

FEBRUARY 2021 ISSUE#01

# INVEST IN MONGOLIA

MONTHLY NEWSLETTER OF THE NATIONAL  
DEVELOPMENT AGENCY

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REGULATORY AGENCY OF GOVERNMENT  
NATIONAL DEVELOPMENT AGENCY



**BATJARGAL.KH**

Chairman of National Development Agency  
of Mongolia.



**BULGANCHIMEG.B**

Deputy Chairperson in charge of foreign  
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**DULGUUN.B**

Deputy Chairperson in charge of develop-  
ment policy and planning

## FOREWORD

Dear reader,

The National Development Agency plans to launch comprehensive investment environment reform in 2021, which will include updating the investor census in partnership with other government agencies, digitalizing services for investors during the pandemic, promoting the Invest Mongolia campaign, and improving the legal environment for investment. We are publishing our "Invest Mongolia" newsletter in Mongolian and English to provide you with updates on Mongolia's investment environment. If you have any suggestions regarding the newsletter, please send an email to [info@nda.gov.mn](mailto:info@nda.gov.mn).

YOURS SINCERELY  
**THE NATIONAL DEVELOPMENT AGENCY**

[www.investmongolia.gov.mn](http://www.investmongolia.gov.mn)

# the **SAVE** **MAZAALAI**

## **STATUS:**

Gobi bears, known as mazaalai in Mongolian, live in a part of the desert called the Great Gobi Strictly Protected Area (GGSPA). This is one of the world's largest nature reserves, but it's a tough place to be. Gobi bears are forced to travel large distances across the dry, dusty desert in search of an oasis. Here, they have a chance of finding food and water – the “bear” necessities of life!

