



PREMIUM Services
for
PREMIUM Clients



Popescu & Asociatii's lawyers are great: smart and personally involved, always providing an intelligent legal and practical approach to the matters they are handling. I really appreciate that they are never caught off guard on any case or transaction and have expertise in all areas of law".

BENCHMARK LITIGATION



INTRODUCTION

In an environment where economic challenges, increased pressure on financial institutions and changing business landscapes have led to stricter legal requirements in most industries, small and large companies are facing difficulties to manage legal matters and to comply with regulations. New realities are difficult to accommodate, changes and intricacies taking different forms based on the diversity of activities, sectors, and jurisdictions.

During challenging and uncertainty times, it becomes more and more important for companies to have alongside a trustworthy business and legal

consultant, with a specialized team and previous experience in a wide range of practice areas and jurisdictions.

At POPESCU & ASOCIAȚII, we will provide you with a full service legal advice, our firm being experienced in all the areas of business law, ranging from day to day corporate matters to sensitive litigation and white-collar crime matters.

In the following pages, you will discover who we are, what we do, what other say about us and how we can help you solve legal matters and to bring value to your business.



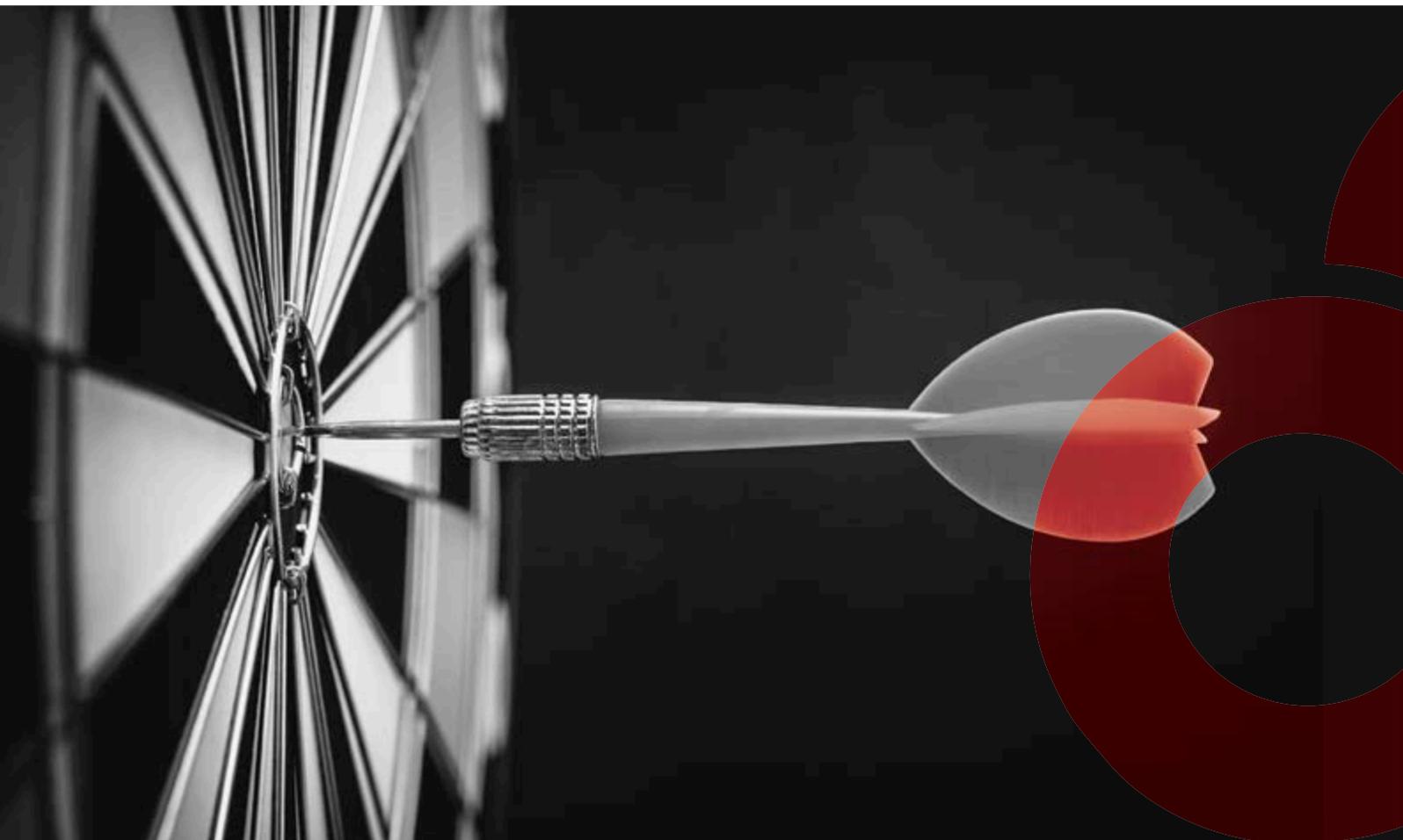
ABOUT US

As one of Romania's top business law firms, POPESCU & ASOCIAȚII provides **PREMIUM legal services to PREMIUM businesses**, both in Romania and abroad, in all the relevant areas of practice, and especially in all industries of interest for active economic players.

