

INVESTOR RELATIONS, GOLOMT BANK

# GOLOMT BANK Q3 RESULTS: NAVIGATING THE GROWTH MARKET



2024-NOVEMBER

# MONGOLIAN ECONOMIC OUTLOOK 2025

## THE ELECTION YEAR OF 2024

Mongolian parliament election was held in June 2024, with the MPP winning the majority with 68 seats (54%) out of 126, while the opposing party, the DP, secured 42 seats (33.3%). This result was more diversified compared to the previous 2 elections, where MPP won more than 80% of the seats.



The new government consists of 16 ministries and 22 ministers, which remains unchanged from the previous government, however, most of the ministers have changed.

## RECENT HIGHLIGHTS



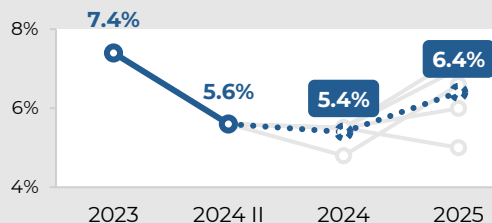
The coalition government has announced 14 key projects, which includes projects for border railway connections, energy plants, processing and manufacturing facilities, which will boost the exports and inflows of currency, reduce foreign reserve outflows and will support the overall economy. More than 50% of the funding is expected to be come from foreign direct investment, sovereign bond, and direct loans, leading to a projected rise in foreign currency inflows in 2025; however, this will also increase the country's foreign debt, raising concerns among economists.

The success of these projects will greatly shape the future and the stability of the economy. Both private and public sector are already planning their strategies and exploring opportunities to align with the expansion. Bank of Mongolia, IMF and World Bank have revised their 2025 economic growth forecast to 7.3%, 7.0% and 6.6% respectively, 1 percentage point increase from previous forecasts.

## OUTLOOK 2025

### ECONOMIC GROWTH, YEARLY

average of international organization



Source: Golomt bank, Bank of Mongolia, IMF, WB, ADB

VARIABLE	2024	2025	SOURCE
World growth	3.2%	3.2%	IMF
Chinese growth	4.8%	4.5%	IMF
Coal price (\$/ton)	\$115	\$105	IMF
Coal quantity (tons)	78M	83M	MoF
Inflation	8.1%	7.8%	Golomt
Exchange rate (₮/\$)	3,448	3,548	Golomt
Policy rate	10%	10%	Golomt

## THE GOVERNMENT'S GROUNDBREAKING MEGA PROJECTS (2024-2028)

### 120 TRILLION MNT | 600+ PROJECTS

INCLUDING: 14 KEY PROJECTS

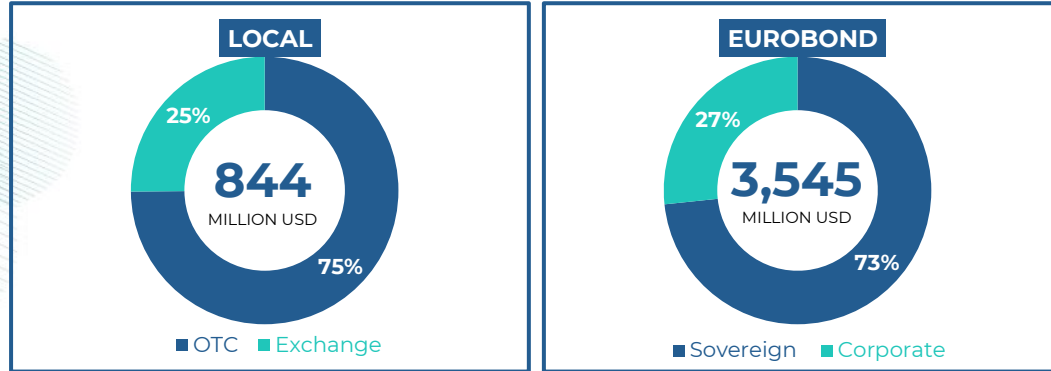
GASHUUNSUKHAI GANTSMOD BORDER	KHANGI MANDAL BORDER	SHIVEEKHUREN SEKHEE BORDER	TAVANTOLGOI POWERPLANT
EGIIN GOL HYDROPLANT	ERDENE BUREN HYDROPLANT	ORKHON-ONGI WATER SUPPLY	KHERLEN-TOONO WATER SUPPLY
KHERLEN-TOONO WATER COMPLEX	NUCLEAR POWERPLANT	STEEL FACTORY	COPPER PROCESSING COMPLEX
OT GOLD REFINERY	OIL REFINERY	ONE-STOP SERVICE	NATIONAL SATELLITE
TUNNEL ROAD	GO-MONGOLIA BRIDGE	NEW GREAT ROUNDAABOUT	NEW RING ROAD