LOCATION:  
**MONGOLIA**

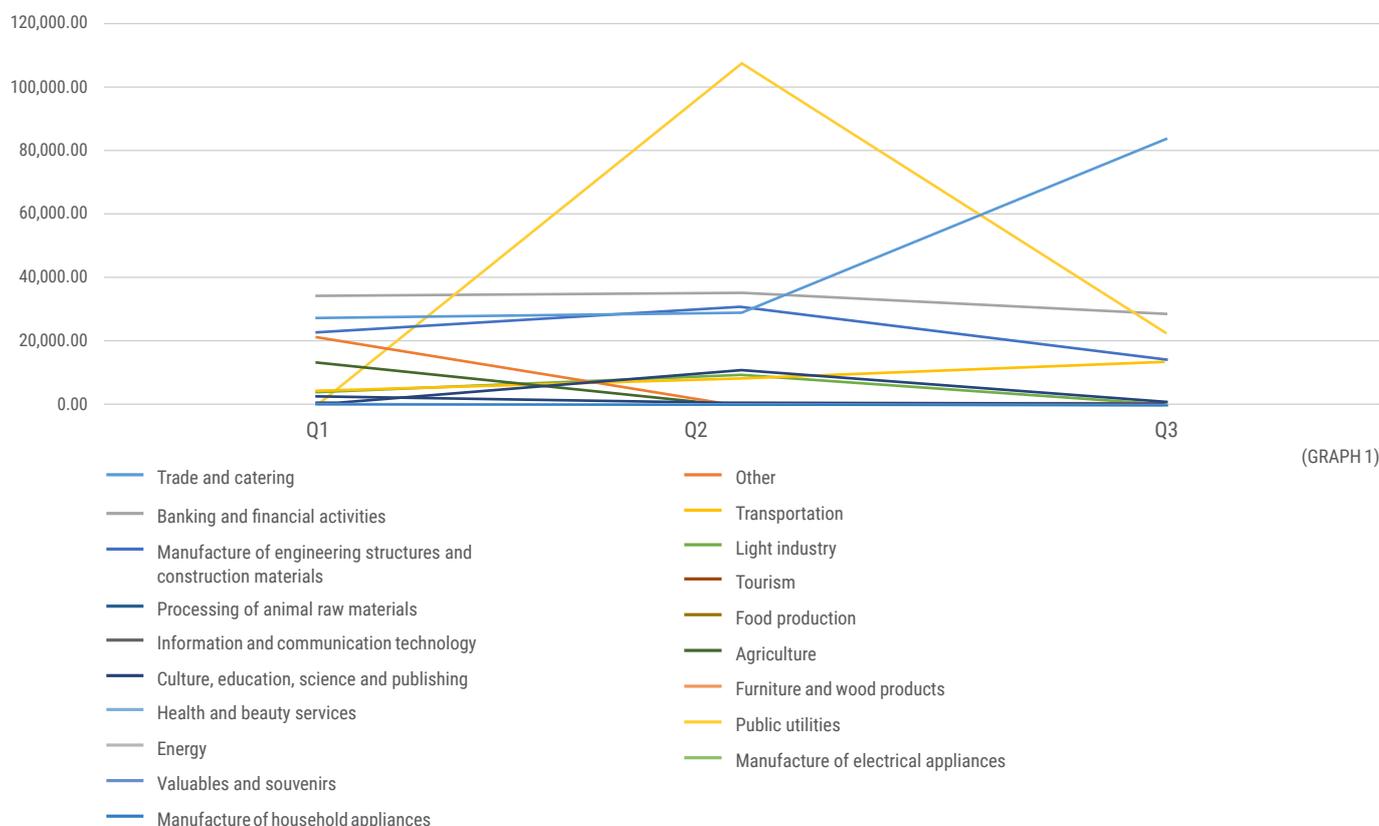
POPULATION: **60**



Gobi Bear Foundation

# FOREIGN DIRECT INVESTMENT

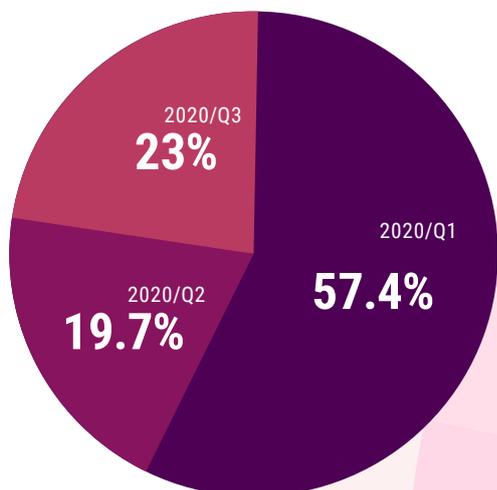
AMOUNT OF FOREIGN DIRECT INVESTMENT IN MONGOLIA IN Q1-Q3 2020, BY SECTOR (GRAPH 1)



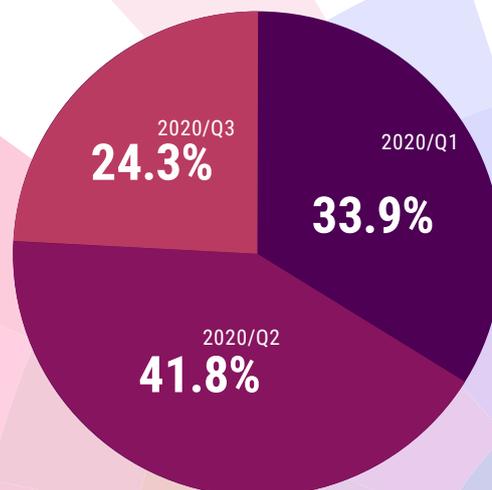
(GRAPH 1)

At the end of 2020, total foreign trade turnover decreased by 6%, (USD 877 million) compared to the same period of the previous year, and amounted to USD 12.87 billion. Exports decreased by 1% (USD 43 million) and imports decreased by 14% (USD 834 million). During the reporting period, the trade balance increased by USD 790 million compared to the same period of the previous year, resulting in a surplus of USD 2.28 billion.

Number of foreign direct investment companies registered in Mongolia in Q1-Q3



Amount of foreign direct investment in Mongolia in Q1-Q3 2020



## UPDATE ON THE OYU TOLGOI PROJECT

When the Oyu Tolgoi Underground Mining Development and Financing Plan was approved in 2015, Parliament and Cabinet expected that the underground mine would start operating in January 2021.

However, the start of operations has been postponed until October 2022, and according to the new financial estimates of the revised Oyu Tolgoi Feasibility Study, the project's investment costs are USD 1.4 billion more than originally planned, leading to a decline in the economic benefits of underground mining.

As the cost of this investment has increased, Mongolia's dividend payment period will also be delayed. Therefore, in December 2019, the Government of Mongolia established a working group to negotiate with the Oyu Tolgoi project investor and improve the investment agreement, in accordance with the laws and regulations of Mongolia.

