



Building a better
working world.

EY Romania

**Global resources.
Local expertise.**

About EY

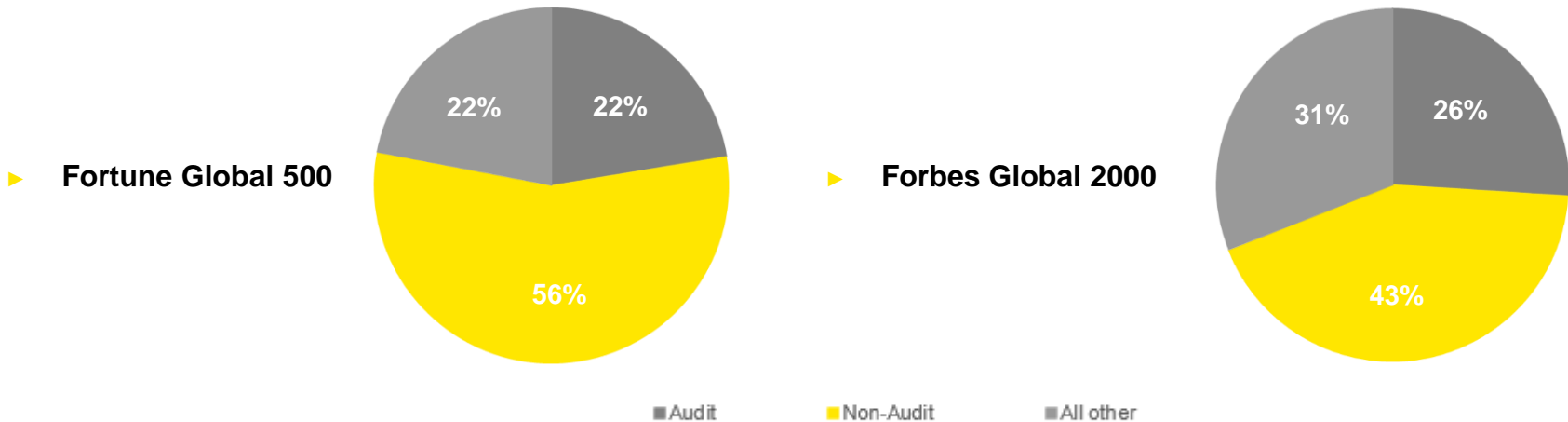
One truly integrated firm acting the same way across the world.

EY provides professional services based on its financial, transactional and risk management expertise as part of the services – audit, tax, transactions and advisory – to clients ranging from prestigious multinationals to developing local companies.

EY Global – Quick Facts

- ▶ 250,000 employees
- ▶ 150 countries
- ▶ 728 offices

Percentage of clients served by EY member firms



EY Europe, Middle East, India, Africa Area

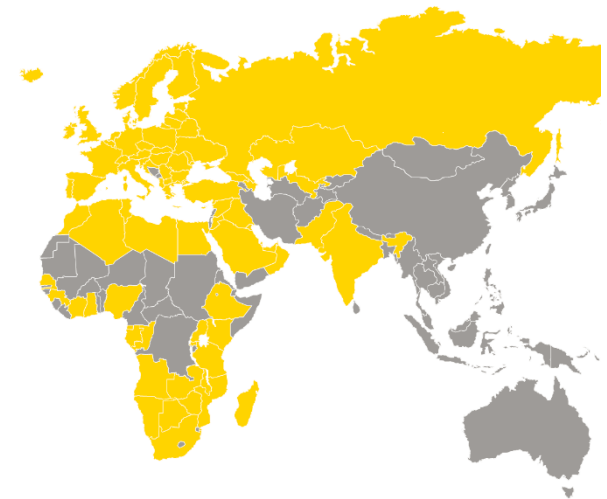
Our EMEIA Area brings together more than 125,000 people from 12 Regions across Europe, the Middle East, India and Africa.

Creating EMEIA cemented our reputation as the most globally integrated organization in our field:

- ▶ This structure is streamlined allowing us to make decisions quickly and provide exceptional client service wherever in the world our clients do business.
- ▶ We can access the right people and assemble high-performing teams to deliver exceptional client service worldwide.
- ▶ So we're not a collection of national practices – we are a global organization, unified in our approach.

