

DANIEL F. VIȘOIU, Esq.

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PROFESSIONAL EXPERIENCE

PRESENT

VIȘOIU LAW FIRM <www.visoiu.com>

- Founding partner (January 2013 - present)
- Fellow (FCIArb), *The Chartered Institute of Arbitrators* (March 2020 - present) <<https://www.ciarb.org>>
- *International Chamber of Commerce (ICC), Paris, France*-registered arbitrator (May 2018 - present)
- Foreign/International Arbitrator, *Shanghai Arbitration Commission (SHAC)* <www.accsh.org> (January 2022 - present)
- List of Practitioners, VIENNA INTERNATIONAL ARBITRAL CENTRE (VIAC)
- Recognized Arbitration Practitioner, *The Legal 500 Arbitration Powerlist 2021 Central and Eastern Europe*¹
- Legal counsel specialized in international *investment* and *commercial arbitration*, involved among others in current ICSID arbitration procedure, *Forty Management v. Romania* (ICSID Case no. ARB/26/16)², and concluded ICSID arbitration procedures *Alverley Investments Limited and Germen Properties Limited v. Romania* (ICSID Case No. ARB/18/30)³ and *Marco Gavazzi and Stefano Gavazzi v. Romania* (ICSID Case No. ARB/12/25)⁴, as well as concluded ICC arbitration procedure (*Pörr Bau GmbH (formerly known as Pörr Technobau und Umwelt AG) vs. National Railway Company (CFR) S.A.*, ICC Case No. 18473/GZ/MHM (please see Annex A for details))
- Additional practice areas: Corporate (including shareholders' agreements/corporate governance), Mergers and Acquisitions, VC/PE Investments, Energy/*Energy Charter Treaty (ECT)*, Infrastructure/PPPs, Public Procurement, Corporate/Project Finance, International Taxation, Privatizations/IPOs, Intellectual Property (please see attached Annex B for representative recent and previous transactions)

PELIGRAD LAW <www.peligrad.com>

- Legal expert/of counsel <https://www.peligrad.com/team/dan-visoiu>
- Focus on international M&A transactions and international arbitration

COURT OF ARBITRATION FOR SPORT (CAS) (2011 - present; <www.tas-cas.org>)

¹ <https://indd.adobe.com/view/89a3801a-1de7-4aa1-9bc2-16f865d5a438>

² <https://icsid.worldbank.org/cases/case-database/case-detail?CaseNo=ARB/26/16>

³ <https://globalarbitrationreview.com/article/romania-knocks-out-icsid-claim-over-real-estate-project>

⁴ <https://globalarbitrationreview.com/article/italian-brothers-disappointed-damages-against-romania>

- *Arbitrator*: appointed in 2011 (first arbitrator from Romania, and one of 425 arbitrators world-wide)

BUCHAREST INTERNATIONAL ARBITRATION COURT (BIAC)

- Secretary General and member of Governing Board, appointed in March 2016 upon official establishment of BIAC
- Co-founder responsible for establishment of BIAC and preparation of all internal documentation (i.e., Rules of Arbitration, Organizational Regulations, Fees & Costs Schedule, etc.)
- First BIAC international arbitration procedure registered in March 2023, with the respective definitive *New York Convention*-enforceable award issued in December 2023

ROMANIAN-U.S. FULBRIGHT COMMISSION (2011 - 2015 / March 2022 - July 2025)

<www.fulbright.ro>

- President of Board of Directors: appointed by the U.S. Embassy as member of Board of Directors in 2011, and elected as president of Board of Directors as of 1 July 2012 for two-year term, with additional one-year extension pursuant to unanimous approval of U.S. Embassy and Romanian Ministry of Foreign Affairs
- Re-appointed by U.S. Embassy in Romania to Board of Directors in March 2022, and re-appointed as president of the Board of Directors on 1 July 2023

ROMANIAN OLYMPIC AND SPORTS COMMITTEE (2004 - present) <www.cosr.ro>

- Non-executive voting member of Romanian Olympic and Sports Committee (2005 - present)
- A founding member of Ethics Commission (2004 - 2020)