Representatives of the working group and the newly appointed CEO of Rio Tinto, Jakob Stausholm, held an online meeting on December 18, 2020, to discuss the situation. The Government of Mongolia has demanded that management fees be more closely linked to performance and that interest rates on loans

be reduced.

Suggestions were also made to explore the possibility of working more effectively to improve the performance of the management team and reduce cost overruns.

Under a new agreement, work has begun on an external review to determine the cause of the initial overstatement of capital expenditures, and a response is pending.

The underground mine is expected to become the fourth largest mine in the world. It is in our country's interest to have such a world-class mine operating in Mongolia.

Therefore, the government supports the implementation of the project. The government is focusing on improving the contract, because if the project is not profitable, it will be difficult to move on.

Investors have also expressed interest in working together on this issue. Negotiations are still underway, but the two sides believe that the issue will be favorably resolved.



# FOREIGN TRADE REVIEW

## ASIA-PACIFIC TRADE

Mongolia became the seventh official member of the Asia-Pacific Trade Agreement in November 2020, with the agreement ratified on January 1, 2021.

The agreement aims to expand trade between developing member countries, stimulate economies, liberalize trade, promote mutually beneficial cooperation, reduce tariffs, and alleviate other trade-related barriers between member countries.

Mongolia's accession will allow Mongolian companies to enjoy a 5-100 percent tax credit on more than 10,000 items exported to the six fast-growing APTA countries, which are home to more than 2.9 billion consumers.

Furthermore, the trade agreement will help Mongolia connect to global and regional supply chains, and will create more favorable conditions for attracting investment.

## TRADE FACILITATION AGREEMENT

On November 24, 2016, Mongolia became the 99th country to join the World Trade Organization's Trade Facilitation Agreement.

As a developing and landlocked country, Mongolia's full implementation of the agreement has the potential to reduce trade costs, transit costs, the time it takes to import and export goods, and improve the coordination of border control agencies.

A National Committee was established in 2017, chaired by the Minister of Foreign Affairs, to oversee the implementation of the agreement and facilitate cross-sectoral coordination.



# GOVERNMENT ACTION PLAN

## MEASURES TAKEN BY THE GOVERNMENT OF MONGOLIA DURING THE COVID-19 PANDEMIC

### FAST

- Within the framework of centralizing public services for foreign investors, reducing service delivery time, eliminating difficulties, and creating more favorable conditions, "Investor's Reference" has been published by the National Development Agency at [www.invest-assist.gov.mn](http://www.invest-assist.gov.mn).
- This will allow investors and government officials to work online, saving costs and time during the COVID-19 pandemic.
- The E-Mongolia project has been launched to digitalize all public services in Mongolia, and to develop e-governance.
- During the COVID-19 pandemic, citizens can use the web portal [www.e-mongolia.mn](http://www.e-mongolia.mn) and the E-Mongolia mobile application to access government services at home, at any time, without having to visit a government agency.
- Currently, 181 services from 23 different government organizations are available online.

### FOCUSED

- Every child under the age of 18 will receive MNT 100,000 per month.
- The government will take measures to defer state-subsidized mortgage loan payments until July 1, 2021, based on a borrower's request, and to extend loan terms without increasing the outstanding balance.
- Businesses that export minerals and petroleum products will under a special infection control regime; all workers will be protected from infectious diseases and safe conditions will be created.
- To ensure the normal export of minerals and oil, border crossings will operate at full capacity under a special infection control regime.
- From December 1, 2020, to July 1, 2021, the government will be responsible for covering the electricity, heating, and waste disposal costs for some companies.
- Electricity costs have been eliminated for all households from December 1, 2020, to July 1, 2021.
- The price of one sack of coal briquettes was reduced by 75 percent.

### FUTURE LOOKING

- The process of gradually bringing back citizens who are abroad will be intensified based on the advice of professional organizations. Four chartered flights will be operated in February.
- The government will begin the vaccination of the population in the first 100 days of the new Cabinet.
- The Government of India has agreed to supply a COVID-19 vaccine to Mongolia, and 150 Mongolian doctors began e-training for vaccination on January 19, 2020.
- In India, two vaccines, Covishield and Covaxin, were approved on January 3, 2021. Covishield is the Oxford-AstraZeneca vaccine being manufactured at the Serum Institute (SII) in Pune, India, while Covaxin is a vaccine manufactured by Bharat Biotech, developed in collaboration with the Indian Medical Research Council.