# GLMTMO27 IN THE FIXED INCOME MARKET

## FIXED INCOME MARKET OUTSTANDING

as of oct, 2024, by markets

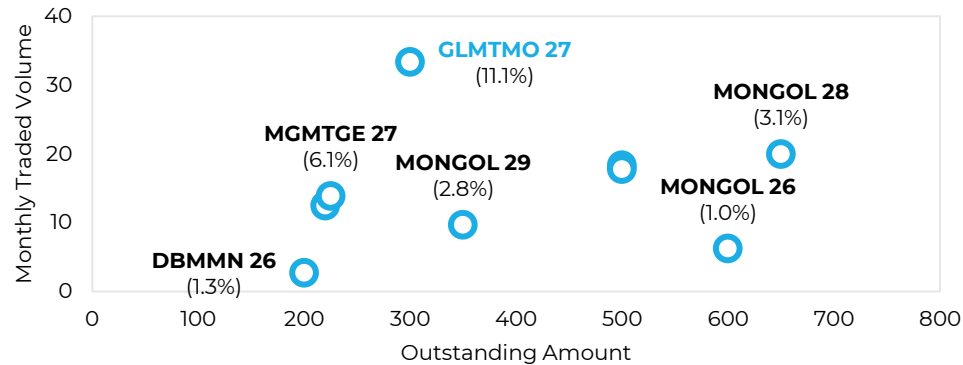
55.8%▲



Source: OTC, Bloomberg

## HIGH LIQUID GLMTMO

Trade Turnover of Mongolian Eurobond market, million USD, 2024 Jan-Oct  
Monthly traded volume to outstanding shown in parenthesis

