ASF 2018 - Market Report
MONGOLIA

MONGOLIAN ASSOCIATION OF SECURITIES DEALERS SRO

Ms. Ulziibayar Bold
Chair, Board of Directors, MASD
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- Economic Sector Performance of Mongolia
- Financial Sector Performance of Mongolia
Economic performance of Mongolia
Mongolia: Growth rate of real gross domestic product (GDP) from 2014 to 2018

<table>
<thead>
<tr>
<th>Year</th>
<th>GDP Growth Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>7.9%</td>
</tr>
<tr>
<td>2015</td>
<td>2.4%</td>
</tr>
<tr>
<td>2016</td>
<td>1.2%</td>
</tr>
<tr>
<td>2017</td>
<td>5.9%</td>
</tr>
<tr>
<td>2018</td>
<td>6.1%</td>
</tr>
</tbody>
</table>

Source: National Statistics Office of Mongolia
Total budget /in billions MNT/

Source: Ministry of Finance
### Foreign trade /in millions USD/

<table>
<thead>
<tr>
<th>Year</th>
<th>Export</th>
<th>Import</th>
<th>Foreign trade balance</th>
<th>Foreign trade turnover</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>5,774,6</td>
<td>5,236,6</td>
<td>537,9</td>
<td>11,011,2</td>
</tr>
<tr>
<td>2015</td>
<td>4,669,3</td>
<td>3,797,5</td>
<td>871,8</td>
<td>8,466,8</td>
</tr>
<tr>
<td>2016</td>
<td>4,916,3</td>
<td>3,358,1</td>
<td>1,558,2</td>
<td>8,274,5</td>
</tr>
<tr>
<td>2017</td>
<td>6,200,7</td>
<td>4,335,5</td>
<td>1,865,2</td>
<td>10,536,1</td>
</tr>
<tr>
<td>2018 Q3</td>
<td>5,282,8</td>
<td>4,351,1</td>
<td>931,7</td>
<td>9,633,8</td>
</tr>
</tbody>
</table>

Source: National Statistical Office
Exchange rate /in MNT/

**MNT/USD Exchange rate**

<table>
<thead>
<tr>
<th>Year</th>
<th>MNT/USD</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>1884.4</td>
</tr>
<tr>
<td>2015</td>
<td>1995.5</td>
</tr>
<tr>
<td>2016</td>
<td>2489.53</td>
</tr>
<tr>
<td>2017</td>
<td>2427.13</td>
</tr>
<tr>
<td>2018 Q3</td>
<td>2552.13</td>
</tr>
</tbody>
</table>

*Source: Bank of Mongolia*

**MNT/CNY Exchange rate**

<table>
<thead>
<tr>
<th>Year</th>
<th>MNT/CNY</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>304.6</td>
</tr>
<tr>
<td>2015</td>
<td>307.3</td>
</tr>
<tr>
<td>2016</td>
<td>357.96</td>
</tr>
<tr>
<td>2017</td>
<td>371.58</td>
</tr>
<tr>
<td>2018 Q3</td>
<td>370.83</td>
</tr>
</tbody>
</table>

*Source: Bank of Mongolia*
Inflation /in percent/

Source: Bank of Mongolia
Monetary policy rate (in percent)

Source: Bank of Mongolia
Total outstanding loans (in trillions MNT)

- 2014 Q3: 12.6
- 2015 Q3: 11.9
- 2016 Q3: 12.5
- 2017 Q3: 13.4
- 2018 Q3: 15.9

Total deposits (in trillion MNT)

- 2014 Q3: 5.2
- 2015 Q3: 5.2
- 2016 Q3: 7.4
- 2017 Q3: 9.4

Source: Bank of Mongolia
Foreign Direct Investment (in millions USD)

Source: Bank of Mongolia
Financial sector performance of Mongolia
Mongolian Stock Exchange

- Listed companies: **303** /as of Q2 2018/,
  - Listed companies that have filed their financials with MSE: All
  - Listed companies that have announced 2017 dividends: **26**
  - Average amount of trading in one day, 2017: **MNT 2.36 bln**,
  - Number of “Compliant” brokers: **52**
Big wave in 2018

- 5 IPOs and 1 SPO of Q3 2018, 2 more expecting
- Largest number of IPOs in the history of capital market
- Top20 Index, market cap hit the record high
- First dual listing
- First RTO
- First ever largest M&A
- Tax reduction will be approved soon
## Capital market capitalization (billions MNT)

<table>
<thead>
<tr>
<th>Year</th>
<th>Market Capitalization (billions MNT)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>1.393,6</td>
</tr>
<tr>
<td>2015</td>
<td>1.427,1</td>
</tr>
<tr>
<td>2016</td>
<td>1.474,2</td>
</tr>
<tr>
<td>2017</td>
<td>2.440,2</td>
</tr>
<tr>
<td>2018 Q2</td>
<td>2.484,9</td>
</tr>
</tbody>
</table>

Source: MSE
Mongolian Stock Exchange
TOP-20 Index 2012-2018

Source: MSE
MSE 2018 Performance /billions MNT/

MSE 2018 Performance

- Traded on MSE: 105.4
- Government securities - secondary: 30.3
- Capital raised - YTD: 30.4

Source: Financial Regulatory Commission of Mongolia
Equity trading /billions MNT/

- 2010: 87.5 billion MNT
- 2011: 109.1 billion MNT
- 2012: 144.7 billion MNT
- 2013: 97.6 billion MNT
- 2014: 24.2 billion MNT
- 2015: 30.5 billion MNT
- 2016: 49.0 billion MNT
- 2017: 76.4 billion MNT
- 2018-III: 75.1 billion MNT
Breakdown / billions MNT /

Trade structure, 2017 (in percent)

- Shares trade – MNT 78.1 billion, 9.0%
- Government securities – 89.74%
  - Primary – MNT 630.2 billion
  - Secondary – MNT 142.3 billion

Trade structure, 2018 III (in percent)

- Shares trade – MNT 75.1 billion, 70.8%
- Government securities-30.3 billion 28.6%
  - Primary – none
  - Secondary – MNT 30.3 billion

Source: MSE

Mongolian Association of Securities Dealers
SRO
Thank you for your attention!