

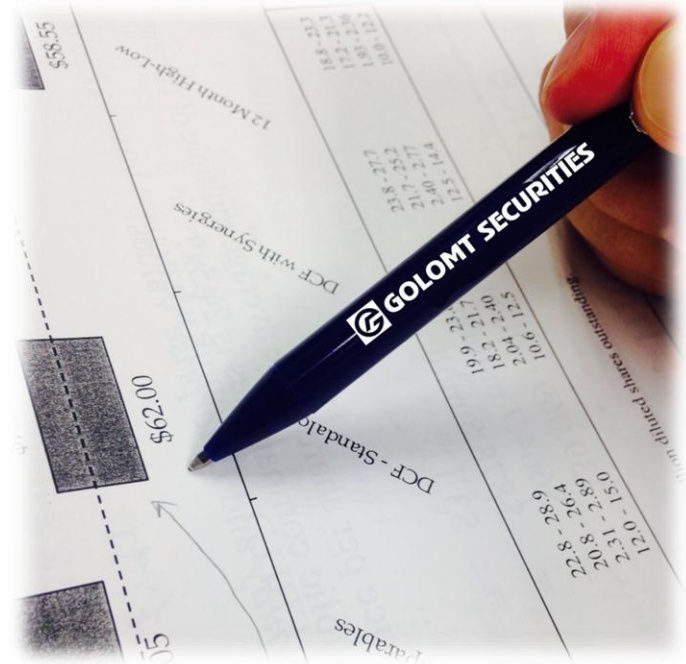


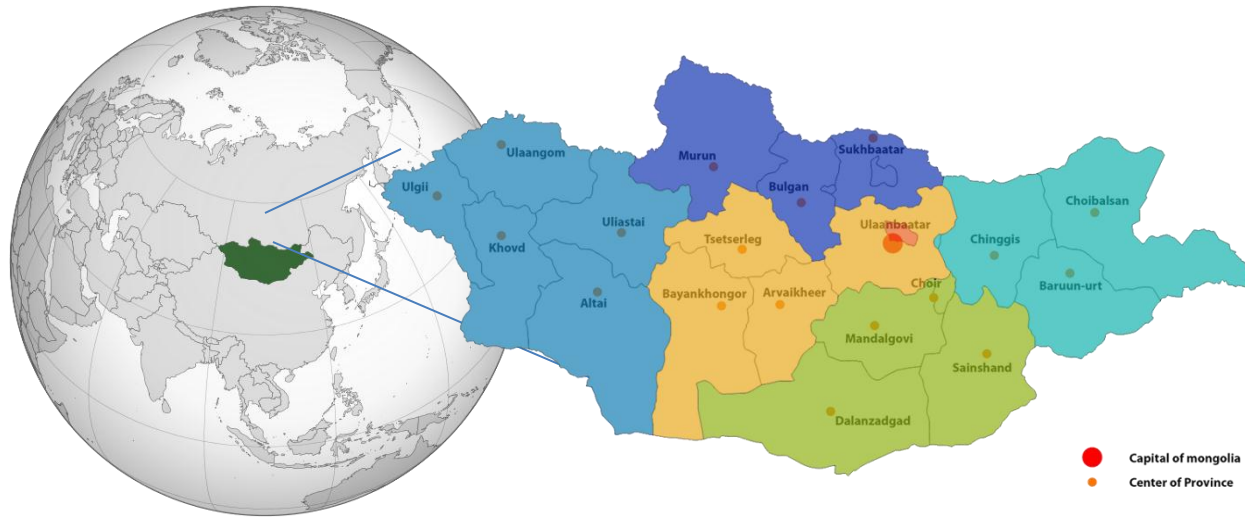
# GOLOMT SECURITIES LLC

Your Investment Partner in Mongolia

Private and Confidential

- Mongolia Snapshot
- Reasons to Invest in Mongolia
- Mongolian Stock Exchange
- Capital Markets of Mongolia
- Who we are
- Our team





