

PERSONAL INFORMATION

NEACȘU DRAGOȘ - VALENTIN



Bucharest



Sex Male | Date of birth 1965 | Nationality Romanian

WORK EXPERIENCE

December 2020 – Present

CEO of GS1 Romania Organization, currently with over 8,000 members

Louis Blanc Offices, 1 Louis Blanc Str., Distr. 1, Bucharest, Romania, 011751

GS1 Romania is part of a global network of 115 national non-for-profit organizations, with an activity focused on elaborating and promotion of coding systems, serialization and traceability in business communication that started almost 50 years ago, when the first global trade identification number was issued, known today as “the barcode”. Currently, GS1 standards are used all over the globe, by more than 2 million companies to identify more than 100 million products, for which more than 6 billion barcodes are scanned daily.

February 2020 – 2024

Independent member of the Board of the Stock Exchange, member of the Audit Committee, Chairman of the Appeals Committee

Bucharest Stock Exchange S.A., 34-36, Carol I Blvd., 13-14 Floor, Distr. 2, Bucharest, Romania, 020922

Responsibilities regarding the general development strategy, the draft business plan and the annual budget, hiring and revocation of the CEO and BSE managers, adoption and modification of the regulations on trading, listing, exclusion and suspension of financial instruments on the regulated market and the alternative trading system, adoption and modification of the regulations regarding the obligations of traders and issuers, as well as of the professional standards for persons involved in operations on BSE managed regulated markets.

Business or sector administration of financial markets

November 2008 – October 2019

Chief Executive Officer – Chairman of the Management Board (MB)

SAI Erste Asset Management SA (EAM), 92 Aviatorilor Blvd., Distr. 1, Bucharest, Romania, 011867

Company set-up, licensed as fully fledged asset management company by CNVM (current FSA - Financial Supervision Authority), origination and management of the business transfer project from BCRAM to EAM, management of EAM's daily activities, representation of EAM in relationship with FSA, the other state entities and authorities and third party stakeholders, negotiation of agreements with clients, service suppliers, hiring and motivating the staff, including through professional and personal development programs, preparation of annual and multi-annual business plans, preparation and organizing MB and Supervisory Board meetings, preparation and organizing GMS.

Results: Market leader with market share constantly higher than 25%, after finalizing the business transfer from BCRAM in April 2009 and until the end of the mandate, in October 2019. Promoter of the introduction of European professional standards in investment management on local market and CEE region (mutual funds classification as per their investment policies, mark-to-market valuation of fixed income securities). Managed the largest mutual funds merger on the local market. Launched, in cooperation with BCR, the „Prosperity Plan” project, based on a sociological study at national level, for promoting recurrent investments principle for a sustainable financial wealth administration addressing all categories of retail clients serviced through BCR branch network, as well as the users of George digital platform.

Business or sector investment management company

July 2007 – October 2008

Chief Executive Officer – Chairman of the Management Board (MB)
SAI BCR Asset Management SA, 21 Rabat Street, 2nd floor, Distr. 1, Bucharest, Romania

Management of daily activities, representing BCRAM in relationship with FSA and the other state entities and authorities and third-party stakeholders, negotiating the agreements with clients and service suppliers, hiring and motivating the staff, preparation of annual and multi-annual business plans, preparation and organizing MB and Supervisory Board meetings, preparation and organizing GMSs.

Results: Simultaneous licensing, in October 2007, of five mutual funds across main asset classes. Obtained authorisation for the distribution of all funds managed to retail customers serviced via BCR branch network. This triggered the process for building the retail dimension of mutual funds in Romania. Participated in the international tender for the selection of Fondul Proprietatea fund manager (2008).

Business or sector investment management company

November 2006 – July 2007

Director, Financial Advisory
Deloitte Consultanță SRL, 4-8 Nicolae Titulescu Blvd., 3rd Floor, Distr. 1, Bucharest, Romania

Managing partner for Units 3 and 4 project of CNN Cernavodă
Managing partner for first PPP project in aviation – Bacau airport.
Managing partner for first business transfer – Europack SRL.

Business or sector financial services

February – September 2005

State secretary Minister, Head of State Treasury
Ministry of Public Finance (MPF)
Management of the daily activity of all departments within State Treasury.