RECENT PRO BONO and LECTURING ACTIVITIES

- Member of Advisory Board, *Institute for Dispute Resolution*⁵, UNIVERSITY OF FLORIDA, LEVIN COLLEGE OF LAW (2022 - present)
- Arbitrator, 7th Edition *Sports Law Arbitration Moot (SLAM)* (2026) <<https://www.lawinsport.com/sports-law-arbitration-moot-slam>>
- Arbitrator, *Richard Dewitt Memorial Vis Pre-Moot* (organized by THE FLORIDA BAR's *International Law Section*) (2024)
- Arbitrator, 1st Edition *Sports Arbitration Moot* (2022) <www.sportsarbitrationmoot.com>
- Pro bono advisor, STOCKHOLM UNIVERSITY, *DEPARTMENT OF LAW* team - global winner of the Best Team Award of inaugural *Sports Arbitration Moot* (2022)⁶
- Guest lecturer, *Institute for Dispute Resolution - International Arbitration and Sports Arbitration* presentations, UNIVERSITY OF FLORIDA, LEVIN COLLEGE OF LAW (2018 - present)
- Guest lecturer, *Sports Law* course⁷ - *Court of Arbitration for Sport (CAS)* presentation, UNIVERSITY OF FLORIDA, LEVIN COLLEGE OF LAW (2021)
- Guest lecturer, *Investment Treaty Arbitration* presentation, UNIVERSITY OF BEDFORDSHIRE (UK) (2018)

⁵ <https://www.law.ufl.edu/areas-of-study/concentration/dispute-resolution-and-litigation>

⁶ <https://www.su.se/department-of-law/news/stockholm-university-team-crosses-the-goal-line-and-prevails-at-the-sports-arbitration-moot-1.610551>

⁷ <https://www.law.ufl.edu/courses/sports-law-2>

PAST

BIRIŞ GORAN LAW FIRM (April 2006 – December 2012) <www.birisgoran.ro>

- A founding member of Biriş Goran along with three other senior attorneys from international law firms (2006), with firm becoming Top 10 in Romania by the end of 2006 in terms of revenue
- Partner and head of Corporate / M&A Practice Group
- Core practice areas included: Arbitration, Corporate, Privatizations, Mergers and Acquisitions, Foreign Investment, Banking, Intellectual Property, International Taxation (please see attached *Annex B* for representative recent and previous transactions)

BAC INVESTMENT (July 2004 - April 2006 / January 2013 - December 2023) <www.bac-romania.com>, a leading regional investment banking boutique

- Partner, Bucharest Office

VENTURECONNECT (2010 – 2016)⁸

- Founding member (2010) and former president of "*Fundația VentureConnect*", with co-founders including a number of well-known Romanian entrepreneurs, such as Radu Georgescu and Marius Ghenea
- *VentureConnect* was a *pro-bono* private-sector initiative and platform aiming to foster the increased interaction between Romania-based IT/online entrepreneurs and international as well as local investors for purposes of increasing investments in the IT/online areas

MOQUET BORDE & ASSOCIÉS (head office in Paris, France; 1997 - 2004) (the law firm is currently known as PAUL HASTINGS) <www.paulhastings.com>

- Associate with Budapest Office (also responsible for Romania)
- Core areas: International Commercial, Corporate, Competition (Antitrust), Privatizations, Mergers and Acquisitions, IPOs & Securities, PPPs, Corporate Finance, Banking, Intellectual Property, International Litigation and Arbitration, International Taxation (offshore structures), Real Property Law, Employment/Labor Law

BAR ADMISSIONS and PROFESSIONAL ACCREDITATIONS/MEMBERSHIPS

- Fellow (FCI Arb), *The Chartered Institute of Arbitrators* (March 2020 – present) <<https://www.ciarb.org>>
- Member of Florida (USA) Bar (1997 – present) <www.floridabar.org>
- Florida Bar Board Certified/Expert in *International Law* (2014 – present)
- Member of Florida Bar's International Law Section (1997 – present)
- Member of Bucharest Bar (European Union jurisdiction), 2006 (Foreign Lawyers Register - *Tablou Special*)

