



**CFA Society
Romania**

CFA ROMANIA CATALOGUE



**CFA Society
Romania**

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

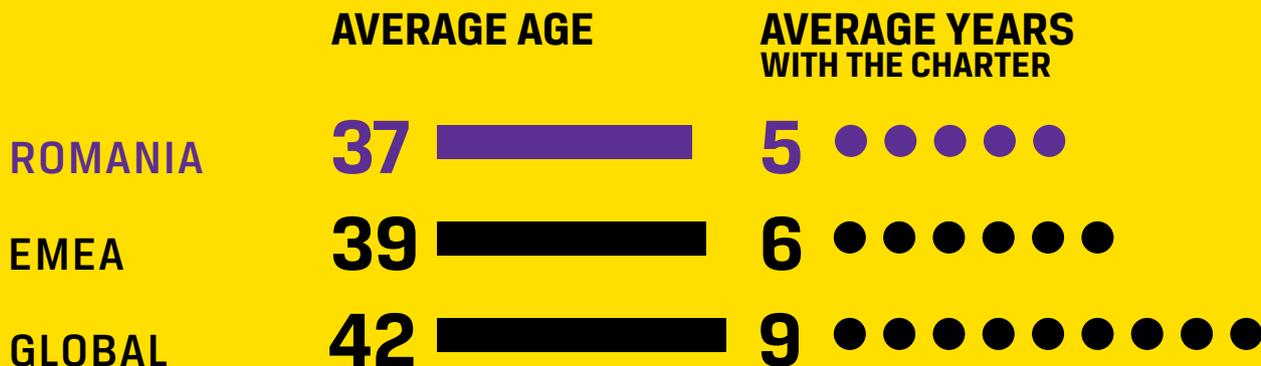
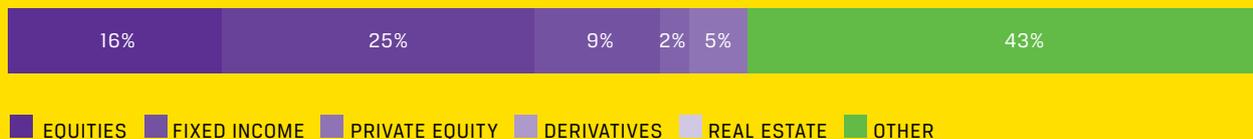
CFA ROMANIA MEMBERS

