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
<table>
<thead>
<tr>
<th>Top Employers</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>RZB Group</td>
<td>52</td>
</tr>
<tr>
<td>Erste Group Bank AG</td>
<td>49</td>
</tr>
<tr>
<td>ING Group</td>
<td>31</td>
</tr>
<tr>
<td>National Bank of Romania</td>
<td>25</td>
</tr>
<tr>
<td>Societe Generale</td>
<td>21</td>
</tr>
<tr>
<td>Unicredit Group</td>
<td>18</td>
</tr>
<tr>
<td>PricewaterhouseCoopers</td>
<td>9</td>
</tr>
<tr>
<td>Misys PLC.</td>
<td>9</td>
</tr>
<tr>
<td>Luxoft</td>
<td>8</td>
</tr>
<tr>
<td>Pireaus Bank Group</td>
<td>8</td>
</tr>
</tbody>
</table>
## CFA Romania Members

### Demographics

#### Job Function

<table>
<thead>
<tr>
<th>Job Function</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Portfolio Manager</td>
<td>9%</td>
</tr>
<tr>
<td>Research Analyst</td>
<td>9%</td>
</tr>
<tr>
<td>Relationship Manager</td>
<td>14%</td>
</tr>
<tr>
<td>Chief-Level Executive</td>
<td>10%</td>
</tr>
<tr>
<td>Consultant</td>
<td>18%</td>
</tr>
<tr>
<td>Risk Manager</td>
<td>4%</td>
</tr>
<tr>
<td>Corporate Financial Analyst</td>
<td>5%</td>
</tr>
<tr>
<td>Other</td>
<td>8%</td>
</tr>
<tr>
<td>Total</td>
<td>23%</td>
</tr>
</tbody>
</table>

#### Primary Investment Practice

<table>
<thead>
<tr>
<th>Investment Practice</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equities</td>
<td>16%</td>
</tr>
<tr>
<td>Fixed Income</td>
<td>25%</td>
</tr>
<tr>
<td>Private Equity</td>
<td>9%</td>
</tr>
<tr>
<td>Derivatives</td>
<td>2%</td>
</tr>
<tr>
<td>Real Estate</td>
<td>5%</td>
</tr>
<tr>
<td>Other</td>
<td>43%</td>
</tr>
</tbody>
</table>

#### Average Age and Years with Charter

<table>
<thead>
<tr>
<th>Region</th>
<th>Average Age</th>
<th>Average Years with Charter</th>
</tr>
</thead>
<tbody>
<tr>
<td>Romania</td>
<td>37</td>
<td>5</td>
</tr>
<tr>
<td>EMEA</td>
<td>39</td>
<td>6</td>
</tr>
<tr>
<td>Global</td>
<td>42</td>
<td>9</td>
</tr>
</tbody>
</table>
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.
Half of the CFA Society Romania Charterholders are involved in managing assets of over RON 250millions.
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.

<table>
<thead>
<tr>
<th>Area of Interest</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alternative Investments</td>
<td>33%</td>
</tr>
<tr>
<td>Behavioral Finance</td>
<td>48%</td>
</tr>
<tr>
<td>Corporate Finance</td>
<td>58%</td>
</tr>
<tr>
<td>Derivatives</td>
<td>39%</td>
</tr>
<tr>
<td>Economics</td>
<td>55%</td>
</tr>
<tr>
<td>Equity Investments</td>
<td>52%</td>
</tr>
<tr>
<td>Financial Statement Analysis</td>
<td>51%</td>
</tr>
<tr>
<td>Management, and Communication Skills</td>
<td>41%</td>
</tr>
<tr>
<td>Fixed Income</td>
<td>48%</td>
</tr>
<tr>
<td>Performance Measurement and Evaluation</td>
<td>29%</td>
</tr>
<tr>
<td>Portfolio Management</td>
<td>55%</td>
</tr>
<tr>
<td>Private Wealth Management</td>
<td>27%</td>
</tr>
<tr>
<td>Quantitative Management</td>
<td>32%</td>
</tr>
<tr>
<td>Risk Management</td>
<td>47%</td>
</tr>
<tr>
<td>Standards, Ethics, and Regulations</td>
<td>35%</td>
</tr>
</tbody>
</table>
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:
- Outside Looking In: 1%
- Gurus: 3%
- Otherwise Occupied: 33%
- Gold Stars: 16%
- Go Getters: 48%

Employment Status:
- Employed: 96%
- Unemployed: 3%
- Part-Time: 1%
CANDIDATES AND MEMBERS
CFA INSTITUTE
GLOBAL MEMBERSHIP

