

*YOUR FINANCIAL GATEWAY
TO MONGOLIA*



TDB Presentation

March 2018

This presentation is for informational purposes only and does not constitute an offer to sell or an invitation to buy any securities and neither this presentation nor anything herein forms the basis for any contract or commitment whatsoever. This presentation is not an offer of securities for sale in the United States or to any U.S. person. Any public offering of securities to be made in the United States will be made by means of a prospectus. Such prospectus will contain detailed information about TDB and its management, as well as financial statements. Nothing in this presentation shall constitute an offer to sell or the solicitation of an offer to buy securities in any jurisdiction.

No representation or warranty, expressed or implied, is made and no reliance should be placed on the accuracy, fairness or completeness of the information or sources presented or contained in this presentation. Certain statements contained in this presentation may be statements of future expectations and other forward-looking statements and those based on third-party sources and involve known and unknown risks and uncertainties. Forward-looking statements contained in this presentation regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. TDB has no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. You should not place undue weight on forward-looking statements, which speak only as of the date of this presentation.

This presentation is confidential. The contents of this presentation may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, in whole or in part, for any purpose.



> Mongolia Macroeconomic Developments

Banking Industry

TDB Overview

Laying the Foundations for Long-Term Growth

Mongolian economy is recovering

Asian Development Bank (ADB) Outlook

- Growth will accelerate this year as coal production reaches full capacity. Inflation will rise and the current account will remain in deficit on the surge of imports for mining works. Cooperation with the international community is key to addressing financing gaps and preserving economic and social stability. Strengthening the management of natural resources revenue remains a major challenge.
- The ADB forecasts economic growth to be 3.0 percent in 2018. The forecast assumes that investment in the second phase of the Oyu Tolgoi mine will rise to USD 1.2 billion in 2018.

World Bank Global Economic Prospects

- The World Bank estimates Mongolia's GDP will increase by 3.1, 7.3, 5.5 percent in 2018, 2019 and 2020 respectively. World bank also notes that economies of developing countries will grow by 4.5 percent as the supply of commodities continues to increase in 2018.

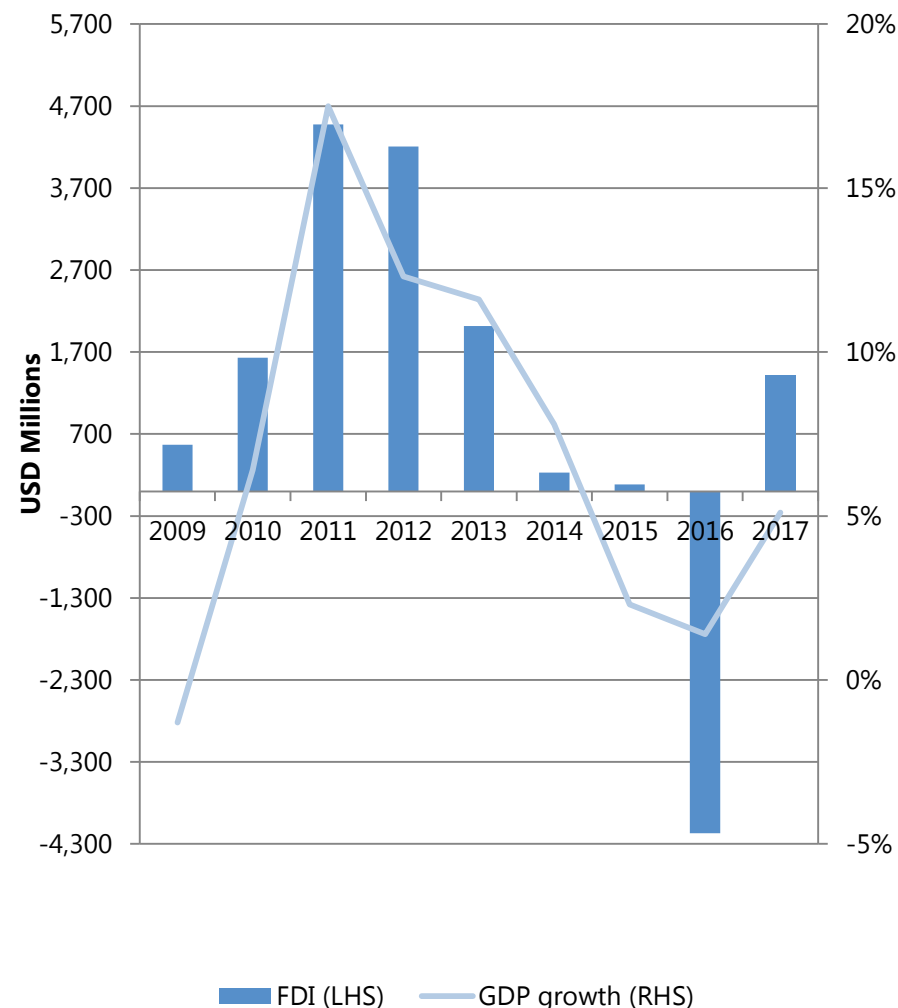
European Bank for Reconstruction and Development (EBRD) Outlook

- EBRD states that it has upgraded the economic growth positions of 37 countries, including Mongolia, with increasing investment and export on the horizon. The EBRD predicts that the Mongolian economy will reach 3 percent in 2018.

Mongolia issues USD 800 Million Bond

- The Mongolian government issued a USD 800 million bond on 26 October to repay the USD 500 million from the Chinggis bond, due in January 2018 and RMB 1 billion, due in June 2018 Dim Sum notes. The new bond's ("Gerege") coupon rate is 5.625 percent with term of 5.5 years.
- The buybacks will leave Mongolian government with no major foreign debt maturities until 2021, according to Thomson Reuters data.

