

USE OF IPO PROCEEDS REPORT OF TRADE AND DEVELOPMENT BANK OF MONGOLIA

Within the framework of its medium-term strategy of becoming a “Green Bank”, Trade and Development Bank of Mongolia (TDBM) has set to use net proceeds from its Initial Public Offering (IPO) of 5% of the Bank’s total issued shares, to finance its sustainable loans in line with eligible categories specified in TDBM's Sustainability Framework. From the primary market, TDBM received 2,528 orders, total of MNT 105.5 billion (equivalent to approx. USD 30.5 million) for the Bank’s shares, which surpassed its initial target of MNT 83.5 billion (or USD 24.2 million equivalent), and closed its IPO with oversubscription status of 126.4%.

In accordance with TDBM's strategy to expand its presence in Small & Medium Business (SMB) and retail markets, net proceeds from Bank's offerings are expected to be allocated towards following business segments:

- I. Corporate segment: 50.0%
- II. SMB segment: 20.0%
- III. Retail segment: 30.0%

Use of IPO proceeds report (by the loans issued for the period from May 28, 2023 to June 30, 2023):

NET PROCEEDS FROM TDBM'S IPO :	MNT 83,500,000,000.00
- From which the amount to be allocated to Corporate segment	MNT 41,750,000,000.00
- From which the amount to be allocated to SMB segment	MNT 16,700,000,000.00
- From which the amount to be allocated to Retail segment	MNT 25,050,000,000.00
TOTAL AMOUNT OF ISSUED LOANS :	MNT 4,000,803,405.00
TOTAL IPO UTILIZATION PERCENTAGE:	4.79%

	Number of issued loans	Issued loan amount	Issued loans' share in total issued loans /by percentage/	Issued loans' share in total IPO funding allocated to business segments
TOTAL	62	MNT 4,000,803,405.00	100.00%	
B. By business segments for which loans were issued:				
I. Corporate segment	1	MNT 256,883,965.00	6.42%	0.62%
II. SMB segment	-	-	-	-
III. Retail segment	61	MNT 3,743,919,440.00	93.58%	14.95%

Report prepared and verified by:

Nyamsuren D.
Head, Green Funding Office

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I. Corporate segment:

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TOTAL AMOUNT OF ISSUED LOANS:		MNT 4,000,803,405.00				
TOTAL IPO UTILIZATION PERCENTAGE:		4.79%				
	Business segment	Business segment's loan product type	Number of issued loans	Issued loan amount	Issued loans' share in total issued loans /by percentage/	
TOTAL						
			62	MNT 4,000,803,405.00	100.00%	
A. By eligible categories of TDBM's Sustainability Framework:						
I. Green loan categories						
1. Renewable energy						
		-	-	-	-	
2. Low-pollution energy						
		-	-	-	-	
3. Energy efficiency						
Corporate segment		Green business loan	1	MNT 256,883,965.00	6.42%	
Retail segment		Green consumption loan via e-commerce platform	21	MNT 41,689,440.00	1.04%	
4. Green buildings						
		-	-	-	-	
5. Sustainable water and waste use and treatment						
		-	-	-	-	
6. Sustainable agriculture, land use, forestry & biodiversity conservation						
		-	-	-	-	
7. Clean transport						
Retail segment		Eco car loan	30	MNT 927,410,000.00	23.18%	
II. Social loan categories						
1. Affordable basic infrastructure						
		-	-	-	-	
2. Affordable housing						
Retail segment		Affordable housing loan	10	MNT 2,774,820,000.00	69.36%	
3. Access to Essential Services						
		-	-	-	-	
4. SME Financing and Microfinance						
		-	-	-	-	
B. By business segments for which loans were issued:			Number of issued loans	Issued loan amount	Issued loans' share in total issued loans /by percentage/	Issued loans' share in total IPO funding allocated to business segments
I. Corporate segment			1	MNT 256,883,965.00	6.42%	0.62%
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III. Retail segment			61	MNT 3,743,919,440.00	93.58%	14.95%

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