PREVIOUS PROFESSIONAL AFFILIATIONS

- Co-Vice-chair of AMERICAN BAR ASSOCIATION'S (ABA) Central European Law Committee (August 2003 - 2004 term; Co-Chair of AMERICAN BAR ASSOCIATION'S (ABA) Central European Law Committee (August 2001 - August 2002, re-elected for August 2002 - August 2003 term)

⁸ <https://www.romania-insider.com/romanian-entrepreneurs-team-up-for-ventureconnect-foundation>

- Co-Vice-chair of AMERICAN BAR ASSOCIATION'S (ABA) International Business Transactions Committee (August 2003 - 2004 term)

EDUCATION

- UNIVERSITY OF FLORIDA COLLEGE OF LAW (Gainesville, FL), *Juris Doctor* (December 1996)
 - *Florida Journal of International Law* (www.fjil.org) / 1995 - 1996 (*Executive Articles Editor* - 1996)
 - *The Florida Moot Court Team* (1995 - 1996)⁹
 - *Florida Blue Key* (www.fbk.org) - the oldest and most prestigious leadership honorary in the State of Florida (Spring 1996 - present)
- UNIVERSITY OF FLORIDA COLLEGE OF JOURNALISM (Gainesville, FL), *Bachelor of Science* (May 1993), *Business Outside Concentration*
- INSTITUTE OF INTERNATIONAL AND COMPARATIVE LAW - Paris, France (U. of San Diego and U. de Paris I, June 1995 - August 1995)
- RIJKSUNIVERSITEIT UTRECHT, The Netherlands (January 1992 - May 1992)

PUBLICATIONS and PRESENTATIONS

- "*Legal Options Against Abusive Legislation and Energy Charter Treaty (ECT)*" presentations (Romanian and English), THE ROMANIAN ASSOCIATION OF ENERGY SUPPLIERS (January - February 2023)
- FLORIDA BAR *International Law Quarterly* (ILQ) - "*Romanian Holding Companies as Investment Vehicles for Latin American Investments into the U.S. and the European Union*" (Fall 2022 issue)
- UNIVERSITY OF FLORIDA, LEVIN COLLEGE OF LAW, Sports Law seminar guest lecturer - "*The Court of Arbitration for Sport (CAS) Briefly Explained*" (August 2021 / August 2022)
- UNIVERSITY OF FLORIDA, LEVIN COLLEGE OF LAW, Sports Arbitration webinar series (May 2021 - June 2022)
- AAA-ICDR - Bucharest International Arbitration Court (BIAC) virtual conference - "*Latest Arbitration Trends and the New ICDR International Dispute Resolution Procedures*" (November 2021)¹⁰
- ICSID Webinar series (panelist) - "*The Art and Science of a Virtual Hearing*"¹¹
- CLE webinar series, Florida (USA) Bar - "*The FIFA Transfer Rules and the Court of Arbitration for Sport (CAS) Briefly Explained*"¹²
- *Ziarul Financiar* (periodic articles published in Romania's leading financial daily)
- *Romania Libera* (periodic articles published in one of Romania's leading daily newspapers)
- "*Corporate Acquisitions and Mergers -- Romania*", KLUWER LAW INTERNATIONAL, 2010 - 2012
- "*Hungary Chapter*", DIGEST OF COMMERCIAL LAWS OF THE WORLD, Oceana Publications, May 2003 and "*Hungary Chapter*", WORLD ONLINE BUSINESS LAW TREATISE, Oceana Publications, June/July 2003
- "*Hungary: Banking Practice Area*", regular contributions published online with INTERNATIONAL LAW OFFICE
- "*Romania's New 'Post-Privatization Law' Creates Additional Obstacles for Investors*", BNA'S EASTERN EUROPE REPORTER, February 2003
- "*Romania: Securities - New Law Covers New Instruments, Further Clarifies Rules on Takeovers*",