I will guide you through Export Mongolia 2020 International e-Forum and Exhibition, which was held on December 15-18, 2020. Follow me and enjoy the information I have prepared!

## EVENT OVERVIEW

### FIRST STOP: International e-exhibition

More than 200 products and services offered by 60 domestic organizations were displayed in the online platform's Exhibition Hall. Information about the exhibitors' services and products could be found in 2D and 3D pavilions.

Products and services included but were not limited to wool, cashmere, leather, wood and wood products, jewelry, meat and dairy products, cosmetics, food, transportation logistics, and tourism services.

Details could be found by clicking on the pavilions. More than 300 foreign and domestic organizations and companies made contact with each other, with around 24,000 visits to the website and at least 200 brochures downloaded.

### MY IMPRESSIONS OF EXPORT MONGOLIA 2020 INTERNATIONAL ONLINE FORUM AND EXHIBITION

I believe that it was a great opportunity for business entities and stakeholders to communicate with each other through an international online event.

As the country's manufacturing, trade, and investment sectors are facing difficulties due to the COVID-19 pandemic, public and private sector representatives, entrepreneurs, manufacturers, exporters, and investors need to have a platform where they can exchange information and discuss the issues of production, trade, and investment.

It was a significant event that provided an opportunity to

engage in discussions about business opportunities, and identify possible policies and actions for the future.

The online forum and exhibition were attended by more than 2,000 delegates, with 300 foreign delegates and more than 1,700 local delegates.

The event website received more than 24,000 entries from countries such as the United States, Japan, Austria, Germany, France, Russia, China, the United Kingdom, Singapore, Vietnam, Bulgaria, India, Hong Kong, South Korea, Poland, Estonia, and Switzerland.



## SECOND STOP: B2B meetings to present projects

B2B meetings were attended by representatives of the Ministry of Food, Agriculture and Light Industry, the National Development Agency, and the World Bank Group's International Finance Corporation to introduce projects to investors.

A total of eight projects were introduced during the B2B meetings, which were attended by major foreign investors, as well as representatives of investment banks and financial

institutions.

The online platform included Mongolian companies operating in wool and cashmere (4), leather (2), industrial parks (4), food production (12), animal husbandry (2), fisheries (2), health (3). It also included information on 33 export-oriented and investment-seeking projects in four other sectors, with a combined cost of USD 925.7 million.

## MY VISION FOR THE NEXT EXPORT MONGOLIA 2020 INTERNATIONAL E-FORUM AND EXHIBITION

Following international standards, we need to carry out investment reforms to be in line with other countries in the new era of digital trade and investment.

Now that the borders are closed, we can cross the border digitally and export Mongolian products to foreign markets.

Therefore, we need to focus on Mongolia's investment environment indicators, learn to recognize quality investors, and provide better service, the regular delivery of information, and investment reform.

If we follow these steps, I am confident that the number of investors will increase significantly.

