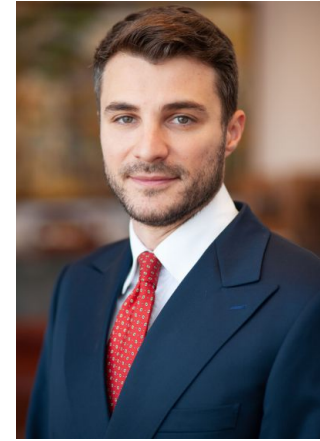
**AREAS OF PRACTICE** Corporate & Commercial, Environmental Compliance, Intellectual Property, Telecommunications, Media & Technology

**EXPERTISE** Camelia Constantin's practice covers legal assistance during asset acquisitions, including sale and purchase agreements, concessions, leases and mortgages. She also provides general commercial advice, including drafting, negotiation and completion support of sale of goods, financial and operational leasing and other commercial contracts.

**EDUCATION** Camelia Constantin holds a Degree in Law from the University of Bucharest, is member of the Bucharest Bar and of the Romanian Bar Association and IP counselor within Romanian Patents and Trademarks Office (OSIM).

Camelia also holds a LL.M in labour law & social security from the University of Bucharest and a Master Degree in International and European Integration from Romanian Diplomatic Institute.

**LANGUAGES** Romanian, English and French



**SORIN DINCĂ**  
Managing Associate

**AREAS OF PRACTICE** Corporate & Commercial, Intellectual Property, Litigation, Project Finance/PPP, Concessions & Infrastructure, Real Estate

**EXPERTISE** Sorin Dincă has extensive experience in litigation, with a special emphasis on proprietary rights dispute resolution. He is also actively involved in corporate and real estate matters.

**EDUCATION** Sorin Dincă holds a Degree in Law from the University of Bucharest and is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian and English





**ELA MARIN**  
Managing Associate

**AREAS OF PRACTICE** Corporate & Commercial, Mergers & Acquisitions, Real Estate

**EXPERTISE** Ela Marin's expertise is mainly focused on real estate issues. She also advises on general corporate and commercial matters and has extensive experience in mergers and acquisitions field. Ela is advising the largest real estate investors in Romania on the acquisition and/or development of the majority of the high-profile projects.

**EDUCATION** Ela Marin holds a Degree in Law and a L.L.M in Contract Law from the University "Babeş-Bolyai" of Cluj and is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian, English and French



**CATINCA MIHALCEA**  
Managing Associate

**AREAS OF PRACTICE** Energy & Natural Resources, International Arbitration, Litigation

**EXPERTISE** Catinca Turenici's practice covers administrative, energy and commercial litigation. She is also dealing with a wide range of corporate law related issues.

**EDUCATION** Catinca Mihalcea holds a Degree in Law from the University of Bucharest and a L.L.M in Private Law from the University of Bucharest. Catinca Mihalcea is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian, English and German



**IOANA NĂSTASE**  
Senior Tax Manager

**AREAS OF PRACTICE** Tax

**EXPERTISE** Ioana Năstase's practice is focused on Tax M&A. She is also experienced in corporate and international taxation.

**EDUCATION** Ioana Năstase holds a Degree in Economics from the Academy of Economic Studies Bucharest (Faculty of Finance, Insurance, Banks and Stock Exchange) and a Master Degree in Financial Management and Capital Markets from the Academy of Economic Studies Bucharest. Ioana Năstase is member of the Romanian Tax Advisors' Chamber.

**LANGUAGES** Romanian and English



**ALEXANDRA NICULAE**  
Managing Associate

**AREAS OF PRACTICE** Banking & Finance, Capital Markets, Corporate & Commercial

**EXPERTISE** Alexandra Niculae's practice covers corporate and commercial matters. She is also specialized in banking, capital markets and securities issues.

