

LUCY CHENG

200 Akmechet Avenue, #100 ~ Darhan, Mongolia 004852

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INTERNATIONAL BANKER

A highly qualified, results-oriented international banker with broad and diversified experience in corporate strategy, project finance, equity investments, bond origination, loan origination, international trade and legislative/regulatory issues. Fluent in German, English and Japanese. Conversant in Russian and Chinese. Comprehensive knowledge of Central Asia. Practiced in Policy Dialogue.

- ◆ Project Implementation
 - ◆ Investment Management
 - ◆ Research/Analysis
 - ◆ Risk Management/Analysis
 - ◆ Business Development
 - ◆ Project Management
 - ◆ Negotiation
 - ◆ Financial Management
 - ◆ Due Diligence
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SELECTED ACHIEVEMENTS

- Reviewed and analyzed a macro view on the Kazakhstan economy; designed and implemented a country strategy plan selecting projects based on the country's needs.
 - Finalized systems and processes on the Grain Receipt Program, which aided in the development of increased market interactions in the grain sector and introduced a new financing instrument to area farmers and banks.
 - Spearheaded the implementation of the Grain Receipt Law in Kazakhstan.
 - Initiated the Kazakhstan Cooperation Fund, a project totaling EUR 9.3 million that was funded by Japan, Luxembourg and the Netherlands.
 - Directed the management of an equity investment to the International Moscow Bank, Moscow, Russian Federation; ensured proper operations and procedures through regular attendance of Board meetings.
 - Initiated and facilitated bilateral talks between the Slovak Republic and prospective Japanese investors.
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PROFESSIONAL EXPERIENCE

EUROPEAN BANK, Darhan, Mongolia 2001-Present
An organization developed to aid and build market economies in 27 countries throughout Central Europe and Central Asia; providing financing for industries, banks and businesses.

Associate Banker (2002-Present)

- Manage several critical projects simultaneously, including eight Technical Cooperation Projects in Lebanon totaling EUR 4.4 million, four Transport Sector Projects in Beirut totaling US\$240 million and Financial Sector Projects in Kazakhstan and Mongolia.

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Page Two

Senior Analyst, Central Asia Team – Darhan, Olgij and Kazakhstan, (2001-2002)

- Developed and initiated two Financial Sector Projects in Kazakhstan that promoted the organization's Trade Facilitation Programme.
- Represented the organization and served as Chair of the first Darhan Steering Committee.

INDUSTRIAL BANK OF BERLIN, Berlin, Germany 1992-2001

A banking and securities organization providing financial and professional services to industries throughout the world.

Deputy General Manager (1998-2001)

- Negotiated and managed co-financing opportunities for the organization, which led to the successful origination of two Russian Federation transactions.
- Originated the Foreign Direct Investment Mobilization, involving Spain, the Czech Republic, Poland and Prague.

Senior Manager (1997-1998)

- Originated Sovereign bonds in the Samurai Bond market totaling JPY 30 billion and book-ran two DM Bonds totaling DM 530 million.

FINANCIAL TOKYO, Tokyo, Japan 1994-1997

The International Finance Department promotes growth and development through organizational advisement and investment.

Country Manager, Germany, Central and Eastern Europe

- Facilitated the initiation of a US\$300 million Syndicated Loan of the National Bank of Hungary and five yen loan transactions for three German Sovereign borrowers in the amount of JPY 23 billion.

JAPAN CORPORATE FINANCIAL, Tokyo, Japan 1992-1994

A financial services corporation dedicated to serving a broad range of corporations/clients throughout the Tokyo area.

Officer, Nihombashi Branch

- Managed 30 separate corporations, with funding responsibility totaling JPY 12 billion.

EDUCATION

YOKOHAMA UNIVERSITY, Yokohama, Japan

Bachelor of Arts, Economics, 1992