



**CFA Society  
Romania**

# **CFA ROMANIA CATALOGUE**



CFA Institute is a global association of **investment professionals**, founded in 1947, with more than 135,000 members.

Our mission is to **lead the investment profession** globally by promoting the highest standards of ethics, education, and professional excellence for the ultimate benefit of society.

The organization offers

- » the Chartered Financial Analyst designation,
- » the Certificate in Investment Performance Measurement designation,
- » and the Claritas Investment Certificate.



EDUCATED,  
ETHICAL  
INVESTMENT  
PROFESSIONALS



FINANCIAL  
MARKETS THAT  
REFLECT CFA  
INSTITUTE  
BELIEFS



GLOBAL FINANCIAL  
MARKETS THAT  
SERVE THE PUBLIC  
INTEREST

## MEMBERS

**170**

ROMANIA

**26,644**

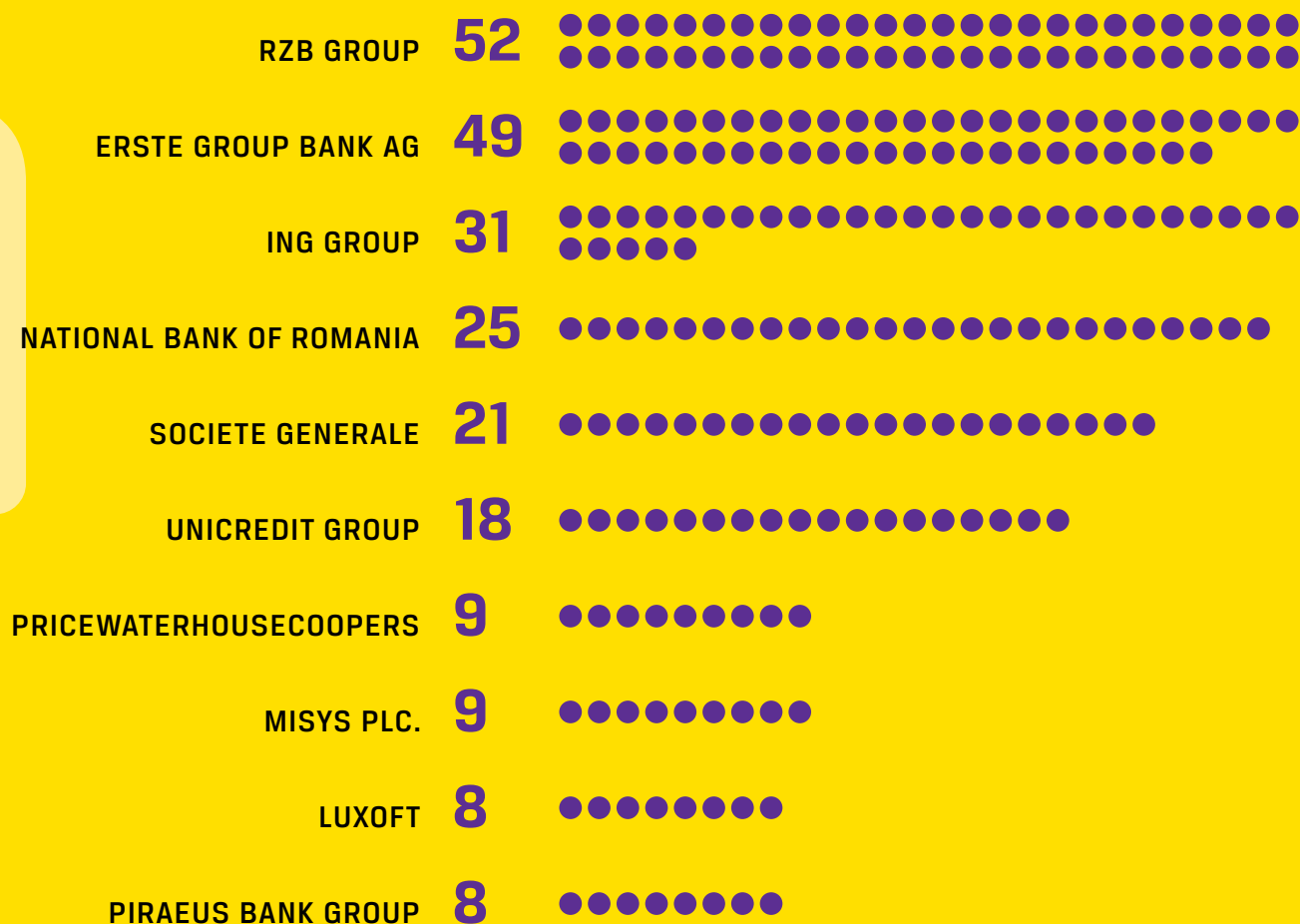
EMEA

**>135,000**

GLOBAL

# TOP EMPLOYERS

CFA MEMBERS, CFA & CLARITAS CANDIDATES



# CFA ROMANIA MEMBERS

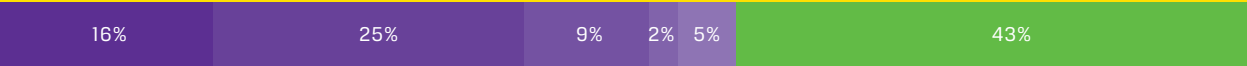
## DEMOGRAPHICS

### JOB FUNCTION

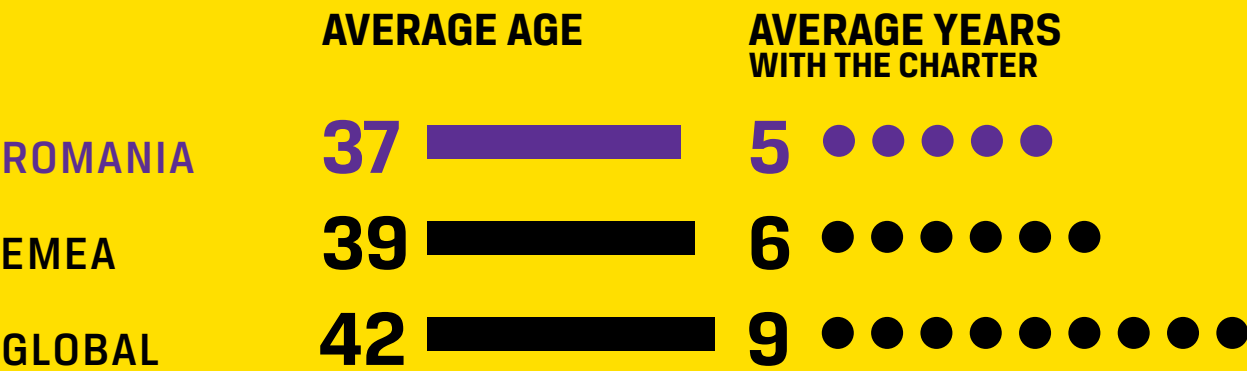


PORTFOLIO MANAGER RESEARCH ANALYST CHIEF-LEVEL EXECUTIVE CONSULTANT RISK MANAGER  
RELATIONSHIP MANAGER FINANCIAL ADVISOR CORPORATE FINANCIAL ANALYST OTHER

### PRIMARY INVESTMENT PRACTICE



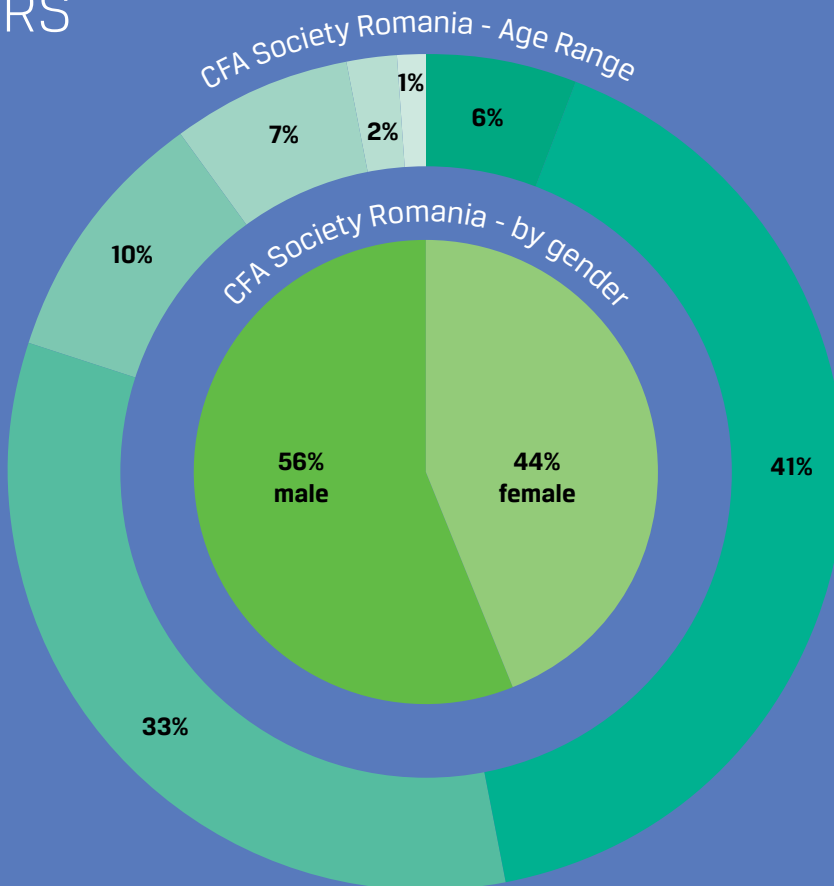
EQUITIES FIXED INCOME PRIVATE EQUITY DERIVATIVES REAL ESTATE OTHER



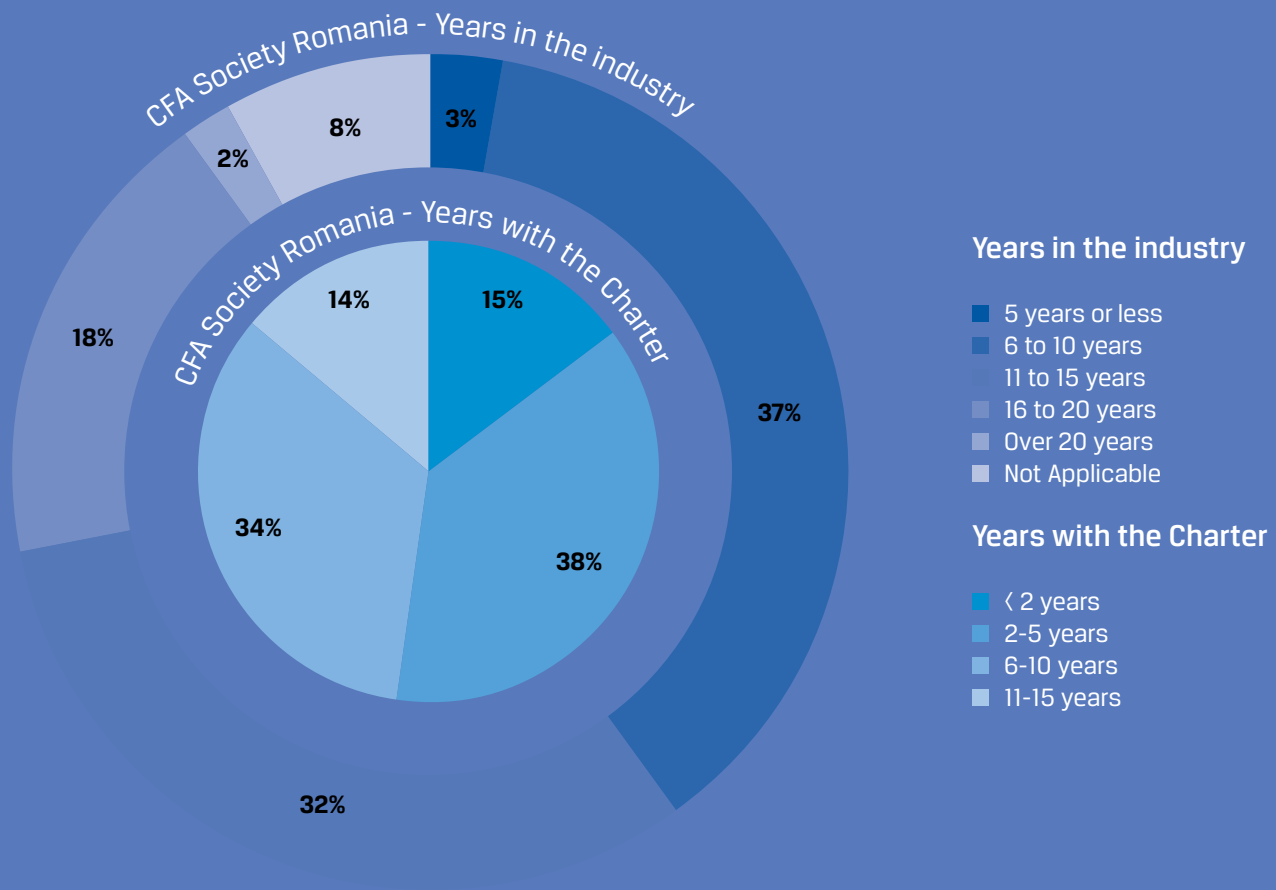
# STATISTICS ABOUT CFA SOCIETY ROMANIA CHARTERHOLDERS

## Age Range

- 26-30
- 31-35
- 36-40
- 41-45
- 46-50
- 51-55
- 56-60



CFA Society Romania has the most balanced gender representation among all local CFA Societies with the highest percentage of female Charterholders.



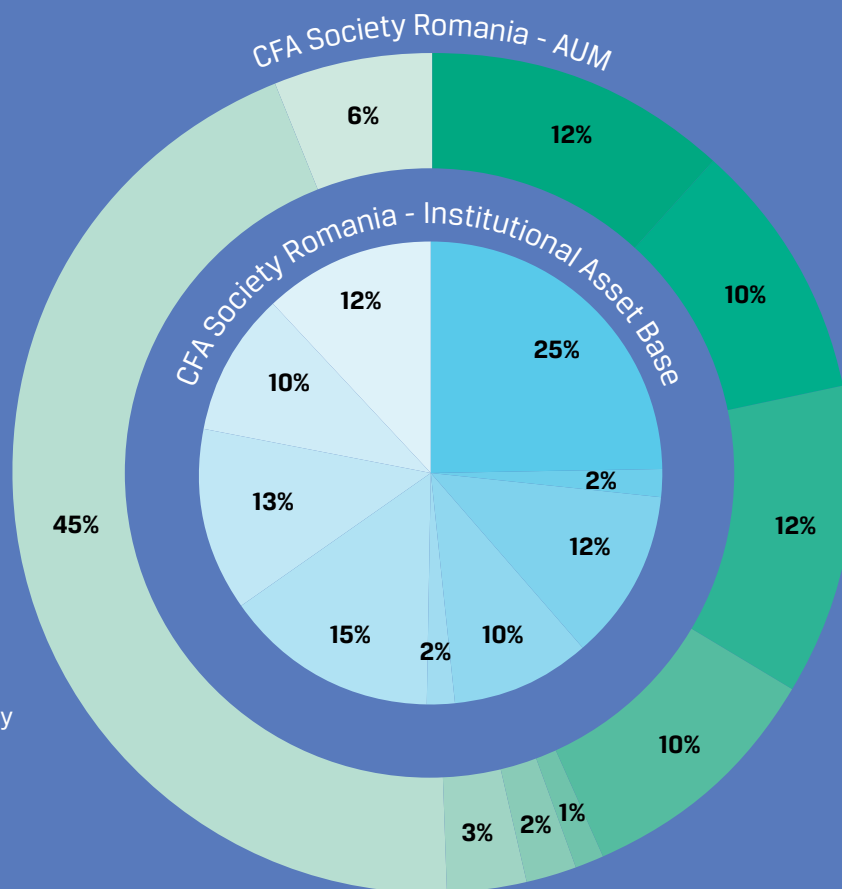
CFA Society Romania Charterholders have at least 6 years of relevant experience within the financial industry.

