

REVIEWS

LEGALINDUSTRY

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ROMANIA

On **LEGAL MANAGEMENT**

**Popovici Nițu Stoica
& Asociații's**

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InHouse Practice

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Carrefour**

states how In-house counsel adds valuable input, ensuring legal protection and smooth integration

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CZECH REPUBLIC



CMS
law · tax · future

INTERNATIONAL DESK

POLAND



(DESDE 1994)

MIJARES

30 ANIVERSARIO

INTERNATIONAL DESK

MEXICO



INHOUSE



Lexters



Wolf Theiss



LEGAL MANAGEMENT

“The Romanian energy sector is undergoing significant transformation, driven by sustainability and security goals, alignment with European Union directives, and the need for modernization.”

Florian Nițu

Florian Nițu is the Managing Partner and Head of Corporate M&A, Real Estate, and International Arbitration Practices.

Florian is largely recognized as one of the most experienced transactional lawyers and claim managers in the Romanian legal services market.

He holds a significant expertise in arbitration proceedings before domestic and international courts under the rules of ICC Paris, ICSID, the Court of International Commercial Arbitration pertaining to the Chamber of Commerce of Romania.

For more than a decade he has been constantly ranked as a leading lawyer in Romania in the areas of Mergers and Acquisitions and Real Estate Practices with international legal directories and other professional or industry surveys.

Popovici Nițu Stoica & Asociații has been recognized as a leading transactional law firm in Romania, with significant involvement in major M&A transactions across various industries, including energy, healthcare, retail, IT, financial services, telecoms, and real estate. Could you share the key strategies that have contributed to your firm's success in these sectors, and how you maintain a competitive edge in such a dynamic market?

PNSA is an independent law firm, traditionally focused on the private sector, which has developed in post-communist Romania since the early 1990s as a result of increased foreign investment.

Our model is built on assembling a team of highly educated lawyers, operating to western standards, but intimately familiar with the

local market and able to navigate through an economy that continues to transition from state control to free markets.

From the outset, our founders brought international experience to Romanian legal practice through having worked at western law firms in London or Paris.

Maintaining warm relations with law firms abroad has been a consistent feature of our approach for three decades.

Around 30 international firms currently maintain a cooperation relation with PNSA.

Beyond legal, PNSA has maintained close links to leading professional services firms in other advisory sectors, such as investment banking, asset management and consultancy firms at large.

The legal industry is experiencing rapid technological advancements, particularly with the integration of artificial intelligence in legal processes. How is Popovici Nițu Stoica & Asociații adapting to these changes, and what role do you envision technology playing in the future of legal services?

The Firm uses MS 365 Copilot, so Copilot is an assistant that we use by default. We also

have experience with Co Counsel and Clio Duo. Nevertheless, we have not yet generalized any such tools in the Firm. We do not encourage the use of ChatGPT or other similar assistants, although Grok for example in our in-house testing proved surprisingly "knowledgeable" in Romanian law, with notable results on deep Romanian legal issues. We will most likely adopt two separate tools for Projects & Transactions (due diligence mainly) and Litigation, Arbitration & Compliance respectively.

Given your firm's extensive experience in energy and natural resources, what trends do you foresee in the Romanian energy sector, and how is your firm positioning itself to address the evolving legal needs of clients in this industry?

The Romanian energy sector is undergoing significant transformation, driven by sustainability and security goals, alignment with European Union directives, and the need for modernization.

Romania takes significant steps to accommodate trends such as: **i)** Renewable Energy Expansion; **ii)** Energy Infrastructure Modernization; **iii)** Energy Security and Market Liberalization; **iv)** Sustainability



and Decarbonization; and v) Challenges in Regulatory Stability.

To address the evolving legal needs in this dynamic landscape, we at PNSA are focusing on key aspects, such as supporting renewable energy projects through legal frameworks; assisting in infrastructure modernization and smart grid implementation; as well as providing guidance on environmental laws and sustainability initiatives.

As a leader in the legal field, what initiatives has Popovici Nițu Stoica & Asociații implemented to promote diversity and inclusion within the firm, and how do these initiatives impact your organizational culture and client relationships?

Compared to other law firms in Romania, we have an advanced knowledge management program and have invested a lot in legal education. Some examples:

- Funding the cost for LL.Ms, MBAs and other programs covering procurement, data privacy, environmental compliance, and financial instruments, in London, Vienna, Amsterdam and Stockholm for four senior lawyers.
- An annual legal seminar program (certified by the Romanian bar association for career development purposes) for all lawyers in the firm.
- Professional and practical skills courses for all lawyers in the firm; led by our management committee, topics cover drafting, negotiation, client service, professional standards, confidentiality, and leadership.
- Student summer programs; every year we accept 15-20 students for one-to-two-month paid internships, the best ones becoming part of our team. We recruit most of our young lawyers via this route.



An Early Forecast on Romania's Public Procurement for 2025

Romania's public procurement landscape is currently under reconstruction, influenced by key reforms and strategies initiated since 2022, consolidated under the National Strategy for Public Procurement for 2023 – 2027 ('the Strategy'), but also by a complex economic and political context.