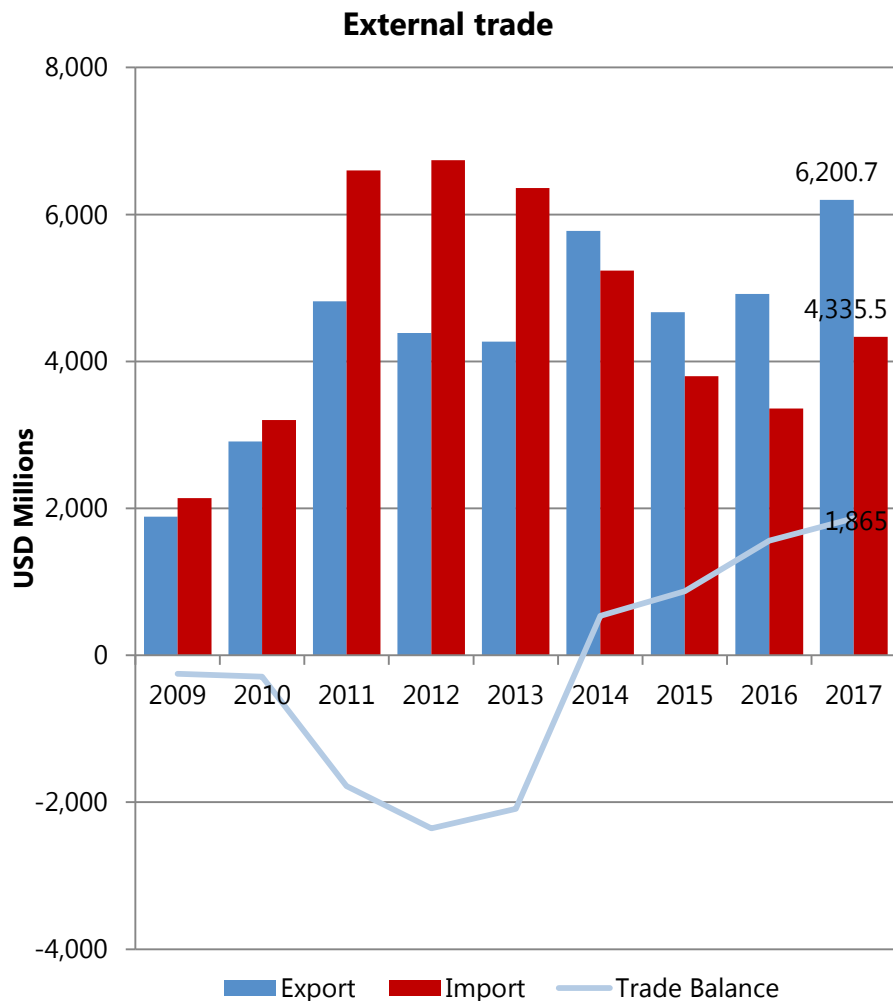
FDI is increasing



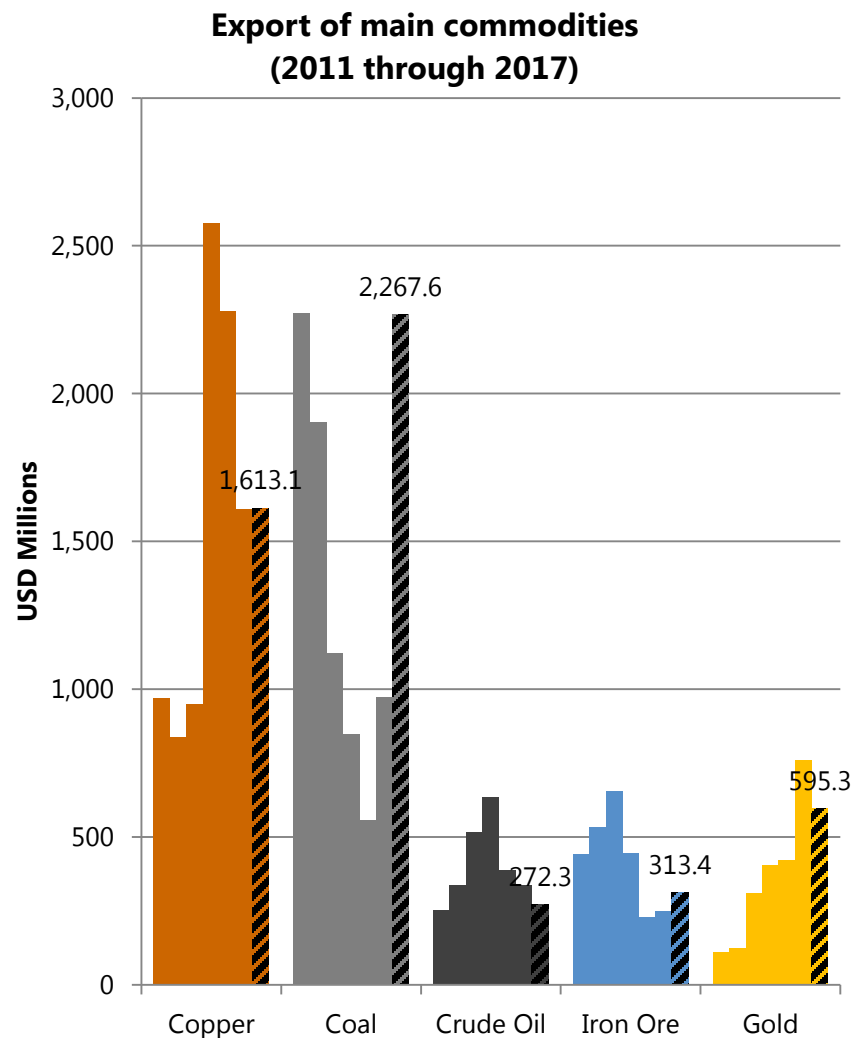
Trade Balance Continues to Show Surplus

Strong coal production, coupled with improved coal export

Positive trade balance trend has been maintained since 2014



Improvement on the price of some commodities helped export value

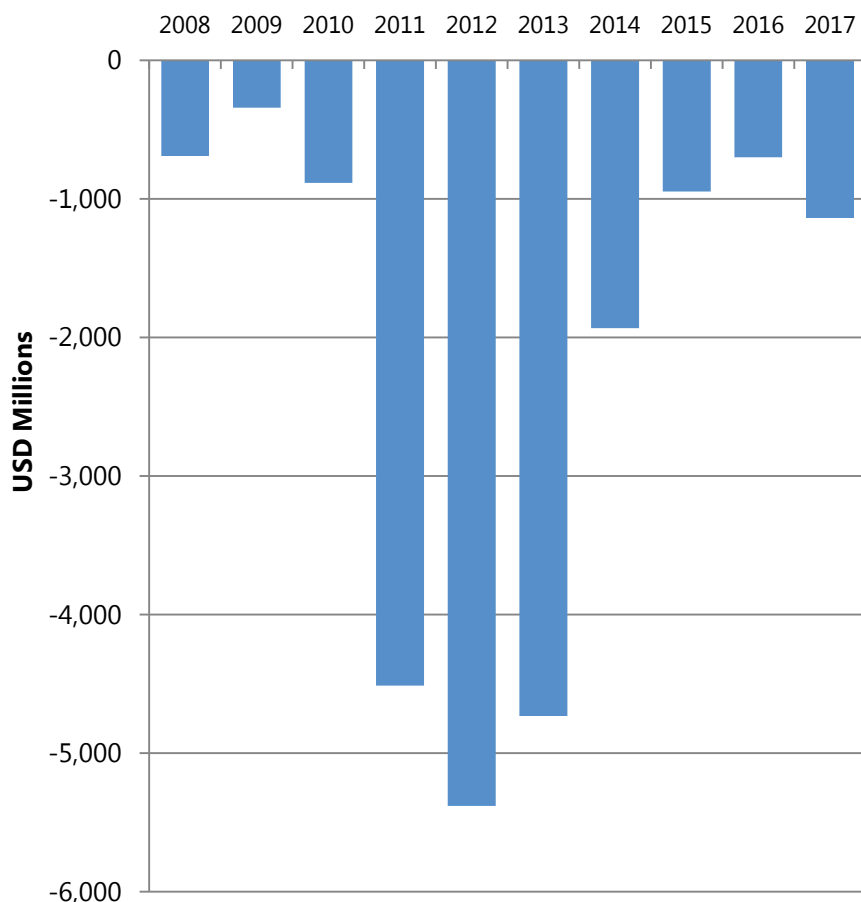


External Accounts have Stabilized

Positive trade balance helped to narrow the current account deficit

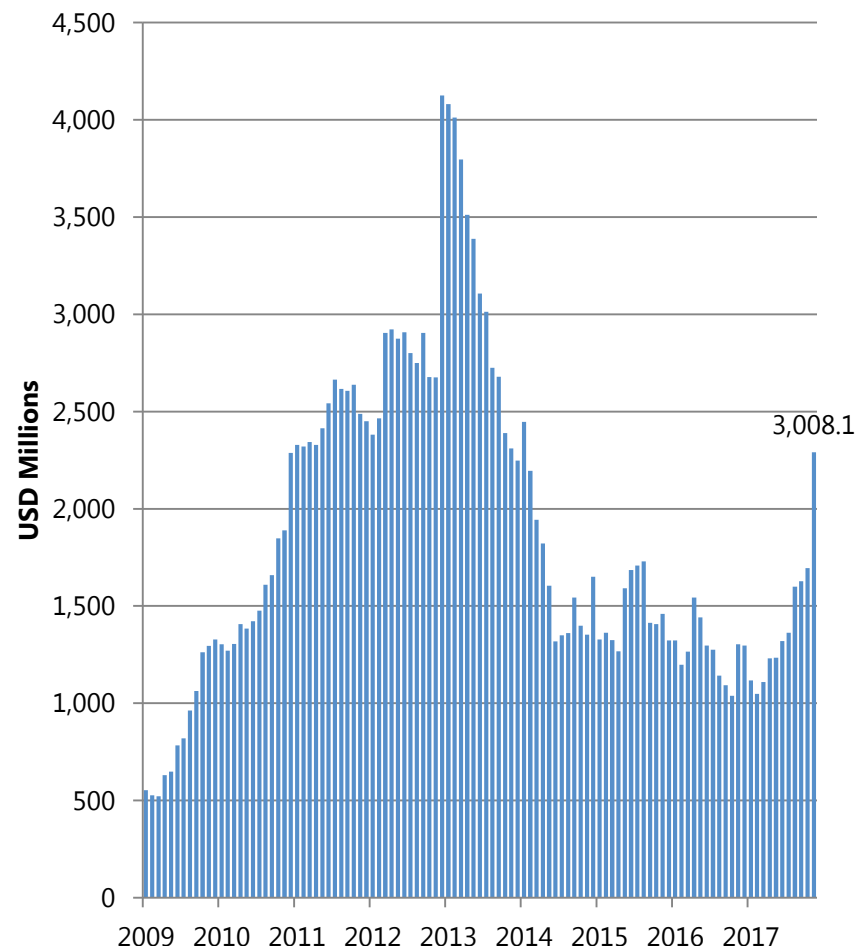
Trade surplus helped narrow current account deficit

Current Account Balance



... which helps FX reserve levels stay within the band

Gross Foreign Exchange Reserve (Dec 2018)



Source: Bank of Mongolia

Main Commodity Price

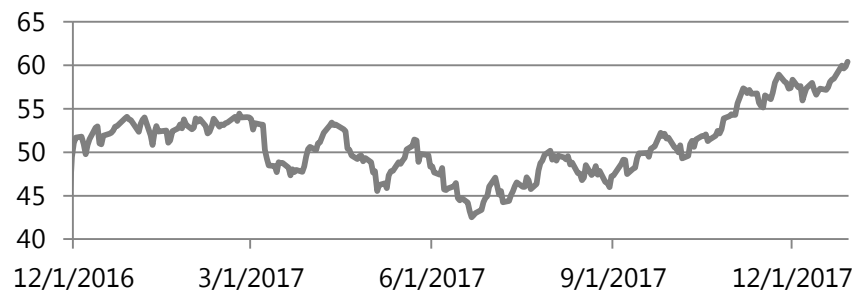
Update on price of main export commodities

Improvement on the price of main export commodities and expected positive outlook in near future supporting export and trade balance

Iron Ore Price (USD/ton)



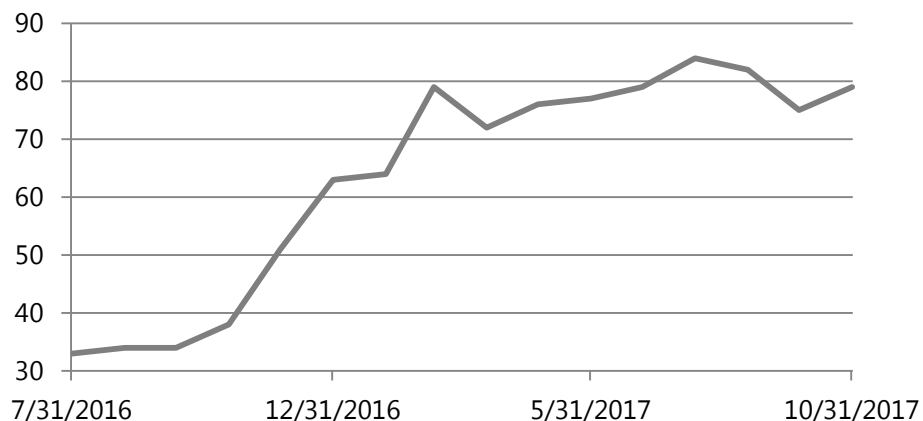
Crude Oil Price (USD/barrel)



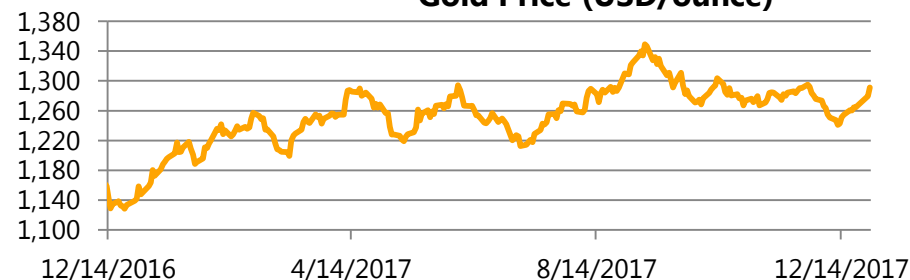
Copper Price (USD/ton)



China Coking Coal Import Price from Mongolia (USD/ton)



Gold Price (USD/ounce)



IMF: EFF Package

Mongolia started receiving IMF financing package

IMF's three-year Extended Fund Facility (EFF)

- Mongolian Government reached agreement with the International Monetary Fund for a three-year program that includes a \$440 million loan package as part of a \$5.5 billion financing plan.
- Floating interest rate will be no more than 2%. Repayment period is 10 years. IMF will monitor progress on a quarterly basis before the next loan tranche is given.
- Important structural reforms are underway to lay the foundations for long-term growth and break the boom-bust cycle. The key near-term focus is supporting the authorities' policies to strengthen the banking sector and enhance fiscal policy making.
- The IMF welcomes the authorities' commitment to continue the reform momentum to cement the long-term benefits.

Forecast under EFF	2017	2017 actual	2018	2019
GDP growth (%)	3.3*	5.1	4.2*	8.1
Inflation (%)	6.1	6.9	6.1	6.9
Trade balance (\$ bn)	1.26	1.86	0.96	0.7
Export (billion USD)	4.89	6.20	4.94	5.44
Import (billion USD)	3.62	4.33	3.97	4.73
Foreign exchange reserve (billion USD)	1.67	3.0	2.77	3.54
External debt as of GDP (%)	86.9	83.5	85.7	79.4

State budget's deficit was MNT 1.7 trillion in 2017 (6.4 percent of GDP)

Billion MNT

Revenue (% of GDP)	Expenditure (% of GDP)	Balance (% of GDP)
7,239.1 (26.6%)	8,980.9 (33.0%)	-1,741.8 (6.4%)

International partners' programs such as Asian Development Bank, World Bank, and bilateral partners including Japan and Korea together expected to provide up to \$3 billion in budget and project support.

Loan	Loan amount (million USD)	Purpose
IMF	440	Increase FX reserve
ADB	900	Finance budget deficit and fiscal policy
World Bank	600	Finance budget deficit and fiscal policy
Japan	850	Finance budget deficit
Korea	700**	Fiscal policy, Air pollution
China	15,000***	Finance balance of payment

Source: Parliament of Mongolia, IMF, World Bank, Asian Development Bank, National Statistical Office

* IMF new outlook after first and second review

** USD 500 million with 0.2% p.a. Grace period of 10 years has been approved. Loan will be used for combatting air pollution. Details will be made in Mar 2018

