



V. VALERIU VELCIU

President APREL

Personal

- Born, September 5, 1951; Married, two children

Education

- **Trade Master Degree** - Business Administration and International Trade;
- **M.S.E.E.**, Polytechnic Institute of Bucharest (electronics);
- **Post graduated studies** in economics and international trade;
- **Master** (ongoing) in Political Studies – Natl. School of Politics and Administration
- Training in **accounting** and auditing; Training in **Public Relations**
- Training in **capital markets** (broker, manage., lecturer) - USAID, Ernest & Young SEC – Issuers Annual Review (1999 – SEC – Washington)

Foreign languages

- English, French

Scientific and editorial activities

- **Associated professor and Lecturer** International Economic Relations and/or Capital Markets with Romania Universities;
- Speaker with international and domestic economic **conferences** and **seminars**; **interviews** with international and domestic media;
- **Author or consultant** for different economic research and studies;

Medals and awards

- **Awarded by the President** of the Republic, following the recommendation of the Ministry of Industry and Trade, **with a Medal** for special “**merit in developing and restructuring the Romanian industry**” (2002).
- Under his co-ordination, AUTOMATICA plant was **ranked the first** by the **Romanian Chamber of Commerce** as Medium Size Industrial Company - 2001.

National level activities

- (ex.) Chairman of the Board - **National Association of Securities Dealers (ANSVM)**
- (ex.) Member of the Board - **National Settlement, Clearing & Depository (SNRDD)**
- (ex.) Member of the Board - **National Ass. for Containers and Pallets Standards**;
- Member - **Romanian Ass. of the Owners in Electronic Industry**
- Member of the Board - **National Society for Automation and I.T.**

Economic activities

- Chairman of the Board - **ELECTROTEL S.A.** - Low and Medium Voltage Equipments
- Chairman of the Board - **UNICAPITAL S.A.**- Securities Trading Co. (Broker/Dealer)
- Chairman of the Board - **UNIASIG S.A.** - Insurance Brokerage
- Chairman of the Board - **UNICORP S.A.** - Public Relations Co.
- Chairman of the Board - **UNISEcurity S.A.** - Security and Protection Co.
- Chairman of the Board - **TRADE ACTION UNIT S.R.L.** - Software Co.
- (ex.) Chairman - **AUTOMATICA S.A.** - Electric and Automation Equipment
- Shareholder - **UNILEASING INTL.** - Leasing
- Shareholder - **UNITUR** - Tourism & Ticketing
- Shareholder - **UNI INVEST** - Financial Advisers
- Shareholder - **SPECTRACOM** – Telecommunications

Work history	
<u>1975-1976</u>	ARO Cimpulung Muscel , Automotive Plant - Engineer;
<u>1976-1984</u>	ELECTRONUM , Foreign Trade Company - Trade Officer;
<u>1984-1990</u>	MINISTRY OF FOREIGN TRADE - Counsellor - US Desk;
<u>1990-1992</u>	EMBASSY OF ROMANIA to the United States of America
	First Secretary, Counsellor and Minister Counsellor (Economic Affairs)
<u>1992-1994</u>	MINISTRY OF COMMERCE:
	General Director for Europe - (Western & Eastern Europe)
	General Director for International Bilateral Affairs
<u>1994-1995</u>	INTERTRUST S.A. , Securities Trading Co. - Executive Director
<u>since 1995</u>	UNICAPITAL S.A. , Securities Trading Co. - Chairman & C.E.O.
<u>since 1996</u>	setting up and managing: UNICORP , UNISECURITY, T.A.U. , UNIASIG
<u>2000-2002</u>	AUTOMATICA , Chairman & C.E.O.
<u>2002 -2005</u>	setting up: AUTOMATICA INTERNATIONAL , UNILEASING INTL. , UNITUR ,
	UNI INVEST , SPECTRACOM , ELECTROTEL ENGINEERING
<u>May, 2005</u>	ELECTROTEL S.A. Alexandria , Chairman & C.E.O.

General Experience

- High level positions in the **Administration** and **Diplomacy**;
- Recognised experience in international trade, financial field, industrial production;
- **Nominated** for ministerial positions;
- **President or Vice-president** with many **Governmental Economic Joint Commissions**;
- Head of many important Romanian **governmental representative delegations**;
- Participant to the **negotiations of the most important international economic agreements** of Romania, as: **Romania - EU**, Association Agreement; **Romania - EFTA**, Free Trade Agreement; **Romania - US**, Trade Agreement (granting the **MFN** status for Romania); **Romania - US**, Bilateral Investment Treaty; agreements with **eastern and western** European countries;
- International and governmental level connection; visiting more than **50 countries**;
- **Technical and economic education**; good **managerial** and **executive** experience; activity in **Administration** or in **Private Sector**;
- Good knowledge of USA and EU legislation.
- Good experience of international economic organisations (**GATT/OMC, UE**).
- Knowledge in **micro and macroeconomics**; good knowledge of the Romanian economy;
- Former president of **Trade Union** with the Ministry of Trade (1992);
- Participant to national activities of **owners** associations
- Good knowledge of the financial field and of the Capital Market:
 - He created and managed UNICAPITAL S.A., one of the most prestigious broker-dealer with Bucharest Stock Exchange and RASDAQ Securities Market.
 - Member of the national boards of the main bodies of the Romanian Capital Market.
 - According to **“International Who’s Who of Professionals”**: **“one of the fathers of the Romanian Capital Market”**.