

# LUCY CHENG

200 Akmechet Avenue, #100 ~ Darhan, Mongolia 004852  
+48-111-222-4444 lccheng@net.net

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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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**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

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YOKOHAMA UNIVERSITY, Yokohama, Japan

*Bachelor of Arts, Economics, 1992*