

## Curriculum Vitae (CV)

<b>Position Title and No.</b>	President of Romanian Railway Reform Authority
<b>Name of Expert:</b>	ȘTEFAN ADRIAN ROȘEANU
<b>Date of Birth:</b>	16/05/1977
<b>Country of Citizenship/Residence</b>	Romania

### Education:

Institution [Date from - date to]	Degree (s) or Diploma (s) obtained:
Technical University of Civil Engineering of Bucharest, (10/2016-06/2019)	M.Sc.Eng. in Transportation Civil Engineering
University of Bucharest (10/1999-06/2001)	MA in History
University of Bucharest (10/1995-06/1999)	BA in History

### Employment record relevant to the assignment:

Period	Employing organization and your title/position. Contact information for references	Country	Summary of activities performed relevant to the Assignment
01/2021 - present	<b>Bucharest – Ilfov Public Transport Authority (ADI pentru Transport Public București – Ilfov)</b> Project Manager Operationalization of Bucuresti – Ilfov Commuter Trains	Romania	<ul style="list-style-type: none"> <li>• Set-up a new business area in the association able to implement railway investment and operations projects;</li> <li>• Project manager to implement the project for new urban and suburban railway commuter services (upgrade of heavy and light railway infrastructure; upgrade of existing railway stations and construction of new ones; urban regeneration projects; procurement of rolling stock and rolling stock maintenance services);</li> <li>• Prepare railway public service contracts to be awarded in line with EU Regulation 1370/2007;</li> <li>• Member of ITS investment project team</li> </ul>
02/2020 - present	<b>Romanian Ministry of Transport, Infrastructure and Communications</b> <u>Personal Advisor to Deputy Minister Scriosteanu</u>	Romania	<ul style="list-style-type: none"> <li>• Coordinator of Working Group for Sustainable Mobility in Bucharest Ilfov Area; integrate different investment objectives and policy development to provide a coordinated intervention on behalf of Ministry of Transport and support to local authorities</li> <li>• Heavy railway infrastructure investment projects – monitoring and coordination of investment projects (new underground public transport line Bucharest M5 – opened in September 2020; new railway line Bucharest – Airport – opened in December 2020; finalize building of new metro depot for M5 project)</li> <li>• Preparation of legal papers to secure state aid to railway companies impacted by COVID-crisis (Romanian railway infrastructure manager, private and state-owned passenger operators, urban metro company)</li> <li>• Provide legal and business analysis to reform Romanian railway passenger market to decentralize investment and operational activities (allow local authorities to become</li> </ul>