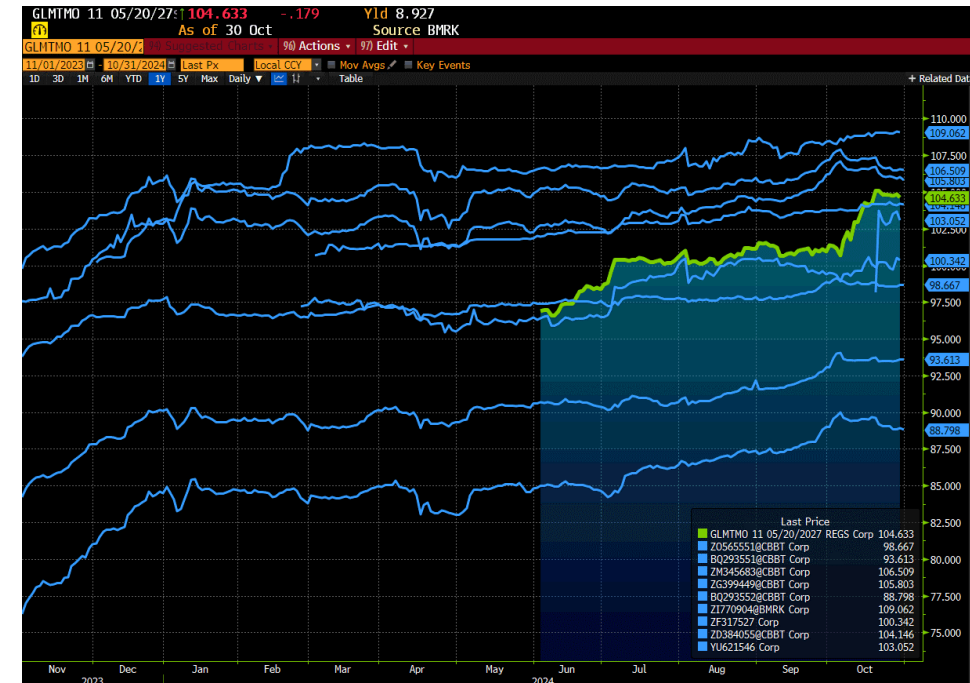


Source: Trading volume of Reg S, Bloomberg

## MONGOLIA BONDS ARE DEMONSTRATING STRONG PERFORMANCE

### EUROBOND MARKET PRICE

daily, 2023 Nov – 2024 Oct



Source: Bloomberg

**GLMTMO27 | 11.0% | USD300M | 3Y**

**30+**  
GLOBAL HOLDERS

# INTERNATIONAL PARTNERSHIP

## RATING UPGRADE (Oct 2024)

### GOLOMT BANK'S CREDIT RATING


**B+** ▲

STABLE


	GOLOMT	SOVEREIGN
Moody's	B2/Stable/	B2/Stable/
S&P Global	B+/Stable/	B+/Positive/
Fitch	N/A	B+/Stable/