DEMOGRAPHICS

JOB FUNCTION



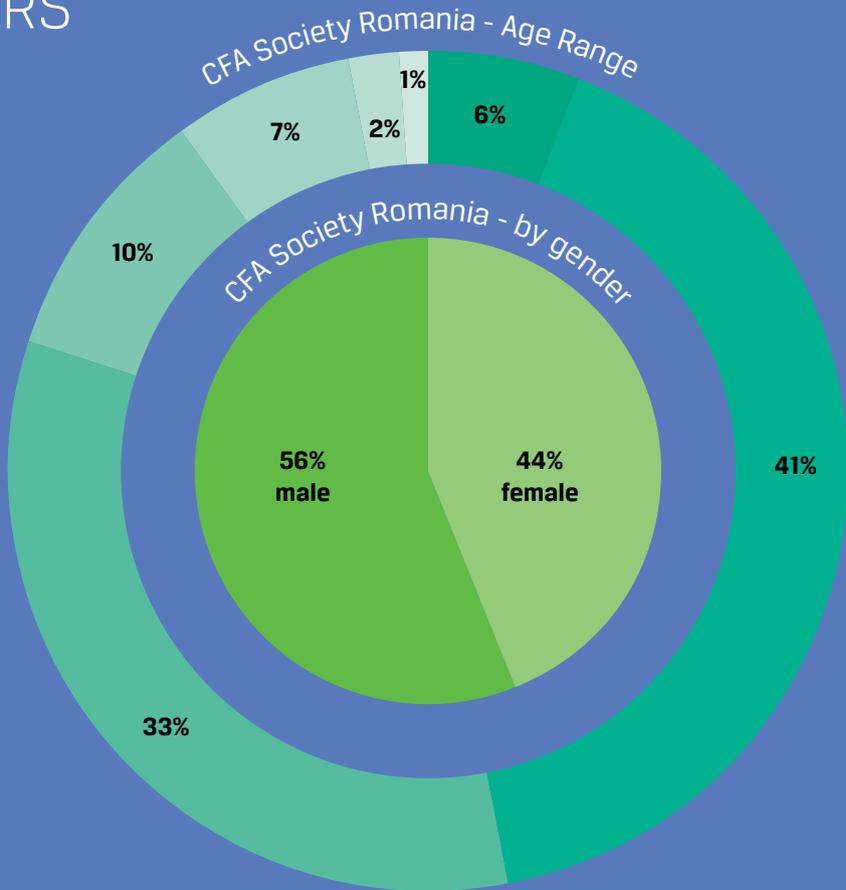
PRIMARY INVESTMENT PRACTICE



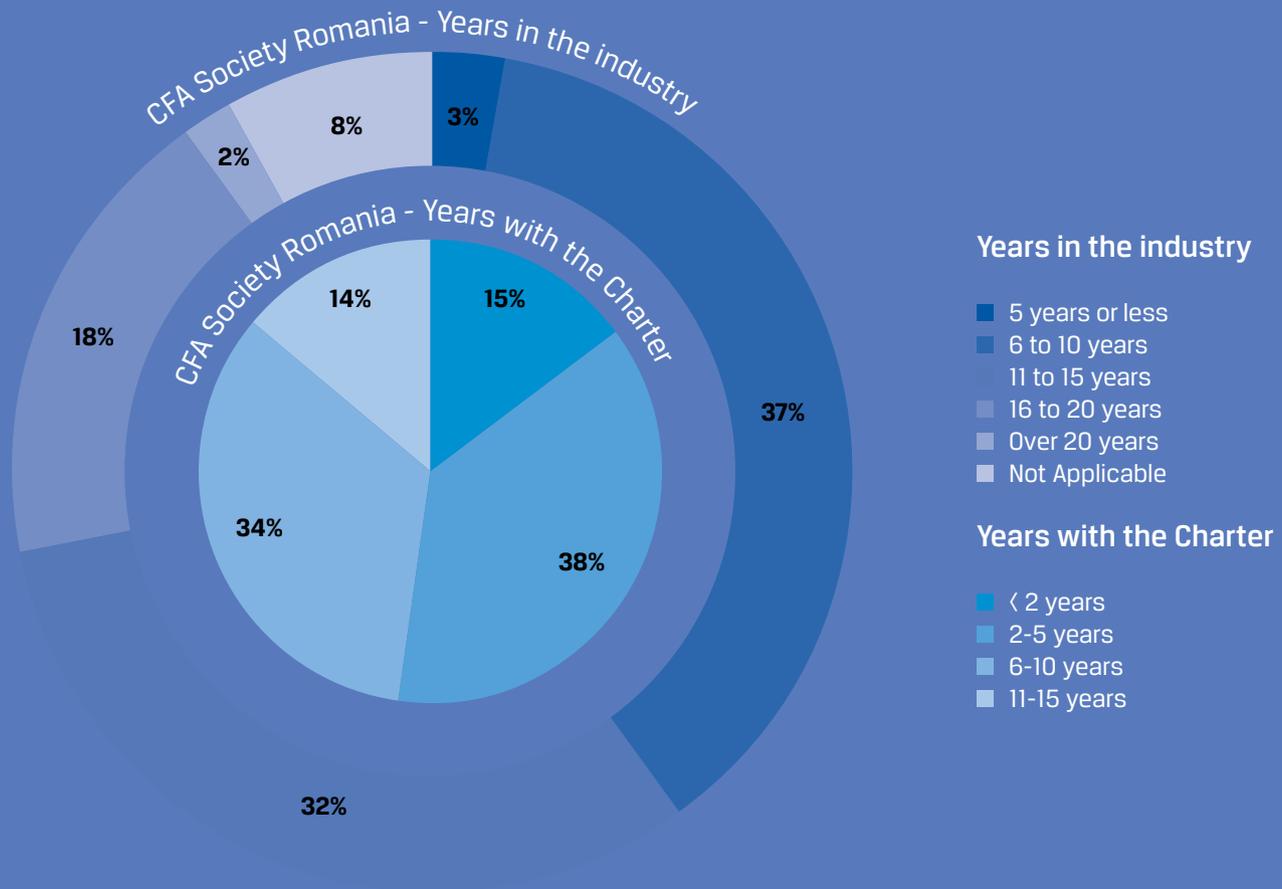
STATISTICS ABOUT CFA SOCIETY ROMANIA CHARTERHOLDERS

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.