⁹ <https://www.linkedin.com/company/the-florida-moot-court-team>

¹⁰ <https://arbitrationblog.kluwerarbitration.com/2021/11/24/latest-arbitration-trends-and-the-new-icdr-international-dispute-resolution-procedures-highlights-from-the-biac-icdr-conference/>

¹¹ <https://youtu.be/Xroz4e8Ctv0>

¹² <https://tfb.inreachce.com/Details/Information/5581f2a1-b0c7-474e-9a7d-e120312d6b69>

- BNA'S EASTERN EUROPE REPORTER, January 2003; WORLD SECURITIES LAW REPORT, March 2003
- *"Hungarian Offshore Companies: Increasingly Popular for Tax Planning Purposes"*, TAX PLANNING INTERNATIONAL: REVIEW, December 2002 (Vol. 29, No. 12)
 - *"Taxation of Non-Residents' Capital Gains in Romania: A Step in the Wrong Direction"*, TAX PLANNING INTERNATIONAL: EUROPEAN UNION FOCUS, September 2002 (Vol. 4, No. 8), and BNA'S EASTERN EUROPE REPORTER, October 2002 (Vol. 12, No. 10)
 - *"Privatization Law Revised Again Ahead of Planned Large Sell-Offs"*, BNA'S EASTERN EUROPE REPORTER, August 2002 (Vol. 12, No. 8)
 - *"Digital Signature Legislation in Central Europe"*, INTERNATIONAL BUSINESS LAWYER (INTERNATIONAL BAR ASSOCIATION), March 2002 (Vol. 30, No. 3)
 - *"Hungary Modifies Takeover Rules"*, INTERNATIONAL LAW NEWS (AMERICAN BAR ASSOCIATION), Spring 2002 (Vol. 31, No. 2)
 - *"Central European Law: Foreign Law Year in Review 2001"*, THE INTERNATIONAL LAWYER, Fall 2002 - organized reports on legislative modifications of 14 countries in CEE region
 - *"Romania - Electronic Commerce: New Law on Electronic Signatures Modeled on European Union Directive"*, BNA'S EASTERN EUROPE REPORTER, September 2001
 - *"Romania's New Investment Law Provides Little That Is New for Investors"*, BNA'S EASTERN EUROPE REPORTER, August 2001
 - *"Romania's New Rules Enhancing Minority Shareholder Rights Protections Create New Obstacles for Strategic Investors"*, WORLD SECURITIES LAW REPORT, February 2001, and BNA'S EASTERN EUROPE REPORTER, March 2001
 - *"Romania's Public Offer to Buy Obligations: An Unnecessary Burden on Foreign Investors"*, WORLD SECURITIES LAW REPORT, May 2000
 - *"Tax Law Changes Clarify Many Previous Ambiguities"*, BNA'S EASTERN EUROPEAN REPORTER, March 2000
 - contributor to *"Hungarian Chapter"*, INTERNATIONAL BANKING: Law & Regulation (OCEANA PUBLICATIONS, INC. and CENTER FOR INTERNATIONAL LEGAL STUDIES, February 2000 and yearly updates
 - *"Leasing in Romania"*, BNA'S EASTERN EUROPE REPORTER, December 1999
 - *"Hungary"*, WORLD TRADE SECRETS, Release 5 (Terrence F. MacLaren, Editor - West Group, 1998)
 - *"Consequences to Investors of Romania's Accounting System - Tax & Law"*, THE BUSINESS REVIEW (Romania), Vol. I, No. 30
 - *"New Tax Regime for Personal Income from Commercial Activities"*, FINANCIAL TIMES EAST EUROPEAN BUSINESS LAW, January 1998
 - *"Romania Moves on Foreign Investment"*, FINANCIAL TIMES EAST EUROPEAN BUSINESS LAW, July 1997
 - *"Romanian Company and Regies Autonomes Legislation"*, EASTERN EUROPEAN FORUM NEWSLETTER, Fall 1997
 - *"Doing Business in Romania"* (1st edition; booklet published in Europe in 1996)

