

Business Catalysts





A Short History of the Business Catalysts

Firm's principals, Daniel Voicu and Mugur Filipescu, founded the firm that is today Voicu & Filipescu through the acquisition in 2001 of the local office of an international law firm. Soon after its establishment, the firm gained its position as one of the top ten law firms on the Romanian market in terms of turnover, size and reputation.

Throughout time, both Daniel Voicu and Mugur Filipescu have proven a natural disposition towards catalyzing business transactions and taking opportunities in a constructive way. It is based on this distinctive feature that Voicu & Filipescu has constantly maintained its ascending path. In 2008 a part of the former law firm Stefanica, Dutu & Partners was added to Voicu & Filipescu, and in 2009 the firm integrated the tax and accountancy consultancy company Steuer & Buchhaltung Partners, a long-time business partner.

The firm is an independent associated office of Squire Sanders & Dempsey L.L.P., a reputable international law firm based in USA, with offices worldwide. This partnership translates into value for our clients due to the perfect balance between the firm's access to international expertise and know-how and our thorough understanding of the local business environment.

Corporate Spirit / Our daily future

Here, at Voicu & Filipescu, we enhance our clients' value by using our experience and abilities as a constructive power, able to support their development. We are strongly aware that our clients' long-run objectives can only be achieved with creativity, constructive spirit and a good long-term relationship. These are the values behind our day-to-day activities and operations. They guide us and shape our relationship with our business partners.

Creativity

We believe that our open-minded-ness, as well as creative and flexible thinking represent a straight way to success. Whenever challenged by unprecedented situations, we search for key answers and we strive to find the BEST SOLUTIONS, even if this means making the impossible possible.

Constructive spirit

It implies action rather than reaction. Initiative is our second nature when it comes to our clients' results. This is why, with every action, we always think about the most effective ways to BUILD AND DEVELOP our clients' business.

Long-term relationship

Our clients' success is directly linked to our success and this is the way we build constructive trust. We listen to our clients even more than they expect and we faithfully cherish their business vision, because this is the only possible way to provide them with the highest quality legal advice, that not only addresses momentary needs, but SUSTAINS THEIR BUSINESS OVER YEARS.



Where we do make things happen

Voicu & Filipescu provides highly professional legal services to a large number of local and international companies. Our expertise is proven by a considerable track record of already-famous projects in the Romanian economy, carried out in various industries like consumer goods, real estate, banking, insurance, public pensions, communications, information technology, pharmacy, wood, steel, oil & gas, energy, infrastructure.

In particular, our practice involves a wide range of fields where business catalysts are needed. As in chemistry, our role is to activate, support and develop reactions, and to make things happen. The effect can be seen clearly in the final results, when everything has been put together and our clients are satisfied with the outcome. Through a long series of successful projects, we have gathered a powerful experience in helping our clients choose the right direction for their business.

Corporate

Corporate finance
General commercial
Corporate governance
Joint ventures
Initial and secondary offerings
Outsourcing
Private equity
Corporate restructuring
Executive compensation
Day-to-day operations

Mergers and Acquisitions

Due diligence
Transaction structuring and management
Takeover counseling
Public tender offers
Minority stake investments
Post-closing formalities

Real Estate

Commercial and corporate real estate
Complex investigations covering legal and regulatory aspects for both sale and purchase
Property development and investment
Leases for retail and office projects
Development of residential projects
Property finance
Mortgage and other collaterals. Recovery and enforcement of securities
Environmental compliance
Finance and development restructuring

Banking and Finance

Project and commercial finance
Real estate finance
Asset finance and securitisations
Financial and capital markets
Banking regulatory matters

Intellectual Property

Registration of trademarks, designs and patents, in Romania and at European Community and International levels
Management of IP portfolios
Acquiring, enforcing and maintaining IP rights, including trademarks, designs, patents and copyrights
License, franchise and technology transfer agreements
Domain name registration and protection

Litigation

Corporate and commercial
Intellectual property
Competition
Communications
Real estate
Tax
Product liability
Bankruptcy
Employment
Insurance

Arbitration

Post-privatization investments
Competition
Services
Constructions

Tax and Accountancy

Tax assistance, including corporate taxation, VAT, WHT, and other tax issues
Payroll assistance
Financial and reporting assistance
Fiscal representative
Corporate finance
Accounting services