### UPGRADE EXPECTED TO BOOST INVESTOR CONFIDENCE AND REDUCE BORROWING COSTS

GLOBAL TRADE FINANCE PROGRAMS






**IFC**  
International Finance Corporation  
WORLD BANK GROUP



**ADB TSPF**  
TRADE & SUPPLY CHAIN FINANCE PROGRAM


USD CLEARING BANKS


INTERNATIONAL COOPERATION




CaixaBank



KB Kookmin Bank



中國銀行  
BANK OF CHINA




KB




Crown Agents Bank




TD Bank



SMBC



MIZUHO




中国农业银行  
AGRICULTURAL BANK OF CHINA


IMPACT FUNDS




WATEREQUITY




Enabling Capital




AGENTS FOR IMPACT  
RISK RATING RESEARCH  
EST. 2018




responsAbility




Global Climate  
PARTNERSHIP FUND  
merger by responsibility




symbiotics



Cargill

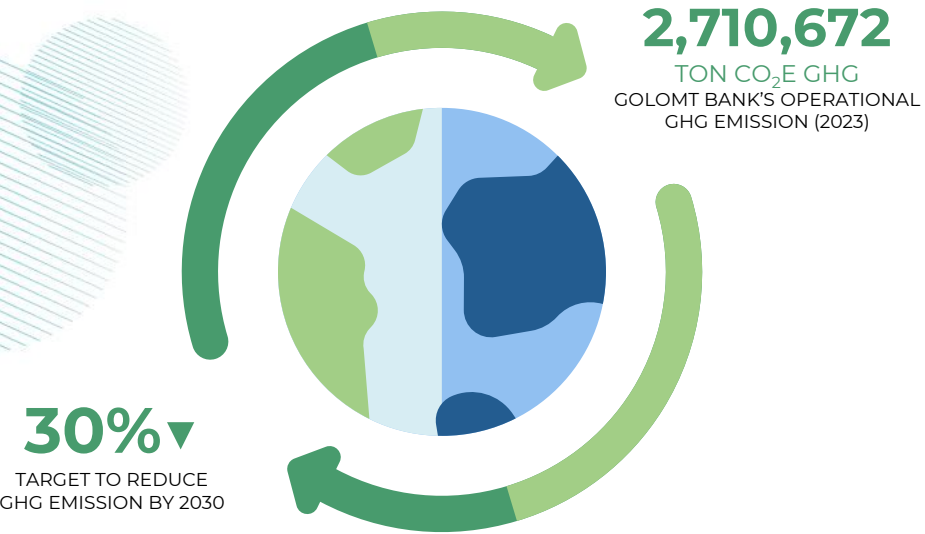


USDA



SAISON INTERNATIONAL

# SUSTAINABLE & GREEN FINANCING



**ASSURANCE**

**GHG EMISSION CALCULATION**

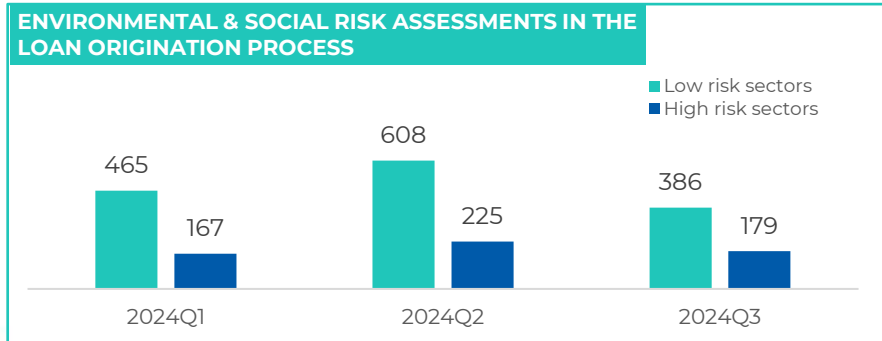
**SPO**

**S&P Global Ratings**

**ADVISORY**

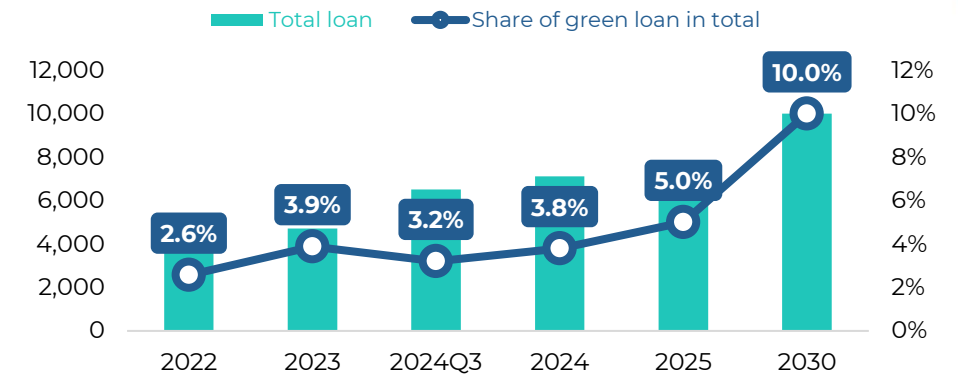
**GAP ASSESSMENT**

**J.P.Morgan**



## BANK'S GOAL: ACHIEVE 10% GREEN LOAN PORTFOLIO BY 2030

**GOLOMT BANK'S LOAN PORTFOLIO**  
billion MNT



Source: Golomt Bank

- ECO TRANSPORT
- SUSTAINABLE AGRICULTURE
- SUSTAINABLE WATER & WASTE
- REDUCTION OF POLLUTION
- GREEN BUILDING
- ENERGY SAVING
- LOW-POLLUTION ENERGY
- RENEWABLE ENERGY

# BUSINESS OPERATIONS

2024Q3:

CORPORATE

SME

RETAIL

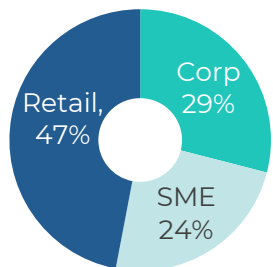
**TOTAL NUMBER OF CUSTOMERS:**  
**1.2 million**  
YTD %: +7%