**EDUCATION** Alexandra Niculae holds a Degree in Law from the University of Bucharest and a LL.M in Judiciary Career from the University of Bucharest. She is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian and English

#### RANKINGS



**DAN PETRACHE**  
Managing Associate

**AREAS OF PRACTICE** Corporate & Commercial, Litigation, Restructuring & Insolvency, Telecommunications, Media & Technology

**EXPERTISE** Dan Petrache's expertise covers litigation, with a special focus on civil, commercial and administrative disputes. He is also dealing with various restructuring and insolvency matters.

**EDUCATION** Dan Petrache completed a double education in Romanian and European law, at the University of Bucharest and at Collège Juridique Franco-Roumain d'Etudes Européennes (Université Paris I Panthéon-Sorbonne). Dan holds a LL. M in International and European Business Law from Collège Juridique Franco-Roumain D'Etudes Européennes (Université Paris I Panthéon-Sorbonne) and a LL. M in International Arbitration from the University of Bucharest. Dan also holds a Ph.D. in Private International Law from the University of Bucharest. Dan Petrache is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian, English and French



**ANA-MARIA POPA**  
Managing Associate

**AREAS OF PRACTICE** Corporate & Commercial, Project Finance/PPP, Concessions & Infrastructure, Real Estate

**EXPERTISE** Ana-Maria Popa's practice covers legal assistance on real estate development and project finance. She is also dealing with corporate and commercial matters.

**EDUCATION** Ana-Maria Popa holds a Degree in Law from the University "Titu Maiorescu" of Bucharest and is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian, English and French



**RĂZVAN ALEXANDRU POPA**  
Managing Associate

**AREAS OF PRACTICE** Litigation, Restructuring & Insolvency, Tax

**EXPERTISE** Răzvan Popa's practice is mainly focused on civil and commercial litigation. He is also dealing with a broad range of corporate matters and insolvency proceedings.

**EDUCATION** Răzvan Popa holds a Degree in Law from the University of Bucharest and is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian and English



**CLAUDIA-ALINA SALOMIA**  
Senior Associate

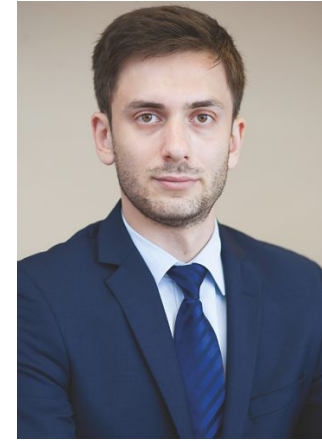
**AREAS OF PRACTICE** Corporate & Commercial, Gambling & Betting, Intellectual Property, Mergers & Acquisitions, Sports Law

**EXPERTISE** Claudia Salomia's practice covers a broad range of corporate & commercial, mergers & acquisitions and intellectual property projects. She is also experienced in compliance/permitting and, generally, regulatory matters.

**EDUCATION** Claudia Salomia holds a Degree in Law from the University of Bucharest and a LL.M in Business Law from the University of Bucharest and is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian, English and French

#### RANKINGS



**ALEXANDRU STAN**  
Managing Associate

**AREAS OF PRACTICE** Corporate & Commercial, International Arbitration

**EXPERTISE** Alexandru Stan's practice is mainly focused on international arbitration and commercial disputes. He is also experienced in a broad range of corporate and commercial matters.

**EDUCATION** Alexandru Stan holds a Degree in Law from The University of Kent, United Kingdom, and is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian and English



**ANA STOENESCU**  
Senior Associate

**AREAS OF PRACTICE** Corporate & Commercial, White Collar Compliance & Defense

**EXPERTISE** Ana Stoenescu's practice is focused on white collar criminal defense, including on internal investigations and anti-bribery compliance. She is also advising on various corporate and commercial matters.

**EDUCATION** Ana Stoenescu holds a Degree in Law from the University of Bucharest. She is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian and English

**RANKINGS**



MORE  
THAN  
JUST  
EXPERTISE™

## Senior Associates



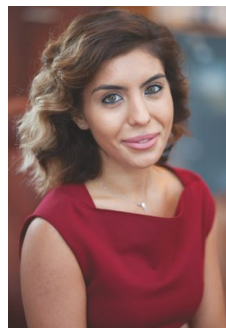
**ANDREEA ASAVEI**  
Senior Associate

**AREAS OF PRACTICE** Employment & Pensions, Energy & Natural Resources, Insurance, Litigation

**EXPERTISE** Andreea Asavei's practice is mainly focused on litigation, being specialized in civil and commercial matters.