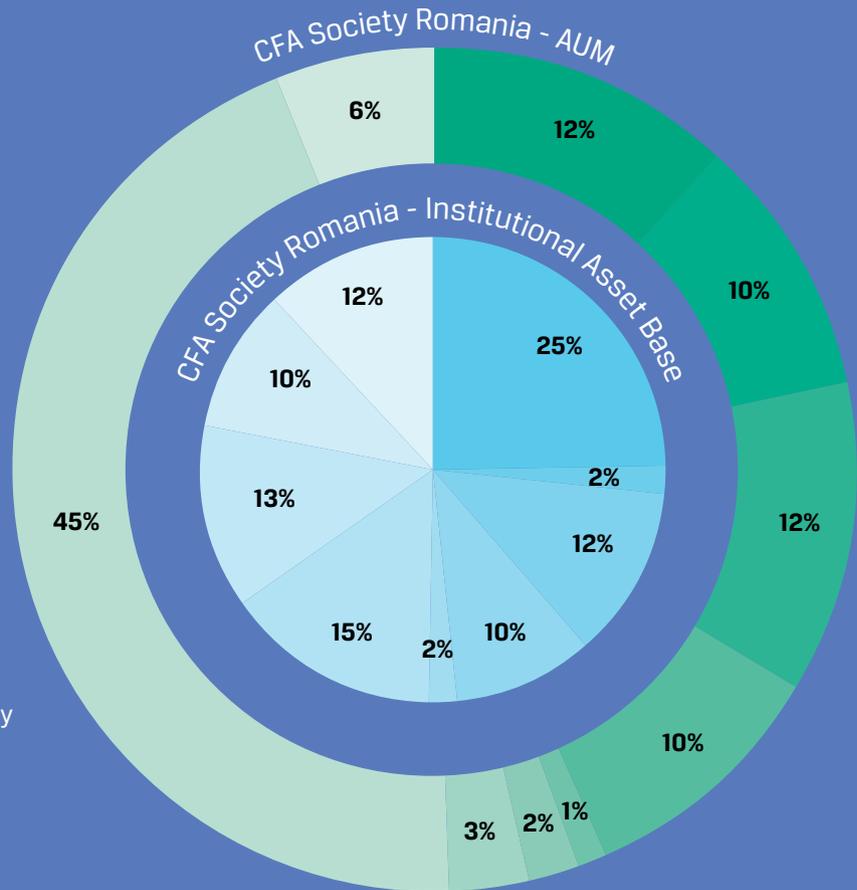
CFA Society Romania Charterholders have at least 6 years of relevant experience within the financial industry.