			<p>railway competent authorities in the spirit of EU Regulation 1370/2007, owners of rolling stock pools and invest in railway infrastructure);</p> <ul style="list-style-type: none"> <li>• Coordination of ITS directive implementation working group</li> </ul>
11/2016-11/2021	<b>Integral Consulting R&amp;D SRL</b> <u>Head of R&amp;D Unit</u>	Romania	<ul style="list-style-type: none"> <li>• Coordination of the R&amp;D team involved in complex project management, design, technological research-development, integration, dissemination, technological transfer, promotion in the following areas: <ul style="list-style-type: none"> <li>- urban / railway rolling stock</li> <li>- sustainable urban mobility and transport development,</li> <li>- traffic management, encouraging sustainable urban- and regional mobility,</li> <li>- mobility and transport safety, energy and environmental efficiency,</li> <li>- modal / intermodal transport and intelligent systems, accessibility enhancement and socio-economic impact.</li> </ul> </li> <li>• Relevant projects: <ul style="list-style-type: none"> <li>- CGC - Sino-German-Industrial Design Expert Committee, Germany, March 2019 to present</li> <li>- TInnGO - Transport Innovation Gender Observatory, European Union, December 2018 to present</li> <li>- SUITS - Supporting Urban Integrated Transport Systems: Transferable tools for authorities, European Union, November 2016 to present</li> </ul> </li> </ul>
02/2013 - present	<b>Rossada Innovative Solutions</b> (former ETL Business Plus) <u>Railway and Urban Public Transport Consultant and Project Manager</u>	Romania	<ul style="list-style-type: none"> <li>• Business consultancy for market entry and business development on Romanian urban and regional public transport market, on Romanian railway passenger and freight transport markets. The business consultancy services have covered urban transport planning, public transport market entry (through Public Service Contracts tenders), railway Public Service Contracts and network restructuring etc.</li> <li>• Project manager and business developer for Metropolitan Mobility Forum and Sustainable Mobility Academia projects: business consultancy projects dedicated to Romanian public transport and urban development markets.</li> <li>• Project manager and business developer for Future of Transport communication platform project: a digital business communication tool dedicated to promoting new concepts and technology innovation in transport business sector. The project has included a monthly premium business magazine, a daily e-paper and a weekly newsletter.</li> <li>• Relevant projects: <ul style="list-style-type: none"> <li>- Oradea Metropolitan Area Public Transport Authority project "Technical assistance to develop a railway commuter system in Oradea metropolitan area and to extend the tramway network", Romania, 03/2021 – 07/2021</li> <li>- Brasov Metropolitan Area Public Transport Authority project "Technical assistance to develop a railway commuter system in Brasov</li> </ul> </li> </ul>

			<p>metropolitan area and its area of influence”, Romania, 12/2020 – present</p> <ul style="list-style-type: none"> <li>- Cluj Napoca Municipality project “Feasibility Study for Cluj Metro Line 1 and Metropolitan Train” (public service contracts), Romania 11/2020 - present</li> <li>- Sibiu Municipality project “Technical assistance to introduce electric urban train in Sibiu area”, Romania, 08/2020 – 11/2020</li> <li>- Regional Development Agency Centre project “E-mob. Integrated actions towards enhanced e-mobility in European regions”, European Union / Romania, 04/2020 - present</li> <li>- EIB project “Romanian Urban Public Transport Review project”, Romania, 09/2018 – 04/2019</li> <li>- Business consultancy provided to Business France (Romania) on Romanian Public Transport Market development, Romania, 09/2016 - 12/2016</li> <li>- Business consultancy services and Project Management provided to Alstom Transport on Investment Opportunities in High-Capacity Public Transport Systems in Romania, Romania, 03/2015 to 02/2016</li> <li>- Business Consultancy provided to Anadolu Auto Rom on Urban Bus and Light Rail Market development, 04/2016 – 08/2017</li> <li>- Business Consultancy provided to ARRIVA UK on Urban Bus Market development, 01/2016 – 04/2016</li> <li>- Business Consultancy provided to STP Alba Iulia on Public Service Obligations and Public Transport</li> </ul>
12/2016 – 02/2020	<p><b>MC Mobility Consultants GMBH</b>  <u>Railway and Urban Public Transport Consultant</u></p>	Austria	<ul style="list-style-type: none"> <li>• Provide legal and business analysis to company’s clients on topics related to heavy railway sector reform</li> <li>• Provide legal and business analysis to company’s clients on topics related to urban public transport sector reform</li> <li>• Drafting and negotiating Public Service Contracts in the railway and urban transport sectors</li> <li>• KE 1 and Team leader for the JASPERS Project “Support to Implementation of Public Service Contracts”; responsible for providing assistance to 40 Romanian cities and other stakeholders to prepare public transport networks to implement Public Service Contracts; responsible in coordinating the non-key experts</li> <li>• NKE Public Service Contracts and Deputy Team Leader for the EIB project “Support to the Railway Reform Authority for acquisition of passenger rolling stock”; responsible with preparing Public Service Contract models (direct and competitive procedures; rolling stock provided by PTA or owned by railway undertaking); responsible with coordinating the local team (rolling stock, operations and public procurement experts)</li> <li>• Relevant projects:</li> </ul>