EMEIA – Quick Facts

- ▶ 98 countries
- ▶ 125,000+ employees
- ▶ 4,000+ partners



EY Central and Southeast Europe

Within EMEIA, there are 12 tightly connected regions and Romania is part of the Central and Southeast Europe region, a grouping of fast-growing economies with strong history and great future potential for cross-border operations.

Central and Southeast Europe encompasses the following 22 countries:

Albania, Bulgaria, Croatia, Cyprus, Czech Republic, Estonia, the former Yugoslav Republic of Macedonia (FYROM), Greece, Hungary, Latvia, Lithuania, Malta, Moldova, Poland, Romania, Serbia, Slovakia, Slovenia and Turkey.

We can draw on great resources to give you broad and experienced teams, fast responses and tailored services.

CSE – Quick Facts

- ▶ 22 countries
- ▶ 9,000+ employees
- ▶ 250+ partners



EY Romania

Since 1992, EY has been a leading provider of professional services in Romania.

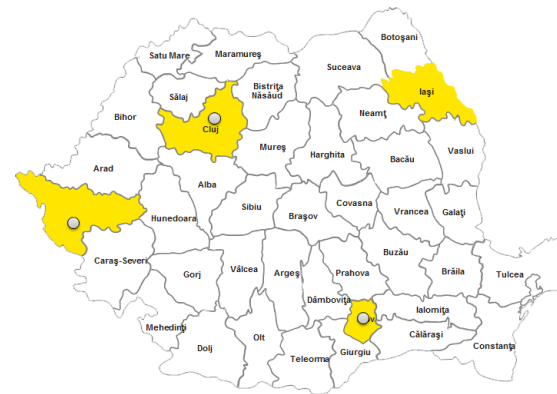
EY was one of the first international professional services firms to open an office in Bucharest. Today our network of four offices in Bucharest, Cluj-Napoca, Timisoara, and Iasi is headed up by 18 partners and with over 700 executives and staff and continuing to grow.

EY Romania has significant experience in serving leading companies and investors in various industry sectors including: **oil & gas, financial services, utilities and energy, industrial production, telecommunication, consumer products, real estate, automotive, technology, life sciences.**

Clients include national companies and major foreign investors operating in Romania.

EY Romania – Quick Facts

- ▶ 26 years of experience in the local market
- ▶ Serve 54% of Top 100 companies operating in Romania by 2017 turnover
- ▶ Audits 18% of Top 100 companies in Romania by 2017 turnover



EY Romania's major lines of business



Advisory Services

We are a diverse team of consultants and industry professionals with a global mindset and a collaborative culture. We work hard to understand our clients' issues and are driven to ask better questions in the pursuit of making their businesses work better.

Performance Improvement Services

- ▶ Supply chain optimization
- ▶ Customer segmentation
- ▶ Process improvement consulting
- ▶ Financial transformation
- ▶ Shared service centers

Risk Services

- ▶ Enterprise risk management
- ▶ Contractual risk services
- ▶ Internal Audit / Control
- ▶ Financial risk management

IT Assurance Services

- ▶ IT security management strategy
data protection
- ▶ Identity and access management
- ▶ IT Corporate Governance
- ▶ IT functions efficiency
- ▶ IT Audit
- ▶ Outsourcing IT processes



Aurelia Costache,
Advisory Services Leader



Business is anything but usual. And navigating the Transformative Age demands we ask better questions: Could you execute your strategy better by seeing digital from every angle? Do you change your people or change the way your people work? Does cybersecurity only become a priority once you've been attacked?

We solve big, complex issues and capitalize on opportunities to help deliver better working outcomes that grow, optimize and protect businesses, now and in the future.

Assurance Services

Following EY's Global Audit Methodology we perform our work in the most efficient and effective manner in applying the corresponding international standards.

Our experts design a customized audit plan that concentrates on the business areas significant to your financial statements and that are critical to your risk profile.

We also help companies find ways to manage risk, investigate alleged misconduct, and measure the financial implications of disputes. We investigate unusual financial activity, perform electronic evidence discovery, and review financial reports - all with the sensitivity and urgency you require.

- ▶ External Audit
- ▶ Accounting Compliance and Reporting
- ▶ Financial Accounting Advisory
- ▶ Fraud Investigation and Disputes



Alexandru Lupea,
Assurance Services Leader



At EY, we want to be known for audits that consistently exceed regulatory benchmarks. By doing so, we provide greater transparency to investors and the markets.

We also embrace innovation to evolve the audit and offer more insights to audit committees and company boards.