● Capital of Mongolia  
● Center of Province

- Nominal GDP: US\$ 11.6 billion
- Population: 3.0 million
- 5 year average real GDP growth: 11.1%
- Least densely populated : 1.9 people/km<sup>2</sup>
- Ideal location for exports to China and Russia
- Vigorous expansion due to FDI in large mining projects
- 237 listed stocks on the MSE. Foreign listings in Australia, Canada, HK, USA and UK

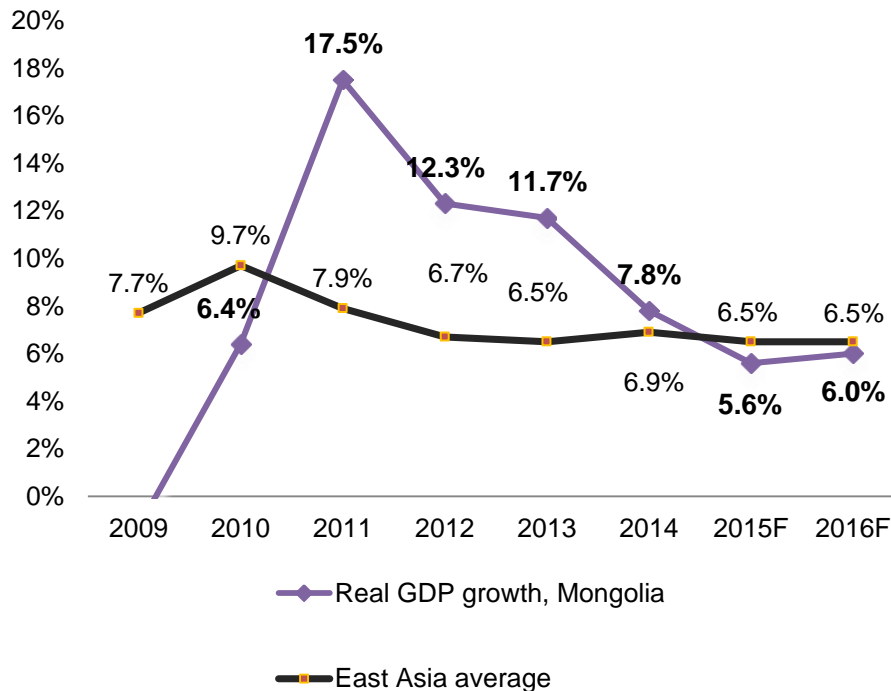
- The estimated value of major mineral resources in Mongolia as of 2013: **US\$ 576 billion.**
- The domestic capital market is significantly underdeveloped with substantial potential to grow.
- Largest foreign investor Rio Tinto to expand its Oyu Tolgoi mine in the coming year investing US\$4.2 - 5.2 bln

Source: AFC, Bank of Mongolia, National Statistics Office

# Reasons to Invest in Mongolia

## Economic growth and proven resources

- One of the fastest growing economies in the world
- Democratic country
- No history of violent conflicts - even the fall of the socialist regime happened with peaceful demonstrations
- Educated population with 96% literacy rate