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

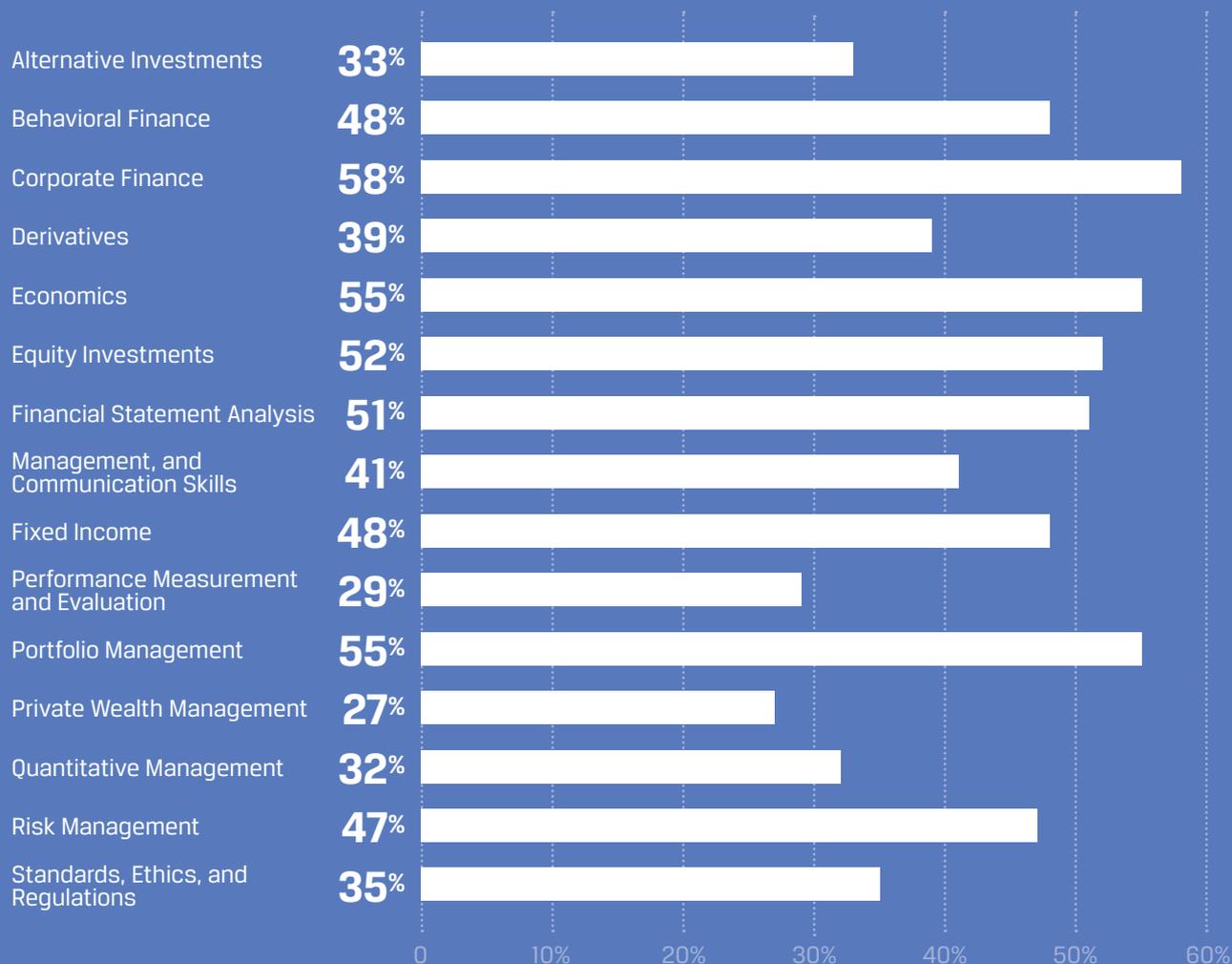


PRIMARY ASSET BASE



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

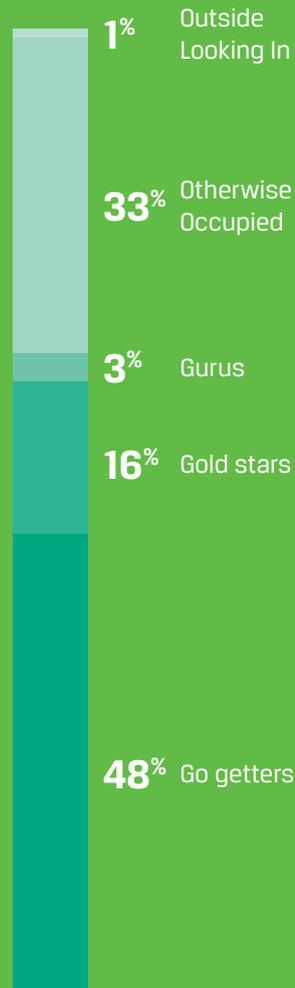


56%
PAYING
REGISTRATION
FEES
THEMSELVES



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'

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- 19 Liana **Badea**
- 19 Radu Mihai **Balan**
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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-Tiriac 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-Tiriac 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 BILAU



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

University • Facultatea de Economiei si Administrarea Afacerilor, Universitatea "A.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 CONDACHE

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 Asebuss, 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.