**EDUCATION** Andreea Asavei holds a Degree in Law from the Faculty of Law, University of Bucharest and a LL.M in Romanian Private Law from the Faculty of Law, University of Bucharest. Andreea Asavei is a member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian and English



**TEODORA CAZAN**  
Senior Associate

**AREAS OF PRACTICE** Banking & Finance, Capital Markets, Corporate & Commercial, Public Procurement

**EXPERTISE** Teodora Cazan is focused on banking and capital markets; she also covers corporate and commercial matters.

**EDUCATION** Teodora Cazan holds a degree in Law from the University of Bucharest and is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian and English



### **ROXANA CHISCOPI**

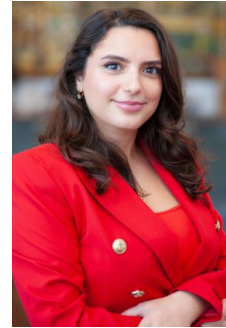
Senior Associate

**AREAS OF PRACTICE** Corporate & Commercial, Environmental Compliance, Telecommunications, Media & Technology

**EXPERTISE** Roxana Chiscop's practice covers corporate & commercial, as well as matters pertaining to environmental law area. She is also specialized in energy and natural resources matters.

**EDUCATION** Roxana Chiscop holds a Degree in Law from the University of Bucharest and is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian, English and French



### **IULIA ROXANA CÎMPEAN**

Senior Associate

**AREAS OF PRACTICE** Corporate & Commercial, Energy & Natural Resources, Litigation, Restructuring & Insolvency

**EXPERTISE** Roxana Cîmpean provides legal assistance in commercial, energy and administrative disputes. She is also dealing with insolvency and fiscal matters.

**EDUCATION** Roxana Cîmpean holds a Degree in Law from University "Babeş-Bolyai" of Cluj-Napoca and is member of the Bucharest Bar.

**LANGUAGES** Romanian, English, French and Spanish



### **VERONICA CULCEA**

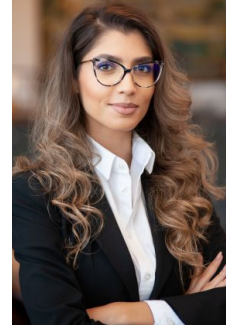
Senior Associate

**AREAS OF PRACTICE** Corporate & Commercial, Real Estate

**EXPERTISE** Veronica Culcea's practice is focused on the operation of the office and industrial/logistics buildings, mainly on the lease, construction and other services contracts for the standing investment projects. She is also advising on real estate development related matters.

**EDUCATION** Veronica Culcea holds a Degree in Law from University of Bucharest and a LL.M in Business Law from the University of Bucharest. Veronica Culcea is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian, English and French



### **MARIA DIMA**

Senior Associate

**AREAS OF PRACTICE** Energy & Natural Resources, Public Procurement, Project Finance/PPP, Concessions & Infrastructure

**EXPERTISE** Maria Dima's practice covers public procurement and concessions matters. She is also dealing with an array of administrative law, public law and European Union law related matters.

**EDUCATION** Maria Dima holds a Degree in Law from the University of Bucharest and a LL.M in Private Law from the University of Bucharest. Maria Dima is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian, English and German



**DIANA DOBRA**  
Senior Associate

**AREAS OF PRACTICE** Corporate & Commercial, Mergers & Acquisitions Project Finance/PPP, Concessions & Infrastructure, Public Procurement

**EXPERTISE** Diana Dobra's practice is focused on public procurement, corporate & commercial, M&A and regulatory matters related to these areas. Diana has already acquired experience and expertise in a wide array of private and public sector matters including Corporate & Commercial, Public Procurement & PPP and White Collar Compliance & Defence by being involved in a broad range of multi-disciplinary projects. She regularly advises and assists clients on matters related to tendering, procurement and project management.