Results:

- Introduction of the quarterly and annual sovereign securities issuance calendar for internal market, including 1, 2, 3, 5, 7, 10, 12 and 15 years maturities.
- Definition of treasury's benchmark maturities of 3, 5 and 10 years, in order to build the sovereign medium- and long-term yield curve and a sovereign debt management strategy.
- Completion of the legal set-up between MPF and the National Bank of Romania for the issuance, trading and safe-keeping of the sovereign bonds.
- Negotiation of the Memorandum defining relationship with multilateral IFIs during 2005-2009.
- Drafting the medium-term sovereign debt management strategy, including the set-up of a Debt Management Agency.

Management of the activities of foreign claims resolution

Results:

- Led the negotiation team and signed, on behalf of the Romanian Government, the agreement for Iraqi debt resolution

Management of the financial services department

Results:

- Promoted the government decision on allocating the financial sources for the set-up and first 2 years of activity of the supervision authority of the newly launched privately managed pension system;
- Established Fondul Proprietatea, following the activity of an inter-ministerial group formed by 4 people from MF and SGG
- Promoted the primary legislation for mortgage bonds and securitization.

Management of the relationship with rating agencies and with the multilateral IFIs in which Romania is shareholder/member.

Results:

- Obtained investment grade status from Standard & Poor's and Japan Credit Rating Agency (September 2005);
- Member of the negotiating team for the strategic partnership with the World Bank;
- Completed the financing agreement for the energetic complexes technological upgrade with JBIC (Japan);
- Completed the SAMTID financing agreement with EBRD (for sewage in Criș - Mureș rivers area);

- Organized and managed successfully the international tender for financing the first tranche of works at Bechtel highway (EUR100m).
- Obtained the first partial LCY financing for an EBRD project in Romania: Constanta by-pass.
- Negotiated with major IFIs treasuries (IFC, EBRD and EIB) to issue and list their LCY denominated bonds on the Romanian capital market, in order to partially finance in LCY the Romanian projects portfolios.

Business or sector financial services

July 1998 – February 2005

President – CEO

SSIF Raiffeisen Capital & Investment SA (RCI), 74 Unirii Blvd., 3rd Floor, Distr. 3, Bucharest, Romania

Management of the daily activities, representing RCI in relationship with authorities and third-party stakeholders, negotiating agreements with clients and service suppliers, hiring and motivating staff, preparing annual and multi-annual business plans, preparing and organizing Board meetings, preparing and organizing GMSs.

Results:

Market leader of brokerage services during 2003-2004, with traded volumes of EUR 300m and the largest securities operations on the Romanian equity market (Terapia and Sidex public take-over tender offers) and on the fixed income market (Raiffeisen Bank).

“Best Investment House in Romania” Award from EUROMONEY (2003).

“Performance in the capital market” Award from PIATA FINANCIARĂ (2003).

BIZ nominee among the 100 managers that influenced the development of the business environment in Romania (January 2005).

ZIARUL FINANCIAR nominee among the Capital market visionaries (December 2004).

Business or sector financial services

EDUCATION AND TRAINING

1994 – 1995

Master of Business Administration (MBA)

School of Advanced Postgraduate Management Studies, The Bucharest University of Economic Studies.

The Canadian Programme, in partnership with McGill University and University of Quebec in Montreal (UQAM)

Marketing Specialization

1984 - 1989

Engineer Diploma

Faculty of Civil Engineering Installations, Bucharest Civil Engineering Institute (currently Bucharest Technical University)

Civil Engineering Installations specialization

Organisational / managerial skills

Communication, organization, negotiation, coaching

Foreign languages

English (fluent), German (medium)

AFFILIATIONS

Other relevant non-executive positions held

- Member of EFAMA (European Fund and Asset Management Association) Board of Governors (2013 - 2016)
- Romania's representative in multilateral financial institutions: The Council of Europe Bank (ECB), Black Sea Trade and Development Bank (BSTDB)
- Vice-president and then President of the Romanian Association of Asset Managers (AAF) (2008 - 2016)
- Vice-President of Romanian Association for Privately Managed Pension Funds (APAPR) (2004-2005)
- Independent non-executive member of the Supervisory Board of BCR Pensii, (2009 - 2019)
- Non-executive member of CEC Bank S.A. Board (2005 - 2006)
- Non-executive member of the Bucharest Stock Exchange Board of Governors (2001 - 2005)
- Independent non-executive member of the Board of FINS I.F.N. S.A., (2018 - present)
- Board member of the Romanian Business Leaders Foundation (RBL) (2017 - present), co-leader of educational project “Merito”, which recognizes excellence among educators, teachers and professors in the state education system