

Țuca Zbârcea & Asociații joins forces with Trident Capital Investments, a specialist investment bank and advisory company founded by Liviu Giugiumica



Romanian law firm Țuca Zbârcea & Asociații announced today an exclusive partnership with Trident Capital Investments, an investment banking and corporate finance company, in a bid to offer integrated services of legal/tax and financial advisory for clients running various investment projects.

Țuca Zbârcea & Asociații law firm and Liviu Giugiumica, a highly reputed and experienced investment banker, will provide integrated strategic advisory services by successfully blending legal assistance and tax consultancy with specific advice on mergers & acquisitions, equity and debt capital markets, investment advisory and tailor-made research, adapted to the development cycle achieved by the respective investments. As such, existing and prospective clients will benefit from a full package of advisory services for the implementation of investment projects, including the sale of shares in companies founded by Romanian entrepreneurs.

“Basically, in addition to the legal and tax advisory provided by our law firm and its dedicated tax arm, an entrepreneur looking to further develop its operations may be supported so as to identify and attract suitable investors into the business, based on financial data reports and professional market studies. Our clients will receive dedicated consultancy services in both equity and debt capital markets areas and well-rounded advice in the context of acquisitions and sales, as well as in relation to strategic local and cross-border alliances. Such a unique approach facilitates our clients’ access to different external sources of finance and opportunities for their business to grow and expand, thanks to the alliance with the company led by Liviu Giugiumica who has unrestricted access to the main private equity funds and investment banks from world’s leading financial centers. In fact, our teams have recently joined forces to advise the founders of Global Technical Group in relation to the sale of a majority shareholding to Abris Capital Partners, with Trident Capital Investments acting as financial advisor and our law firm acting as legal advisor on the deal”, said **Gabriel Zbârcea**, *Managing Partner of Țuca Zbârcea & Asociații*.

“Our formal cooperation with Țuca Zbârcea & Asociații, one of the most prestigious law firms in Romania, merely formalises a partnership formed as a result of joint projects, whereas the synergy between us was empirically proven. The Romanian economic structure and market have undergone significant changes during the past years. Some industries have developed, and Romanian entrepreneurs have matured, which sets a solid ground for and, at the same time, leads to a growing demand of specialised services such as those provided by our firms, whether in mergers & acquisitions or capital markets”, added **Liviu Giugiumica**, *Managing Partner of Trident Capital Investments*.

Trident Capital Investments is a specialist investment bank and advisory company founded in 2011 by Liviu Giugiumica, a top investment banker with a career spanning more than 22 years in financial markets and proven track record in the origination, structuring and execution of Mergers & Acquisitions, Capital Markets, Structured

Products, Investment Advisory and Investor Relations Advisory mandates. From 2006 to 2011 he was CEO of UniCredit CAIB Securities, and Head of Capital Markets in Romania for UniCredit Markets and between 2002 and 2006 he was CEO of BRD Societe Generale Securities. Throughout his career Liviu was involved in many landmark deals in the European Emerging Markets universe.