**EDUCATION** Diana Dobra holds a Degree in Law from the University of Bucharest. Diana Dobra is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian and English

#### RANKINGS



**VANESSA NISTOR**  
Senior Associate

**AREAS OF PRACTICE** Competition & Antitrust

**EXPERTISE** Vanessa Nistor specializes in competition matters, including merger control, antitrust, unfair competition and trading policies.

**EDUCATION** Vanessa Nistor holds a Degree in Law from Université Paris I Panthéon-Sorbonne, a LL.M in International Business Law and a LL.M in Intellectual Property, both from Université Paris I Panthéon-Sorbonne. Vanessa Nistor is member of the Bucharest and Paris Bars and of the Romanian and French Bar Associations.

**LANGUAGES** Romanian, English, French and Italian

#### RANKINGS



**IOANA LAZĂR**  
Senior Associate

**AREAS OF PRACTICE** Banking & Finance, Corporate & Commercial, Mergers & Acquisitions

**EXPERTISE** Ioana Lazăr's practice is focused on corporate and commercial matters, as well as on M&A projects. She is also experienced in banking & finance.

**EDUCATION** Ioana Lăzar holds a Degree in Law from the University of Bucharest. Ioana Lazăr is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian, English and Spanish

#### RANKINGS



**MIHAELA PARASCHIV**  
Senior Associate

**AREAS OF PRACTICE** Litigation, Real Estate, Restructuring & Insolvency

**EXPERTISE** Mihaela Paraschiv's expertise is mainly focused on civil and commercial litigations. She also offers legal assistance on regulatory issues and in registering and protecting intellectual property rights.

**EDUCATION** Mihaela Paraschiv holds a Degree in Law from the University of Bucharest and a LL.M in Private and Criminal Law from the University of Bucharest. She is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian, English and French



**ILEANA RADU CERNAT**  
Tax Manager

**AREAS OF PRACTICE** Tax

**EXPERTISE** Ileana Radu Cernat's expertise covers tax due diligences and reviews, M&A and tax advisory. With more than 20 years of experience in tax compliance and advisory, serving clients from numerous industries, she was involved in various tax projects covering tax audit assistance, tax health check and tax compliance.

**EDUCATION** Ileana Radu Cernat holds a Degree in Financial Accounting from Academy of Economic Studies and she is member of the Romanian Tax Advisors' Chamber, Body of Expert and Licensed Accountants of Romania (CECCAR) and Association of Chartered Certified Accountants (ACCA).

**LANGUAGES** Romanian, English and French



**ANDRA VIERIU**  
Senior Associate

**AREAS OF PRACTICE** Banking & Finance, Capital Markets, White Collar Compliance & Defense

**EXPERTISE** Andra Vieriu's practice is focused on white collar criminal defense. She is also being involved in capital markets projects and in a broad range of corporate and commercial matters, mainly associated with corporate governance and regulatory aspects.

**EDUCATION** Andra Vieriu holds a Degree in Law from the University "Alexandru Ioan Cuza" of Iași and a LL.M in Criminal Sciences from the University "Alexandru Ioan Cuza" of Iași. Andra Vieriu is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian, English and French



**BIANCA ȚĂRĂSCU**  
Senior Associate

**AREAS OF PRACTICE** Corporate & Commercial, Employment & Pensions, Energy & Natural Resources, Insurance

**EXPERTISE** Bianca Țărăscu specializes in employment and pensions, with a special focus on individual and collective labour agreements and transfer of undertaking. She is also dealing with corporate & commercial matters.

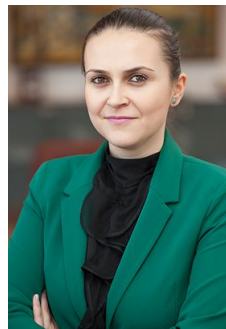
**EDUCATION** Bianca Țărăscu holds a Degree in Law from the University of Bucharest. She is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian and English



MORE  
THAN  
JUST  
EXPERTISE™

## Associates



**ELENA EFTENE**  
Associate

**AREAS OF PRACTICE** Corporate & Commercial, Environmental Compliance, Telecommunications, Media & Technology

**EXPERTISE** Elena Eftene's practice is focused on a whole array of corporate and commercial matters pertaining mainly to formation of businesses and specific permitting and regulatory issues.

