



USE OF IPO PROCEEDS REPORT OF “TRADE AND DEVELOPMENT BANK JSC” 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 December 31, 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 46,896,883,965.00
TOTAL IPO UTILIZATION PERCENTAGE:	56.16%

Use of IPO proceeds report (by the loans issued for the period from May 28, 2023 to December 31, 2023)

	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	248	MNT 34,597,441,575.00	100.00%	
B. By business segments for which loans were issued				
I. Corporate segment	6	MNT 4,370,000,000.00	12.63%	10.47%
II. SMB segment	65	MNT 13,971,000,000.00	40.38%	83.66%
III. Retail segment	177	MNT 16,256,441,575.00	46.99%	64.90%