

Eugen LASCU

Age: 68 years, Bucharest

Contact

E-mail: eugen.lascu@thepesia.com; Phone: +40.727.727.825

Actual:



**1. “THEPESIA CORPORATE ADVISORY”
Managing Partner. Dedicated to Corporate
Advisory, delivering as core expertise:
Structured Trade Finance; Banking Relationship
Support for Clients; Turnaround Management;
Change Management.**

2. Honorary Consul of Malta at Bucharest

Education

- 1976 – 1979 **Military Institute “Nicolae Balcescu”;**
- 1981 – 1986 **University of Academic Study (ASE) Bucuresti;**
- 1992 **University of Academic Study (ASE) Bucuresti – postgraduate.**

Training Courses & Certifications

- **Financial & monetary politics & techniques on free-market – ASE Bucharest, 1992;**
- **Structured Trade Finance & Project Finance – certification 1997**
- **Financial Markets - Oxford, 2000;**
- **Strategic Management - Gemini Consultants, 2004;**
- **STF & Commodities Finance – Euromoney, Viena, 2004;**
- **Structured trade Finance & Project Finance – Euromoney, Londra, 2005;**
- **Leadership Development – Center for Creative Leadership, Lisabona, 2006;**
- **Corporate Banking Masterclass – Euromoney, Londra, 2007;**
- **Change Management Program – Prosci&Change Management Learning Center;**

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Work Experience

2009-2010

UTI GRUP - Romania

Vicepresident, Corporate Finance & Strategic Development

2004-2009

Raiffeisen Bank Romania Bucharest,

Executive Director, Corporate Banking Division

- Lead Corporate Products & Know-How Management Area and coordinating: the Corporate Credits Directorate, the Cash Management Directorate; the Corporate Support Directorate and the Project Finance Department.
 - Elaborate and implement the Area's strategies and policies both for HO and corporate regional centers;
 - Implement the Product Management concepts, mechanisms and tools for corporate banking.
 - Elaborate and coordinate Corporate Budgets & Forecasts.
 - Coordinate Project Finance deals.
 - Implement Corporate Products branding concept in Corporate Division (latest brand launched: Raiffeisen Cereal Expert, in November 2006)
 - Organize and coordinate training sessions with customers and staff
 - Seinas and conférences dedicated bank products
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2002-2004

Raiffeisen Bank Romania Bucharest,

General Director, Corporate Banking Division

- Lead the Trade-Related Products & Public Sector Directorate
- Create and implement the Structured Trade Finance products Department in RBRO (Pre-Export Finance, Export Finance, Commodities Finance, Trade Finance, Factoring, Forfaiting)
- Create and develop the Project Finance Department.
- Coordinate product strategies and budgets implementation.
- Organize and coordinate professional product training sessions with customers and staff

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- Seminars and conferences dedicated to the bank products
- Coordinate product development

Feb. 1999 – 2001

Romtehnica R.A.
Chief Financial Officer

1998– 1999 **Romtehnica R.A.**

Chief Executive Officer

- Prepare, negotiate and implement **over 20** Turnkey Projects being mainly involved in providing commercial and financial support for important military and civil programs acquisitions (USD 1.5 bln); being in personal contact with important multinational corporates: Lockheed Martin(USA) USD 94 million; AAI (USA)-USD 23 million; British Aerospace (GB)-USD 197 million; Oerlikon Contraves (CH) –CHF 44 million; ELBIT Systems (ISR)-USD 243 million; IMI (ISR)- USD 14,3 million; SIMED International BV (NDL) – USD 7,5 million, EUR 16,6 million, etc. and reputable financial institutions (Meryll Lynch, TFI, Banque National de Paris, Citibank International, Societe Generale, ABN Amro Bank, Japan Bank for International Cooperation, Mediocredito Centrale, Bank Austria Creditanstalt, Credit Suisse First Boston, UBS, Bank Leumi Le Israel, etc)

1993 – July 1998 **Romtehnica R.A.**

Chief Financial Officer

- Participate to Company's Strategy & Business Development Program elaboration and implementation
- Coordinate Financial Controlling and Accounting departments
- Coordinate Budgeting & Forecasting processes along with Management accounts Analysis
- Establish and negotiate international banking instruments for the payments under the import/export commercial contracts.

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Professional Expertise

- **Accountancy**, more than 20 years acting as chief accounting and economic director;
- **Structured Trade Finance, Project Financing M&A, Buy outs**,
- More than 20 years in **Corporate Finance as CFO**;
- More than 12 years in the **banking industry**,
- More than 7 years in **strategic management as CEO and Vice President** in large corporates and consultants.
- **Trade negotiating**: 10 years experience structuring, negotiating, and managing more than 20 key projects dedicated to the implementation of complex military and civil acquisitions;
- **Change Management – being certified Prosci** – 14 years of experience
- **Turnaround Management – being Certified Practitioners by EACTP** (European Association of Turnaround Practitioners) – where I'm the Fellow Member - 14 years of experience

Other Skills

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|---------------------------|------------------|
| Foreign Languages: | English (fluent) |
| Interests: | Hiking, sports |
| Computer skills: | Word, Excel, PP |