**EDUCATION** Elena Eftene holds a Degree in Law from the University of Bucharest and is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian, English and French



**LIVIU GABOR**  
Associate

**AREAS OF PRACTICE** Corporate & Commercial, Litigation, White Collar Compliance & Defense

**EXPERTISE** Liviu Gabor's practice is focused on white collar criminal defense, government investigations and internal corporate investigations. His practice includes assistance and representation both before courts and in pre-trial investigations. He is also experienced in litigation, with a special focus on corporate and commercial disputes.

**EDUCATION** Liviu Gabor holds a Degree in Law from the University "Babeş-Bolyai" of Cluj-Napoca and a LL.M in Business Law from the University of Bucharest. Liviu Gabor is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian and English



**BIANCA MANEA**  
Associate

**AREAS OF PRACTICE** Real Estate, Employment & Pensions, Corporate & Commercial, Litigation

**EXPERTISE** Bianca Manea is mainly focused on civil and commercial litigations. Bianca's practice covers real estate, administrative, employment and commercial matters.

**EDUCATION** Bianca Manea holds a Degree in Law from the Romanian American University of Bucharest. Bianca Manea is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian and English



**BOGDAN PIRVU**  
Associate

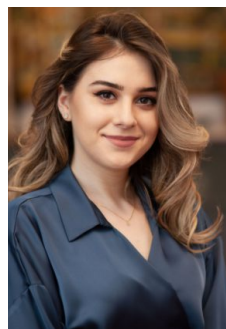
**AREAS OF PRACTICE** Corporate and Commercial, Real Estate

**EXPERTISE** Bogdan Pirvu's practice is focused on various aspects of real estate matters. He is also experienced in corporate and commercial matters.

Bogdan is mainly advising on the acquisition and/or development of industrial & logistics projects.

**EDUCATION** Bogdan Pirvu holds a Degree in Law from the University "Lucian Blaga" of Sibiu and a LL.M in Private Law Institutions from the same university. Bogdan Pirvu is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian and English



**RUXANDRA PASARICA**  
Associate

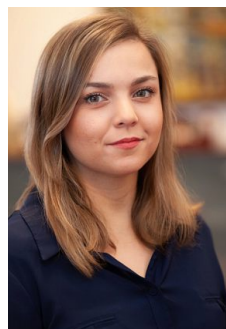
**AREAS OF PRACTICE** Corporate and Commercial, Real Estate

**EXPERTISE** Ruxandra Pasarica provides legal assistance in a wide range of real estate issues. She is also advising on corporate and commercial matters.

Ruxandra is dealing as well with a whole array of public procurement and concessions issues.

**EDUCATION** Ruxandra Pasarica holds a Degree in Law from the University "Alexandru Ioan Cuza" of Iași and a LL.M in Criminal Sciences from the same university. Ruxandra Pasarica is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian and English



**IOANA POPOVICI**  
Associate

**AREAS OF PRACTICE** Competition & Antitrust, Data Privacy

**EXPERTISE** Ioana Popovici specializes in competition matters, including unfair competition, antitrust & compliance issues. She is also specialized in M&A and data privacy matters.

**EDUCATION** Ioana Popovici holds a Degree in Law from Université Paris-Saclay and a LL.M in digital law and intellectual property law from Université Paris-Saclay. Ioana Popovici is member of the Bucharest and Paris Bars and of the Romanian and French Bar Associations.