## AUM

- < 250 million
- 250 million < 1 billion
- 1 billion < 5 billion
- 5 billion < 20 billion
- 20 billion < 50 billion
- 50 billion < 250 billion
- > 250 billion
- Not Applicable
- Prefer not to answer

## Institutional Asset Base

- Bank/Investment Bank
- External Corporations
- Government/Municipal Entity
- Insurance Company
- Internal Corporate/Proprietary
- Mutual Fund/Investment Company
- Other
- Pension Fund
- Private Equity Fund



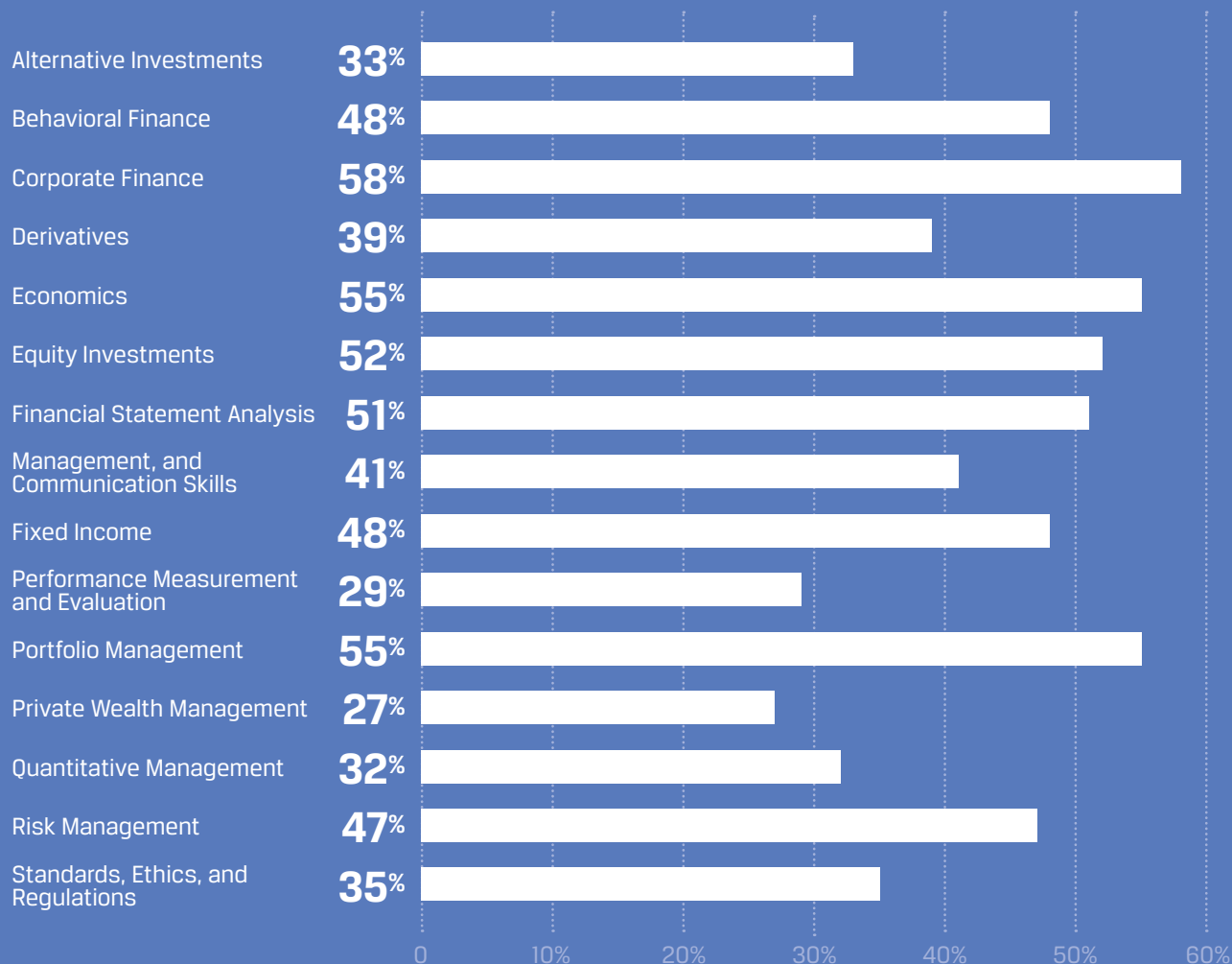
## PRIMARY ASSET BASE



Half of the CFA Society Romania Charterholders are involved in managing assets of over RON 250millions.



# AREAS OF INTEREST



CFA Society Romania Charterholders are active in various areas of interest for the investment industry and contribute to the quality and improvement in critical aspects such as risk management practices, leadership, communication and SER.

# CFA INSTITUTE MEMBERSHIP



**77%**  
PAYING  
SOCIETY DUES  
THEMSELVES

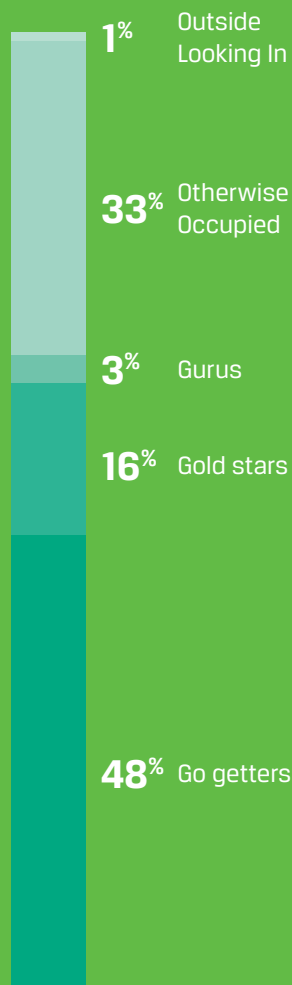


**56%**  
PAYING  
REGISTRATION  
FEES  
THEMSELVES



**91%**  
EMPLOYED  
CANDIDATES  
WHOSE  
EMPLOYER IS  
AWARE OF THE  
CFA PROGRAM

## MEMBERS SEGMENTS



## EMPLOYMENT STATUS



# CANDIDATES AND MEMBERS



# CFA INSTITUTE GLOBAL MEMBERSHIP

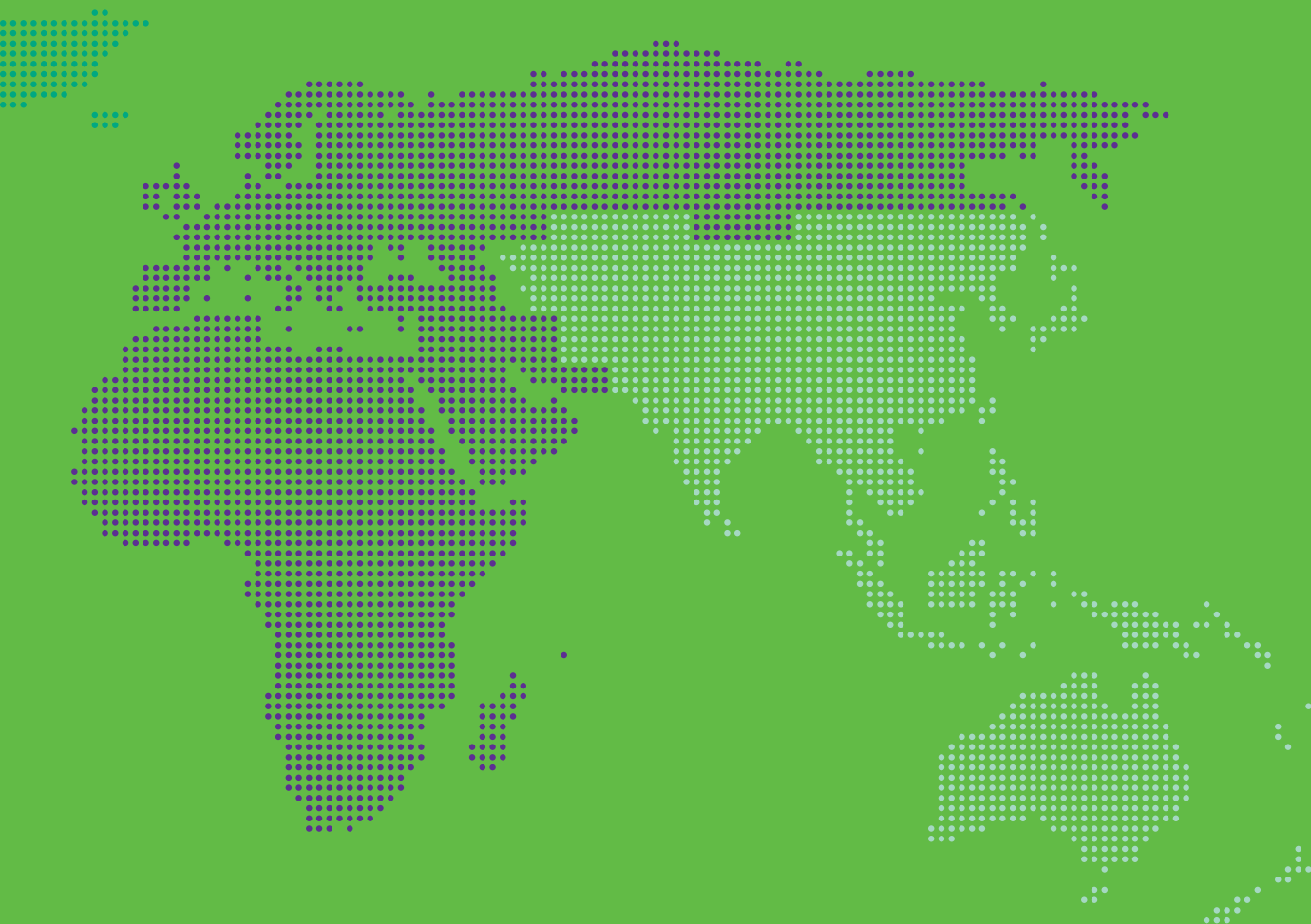


**66%**  
AMERICAS

## AMERICAS

80,433 MEMBERS

73,956 CFA PROGRAM  
REGISTRATIONS



## EMEA

26,203 MEMBERS

45,328 CFA PROGRAM  
REGISTRATIONS

## ASIA-PACIFIC

21,677 MEMBERS

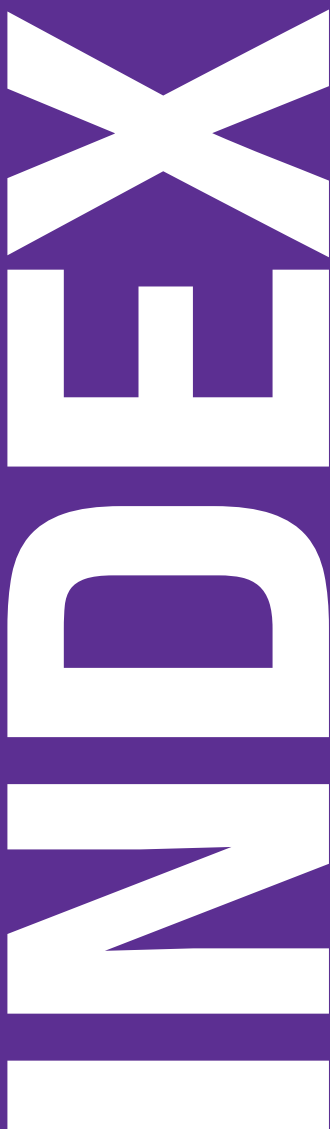
92,373 CFA PROGRAM  
REGISTRATIONS



CFA ROMANIA  
**CATALOGUE**



# MEMBERS'



## A

- 16 Nicolae **Albu**
- 16 Lucian **Albulescu**
- 17 Andrei **Anghel**
- 17 Roxana **Apostol**
- 18 Gabriel **Arsene**

## B

- 18 Dorin Alexandru **Badea**
- 19 Liana **Badea**
- 19 Radu Mihai **Balan**
- 20 Cristina-Daniela **Bejat (Dumitrescu)**
- 20 Bogdan **Bilaus**
- 21 Horia **Braun Erdei**
- 21 Emilia **Bunea**
- 22 Robert **Burlan**
- 22 Robert Mihai **Butoi**

## C

- 23 Dragos **Calin**
- 23 Ioana **Cataros**
- 24 Sorin-Iulian **Cioaca**
- 24 Bogdan-Andrei **Ciobanescu**
- 25 Vlad-Stefan **Ciobanu**
- 25 Florin **Ciobotaru**
- 26 Adrian **Codirlasu**
- 26 Alexandru **Combei**
- 27 Catalin **Condache**
- 27 Roxana **Copacel**
- 28 Claudia **Covrig**
- 28 Nicolae **Covrig**
- 29 Ana Maria **Cretu**
- 29 Lavinia **Cristescu**
- 30 Monica **Croitoru**
- 30 Ilie-Iulian **Daneş**
- 31 Maximilian **Danilov**

## D

- 31 Mihai **Darie**
- 32 Valentina **Dascalu**
- 32 Vlad **Deliu**
- 33 Paul **Diaconu**
- 33 Daniela **Dinescu**
- 34 Stefan **Dinu**
- 34 Roxana **Dobran**
- 35 Alex **Dodoi**
- 35 Cristian Daniel **Dragos**
- 36 Bianca **Dragucian**
- 36 Mihaela **Dronciuc**
- 37 Alexandru-George **Duduman**
- 37 Maria **Duduman**
- 38 Alexandra **Duma**
- 38 Manuta **Dumitrache**
- 39 Catalin **Dumitrescu**
- 39 Ovidiu-George **Dumitrescu**
- 40 Dragos **Dumitru**
- 40 Mihaela **Dumitru**
- 41 Vitalie **Eremia**
- 41 Alexandru **Filip**
- 42 Raluca **Filip**
- 42 Raluca **Florea**
- 43 Gabriel **Gaiduchevici**
- 43 Marian **Gheorghe**
- 44 Natalia **Grossu**
- 44 Ileana **Gutu**
- 45 Adela **Hagiu**
- 45 Laura **Hexan**
- 46 Cristina Ioana Rodica **Hodea**
- 46 Rodica Cecilia **Ilie**
- 47 Dragos **Iliescu**

## E F

## G

## H

## I



**47** Veronica **Ilinca**  
**48** Mihail **Ion**  
**48** Serban **Ionescu**  
**49** Simona Raluca **Ionescu**  
**49** Iustin **Ivanescu**  
**50** Marian **Ivascu**  
**50** Vasil **Kyosev**  
**51** Mihai **Lazar**  
**51** Razvan **Lefter**  
**52** Ionut **Lianu**  
**52** Adriana **Luca**  
**53** Cristian **Lungu**  
**53** Dorian **Macovei**  
**54** Adrian **Mares**  
**54** Dumitru **Matei**  
**55** Emilia **Mazararu**  
**55** Calin Adrian **Metes**  
**56** Adrian **Mihalcea**  
**56** Alina **Mihaltan**  
**57** Madalina **Militaru**  
**57** Dragoş Ioan **Mînjînă**  
**58** Romulus **Mircea**  
**58** Adrian **Mitroi**  
**59** Stelian **Mitu**  
**59** Cosmin **Mizof**  
**60** Iuliana Simona **Mocanu**  
**60** Ana Maria **Moghina**  
**61** Raluca **Moise**  
**61** Mihaela **Moleavin**  
**62** Anca Olivia **Moraru**  
**62** Claudiu **Nasui**  
**63** Catalin **Neagu**

**K**  
**L**

**M**

**N**

**O**

**P**

**63** Corina Anca **Negut**  
**64** Andreea **Nica**  
**64** Raluca Ana-Maria **Nicolescu**  
**65** Cristina **Oaca**  
**65** Cornelia **Oancea**  
**66** Manuela **Ogrinja**  
**66** Paul **Olteanu**  
**67** Cristina **Ovezee**  
**67** Aurelia Ramona **Panaiteescu-Padureanu**  
**68** Anca **Parghel**  
**68** Lucian **Patulea**  
**69** Maria **Pelecaci**  
**69** Mihaela **Penes**  
**70** Cristian Constantin **Petre**  
**70** Sorin Adrian **Petre**  
**71** Dan Petre **Podariu**  
**71** Bogdan **Pojar**  
**72** Alin **Pop**  
**72** Adrian **Popa**  
**73** Andreea **Popa**  
**73** Cristian **Popa**  
**74** Marius **Popescu**  
**74** Mugur-Nicolae **Popescu**  
**75** Mihai Andrei **Popescu Greaca**  
**75** Mihaela-Cristiana **Popescu-Ichim**  
**76** Felicia **Popovici**  
**76** Valentin **Popovici**  
**77** Ana-Maria **Preda**  
**77** Sergiu **Puianu**  
**78** Mihai **Purcarea**

**R**

**S**

**T**

**V**

**W**

**78** Raul **Rada-Puiu**  
**79** Raluca **Radbata**  
**79** Iulia **Radu**  
**80** Gina-Mirela **Roşca**  
**80** Adrian **Rosoaga**  
**81** Cosmina **Roteanu**  
**81** Claudiu **Sabau**  
**82** Anca **Sabie**  
**82** Cristian **Saitariu**  
**83** Marian **Serban**  
**83** Sorin **Serban**  
**84** Mircea **Seres**  
**84** Alexandra **Smedoiu**  
**85** Anca **Stan**  
**85** Razvan **Szilagyi**  
**86** Adrian **Tanase**  
**86** Ioana **Tanase**  
**87** Mihai **Tantaru**  
**87** Sebastian **Tcaciuc**  
**88** Dan **Tincu**  
**88** Marius **Tiţa**  
**89** Roxana Mihaela **Toader**  
**89** Alina Maria **Toma**  
**90** Cristiana **Tudor**  
**90** Bogdan **Tudosie**  
**91** Maria **Vajkovszki (ex. Cenusă)**  
**91** Stelian **Vezentan**  
**92** Sorin **Vlad**  
**92** Emil **Vonvea**  
**93** Valentin **Vrinceanu**  
**93** Lucia **Weise**

# NICOLAE ALBU



Bucharest, Romania  
Adviser to the CEO,  
**EximBank Romania**  
**Sector:** Banking

**University** • A.S.E., International Business and Economics, Bachelor's Degree, 1998

**MSc** • A.S.E., International Business and Economics, Master's Degree, 1998; National School of Political and Administrative Studies, Political Sciences, Master's Degree, e2016;

**Interests** • Equities • Fixed Income • Hedge Funds

*17 years of experience in various areas of the financial services industry: banking (commercial loans, structured finance, treasury management), fund management (FX, bonds, equity, structured products, derivatives), portfolio management (institutional clients, private banking) and capital markets (corporate valuations, bonds issuance).*

# LUCIAN ALBULESCU



Prague, Czech Republic  
Equity Analyst,  
**Wood&CO**  
**Sector:** Equities

**University** • A.S.E. Bucharest, Faculty of Economic Studies in Foreign Languages, English Section – 2004

**MSc** • Master Degree in Financial Management and Capital Markets, A.S.E. Bucharest – 2006

**Interests** • Equities • Private Equity • Hedge Funds

*Over 10 years experience in capital markets, investment analysis and equity research. Experienced with dealing for institutional clients, IPOs and SPOs. Participated in several large transaction for state privatizations, private placements or equity raising. Has been involved in research across several sectors of the economy.*

## ANDREI ANGHEL

Bucharest, Romania

Portfolio manager,

**Allianz-Tiriace Pensii Private SAFPP**

**Sector:** Pension Funds

**University** • A.S.E., Relatii Economice Internationale, Bachelor's degree, 2003

**MSc** • A.S.E., Finante-Banci, Master DAFI, 2005

**PhD** • ASE – Finante-Banci, 2015 (thesis on investment strategies and portfolio optimization)

**Interests** • Equities • Fixed Income



Currently participating in managing the investments of the three pension funds of Allianz-Tiriace in Romania. Previously Andrei offered consultancy services related to portfolio allocation and investment strategies. Up to 2008, he used to work as Head of Research Department for SSIF Confident Invest. Andrei has about 14 years of experience in the financial industry, with a focus on asset management, financial analysis and brokerage.