			<ul style="list-style-type: none"> <li>- EBRD project “Restructuring Mariupol Trolleybus Company”, 06/2019 - present</li> <li>- EBRD project “Restructuring Kremenchuk Trolleybus Company”, 08/2018 – 04/2020</li> <li>- Georgian Railways project - Track Access Charging, Cost Calculation, Public Service Contracts, 08/2018 – 01/2019</li> <li>- EIB project “Support to the Railway Reform Authority for acquisition of passenger rolling stock”, 05/2018 – 12/2019</li> <li>- JASPERS Project “Support to Implementation of Public Service Contracts”, 11/2017 – 10/2018</li> <li>- EIB project “Establish the Romanian Railway Reform Authority (RRA)”, Romania, 12/2016 – 12/2017</li> </ul>
04/2013 – 11/2020	<b>Association for Metropolitan Mobility Railway and Urban Public Transport Consultant and Project Manager</b>	Romania	<ul style="list-style-type: none"> <li>• Provided business consultancy for the development of sustainable mobility in the large urban agglomerations, the spread and promotion in Romania of the concepts and good practices in sustainable development and mobility.</li> <li>• Provided advocacy services towards central and local public authorities on various public transport market development topics (Public Service Contracting, Sustainable Urban Mobility Planning, EU Regional Development Funds etc.).</li> <li>• Responsible with Romanian and European affairs being actively involved in providing the support in relationship with EU institutions and with UITP and other public transport advocacy organizations.</li> <li>• Relevant projects: <ul style="list-style-type: none"> <li>- Member of Steering Committee for Development Plan for Region Centre (Romania) 2021-2027, 12/2019 to 11/2020</li> <li>- METROPOLITAN – Alternative public policy to Romanian Government public policy in urban and metropolitan public transport sector, 10/2018 to 06/2020</li> <li>- Member of Steering Committee for Bucharest-Ilfov Sustainable Urban Mobility Plan, Romania, 08/2014 to 02/2017</li> <li>- Member of Honour of the Council of the Technical University of Civil Engineering of Bucharest - Railways, Roads and Bridges Faculty, Romania, 04/2014 – 06/2016</li> <li>- Member of the Working Group to prepare the Integrated Mobility Plan for Bucharest and its area of interest in transport, Bucharest Municipality, Romania, 02/2013 – 08/2016</li> </ul> </li> </ul>
02/2013 – 06/2016 and 03/2005 – 06/2012	<b>Club Feroviar Project Manager and Concept Manager Railway Pro Communication Platform</b>	Romania	<ul style="list-style-type: none"> <li>• Project management and identity development for Railway PRO project including business consultancy services and public relations services</li> <li>• Provided business consultancy services for railway undertakings and railway suppliers regarding market entry and business development on the Romanian railway market.</li> <li>• Relevant projects:</li> </ul>

			<ul style="list-style-type: none"> <li>- Rail Strategy Platform - Working and advisory group established at European level by the European Commissioner Siim Kallas to update railway regulations and directives, 06/2011 – 10/2014</li> <li>- Railway PRO communication platform – railway business sector marketing and advocacy tool using print, on-line, forum style and person-to-person communication methods, 10/2009 – 06/2016</li> </ul>
06/2012 – 01/2013	<b>SNTFC CFR Calatori SA</b> <u>CEO / General Manager</u>	Romania	<ul style="list-style-type: none"> <li>• Managing the Romanian incumbent railway passenger operator SNTFC CFR Calatori SA, covering 80% of domestic railway passenger transport market.</li> <li>• Involved in restructuring the company and 3 subsidiaries (merger in one integrated unit to reduce operational losses) and in internal restructuring of the company to optimize train operations and in-house maintenance procedures.</li> <li>• Coordinated the team for drafting and negotiating the Public Service Contract.</li> </ul>
06/2007 – 06/2012	<b>Romanian Railway Industry Association</b> <u>Secretary General (General Manager)</u>	Romania	<ul style="list-style-type: none"> <li>• General management of the Romanian Railway Industry Association in view of providing financial sustainability and awareness</li> <li>• Provided business consultancy services for railway suppliers regarding market entry and business development on the Romanian railway market. Provided advocacy services towards central and local public authorities on various railway market development topics.</li> <li>• Responsible with Romanian and European affairs being actively involved in providing the support in relationship with EU institutions and with UNIFE and other railway advocacy organizations</li> </ul>