**LANGUAGES** Romanian, English and French



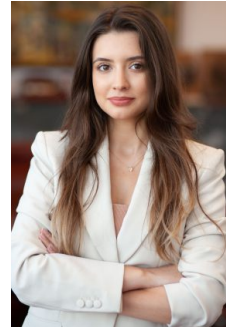
**ALEXANDRA RUFĂ**  
Associate

**AREAS OF PRACTICE** Corporate & Commercial, Project Finance/PPP, Concessions & Infrastructure, Public Procurement

**EXPERTISE** Alexandra Rufă specializes in project finance, public procurement, and concessions issues. She is also actively involved in corporate and commercial matters.

**EDUCATION** Alexandra Rufă holds a Degree in Law from University of Bucharest and is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian and English



**DANIELA NICOLETA SITARU**  
Associate

**AREAS OF PRACTICE** Corporate & Commercial, Mergers & Acquisitions

**EXPERTISE** Daniela Sitaru's practice is focused on M&A projects. She is also advising on corporate and commercial matters.

**EDUCATION** Daniela Sitaru holds a Degree in Law and a LL.M in Judicial Career from the University of Bucharest. Daniela Sitaru is member of the Bucharest Bar.

**LANGUAGES** Romanian and English



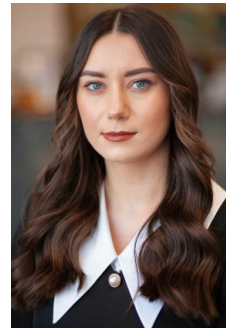
**CRINA LOREDANA STAN**  
Associate

**AREAS OF PRACTICE** Banking & Finance, Corporate & Commercial, Mergers & Acquisitions

**EXPERTISE** Crina Stan's practice covers corporate and commercial matters, as well as M&A projects. She is also experienced in banking & finance.

**EDUCATION** Crina Stan holds a Degree in Law and a LL.M. in Business Law from the University of Bucharest. Crina Stan is member of the Bucharest Bar.

**LANGUAGES** Romanian, English and French



**DIANA TOMA**  
Associate

**AREAS OF PRACTICE** Corporate & Commercial, Mergers & Acquisitions, Real Estate

**EXPERTISE** Diana Toma's practice is focused on M&A projects, as well as on corporate & commercial matters. She is also advising on real estate development related issues.

**EDUCATION** Diana Toma holds a Degree in Law from the University of Bucharest, and also a Degree in Economics from The Bucharest Economic Studies Academy and a Master's Degree in Corporate Finance at the same university. Diana Toma is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian and English



## **ALEXIA-CLAUDIA TROFIN**

**Associate**

**AREAS OF PRACTICE** Corporate & Commercial, Mergers & Acquisitions

**EXPERTISE** Alexia-Claudia Trofin provides legal assistance in a broad range of corporate and commercial matters. Her practice also includes assistance in Mergers & Acquisitions projects.

**EDUCATION** Alexia-Claudia Trofin holds a Degree in Law from University of Bucharest.

Alexia-Claudia Trofin is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian and English

MORE  
THAN  
JUST  
EXPERTISE™

## Counsels



**LUANA DRAGOMIRESCU**  
Counsel

**AREAS OF PRACTICE** Data Privacy, Energy & Natural Resources

**EXPERTISE** Luana Dragomirescu specializes in data privacy since 2007, covering all aspects relating to data protection regulations and the protection of personal privacy. She is regularly involved in compliance projects, data security and response procedures in case of data security breaches, supervisory authority investigations, also advising on data protection issues associated with corporate transactions and transfer of personal data in business transfers.

Luana fulfills an external DPO role, appointed under Regulation (EU) 2016/679, for players in agriculture, trading and port operation fields.

Luana is also experienced in Energy and M&A/Corporate projects.

**EDUCATION** Luana Dragomirescu holds a Degree in Law from the University of Bucharest and is member of the Bucharest Bar and of the Romanian Bar Association. She holds several certifications from the International Board for IT Governance Qualifications (GDPR Foundation, GDPR Practitioner, Certified DPO).

**LANGUAGES** Romanian, English and French



**ADRIAN NICA**  
Counsel

**AREAS OF PRACTICE** Litigation, Real Estate, Project Finance/PPP, Concessions & Infrastructure

**EXPERTISE** Adrian Nica has a broad experience in high-profile real estate claims in front of all courts, administrative authorities and jurisdictional panels, being widely recognized as a leading expert in property matters, including restitution of real estate assets seized by the communist regime.