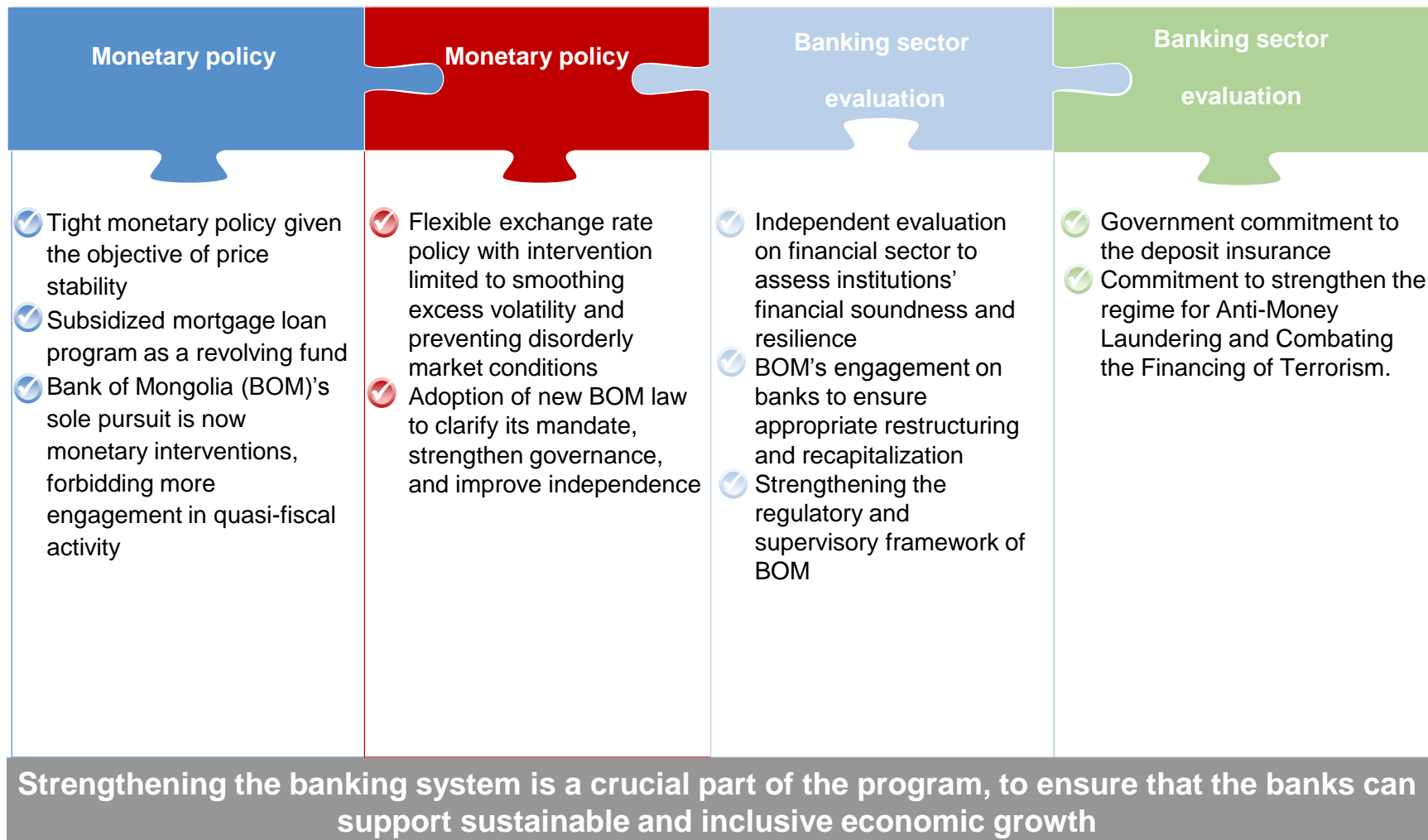
*** Million RMB.

IMF: EFF Agreement (1)

Approach on budget revenue increase	Approach on budget revenue increase	Approach on budget expenditure reduction	Approach on budget expenditure reduction
<ul style="list-style-type: none"> ✓ Fuel excise tax increase starting Jan. 1, 2018 ✓ Social insurance tax increase of 1%, 0.5%, 1% for employer and employee in 2018, 2019 and 2020 respectively. Effective from Jan. 1, 2018. ✓ Vehicle tax increase to based on manufactured year effective from July 1, 2017. 	<ul style="list-style-type: none"> ✓ Alcohol, tobacco excise tax increase of 10% in 2018, and approximate increase of 5% in 2019 and 2020. Effective from Jan. 1, 2018. ✓ 10% tax on interest income for savings is effective from May 1, 2017. ✓ Tobacco import tax increase either 5% (<i>only tobacco purposed for manufacturing cigarettes</i>), 20% or 30% from May 1, 2017. ✓ Improvement on tax collection management in order to increase budget revenues. 	<ul style="list-style-type: none"> ✓ Child Money Program targeted to 40% of total children instead of 60%. Reduced portion will be spent on the food stamp program for the most vulnerable. ✓ Suspend the program of providing residence or residential allowance to veterans. ✓ Pension age increase by 0.5 years in every 2 year. By 2027, pension age for male will be 65 years and for female it will be 65 years by 2036. 	<ul style="list-style-type: none"> ✓ Tender offer is required when purchasing medicine and medical equipment. ✓ Social welfare programs audit to remove overlapping programs. ✓ Concession agreement without estimation of burden on budget will be audited and reimbursement will be made in following year. ✓ When increasing budget expenditure, other expenditures must be reduced to offset. ✓ No salary increase for government officials until 2018.

IMF financing is helping to restore economic stability and debt sustainability in order to create strong, sustainable and inclusive growth in Mongolia.

IMF: EFF Agreement (2)



IMF: Major Tax Changes

State budget was ratified by parliament on Apr 13, 2017.

1. Savings interest tax: Effective May 1, 2017

Income from savings interest will have a 10% tax levied on it.

2. Social insurance tax: Effective Jan 1, 2018

Type of social insurance	Employer requirement, percent (old rate)	Employee requirement, percent (old rate)
Retirement insurance	9.5 (7.0)	9.5 (7.0)
Welfare insurance	1.0	0.8
Health insurance	2.0	2.0
Unemployment insurance	0.2	0.2
Total	12.7 (10.0)	12.5 (10.0)

3. Fuel tax: Effective November 30, 2017

Type of product		Unit	Amount of tax levied (MNT)		
			2018	2019 (range)	2020 (range)
Petroleum (gasoline)	Below 90 octane	1 ton	30,000	0-15,950	0-15,950
	90 octane and above	1 ton	50,000	0-17,400	0-17,400
Diesel fuel		1 ton	100,000	0-21,750	0-21,750

4. Vehicle tax: Effective July 1, 2017

Engine capacity (cm3)	Amount of vehicle excise tax levied (MNT)			
	Amount of years since date of production			
	0-3 years (change in thousands)	4-6 years (change in thousands)	7-9 years (change in thousands)	10 or more years (change in millions)
1,500 or less	750,000 (+25)	1,600,000 (+150)	3,350,000 (+450)	10,000,000 (+1.3)
1,501-2,500	2,300,000 (+125)	3,200,000 (+300)	5,000,000 (+650)	11,700,000 (+1.55)
2,501-3,500	3,050,000 (+150)	4,000,000 (+375)	6,700,000 (+900)	13,350,000 (+1.75)
3,501-4,500	6,850,750 (+325)	8,000,000 (+750)	10,850,000 (+1425)	17,500,000 (+2.275)
4,501 or more	14,210,000 (+4060)	27,200,000 (+16350)	39,150,000 (+26100)	65,975,000 (+47.125)

*Note: The previous tax system discounted the first MNT 84,000 from income taxes. This will be increased to 120,000 per month in 2018; 160,000 in 2019; 200,000 in 2020; and 240,000 in 2021. In other words, monthly income under those amounts for those years will not be taxed. Minimum wage is 240,000 per month.

IMF: Diagnostic Studies on Commercial Banks

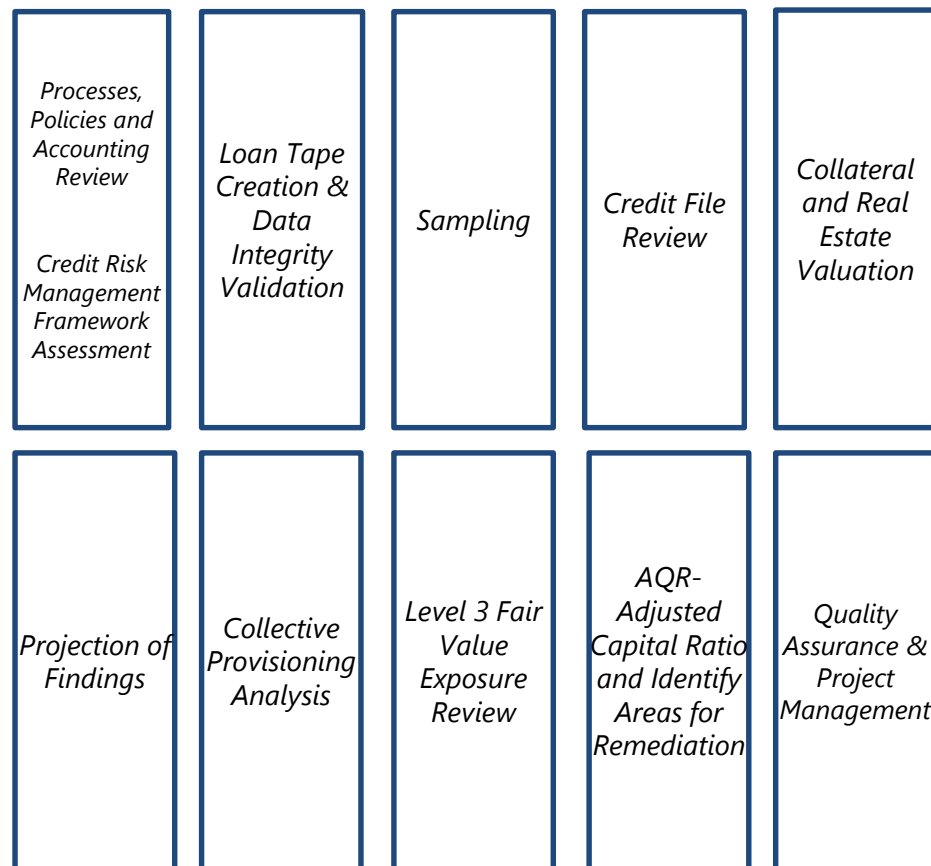
Mongolia's overall banking sector was evaluated as stable

PwC Czech Republic was selected as the Consultant to implement Diagnostic Studies on all commercial banks in Mongolia. Asset quality review (AQR) of Mongolia's commercial banks carried out as of 2016 and was confirmed by the third quarter of 2017. The AQR was based on the methodologies and principles adopted by international banking institutions, and in accordance with the laws and regulations of Mongolia, as well as rules and regulations approved by the Bank of Mongolia. The review evaluated the credit risk management system of commercial banks and established the methodology of appraisals on the mining licenses, which is particular importance compared to the similar reviews conducted in other countries.

AQR Result:

- AQR covered up to 91 percent of the all corporate loan in the banking sector in the sample.
- Required capital of the banking system needs to be increased by equivalent to 1.9 percent of 2017's GDP, in order to meet capital adequacy ratio requirement.
- After applying the adjustment on AQR results, the capital adequacy ratio as end of 2017 was 13.7 percent, and liquidity ratio was 45 percent.
- Commercial banks must cover the capital shortfall and increase the required capital by December 2018.

Diagnostic studies were implemented based on 10 building blocks



Mongolia's overall banking sector was evaluated as stable

“Oyu Tolgoi” Project

Oyu Tolgoi copper and gold mine project

- Oyu Tolgoi is one of the largest high-grade copper deposit in the world, located 80 km north of Chinese border
- Third largest copper mine after expansion
- Estimated 2.7 million tons of recoverable copper and 1.7 million ounces of recoverable gold in reserves
- Comprehensive Investment Agreement was signed in 2009
- Government of Mongolia owns 34% and Rio Tinto owns 66% through Turquoise Hill Resources
- Approximately US\$ 6.2 billion invested in the first phase development (OT Phase I) as of March 31, 2014
- Oyu Tolgoi started exporting copper concentrate from its open-pit operation in July 2013
- In May 2015, Government of Mongolia and Rio Tinto signed Oyu Tolgoi Underground Mine Development and Financing Plan (OT Phase II)
- USD 4.4 billion OT Phase II project financing facility agreement was signed on December 15, 2015. The project financing was closed on May 25, 2016 with full disbursement and the underground work has commenced.
- Estimated US\$ 6.8 billion capex, US\$ 9.0 billion onshore spending over 7 years during the OT Phase II development
- IMF estimates OT will generate up to 1/3 of Mongolia's GDP once it reaches full production

Oyu Tolgoi's key development

Key underground components

	Shaft 1 (early development and ventilation)	Shaft 2 (production and ventilation)	Shaft 5 (ventilation)	Shaft 3 (ventilation)	Shaft 4 (ventilation)
Total Depth	1,385 metres	1,284 metres	1,178 metres	1,148 metres	1,149 metres
Diameter	6.7 metres	10 metres	6.7 metres	10 metres	11 metres
Completion	2008	Expected 2016	Expected 2017	Expected 2021	Expected 2021
Remaining	Complete	~100 metres	~1,000 metres	Not started	Not started

- Shafts 2 and 5 related activities and construction of critical on-site facilities continued, and the bulk excavation component for the conveyor-to-surface work stream has been completed.
- Oyu Tolgoi spent 62 per cent of its total procurement expenditures with Mongolian companies in 2016, equaling to US\$279 million. With a focus on continuously increasing the Mongolian supplier participation in its supply chain.
- Oyu Tolgoi plans to produce 125,000 to 155,000 tons of copper and 240,000 to 280,000 ounces of gold concentrate in 2018. The 2018 budget includes 150 million USD for OT's open pit mine and 1.1 to 1.2 billion USD for the underground mine.