## ROXANA APOSTOL

Bucharest, Romania

Director, Accounting,

**Raiffeisen Bank**

**Sector:** Banking

**University** • A.S.E., Finante, Asigurari, Banci si Burse de Valori, Bachelor's degree, 2003

**Interests** • Equities • Fixed Income



Roxana has over four years of experience in top audit while working for Deloitte and over five years of experience in banking as accounting director.

# GABRIEL ARSENE



Bucharest, Romania  
Executive Director,  
**BCR**  
**Sector:** Banking

**University** • A.S.E., Finante Asigurari si Burse de Valori,  
Bachelor's degree, 2002  
**Interests** • Real Estate • Private Equity  
• Structured Products

10+ years of corporate workout, SPL and NPL portfolio transactions, corporate banking, investment banking and Financial Restructuring experience;

# DORIN ALEXANDRU BADEA



Bucharest, Romania  
Executive Director,  
**Eximbank Romania**  
**Sector:** Banking

**University** • A.S.E. Bucharest – Finance, Banking,  
Insurance and Stock Exchanges Faculty – 2002  
**Interests** • Fixed Income • Foreign Currency • Equities  
• Private Equity • Hedge Funds • Venture Capital  
• Commodities

Financial markets professional with broad expertise, having been involved in managing trading and investment portfolios, sell-side and distribution, derivatives structuring, ALM and Treasury management, structuring and closing an M&A transaction, DCM activities, lending and credit, cash management, management of the Export Credit Agency of Romania, representation in international bodies.

## LIANA BADEA

Bucharest, Romania  
Risk Manager,  
**Raiffeisen Asset Management**  
**Sector:** Other

**University** • A.S.E., Finante Asigurari Banci si Burse de Valori, Bachelor's degree, 2001  
**Interests** • Fixed Income • Equities • Derivatives  
• Foreign Currency



*Liana has over ten years of experience in asset management with focus on risk management and compliance.*

## RADU MIHAI BALAN

Bucharest, Romania  
Investment Executive,  
**SigmaBleyzer**  
**Sector:** Other

**University** • A.S.E. Bucharest, Cibernetica Statistica si Informatica Economica, 1997, Bachelor's degree • Central European University, MA Economics, 2002  
**Interests** • Private Equity • Venture Capital • Equities



*Radu has thirteen years of experience in private equity and capital markets, including target company selection and analysis, deal execution, monitoring.*

# CRISTINA-DANIELA BEJAT (DUMITRESCU)



Bucharest, Romania  
Strategic ALM,  
**Unicredit Bank**  
**Sector:** Banking

**University** • A.S.E., Faculty of Finance, Insurance, Banking and Stock Exchanges, Bachelor's degree in Economics, 2007  
**Interests** • Derivatives • Fixed Income • Foreign Currency

*Cristina has over nine years of experience in treasury, private banking, asset and liability management.*

# BOGDAN BILAUS



Doha, Qatar  
Fund Manager,  
**Qatar National Bank**  
**Sector:** Hedge Funds

**University** • Facultatea de Economiei si Administrarea Afacerilor, Universitatea "Al.I. Cuza" Iasi, Bachelor Degree, 2000 • Georgetown University, Certificate in Management of Financial Institutions  
**MBA:** Central European University, 2011  
**Interests** • Hedge Funds • Equities • Derivatives

*Experienced asset management/ investment professional, with 11 years experience on buy side in equity, fixed income, hedge funds.*

# HORIA BRAUN ERDEI

Bucharest, Romania  
CEO/CIO,  
**NN Investment Partners,**  
**Bucharest branch**  
**Sector:** Other

**University** • Universitatea Babes-Bolyai Cluj,, Bachelor's degree, 2002  
**MSc** • Central European University, Budapest, Master's degree in Economics, 2004  
**Interests** • Fixed Income • Equities • Derivatives



*Horia has 14 years experience in Economics and the financial markets; since 2004 has held various management positions first in the National Bank of Romania, then in ING Pensions and ING Investment Management. His areas of expertise include asset management and macroeconomics.*

# EMILIA BUNEA

Romania  
CEO,  
**Metropolitan Life**  
**Sector:** Other

**University** • Polytechnic University, Software engineer, 1993  
**MBA:** University of Washington, Seattle and the Academy of Economic Sciences, Bucharest: Executive MBA, 1996  
**PhD** • Working on a PhD with the Vrije Universiteit, Amsterdam  
**Interests** • Fixed Income • Derivatives



*Emilia is the CEO of Metropolitan Life, MetLife's Romanian subsidiary, with over 15 years of C-level experience within multinational organizations, predominantly in the insurance sector. She was previously CFO of ING Insurance Europe, overseeing the financial management of ING Insurance companies in 11 countries. Emilia is also qualified with a diploma by the Financial Times, a marathon runner and a mother of two.*

# ROBERT BURLAN



Bucharest, Romania  
CIO,  
**Raiffeisen Asset Management**  
**Sector:** Other

**University** • A.S.E., Finante Asigurari Banci si Burse de Valori, Bachelor's degree, 2006  
**Interests** • Fixed Income • Equities • Derivatives  
• Foreign Currency

*Robert has over eight years of experience in asset management with focus on equity and fixed income portfolio management and financial risk management.*

# ROBERT MIHAI BUTOI



Bucharest, Romania  
Branch Manager,  
**Credit Europe Bank (Romania) S.A.**  
**Sector:** Banking

**University** • A.S.E., International Business and Economics, Bachelor's degree, 2001  
**MSc** • A.S.E., Master in Financial Management and Capital Markets (DAFI), Master's degree, 2003  
**Interests** • Venture Capital • Private Equity • Hedge Funds

*Robert has fourteen years of experience mainly in Corporate Banking and a strong foundation in accounting, economics, corporate finance, risk management, investments, asset management financial analysis and equity & derivatives trading.*



## DRAGOS CALIN

Bucharest, Romania  
Executive Director Small Business  
Banking Division,  
**Bancpost SA**  
**Sector:** Banking

**University** • A.S.E., Finante, Asigurari, Banci si Burse de Valori, Bachelor's Degree 2001  
**Interests** • Equities



*Dragos has more than 15 years experience in Retail and SME banking with responsibilities in areas of risk management, business strategy, product development, sales and distribution management.*

## IOANA CATAROS

Bucharest, Romania  
Head Of Credit Risk Analysis –  
Corporate and Mid Corporate  
Clients,  
**ING Bank Amsterdam NV, Bucharest**  
**Sector:** Banking

**University** • A.S.E., International Business and Economics, Bachelor's Degree, 2003  
**MSc** • A.S.E., The Faculty of Finance, Insurance, Banking and Stock Exchanges, Master's Degree – Financial Management and Capital Markets, 2005  
**Interests** • Fixed Income • Structured Products  
• Derivatives



*Ioana has been working in credit risk management for more than 10 years, mainly in banking but also in leasing and factoring; she has been with ING Bank for 9 years working both on Mid-corps and Corporate and Counterparty segments.*

# SORIN-IULIAN CIOACA



Bucharest, Romania  
Economist,  
**Governmental agency**  
**Sector:** Other

**University** • University of Bucharest, Faculty of Mathematics, Bachelor's degree, 1997 • Bucharest University of Economic Studies, Faculty of Finance, Insurance, Banking and Stock Exchange, Bachelor's degree, 1999

**MSc** • University of Bucharest, MSc. in Mathematics, 1999

**PhD** • Bucharest University of Economic Studies, PhD in Finance, 2015

**Interests** • Equities • Fixed Income

*Sorin has over 15 years of experience in the Romanian capital market sector, as a consultant for the governmental and regulatory bodies involved in this field.*

# BOGDAN-ANDREI CIOBANESCU



Bucharest, Romania  
Portfolio Manager,  
**Allianz-Tiriac Asigurari S.A.**  
**Sector:** Other

**University** • A.S.E. – Facultatea de Finante, Asigurari, Banci si Burse de Valori, Bachelor's degree, 2008 • Universitatea Romano-Americana – Facultatea de Studii Economice Europene, Bachelor's degree, 2009

**MSc** • A.S.E. – Facultatea de Finante, Asigurari, Banci si Burse de Valori, Master's degree, 2010

**Interests** • Fixed Income • Equities • Structured Products

*Bogdan is currently the portfolio manager of the largest insurance company in Romania and has over four years of experience in asset management and capital markets with specific focus towards fixed income, equities, trading and asset allocation.*

# VLAD-STEFAN CIOBANU

Luxembourg  
Financial Monitoring Officer,  
**European Investment Bank**  
**Sector:** Banking

**University** • Facultatea de Economiei si Administrarea Afacerilor, Universitatea "Al.I. Cuza" Iasi, Bachelor's degree, 2003  
**MSc** • Facultatea de Economiei si Administrarea Afacerilor, Universitatea "Al.I. Cuza" Iasi, Master's degree, 2004  
**Interests** • Equities • Private Equity



*Vlad has 12 years of experience in banking, with focus on financial analysis of Corporate, Financial Institutions and Public Sector entities, credit risk management, internal rating models and Corporate finance.*

# FLORIN CIOBOTARU

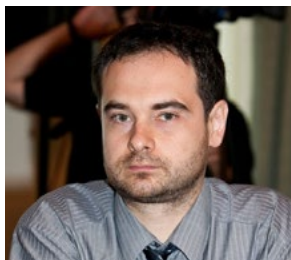
Bucharest, Romania  
Investment management expert,  
**NEPI**  
**Sector:** Other

**University** • Academia de Studii Economice, Finante Asigurari si Burse de Valori, Bachelor's degree, 2003  
**Interests** • Private Equity • Equities • Real Estate



*Florin has more than 10 years of experience in providing M&A advisory services to international investors. Florin has specialised in accounting and financial due diligence. His professional experience also covers commercial due diligence, Independent Business Reviews, transaction-related disputes, financial modelling.*

# ADRIAN CODIRLASU



Bucharest, Romania  
First VP, Director Market and  
Operational Risk Department,  
**Unicredit Tiriac Bank**  
**Sector:** Banking

**University** • A.S.E., Finante Asigurari si Burse de Valori,  
Bachelor's degree, 1999

**MSc** • Scoala Doctorala de Finante Bank, ASE, MSc. In  
Finance and Banking, 2000

**PhD** • A.S.E., PhD in International Finance

**Interests** • Derivatives • Foreign Currency • Fixed Income

*Adrian is Director of Market and Operational Risk Department within UniCredit Tiriac Bank. Previously, Adrian had five years of experience in trading and treasury as Senior Options Dealer within ING Bank and more than five years of experience in economic research as Senior Economist within Research Department in National Bank of Romania. Adrian is also Associate Professor with the Doctoral School of Finance and Banking – DOFIN.*

# ALEXANDRU COMBEI



Bucharest, Romania  
Equity Analyst,  
**Raiffeisen Bank SA**  
**Sector:** Equities

**University** • A.S.E., Relatii Economice Internationale,  
Bachelor's degree, 2000

**Interests** • Equities • Fixed Income • Hedge Funds

*Alexandru has over thirteen years of experience in banking and investment banking including mainly: capital markets, equity research, corporate finance and risk management.*

# CATALIN CONDRACHE

Bucharest, Romania  
Senior Associate,  
**UniCredit Bank**  
**Sector:** Banking

**University** • A.S.E.; Faculty of Finance, Insurance, Banking and Stock Exchanges; Bachelor's degree 2005.  
**MSc** • A.S.E., Doctoral School of Finance and Banking, MSc 2008.  
**Interests** • Equities • Private Equity • Venture Capital



*Catalin has an experience of c. 11 years in banking with an expertise in arranging and structuring all forms of senior debt facilities, project financing, syndicated loans, large scale refinancing, subordinated debt.*

# ROXANA COPACEL

Luxembourg, Luxembourg  
Financial Monitoring Officer,  
**European Investment Bank**  
**Sector:** Banking

**University** • A.S.E., Finante Asigurari si Burse de Valori, Bachelor's degree, 2002  
**MSc** • A.S.E., Finante Asigurari si Burse de Valori, Master's degree (DAFI), 2004  
**Interests** • Fixed Income • Derivatives • Private Equity



*Roxana has more than 10 years experience in banking, particularly on credit risk and financial analysis with a focus on public sector and financial institutions.*

# CLAUDIA COVRIG



Bucharest, Romania  
Integrated Risk Manager,  
**Raiffeisen Bank S.A.**  
**Sector:** Banking

**University** • A.S.E., Finante Asigurari si Burse de Valori,  
Bachelor's degree, 2006

**MSc** • Scoala Doctorala de Finante si Banci, ASE, MSc. In  
Fianance and Banking, 2008

**Interests** • Fixed Income • Derivatives • Foreign Currency

*Claudia has over eight years of experience in banking, mainly including: market risk analysis and modelling, quantitative / financial analysis, interest rate and liquidity risk management, asset and liability management, fixed income and derivatives, counterparty risk from OTC derivatives trading, financial instruments pricing, Basel III.*

# NICOLAE COVRIG



Bucharest, Romania  
Financial analyst,  
**Raiffeisen BANK**  
**Sector:** Banking

**University** • A.S.E. Bucharest (ASE); Faculty of Finance,  
Insurance, Banking and Stock Markets; Bachelor's  
degree, 2001

**MSc** • Doctoral School of Finance and Banking (DOFIN),  
ASE, MSc. In Fianance and Banking, 2002

**PhD** • A.S.E. Bucharest (ASE), PhD in Finance

**Interests** • Fixed Income • Foreign Currency • Derivatives

*Nicolae has more than 14 years of experience in applied research in macroeconomics and in financial markets. Major topic of interest: assessing and forecasting the macroeconomic developments at the level of the real sector and of financial markets (i.e. GDP dynamics, inflation, external sector, exchange rate, interest rates and bond yields).*

## ANA MARIA CRETU

Bucharest, Romania  
Head of Corporate Products,  
**Intesa Sanpaolo Romania SA**  
**Sector:** Banking

**University** • A.S.E., Finante Asigurari si Burse de Valori, Bachelor degree, 1997  
**MSc** • A.S.E., Finante Asigurari si Burse de Valori, Master degree, 1998  
**Interests** • Real Estate • Private Equity



Ana Maria has over 18 years experience with Romanian banking sector in the field of corporate commercial banking, with focus on specialized lending transactions, business origination & structuring, sales coordination.

## LAVINIA CRISTESCU

Bucharest, Romania  
Senior Expert, Strategy and  
Financial Stability Department,  
**Financial Supervisory Authority**  
**Sector:** Other

**University** • A.S.E., Finance, Insurance, Banking and Stock Exchanges, Bachelor's degree, Bucharest, 2005 • Hyperion University, Faculty of Law, Bachelor's degree, Bucharest, 2012  
**MSc** • Doctoral School of Finance and Banking, ASE, MSc. In Finance and Banking, Bucharest, 2008  
**Interests** • Equities • Fixed Income



Lavinia has over ten years of experience in financial markets including: capital markets, derivatives, valuation, investor education programs, prudential supervision of private pension funds, financial analysis, research.