Competition

Merger control
Abuse of dominant position
Antitrust investigations
Cartels
Dawn raids
Distribution and franchise compliance
State aid

Employment and Pensions

General employment matters
Confidentiality and non-competition agreements
Employment termination and lay-offs
Restructuring plans
Expatriate's employment
Collective employment bargain
Disputes

Insurance

Insurers claims and rights
Insurance coverage litigation
Insurance regulatory matters

Communications

Cable television
Interconnection agreements and network access
Compliance and enforcement
Internet and information services
Franchise and distribution agreements

Insolvency

Debt restructuring
Insolvency
Reorganization
Voluntary liquidation

Privatizations

Preparation of tender documents
Drafting and negotiating share sale purchase contracts and related agreements
Drafting and negotiating closing documents
Compliance with post-privatization agreements

Energy

Joint ventures with state companies/ PPP type
Setting up and development of renewable energy capacities
Acquisitions of energy companies
Financing of energy projects
Regulatory

Public Procurement and PPP

Tender documents
Concessions
Services and public works acquisitions
Infrastructure
Public utilities



Power to the people

The firm is proud to have gathered first class competencies in its industry, complemented by open-minded, creative, flexible and solution-oriented spirits. Apart from a distinguished professional knowledge and expertise, Voicu & Filipescu team members feature a remarkable human profile that gives them a constructive approach, helping them release positive outcomes, as a real catalyst.

With every new team member or internal promotion, we make sure that value is added to our services, further enhancing our clients' success. Professional growth is nourished by the firm's partners and long-term internal relationships are shaped by our shared values.

Daniel Voicu

Daniel Voicu is one of the two managing partners and founders of Voicu & Filipescu. He advises international and Romanian clients on a wide range of issues under Romanian law, including corporate, mergers and acquisitions, real estate, construction, contracts. His clients' portfolio comprises multinational companies active in various industries like food & beverages, telecommunications, pharmaceutical, tobacco, real estate development, chemicals, financial services, management consulting, automotive. After earning his Law Degree from the University of Bucharest and Business Law Degree from the Asser College in The Netherlands, he became a member of the Bucharest Bar Association, as well as of the International Bar Association. Beside his native Romanian, he is an excellent speaker of English.

"Clients' trust is not for granted. It takes creative thinking and strong commitment to build a long run relationship. Their confidence enables us to take every step and build the next level in their development."



Mugur Filipescu

Mugur Filipescu is one of the two managing partners and founders of Voicu & Filipescu. His primary focus over the recent years has been to represent foreign and domestic clients in all phases of their business activities. His work and experience include corporate matters, mergers and acquisitions and privatizations. Mugur Filipescu has been closely involved in international trade, banking and financial transactions, including all aspects of negotiation and drafting of relevant contracts. In addition, he has a special competence in oil industry legal matters, having acted as leader in legal teams assisting and supervising various projects related to this area. He holds a Law Degree from the University of Bucharest and is a member of the Bucharest Bar Association. Beside his native Romanian, he is fluent in English.

“Partnership is a mutual endeavour in which each partner inspires the other. With time, we have learned that something constructive arises out of every challenge. We only grow when we dare ourselves to take our clients further.”



Daniel S. Costea

Daniel Costea joined Voicu & Filipescu in 2001, became a partner of the firm in 2006 and was appointed deputy managing partner in 2010. He has extensive experience in advising on mergers and acquisitions, corporate matters, PPP and public procurement, as well as intellectual property matters. He has gained particularly considerable expertise on project finance, having advised both reputable international financial institutions and major multinational companies. He has been nominated as legal expert of the Romanian State on public private partnerships for significant projects developed in Romania. Daniel Costea graduated from the Law School of the University of Bucharest in 1999 and is member of the Bucharest Bar Association. Beside his native Romanian, he is fluent in English.

“It is important that our clients enjoy working with us because trust is the fundament of creativity. They have faith in our knowledge and instincts, which makes our work more rewarding. Apart from establishing long-term partnerships, we shape valuable new business for them.”



Marta E. Popa

Marta Popa joined Voicu & Filipescu in 2001 and became a partner of the firm in 2006. She has excellent competencies in corporate consultancy, mergers and acquisitions, competition, project finance, banking and finance, as well as real estate matters and employment law. She has gained a valuable experience in energy, advising on the setting up and development of renewable energy capacities, joint ventures, acquisitions and financing of energy projects. Marta Popa graduated from the Law School of the University of Bucharest in 1998 and holds a Maitrise en Droit Commercial from the Pantheon-Sorbonne University of Paris from 2001. She is a member of the Bucharest Bar Association. Beside her native Romanian, she speaks English and French.