**Number of corporate customer:**  
**1.4 thous.**  
YTD %: +7%

**Number of SME customers:**  
**95 thous.**  
YTD %: +5%

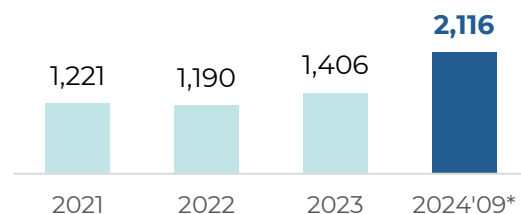
**Number of Retail customers:**  
**1.1 million**  
YTD %: +8%

## Total loan



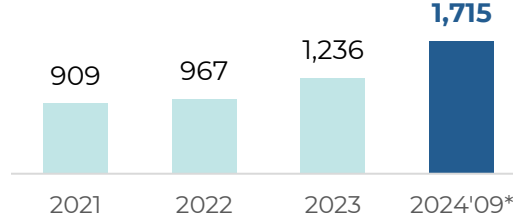
**Corporate loans**  
(billion mnt)  
CAGR: 7% /2021-2023/

YTD: +51%



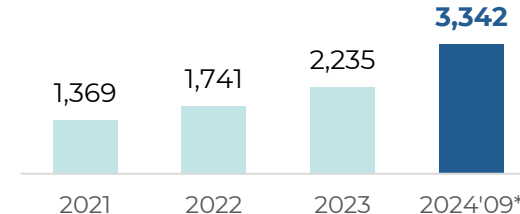
**SME loan**  
(billion mnt)  
CAGR: 17% /2021-2023/

YTD: +39%

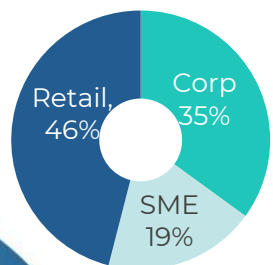


**Retail loans**  
(billion mnt)  
CAGR: 28% /2021-2023/

YTD: +50%

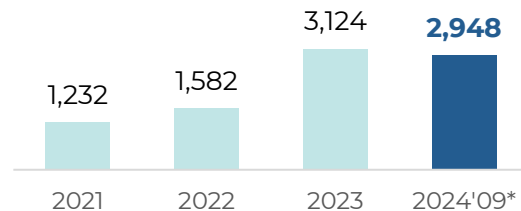


## Customer funding



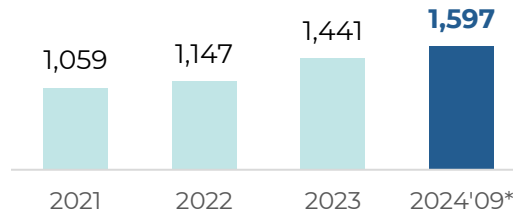
**Corporate depo**  
(billion mnt)  
CAGR: 59% /2021-2023/

YTD: -6%



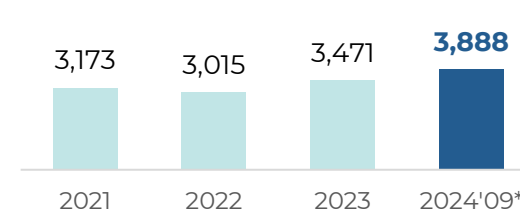
**SME depo**  
(billion mnt)  
CAGR: 17% /2021-2023/