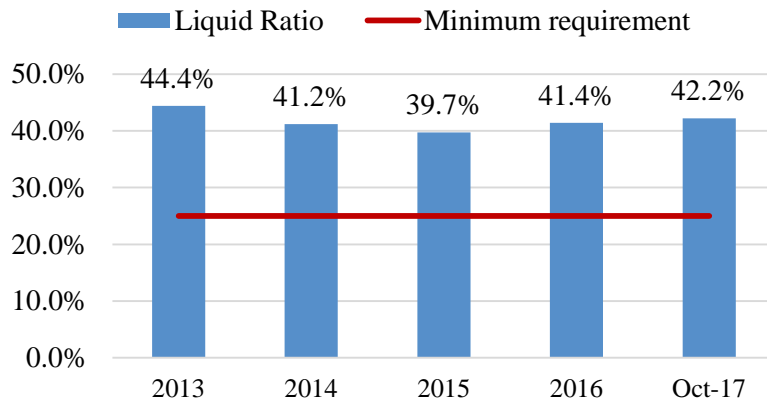
Mongolia Macroeconomic Developments

> Banking Industry

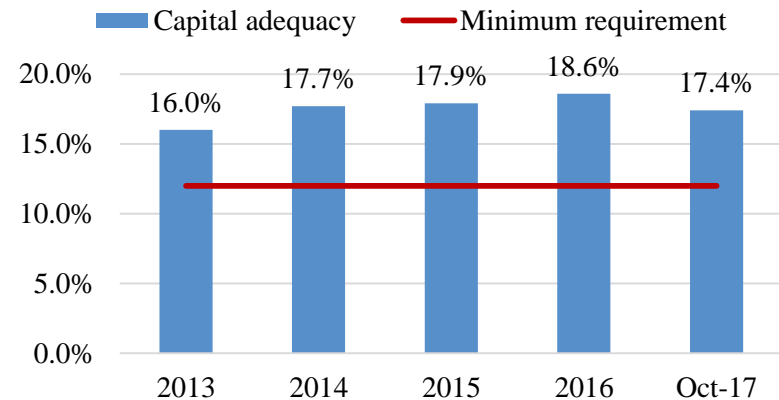
TDB Overview

Proactive Management of Banking Sector amidst Challenging Market Backdrop

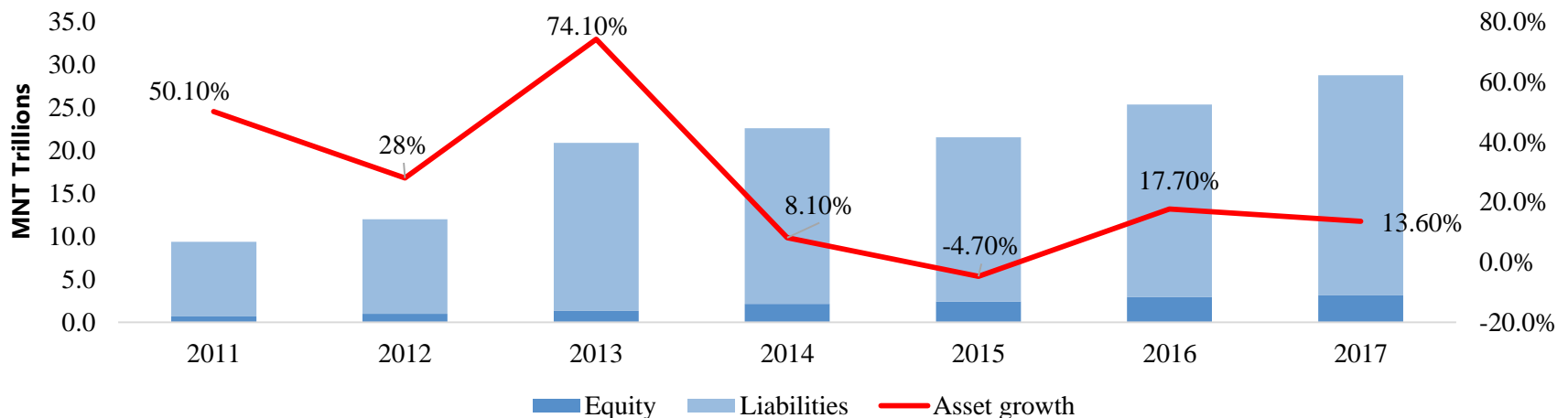
Banking sector remains liquid



Capital is increasing ahead of anticipated weakness of NPLs



Banking sector asset growth slowed



Source: Bank of Mongolia

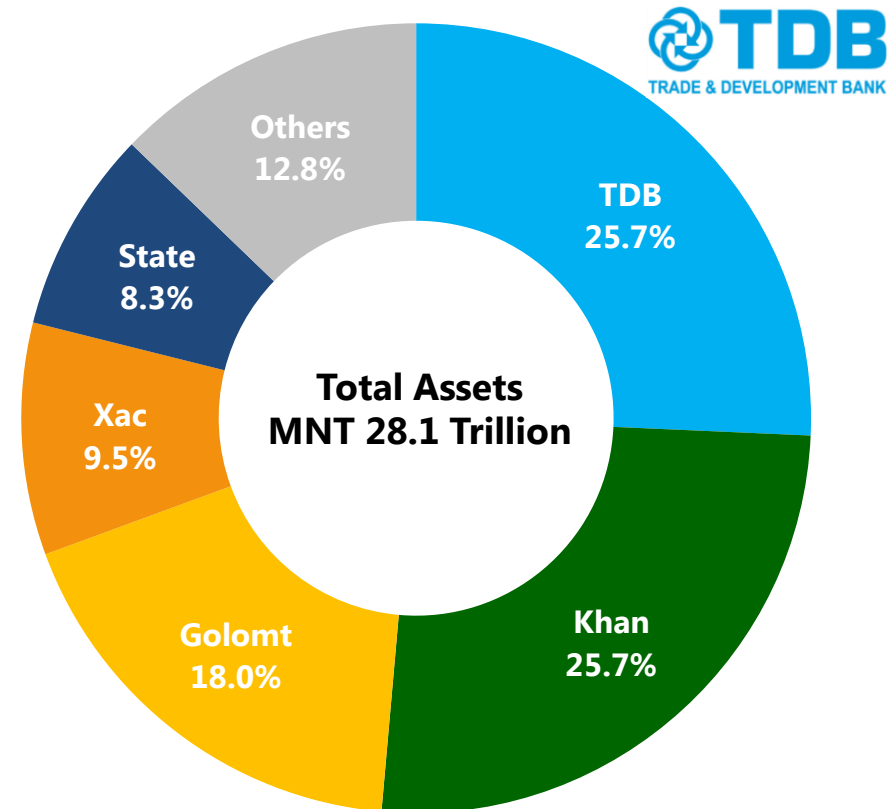
Banking Sector Overview

TDB and four other banks are classified as systematically important banks

Banks play the largest role in Mongolia's financial system

- Commercial banks are the most important and integral part of Mongolia's overall financial system, accounting for approximately 80% of the system by assets
- 14 commercial banks and one policy bank
- Commercial banks are regulated by Bank of Mongolia
- Key players:
 - TDB was the number one corporate bank as measured by corporate loans market share with increasing SME/retail banking share as of the end of 2017
 - Khan Bank and State Bank have large branch networks and focus on retail banking
 - Golomt Bank focuses on corporate banking
 - XacBank focuses on microfinance and small business lending
- TDB remains the only commercial bank to have accessed to the international bond markets

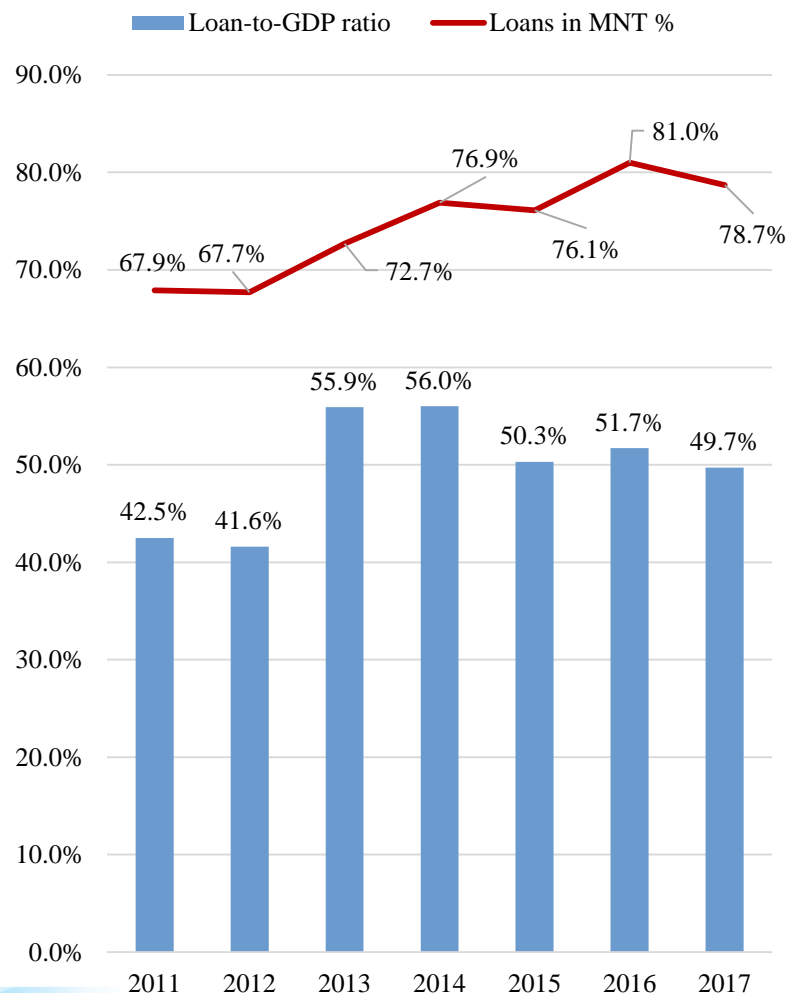
Five largest banks account for more than 80% of the sector by total assets (3Q 2017)



Banks are Navigating a Changing Environment

Despite a challenging macro environment, sector is managing well

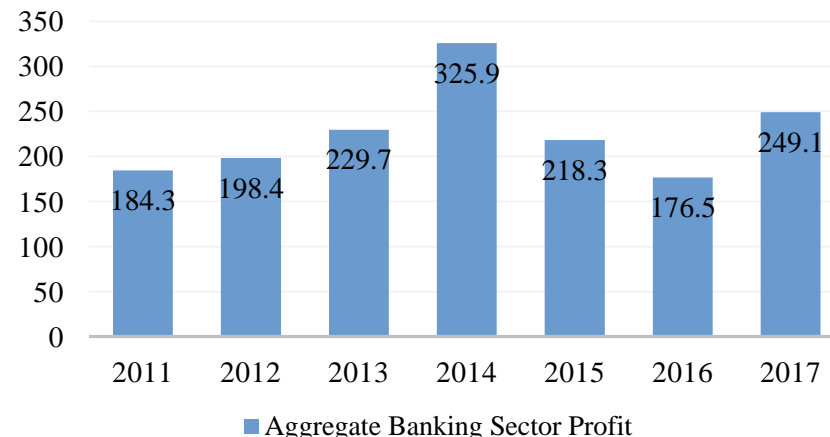
Banks play a prominent role in the economy with structural shift to increasing Tugrik loans