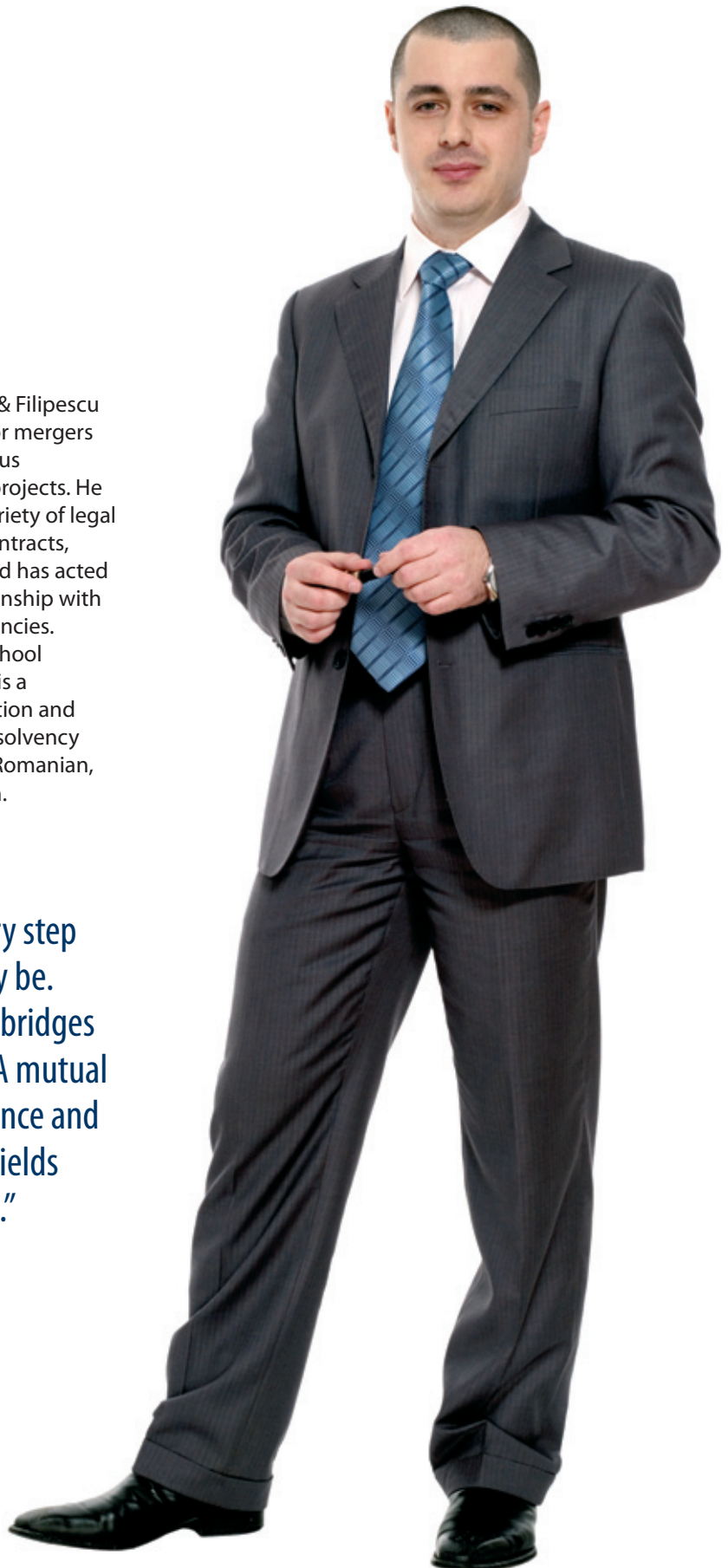
“We make business people and business objectives meet. It is our greatest achievement to see that finding key answers to our clients’ needs means a great deal of development for their business.”



Raul Mihi

Raul Mihi became a partner of Voicu & Filipescu in 2008. He has been involved in major mergers and acquisitions, as well as in numerous competition, state aid and anti-trust projects. He has extensive experience in a wide variety of legal areas, including general corporate, contracts, banking and insurance, insolvency and has acted as liaison for the clients in their relationship with regulators and other government agencies. Raul Mihi graduated from the Law School of the University of Bucharest and he is a member of the Bucharest Bar Association and of the Romanian National Union of Insolvency Specialists (UNPIR). Beside his native Romanian, he is proficient in English and German.