LANGUAGES

- English (fluent), Romanian (non-native fluent)

PERSONAL

- Date of birth: 16 September 1970 (Bucharest, Romania)
- Citizenship: American (USA) and Romanian

Annex A

(representative recent and previous major international arbitrations lead by and/or involving
Daniel F. VIȘOIU)

RELEVANT ARBITRATION / LITIGATION EXPERIENCE

- **ICSID Arbitration - *Forty Management v. Romania* - ICSID Case No. ARB 26/16 (2024 - present)¹³**
 - Legal assistance provided to foreign investor involving ICSID Convention, ICSID Rules of Arbitration, Switzerland-Romania bilateral investment treaty (BIT), International Investment Law, Romanian real estate legislation, Swiss corporate law and ICSID jurisprudence
- **ICC Arbitration -- *SNTGN TRANSGAZ S.A. (Romania) vs. GAZPROM EXPORT LLC (Russian Federation)* -- ICC Case No. 28535/HBH (2024)**
 - Arbitrator appointed by claimant (SNTGN Transgaz S.A.)
 - ICC Rules of Arbitration (2021)
- **Pre-arbitration legal due diligence and preparation of submitted Notification to Romania relating to potential *Energy Charter Treaty (ECT)* procedure relating to EUR 115+ million renewable energy investment (2023 - 2025)**
 - Legal assistance provided to foreign investor involving international energy law jurisprudence, European Union (EU) energy law, Romanian energy legislation and *Energy Charter Treaty (ECT)* jurisprudence
 - Drafted and finalized Notice of Dispute officially notifying Romania of its breach of the ECT (March 2024)
- **Pre-arbitration legal due diligence relating to potential *Energy Charter Treaty (ECT)* procedure relating to EUR 55+ million annual net profit energy trading business (2023 - 2025)**
 - Legal assistance provided to foreign investors involving international energy law jurisprudence, European Union (EU) energy law, Romanian energy legislation and *Energy Charter Treaty (ECT)* jurisprudence
- **Pre-arbitration legal due diligence and preparation of submitted Notice of Dispute to Romania relating to potential ICSID procedure relating to EUR 175+ million real estate investment (2022 - 2023)**
 - Legal assistance provided to foreign investor involving ICSID Convention, ICSID Rules of Arbitration, Belgium-Luxembourg and Romania bilateral investment treaty (BIT), International Investment Law, Romanian real estate legislation, Belgian corporate law and ICSID jurisprudence
 - Drafted and finalized Notice of Dispute officially notifying Romania of its breach of the Belgium-Luxembourg and Romania BIT (October 2023)

¹³ <https://icsid.worldbank.org/cases/case-database/case-detail?CaseNo=ARB/26/16>.