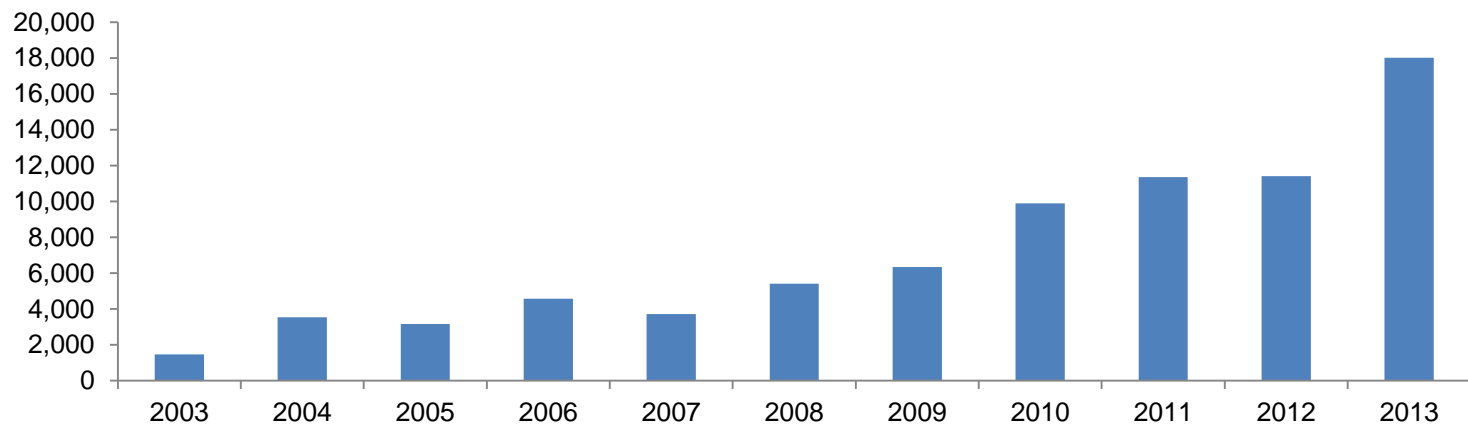
Proven resources	
Minerals	Quantity
Coal (tones bln)	175.5
Iron ore (tones bln)	1.17
Copper (tones bln)	117
Uranium (tones '000)	170
Gold (tones)	2493
Hydrocarbons	
Shale oil (tones bln)	788
Crude oil (tones bln)	333

Source: AFC, Bank of Mongolia, National Statistics Office, Ernst and Young Ministry of Mining