66% AMERICAS

19% EMEA

15% ASIA-PACIFIC

AMERICAS
80,433 MEMBERS
73,956 CFA PROGRAM REGISTRATIONS

CFR institute GLOBAL Membership
EMEA
26,203 MEMBERS
45,328 CFA PROGRAM REGISTRATIONS

ASIA-PACIFIC
21,677 MEMBERS
92,373 CFA PROGRAM REGISTRATIONS
16  Nicolae Albu
16  Lucian Albulescu
17  Andrei Anghel
17  Roxana Apostol
18  Gabriel Arsene
18  Dorin Alexandru Badea
19  Liana Badea
19  Radu Mihai Balan
20  Cristina-Daniela Bejat (Dumitrescu)
20  Bogdan Bilaus
21  Horia Braun Erdei
21  Emilia Bunea
22  Robert Burlan
22  Robert Mihai Butoi
23  Dragos Calin
23  Ioana Cataros
24  Sorin-Iulian Cioaca
24  Bogdan-Andrei Ciobanescu
25  Vlad-Stefan Ciobanu
25  Florin Ciobotaru
26  Adrian Codirlasu
26  Alexandru Combei
27  Catalin Condrache
27  Roxana Copacel
28  Claudia Covrig
28  Nicolae Covrig
29  Ana Maria Cretu
29  Lavinia Cristescu
30  Monica Croitoru
30  Ilie-Iulian Daneş
31  Maximilian Danilov
31  Mihai Darie
32  Valentina Dascalu
32  Vlad Deliu
33  Paul Diaconu
33  Daniela Dinescu
34  Stefan Dinu
34  Roxana Dobran
35  Alex Dodoi
35  Cristian Daniel Dragos
36  Bianca Dragucian
36  Mihaela Drunciuc
37  Alexandru-George Duduman
37  Maria Duduman
38  Alexandra Duma
38  Manuta Dumitrache
39  Catalin Dumitrescu
39  Ovidiu-George Dumitrescu
40  Dragos Dumitru
40  Mihaela Dumitru
41  Vitalie Eremia
41  Alexandru Filip
42  Raluca Filip
42  Raluca Florea
43  Gabriel Gaiduchevici
43  Marian Gheorghe
44  Natalia Grossu
44  Ileana Gutu
45  Adela Hagiu
45  Laura Hexan
46  Cristina Ioana Rodica Hodea
46  Rodica Cecilia Ilie
47  Dragos Iliescu
NICOLAE ALBU

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

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).

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

LUCIAN ALBULESCU

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

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.

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

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

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

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

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

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

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
CRISTINA-DANIELA BEJAT (DUMITRESCU)

Bucharest, Romania
Strategic ALM,
Unicredit Bank
Sector: Banking

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

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

BOGDAN BILAUS

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

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

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

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.

CFA ROMANIA CATALOGUE, 2016
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.

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

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

Bucharest, Romania
Economist,
Governmental agency
Sector: Other

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

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.
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.

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 Buro de Valori, Bachelor’s degree, 2003

Interests • Private Equity • Equities • Real Estate

Vlad-Stefan CioBanu

Luxembourg
Financial Monitoring Officer, European Investment Bank
Sector: Banking

University • Facultatea de Economie si Administrare Afacerilor, Universitatea "Al.I. Cuza" Iasi, Bachelor’s degree, 2003

MSc • Facultatea de Economie si Administrare Afacerilor, Universitatea "Al.I. Cuza" Iasi, Master’s degree, 2004

Interests • Equities • Private Equity
**ADRIAN CODIRLASU**

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

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

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

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  •  Fixed Income • Derivatives • Private Equity

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

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.

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

Bucharest, Romania
Senior Associate, UniCredit Bank
Sector: Banking

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.
NICOLAE COVRIG

Bucharest, Romania
Financial analyst,
Raiffeisen Bank S.A.
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 Finance 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).

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 Finance 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.
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
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.

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.
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.

University • A.S.E., Contabilitate si Informatica de Gestiune, Bachelor's degree, 2002
Interests • Fixed Income • Equities • Foreign Currency
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 Bursa de Valori, Bachelor's degree, 2002
- **MSc** • A.S.E., Finante Asigurari si Banci si Bursa 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.
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.

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.

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.

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

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.

University
- A.S.E., Finante Asigurari si Burse de Valori, Bachelor's degree, 2005
- A.S.E., Managementul Sistemelor bancare, Master's degree, 2006
Interests
- Derivatives
- Fixed Income
- Foreign Currency

ALEXANDRU-GEORGE Duduman

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.