- **ICSID Arbitration -- *Alverley Investments Limited and Germen Properties Limited v. Romania*, ICSID Case No. ARB/18/30 (August 2018 - March 2022)**
 - Successfully represented the respondent, Romania, as senior member of Consortium team¹⁴
 - Tribunal rejected Claimants' requested damages exceeding USD 200 million¹⁵, and ordered Claimants to pay Romania over USD 4 million in legal fees/costs¹⁶
 - Excerpt of award:
http://icsidfiles.worldbank.org/icsid/ICSIDBLOBS/OnlineAwards/C7361/DS17915_En.pdf
- **Romania-based arbitration before the Court of International Commercial Arbitration attached to the Chamber of Commerce and Industry of Romania / *Curtea de Arbitraj Comercial Internațional de pe lângă Camera de Comerț și Industrie a României* (August 2020 - June 2022)**
 - Appointed by respondent, a well-known multinational operating in Romania since 1997, to act as wing/co-arbitrator
 - Arbitration procedure in Romanian language
 - Authored dissenting opinion (subsequently majority-award was vacated/set aside)
- **ICSID Arbitration -- *Marco Gavazzi and Stefano Gavazzi v. Romania*, ICSID Case No. ARB/12/25 (2013 - 2017)**
 - Represented the respondent, Romania, as senior member of Consortium Leader¹⁷, with the Claimants obtaining less than ten percent of alleged damages¹⁸
 - ICSID Arbitration Rules, Italy-Romania BIT
 - Claimants requested damages exceeding USD 35 million
- **ICC Arbitration -- *Pörr Bau GmbH (formerly known as Pörr Technobau und Umwelt AG) vs. National Railway Company (CFR) S.A.* (ICC Case No. 18473/GZ/MHM (2016 - 2017)**
 - Represented the respondent, the state-owned company CFR S.A., as senior member of Consortium Leader
 - ICC Rules of Arbitration
- **Court of Arbitration for Sport (CAS) arbitration procedures:**
 - ❖ **Arbitrator appointed in Court of Arbitration for Sport (CAS) Case no. 2021/A/7805 *KK Zadar v. Tony Wroten* (2021)**
 - ❖ **Arbitrator appointed in Court of Arbitration for Sport (CAS) Case no. 2013/A/3378 *Karsiyaka Spor Kulubu v. Tiago Queiroz Bezerra* (2014 - 2015)**
 - ❖ **Arbitrator in Court of Arbitration for Sport (CAS) Case no. 2014/A/3679 *FC Dacia Chisinau v. Goran Stankovski* (2014)**

¹⁴ <https://icsid.worldbank.org/en/Pages/cases/casedetail.aspx?CaseNo=ARB/18/30>

¹⁵ <https://globalarbitrationreview.com/romania-knocks-out-icsid-claim-over-real-estate-project>

¹⁶ <https://www.romania-insider.com/ro-wins-arbitration-popoviciu-mar-2022>

¹⁷ http://icsidfiles.worldbank.org/icsid/ICSIDBLOBS/OnlineAwards/C2441/DC9888_En.pdf

¹⁸ <https://globalarbitrationreview.com/article/italian-brothers-disappointed-damages-against-romania>

- ❖ **Arbitrator appointed in Court of Arbitration for Sport (CAS) Case no. 2014/A/3596 SC Sporting Club Vaslui v. Romanian Football Federation & Romanian Professional Football League (2014)**
- ❖ **Arbitrator in Court of Arbitration for Sport (CAS) Case no. 2013/A/3080 Ms. Alemitu Bekele Degfa vs. The Turkish Athletics Federation and the International Association of Athletics Federations (2013)**
- ❖ **Arbitrator in Court of Arbitration for Sport (CAS) Case no. 2013/A/3194 FC Universtitatea Cluj vs. Romanian Football Federation and the Romanian Professional Football League (2013)**
- ❖ **Arbitrator appointed in Court of Arbitration for Sport (CAS) Case no. 2011/A/2544 FK Ventspils v. FC Stefan Cel Mare (2011 - 2012)**
- ❖ **Arbitrator in Court of Arbitration for Sport (CAS) Case no. 2011/O/2509 Renaissance Tennis Management v. Horia Tecau (2011 - 2012)**
- ❖ **Ad Hoc Court of Arbitration for Sport (CAS) Arbitrator appointed for the European 2012 Football Championship (2012)**
- **ICSID Arbitration relating to Alleged Expropriation of Hungarian Subsidiary of Canadian/Cypriot Parent Company (2002 - 2003)**
 - *Role and Work Performed:* Part of legal team initially representing parent company in dispute with Hungarian State regarding alleged expropriation of Hungarian subsidiary in procedure prior to filing of request for arbitration with the International Centre for the Settlement of Investment Disputes (ICSID); extensive legal research on ICSID Convention and related arbitration procedural rules, as well as Cyprus-Hungary Bilateral Investment Treaty (BIT); assisted with preparation of dispute-related documentation/requests including notice of dispute
 - *Legislation and/or Rules:* ICSID (International Centre for Settlement of Investment Disputes) Convention and Arbitration Rules, Cyprus-Hungary BIT
- **International Arbitration relating to Joint-Venture Investment for Sewerage Facility in Southeastern Hungary (2000 - 2002)**
 - *Role and Work Performed:* Part of legal team representing client in dispute with local municipality relating to joint-venture established for modernization and expansion of water treatment/distribution system of large Hungarian municipality (Szeged), assisted in preparation of arbitration briefs and draft settlement agreements relating to joint-venture dispute
 - *Legislation and/or Rules:* Hungarian Company Law, Hungarian Arbitration Act, and Hungarian Private International Law Act, ad hoc UNCITRAL arbitration rules