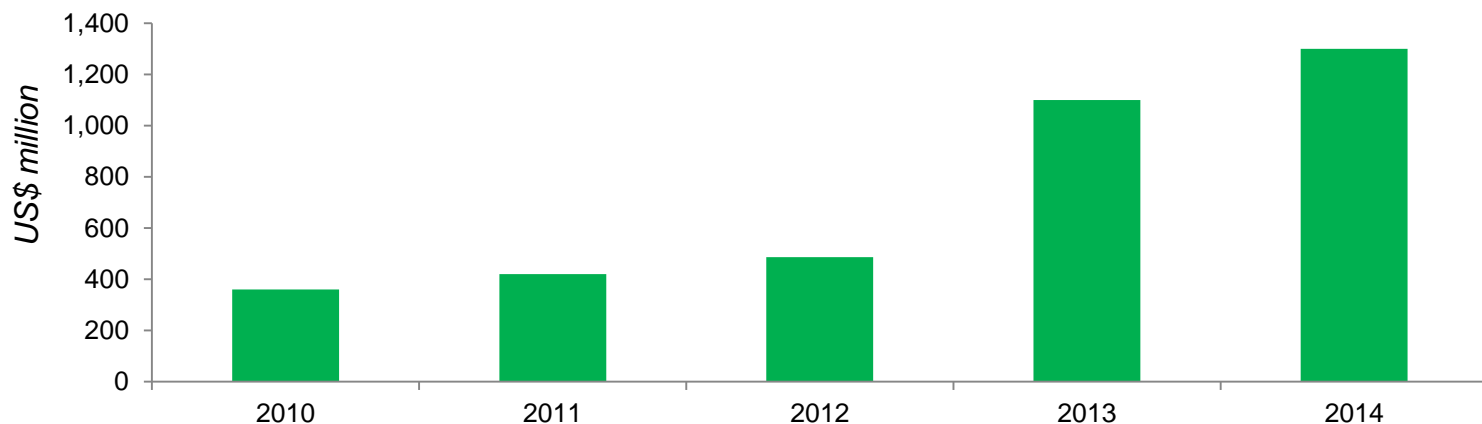
# Reasons to Invest in Mongolia

## Ever-growing Real Estate Sector

### Number of New Residential Units



### Spending of construction firms



Source: National Statistics Office

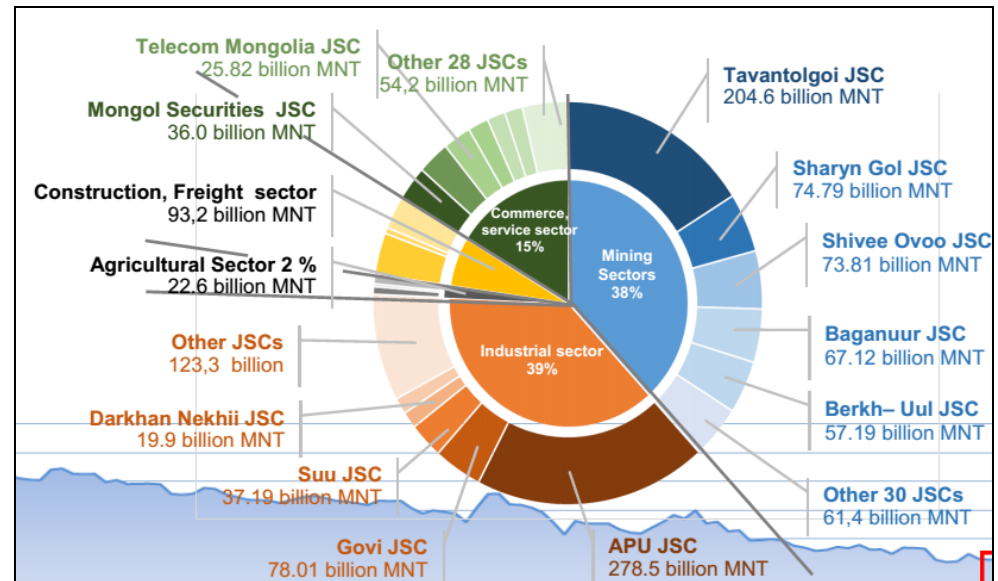
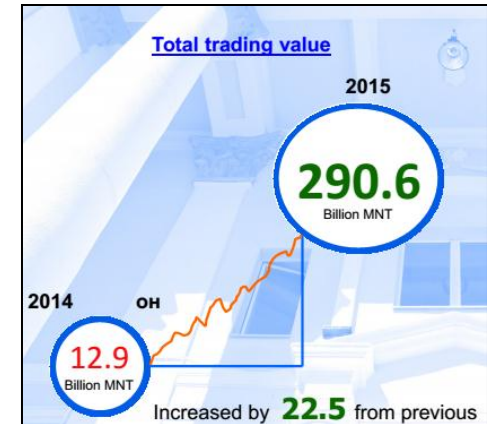
Private and Confidential



## МОНГОЛЫН ХӨРӨНГИЙН БИРЖ

MONGOLIAN STOCK EXCHANGE

- Established in 1991 as a vehicle to implement privatizations of 475 state-owned enterprises (SOEs).
- Strategic partner: London Stock Exchange /LSE/ (since Dec 2010)
- Market capitalization: 1,408.5 bln MNT = US\$704 million
- 237 listed companies:
  - Agriculture – 36
  - Trade and Service – 42
  - Construction & Transport – 66
  - Mining – 39
  - Industry – 54



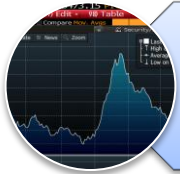
- 18 SOEs are to be privatized through the MSE.
- 59,843 active companies registered in Mongolia, of which less than 1% is public.
- Examples of SOEs to be privatized through the MSE:

SOEs	Current Ownership	Privatization Ratio	Description
Mongolian Stock Exchange (MSE)	100% - GoM	34% - GoM; 66% - Offer	The only stock exchange in Mongolia
Agricultural Exchange of Mongolia	100% - GoM	34% - GoM; 66% - Offer	Established in 2013, a highly successful agricultural products exchange
Mongol Post Company	100% - GoM	34% - GoM; 66% - Offer	National postal service with 36 branches and 20 types of product and service offerings
Khutul Cement and Lime Factory	100% - GoM	100% - Offer	Mongolia's largest cement manufacturer; annual production capacity 1.0 Mt
Mongolai Telecom Company	54.67% - GoM; 40% - Korea Telecom; 5.33% - Public	34% - GoM; 20.67% - Offer	Provides all land-line services in Mongolia, including domestic and international communication and internet service
MIAT	100% - GoM	51% - GoM; 49% - Offer	The only national airline in Mongolia

- When these SOEs go public, the MSE's total market cap will reach billions of US\$.

