

# LUCY CHENG

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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.