# MONICA CROITORU



Bucharest, Romania  
Fixed Income Fund Manager,  
**Erste Asset Management**  
**Sector:** Other

**University** • Columbia University in the City of New York, Columbia College, Major in Economics with Honors, Minor in Mathematics, Bachelor's degree, 2009

**Interests** • Fixed Income • Foreign Currency  
• Structured Products

*Monica has over seven years of experience in banking and asset management with a particular focus on fixed income portfolio management, rates and derivatives trading and macroeconomic analysis.*

# ILIE-IULIAN DANEȘ



Bucharest, Romania  
Director, Investment Department,  
**Allianz-Tiriac Asigurari S.A.**  
**Sector:** Other

**University** • A.S.E., Contabilitate si Informatica de Gestiune, Bachelor's degree, 2002

**Interests** • Fixed Income • Equities • Foreign Currency

*Iulian has over thirteen years of experience in investments (buy side) mainly including: portfolio management, investment management, trading, asset allocation, investment risk management, performance analysis, asset and liability management.*



## MAXIMILIAN DANILOV

Bucharest, Romania  
Partner,  
**Ascenta Management SRL**  
**Sector:** Banking

**University** • Lower Danube University, BSc in  
International Transactions  
**MBA:** INSEAD, France  
**Interests** • Private Equity • Real Estate • Equities



Max's professional career started in Alpha Finance in late '90s where he was involved or managed corporate finance and capital markets transactions. After MBA he worked as CFO and Development Director for one of the most successful Romanian business, Arabesque SRL, where he helped the regional expansion and its funding through an IFC loan and was responsible with new ventures. Starting 2007 he moved into real estate and private equity becoming a partner in Centerra and later Ascenta.

## MIHAI DARIE

Bucharest, Romania  
CFO,  
**SN Nuclearelectrica SA**  
**Sector:** Other

**University** • A.S.E., Bucharest, Finance & Banking  
Faculty, BSc, 1999  
**MBA:** EMBA Asebus, Bucharest, 2004  
**Interests** • Commodities • Foreign Currency



Mihai has 16 years of experience in finance, both in public and private companies, in various sectors (energy & utilities, banking, asset management, consulting) and roles.

# VALENTINA DASCALU



Bucharest, Romania  
Deputy Chief Accountant,  
**Piraeus Bank Romania**  
**Sector:** Banking

**University** • A.S.E., Finante, Asigurari Banci si Burse de Valori, Bachelor's degree, 2002

**MSc** • A.S.E., Finante Asigurari si Banci si Burse de Valori, Master's degree (DAFI), 2004

**Interests** • Derivatives • Foreign Currency • Fixed Income

*Valentina has over thirteen years experience in bank accounting, working for the last seven years within Accounting Department of Piraeus Bank Romania and previously working for the National Bank of Romania within the Accounting Regulation Division.*

# VLAD DELIU



Bucharest, Romania  
Investment Manager,  
**NN Pensii**  
**Sector:** Pension Funds

**University** • A.S.E., Facultatea de Management, Bachelor's degree, 2004

**PhD** • Working on a PhD with Politehnica Bucuresti

**Interests** • Venture Capital • Private Equity • Real Estate

*Vlad has 11 years of experience as an analyst and portfolio manager in asset management/insurance including: mutual funds, pension funds, ALM.*

## PAUL DIACONU

Bucharest, Romania  
Strategic Planning Manager,  
**Alpha Bank**  
**Sector:** Banking

**University** • A.S.E., Management, Bachelor's degree, 2004  
**MBA:** City University of Seattle, USA, 2009  
**Interests** • Private Equity • Fixed Income • Equities

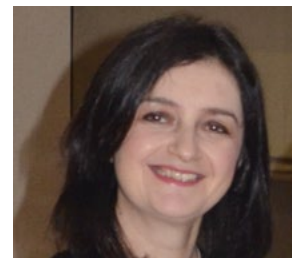


*Paul has over eleven years of experience in banking and capital markets mainly including financial modeling, corporate finance, ALM, risk management, financial reporting and team leadership.*

## DANIELA DINESCU

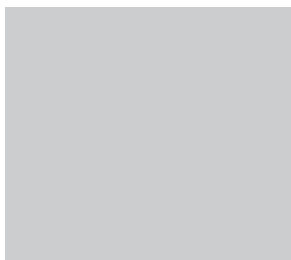
Bucharest, Romania  
Corporate Financial Analyst,  
**Alpha Bank Romania**  
**Sector:** Banking

**University** • A.S.E. – Bucharest, Faculty of International Business and Economics, Bachelor Degree, 1997 • A.S.E. – Bucharest, Faculty of International Business and Economics, Master in International Business 2002  
**Interests** • Fixed Income



*Dana has a 8-year experience as a corporate financial analyst and a previous experience in capital markets. In the current position she is responsible for analyzing the financial performance of prospective corporate clients and of active corporate clients and their investment projects financed by the Bank. She also performs financial modeling in order to identify specific risk elements.*

# STEFAN DINU



Bucharest, Romania  
Head of Corporate & FI Lending and  
Structured Finance,  
**ING Bank**  
**Sector:** Banking

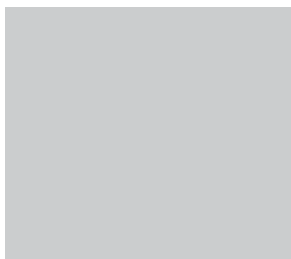
**University** • A.S.E., REI, Bachelor's degree, 2000

**MSc** • A.S.E., REI, Master's degree, 2002

**Interests** • Structured Products • Venture Capital  
• Commodities

*Stefan joined ING in 2000 as a management trainee, and is currently leading lending services (corporate lending and local SF) in ING Romania. Prior to his current role, he has been a relationship manager (2000-2006) and team head (2006-2011), building an extensive banking experience with particular focus on corporate, trade and project financing, financial analysis and credit risk assessment as well as efficient process management.*

# ROXANA DOBRAN



Bucharest, Romania  
Senior Consultant,  
**BDO Business Advisory**  
**Sector:** Other

**University** • A.S.E., Finante Asigurari si Burse de Valori,  
Bachelor's degree, 2003

**MSc** • A.S.E., Finante Asigurari si Burse de Valori,  
Master's degree 2005

**Interests** • Equities • Foreign Currency • Private Equity

*With over 10 year exposure in the financial consultancy field Roxana's experience includes financial due-diligence assignments in a multitude of sectors, comprehensive analysis of financial statements and budget variance; business valuations and financial modeling and extends to state aid projects planning, implementation and monitoring as well as equity research.*

## ALEX DODOI

Bucharest, Romania  
Fixed Income Analyst,  
**NN Investment Partners**  
**Sector:** Other

**University** • Universitatea Babes Bolyai, Facultatea de Stiinte Economice si Gestiunea Afacerilor, Bachelor's degree in Finance and Banks, 2010  
**MSc** • Universitatea Babes Bolyai, Facultatea de Stiinte Economice si Gestiunea Afacerilor, Master's degree in Econometrics, 2012  
**Interests** • Fixed Income • Equities • Hedge Funds



Alex is currently employed as a Fixed Income Analyst at NN Investment Partners with more than four years of experience in the asset management industry. His current role involves sovereign and corporate issuer analysis with a focus on Romanian and Hungarian economies. Previous positions involved corporate credit risk modelling and equity analysis of Bucharest Stock Exchange listed companies.

## CRISTIAN DANIEL DRAGOS

Bucharest, Romania  
Executive Vice President,  
**Alpha Bank**  
**Sector:** Banking

**University** • "Politehnica" University of Bucharest, Aerospace Engineering, Licentiate Degree, 1994  
**MBA:** Rollins College, Crummer Graduate School of Business, MBA, 1999 [Orlando, FL, USA]  
**Interests** • Private Equity • Venture Capital • Equities



Cristian has more than 15 years experience in financial services (retail and commercial banking, consumer finance). Professional experience includes various executive management and governance positions.

# BIANCA DRAGUCIAN



Bucharest, Romania  
Portfolio Manager,  
**Raiffeisen Asset Management**  
**Sector:** Other

**University** • A.S.E., Finante Asigurari si Burse de Valori,  
Bachelor's degree, 2006

**Interests** • Fixed Income • Equities • Derivatives

*More than nine years experience in several areas of asset management industry including around six years focused on investment (fixed income, equity, derivatives)*

# MIHAELA DRONCIUC



Bucharest, Romania  
Senior Risk Modelling and  
Methodologies Officer,  
**Credit Agricole Bank Romania**  
**Sector:** Banking

**University** • A.S.E., Finante Asigurari si Burse de Valori,  
Bachelor's degree, 2007

**MSc** • Scoala Doctorala de Finante si Banci (DOFIN), ASE,  
2009

**Interests** • Fixed Income

*Mihaela has over nine years of experience in banking risk management – mainly credit risk, Basel II/ Basel III /CRD IV, but also interest rate and liquidity risk.*

# ALEXANDRU-GEORGE DUDUMAN

Bucharest, Romania  
Senior Investment Advisor,  
**Central European Financial Services**  
**Sector:** Hedge Funds

**University** • A.S.E., Relatii Economice Internationale, Bachelor's degree, 2004 • A.S.E., Finante Asigurari si Burse de Valori, Bachelor's degree, 2006  
**MSc** • A.S.E., Managementul Sistemelor bancare, Master's degree, 2006  
**Interests** • Real Estate • Private Equity • Venture Capital



*Alexandru has more than 10 years of experience on the local market, specialising in debt and/or equity financing of real estate and project finance ventures. Additionally his areas of expertise include debt restructuring, turnaround management and private equity placements.*

# MARIA DUDUMAN

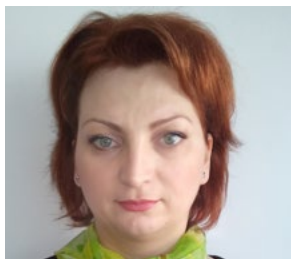
Bucharest, Romania  
Head of Corporate Treasury Sales,  
**Raiffeisen Bank Romania SA**  
**Sector:** Banking

**University** • A.S.E., Finante Asigurari si Burse de Valori, Bachelor's degree, 2005  
**Interests** • Derivatives • Fixed Income • Foreign Currency



*Experienced professional with more than 10 years experience in banking and sales, with a focus on treasury instruments. During her entire career, Maria has constantly strove to improve both her soft and technical skills. Understanding human behavior, becoming a better communicator and a more open minded person are other areas of interest. Maria is also very much aware of her responsibility towards the society she is living in. Her belief is that it relies solely on us to create a world as good as we want it to be and that only together we can achieve this result.*

# ALEXANDRA DUMA

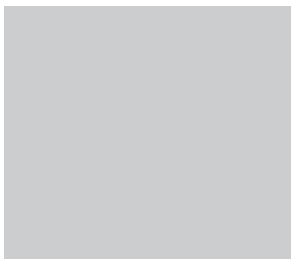


Bucharest, Romania  
Portfolio Manager,  
**Eureko SAFPF**  
**Sector:** Pension Funds

**University** • Universitatea Transilvania Brasov,  
Facultatea de Stiinte Economice: Finante, Banci si  
Asigurari, Bachelor's Degree 2003  
**MSc** • Universitatea Transilvania Brasov, Postgraduate  
Studies: Financial Techniques, Master's degree, 2004  
**Interests** • Equities • Fixed Income • Derivatives

*Alexandra has over ten years of experience in capital markets and asset management, with extensive expertise in equity allocation, selection and valuation (financial modeling), having worked both on sell side and buy side.*

# MANUTA DUMITRACHE



Bucharest, Romania  
Head of Global Investment Strategy,  
**UniCredit Tiriac Bank**  
**Sector:** Banking

**University** • A.S.E., Finante Asigurari si Burse de Valori,  
Bachelor's degree, 2006  
**MSc** • A.S.E., Finante Asigurari si Burse de Valori,  
Master's degree, 2009  
**Interests** • Equities • Fixed Income • Structured Products  
• Asset Allocation

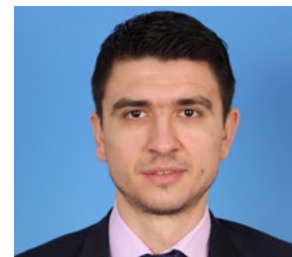
*Manuta has over 6 years of experience in asset management business development and international mutual funds. Currently, she is responsible for the global investment strategy and asset allocation solutions offered to private banking clients.*



# CATALIN DUMITRESCU

Bucharest, Romania  
Portfolio Manager,  
**National Bank of Romania**  
**Sector:** Other

**University** • A.S.E., Finante, Asigurari, Banci si Burse de Valori, Bachelor's degree, 2005  
**MSc** • A.S.E., Finante, Asigurari, Banci si Burse de Valori, Master's degree in financial management and capital markets, 2007  
**Interests** • Fixed Income • Foreign Currency • Derivatives



*Catalin has been working in risk and portfolio management for almost eight years now. His experience is mostly linked to fixed income markets and instruments. Since October 2013, Catalin has been a member within the Foreign Reserves Management Committee of the National Bank of Romania.*

# OVIDIU-GEORGE DUMITRESCU

Bucharest, Romania  
Deputy CEO,  
**Tradeville SA**  
**Sector:** Equities

**University** • A.S.E., Bachelor's degree in Finance, Insurance, Banks and Stock Markets, 2003  
**MSc** • A.S.E., Finante Asigurari si Burse de Valori, Master's degree in Financial Management & Stock Markets, 2005  
**Interests** • Equities • Hedge Funds • Fixed Income



*Ovidiu has over 10 years of experience in finance, including stock markets (sell side equities), banking, project finance and asset-management (ETFs and hedge funds).*

# DRAGOS DUMITRU



Bucharest, Romania  
Money Market and Fixed Income  
Dealer,  
**Banca Romaneasca – Member of  
National Bank of Greece Group**  
**Sector:** Banking

**University** • A.S.E., Economics and Business Law,  
Bachelor's degree, 2000

**Interests** • Fixed Income • Structured Products  
• Derivatives

*With more than fourteen years of experience in finance, Dragos has dedicated more than thirteen of them to banking field with a focus to Fixed Income portfolio management, Money Markets, Liquidity Management, Derivatives and Foreign Exchange.*

# MIHAELA DUMITRU



Bucharest, Romania  
Investment Analyst,  
**BCR Pensii SAFPP SA**  
**Sector:** Pension Funds

**University** • A.S.E., Master „ FINANCIAL MANAGEMENT AND  
CAPITAL MARKETS", 2008 • A.S.E., The Faculty of FINANCE,  
ASSURANCE, BANKS AND STOCK EXCHANGE 2006

**Interests** • Fixed Income • Derivatives • Foreign Currency

*Mihaela has over ten years of experience in asset management and capital markets with focus on fixed income portfolio management and analysis, derivatives trading and financial instrument valuation.*

## VITALIE EREMIA

Chisinau, Moldova  
Director, Head of Research,  
**Ervit Grup SRL**  
**(dba AskAnalyst.com)**  
**Sector:** Equities

**University** • A.S.E. din Moldova (ASEM), 2004,  
undergraduate degree in finance and insurance  
**Interests** • Equities • Private Equity • Venture Capital



*Financial analyst specializing in equity research (private and public equity), corporate finance and valuation. Over eleven years of equity research experience and accounting. Equity research reports in a wide range of industries (including but not limited to IT, biotechnology, hi-tech, software, telecoms, energy and minerals, consumer goods, financial and others). Recently have been heavily involved in venture funding and startup due diligence, research and valuation.*

## ALEXANDRU FILIP

Bucharest, Romania  
Associate Principal,  
**McKinsey & Company**  
**Sector:** Other

**University** • Universidad de Granada, BSc,  
2001 • University of Wales, Swansea, European Masters  
of Business Sciences, Business, 2002  
**MSc** • University of Nottingham, MSc,  
Economics&Financial Economics, 2004



# RALUCA FILIP



Valletta, Malta  
Investment Manager,  
**Calamatta Cuschieri**  
**Sector:** Other

**University** • A.S.E., Finante Asigurari si Burse de Valori,  
Bachelor's degree, 2008

**MSc** • A.S.E., Facultatea de Contabilitate si Informatica  
de Gestiune Master's degree in Financial Analysis and  
Valuation, 2010

**Interests** • Fixed Income • Equities • Foreign Currency

*Raluca is currently involved in managing several UCITS fixed income and balanced funds. She is also contributing to various research publications and is part of the House View Committee and different Investment Committees. Her experience extends to equities valuation, financial due diligence, financial projections etc.*

# RALUCA FLOREA



Bucharest, Romania  
Head of Credit Analysis,  
Underwriting Division,  
**Banca Comerciala Romana**  
**Sector:** Banking

**University** • Facultatea de Stiinte Economice Craiova,  
Tranzactii Internationale, Bachelor's degree, 2000

**MSc** • Facultatea de Stiinte Economice Craiova,  
Integrare Economica Europeana, 2007

**Interests** • Equities • Private Equity • Real Estate

*Raluca has over eight years of experience in corporate analysis and valuation, both as equity analyst and corporate lending analyst.*