YTD: +11%



**Retail depo**  
(billion mnt)  
CAGR: 5% /2021-2023/

YTD: +12%



\*2024'09: Unaudited, IFRS based

# BUSINESS OPERATIONS

## AUTOMATION & DIGITALIZATION



**821**  
PROCESS IDENTIFICATION

**15,110**  
AMOUNT OF MAN-HOURS SAVED

**x2.8**  
DIGITAL LOAN GROWTH (2024 SEP YTD)

**90%**  
LOAN PROCESS AUTOMATION

Source: Golomt Bank

## STRATEGIC EXPANSION IN SME SEGMENT

**MENTORSHIP PROGRAM**

**WOMEN OWNED**

**IFC International Finance Corporation**  
WORLD BANK GROUP  
Creating Markets, Creating Opportunities



**306**  
billion MNT

LOAN PORTFOLIO GROWTH, AMOUNT /YTD/

**31.6%**

LOAN PORTFOLIO GROWTH % /YTD/

**1,259**

NEW CUSTOMER ENGAGEMENT



**68,267**  
TACKLING INEQUALITY THROUGH JOB CREATION



**1.8 trillion MNT**  
VALUE ADD THROUGH SAVINGS, TAXES AND WAGE

Source: Golomt Bank

# BUSINESS OPERATIONS

The best  
Corporate  
Banking  
in Mongolia

**G GOLOMT BANK**  
Investing for a brighter future

## CORPORATE BANKING SEGMENT

OPENS NEW LEASING  
CENTER



**71.5**  
billion MNT  
LEASING PORTFOLIO  
/YTD/

### Q3 2024 DEAL HIGHLIGHTS



RESPONSIBLE GOLD MINING  
FINANCING

**18**  
billion MNT



**8.9**  
billion MNT  
LOAN GUARANTEE

THERMAL POWER PLANT FINANCING



Source: Golomt Bank

## RETAIL BANKING SEGMENT

**57%**  
SALARY LOAN  
GROWTH

**33%**  
MORTGAGE  
GROWTH

**27%**  
CAR LOAN  
GROWTH



"GREEN LEASING "

FOR ENVIRONMENTALLY FRIENDLY  
HOUSEHOLD APPLIANCES



VIP BRANCH, AKOYA & KHENTII

OPENS 3 NEW BRANCHES

- ✓ Deployment of Smart KIOSK Solutions
- ✓ Exclusive Private Banking Events
- ✓ Local Brand Promotion Events to boost regional visibility

Source: Golomt Bank

### LOYALTY PROGRAMS



800K CUSTOMERS



180K GENZ  
CUSTOMERS



350K CUSTOMERS



300 MOTHERS &  
NEWBORNS



# RISK MANAGEMENT

## IDENTIFYING RISKS IN THE BANKING SECTOR, MITIGATING WITH BEST PRACTICES

Source: National Statistics Office,  
Bank of Mongolia

AVERAGE MONTHLY  
LOAN REPAYMENT (2024H1)

**1.0** MILLION MNT

(Average salary is 2.5 million MNT as of 2024H1)

SHARE OF HOUSEHOLDS WITH  
ACTIVE LOANS (2024H1)

**63.3%**

(630.7 thousand household)



BORROWERS WITH  
MULTIPLE LOANS (2024 MAY)

**350** THOUSAND (+26.4%)

(Each individual holds 4.6 loans on average, with  
an outstanding loan balance of 2.5 million MNT)

BANKING SECTOR LOAN  
GROWTH (2024 AUG)

**+7.1** TRILLION MNT

(YTD, 2024 AUG)