Pending full implementation of the Strategy and under a yet unstable economic context, the main foreseeable trends being:

• Full Speed on Large Infrastructure Projects

Romania faces a challenging economic context, with the public deficit expected to reach 7.7% of GDP, exceeding the government's target. This fiscal situation pressures public investments to rise from 6.7% to 7.8% of GDP, primarily aimed at absorbing EU funds for major infrastructure projects. This fiscal planning in connection to Romania's lowering position in EU rankings for National Resilience Fund instalments emphasizes a focus on large-scale infrastructure in 2025.

• Access to Public Procurement Procedures

The effects of the Kolin Ruling passed by the CJEU in Case C-652/22 – and discussed in our previous article - are yet to be officially debated in Romania, although, the compatibility of national legislation with EU law, in what concerns the scope of the exclusion from public tenders of third party operators, as well as the exclusion itself, is under question.

The upcoming ruling in the CRRC Qingdao Sifang Case 266/22, expected to be delivered in March 2025, may resolve this matter with potential effects on the current market structure, especially in what concerns third countries operators' participation in public procurement in Romania.

• Digitisation, Digitisation, Digitisation

Significant progress has been made in digitising the public procurement portal (SEAP), integrating it with other relevant national databases as of January 2025. Upcoming functionalities like electronic forms for bid evaluation and electronic contracts will be implemented in early 2025, expected to streamline processes for authorities and bidders while enhancing transparency.

This digitisation major upgrade may bridge the gap between delays in professionalisation of public procurement personnel and the need to ensure better public procurement processes.

• Public-private Partnerships – Still Pending

Public-private partnerships are still under the authorities focus, with new guidelines and legal amendments



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adopted in 2024, showing potential for certain developments in 2025. Despite previous interest yielding limited results, an improvement in administrative capacity is visible, with the authorities showing a better theoretical understanding of such projects.

• Increased Focus on Green Procurement

Green public procurement (GPP) is expected to remain in focus. In this respect, The National Agency for Public Procurement has already introduced regulations with ecological criteria for various products and A National Green Public Procurement Plan for 2024-2030 has been released for consultation, seeking to achieve at least 30% GPP by 2027. While these goals are optimistic, the first effects may be expected, on a fast-forward pace, even in 2025 – as GPP is still underutilised by comparison to EU goals.

Overall, Romania's public procurement in 2025 may see regulatory evolution, technological integration, and GPP increase, all to be implemented at a pace matching the need to recover delays in absorbing EU funds. While administrative capacity is still lagging, enhanced digitisation may bridge the gap by improving data utilization, procurement processes, and transparency, essential for accelerating European fund absorption.



About the Firm



By clicking this button, you will unveil the Law Firm's history, success, biggest achievements, and more in an especially produced video.
Welcome to the *Popovici Nițu Stoica & Asociații* experience.



In the Firm

• Project 35/35

Through the 35/35 **Project**, our goal was to provide both public recognition and a platform to promote talented young Romanian artists whose work has not yet received sufficient visibility or whose voices have yet to fully emerge.

See Project 35/35 Art Catalogue [HERE](#).

The association *Cred în România*, by its programme *Catalyst of Beginnings*, upheld by a body of outstanding personalities from the Romanian cultural and artistic sphere, brings to the fore young Romanian artists of under 35, undergraduates or graduates of faculties of arts from across Romania. A selection of works, chosen from over 300 submissions nationwide, were exhibited in late 2024 by the Bucharest Municipality Cultural Center – ARCUB.

Popovici Nițu Stoica & Asociații is a proud and steady contributor to such projects, as a worthy means of expressing its organisational values, as part of its mission within the community.

For three decades, **Popovici Nițu Stoica & Asociații** has actively and consistently promoted Romanian contemporary art, by backing collective or individual undertakings, commissioning a significant number of works, helping in various ways the art market to become truly professional. Read more [HERE](#).

• PNSA Lawyers Highly Recommended by IFLR1000 2024

Popovici Nițu Stoica & Asociații is pleased to report that the UK legal directory **IFLR1000** has individually recommended 12 PNSA lawyers in different practices, following client feedback and peer recommendations during IFLR1000's research process. Read more [HERE](#).

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PNSA Successfully Advises Banque Banorient on Financing for Victoria Center Acquisition

PNSA has provided expert legal counsel to its long-time client, Banque Banorient France SA Romania Branch, on the financing for Solida Capital's acquisition of the Victoria Center office building, located on Bucharest's iconic Calea Victoriei.

The PNSA team guiding the transaction was led by Alexandru Ambrozie, Partner in Banking & Finance, with support from Florian Nițu (Managing Partner), Ana Maria Popa (Managing Associate) from the Real Estate group, and Ioana Lazar (Senior Associate), Andra Vieriu (Senior Associate), and Crina Loredana Stan (Associate) from Banking & Finance. The Dispute Resolution team was represented by Catinca Mihalcea (Managing Associate).

PNSA provided comprehensive advice to Banque Banorient throughout the entire process, from initial discussions on structuring and financing the deal to negotiating transaction documents and preparing for the signing and closing.

Banque Banorient has been a valued client of PNSA since 2006 when the firm assisted in establishing the Romanian branch. This long-standing partnership underscores PNSA's expertise and commitment to delivering quality legal solutions for its clients.

Source: [Popovici Nitu Stoica i Asociatii](#).

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