# GABRIEL GAIDUCHEVICI

Bucharest, Romania  
Principal Economist,  
**National Bank of Romania**  
**Sector:** Other

**University** • A.S.E., Faculty of Economic Cybernetics, Statistics and Informatics; Bachelor's degree 2005.  
**MSc** • Bucharest University of Economic Studies; Faculty of Management; MSc Business Administration 2010.  
**PhD** • A.S.E.; Faculty of Finance, Insurance, Banking and Stock Exchange; PhD in Finance 2014.  
**Interests** • Fixed Income • Structured Products



*Gabriel works as principal economist at National Bank of Romania providing policy analysis and advice on financial stability issues.*

# MARIAN GHEORGHE

London, UK  
Equity Funds Investing Banker,  
**European Bank for Reconstruction and Development (EBRD)**  
**Sector:** Banking

**University** • A.S.E. Bucharest, 2003, Bachelor of Econs – Major in Banking and Finance • Université Clermont-Ferrand-I, 2004, Bachelor's Degree – Business Administration • N/A  
**MBA:** London Business School, 2014, Executive MBA  
**Interests** • Private Equity • Venture Capital • Real Estate



*Alternative investments professional with considerable exposure to the private equity industry, combining private equity funds investing expertise deployed across international emerging markets, with previous mid-market buyout deal experience and portfolio management acquired in various sectors in Central and Eastern Europe.*

# NATALIA GROSSU



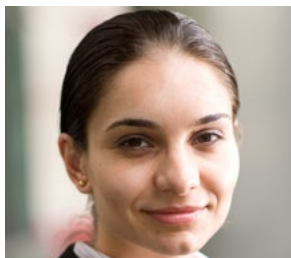
Bucharest, Romania  
Fixed Income Portfolio Manager,  
**NN Investment Partners**  
**Bucharest Branch**  
**Sector:** Other

**University** • A.S.E. Finante, Banci Burse de Valori

**Interests** • Fixed Income • Foreign Currency

*Over ten years of experience in asset management with focus on fixed income portfolio management for investment funds and insurance companies.*

# ILEANA GUTU



Bucharest, Romania  
Senior Manager,  
**PricewaterhouseCoopers**  
**Management Consultants**  
**Sector:** Other

**University** • A.S.E., Finante Asigurari si Burse de Valori,  
Bachelor's degree, 2006 • Skola Glowna Handlowa  
(Warsaw School of Economics), Warsaw, Poland,  
2004 – 2005

**MSc** • A.S.E., Financial Management and Stock Exchange

**Interests** • Equities • Fixed Income • Venture Capital

*Ileana has over 8 years of professional experience in valuation services, being specialised in assistance in developing business plans (financial modelling), economic and financial feasibility studies, business and financial assets valuation for various purposes, including financial reporting, intangible assets valuations as support in a transaction process or financial reporting, valuation of financial assets.*

## ADELA HAGIU

Bucharest, Romania  
Financial Communication Analyst,  
**BRD-Groupe Societe Generale**  
**Sector:** Banking

**University** • A.S.E., Relatii Economice Internationale,  
Bachelor's degree, 2008  
**MSc** • Universite D'Auvergne Clermont-Ferrand I,  
Management des PME et PMIs, 2009  
**Interests** • Equities • Derivatives • Fixed Income



*Adela has over eight years of experience on capital markets and in banking mainly including: equity research, investor relations and asset management.*

## LAURA HEXAN

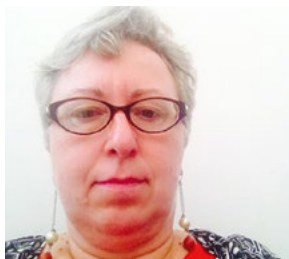
Bucharest, Romania  
Group Capital Markets  
Head of Retail Sales,  
**BCR Bank**  
**Sector:** Banking

**University** • Regis University, 2007,  
Bachelor of Science, Finance  
**MBA:** Regis University, 2009  
**Interests** • Equities • Fixed Income • Foreign Currency



*Laura has over 11 years of diversified experience in banking, investment and international business. Her expertise is in sales, equity, fixed income and mutual fund selection, portfolio management, financial planning and investment advice.*

# CRISTINA IOANA RODICA HODEA



Bucharest, Romania  
President/member of the BoD of  
several companies including a  
brokerage company,

**Self employed**

**Sector:** Other

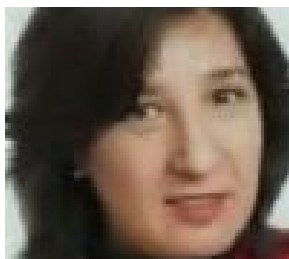
**University** • Dipl. Eng. Automation and Computer  
Science, Polytechnic University of Bucharest, 1987

**MBA:** Graduate school of management ASE  
Bucharest+UQAM Montreal, 1997, MBA – major Finance,

**Interests** • Equities • Fixed Income • Derivatives

*Cristina is a financial specialist with over 15 experience in equity research and portfolio management and with expertise in advocacy, management, strategic thinking and forward planning, business restructuring&standardization, audit and internal control.*

# RODICA CECILIA ILIE



Vienna, Austria  
Credit Risk Methods Specialist,  
Credit Risk & ICAAP Regulatory  
Mgmt,

**Erste Group Bank AG**

**Sector:** Banking

**University** • Polytechnic University Bucharest,  
Automatics and Computers

**MBA:** Case Western Reserve University – Weatherhead  
School of Management & International Management  
Center MBA International Management 1998

*Rodica has over sixteen years of experience in banking and risk management in Romania and abroad.*



## DRAGOS ILIESCU

Bucharest, Romania / London, UK  
Principal Banker,  
**European Bank for Reconstruction  
and Development**  
**Sector:** Banking

**University** • A.S.E., Finante Asigurari si Burse de Valori,  
Bachelor's degree, 2000  
**Interests** • Private Equity • Venture Capital



*Dragos has over eleven years of experience in investment banking and advisory mainly including: corporate finance, M&A, ECM, principal equity and debt investing.*

## VERONICA ILINCA

Bucharest, Romania  
Counterparty Risk Analyst,  
**Raiffeisen Bank**  
**Sector:** Banking

**University** • The Bucharest University of Economic  
Studies – Faculty of Finance, Insurance, Banking  
and Stock Exchange, Bachelor's degree, 2006 • The  
Bucharest University of Economic Studies – Faculty  
of Accounting and Management Information Systems  
-Financial Analysis and Valuation, Master degree, 2009



*A nice blend of creativity and strong analytical skills. Over 8 years experience in Risk, wonderfully combined with almost 3 years in Customer Relationship. By replacing her supervisor, she also gained relevant Management experience (28-30 people team). Key role in projects for upgrading different banking applications. Over 30 people trained in risk analysis and several user guides created.*

# MIHAIL ION



Bucharest, Romania  
Executive Director, Regional  
Corporates and Public Sector,  
**Raiffeisen Bank**  
**Sector:** Banking

**University** • A.S.E., Finante Asigurari si Burse de Valori,  
Bachelor's degree, 1997

**MSc** • A.S.E., Finante Asigurari si Burse de Valori,  
Master's degree, 1998

**PhD** • A.S.E., International Finance, 2003

**Interests** • Fixed Income • Equities • Structured Products

*Mihail has almost fifteen years of experience in asset management and banking mainly including: corporate banking, investment funds, pension funds, private banking, asset and liability management, research.*

# SERBAN IONESCU



Bucharest, Romania  
Director, Valuations,  
**KPMG Advisory SRL**  
**Sector:** Other

**University** • University "Politehnica" of Bucharest,  
Electronics & Telecommunications; 1978-1983; Diploma  
in Engineering

**MBA:** Canadian MBA Program; University of Quebec at  
Montreal & Academy of Economic Studies in Bucharest;  
Concentration in Finance; 1996-1997

**Interests** • Private Equity • Venture Capital

*Financial executive experienced in all aspects of transactional processes, acquired with prominent players, including Erste Group, the EBRD, Raiffeisen Investment, a regional investment fund and other advisory practices. Specialties: private equity, corporate lending, M&A, financial analysis and modelling, valuation, equity research, risk management, drafting and interpreting legal documents.*

# SIMONA RALUCA IONESCU

Bucharest, Romania  
Senior Business Analyst,  
**Unicredit Business Integrated  
Solutions Austria GmbH (UBIS)**  
**Sector:** Banking

**University** • A.S.E., Finante Asigurari si Burse de Valori,  
Bachelor's degree, 2008  
• Erasmus Exchange student at the University of  
Groningen, the Netherlands, 2006-2007  
**MSc** • London School of Economics and Political  
Science, MSc in Finance and Economics, 2009  
**Interests** • Equities • Fixed Income • Derivatives



*As a banking software business analyst, Simona acts as an intermediary between the development team and the product owner/customer. She assists both the clients and the development team by applying my financial valuation and statistics knowledge, with the goal of enhancing the pricing and CRM tools used by traders to analyse and make investment decisions.*

# IUSTIN IVANESCU

Bucharest, Romania  
Associate Banker,  
**European Bank for Reconstruction  
and Development**  
**Sector:** Banking

**University** • Bachelor in Business Administration, 2010,  
Central European University Business School, Budapest,  
Hungary • Bachelor in International Economics and  
Management, 2010, Universita Commerciale "Luigi  
Bocconi", Milan, Italy  
**MSc** • MSc Finance and Investments, 2011, Rotterdam  
School of Management, Erasmus University, Rotterdam,  
the Netherlands  
**Interests** • Equities • Fixed Income • Private Equity



*Iustin's experience is mostly focused on commercial banking, but also touched on equity capital markets and debt capital markets.*

# MARIAN IVASCU



Dhahran, Saudi Arabia  
FCD,  
**Saudi Aramco**  
**Sector:** Other

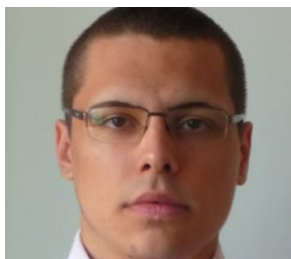
**University** • Bucharest A.S.E., BEcon in International Economic Relations, 1997

**MBA:** INSEAD, 2004

**Interests** • Commodities • Private Equity • Venture Capital

*Executive with broad experience across multiple sectors (energy, commodities, industrials, FMCG, financial services). Assignments undertaken with businesses backed by international banks & MNCs quoted on the NYSE, LSE, FSE, & VSE. Consistent track record in complex business transformations (turnaround management, downsizing & reorganisation, creditor-led recovery, & post-acquisition integration).*

# VASIL KYOSEV



Bucharest, Romania  
Risk Treasury Dealer,  
**Citibank**  
**Sector:** Banking

**University** • American University in Bulgaria, 2011, Summa Cum Laude BA in Economics and Business Administration

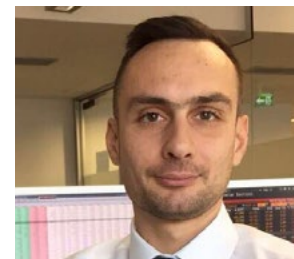
**Interests** • Fixed Income • Private Equity • Hedge Funds

*Vasil has more than four years of experience in managing and modeling interest rate and liquidity risk. He brings a diverse international exposure with main product focus on bonds, interest rate derivatives and fx.*

## MIHAI LAZAR

Bucharest, Romania  
Head of Treasury and Capital  
Markets Sales,  
**Raiffeisen Bank**  
**Sector:** Banking

**University** • ASE – Bachelor of Business Administration  
2004  
**Interests** • Foreign Currency • Fixed Income • Derivatives



*Mihai has expertise of structuring and trading capital markets products with institutional, corporate and retail accounts in various roles within the financial industry since 2004.*

## RAZVAN LEFTER

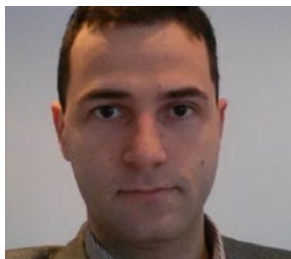
Bucharest, Romania  
Managing Director,  
**RSL Capital Advisors**  
**Sector:** Equities

**University** • A.S.E., Bucharest, Major in Banking and  
Stock Exchanges, Bachelor's degree, 2003  
**Interests** • Equities • Private Equity • Venture Capital



*Razvan has been involved in the Romanian financial sector for more than 10 years, both in banking and capital markets. Currently, Razvan advises KJK Capital – a Finnish investment manager – on the Romanian portion of their portfolio. Other interests include deal origination and structuring in the private equity and venture capital space, as well as turnaround management for distressed companies.*

# IONUT LIANU



Bucharest, Romania  
**NN Pensii**  
**Sector:** Pension Funds

**University** • A.S.E., Finante Asigurari si Burse de Valori, Bachelor's degree, 2002  
**Interests** • Equities • Fixed Income • Structured Products

*Ionut has more than 12 years experience in banking, especially in structured finance and asset liability management. Ionut is familiar with the local markets and corporations.*

# ADRIANA LUCA



Bucharest, Romania  
Freelance Advisor  
**Sector:** Other

**University** • A.S.E., Finante Asigurari si Burse de Valori, Bachelor's degree, 2003 • Universite d'Orleans, France, Finance -Comptabilite, Licence degree (Bac+3), 2002  
**Interests** • Private Equity • Venture Capital • Equities

*Adriana has 5 years of banking experience, mainly in structured finance, and 8 years of activity as an investment professional – in the private equity/ venture capital industry. She currently develops her own practice as freelance advisor for small/ medium businesses needing a fresh look at their financing strategy, corporate governance and specific businesses practices, etc.*

## CRISTIAN LUNGU

Bucharest, Romania  
Senior Sales Dealer,  
**Raiffeisen Bank SA**  
**Sector:** Banking

**University** • Faculty of Economics and Business Administration, "Alexandru Ioan Cuza" University, Iasi, Bachelor's degree, 2005  
**MSc** • Faculty of Economics and Business Administration, "Alexandru Ioan Cuza" University, Iasi, Post graduate degree – Financial Management, 2006  
**Interests** • Fixed Income • Structured Products  
• Derivatives



*Enthusiastic professional with over nine years of experience in capital markets sales on Romanian market with focus on FX and interest rate hedging solutions, fixed income sales, DCM and structured products.*

## DORIAN MACOVEI

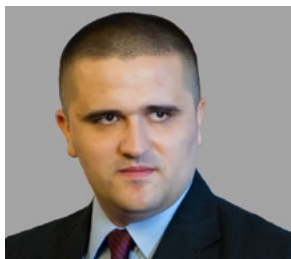
Vienna, Austria  
Managing Director,  
**EMSA Capital**  
**Sector:** Hedge Funds

**University** • A.S.E. Bucharest, FABB, 1998  
**Interests** • Private Equity • Venture Capital • Real Estate



*Dorian has over 15 years of experience in private equity, restructuring and turnaround consulting in various countries of Central and Eastern Europe, Central Asia, Italy, Germany and the Baltic States. Targeting investments in companies challenged by the need to effect immediate and significant change.*

# ADRIAN MARES



Bucharest, Romania  
Investment analyst,  
**Raiffeisen Asset Management**  
**Sector:** Other

**University** • A.S.E., Finante, Asigurari, Banci si Burse de Valori, Bachelor's degree, 2004

**Interests** • Fixed Income • Equities • Derivatives

*Adrian has over ten years of experience in finance out of which over seven years experience in asset management and capital markets with focus on investments (buy side equities and fixed income), accounting, back office and IT systems.*

# DUMITRU MATEI



Giurgiu, Giurgiu  
Chairman  
**Sector:** Other

**University** • Institutul Politehnic, Bucharest, Major in Robotics 1989, Bachelor's degree

**MBA:** Graduate School of Management, Bucharest, Summa cum laudae in Marketing (2005), Finance (2006)

**Interests** • Private Equity

*Highly experienced, results-driven management executive with proved progressive experience in business administration, operations management and business restructuring. Working experience with multinational companies, public state owned companies and SME's. Ability to streamline business operations that drive increase efficiency and bottom-line results.*



## EMILIA MAZARARU

Bucharest, Romania  
Department Manager,  
**Raiffeisen Bank**  
**Sector:** Banking

**University** • A.S.E., Finante Asigurari Banci si Burse de Valori, Bachelor's degree, 2002  
**MBA:** Vienna University, Executive MBA, 2016  
**Interests** • Real Estate • Private Equity • Equities



*Emilia has over twelve years of experience in corporate banking including mainly corporate and project finance with focus on real estate projects.*

## CALIN ADRIAN METES

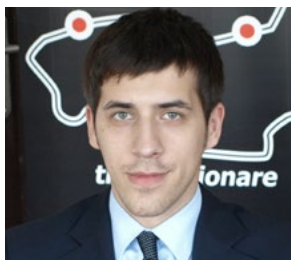
Bucharest, Romania  
Vice President/ Investment Analyst,  
**Franklin Templeton**  
**Investment Management**  
**Sector:** Equities

**University** • Babes-Bolyai University, Faculty of Economic Sciences, Banking and Stock Exchanges, Bachelor's degree, 2004 • Faculty of Political, Administrative and Communication Sciences, Political Sciences, Bachelor's degree, 2005 • Universite Libre de Bruxelles, Erasmus program, Political Sciences, 2005- 2006  
**MSc** • Babes-Bolyai University, Banking and Capital Markets, Master's degree, 2005 • Management of Political Organizations, Master's degree, 2014  
**Interests** • Equities • Private Equity • Hedge Funds



*Calin has 10 years of experience in capital markets with focus on research analysis and equity security selection. His main responsibilities focus on the Romanian, Greek and Bulgarian markets. He has experience in analyzing private companies in Romania and sits in the board of a number of unlisted Romanian companies from the utilities and infrastructure sectors.*

# ADRIAN MIHALCEA



Bucharest, Romania  
Senior Consultant  
– Transaction Services,  
**PricewaterhouseCoopers  
Management Consultants**  
**Sector:** Other

**University** • Alexandru Ioan Cuza University of Iasi.,  
Faculty of Economics and Business Administration,  
Finance and Banking degree, 2010  
**MSc** • Bucharest A.S.E., – Master in Banks and Monetary  
Policy, 2012  
**Interests** • Private Equity • Hedge Funds • Equities

Adrian is a young professional in the field of finance, with 5 years experience, with exposure to areas such as macroeconomic, FX and stock market analysis as a team member in a top Eastern-European brokerage house and on M&A Transactions with more than twenty five due diligence projects in industries such as: banking, energy, pharma and private healthcare as well as retail and wholesale.