For more information, please visit: <https://www.expomongolia.org>



## ECONOMIC OUTLOOK FOR 2021

- Before assessing the situation in 2021, we must first discuss the results of 2020. Mongolia's economy was projected to shrink by nine percent in 2020, according to a study commissioned by the National Development Agency. The actual results will be calculated by the National Statistics Office in May 2021.
- Much of the economic downturn has been driven by mining, including coal exports. The government expected to export 42 million tons of coal in 2019 and 2020, but by the end of last year, Mongolia's coal exports had reached only 28 million tons. According to a study commissioned by the NDA, the CGE model estimates that the economic downturn could reach 13 percent.
- However, the government's measures, such as increased child allowances and exemptions from social security contributions, have had a positive effect on the economy, slowing the downturn to nine percent. A study is underway to determine how much the poverty rate will change in 2020.
- According to a survey jointly conducted by the World Bank and the National Statistics Office, in 2018, people in poverty accounted for 28.4 percent of the population, while children under the age of 15 accounted for 42 percent of the population in poverty. This suggests that child allowances have been beneficial to this target group during the COVID-19 pandemic.
- The most important event in 2021 is vaccination. The Prime Minister of Mongolia, L. Oyun-Erdene, has identified four goals for the government to implement in 2021, the first of which is to vaccinate the population.
- International health organizations have determined that if 75 to 80 percent of the population is vaccinated, there will be no risk of the COVID-19 virus remaining at proportions, and efforts have been stepped up to reach this goal.
- If the level of vaccination reaches these recommended levels, people's lifestyles will return to normal and there will be no need for any lockdowns or heightened states of preparedness. This would be a major factor for progress not only in the health sector, but also for the economy.
- The price of copper on the London Metal Exchange on February 1, 2021, was about USD 7,827 per ton. Goldman Sachs Group predicts that copper prices will reach USD 10,000 in 2022. In addition, the price of coal, Mongolia's largest export product, is expected to remain stable in 2021 and 2022 due to the relationship between China and Australia.
- The economy will be able to recover rapidly in 2021 if we can launch the country's long-awaited major projects and programs, while the external situation is favorable.
- While the economic recovery in 2021 may be rapid, it is expected to boost growth in the mining and infrastructure sectors. Mining accounts for 25 percent of Mongolia's budget but generates only five percent of jobs. Therefore, as there is a risk of creating economic growth without creating jobs, maintaining evidence-based employment strategies and reducing unemployment should be one of the four goals set by the government.



**DULGUUN B.**

National Development Agency Deputy  
Chairperson in Charge of Development  
Policy and Planning



# INTENSIVE ANIMAL FARMING OPPORTUNITIES - QUALITY MONGOLIAN BEEF

In this issue, we are highlighting one of the most promising sectors in Mongolia, livestock farming.

Mongolia, with vast livestock resources of over 67 million livestock as of 2020, has great potential to export its meat, milk, wool, cashmere, and leather products to the international market and grow its economy.

Within the framework of the Green Growth and Regional Development Goals set forth in Vision 2050, the long-term development policy document of Mongolia, agriculture – especially traditional pastoralism – will be developed to a new level by combining intensive animal husbandry with meat as a key strategic product. The goal is to provide the population with healthy, organic food.

With this future in mind, we're highlighting Xanadu Razorback LLC, which has been successfully operating in the field of agriculture, cattle farming, and meat production for 11 years.

## XANADU RAZORBACK LLC

Our company was established in 2009 and operates in the field of medium to higher quality standard meat. I first came to Mongolia in 1993 as a humanitarian worker, and I consulted for Mongolian farmers in Bulgan's Khutag-Undur soum, where my farm is now located. I grew up on a cattle farm in Canada and, being familiar with the agriculture business, I decided to start a family farm here.

As my family and I live in the countryside, we decided to raise a small number of cows for our own consumption, but soon enough, the meat became in demand. This motivated me to create the company Xanadu Razorback.

Xanadu is a business with a mutually beneficial model for consumers, herders, and the environment. As a consumer, you can buy high-quality meat locally and prepare it at home, a quality that you can only experience in a luxury restaurant.

As for herders, we try to buy at

a higher market price from local herders in regular intervals. It develops the agriculture business and keeps our market value steady. This not only allows herders to have a steady income at any time of the year, but also helps herders understand the importance of farming, in the long run, and enjoy supplying livestock.