**37%**  
CONSUMER

**30%**  
SERVICE SECTOR



**CREDIT BEHAVIOR  
SCORING**



**BASEL 3, ILAAP, ICAAP**



**IFRS 9 CREDIT  
PROVISIONING  
AUTOMATION**



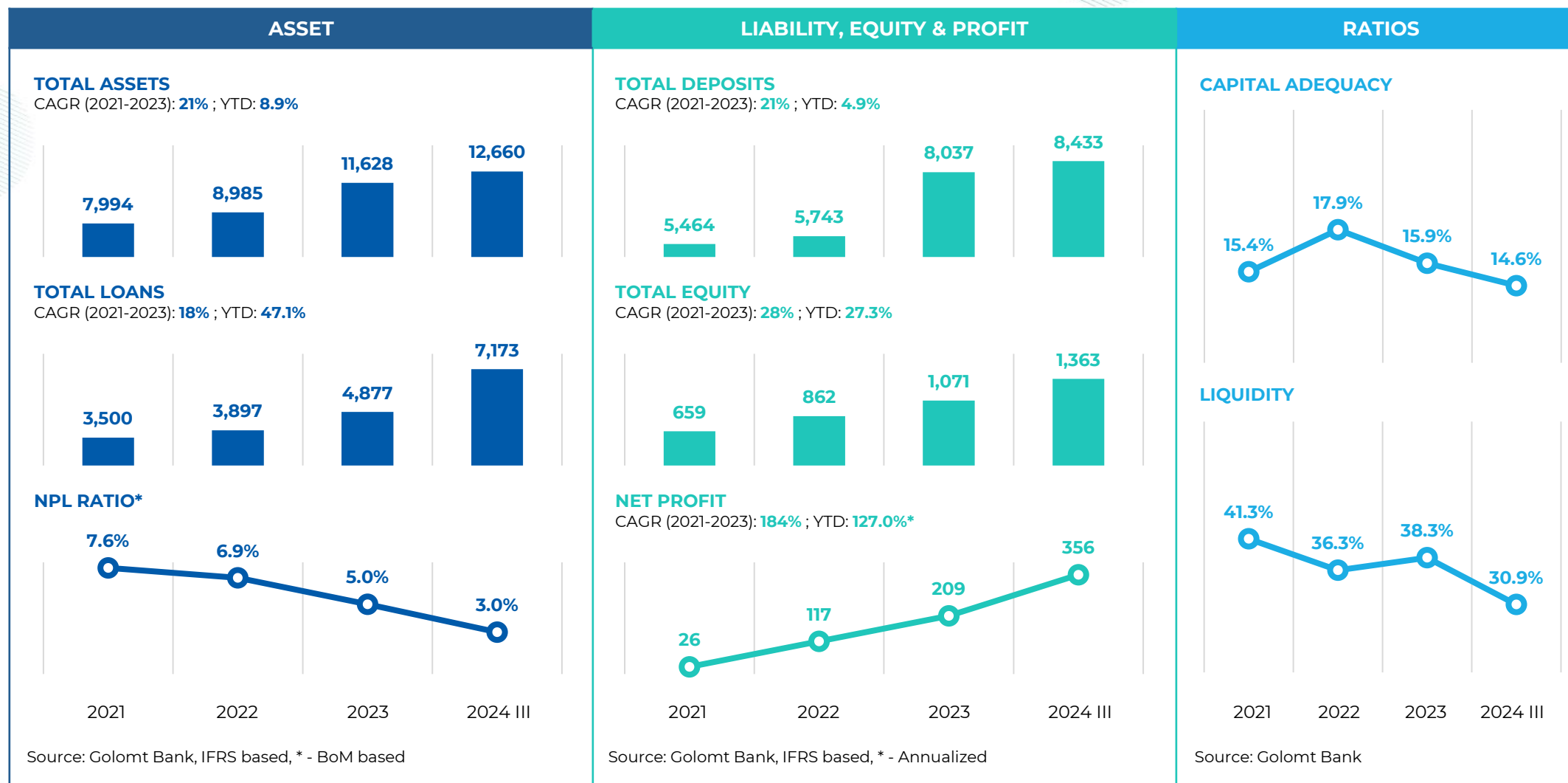
FIRST IN THE MARKET TO  
ACHIEVE **PCI DSS, PCI 3DS**  
SECURITY STANDARDS



UPDATED STRUCTURE FOR  
**CREDIT RISK CONTROL**

# FINANCIAL RESULTS

2024Q3 - IFRS based



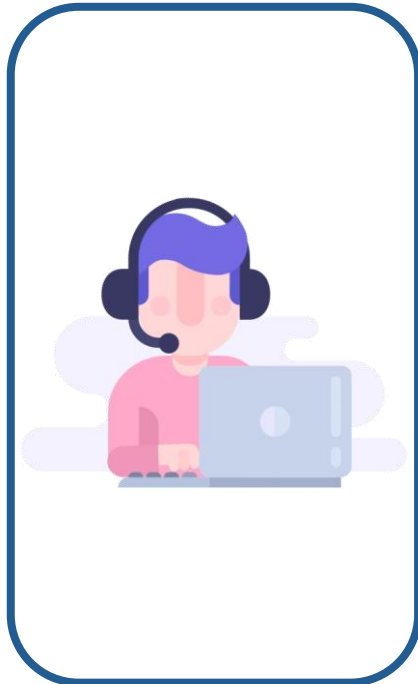
# FINANCIAL RESULTS

2024Q3 - IFRS based

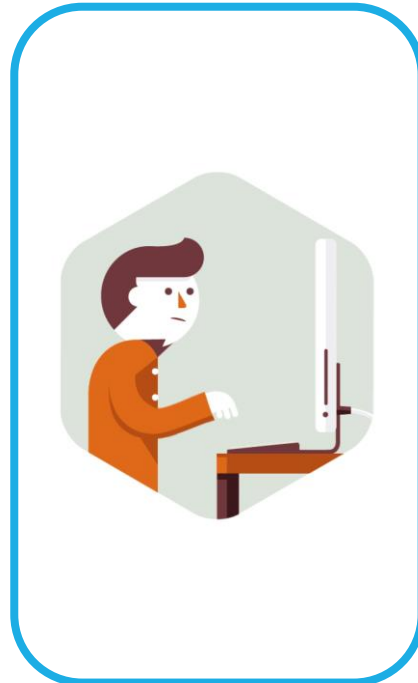
Balance Sheet Indicators	AUDITED UNDER IFRS					UNAUDITED
	2020	2021	2022	2023	2024H1	2024Q3
Total Assets	7,278	7,994	8,985	11,628	12,439	12,660
Deposits	5,286	5,464	5,743	8,037	8,282	8,433
Other funds	1,237	1,748	2,180	2,254	1,478	1,569
Net Loans	3,031	3,339	3,698	4,712	6,520	7,022
Total Capital	632	659	862	1,071	1,273	1,363
<b>Profitability Indicators</b>						
Interest Income	570	555	610	841	516	835
Interest Expense	(366)	(273)	(224)	(363)	(254)	(419)