# ALINA MIHALTAN



Bucharest, Romania  
Executive Director, Non-retail Credit  
Risk, Risk Division,  
**Raiffeisen Bank**  
**Sector:** Banking

**University** • A.S.E., Finante, Asigurari, Banci si Burse de  
Valori, Bachelor's degree, 2002  
**MSc** • A.S.E., Finante Asigurari si Burse de Valori,  
Master's degree, 2004  
**Interests** • Equities • Fixed Income • Derivatives

Alina has an extensive experience in banking, her expertise covering financial analysis of Corporates/ Financial institutions/ Local&Regional governments, rating models development, portfolio stress testing, IFRS provisioning, credit policies, regulatory framework incl. Basel, interfacing with local assurance/ regulatory bodies. Starting 2015, she coordinates also credit risk activities for non-retail customers and associated credit control operations.

## MADALINA MILITARU

Bucharest, Romania  
Head of Division,  
**National Bank of Romania**  
**Sector:** Other

**University** • Facultatea de Studii Economice,  
Universitatea Ovidius Constanta, Bachelor's degree, 2005  
**MSc** • Scoala Doctorala de Finante Banci, ASE, MSc. In  
Finance and Banking, 2013  
**Interests** • Equities • Commodities • Private Equity



*Madalina has more than 6 years of experience in economic research with a focus on GDP growth and inflation developments and prognosis. Also, Madalina acquired around 4 years of experience in investments (stock exchange and investment banking).*

## DRAGOȘ IOAN MÎNJINĂ

Bucharest, Romania  
Senior Credit Risk Analyst,  
**BRD - Groupe Societe Generale**  
**Sector:** Banking

**University** • Facultatea de Științe Economice,  
Universitatea Transilvania Brașov, Bachelor Degree, 2000  
**MSc** • A.S.E., Master's degree in financial management  
and capital markets (DAFI), 2006  
**PhD** • A.S.E., PhD in Finance, 2010  
**Interests** • Equities • Foreign Currency • Derivatives



*Dragos has over fourteen years experience in banking with focus on corporate credit risk and accounting.*

# ROMULUS MIRCEA



Bucharest, Romania  
Investment Specialist,  
**Raiffeisen Asset Management**  
**Sector:** Banking

**University** • Bucharest University of Economic Studies, 2005, BSc in Finance and Banking • London School of Economics, 2003/2004, Derivatives and Financial Markets Summer School

**MSc** • Doctoral School of Finance and Banking (DOFIN), Bucharest University of Economic Studies, 2007

**Interests** • Derivatives • Structured Products • Equities  
• Fixed Income • Foreign Currency • Real Estate

*Senior finance professional with over 10 year experience in macroeconomics, risk management, financial product development&trading, hedging and valuation techniques, portfolio management.*

# ADRIAN MITROI



Bucharest, România  
Associate Professor of Behavioral Finance,  
**A.S.E., Facultatea Finanțe, Burse, Asigurări**  
**Sector:** Banking

**University** • Institutul Politehnic „TRAIAN Vuia”, Facultatea De Mecanică, Timișoara, România, 1988

**MBA:** Graduate School Of Management, Canadian MBA Program, Bucharest, România, 1995 Master Of Business Administration (MBA), Managerial Finance

**PhD** • A.S.E., Facultatea Finanțe, Burse, Asigurări, Bucharest, România 2009

**Interests** • Behavioral Finance

*Adrian T. Mitroi, CFA, Ph.D. has a Finance MBA and a Ph.D. on Applied Behavioral Finance from ASE Bucharest. A Professor of Behavioral Finance at ASE Bucharest – included in the CFAI University Recognition Program, Adrian is a board member of the Insurance Guarantee Fund, a Scientific Committee member of the Financial Studies Institute, and member of Index Committee of Bucharest Stock Exchange. Mr. Adrian T. Mitroi, CFA is the founding president of the CFA Romania.*

## STELIAN MITU

Bucharest, Romania  
Senior investment consultant,  
**NCH Capital**  
**Sector:** Investment Banking

**University** • Politehnica University Bucharest, B.A. in Chemical Engineering, 1995  
**MBA:** University of Quebec in Montreal, and A.S.E., Graduate School of Management, MBA Finance, 1997  
**Interests** • Real Estate • Private Equity • Venture Capital



*Stelian managed equity and real estate investment projects for over 16 years for private investment groups and hedge funds. Has been a board member in public and private companies in real estate, pharmaceuticals, or engineering.*

## COSMIN MIZOF

Bucharest, Romania  
Associate Portfolio Manager,  
**KD Group d.d.**  
**Sector:** Equities

**University** • A.S.E., Finante Asigurari si Burse de Valori, Bachelor's degree, 2001  
**MSc** • A.S.E., Finante Asigurari si Burse de Valori, - DAFI Master's degree in financial management and capital markets, 2003  
**Interests** • Equities • Fixed Income • Hedge Funds



*Cosmin has over seven years of experience on the local and regional capital markets with various roles in portfolio management, buy-side and sell-side equity research, investment banking and private equity. Previously, he developed his business acumen in advisory practices of Big4 companies and other financial management positions in the corporate sector.*

# IULIANA SIMONA MOCANU



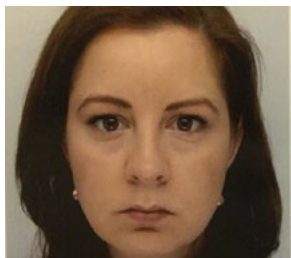
Bucharest, Romania  
Equity Analyst,  
**Raiffeisen Bank**  
**Sector:** Equities

**University** • A.S.E., Finante Asigurari si Burse de Valori,  
Bachelor's degree, 2002

**Interests** • Equities • Fixed Income • Commodities

*Iuliana has almost fourteen years of experience in research, financial modeling and corporate finance, out of which 9 years in equity research.*

# ANA MARIA MOGHINA



Vienna, Austria  
Head of Team Financial Institutions  
Risk Management – CEEMEA Region  
**Raiffeisen Bank International AG**  
**Sector:** Banking

**University** • Bucharest University of Economic Studies,

**Interests** • Fixed Income • Derivatives • Equities

*With more than 13 years experience in areas such as corporate banking, financial analysis and underwriting, Ana Maria is currently leading an international team responsible for assessing and steering the counterparty credit risk of financial institutions (banks and non-banks), sovereigns and sub-sovereigns within the CEE, SEE, CIS, Africa and Middle East areas, counterparts of the RBI Group.*

## RALUCA MOISE

Bucharest, Romania

**Sector:** Other

**University** • A.S.E. Bucharest- Finance, Insurance, Banking and Stock Exchanges, Bachelor's degree, 1999  
**Interests** • Venture Capital • Fixed Income



Over 15 years of experience in audit (internal and external), financial reporting and financial analysis.

## MIHAELA MOLEAVIN

Bucharest, Romania  
Financial and Operations Manager,  
**Franklin Templeton Investment Management, Bucharest Branch**  
**Sector:** Equities

**University** • Academy of Economics Bucharest / Faculty of Finance, Insurance, Banking and Stock Exchange, Bachelor's degree, 1998  
**MSc** • Academy of Economics Bucharest / Faculty of Finance, Insurance, Banking and Stock Exchange, Master's degree, 1999  
**Interests** • Private Equity • Equities • Derivatives



Mihaela has over eight years experience in financial advisory services (due diligence, valuation) and corporate finance and over ten years experience in financial field and audit services.

# ANCA OLIVIA MORARU



Bucharest, Romania  
Investment Manager,  
**New Europe Capital**  
**Sector:** Equities

**University** • A.S.E., Finante Asigurari Banci si Burse de Valori, Bachelor's degree, 2003

**Interests** • Private Equity • Equities • Venture Capital

Anca has been working for a private equity fund for over 10 years. Previously she worked for two brokerage house as a broker and research analyst, respectively.

# CLAUDIU NASUI



Bucharest, Romania  
Manager,  
**MZ Finance Advisory and Assurance**  
**Sector:** Other

**University** • Paris-Dauphine University, 2006, Bachelor's in Management • Paris-Dauphine University, 2007, Maitrise • Bucharest University, 2016 (expected), Law degree

**MSc** • Bocconi University, 2009, MSc. in Finance

**PhD** • Bucharest University of Economic Studies, 2017 (expected), PhD.

**Interests** • Venture Capital • Commodities • Hedge Funds

Claudiu has over four years of experience in the financial services industry. He started out by auditing insurance companies within the Financial Services team of PwC, worked as a financial analyst for BCR's Group Large Corporate department and is currently a manager in the MZ Finance Advisory and Assurance, a local financial consulting firm.



## CATALIN NEAGU

Bucharest, Romania  
Relationship Manager, Corporate &  
Investment Banking,  
**BRD Groupe Societe Generale**  
**Sector:** Banking

**University** • Universitatea A.I.Cuza Iasi, Facultatea de  
Economie si Administrarea Afacerilor, Banci si Burse de  
Valori, Bachelor's degree, 2004  
**Interests** • Equities • Structured Products  
• Venture Capital



*Catalin has an 12 years career in banking industry, out of which 8 in corporate and investment banking, with significant experience in relationship management, business assessment, finance structuring, credit analysis. Strong interest in financial markets, macroeconomics and for more involvement in creating a sustainable local investment climate.*

## CORINA ANCA NEGUT

Bucharest, Romania  
Head of Treasury & Financial  
Markets Division,  
**Piraeus Bank Romania SA**  
**Sector:** Banking

**University** • A.S.E., Finante Asigurari Banci si Burse de  
Valori, Bachelor's degree, 2002  
**MSc** • A.S.E., Finante Asigurari Banci si Burse de Valori,  
Master's degree, 2004  
**Interests** • Fixed Income • Derivatives • Structured  
Products • Hedge Funds • Commodities



*Corina has 13 years experience in trading and treasury, assets and liabilities management, bonds, derivatives, interest rate and liquidity risk management, hedging techniques.*

# ANDREEA NICA

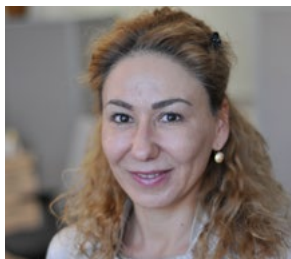


Bucharest, Romania  
Treasury Sales Manager,  
**OTP Bank Romania SA**  
**Sector:** Banking

**University** • Universitatea din Pitesti, Faculty of Economic Studies, Finance and Banking, Graduation year 2008, Bachelor of Economics  
**Interests** • Foreign Currency

*The years of experience working within a Treasury Department are complemented by Andreea's over 10 years of volunteer work for various NGOs.*

# RALUCA ANA-MARIA NICOLESCU



Bucharest, Romania  
Director,  
**Raiffeisen Bank**  
**Sector:** Banking

**University** • Polytechnic University of Bucharest, Bachelor Degree, 1995  
**MBA:** City University, an International Faculty of the University of Sheffield, Executive MBA, 2010  
**Interests** • Fixed Income • Derivatives  
• Structured Products

*Raluca has more than 17 years experience in financial sector, covering different areas from risk management, financial analysis and corporate finance to capital debt markets, liquidity management, asset/ liability management, and fixed income.*

## CRISTINA OACA

Bucharest, Romania  
Manager,  
**PricewaterhouseCoopers (PwC)**  
**Sector:** Other

**University** • A.S.E. Bucharest, Facultatea de Management, Bachelor's degree, 2000  
**MBA:** Romanian-Canadian MBA Program, Finance, 2003  
**Interests** • Equities • Fixed Income • Derivatives



*Cristina has over six years of professional experience with PwC Romania, being specialized in business valuation, financial feasibility studies, business plan assistance and other types of financial modelling projects. Prior to joining PwC, Cristina worked in the area of financial planning and analysis for the Romanian telecom incumbent.*

## CORNELIA OANCEA

Bucharest, Romania  
CEO,  
**New Europe Capital**  
**Sector:** Other

**University** • A.S.E., Finante Asigurari si Burse de Valori, Bachelor's degree, 1997  
**Interests** • Private Equity • Hedge Funds  
• Structured Products



*Cornelia has over 15 years of experience as investment professional. She started as an equity analyst in 1998 moved into investment management in 2001. As Private Equity Director and subsequently CEO of New Europe Capital, she has been closely involved in the management of three private equity funds, handling the origination, acquisition, restructuring and exit areas.*

# MANUELA OGRINJA



Bucharest, Romania  
Head of the IR Department,  
**SNGN Romgaz SA**  
**Sector:** Other

**University** • Institutul Politehnic Bucharest, Master's Degree, 1984

**Interests** • Equities

Manuela has extensive experience in financial analysis, capital markets consultancy and investment banking. She previously worked with Bancpost SA and EFG Eurobank group as Head of the Research Department, Capital Markets Division.

# PAUL OLTEANU



Vienna, Austria  
Manager,  
**Accenture Management Consulting**  
**Sector:** Banking

**University** • Vienna University of Business Administration, 2007, JOSZEF Program – Bachelor similar • A.S.E. Bucharest, 2007, Diploma in Business Administration – German Language

**MSc** • Rotterdam School of Management, 2010, MSc in Finance & Investments

**PhD** • A.S.E. Bucharest, 2013, PhD in Management

**Interests** • Private Equity • Equities • Real Estate

Paul Olteanu joined Accenture Management Consulting, Vienna Office in 2013 as a Manager. Previously he was over 2 years with McKinsey & Company, Frankfurt Office. He has over 7 years of experience managing international projects in Corporate Finance & Risk Management related topics e.g. Corporate Valuation, Due Diligence, Private Equity, Credit Risk Management, Business Process Design, Banking Regulation.

## CRISTINA OVEZEA

Frankfurt am Main, Germany  
Supervision analyst,  
**European Central Bank**  
**Sector:** Banking

**University** • A.S.E., Bucharest, Bachelor's degree in Finance, Insurance, Banks and Stock Exchanges, 2007  
**MSc** • A.S.E., Bucharest, Master's degree in Management of Banking Systems, 2008

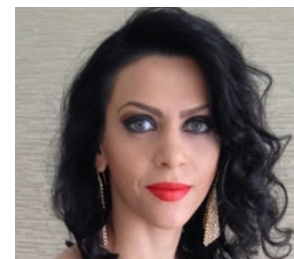


*Cristina joined the European Central Bank in April 2015 with the aim to effectively contribute to the implementation of the new system for bank supervision in Europe. Previously, Cristina accumulated 6 years of experience in the Crisis Management Department of the National Bank of Romania and almost 2 years of experience as credit analyst in the private Romanian banking sector.*

## AURELIA RAMONA PANAITESCU-PADUREANU

Bucharest, Romania  
Credit Risk Analyst,  
**BRD-Groupe Societe Generale**  
**Sector:** Banking

**University** • A.S.E., Finante Asigurari Banci si Burse de Valori, Bachelor's degree, 2003  
**MSc** • A.S.E., Finante Asigurari si Burse de Valori, Master's degree, 2007  
**Interests** • Fixed Income • Private Equity • Derivatives



*Ramona has over 8 years experience in the Risk assessment of different types of counterparties: corporate customers, financial institutions, pension and investment funds, public authorities.*

# ANCA PARGHEL



Bucharest, Romania  
Risk Manager,  
**National Bank of Romania**  
**Sector:** Banking

**University** • A.S.E., Relatii Economice Internationale,  
Bachelor's degree, 2004

**MSc** • SNSPA, Comunicare si Relatii Publice, Master's  
degree, 2010

**Interests** • Fixed Income • Foreign Currency  
• Private Equity

Anca is an enthusiast professional with a solid background in economics and finance and strong interests in investment management and risk management. Expertise areas: financial risk management, performance analysis, FX and money market products, fixed income instruments, portfolio management, economic research and analysis.