Our mission is **to deliver strategic, excellent and innovative legal and business solutions**. Excellence, collaboration, and innovation are at the core of the way we work, with each other and with our clients.

We focus on **building long-term relationships** and we do this by staying true to our founding principles: to provide client service at the highest standards, always keeping in mind work ethics, integrity and the responsibility towards our clients businesses, deals and cases that they entrusting us.

We do not believe in follow our competitors; **we want to lead the way** by seeking opportunities to foster and support innovation, new solutions, and to seeing things differently, working together



with our clients to bring ideas to life that address the challenges and opportunities they face. We act as a seamless partner for them by aligning our expertise to their industries, allowing us to be an extension of their team.

At POPESCU & ASOCIAȚII, **we do not just solve legal problems, we prevent them**, by developing compliance mechanisms for our clients to ensure smooth running of their day-to-day activities. Being alert to potential problems allows us to solve problems before they

ripen into disputes or other legal consequences, saving our clients' money and allowing them to focus their attention and resources where they belong: on their business.

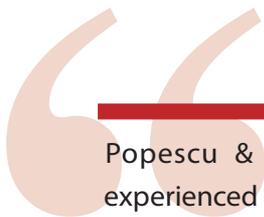
“The partners' expertise is flawless and the involvement complete. Even the juniors make a terrific job – truly recommend them!”

(BENCHMARK LITIGATION)

*Excellence is what we are made of.
Premium is our trademark.* 



We have a genuine partnership.



Popescu & Asociatii has terrific experienced people and very bright and enthusiastic young lawyers. They are prominent lawyers in disputes, and they do everything in an exceptional way. The level of service we receive is excellent, as is the caliber of people engaged in our work. They provide outstanding legal advice, especially in view of the challenges of a cross-border litigation environment.”

(LEGAL 500 EMEA)

TEAM

Our culture is built on **professional excellence, respect, collaboration and innovation.**

Our team of attorneys is our biggest asset. Solving difficult problems for clients **requires exceptional skills, brilliant sense of business, built on experience, ingenuity, and instinct.** By knowing their

business, culture, appetite for risk and the industries in which they operate, our multidisciplinary teams of top-tier business lawyers and professionals ensure that clients get effective results.

The team is undoubtedly visible in relevant cases and they are strong opponents due to their level of specialization in depth of knowledge of the Romanian legal framework and regulations.”

(BENCHMARK LITIGATION)

At POPESCU & ASOCIAȚII **every lawyer is an important piece of our business**, and is appreciated and valued for his knowledge and potential, for his personal abilities, and for his capacity to bring value. Every lawyer in the company is an important asset and that’s why we greatly appreciate the stability and the direction in

which each of them intends to develop.

The exceptional legal services provided by our lawyers have been confirmed by the latest editions of all the international legal guides such as **Chambers and Partners, Legal 500 EMEA, Benchmark Litigation and IFLR 1000.**



WHAT WE DO

BANKING, FINANCE AND CAPITAL MARKETS

The firm has the capabilities to advise banks, corporations and financial institutions in a wide range of banking work, including domestic and international lending and credit, investment banking, mortgage and charges, consumer finance, asset financing and securitization, banking law and regulatory issues, factoring and receivables purchase, debt structured finance, debt recovery, electronic banking, property finance and leasing.

CORPORATE/MERGERS AND ACQUISITIONS

POPESCU & ASOCIAȚII lawyers are skilled and experienced in handling mergers and acquisitions in a wide range of industries. Services include acquisition and divestiture of state-owned and private entities, regulatory issues, assistance in negotiations, pre-closing and post-closing issues, merger reorganization, cross-border mergers and acquisitions, extensive due diligence analysis, bid and tender preparation, post-acquisition transition, consulting and integration, corporate and debt restructuring, divestitures and restructuring, shareholder agreements, contracts structuring and negotiation, structuring of international sale agreements, corporate finance, cross-border transactions and contracts, domestic and international joint ventures, corporate governance issues and shareholders disputes, litigation, purchase of shares and other assets, secured transactions.