Adrian Nica has worked for decades in landmark public to private assignments, concessions, procurements, as well master urbanization and zoning projects, infrastructure works and large-scale construction contracts.

He is also experienced in white collar investigations and restructuring and insolvency proceedings.

**EDUCATION** Adrian Nica holds a Degree in Law from the University of Bucharest. Adrian Nica is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian



**RAMONA PENTILESCU**  
Counsel

**AREAS OF PRACTICE** Energy & Natural Resources, Environmental Compliance, Project Finance/PPP, Concessions & Infrastructure, Public Procurement

**EXPERTISE** Ramona Pentilescu has wide experience in project finance, public procurement and commercial contracts issues. She is also dealing with a whole array of corporate and commercial matters.

**EDUCATION** Ramona Pentilescu holds a Degree in Law from the Romanian American University of Bucharest and a LL.M in Private Law from the University of Bucharest. Ramona is admitted to the Bucharest Bar and to the Romanian Bar Association.

**LANGUAGES** Romanian, English, French and Spanish

**RANKINGS**





**MIHAELA POHACI**  
Counsel

**AREAS OF PRACTICE** Tax

**EXPERTISE** Mihaela Pohaci is one of the most experienced Romanian certified tax advisors, with more than 25 years of tax consultancy, out of which 15 years in Big Four.

Mihaela provides assistance and advice to multinational companies on a wide range of tax and business matters, covering international tax planning, location of shareholders & capitalization of the Romanian entities, withholding taxes, cross-border and domestic financing and leasing transactions.

Mihaela has also extensive experience in mergers and acquisitions, in spin offs & other business transformations from various industries (e.g. energy, pharma, financing, real estate, IT & telecommunication, manufacturing). She advises clients in relation to joint ventures projects in infrastructure, airports construction/operation and power stations refurbishment.

Mihaela is a member of the Romanian Tax Advisors Chamber and International Fiscal Association. She is also a frequent speaker at conferences and regularly joining the working groups assisting the Ministry of Finance on the amendment of the Fiscal Code.

**EDUCATION** Mihaela Pohaci holds a Degree in Economics from the Academy of Economic Studies of Bucharest. She attended International Tax Academy courses with IBFD.

**LANGUAGES** Romanian and English



**MIHAELA VRABIE**  
Counsel

**AREAS OF PRACTICE** Data Privacy, Litigation, Tax

**EXPERTISE** Mihaela Vrabie's expertise is focused on tax and administrative disputes.

Mihaela has extensive experience in a diverse range of tax disputes concerning transfer pricing and multinational companies related tax matters, substance and business purpose, VAT and corporate tax.

She is also dealing with a wide range of public law and European Union law related matters.

**EDUCATION** Mihaela Vrabie holds a Degree in Law and a Ph.D. in European Law from the University of Bucharest. Mihaela Vrabie is member of the Bucharest Bar and of the Romanian Bar Association.

**LANGUAGES** Romanian, English and French

**RANKINGS**



## Contacts

**Address:** 239 Calea Dorobanți, 6<sup>th</sup> floor  
Bucharest, 1<sup>st</sup> District  
Postal Code 010567, Romania

**Telephone:** (0040) 21 317 79 19

**Fax:** (0040) 21 317 85 00 / 317 75 05

**E-mail:** office@pnsa.ro

[www.pnsa.ro](http://www.pnsa.ro)

## How to find us





**POPOVICI NIȚU  
STOICA & ASOCIAȚII**  
A t t o r n e y s a t L a w

[www.pnsa.ro](http://www.pnsa.ro)

239 Calea Dorobanți, 6<sup>th</sup> Floor, 1<sup>st</sup> District, 010567 Bucharest, Romania  
Tel: (0040) 21 317 79 19, Fax: (0040) 21 317 85 00 / 317 75 05  
E-mail: [office@pnsa.ro](mailto:office@pnsa.ro) <http://www.pnsa.ro>