# LUCIAN PATULEA



Bucharest, Romania  
Financial Analyst,  
**Financial Supervisory Authority (ASF)**  
**Sector:** Pension Funds

**University** • Business Administration – English section,  
Academy of Business Studies (ASE – Bucharest)

• University of Porto (Porto) – Erasmus exchange programme

**MSc** • International Financial Management – Joint Degree  
University of Groningen / University of Uppsala

**Interests** • Equities • Fixed Income

Lucian is a financial analyst for the Financial Supervisory Authority, having attributes of analyzing and supervising the private pension system in Romania. His responsibilities include investment analysis and financial statements analysis. Lucian is representing the Romanian Authority in OPC and TFPP meetings within EIOPA. He has also worked within two of the Big Four: as an intern assurance auditor at PwC and as a consultant in corporate finance at KPMG.

# MARIA PELECACI

Barcelona, Spain

**Unemployed**

**Sector:** Other

**University** • A.S.E. Bucharest

**MBA:** Master in Corporate Finance: ESADE Business School Barcelona

**Interests** • Derivatives • Structured Products



*Diverse working experience both in financial services (corporate actions and collective investments) and international trade, in various business environments. A dedicated and fair team-member, taking initiative to address issues and develop solutions that improve daily operational flow; Analytical and detail-oriented, able to prioritise and make sound decisions quickly while maintaining a focus on the bottom-line; A flexible professional who enjoys learning new skills and quickly adapts to organisational changes. Analytical Determined Reliable Efficient Ethical.*

# MIHAELA PENES

Bucharest, Romania

Institutional Investor Sales for

Romania & Bulgaria,

**Citibank Europe plc, Dublin –**

**Bucharest branch**

**Sector:** Banking

**University** • A.S.E., Finante Asigurari si Burse de Valori, Bachelor's degree, 2006

• Universitatea Crestina "Dimitrie Cantemir", Stiinte Juridice si Administrative, 2009

**MSc** • Scoala Doctorala de Finante Bank, ASE, MSc. In Finance and Banking, 2008

**Interests** • Fixed Income • Derivatives • Foreign Currency



*Mihaela has over eight years of experience in banking mainly including corporate and investor sales. She has been covering investors for five years now with focus on both real money clients and banks. She has a cross-asset experience covering products such as fixed income, fx and rate derivatives, equity, ETFs, CLNs, structured notes, EMTN issuance, loan trading, structured financing solutions.*

# CRISTIAN CONSTANTIN PETRE



Bucharest, Romania  
Equity Portfolio Manager,  
**BCR Pensii, SAFPP SA**  
**Sector:** Pension Funds

**University** • Faculty of Finance, Insurance, Banking and Stock Exchange, Bucharest University of Economic Studies (ASE), 2006

**MSc** • Finance and Banking (DOFIN), Bucharest University of Economic Studies (ASE), 2011

**Interests** • Equities • Fixed Income • Derivatives

7+ years in portfolio management, financial analysis including equity, fixed income, money markets and asset allocation; Cristian started his career in the financial due diligence and corporate finance fields. Now he is focused on equities portfolio management.

# SORIN ADRIAN PETRE



Bucharest, Romania  
Director,  
**PricewaterhouseCoopers (PwC)**  
**Sector:** Other

**University** • Polytechnic Institute of Bucharest, Faculty of Electro-technical Equipment, Bachelor's degree, 1990

**Interests** • Equities • Real Estate • Fixed Income

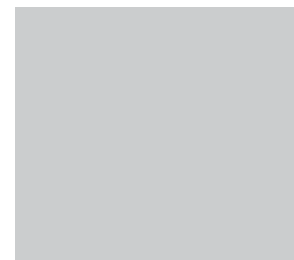
Sorin is a Director and the leader of the Valuation & Economics services of PwC Romania. Sorin has over 19 years of professional experience in valuation services, being specialized in business and assets valuations (tangible, financial, intangible), financial and economic feasibility studies and business plans assistance. Over the period 2012 – 2015 Sorin has been vicepresident of the ANEVAR Board and the president of the review and monitoring commission of ANEVAR.



# DAN PETRE PODARIU

Bucharest, Romania  
Sr. Corporate Sales Dealer,  
**ING Bank NV, Bucharest Branch**  
**Sector:** Banking

**University** • A.S.E., Finante Asigurari si Burse de Valori,  
Bachelor's degree, 2006  
**Interests** • Derivatives • Commodities  
• Structured Products



*Dan has more than 11Y experience in Financial Market industry. His focus was on delivering transparent, clear and easy hedging solutions for currency, interest rate and commodities exposures. He attended different trainings including: sales, negotiation, structured products, mindset, etc.*

# BOGDAN POJAR

Bucharest, Romania  
Investment Analyst,  
**Raiffeisen Asset Management**  
**Sector:** Equities

**University** • Alexandru Ioan Cuza University Iasi., June  
2009, BA degree in Finance and Banking  
**MSc** • Alexandru Ioan Cuza University Iasi, June 2011,  
MSc degree in Banks and Financial Markets  
**Interests** • Equities • Derivatives • Fixed Income



*I am an investment analyst at Raiffeisen Asset Management for more than five years. My objective is to increase the risk-adjusted returns of equity funds or of the equity asset class for the more diversified funds under management. My geographical focus, besides the local market, includes developed markets in Europe and the U.S. and the BRIC countries. In reaching my goals I employ technical, intermarket and fundamental analysis.*

# ALIN POP

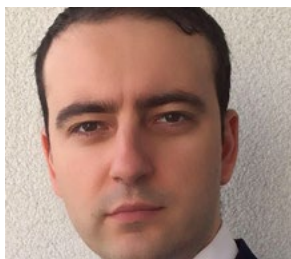


Bucharest, Romania  
First VP, Director Investment  
Banking / Corporate Finance,  
**Unicredit Tirioc Bank**  
**Sector:** Banking

**University** • A.S.E., Relatii Economice Internationale,  
Bachelor's degree, 2002 • Vienna University of Business  
and Administration, International Exchange Year, 2002  
**Interests** • Foreign Currency • Fixed Income

*Alin is Director, heading the Investment Banking Office of UniCredit in Romania. He is covering the M&A, Financial Sponsors/ Private Equity Relations and Capital Markets (Equity and Debt Capital Markets). He was also previously working in UniCredit London Office on the CEE Equity Capital Markets side. He has also a long previous experience in Corporate Banking, heading until 2013 the Multinational Corporates Team in UniCredit Romania.*

# ADRIAN POPA



Bucharest, Romania  
Corporate Regional Manager,  
**Bancpost (ERB Group)**  
**Sector:** Banking

**University** • A.S.E. / Faculty of Finance, Insurance,  
Banking and Stock Exchange / Bachelor's degree, 2007  
**Interests** • Fixed Income • Derivatives

*Adrian has over ten years of experience in banking, starting from operations, retail sales, Mid and Large Corporate, within different reputable european banking groups (e.g., Erste, Unicredit, Eurobank).*

## ANDREEA POPA

Bucharest, Romania  
Managing Partner,  
**Qfin Advisory**  
**Sector:** Other

**University** • A.S.E., Bucharest – "Financing, Insurance, Banks and Stock Exchanges", 2000, BA, Major in "Banks and Stock Exchange"  
**Interests** • Real Estate • Private Equity • Venture Capital



*Seasoned finance and investment professional, 13+ years of experience in finance, both commercial and investment banking, having worked with top five financial consultants worldwide. Experience in financing, investment, corporate finance, M&A, debt restructuring, valuation projects for large groups of companies. Well versed in timely structuring complex finance transactions at all stages. Extensive exposure to international and/or high complexity projects in numerous industries.*

## CRISTIAN POPA

Bucharest, Romania  
Chief Investment Officer,  
**NN Life Insurance**  
**Sector:** Pension Funds

**University** • A.S.E., Economie, Bachelor's degree, 2009  
**MSc** • A.S.E., International Business and Economics,  
– Master's degree in International financial risk management, 2011  
**Interests** • Equities • Fixed Income • Hedge Funds



*Cristian has over nine years of experience in asset management and capital markets being focused on equity portfolio management and analysis, equity security selection and asset allocation, equity, fixed income and derivatives trading and financial risk management.*

# MARIUS POPESCU



Bucharest, Romania  
CEO,  
**NN Life Insurance**  
**Sector:** Other

**University** • A.S.E. Bucharest, 1998  
**MBA:** Saint Mary's University, 2001, MBA – Harvard Business School, 2013, General Management Program  
**Interests** • Fixed Income • Derivatives

*During his 10 years spent within the local financial markets, Marius was General Manager of NN Investment Partners Romania, then GM of NN Pension Fund and since 2013 CEO of NN Life Insurance. He was the chairman of the private pension industry association and is currently the vicepresident of the insurance industry association.*

# MUGUR-NICOLAE POPESCU



Bucharest, Romania  
Investment Director,  
**BCR Pensii, S.A.F.P.P. S.A.**  
**Sector:** Pension Funds

**University** • A.S.E. Bucharest, 1997 • University of Vienna – Austria, 1996  
**MSc** • ASE Bucharest, 1999  
**PhD** • Romanian Academy, 2006  
**Interests** • Equities • Fixed Income • Venture Capital

*Mugur Popescu, CFA, PhD is a Senior Finance professional with 18+ years experience in corporate, investment banking working and asset management for global financial institutions (Citibank, Unicredit, Aviva, Raiffeisen, Erste), the last 5 years in management/CIO positions. He enjoys a wide experience in equity and credit analysis, corporate banking, asset management and risk management and is fluent in English and German.*

# MIHAI ANDREI POPESCU GREACA

London, UK  
Associate,  
**Deutsche Alternative Asset  
Management (UK) Limited**  
**Sector:** Banking

**University** • Goethe University Frankfurt, 2010, Diplom-Kaufmann • Universitee Paris Dauphine, 2007/2008, Exchange Program  
**MSc** • MSc in Finance and Accounting, 2010  
**Interests** • Private Equity • Venture Capital • Equities



*Mihai is an Associate in the Infrastructure Direct Investment division of Deutsche Asset Management (part of Deutsche Bank Group). Since joining Deutsche Bank in 2011, Mihai has been involved in the investment appraisal, asset management and disposal of controlling stakes in assets across the Transport and Energy sectors in Western European countries. Mihai is fluent in German, English and Romanian (mother tongue) and is advanced in French.*

# MIHAELA-CRISTIANA POPESCU-ICHIM

Bucharest, Romania  
Tax Director,  
**Independent tax advisor for  
Schoenherr**  
**Sector:** Other

**University** • A.S.E., Finante Asigurari si Burse de Valori, Bachelor's degree, 2003 • Universitatea din Bucharest, Facultatea de Drept, Bachelor's degree, 2005  
**Interests** • Real Estate • Private Equity • Venture Capital • Equities • Fixed Income



*Mihaela has some 10 years of experience in tax advisory area, with focus on M&A deals, due diligence, domestic and international transaction structuring, taxation of financial investments and financial instruments.*

# FELICIA POPOVICI



Bucharest, Romania  
Vice President,  
**Raiffeisen Asset Management**  
**Sector:** Other

**University** • University of Bucharest, Faculty of Mathematics – Bachelor's degree, 1990  
**MSc** • University of Bucharest, Faculty of Mathematics – Certified professor, 1993  
**Interests** • Fixed Income • Equities • Derivatives

*Felicia has more than 18 years of experience in capital markets (investment banking and asset management), previously working as an Executive Director of Raiffeisen Capital and Investment. She was part of the USAID project for the development of the Romanian capital market, providing assistance to the National Securities Commission.*

# VALENTIN POPOVICI



Bucharest, Romania  
Executive Director,  
**Banca Comerciala Romana**  
**Sector:** Banking

**University** • Facultatea de Economiei si Administrarea Afacerilor, Universitatea "Al.I. Cuza" Iasi, Bachelor Degree, 1998 • Central European University, MA in Economics, 2001  
**Interests** • Fixed Income • Derivatives

*Valentin has more than 14 years of experience in financial markets industry moving from the central bank, where he began his career, to the private sector, where he has been working inside the treasury divisions of several local banks.*

## ANA-MARIA PREDA

Bucharest , Romania  
Asset Management Specialist,  
**Groupama Asigurari SA**  
**Sector:** Other

**University** • Bucharest University of Economic Studies – Finance, Insurance, Banking & Stock, Exchange Faculty, June 2010, Bachelor in Economics  
**MBA:** IE Business School Madrid – Global MBA, December 2016  
**Interests** • Fixed Income • Derivatives • Foreign Currency



*Ana has 5 years of experience in finance: 3 years in portfolio management and 2 years in capital markets. Duties: fixed income asset portfolio management, risk management, ALM, financial market analysis, asset valuation, reporting, capital markets accounts administration.*

## SERGIU PUIANU

London, United Kingdom  
Head of EEMEA Credit Markets,  
**Unicredit Bank AG, London**  
**Sector:** Banking

**University** • A.S.E. – Bucharest, Romania  
**MSc** • Master of Science in Finance and Banking, Doctoral School of Finance and Banking, A.S.E.  
**Interests** • Fixed Income



*Trade the EEMEA sovereign debt and derivatives, main focus CEE. Manage the risk derived from the flow trading and market making. Work in close cooperation with the Sales team in order to define the common client strategy and objectives.*

# MIHAI PURCAREA



Bucharest , Romania  
CEO,  
**BRD Asset Management SAI**  
**Sector:** Other

**University** • Institutul Bancar Roman,, Facultatea de Management Financiar Bancar,, Bachelor's degree, 2005  
**MBA:** City University of Seattle, 2007  
**Interests** • Fixed Income • Equities • Derivatives

*Mihai has more than ten years of experience in asset management and capital markets with focus on asset allocation, fixed income, equity and derivatives.*

# RAUL RADA-PIIU



Bucharest, Romania  
Project Finance Product  
Coordinator,  
**Raiffeisen Bank**  
**Sector:** Banking

**University** • A.S.E., Business Administration, Bachelor's degree, 2007  
**MSc** • A.S.E., Geopolitics and International Relations, Master's degree, 2009  
**Interests** • Private Equity • Structured Products  
• Fixed Income

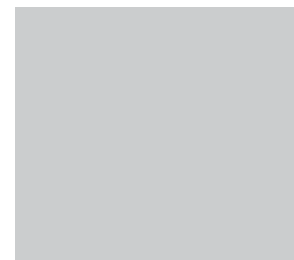
*Raul has eight years of experience in corporate banking, working on project finance deals and on acquisition transactions (leveraged buy-outs, management buy-outs, acquisitions of minority stakes in target companies).*



# RALUCA RADBATA

Bucharest, Romania  
Sector Head TMT& Healthcare,  
**ING Bank**  
**Sector:** Banking

**University** • "Babes-Bolyai" University, The Institute of Economic Studies, Business Administration, Bachelor's degree, 2005  
**Interests** • Structured Products • Foreign Currency  
• Private Equity



*Raluca has over 10 years of experience in the banking industry, working all this period for the Corporate Clients Division of ING Bank. She is currently Sector Head TMT and Healthcare.*

# IULIA RADU

Bucharest, Romania  
Principal ALM Manager,  
**Raiffeisen Bank**  
**Sector:** Other

**University** • A.S.E., Finante Asigurari si Burse de Valori, Bachelor's degree, 1999  
**Interests** • Fixed Income • Derivatives



*Iulia has over eleven years of experience in banking mainly including: interest rate and liquidity risk management, funds transfer pricing, credit portfolio management, capital adequacy, credit risk policies, credit risk assessment for financial institutions, financial analysis.*

# GINA-MIRELA ROȘCA



Thessaloniki, Greece  
Principal Analyst,  
**The Black Sea Trade and  
Development Bank (BSTDB)**  
**/ since April 2001**  
**Sector:** Investment Banking

**University** • Faculty of Power Engineering (Nuclear  
Power Plants section), Polytechnic Institute, Bucharest –  
Romania / June 1985 / Engineer  
**MBA:** A. B. Freeman School of Business, Tulane University,  
New Orleans – USA / May 1996  
**Interests** • Equities • Fixed Income

*Work experience: 18 years in investment and development banking, mostly as investment/financial analyst; (previously) 9 years as QA engineer for nuclear power plant equipment Main expertise: evaluation of banks and companies/investment projects from various industries, located in 11 CEE countries Skills: strong quantitative reasoning, detail oriented, problem-solving focused, ability to work in multinational/multi-task teams and to adapt easily to changing demands, open-minded and culturally sensitive.*

# ADRIAN ROSOAGA



Bucharest, Romania  
VP Investment Banking,  
**Banca Comerciala Romana**  
**Sector:** Investment Banking