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
**ALEXANDRA DUMA**

Bucharest, Romania  
Portfolio Manager,  
**Eureko SAFPF**  
**Sector:** Banking

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.

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

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.
VITALIE EREMIA

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

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

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.
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.

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

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

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**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.*
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

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).

University • Bucharest A.S.E., BEcon in International Economic Relations, 1997
MBA: INSEAD, 2004
Interests • Commodities • Private Equity • Venture Capital

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.
Bucharest, Romania
Head of Treasury and Capital Markets Sales,
RaiFFEiSEN Bank
Sector: Banking

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.

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

Razvan has been involved in the Romanian financial sector for more then 10 years, both in banking and capital markets. Currently, Razvan advises KJK Capital – a Finish 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.
ADRIANA LUCA

Bucharest, Romania
Freelance Advisor
Sector: Other

University • A.S.E., Finante Asigurare si Burse de Valori, Bachelor’s degree, 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.

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

IIonut 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.
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.

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.
ADRIAN MARES

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

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

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.
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.
**ALINA MIHALCTAN**

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

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

Adina 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.

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

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).
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, Romania
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.
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.

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

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.

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

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

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

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.
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.
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.

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

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.

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

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.
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.
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.

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.
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.

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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.

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SORIN ADRIAN PETRE

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

University • Polytechnic Institute of Bucharest, Faculty of Electro-technical Equipment, Bachelor’s degree, 1990
MSc • Finance and Banking (DOFIN), Bucharest University of Economic Studies (ASE), 2011
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.
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.

DAN PETRE POĐARIU

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

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

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 • A.S.E., Finante Asigurari si Burse de Valori, Bachelor’s degree, 2006
Interests • Equities • Derivatives • Fixed Income
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).

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.
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.

**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.
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
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 • Universitée 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.
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.

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.
ANA-MARIA PREDA

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

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

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, 2007  
  • MBA: City University of Seattle, 2007  
- **Interests**  
  • Private Equity  
  • Structured Products  
  • Fixed Income

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

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**RAUL RADA-PUIU**

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 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 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 ROȘOAGĂ

Bucharest, Romania
VP Investment Banking,
Banca Comercială 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.
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.

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
MSc • University of Groningen, International Economics, Certificate, 2006
Interests • Hedge Funds • Fixed Income • Derivatives

Cosmina Roteanu

Bucharest, Romania
ALM Manager,
Unicredit Bank
Sector: Banking

University • Academia de Studii Economice, Finante Asigurari Banci si Bourse 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
ANCA SABIE

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

University • A.S.E., Finante Asigurari si Burse de Valori, Bachelor’s degree, 2007
• Scoala Nationala de Studii Politice si Administrative, Stiinte Politice, Bachelor’s degree, 2008
MSc • Scoala Doctorala de Finante Banci, ASE, MSc. In Finance and Banking, 2009
Interests • Foreign Currency • Derivatives • Fixed Income

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

CRISTIAN SAITARIU

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

University • A.S.E., Finante Asigurari si Burse de Valori, Bachelor’s degree, 1999
MSc • A.S.E., Finante Asigurari si Burse de Valori, Master’s degree, 2000
Interests • Derivatives • Foreign Currency

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

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

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

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

SORIN SERBAN

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

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

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

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

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

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.

University • A.S.E.; Faculty of Economic Studies in Foreign Languages, German Department, specialization Business Administration, Bachelor’s degree, 1999
MSc • A.S.E., Faculty of International Economic Relations, Master in International Business, 2002
Interests • Economics • Corporate finance • Financial analysis

Bucharest, Romania
Business Center Manager, Corporate Banking Unit, Banca Romaneasca, Member of the National Bank of Greece Group
Sector: Banking
ADRIAN TANASE
Bucharest, Romania
CIO,
NN Pensii SAFPAP
Sector: Pension Funds

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 SAFPAP 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.
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.

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.
ROXANA MIHAELEA 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 I Sorbonne, 2011, Post-Doc
MSc • Bucharest University of Economics, REI (Relatii Economice Internationale), Master’s degree, 2004
Interests • Equities • Private Equity • Venture Capital

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 VAJKOVSZKI (EX. CENUSA)

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

University • A.S.E., Facultatea de Management
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),
EV 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.
**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

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*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.*

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**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

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*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.*
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.

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
Interests • Derivatives • Equities • Fixed Income

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

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