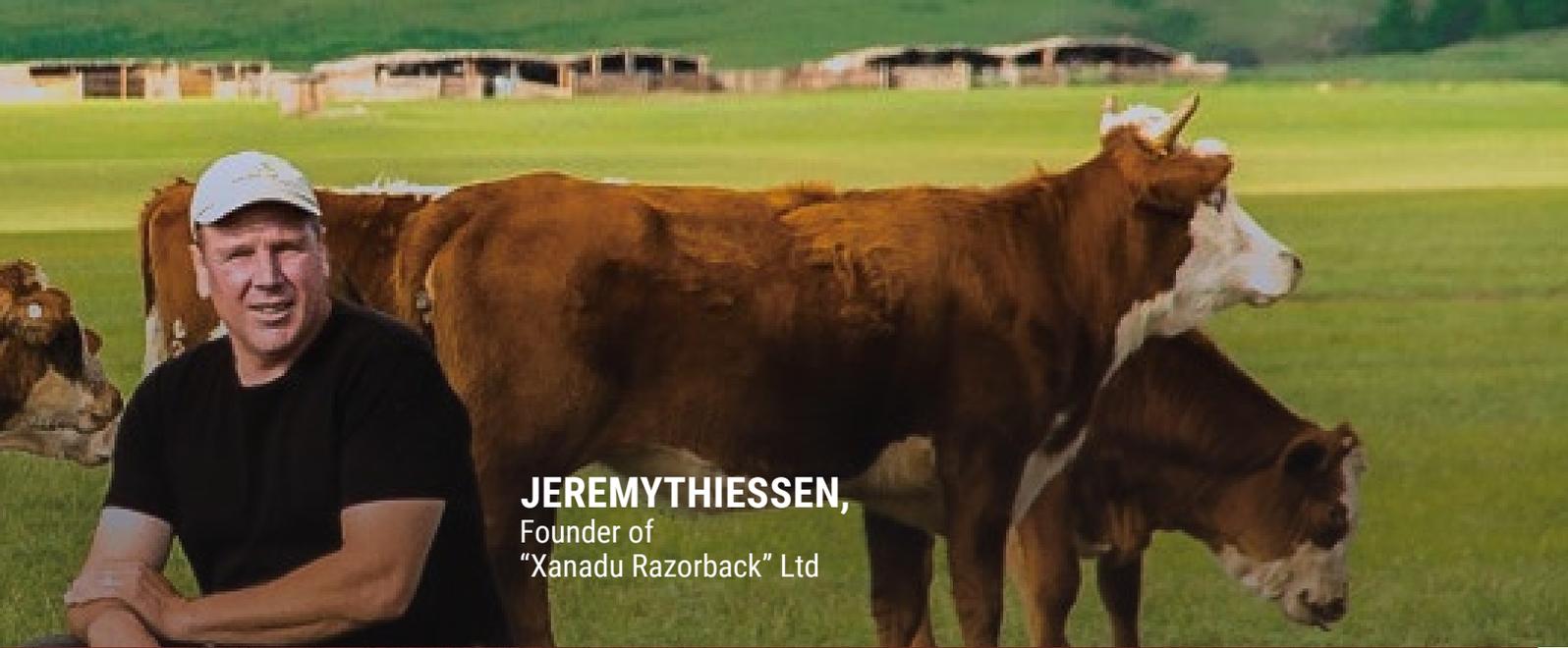


In terms of the environment, Mongolia's pasture is already overgrazed, and the soil damaged because of increasing desertification.

This raises the question of whether we should focus on the quantity or quality of our livestock. Nowadays, herders often fatten their cows until they are either two or four years of age.

This slows down livestock turnover, increases the time spent at pasture, and increases capacity; also, the meat becomes tough. Instead, we buy cattle that have been at pasture for two to three years, feed them for three to four months, reduce the load on the pasture, and work to benefit the land, if possible.





**JEREMYTHIESSEN,**  
Founder of  
"Xanadu Razorback" Ltd

We currently supply six tons of meat to the market per month, of which about 80 percent is sold to wholesalers, or restaurants and shops, and 20 percent to retailers or end users, directly through online platforms. There are more than 30 cuts of meat available.

**HOW HAS THE COVID-19 PANDEMIC EFFECTED YOUR BUSINESS?**

During the quarantine due to the outbreak of COVID-19, the company experienced delays in long-distance delivery, as well as in-city distribution, as it took days to obtain a QR code.

In terms of sales during the COVID era, wholesale sales declined in November-December 2020 due to a complete cessation of the catering

industry, and online retail sales were relatively low. In January 2021, the economy slowed and the purchasing power of individual consumers declined.

Even after the restaurants opened, wholesale purchases declined due to the pandemic protocols. But through e-commerce, we started retail sales and had a relatively low loss. In terms of operations, they have been relatively stable compared to other companies.

**FUTURE GOALS**

We estimate that we can supply only 10% of our target customers currently. To increase capacity, it is necessary to carry out a series of activities, such as streamlining the farm, making the feeding of the cows more efficient and

accessible, conducting research, and raising funds for construction, increasing equipment, and improving logistics. Compared to when we were first established, we are proud to have a capacity of 600 cows at a time and our current workshop. We are trying our best to continue growing at this speed, and we plan to pay more attention to the domestic market in the next five years.