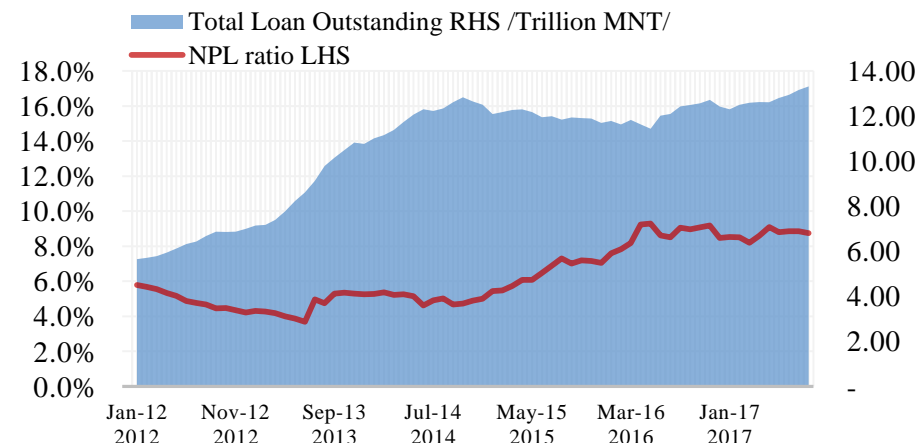
Source: National Statistical Office of Mongolia, Bank of Mongolia

The banking sector continues to be profitable

MNT Billion\



NPL level (2017)





Mongolia Macroeconomic Developments

Banking Industry

> TDB Overview

Leading Bank in Mongolia

A premier financial institution in the country, celebrating 28 years

- Largest and longest-serving commercial bank in Mongolia by total assets as of the end of 2016.
- Most experienced and largest bank in corporate banking by corporate lending market share
- Serves approximately 400 major Mongolian corporations in nearly every major sector
- Well-established network of 51 branches and settlement centers, 202 ATMs and 3,435 POS terminals as of the end of 2017
- Direct correspondent relationships with more than 150 foreign banks and financial institutions
- Leading virtual banking services, e.g. Internet Banking service, Mobile Banking Service, E-Billing
- The only commercial bank that has successfully issued bonds internationally, to date five USD and one CNH international bond issuances

Bank Ratings by Moody's (January, 2018)

Senior Unsecured	Caa1
LT/ST Bank Deposits (domestic currency)	Caa1/NP
LT/ST Bank Deposits (foreign currency)	Caa1/NP
LT/ST Issuer Rating	Caa1/NP
Outlook	Under Review for Upgrade

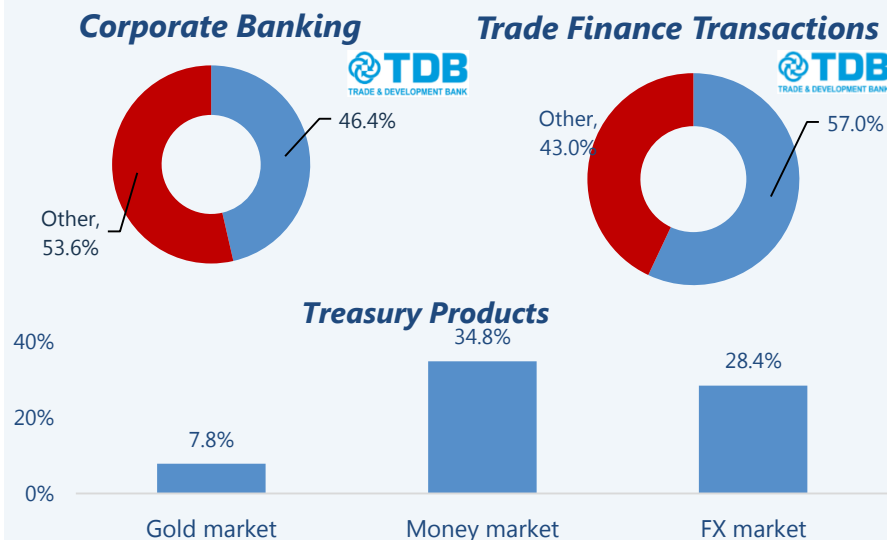
Bank Ratings by Standard & Poor's (June, 2017)

Counterparty Credit Rating	B-/Stable/B
Senior Unsecured	B-
Counterparty Credit Ratings History (Jul 2016)	B-/Stable/B

Financial Results (USD mln consolidated, Audited)

	2014	2015	2016	2017
Total Assets	2,870.8	2,777.6	2,669.3	2,832.5
Total Loans (net)	1,472.8	1,325.2	1,138.8	1,139.2
Total Deposits**	1,800.5	1,696.3	1,600.7	1,819.0
Total Equity	294.9	334.6	304.9	360.7
Net Profit	49.5	30.8	27.1	30.4
Capital Adequacy Ratio	19.2%	16.7%	14.6%	17.0%
ROAE	22.4%	10.5%	9.5%	8.7%
ROAA	1.8%	1.1%	1.1%	1.1%
MNT/US\$	1,885.6	1,995.98	2,489.53	2,427.13

TDB market shares (2017)

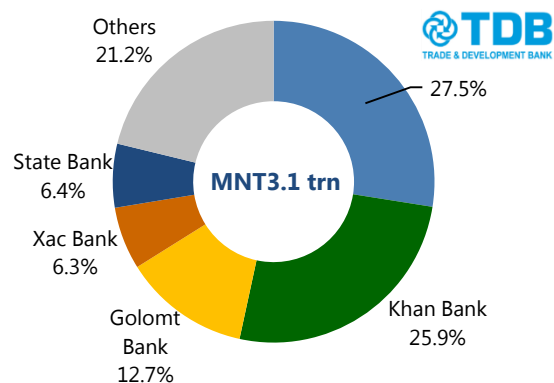


Note: * Including all existing bonds issued in the international capital markets

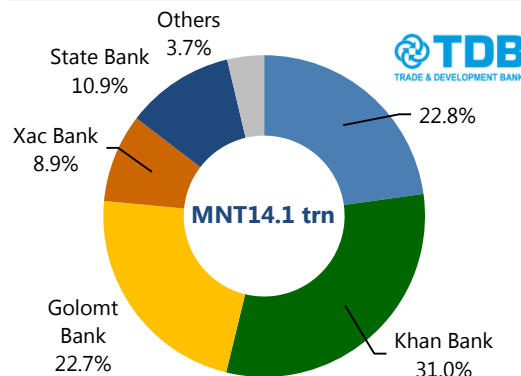
Key Players and Performance

TDB is a leader by key measures

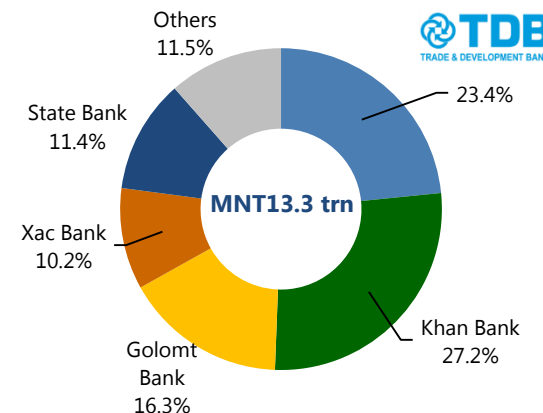
**Shareholders' equity market share
(3Q 2017)**



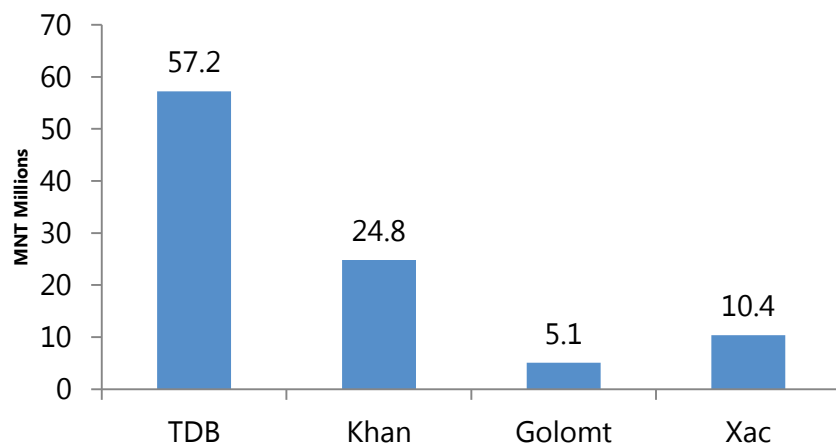
**Deposits market share
(3Q 2017)**



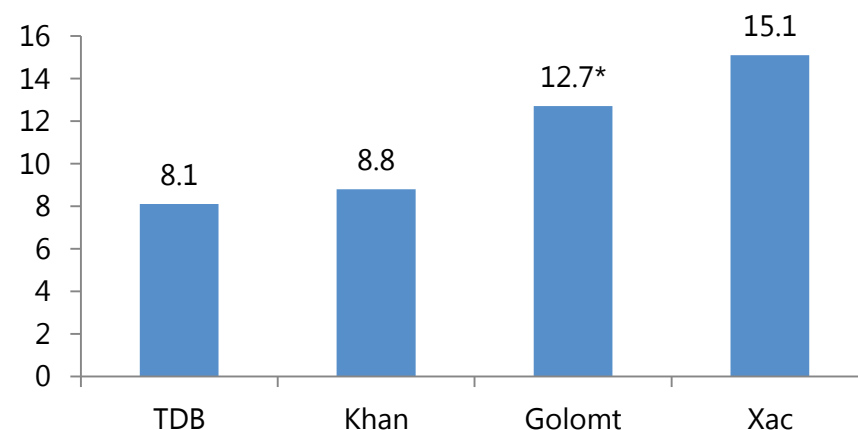
**Loans outstanding market share
(3Q 2017)**



TDB remains a leader in net profit per employee (3Q 2017)



Lowest leverage⁽¹⁾ (2017)



Source: Bank of Mongolia, Trade & Development Bank of Mongolia, website of each commercial bank financial reports as of Jun 30, 2017

Note: (1) Leverage = total assets / total equity

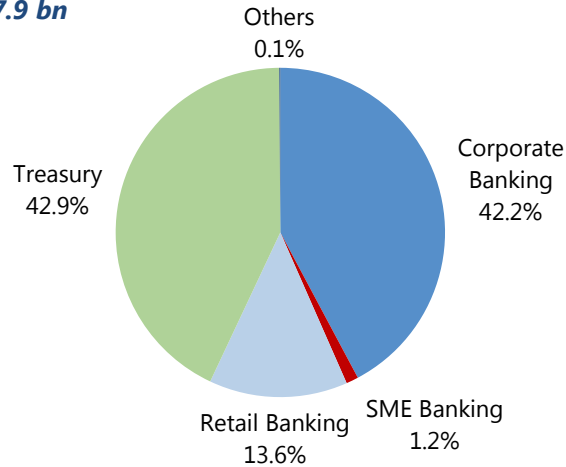
* as of 3Q 2017

Strong Fundamentals (1)

Diversified and reliable throughout business cycles

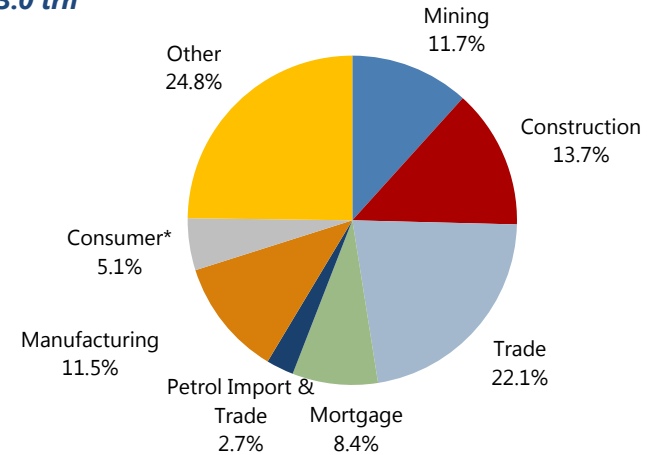
Segment revenue (2017)

