

ZAFAR B. MUSTAFAEV

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Residence: Tashkent city, Republic of Uzbekistan
DOB: October 31, 1971
Marital status: Married, three children

EDUCATION

1994 – 1998 Tashkent State Economic University
PhD in Economics (degree awarded in 1999)

1988 – 1994 Tashkent State University
Specialty: International Economic Relations

PROFESSIONAL EXPERIENCE

June 2005 to present
Association of Uzbekistan Lessors
General Director

August 2001 to present
CJSC JV “Uzbek Leasing International A.O.”
Chief Executive Officer

- Developed new business development strategy for the Company.
- Increased the lease portfolio from USD 3.7 million in Year 2002 up to USD 38 million in Year 2013.
- Attracted shareholders' loans from NBU, European Bank for Reconstruction and Development, International Finance Corporation and Malayan Banking Berhad, commercial loans from local financing institutions and banks, as well as Financing Line from Islamic Corporation for Development of Private Sector (ICD), for a total amount of more than USD 25 million.
- Proposed amendments to the internal policies and procedures of the Company.
- Introduced new financial leasing product – Automobile Lease financing.
- Initiated establishment of the Association of Uzbekistan Lessors and was appointed as General Director of the Association of Uzbekistan Lessors.
- In co-operation with local government authorities and members of the Association of Uzbekistan Lessors, organized the Annual International Conference “Leasing in Central Asia”.
- Developed proposals to the government authorities on amendments to the existing legislation, related to perfection of leasing activity in the Republic of Uzbekistan.
- Adopted modern Management Information System in the Company.
- Took part as a speaker in a number of international seminars, conferences, conventions

and other events, introducing Uzbekistan leasing market to foreign partners, investors and interested parties.

July 2000 – August 2001

**National Bank for Foreign Economic Activity of the Republic of Uzbekistan (NBU)
General Manager of Tashkent city Mirzo-Ulugbek branch of NBU**

- Implemented the branch's business strategy.
- Attracted about 100 new clients.
- In 2000 achieved 280% growth in gross income.
- Developed the Branch's development plan for 2001.

March 1999 – July 2000

**National Bank for Foreign Economic Activity of the Republic of Uzbekistan (NBU)
General Manager of Tashkent city Yakkasaray Branch of NBU**

- Implemented the branch's business strategy.
- Attracted about 90 new clients.
- In 1999 achieved 220% growth in gross income, 295% increase in net income compared with the financial results in 1998.
- Developed the Branch's development plan for 2000.

December 1998 – March 1999

**National Bank for Foreign Economic Activity of the Republic of Uzbekistan (NBU)
Acting General Manager of Tashkent city Yakkasaray Branch of NBU**

- Developed new business strategy for the branch.
- 50 new customer accounts were opened.

May 1996 – December 1998

**National Bank for Foreign Economic Activity of the Republic of Uzbekistan (NBU)
Associate Director, International Loans**

- Managed the servicing bank's foreign loan portfolio (excluding EBRD loan tranches).
- On regular basis, conducted negotiations on searching new business opportunities with foreign banks in financing investment projects in Uzbekistan.

January 1996 – May 1996

**National Bank for Foreign Economic Activity of the Republic of Uzbekistan (NBU)
Chief Loan Officer, International Loans**

- In addition to servicing the loans by German banks, was also responsible for monitoring the loan extended by Japanese and US banks.
- Assisted in negotiating and closing the new transactions for financing projects such as Bukhara refinery, purchase of Boeing aircraft, etc.
- Participated in pilot launching ABRAXAS, the new integrated banking system.

August 1995 - January 1996

**National Bank for Foreign Economic Activity of the Republic of Uzbekistan (NBU)
Senior Loan Officer, International Loans**

- Handled service of the credit lines with German banks such as AKA, KFW and Berliner Bank (about 20 projects with the total amount of DEM 597.5 million).
- Assisted in preparing and arranging new loan facilities with above mentioned credit institutions.

June 1994 - August 1995

**National Bank for Foreign Economic Activity of the Republic of Uzbekistan (NBU)
Loan Officer, International Loans**

- Assisted with routine operations of the department, including data entry, account maintenance, billing and correspondence.