Of the potential sectors developing in Mongolia, the meat industry has the greatest potential. As an investor in the meat industry, you can produce a healthy, organic Mongolian brand with ready land, experienced livestock workers, and vast livestock resources, and appear on the world stage together.



**xanadu**  
Razorback Ltd.



XanaduRAZORBACKLtd.



+976 8689 6869



www.xanadurazorback.com

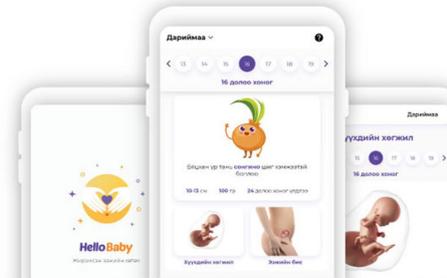
# MONGOLIAN START-UPS TO INVEST IN

hello  
babu



## “HELLO BABY”

ЖИРЭМСЭН ЭЭЖИЙН ХӨТӨЧ  
АППЛИКЕЙШН



## HELLO BABY - APP

The founders of the Hello Baby app were inspired by the problems they faced during pregnancy and child rearing and noticed the need for accessible content about the full cycle of pregnancy.

The company's motto is “You will be guided and informed through every part of your wonderful motherhood journey”. The tips and information provided by the Hello Baby app are tailored to the environment and lifestyle of Mongolian women.



Hello  
Baby

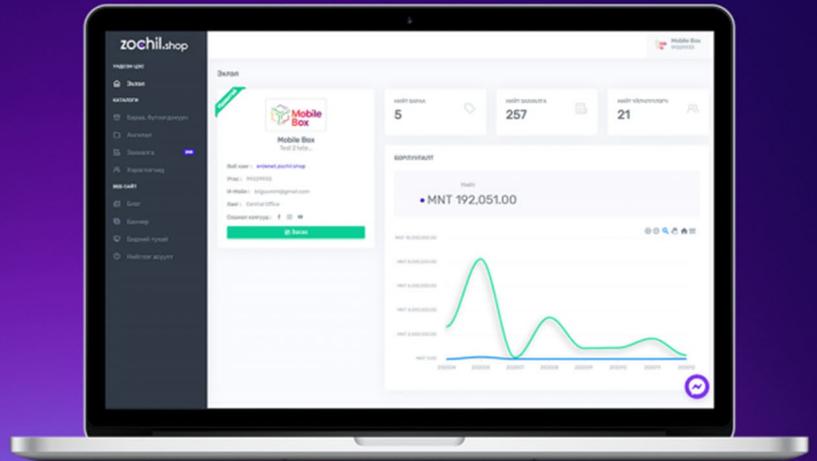
The Hello Baby app has been downloaded more than 40,000 times in just over a year.

### THROUGH THE HELLO BABY APP, PEOPLE CAN EASILY:

- Get tailored medical advice and information
- Maintain a checkup calendar
- Read about symptoms experienced by pregnant women
- Use personal planning tools and notes
- Prepare for checkups

**Z** admin.zochil.shop

**Вэбээр онлайн  
худалдаагаа  
удирдах  
боломжтой**



## ONLINE SHOPPING WITH THE ZOCHIL PLATFORM

In Mongolia, having an e-commerce business during the COVID-19 pandemic is essential.

However, developing an e-commerce business requires the use of platforms such as websites and applications, which can cost around MNT 20 million.

Zochil launched in 2019 to help small and medium-sized enterprises and entrepreneurs by creating a platform for them to sell their products and services.

Through Zochil, users can open an online business using a smart phone, regardless of location, and automate their operations to increase profits.

In addition to the mobile version of the platform, Zochil has developed admin.zochil.shop, an online sales management website.

Businesses can also use the Zochil chatbot to sell products via Facebook chat.



### AUTOMATION:

- Connected to QPay, SocialPay and MonPay payment instruments
- Support sales through links found in the MonPay and SocialPay apps
- Manage your store through Facebook and Instagram
- Customers can shop via Facebook Messenger



# INTRODUCTION OF THE E-MONGOLIA PROJECT

**e**mongolia  
Уулзах, Өндөрлөх, Өсөх



for iOS/Android



Mongolia's long-term development policy, Vision 2050, and the Government's Action Plan for 2020-2024 include the phased digitalization of public services. Accordingly, the Department of Communications and Information Technology officially introduced the integrated e-service system E-Mongolia to the public on October 2, 2020.