**7. Language skills:** (Mark 1 to 5 for competence, 5 being the highest)

<i>Language</i>	<i>Reading</i>	<i>Speaking</i>	<i>Writing</i>
Romanian	1	1	1
English	1	1	1
French	2	2	3

**8. Membership of professional bodies:**

- UN ECE Working Party on Transport Trends and Economics
- Romanian Association for Metropolitan Mobility
- Sino-German Industrial Design Center - Expert Committee

**9. Other relevant skills (e.g. computer literacy, etc.):**

- active learning, critical thinking, mathematics, writing, leadership, teamwork, computer literacy, management of financial resources, persuasion, equipment maintenance, installing, programming

**10. Publications:**

- Ștefan Roșeanu; Isolda Constantin; Cristiana Dâmbioianu; Andree Woodcock, PhD, Addressing the Development of a Humane Transport System by Recognising the Need for Equality in Transport Organisations, in 8th International Conference "Towards a Humane City" (under print)
- Ștefan Roșeanu; Isolda Constantin; Cristiana Dâmbioianu; Andree Woodcock, PhD, Women leaders and entrepreneurs in the transport industry in Europe, why work remains so challenging, in WORK: A Journal of Prevention, Assessment & Rehabilitation (under print)
- Dan Caraman; Ștefan Roșeanu; Isolda Constantin; Cristiana Dâmbioianu, Innovative public procurement processes to implement sustainable mobility policy, in SUITS Book, Coventry, 2020 (under print)
- Dan Caraman, Ștefan Roșeanu and Isolda Constantin, Guidelines to Innovative Procurement, December 2019

- Roseanu, Stefan; Caraman, Dan – Innovative procurement procedures to support investments in urban railways, in Proceedings of the XVIIth Romanian Railway Colloquium, Technical University of Civil Engineering, Bucharest, 2019 **(under print)**
- Stefan Roseanu and Florentina Ghemut, Urban planning for sustainable mobility, Bulletin of '135 years of Romanian Technical Education in Transport Infrastructure Area, December 2016
- Stefan Roseanu, Sustainable transport corridors to link Romania's major urban centers, Bulletin of Academy of Technical Sciences of Romania Days, November 2016
- Stefan Roseanu (coord.), Guide to Investing in High-Capacity Urban Public Transport in Romania, December 2015
- Stefan Roseanu (coord.), Study on Investment Opportunities in High-capacity Public Transport Systems in Tirgu Mureş, December 2015
- Stefan Roseanu, Rail Transport Trends and Economics in East Europe and CIS countries in Transport Trends and Economics 2011-2012. The transport voice of Governments, United Nations, June 2013
- Stefan Roseanu, Key issues for railway development in Central and Eastern Europe, in Jeremie Pelerin and Tudor Mircea (coord.) - Rail Investments in Central and Eastern Europe: Towards a Competitive Railway System, UNIFE, 2009

**Certification:**

I, the undersigned, certify that to the best of my knowledge, these data correctly describe me, my qualifications and my experience. I am available to undertake the assignment in case of an award. I understand that any misstatement or misrepresentation described herein may lead to my disqualification or dismissal and/or sanctions by the Bank.

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Stefan Roşeanu		03/09.2021
Name of expert	Signature	Date

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Name of authorised representative of the firm	Signature	Date
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