Net Interest Income	204	282	386	477	262	416
Net Non-Interest Income	83	49	142	(24)	165	183
Operating Income	287	331	527	454	427	599
Operating Expense	(121)	(137)	(175)	(200)	(125)	(189)
Operating Profit	166	193	352	254	302	411
Provision & Valuation expense	(143)	(141)	(158)	12	(57)	(56)
Pre-Tax Profit	22	53	194	266	359	466
Taxation	(12)	(27)	(77)	(57)	(83)	(110)
<b>Post-Tax Profit</b>	<b>10</b>	<b>26</b>	<b>117</b>	<b>209</b>	<b>276</b>	<b>356</b>

## FINANCIAL RATIOS AS OF Q3 2024 – BoM based

NPL	Cost to Income ratio	Net Interest Margin	NPL Coverage ratio	Loans to Deposit ratio	CAR
<b>3.0%</b>	<b>31.5%</b>	<b>6.3%</b>	<b>104.8%</b>	<b>85.1%</b>	<b>14.6%</b>



**1 ON 1**  
DAILY CALLS WITH THE  
EXECUTIVE TEAM



**DEDICATED TEAM**  
DEDICATED TEAM FOR  
INVESTOR INQUIRIES



**MONTHLY  
NEWSLETTER**  
MACRO ECONOMY, BANKING  
SECTOR, GOLOMT BANK AND  
MORE

## GOLOMT BANK'S INVESTOR RELATIONS UNIT

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**THANK YOU**