I only have admiration for this team. They are very hands-on and focused, having good expertise across different practice areas and a very efficient team approach. Both the legal side and the client management side is good. They staff appropriately with a relatively small number of partners.”

(IFLR 1000)

COMPETITION AND ANTITRUST

Our Competition & Antitrust practice provides the full range of competition services, assisting clients in all stages of antitrust proceedings and investigations carried out at both national and community level, concerning both cartel-type behavior and alleged abuses of dominant position. We advise during dawn raids, in relation to drafting answers to questionnaires from the Romanian and European competition authorities and structuring the defense against a Statement of Objections or an Investigation Report.

DISPUTE RESOLUTION

POPESCU & ASOCIAȚII lawyers are solving disputes with quick, but efficient and practical solutions. Our lawyers' experience ranges from representation in the lower courts to the High Court of Cassation and Justice, as well as in the Constitutional Court. They are acknowledged on the market for providing legal representation in commercial and civil litigation, bankruptcy, insolvency and restructuring litigation, environmental and public law litigation, professional liability, early neutral evaluation, governmental investigations, internal and cross-border investigations, contractual disputes, administrative litigation, product liability, enforcement of foreign judgments.





PREVENTION, COMPLIANCE AND WHITE-COLLAR CRIME

With a dedicated team, highly specialized in a wide range of disputes and criminal investigations, as well as in multiple substantive and procedural laws, POPESCU & ASOCIAȚII handle high-profile investigations and trials, ensuring that our partners' daily activity and routine avoids to the best extent possible criminal risks or handles them in a non-invasive and fast-solutioning manner. The disputes in which our team has been involved include matters such as: financial fraud, corruption, economic espionage, cyber and e-commerce crime, organized crime, abuse of power and negligence in official positions, money laundering, criminal breaches of confidentiality/secretcy, intellectual and industrial property criminal infringements, etc.

RESTRUCTURING AND INSOLVENCY

POPESCU & ASOCIAȚII lawyers are providing tailored professional advice for its partners, representing various leading local and international companies as well as commercial banks and public institutions in diversified sectors such as pharmaceuticals, real estate, oil and gas, maritime technology, ferrous and nonferrous industry, transportation or constructions in insolvency procedures, refinancing's, capital restructuring, sovereign debt and bank restructuring, advice to companies in financial difficulty, distressed corporate finance.



They are amazing, providing a first-rate service combined with solid technical knowledge and fluid communication. They are always available and find solutions to problems immediately. The firm thinks outside of the box and provides solutions that are best suited to our needs, taking into account the level of risk that we are willing to take.”

(IFLR 1000)



WHAT WE DO

REAL ESTATE AND CONSTRUCTION

Our Real Estate and Construction practice combines comprehensive legal knowledge with business experience. Our lawyers represent developers and builders, real estate investors, title underwriters and agents, business owners, landlords and tenants throughout Romania and abroad in relation to real estate finance, construction, engineering and turn-key contracts, property management related arrangements, sale and acquisition, lease agreements for commercial and residential use, infrastructure and other major projects, including PPP and concession structures, real estate securities, property damage and subrogate recoveries, real estate portfolio restructuring.

INTELLECTUAL PROPERTY AND GDPR

Having regularly advised high-profile corporations on complex IP issues arisen from a variety of transactional matters, such as M&As, joint ventures, corporate restructurings, divestitures and IPOs, where IP was the key underlying asset, our lawyers and counselors are highly skilled in performing extensive due diligence on IP portfolios, to identify the specific IP assets, determine ownership rights and breadth of IP coverage and evaluate the validity of the IP rights.

ENERGY AND NATURAL RESOURCES

POPESCU & ASOCIAȚII presence on the market is based on legal expertise, a thorough understanding of the market and commitment to industry specialization and includes electricity generation, transmission, supply, distribution, regulatory issues, PPPs & concessions in the energy field, energy trading, upstream and downstream oil and gas operations, financing and security documents, including project finance, green-field/brownfield structures, renewables, green certificates, cogeneration and independent power production, oil and gas concessions, exploration and production licenses and concessions, financing and security documents, including project finance.

They are there for me no matter what and always pursue my goals with determination. I can always trust them complex and sensitive matters because I know they will never let me down."

(BENCHMARK LITIGATION)

INFRASTRUCTURE, PPP AND PUBLIC PROCUREMENT

POPESCU & ASOCIAȚII acts for multinational corporations and local players in infrastructure, projects, and PPP, which praise our attorneys' experience and creative thinking, and the right blend of legal ability and constructive commercial approach. The team is assisting in relation to PPPs agreements structuring and negotiation, concession of public assets and works, public procurement contracts and dispute settlement, regulatory advice, public tender and bid preparation, infrastructure projects, utilities and mining projects, joint venture, consortium and other partnering arrangements.