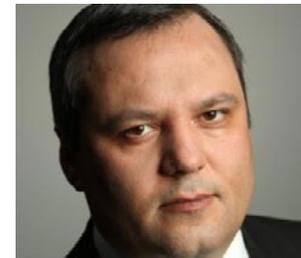
CRISTIAN DANIEL DRAGOS

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 EREMI

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

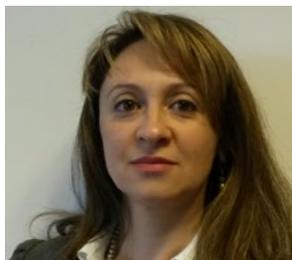
University • A.S.E., Finante Asigurari si Burse de Valori, Bachelor's degree, 2008

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

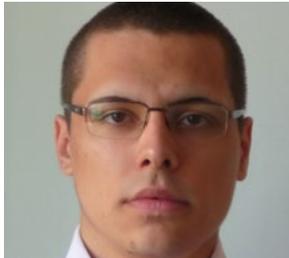
University • Bucharest A.S.E., BEcon in International Economic Relations, 1997

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

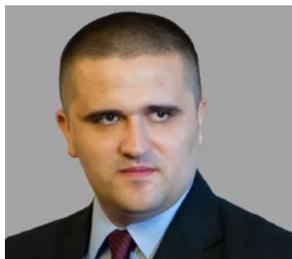
Vienna, Austria
Managing Director,
EMSA Capital
Sector: Hedge Funds

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



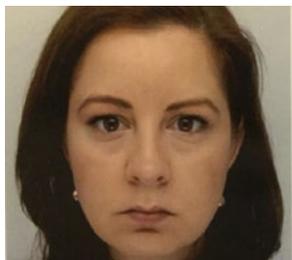
Bucharest, Romania
Equity Analyst,
Raiffeisen Bank
Sector: Equities

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

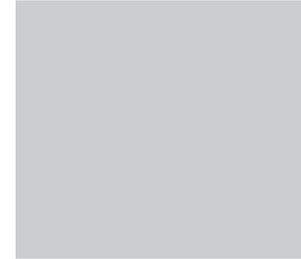
Interests • Equities • Real Estate • Fixed Income

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

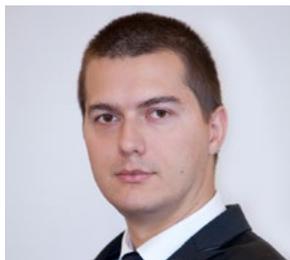
London, United Kingdom
Head of EEMEA Credit Markets,
Unicredit Bank AG, London
Sector: Banking

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

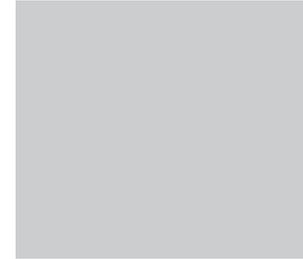
University • A.S.E., Business Administration, Bachelor's degree, 2007
MSc • A.S.E., Geopolitics and International Relations, Master's degree, 2009
Interests • Private Equity • Structured Products
• Fixed Income

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 Fianance 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 Fianance 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 SAF PAP 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

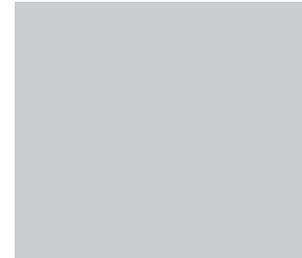


12+ banking experience in Relationship Management, Risk Management, Watch List and Restructuring. Key competencies: result orientation, adaptability, perseverance, leadership, initiative, change management, discipline, decisiveness, verbal and written communication.

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.

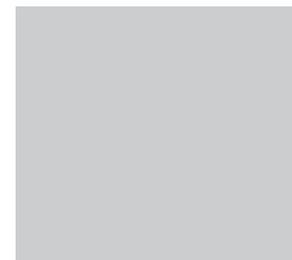
MARIA VAJKOVSKI (EX. CENUSA)

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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