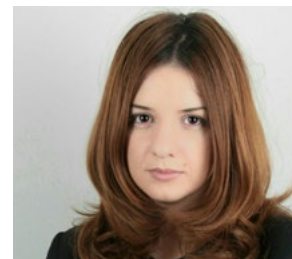
**University** • A.S.E.; International Business and  
Economics Faculty  
**MSc** • Academy of Economic Studies of Bucharest; DAFI  
Master – Finance Faculty  
**Interests** • Equities • Private Equity • Venture Capital

*Adrian has over 11 years of experience within the financial advisory industry, with over 9 years of focus on mergers and acquisitions. He gained in-depth background in coordinating complex and highly competitive M&A & ECM processes, being involved in multiple landmark transactions in Romania, while working for BCR, Raiffeisen Investment, EFG Eurobank and BDO.*

# COSMINA ROTEANU

Bucharest, Romania  
ALM Manager,  
**Unicredit Bank**  
**Sector:** Banking

**University** • Academia de Studii Economice, Finante  
Asigurari Banci si Burse de Valori, Bachelor's degree, 2007  
**MSc** • Scoala Doctorala de Finante Banci, ASE, MSc. in  
Finance and Banking, 2009  
**Interests** • Fixed Income • Foreign Currency • Derivatives



*Cosmina is Senior Associate within the Strategic ALM department of UniCredit Bank. With over eight years of experience in asset and liabilities management and market risk, she is specialized in liquidity and interest rate risk management, financial planning, strategic funding, fixed income portfolio management, funds transfer pricing, assets and liabilities modelling.*

# CLAUDIU SABAU

Bucharest, Romania  
Chief Dealer Capital Markets Sales,  
**ING Bank NV Amsterdam –**  
**Sucursala Bucharest**  
**Sector:** Banking

**University** • A.S.E., Comert, Bachelor's degree,  
2007 • University of Groningen, International Economics,  
Certificate, 2006  
**Interests** • Hedge Funds • Fixed Income • Derivatives



*Claudiu has over 8 years of proven track record in dealing a large range of products with local financial institutions and large corporate clients. Main focus on FX & IR hedging, structured products and fixed income.*

# ANCA SABIE



Bucharest, Romania  
Team Leader, Control &  
Measurement, Risk Division,  
**BRD**  
**Sector:** Banking

**University** • A.S.E., Finante Asigurari si Burse de Valori, Bachelor's degree, 2007 • Scoala Nationala de Studii Politice si Administrative, Stiinte Politice, Bachelor's degree, 2008

**MSc** • Scoala Doctorala de Finante Banci, ASE, MSc. In Finance and Banking, 2009

**Interests** • Foreign Currency • Derivatives • Fixed Income

*Anca has more than six years of experience in credit risk management, with focus on: assessment, monitoring, mitigation techniques, ICAAP delivery, stress testing, industry analysis.*

# CRISTIAN SAITARIU



Bucharest, Romania  
Deputy Head Corporate Banking,  
**Piraeus Bank Romania**  
**Sector:** Banking

**University** • A.S.E., Finante Asigurari si Burse de Valori, Bachelor's degree, 1999

**MSc** • A.S.E., Finante Asigurari si Burse de Valori, Master's degree, 2000

**Interests** • Derivatives • Foreign Currency

*Cristian has over 15 years of experience in corporate banking, out of which 10 years in senior management positions in large corporate divisions.*

## MARIAN SERBAN

Bucharest, Romania  
Assets and Liabilities Management  
Director,  
**Banca Transilvania**  
**Sector:** Banking

**University** • A.S.E., Finante Asigurari si Burse de Valori,  
Bachelor's degree, 2004  
**Interests** • Fixed Income • Derivatives • Foreign Currency



*Marian has over 7 years experience in assets and liabilities management (liquidity management, interest rate risk management, funding management, funds transfer pricing)*

## SORIN SERBAN

Bucharest, Romania  
Director Executiv – Corporate  
Underwriting,  
**BCR SA**  
**Sector:** Banking

**University** • Facultatea de Electrotehnica, Institutul  
Politehnic Bucharest, 1992 • Facultatea de Drept,  
Universitatea Bucharest, 1999  
**Interests** • Fixed Income • Derivatives



*Sorin has more than 20 years of banking experience working in risk management and sales positions.*

# MIRCEA SERES



Vienna, Austria  
Senior Financial Analyst, Treasury,  
**Raiffeisen Bank International AG**  
**Sector:** Banking

**University** • A.S.E., Finante, Asigurari, Banci si Burse de Valori, Bachelor's degree, 2005  
**Interests** • Fixed Income • Derivatives

*Mircea has over ten years of experience in banking mainly including: interest rate and liquidity risk management, balance sheet management, funds transfer pricing, market risk, securitization, bond issues, corporate finance, financial analysis.*

# ALEXANDRA SMEDOIU



Bucharest, Romania  
Director,  
**PricewaterhouseCoopers**  
**Sector:** Other

**University** • A.S.E., Relatii Economice Internationale, Bachelor degree, 2005  
**MSc** • A.S.E., Relatii Economice Internationale, Master degree, 2007  
**Interests** • Private Equity • Real Estate • Venture Capital

*Alexandra has over 10 years of experience in advising banks and insurance companies on domestic and international taxation matters related to mergers & acquisitions and structuring of new investments. She is a regular speaker at public economic events and an advocacy member of FIC and AmCham.*

## ANCA STAN

Bucharest, Romania  
Business Center Manager,  
Corporate Banking Unit,  
**Banca Romaneasca, Member of the  
National Bank of Greece Group**  
**Sector:** Banking

**University** • A.S.E.; Faculty of Economic Studies in  
Foreign Languages, German Department, specialization  
Business Administration, Bachelor's degree,  
1999 • University Trier, Germany, Faculty of Economics  
and Business Administration – Erasmus Certificate, 1998  
**MSc** • A.S.E., Faculty of International Economic  
Relations, Master in International Business, 2002  
**Interests** • Economics • Corporate finance  
• Financial analysis



*Anca has over 15 years experience in the commercial banking with an expertise in corporate/SME lending, credit underwriting, financial analysis, project finance, SME lending programs management, non performing loans management and credit risk management in corporate/SME lending.*

## RAZVAN SZILAGYI

Bucharest, Romania  
General Manager,  
**Raiffeisen Asset Management**  
**Sector:** Asset Management

**University** • A.S.E., Finante Asigurari si Burse de Valori,  
Bachelor's degree, 2002  
**MSc** • A.S.E., Finante Asigurari si Burse de Valori,  
Master's degree, 2004  
**Interests** • Fixed Income • Equities • Foreign Currency



*Razvan has over twelve years of experience in financial industry, mainly including: capital markets sales, derivatives and hedging solutions, interest rate and liquidity risk management, asset management.*

# ADRIAN TANASE



Bucharest, Romania  
CIO,  
**NN Pensii SAFRAP**  
**Sector:** Pension Funds

**University** • A.S.E., Cibernetica, Statistica si Informatica Economica, Bachelor's degree, 1998  
**Interests** • Equities • Fixed Income • Derivatives

*Adrian has over fifteen years of experience in asset management and capital markets with focus on portfolio management and financial risk management.*

# IOANA TANASE



Bucharest, Romania  
Director, Head Of Corporate Finance,  
**Banca Comerciala Romana**  
**Sector:** Banking

**University** • A.S.E., Finante Asigurari si Burse de Valori, Bachelor's degree, 1997  
**Interests** • Private Equity • Equities • Venture Capital

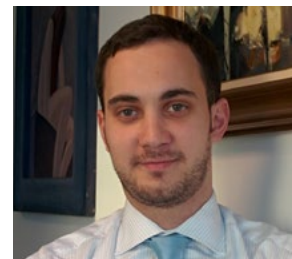
*Ioana has twenty years of corporate finance experience, focusing on equity/debt/loan capital markets – macro and equity research/sales, sector and company analysis/valuation, documentation, tender offers, listings, capital raising, loan syndication- and investment banking -transaction structuring and negotiation, consultancy and advisory services. Also serves as CFA Examination active volunteer.*



## MIHAI TANTARU

Bucharest, Romania  
Fixed Income Analyst,  
**NN Pensii SAFAP SA**  
**NN Asigurari de Viata SA**  
**Sector:** Pension Funds

**University** • A.S.E. Bucharest, Faculty of Finance, Insurance, Banks and Capital Markets, Graduated in 2008, Bachelor Degree  
**MSc** • Doctoral School of Finance and Banking DOFIN, Graduated in 2010, Master of Science  
**Interests** • Fixed Income • Foreign Currency • Derivatives



*Mihai has almost 8 years of experience in financial markets, macroeconomic research and portfolio management, with a focus on FX, fixed income instruments, macroeconomic modelling and derivatives pricing.*

## SEBASTIAN TCACIUC

Bucharest, Romania  
Director,  
**Auris Capital**  
**Sector:** Equities

**University** • A.S.E., Bachelor's degree in Economics, 1999  
**MSc** • Central European University, Master's degree in Economics, 2001  
**Interests** • Private Equity • Equities • Venture Capital



*Senior investment professional with 15 years of private equity, corporate finance, capital markets and asset management experience across various sectors in CEE. Proven track record in sourcing, structuring, closing and managing private equity investments. Served on the Board of Directors of 8 companies.*

# DAN TINCU



Bucharest, Romania  
Finance Director,  
**LeasePlan Romania**  
**Sector:** Other

**University** • A.S.E., FABBV (Finante Asigurari Banci si Burse de Valori), Bachelor's degree, 1998  
**MSc** • A.S.E., FABBV (Finante Asigurari Banci si Burse de Valori), Master's degree, 1999  
**Interests** • Equities • Derivatives • Fixed Income

Dan has over 16 years of experience in various finance roles within multinational companies, with focus on reporting, budgeting, planning and corporate strategy. Dan is also collaborating with BPP Romania, teaching various finance courses. In his spare time, he is an active options trader, selling volatility being his preferred strategy.

# MARIUS TIȚA



Bucharest, Romania  
Head of risk management,  
**National Loan Guarantee Fund for SME's (FNGCIMM)**  
**Sector:** Banking

**University** • A.S.E., Finante Asigurari si Burse de Valori, Bachelor's degree, 2004  
**MSc** • A.S.E., Finante Asigurari si Burse de Valori – DOFIN master, Master's degree, 2007  
**Interests** • Fixed Income

Marius is head of the risk management unit in the National Loan Guarantee Fund for SME's (FNGCIMM) where he oversees credit risk in a portfolio comprising of more than 10.000 SME's with an exposure in guarantees over 800 million euros. His expertise includes also managing financial engineering schemes designed by the European Union as well as pricing, budgeting and IT business development.

# ROXANA MIHAELA TOADER

Bucharest, Romania  
Credit Risk Expert,  
**ING Bank NV Amsterdam,**  
**Bucharest Branch**  
**Sector:** Banking

**University** • A.S.E., Bucharest, 2003, Bachelor of Arts in Finance, Insurance, Banking and Stock Exchanges  
**MSc** • A.S.E., Bucharest, 2005, Master in European Economy and Finance  
**Interests** • Commodities • Derivatives  
• Structured Products

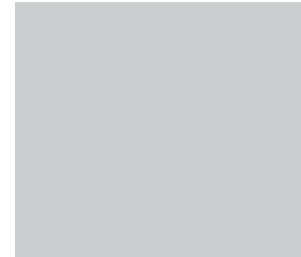


12+ banking experience in Relationship Management, Risk Management, Watch List and Restructuring. Key competencies: result orientation, adaptability, perseverance, leadership, initiative, change management, discipline, decisiveness, verbal and written communication.

# ALINA MARIA TOMA

Bucharest, Romania  
Financial Analyst,  
**Glenmark**  
**Sector:** Other

**University** • University of Bucharest • ASE Bucharest  
**MBA:** ASE Bucharest



# CRISTIANA TUDOR



Bucharest, Romania  
Professor,  
**Bucharest University of Economics**  
**Sector:** Other

**University** • Bucharest University of Economics • Romanian Academy, 2012, Post-doc • Paris 1 Sorbonne, 2011, Post-Doc  
**MSc** • Bucharest University of Economics, REI (Relatii Economice Internationale), Master's degree, 2004  
**PhD** • Bucharest University of Economics, PHD, 2008, Thesis: Management of International Portfolios: Selection, Analysis, Risk Management"  
**Interests** • Equities • Commodities • Derivatives

*At ASE, C. Tudor is member of the International Research Center in Applied Mathematics, to the establishment of which she pro- actively participated and where she manages various research teams as a principal investigator in funded research projects. She has extensive experience on research in the area of computational finance and risk management. She is co-founder of the association QUANTFIN. She teaches courses in International Financial Markets, Asset Pricing, Corporate Finance.*

# BOGDAN TUDOSIE



Bucharest, Romania  
Senior Trader,  
**BRD Groupe Societe Generale**  
**Sector:** Investment Banking

**University** • A.S.E., Bachelor's degree 2008  
**Interests** • Equities • Private Equity • Venture Capital

*Over 8 years of experience in trading different asset classes on capital markets with focus on equity security selection, private wealth management and portfolio asset allocation.*

# MARIA VAJKOVSKI (EX. CENUSA)

Bucharest, Romania  
Director, Head of SME  
Lending Value Chain,  
**ING Bank NV, Bucharest Branch**  
**Sector:** Banking

**University** • ASE Bucharest, graduated in 2002, Banks & Stock Exchange  
**MBA:** Maastricht School of Management, EMBA, graduated in 2014  
**Interests** • Foreign Currency • Real Estate • Commodities



*13 years of experience in banking, specialised in lending (all client segments) and developing general management and turnaround skills in the past 3 years. Current focus is on change management, turnaround and strategic moves.*

# STELIAN VEZENTAN

Bucharest, Romania  
Senior Manager (Financial  
Accounting Advisory Services),  
**EY Romania**  
**Sector:** Banking

**University** • A.S.E., Facultatea de Management  
**Interests** • Derivatives • Fixed Income  
• Structured Products



*Stelian has over 9 years of experience in audit and advisory, focused within the Financial Services industry. Currently he is part of a regional team of IFRS specialists, with main focus on advising both internal and external clients on complex issues related to valuation and IFRS treatment of financial instruments, including but not limited to hedge accounting or embedded derivatives.*

# SORIN VLAD



Luxembourg  
Senior Manager,  
**KPMG**  
**Sector:** Other

**University** • University Of Lausanne, 2001, Licence En Management  
**MSc** • University Of Lausanne, 2002, Master Of Science In Banking And Finance  
**Interests** • Private Equity • Real Estate  
• Structured Products

Sorin is a finance and investment professional with advisory and industry experience. He mainly concentrated on corporate finance (real estate, restructuring, valuations, M&A), investment management, planning and controlling, with exposure across many countries and sectors. Key skills include project management, communication and negotiation in challenging environments, team leadership, analytical and problem-solving approach, results-oriented attitude.

# EMIL VONVEA



Bucharest, Romania  
Bank Resolution Director,  
**National Bank of Romania**  
**Sector:** Banking

**University** • A.S.E., Cibernetica, Statistica si Informatica Economica, Bachelor's degree, 1997  
**MSc** • A.S.E., Economics, Master's degree in General Economics, 1999

Emil has been appointed as the Head of NBR's Bank Resolution Department in June 2015. Previously he acted as Chief Risk Officer within Garanti Bank Romania.

# VALENTIN VRINCEANU

Bucharest, Romania  
Deputy General Manager,  
**Metropolitan Life SAFPAP**  
**Sector:** Pension Funds

**University** • A.S.E., Facultatea de Comerț, Bachelor's degree, 1996  
**Interests** • Foreign Currency • Fixed Income • Derivatives  
• Equity



*Valentin coordinates the Investment activities of Pension Fund managed by Metropolitan in Romania. He has over eighteen years of experience in capital market and investment portfolios: pension and mutual funds.*

# LUCIA WEISE

Michigan, USA  
Financial Risk Manager,  
**Jackson National Life Insurance Company (a subsidiary of Prudential PLC)**  
**Sector:** Other

**University** • A.S.E., Economic Studies in Foreign Languages (SELS), Bachelor's degree, 2000  
**MBA:** University of Wisconsin-Madison, USA, 2004  
**Interests** • Derivatives • Equities • Fixed Income



*Lucia is a Financial Risk Manager at a US-based industry leader in variable, fixed and fixed index annuities. Her particular focus is on building relationships while balancing deadlines and providing independent, reliable and objective oversight of financial risks. In her prior roles, she specialized in auditing financial risk management (Asset Liability Management), insurance products pricing and design, investment management and operations.*

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- › Become part of a **global community** of top industry professionals
- › Gain the flexibility to work in **any market**
- › Are **sought out** by top industry employers



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FINAL YEAR OF  
BACHELOR'S



LEVEL I, II, III  
EXAMS



4 YEARS  
WORK  
EXPERIENCE



**CFA  
CHARTER**



**CFA Society  
Romania**

12 Libertatii Avenue, Bldg. 113, Entrance 3, Apt. 68  
040129, Bucharest – 4, Romania

[office@cfaromania.ro](mailto:office@cfaromania.ro)

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