- **International Arbitration relating to Shareholders' Dispute between Leading German and French Energy Companies (2001 - 2004)**
 - *Role and Work Performed:* Part of legal team successfully representing German energy company involved in successful arbitration procedure before the International Chamber of Commerce (Paris) pursuant to its rules of arbitration with respect to dispute involving joint ownership and related rights in Hungarian power/electricity generation company (preparation of arbitration briefs, settlement agreement, and escrow agreement)
 - *Legislation:* Company Law, Securities Law, and Investment Law issues
- **International Arbitration involving Distribution Agreement for Packaging Products to be Commercialized in Romania (2000 - 2002)**
 - *Role and Work Performed:* Part of legal team successfully representing client in dispute with Romanian distributor of packaging products; legal research regarding CISG convention and Romanian commercial laws (including Civil Code) and assisted in preparation of various arbitration briefs including evidentiary annexes/exhibits
 - *Legislation and/or Rules:* Romanian Commercial Laws and Civil Code, Romanian Arbitration Act, Romanian Private International Law Act and CISG convention, ad hoc UNCITRAL arbitration rules
- **Pre-litigation Dispute between Hungarian Water Polo Federation and Fédération Internationale de Natation (FINA) (2002)**
 - *Role and Work Performed:* Lead attorney in successful resolution of appeal filed against a FINA executive decision (4 August 2002) which sanctioned the Hungarian Water Polo Federation
 - *Legislation and/or Rules:* FINA Constitution, FINA Rules, FINA Code of Conduct (in effect in August 2002)
- **Litigation (WIPO Dispute Resolution Procedure) Involving New ICANN Domain Dispute Rules (2000 - 2002)**
 - *Role and Work Performed:* Lead attorney in domain name dispute procedure, preparation of all related documents (e.g., petitioner's brief), and submission of successful claim with the WORLD INTELLECTUAL PROPERTY ORGANIZATION (WIPO) (reported case/decision no. D2000-0037.

Annex B

(representative recent and previous major cross-border transactions lead by and/or involving
Daniel F. VIȘOIU)

RELEVANT TRANSACTIONAL EXPERIENCE

- Investment advisory services and legal assistance regarding European expansion of leading Swiss-Romanian real estate developer, **Forty Management AG**; Lead counsel advising on international restructuring of Romania-based corporate group for purposes of accessibility to international tax treaties and bilateral investment treaties (BITs) (2022 - present)
- Pre-litigation legal assistance to Romania-based EIB-funded investment fund, **Black Sea Fund**, with respect to two (2) major shareholders' disputes arising from Series A investments (2022 - present)
- Legal assistance to U.S.-based financial software company providing next-generation online financial and accounting technology to small and medium-sized businesses worldwide, **Avise**, regarding outsourcing partnership with Romania-based IT software outsourcing provider (2023 - 2024)
- Investment advisory services and legal assistance relating to establishment of future EIB-funded investment fund, **InfiniTree VC** (2023)
- Investment advisory services and legal assistance to European Union (EU)-based start-up focusing on online rental of exclusive and historical venues worldwide, **Castillia.com** (2022 - 2023)
- Investment advisory services and legal assistance with respect to shareholders' exist and sale of leading online flower ecommerce business to main Romania-based competitor, **FlorideLux** (2022 - 2023)
- Investment advisory services and legal assistance with respect to successful growth-stage fund-raising round for a leading Romanian online food service/health food company, **OalaCuBunătăți** (2017 - 2020)
- Investment advisory services and legal assistance with respect to successful sell-side mandate involving sale of Romania's second largest ecommerce business, **PC Garage**, to leading regional ecommerce financial investor (2015 - 2018)
- Project finance advisory services and legal assistance regarding EUR 15 million loan from **International Investment Bank** to regional copper manufacturer and supplier, **Romcab** (2015 - 2016)
- Investment advisory services and legal assistance relating to acquisition of minority stake in leading Romanian online flower ecommerce business, **FlorideLux** (2013 - 2015)

