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## **Bulboaca & Asociatii: In 2008 We attack the Top 10**

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[http://www.zf.ro/articol\\_108398/bulboaca\\_si\\_asociatii\\_in\\_2008\\_atacam\\_top\\_10.html](http://www.zf.ro/articol_108398/bulboaca_si_asociatii_in_2008_atacam_top_10.html)

Adrian Bulboaca, the lawyer who left the Linklaters local office at the end of last year, the number two law firm in the world, has started to built its own team, in his attempt to enter within one year the top 10 of local law offices.

"We intend that this year to establish the team, and in 2008 to attack the top 10. We do not eliminate the possibility of an association with another reputed firm", says Adrian Bulboaca, managing partner.

Bulboaca, 37 years old, along with another five lawyers, has left at the end of last year the local team of Linklaters, the second largest law firm in the world, based on its turnover, thus being the biggest movement on the local market lately.

"There is still room to leave big firms. Generally, those who leave and have also experience, have already a business thinking, not only built-up, but also well founded. At a certain moment, between the lawyer and the client occurs a personal relation, and the client often go with the lawyer even when this one leaves a certain firm", affirms Bulboaca. He also states that he has no exact targets settled for this year as regards the business, because the final lawyers' team has not been yet structured.

One of the main income sources of the business lawyers - the privatisation of State owned companies will be continuously less important in their business, and the lawyers will be forced to direct to other fields.

"This year at least the lawyers' money will result from the real estate, the competition law, which is a true spectacular area, the corporate sector, where there are absolutely necessary services, which represent a permanent income source, as well as the investment funds area", says he.

Also, a good income source seems to be the infrastructure and modernization projects, which require investments of millions of Euro, as the competition is eager among the financiers, as well as the fees area and the community labour law. A law firm must be active on all these segments, thinks he.

The entering on the market of other large law firms is expected this year, from the United Kingdom, the United States of America and Austria, that will increase the competition on the law market in Romania.

"There are enough companies, especially the Austrian ones, that I anticipate to hear saying: we have to be present on this market, taking into account that Romania is a strategic region, being the second regional market in size. However, the coexistence of the international and the local firms is normal, this being similar within the States in the region. It is a struggle similar on every services market where the quality of services and the business history are primordial", affirms Bulboaca.

The local legal services market is estimated at more than EUR 100 million, being deemed a small business market from a global perspective. Among the large international players, until now only the British with Clifford Chance and Linklaters have opened offices in Romania, which are number one and number two in the world according to their turnover.

"The international firms aim to clients which have a certain distribution, while the Romanian firms may allow to represent clients having a regional or just local presence".

The lawyers with Bulboaca & Asociatii have participated too important transactions, as the privatizations of Petrom, Electrica or Distrigaz, the total value of the transactions in which Bulboaca was involved during the years exceeding five billion Euro.

"The privatization of Petrom was a transaction that required the most of our professional and organizational resources, as it was an extremely complex deal, that necessitated an outstanding human effort", states Bulboaca.

Bulboaca began his career in 1993 with Banca Tiriac, and in 1996 he joined the local office of the American firm Taylor Johnson Garrett. Since September 2001, he moved to Linklaters where he worked until last December, when he left for establishing a new law firm.