Transaction Advisory Services

A transaction is one of the most complex and risky business propositions an organization can undertake. The potential for error is high in an environment where speed is critical, resources are limited and pressure for quick results is great.

Our client-centered objective is to leverage the competitive advantage of EY's global connections as well as our local knowledge, to deliver integrated transactions advisory services tailored to client's specific needs.

We identify the true value of the transaction, including synergies, company fit and future opportunities. Taking the best of our approaches, we tap into our extensive industry knowledge, and help you develop solutions that will build long-term value for your business.

- ▶ Mergers & Acquisitions
- ▶ Capital & Debt Advisory
- ▶ Transaction Diligence
- ▶ Restructuring
- ▶ Feasibility Studies and Business Plans
- ▶ Valuations & Business Modeling



We help companies drive inclusive growth by focusing on their capital and transaction strategy through to execution to drive fast-track value creation.

In a rapidly changing, increasingly digital and disrupted business environment, we support the flow of capital across borders, help bring new products and innovation to market, and enable organizations to reshape themselves for a better future.

Florin Vasilica, Transaction
Advisory Services Leader

Tax & Legal Services

Our Tax Services help clients navigate the dynamic and complex tax environment to address their business needs.

EY offers leadership in all tax disciplines, including business tax, indirect tax, international tax, transaction tax, and tax-related issues associated with human capital and compliance and reporting. We invite you to leverage our people, our knowledge and our insights.

Our taxation services are aimed at assisting enterprises to function effectively and efficiently within the Romanian tax and regulatory environment. We accomplish this by providing you with an understanding of both technical and practical issues associated with doing business in Romania, with the overall aim of taking decisions that optimize tax saving and mitigation of risks.

- ▶ **Business Tax Services**
- ▶ **People Advisory Services**
- ▶ **Indirect Tax Services**
- ▶ **International Tax Services**
- ▶ **Transaction Tax Services**
- ▶ **Tax Controversy Services**
- ▶ **Legal Services**

Legal services are provided through the affiliated law firm Radu & Asociatii.SPRL



Alexander Milcev,
Tax & Law Services Leader



In Tax, we help our clients understand and manage their tax compliance and reporting obligations responsibly and proactively.

We help them assess, improve and monitor their tax function's processes, controls and risk management and maintain effective relationships with the tax authorities.

Major clients in Romania

Oil and gas, energy, utilities	Financial Services	Industrial production
<ul style="list-style-type: none"> ▶ OMV ▶ EXXON Mobil ▶ Kazmunaygas ▶ Lukoil ▶ MOL ▶ Schlumberger ▶ Baker Hughes ▶ ENGIE ▶ CEZ ▶ E.ON ▶ Energobit ▶ ENEL 	<ul style="list-style-type: none"> ▶ BCR (Erste) ▶ Piraeus Bank ▶ Banca Transilvania ▶ BRD ▶ Raiffeisen Bank ▶ Alpha Bank ▶ Vienna Insurance Group ▶ Groupama ▶ Allianz – Tiriac Asigurari ▶ Generali Asigurari 	<ul style="list-style-type: none"> ▶ CRH ▶ Autoliv ▶ TMK Group ▶ Delphi Automotive ▶ Teraplast ▶ Eaton ▶ Faist Group ▶ Heidelberg Cement
<ul style="list-style-type: none"> ▶ Globalworth Real Estate ▶ Investments Limited ▶ Nepi Rockcastel ▶ Bechtel Group ▶ Tower International Property ▶ Baneasa Development 	<ul style="list-style-type: none"> ▶ Carrefour ▶ Cerealcom Group ▶ US Food Network ▶ Avon ▶ Coca-Cola ▶ BAT ▶ Auchan ▶ Ikea ▶ Metro 	<ul style="list-style-type: none"> ▶ Vodafone ▶ Microsoft ▶ Pro TV ▶ RCS & RDS ▶ HBO Romania ▶ Deutsche Telekom ▶ IBM ▶ Cisco ▶ Ringier
Industrial production (cont'ed)	Retail and FMCG	Telco, technology, media

Leadership team



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EY | Assurance | Tax | Transactions | Advisory

About EY

EY is a global leader in assurance, tax, transaction and advisory services. The insights and quality services we deliver help build trust and confidence in the capital markets and in economies the world over. We develop outstanding leaders who team to deliver on our promises to all of our stakeholders. In so doing, we play a critical role in building a better working world for our people, for our clients and for our communities.

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