

Claudiu Munteanu-Jipescu

Partner



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Overview

Claudiu Munteanu-Jipescu is an experienced lawyer with over 20 years of experience in the areas of corporate M&A, energy and PPP Infrastructure. He advises on regular basis local and international clients in relation to group structuring, joint ventures, distressed companies takeover, shareholders agreements and investment regulation and has significant experience in mergers and acquisitions. He advises local and international clients on complex regulatory, contractual and corporate matters, and is also highly specialized in renewable energy. Claudiu has led a large number of wind and solar energy projects, acting both on the buyers and sellers side, as well as oil and gas projects. In addition, he is experienced in private-public partnerships (PPP), public procurement and concessions, having worked on several privatization projects that required dealing with the Romanian public authorities. As part of his membership in AmCham's (American Chamber of Commerce in Romania) Energy & Environment Committee, Claudiu has been involved in lobbying activity with respect to the energy legislation.

Claudiu has also led a large number of M&A projects, acting both on the buyers and sellers side. He worked in several significant infrastructure projects (PPP and Concessions), as well as in privatization projects that required dealings with joint ventures between foreign companies and the Romanian state.

Experience

- Assisting a major Romanian hydropower production company in the negotiations with the EPC consortium in relation to the construction agreement of Bumbesti Livezeni Hydropower Plant.
- Advising a multinational electric utility company in connection with the potential acquisition of a majority stake in a developer and operator of wind turbines and PV projects in Romania.
- Advising Fortune Global 500 company CEFC China Energy Company (CEFC) in its acquisition of a majority stake in KMG International (KMGI), a unit of Kazakhstan's state oil and gas company, which owns refining and fuel distribution assets in Europe.

- Assisting the Romanian energy infrastructure company in connection with the construction agreement of a high voltage transmission line in Montenegro. The company has national coverage and a presence in some of the country's largest cities. The company operates in two production units in Romania and has 16 offices throughout the country, with over 700 employees.
- Assisting CEE Equity Partners in regards to a potential investment in an integrated grain/fertilizer logistic chain to be developed in Romania.
- Assisting a leading worldwide producer of high quality pumice products in connection with the concession agreement concluded with the local authorities for the purpose of extracting dolomite stockpile from public owned land.
- Advising large multinational investors such as GE, Lufkin Industries, Continental Wind Partners and Renault in negotiations with public authorities and state bodies, such as Metrorex, the national state-owned underground company."
- Advising a major Polish printing company on a public procurement project in connection with passports
- Advising on an R&D project in connection with the automotive industry
- Advising the largest pharmaceutical wholesale and retail business in Romania in connection with its admission to the Main Market of the London Stock Exchange
- Coordinating major privatization processes in the energy sector
- Coordinating legal work for a Belgian electricity generator in connection with refurbishment and joint venture operations in Romania
- Coordinating the privatization and restructuring process of the top two Romanian power supply and distribution companies
- Providing assistance for the concession process of water utilities in the city of Bucharest

Recognition

Claudiu is appreciated by the corporate and M&A clients, who declare for the international legal directories that "he is flexible to the requirements of the project" as well as "business-oriented and attentive to details." He is ranked 2 in Energy and Natural Resources by the prestigious independent legal directory Chambers and Partners Europe 2018, being referred to by his clients as a "very active and experienced lawyer", a practitioner who "has a clear understanding of our business and is concerned with finding the best legal options."

In February 2018, Claudiu has received the Client Choice Award for M&A in Romania. For more than 12 years, Claudiu was a corporate law assistant lecturer with the University of Bucharest and assisted on several occasions Romanian authorities such as the Ministry of Justice in relation to amendments to the Romanian corporate legislation.

Activities and Affiliations

Memberships

As part of his membership in AmCham's (American Chamber of Commerce in Romania) Energy&Environment Committee, he has been involved in lobby activity with respect to the energy legislation.

Prior and Present Employment

- Partner - Dentons (formerly Salans), Bucharest (October 2009-present)

- Managing Counsel - Salans, Bucharest (January 2007-September 2009)
- Senior Associate - Salans, Bucharest (2005-2007)
- Associate - Musat & Associates, Bucharest (1998-2004)

Areas of focus

Practices

- Capital Markets
- Corporate
- Project Development
- Mergers and Acquisitions
- Public Procurement

Industry sectors

- Energy
- Automotive
- Private Equity

Education

- Institut de Droit des Affaires N. Titulescu - H. Capitant, 1999
- Pantheon-Sorbonne University (Paris I), 1999, Diploma
- College Franco-Roumain d'Etudes Europeenes, 1998
- University of Bucharest, 1998, LLB

Admissions and qualifications

- Qualified, Bucharest, 1999