Total MNT 697.9 bn

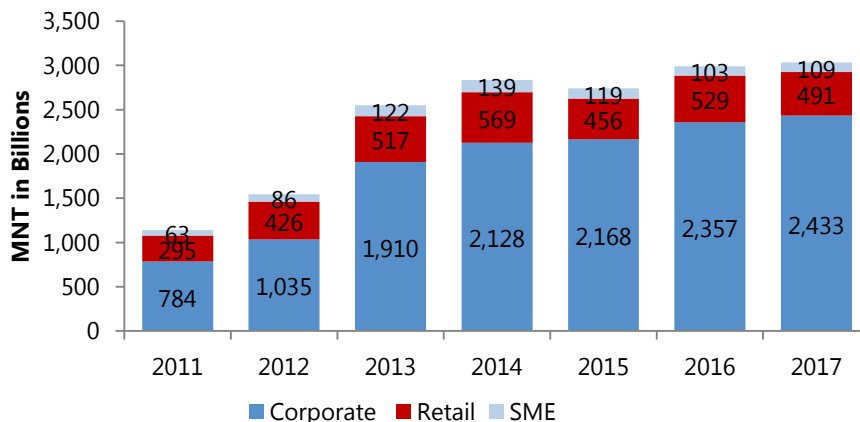


Diversified loan portfolio (2017)

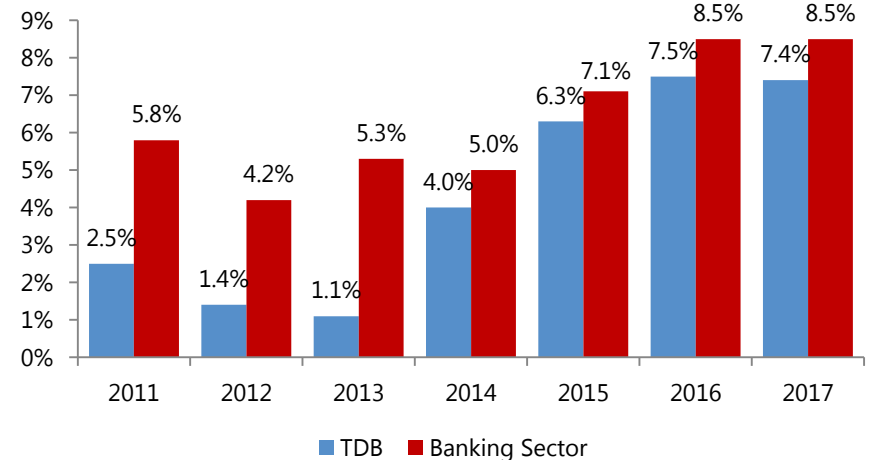
Total MNT 3.0 trn



Managed growth in total loans



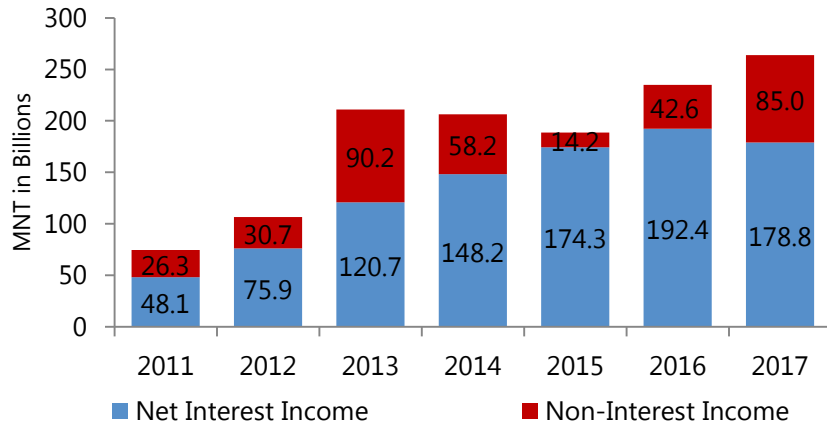
Non-performing loans consistently below sector average



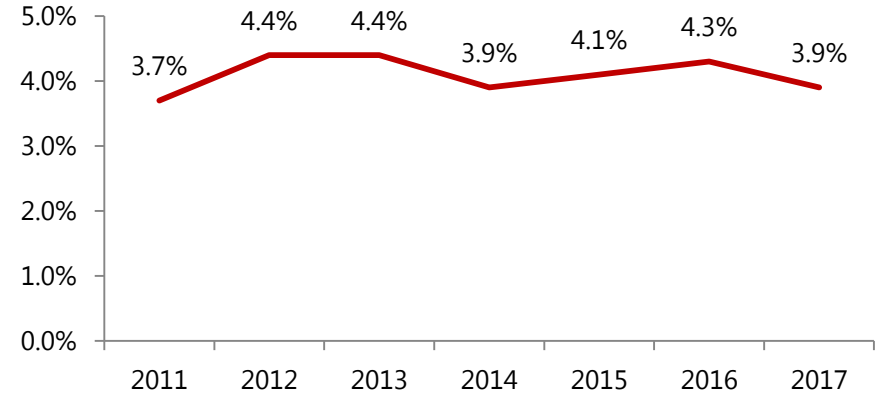
Strong Fundamentals (2)

Profitable, efficient and reliable

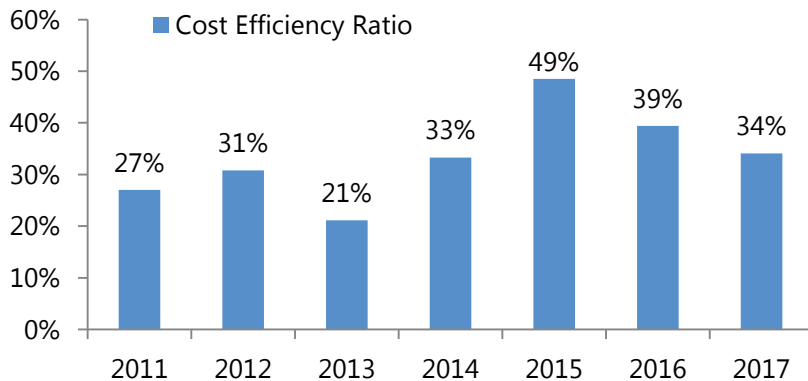
Operating income remains strong, underpinned by consistent net interest income growth



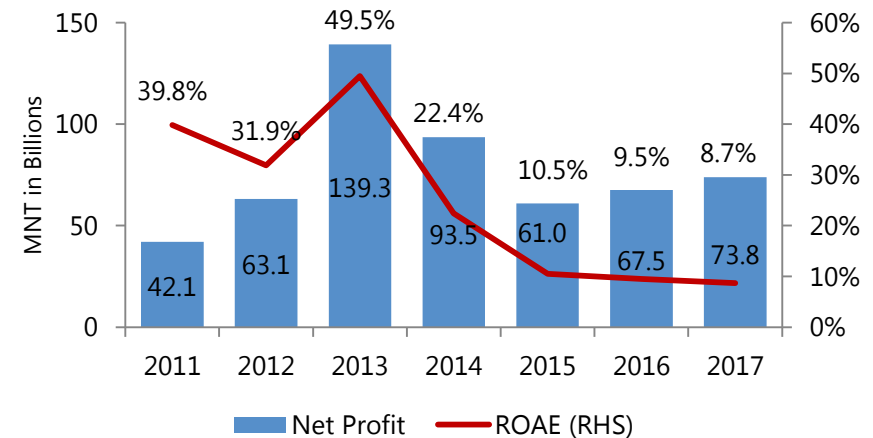
Net Interest Margin is steady over the years



Best-in-class operating efficiency



Remains a leader in net profit and ROAE

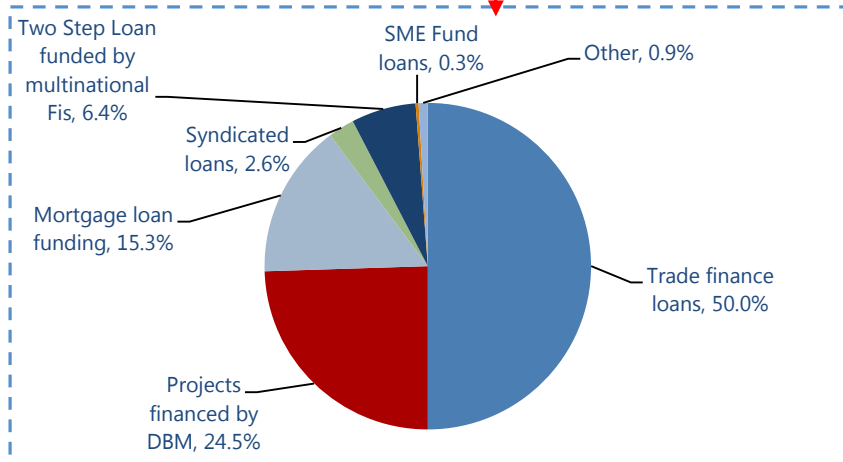
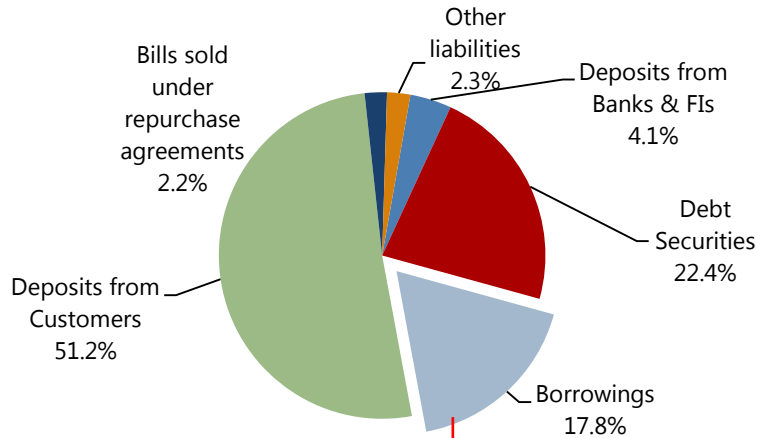


Source: Trade & Development Bank of Mongolia

Low Cost and Diversified Funding Base

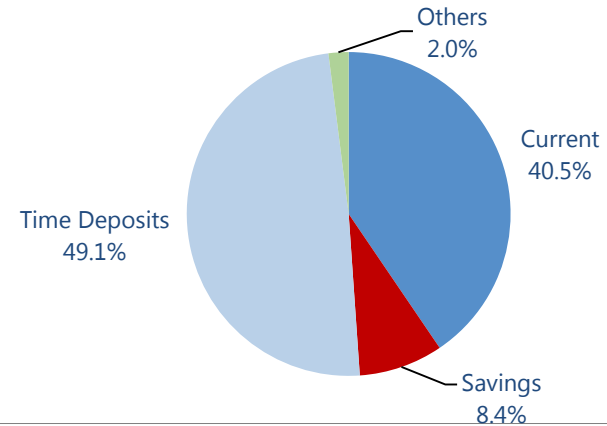
Strong and prudent balance sheet management

The only commercial bank to complement local funding base with international debt issuance (2017)

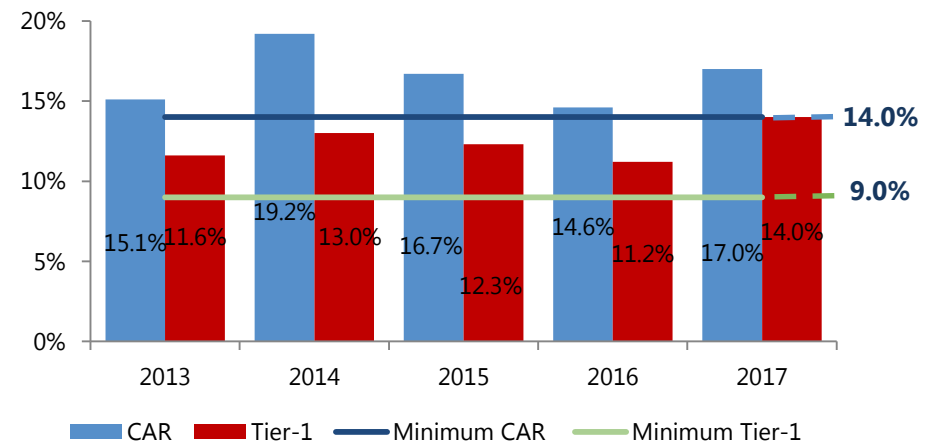


High contribution of low cost deposits (2017)