HEALTHCARE AND PHARMACEUTICALS

POPESCU & ASOCIAȚII is advising and representing main players in the field in various transactions including mergers and acquisitions, restructurings and reorganizations, as well as providing legal assistance on regulatory, competition law, compliance issues, acting as consultants at the highest level and providing clients with legal assistance tailored to their business activities.

The services provided by our company are based on understanding the client's activity and the local market, while providing the expertise -needed to support them to achieve their objectives.

I very much appreciate their team of professionals which is experienced in a wide range of commercial matters and always focused on obtaining best possible results for the clients. They are innovative, practical, and incredibly client-centered and always deliver results. I would truly recommend them."

(IFLR 1000)



EMPLOYMENT, COMPENSATIONS AND BENEFITS

Our team of specialists works with its partners from a wide range of sectors to tackle local and cross-border issues. Our experience in the Employment, Compensations and Benefits field ranges from advice provided to management teams to drafting and negotiating individual and collective agreements, management contracts, labor law advice in M&A projects, employee benefits and pensions, redundancy programs and voluntary retirement schemes. Our practice includes, inter alia, various procedures for the transfer of employees, restructuring practices and employment litigation, drafting miscellaneous labor regulations applicable to private entities and/or public authorities.

IT, TELECOM AND MEDIA

Our team is well-versed in the particularities and requirements of the telecoms sector and its legal framework and policy processes and is familiar with a broad range of technologies. Services include operation of telecom/IT/media businesses, telecommunications and satellite regulatory issues, broadcasting and media law, hardware sale, lease and purchase, technology transfer, E-commerce, infrastructure, mergers, acquisitions and joint ventures, licenses and authorizations, licensing type interest transfer, software development and licensing, internet use. We also advise on all kind of litigation matters in both the administrative and the civil courts, and in public consultations with regulatory and competition authorities, both at national and European level.



They are incredibly user-friendly and have a sufficiently large team to handle complex and detailed matters in a very quick time frame. The lawyers are 100% involved in our projects and 100% dedicated to us as a client. I always feel like I am their most important client."

(LEGAL 500 EMEA)

ENVIRONMENT

POPESCU & ASOCIAȚII team offer a practice committed to balancing social, environmental, and economic concerns. Our work relates mainly to the environmental aspects of project development for major energy industrial and infrastructure projects. Our capabilities include environmental operating permits, environmental reporting, environmental litigation, regulatory & compliance, environmental auditing and due diligence, emissions trading, waste management, climate change, brownfield development, contamination and remediation, environmental impact assessment.

TRANSPORT LAW

POPESCU & ASOCIAȚII is advising on a wide range of transport law matters, including trade and transport of goods by sea, road and air, such as sale/purchase, charter, cargo insurance, recovery, arrest, execution, cargo and freight claims, maritime liens, maritime litigation and arbitration. The Firm has also considerable experience and expertise in advising on the relevant Romanian statutory and regulatory framework.

Meticulous attention to detail, approaching matters from both a business and a legal perspective. Innovative solutions and relaxed approach, unrivalled court presence, impressive responsiveness and relentless pursuit of clients 'goals'.

(CHAMBERS EUROPE)





INDUSTRIES



Automotive



Oil & Gas



Technology,
Hardware &
Electronics



Financial
Institutions



Pharmaceuticals



Telecommunications



Government



Power &
Renewables



Transportation



Healthcare



Private Equity



Water



Media



Real Estate &
Construction



Waste
Management



Mining & Minerals



Retail/FMCG



Insurance



WHY WORK WITH US?

We are focusing on the quality of legal services, oriented to efficiency and results, building our relationship with our partners (employees, peers and clients) on integrity, trust and confidentiality.

We pride ourselves on the services provided to our clients, many of them being leaders in their sectors, looking not only for legal expertise, but also advice on business issues and opportunities on the market. We are advising clients with essential business matters, from mergers and acquisitions and banking deals to employment, commercial matters, litigation, white-collar crime, insurance, real estate, IT, intellectual property and plans for restructuring.

In addition, whatever the area of expertise, students and qualified attorneys find a range of career opportunities at POPESCU & ASOCIAȚII. We take pride of our approachable, friendly, and team-based way of working: highly professional, with great sense of ethics, our attorneys are more than happy to share their expertise and knowledge with the new colleagues.





They are very keen to obtain a result and succeed to combine many areas of practice to integrate the solution. Frankly, I do not know what other teams in the market are so integrated and successful in combining experience from multiple areas of law to deliver real advice”.

(LEGAL 500 EMEA)

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