- Lead counsel to **Tiger Global Management** with respect to its investment in **Neogen S.A.** and its investment in and exit from **eJobs Group S.A.**, which investments included the negotiation and execution of complex share sale-purchase agreements, shareholders' agreement and registration rights agreements (2007 - 2012)
- Lead counsel to **TJobs.ro** relating to a successful investment (with funding raised from London-based investment funds), involving share capital increase and debt conversions by participating international VC investors and foreign and local angel investors (2010 - 2012)
- Lead counsel to **Publicis Groupe** with respect to acquisitions of Romanian operations of leading world-wide media planner & buyer/communications services provider (Zenith) (2008 - present)
- Lead counsel to **Publicis Groupe** with respect to acquisition of Romanian operations of the Publicis advertising agency, including IP-related assets. Publicis Romania is one of the top 3 advertising agencies on the Romanian market (2009 - 2012)
- Lead counsel to **Romcarbon** on multi-jurisdictional corporate governance project pertaining to the Green Group and assistance with joint venture involving EBRD and Global Finance (2011 - 2012)
- Legal advisor to the **Monsson Group** with respect to sale of wind farm energy project to leading German power generation company (with overall acquisition price and investment value exceeding EUR 80 million) (2012)
- Lead counsel to private investors and management team in buyout of **News Outdoor Romania**, a leading outdoor advertising company, a cross-border deal involving the Netherlands, Romania & Russia (2011)
- Lead counsel to **Romcab**, one of the largest producers of copper cables in the Central and East European region, relating to its major corporate restructuring and implementation of corporate governance structure for Bucharest Stock Exchange (BVB) listing purposes (2010 - 2012)
- Lead counsel to **Romstal Imex** in sale of its participation in Romstal Leasing to major European bank (KBC), with an overall transaction value exceeding EUR 70 million (2006 - 2007)
- Lead counsel to sellers of **Eurisko**, leading real estate agency, in sale of participations to CB Richard Ellis, with an approximate transaction value of USD 35 million (2007 - 2008)
- Lead local attorney in pre-IPO restructuring of **PwC Consulting** (Central and East European Entity) as part of global restructuring of PwC Consulting Ltd. for pending public offer in U.S. and subsequent IBM acquisition (2002 - 2003)
- Lead attorney in greenfield investment involving construction of corn-processing facility in CEE region (**Bratney, Inc.** - U.S.-based corporation) (2000 - 2002)
- Lead attorney in acquisition of IT company (**Deloitte & Touche** subsidiary) establishing and administering electronic Hungarian pension distribution system (2000 - 2001)

- Lead attorney in acquisition of Hungarian pharmaceutical research institute by **IVAX** (U.S.-based) pharmaceutical manufacturer (1999 - 2000)
- Lead attorney in privatization and acquisition of Romanian company (**Helicon Banat S.A.**) involved in printing and publishing industry acquired by Europe-based multinational (1999 - 2000)
- Part of local legal team advising **OTE** on privatization of Romanian national telephone company (Romtelecom) (1998)
- Part of legal team advising **Richter Gedeon** on acquisition of then recently-privatized Romanian company involved in pharmaceutical industry (Armedica S.A.) (1997 - 1999).