Total MNT 3.3 trn



Strong capital base, well above regulatory thresholds



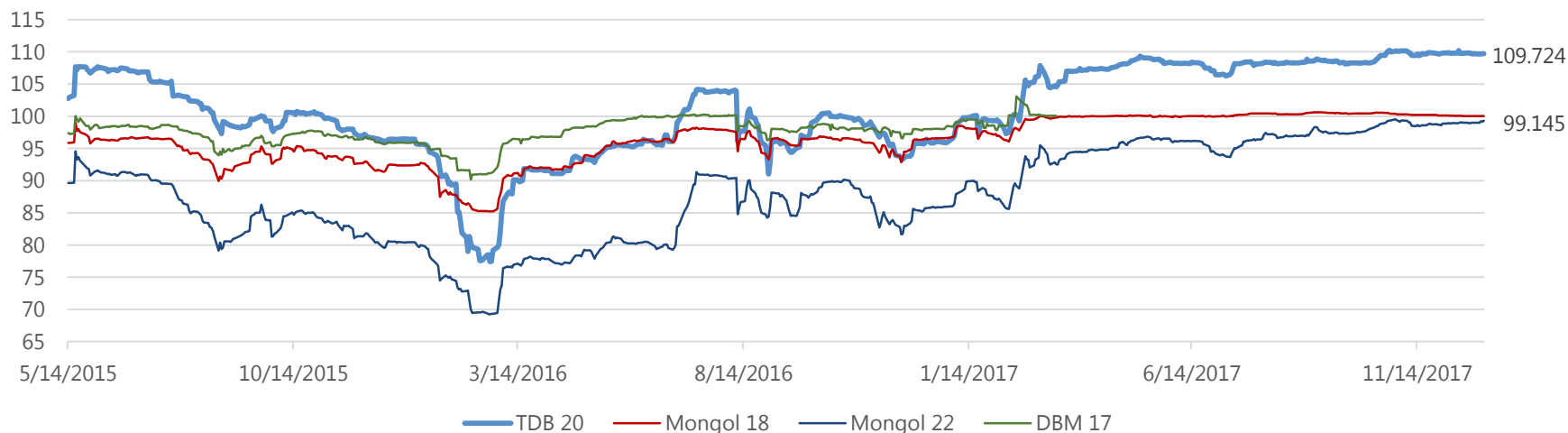
Established Track Record of Debt Transactions

Market recognition of TDBs commitment to the performance of its bonds

- TDB is the only Mongolian commercial bank that has successfully issued bonds internationally.
- US\$1.24 billion have been raised through five US\$ and one Dim Sum bond as well as a syndicate loan from the international markets.
- This consistent approach to maintain a diversified funding portfolio is beneficial and allows TDB to weather changing market conditions better than its peers.

 USD 75,000,000 8.625% Senior Notes, due in 2010 USD 150,000,000 EMTN Programme Fully repaid in 2010 ING  <i>January 2007</i>	 USD 150,000,000 8.500% Senior Notes, due in 2013 USD 300,000,000 EMTN Programme Fully repaid in 2013 ING  <i>October 2010</i>	 USD 25,000,000 12.500% Subordinated Notes, due in 2015 USD 300,000,000 EMTN Programme Fully repaid in 2015 ING  <i>October 2010</i>	 USD 300,000,000 8.500% Senior Notes, due in 2015 USD 700,000,000 EMTN Programme Fully repaid in 2015 Bank of America Merrill Lynch  <i>September 2012</i>	 USD 82,000,000 Syndicated A/B Term Loan Facility Outstanding amount: USD 11.6 million FMO ING  <i>September 2013</i>	 CNH 700,000,000 10.000% Senior Notes, due in 2017 USD 700,000,000 EMTN Programme Fully repaid in 2017 CLSA   <i>January 2014</i>	 USD 500,000,000 9.375% Senior Notes, due in 2020 Guaranteed by the Government of Mongolia USD 500,000,000 GMTN Programme Bank of America Merrill Lynch   <i>May 2015</i>
--	---	---	---	--	---	---

TDB 20's Stable Performance Relative to its Mongolian Asset Class

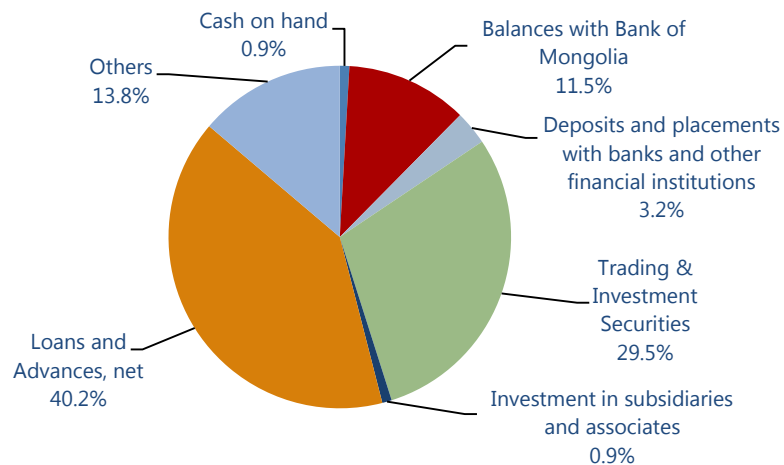


Source: Trade & Development Bank of Mongolia, Bloomberg

Tight Control on Asset Composition

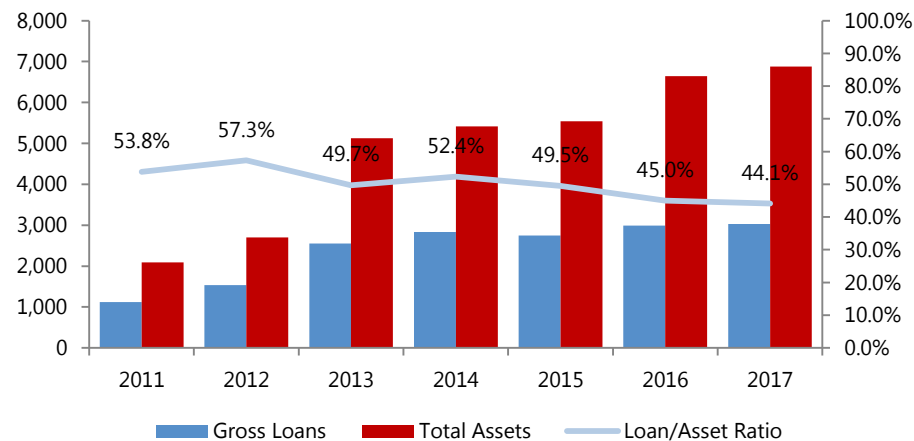
Focus on quality loans, prudent asset management and liquidity

Balanced asset composition (2017)

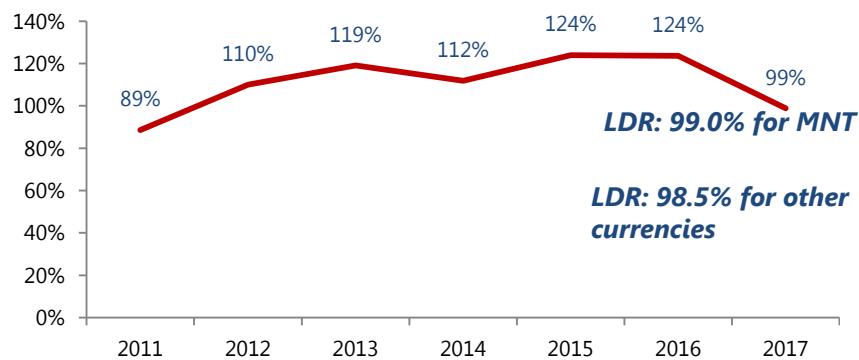


Loans /Assets Ratio managed below 60%

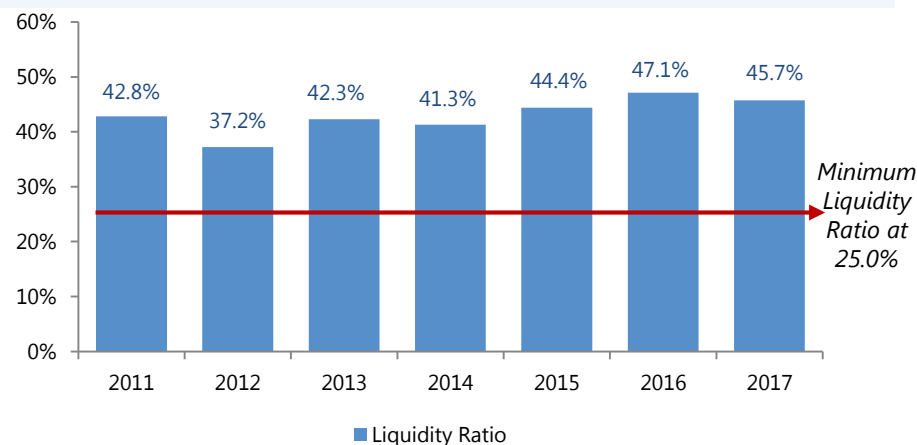
(MNT bn)



Loan-to-deposit ratio



Liquid assets significantly above regulatory thresholds



International Recognition

Strong cross-border franchise, established network and recognized brand name

20 + international awards won since 2000

- **FinanceAsia** 2016 "Best High Yield Bond"
- **FinanceAsia** 2014-2016 "Best Bank of Mongolia"
- **FinanceAsia** 2013 "Best Frontier Markets Bank"
- **FinanceAsia** 2012 "Best Bank of Mongolia"
- **Euromoney** 2017, 2015, 2013 "Best Bank in Mongolia"
- **Asiamoney** 2017, "Best Corporate and Investment Bank", "Best Private Bank" in Mongolia
- **VISA** 2017 "Best Innovative Product"
- **VISA** 2016 "Deep partnership"
- **Global Banking & Finance Review** 2017, 2016, 2015, 2014 and 2013 "Best Commercial Bank in Mongolia"
- **GTR** 2012, 2013, 2014, 2015 and 2016 "Best Trade Finance Bank in Mongolia"
- **Global Finance Magazine** 2015 "Best Trade Finance Provider Mongolia"
- **Asian Development Bank** 2015-2017 "Leading Partner Bank in Mongolia"
- The World Economic Forum honoured Trade and Development Bank of Mongolia as a Global Growth Company



ASIAMONEY

VISA



GTR Global Trade Review

GLOBAL FINANCE



Asian Development Bank

WORLD ECONOMIC FORUM

COMMITTED TO IMPROVING THE STATE OF THE WORLD

Cooperation with international FIs

- Maintains 45 nostro accounts in 15 currencies at 31 top rated foreign banks in 15 different countries
- Direct correspondent banking relationship with more than 150 foreign financial institutions
- Combined USD 701.2 million trade finance lines from 52 large foreign financial institutions (as of 4Q 2017)
- Cooperation with Visa, MasterCard, UnionPay, JCB, Diners Club and Discover

ING

atlantic forfaitierungs ag

COMMERZBANK

UniCredit

Standard Chartered

ADB Asian Development Bank
FIGHTING POVERTY IN ASIA AND THE PACIFIC

INTERNATIONAL INVESTMENT BANK

ANZ

euroclear

FMO
Entrepreneurial Development Bank

SMBC

TK6

中国银行
BANK OF CHINA

ICBC

MUFG

Bank of Tokyo-Mitsubishi UFJ

Banca Popolare di Sondrio

DZ BANK

ERSTE BANK

中国农业银行
AGRICULTURAL BANK OF CHINA
内蒙古自治区分行

中国建设银行
China Construction Bank

Experienced Management Team

With extensive industry experience in Mongolia and overseas, the management team has successfully steered the Bank through growth and downturns