“Walking with the client every step of the way, arduous as it may be. Fostering trust and securing bridges where others see only void. A mutual journey of discovery, experience and knowledge that ultimately yields success. These are my beliefs.”



Cristian Gavrilă

Cristian Gavrila joined Voicu & Filipescu in 2006 as head of the litigation and arbitration department and became a partner of the firm in 2008. He has an impressive track record of successfully settled litigation and arbitration cases. His practice mainly covers corporate and commercial, competition, communications, intellectual property, product liability, employment, insurance, bankruptcy, tax, post-privatization, real estate, and constructions. Cristian Gavrila graduated from the Law School of the Romanian American University in 1999 and he is a member of the Bucharest Bar Association. Beside his native Romanian, he is fluent in English and has working knowledge of Italian.

“When a dispute arises, litigating is not an objective for itself - the amiable solutions are still to be pursued; even then, you still need us.”



Roxana A. Neguțu

Roxana Negutu became a partner of Voicu & Filipescu in 2008. She has been involved in numerous real estate projects, advising major players on the specific market on acquisitions, project development, project finance and sales. She is also highly experienced in corporate matters, mergers and acquisitions, as well as competition. Roxana Negutu graduated from the Nicolae Titulescu Law School in 2000, attended the Master of Law and Economy of the European Union with Padova University, Italy, 2001, and is a member of the Bucharest Bar Association. Beside her native Romanian, she is fluent in English and Spanish and has a good knowledge of Italian.

“Efficiency and trustworthiness is our scope in every deal. There is nothing which defines better our team than the joy of being part of the clients’ business and the responsibility for its success.”



Dumitru Rusu, MBA

Dumitru Rusu became a partner of Voicu & Filipescu in 2008. Before joining the firm in 2006 as head of the finance & banking and capital markets department, he had gained extensive experience working for six years as in-house counsel of an important European banking group in Romania, covering treasury and capital markets activities. His work experience also includes practicing as a stock broker at the early stages of the Romanian capital market. Dumitru Rusu graduated from the Law School of the University of Bucharest in 1999, holds a degree in computers science from Bucharest Polytechnic University and an MBA. He is a member of the Bucharest Bar Association and of the Arbitration Chamber of the Bucharest Stock Exchange. Beside his native Romanian, he is fluent in English.

“We are witnesses of a rapidly changing business environment, so the legal rules and laws. But good sense of everything should stay above. This is what I believe defines a good business lawyer.”



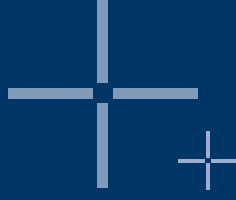
Alexandru Tabacu, ACCA
Tax Partner

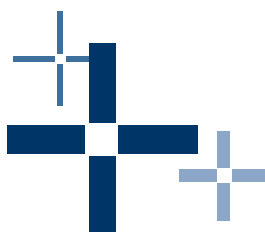
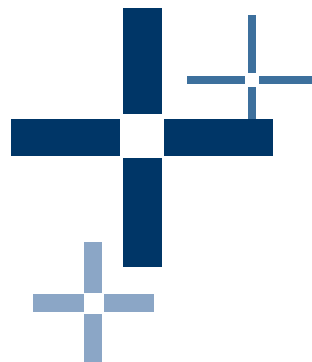
Alexandru Tabacu became the firm's Tax Partner in 2009, when former Steuer & Buchhaltung Partners SRL, which he had founded in 2006, was integrated into Voicu & Filipescu. He is a highly experienced tax and accountancy consultant and financial adviser, whose work experience also includes seven years with the Romanian subsidiary of the world's fifth largest multinational accounting and consulting company. He graduated from Nicolae Titulescu Law School in 2005, from the Management Faculty with the Academy of Economic Studies Bucharest in 1997 and from Politehnica University Bucharest in 1994. He is a member of ACCA, of the Romanian Tax Advisers Chamber and of the Romanian Certified Accountants Chamber. Beside his native Romanian, he is fluent in English.

"A good adviser comes up not only with the best solution for the client's problem, but with a constructive approach of that problem's potential effects. It is this pursuit for creativity that drives us in protecting our clients' business interests."









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