Source: MSE, [www.parliament.mn](http://www.parliament.mn)

- Established in 2012 with 100% funding from Golomt Bank.
- Since 2012 we have grown to become one of the top broker-dealer companies in Mongolia with over 900 clients.



## **Securities Brokerage & Trading**

Securities trading on the Mongolian Stock Exchange (MSE) and international markets



## **Investment Advisory**

Professional investment advice tailored to clients' needs



## **Underwriting**

Underwriting services to corporations and enterprises to raise equity and debt capital



## **Research**

Comprehensive research reports on domestic and international companies

## **Services:**

- Underwriting
- Private equity
- Debt structuring
- Mergers and Acquisitions
- Facilitating due diligence processes

## **Products:**

- Domestic and international equities
- Bonds and fixed income securities
- CDs and money market funds



# Mongolia's First & Only Online Trading Platform



- **December, 2014** - Golomt Securities has launched Mongolia's first and only Online Trading System
- **Easy access** - Regardless of location, our clients have access to the trading platform from all around the world

# Our Strengths

- Solid research based on Golomt Bank's 20-year track record and established corporate relations with top companies in Mongolia
- Partnership with First Frontier Capital LLC, a London based investment bank with in-depth experience in frontier markets
- Comprehensive research of domestic and international companies by our experienced professionals
- Access to both domestic and major international stock exchanges and over-the-counter markets:

- Mongolian Stock Exchange
- New York Stock Exchange
- NASDAQ
- London Stock Exchange
- Hong Kong Stock Exchange
- Singapore Stock Exchange
- Frankfurt Stock Exchange
- Toronto Stock Exchange
- Canadian Stock Exchange
- Australian Stock Exchange
- Tokyo Stock Exchange
- Korea Stock Exchange





# Highlights

---

- First and sole online trading platform provider in Mongolia with real time access to the Mongolian Stock Exchange
- First ever securities firm to underwrite fully insured corporate bond which was oversubscribed 5 times
- Top brokerage firm trading both Government and corporate bonds in primary and secondary markets
- Completed due diligence for a multi-million dollar M&A deal in the mining sector in 2015
- Organizing Mongolia Investment Conference in New York with NYSSA for three consecutive years

- Organizing Mongolia Investment Conference in New York with **NYSSA** for three consecutive years
- Close collaboration with **Golomt Bank's** Investment Banking Division on various projects, as a subsidiary of Golomt Bank
- Partnership with **First Frontier Capital LLC**, a London-based investment bank specialized in frontier markets to connect investors to Mongolia





**Amarbayasgalan Enkhsaikhan, CEO**

Finance professional with over 10 years of experience in Mongolia and the USA. Previously, he has held executive positions at Newcom Group and Golomt Bank. Mr. Enkhsaikhan received his MBA from Indiana University.



**Zoljargal Ganbaatar, Accountant/Broker**

Ms. Ganbaatar has been working for Golomt Securities since its establishment and has managed projects related to accounting, human resources, and brokerage. Currently, she is pursuing her CPA certification and masters degree from IFE.



**Munkhbat Dorjpurev, Trader/Analyst**

A trader with over 8 years of experience in both domestic and international markets. He has worked at several companies including ResCap Securities, Undurkhaan Invest, and Confedence Audit.



**Namuugereel Batbayar, Analyst**

Ms. Namuugereel studied International Finance at University of Kaohsiung specializing in corporate finance. Prior to joining Golomt Securities, she interned at BFAS Consulting firm.