Vision and Strategy

Mr. Randolph S. Koppa



**Executive
Vice Chairman**
Over 50 years of experience

Mr. Medree Balbar



President
Over 25 years of experience

Mr. Orkhon Onon



CEO
Over 20 years of experience

**Mrs. Otgonbileg
Demchigjav**



**Deputy CEO and
Chief Risk Officer**
Over 20 years of experience

Strong Execution Capability and Industry Expertise

**Mr. Soronzonbold
Lkhavgasuren**

Deputy CEO
Over 15 years of experience

Mr. Orgodol Sanjaasuren

Deputy CEO
Over 18 years of experience

**Mr. Khurelbaatar
Dambijav**

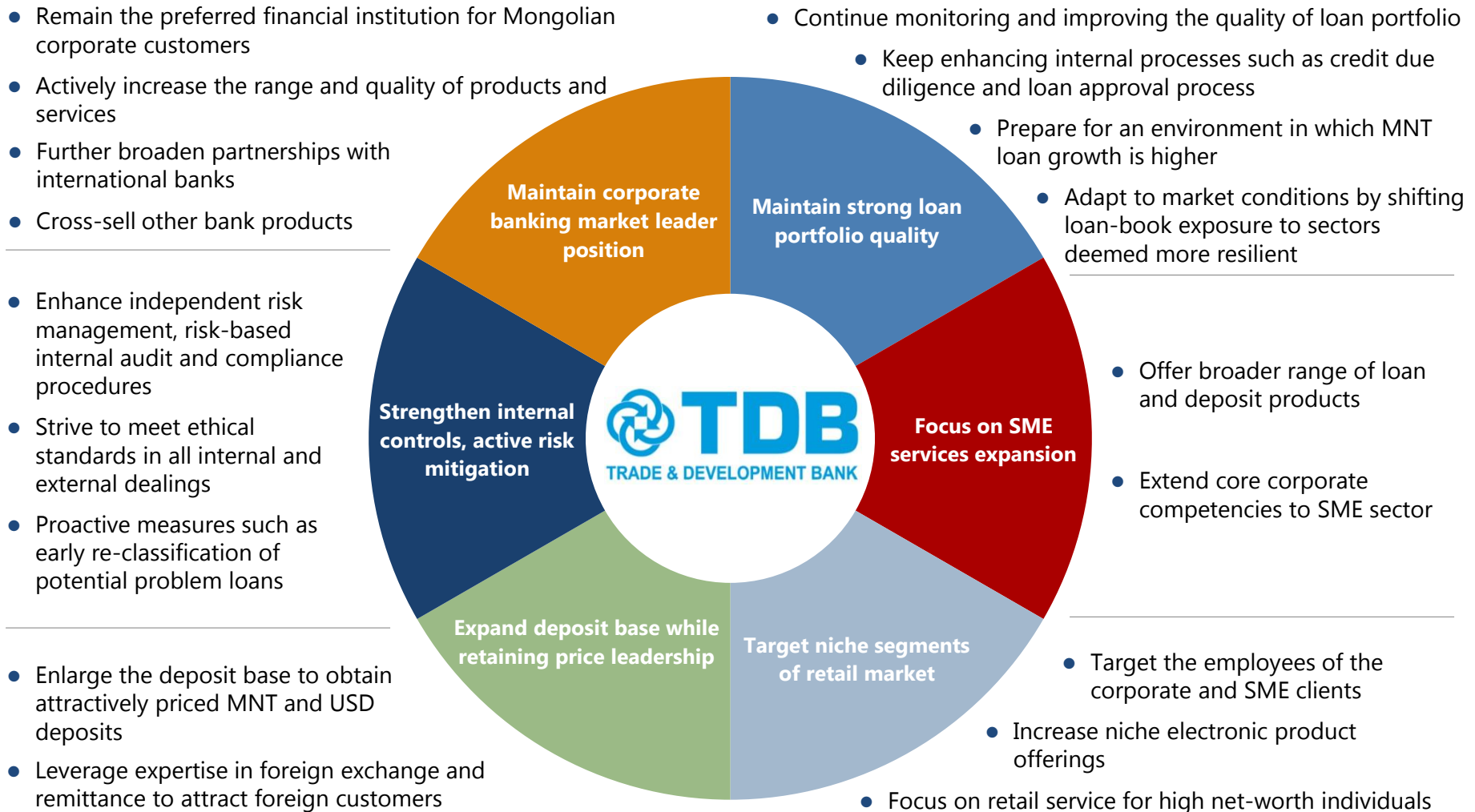
Deputy CEO
Over 27 years of experience

An experienced and dedicated management team:

- Top three executive officers have over 25 years TDB management experience in total, and have been managing TDB together for 10 years
- Proven success in maintaining TDB's strong leadership in corporate and international banking
- Good mix of foreign and domestic banking experience
- Successfully established strong relationships with a wide range of international financial institutions

Clear and Focused Strategy

Remain focused on corporate banking with targeted expansion into retail & SMEs



Robust Risk Management Framework

Leading risk management framework & robust corporate governance structure

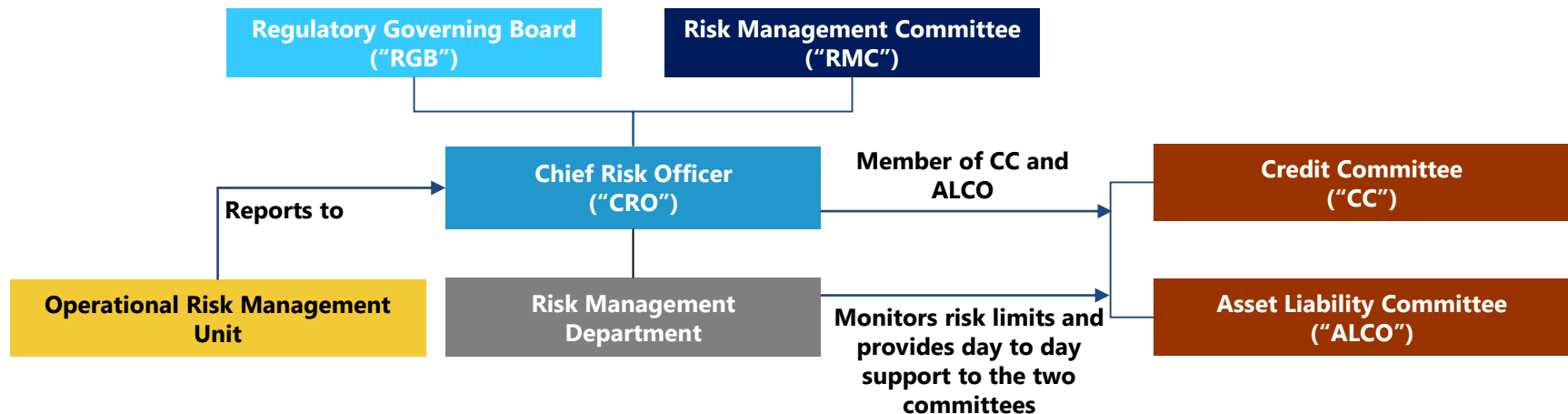
Market leader in risk management

- First Mongolian Bank to introduce an independent Risk Management Committee
- Appointed Chief Risk Officer to oversee risk governance framework reporting to the RGB and Risk Management Committee on quarterly basis
- Strive to apply Basel II / III principles for corporate loan portfolio and to be the most advanced bank in Mongolia to move towards international banking standards

Strong corporate governance structure

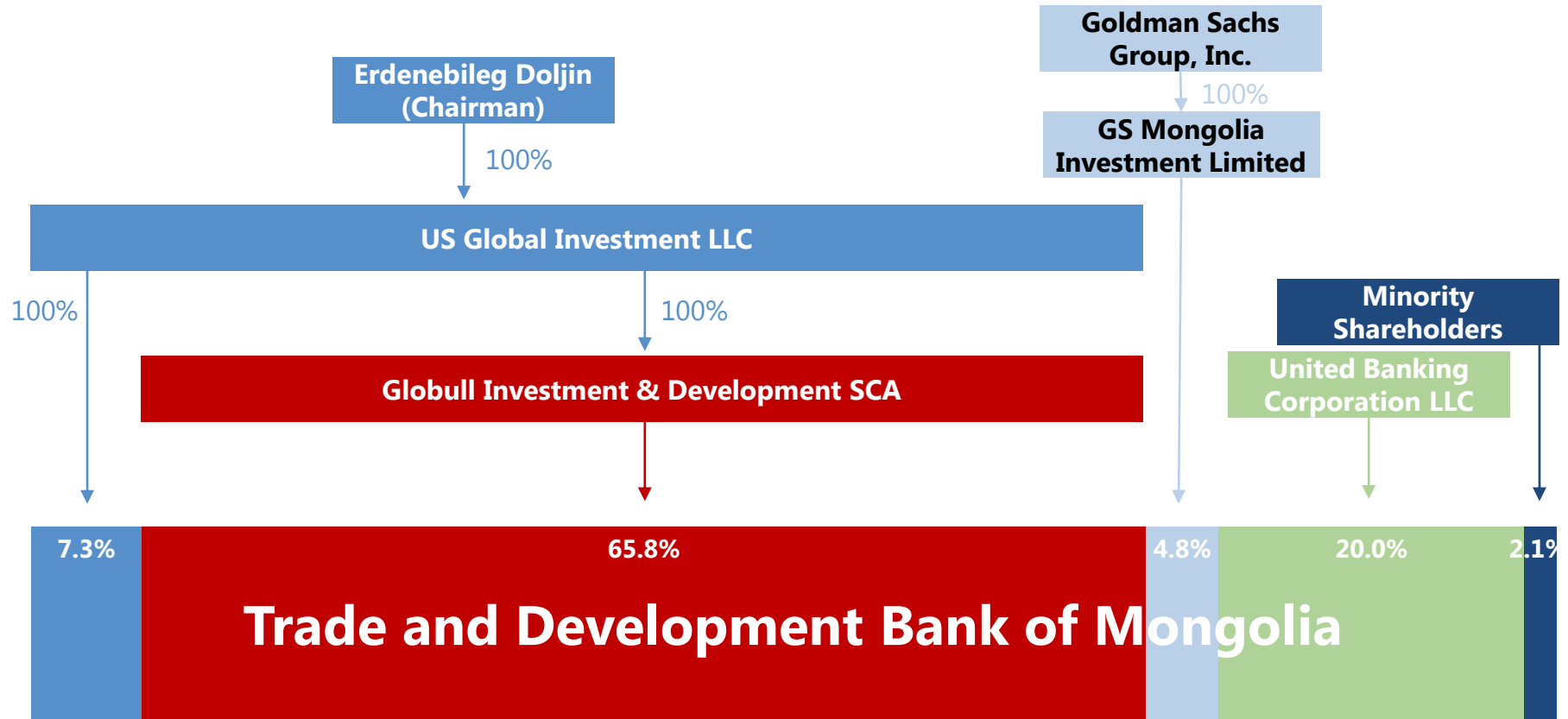
- Formally appointed Shagdarsuren Zuunai as independent non-executive director on the RGB on 27 April 2012
- Established Audit Committee and Risk Committee in 2011
- Established General Audit Unit and Special Audit Unit to provide independent and objective assurance and consulting services
- Based on PwC recommendations implemented comprehensive compliance programmes

Risk governance framework



Stable Ownership Structure

Stable ownership over time



TDB strives to internationalize and diversify its shareholder base as demonstrated by Goldman Sachs Group's 2012 equity investment

*Note: There has been some changes to the shareholding structure of the bank in June and July.
Source: Trade & Development Bank of Mongolia*



Trade and Development Bank

14210 Peace Avenue 19

Sukhbaatar District 1st Khoroo

Ulaanbaatar, Mongolia

Swift: TDBMMNUB

www.tdbm.mn

Thank you for your attention

Erkhembayar Baltsukh

**Director of International and
Corporate Relations Department**

T +976 11 319943 ext. 1495

F +976 11 312418

E erkhembayar@tdbm.mn