The E-Mongolia system currently includes 181 services from 23 government agencies and is working to integrate about 600 government services in 2021. Citizens can get the government services they need online from the website [www.e-mongolia.mn](http://www.e-mongolia.mn), and the E-Mongolia mobile application.

The government has implemented the following activities to expand cooperation with the private sector to improve the application of e-services:

- Supporting E-Mongolia, telecommunication companies such as Mobicom, Skytel, Unitel, and G-Mobile have introduced zero data access fees for citizens when using the mobile application and web portal system.
- E-Mongolia is integrated with the Chimege system, which enables visually impaired users to access the platform through audio instructions. Soon, E-Mongolia will create a system that gives more people living with disabilities access to all public services through the network.
- By working in partnership with commercial banks, users will be able to access the E-Mongolia platform through internet banking and bank mobile applications.
- By cooperating with Mongol Post, E-Mongolia users can have documents such as ID cards and passports delivered to their home address.
- To improve customer service, a chatbot system has been successfully introduced. As a result, Mongolian citizens at home and abroad can receive customer service, regardless of time and place.

E-Mongolia is working to ensure that public services come to the people instead of the other way around. For example, in the future, people will receive a notification to

renew their passport, state ID, or driver's license one to six months before its expiration date. E-Mongolia is working to develop a system that will allow renewal simply by clicking the "yes" button when they receive a notification.

Statistics show that the demand for e-government services is increasing every day. According to data from the last two months, an average of 4,000-6,000 people a day receive government services through the E-Mongolia platform. As of January 25, 2021, a total of 511,557 citizens have applied for services through the E-Mongolia system and received 398,167 public services.

Through this digital transformation, citizens now have hassle-free access to government services from anywhere with internet access, which also results in reduced government costs.

For example, if the workforce, paper consumption, and fuel consumption are taken into account, the state will save over MNT 24.2 billion per year through E-Mongolia. The platform allows for 492 million MNT to be saved in stationery costs, over MNT 2.46 billion in postage, MNT 612 million in fuel, and over MNT 20.6 billion in wages.

In addition, new legislation is being developed to accelerate the government's digital transition and improve the legal environment for e-governance. For example, draft legislation on government electronic communications, information security, and data protection are being jointly developed by the Ministry of Justice and Internal Affairs and the Department of Communications and Information Technology Authority.



**S. GANTOGOO**  
HEAD OF POLICY AND PLANNING  
STRATEGY DEPARTMENT  
COMMUNICATIONS AND  
INFORMATION TECHNOLOGY  
AUTHORITY

# MARKET FOCUS:

## MONGOLIA'S FINTECH INDUSTRY

### What is fintech?

Financial technology (fintech) is the term used to describe any technology that delivers financial services through software, such as online banking, mobile payment apps, and cryptocurrency. In short, fintech is the intersection of the financial and technology sectors. Fintech is a broad category that encompasses many different technologies, but the primary objectives are to reduce the expense of transactions, fees, and charges by not only creating new categories of financial services, but also making existing services cheaper, safer, and faster through the application of financial services technologies. In other words, there is no longer any need to queue at a bank to receive financial services.

### Fintech in Mongolia

In Mongolia, the fintech industry has been developing since 2014, with the help of fintech companies such as LendMN, Ard Credit, Most Money, ZeelMN, Mobi Finance and Hi-Pay, which have played important roles in the development of the fintech industry by expanding the range of fintech products and services available. There are 3.32 million smart phone users in Mongolia, 59% of these users are accessing the internet through broadband connections (3G and 4G). (Source: Communications Regulatory Commission of Mongolia.)

Due to the widespread use of smart phones, Mongolians are becoming more likely to use online banking and fintech applications to access their bank accounts to acquire loans and other financial services. This is because fintech differs from traditional banking and financial services by allowing customers to verify themselves and get desired financial services remotely, saving customers time and money. Leading fintech company LendMN NBFJ JSC provided more than 835,000 loans to 93,081 borrowers, saving MNT 91 billion in loan processing costs and 279,000 hours (31.8 years) which would have been spent on getting loans from traditional banking and financial institutions, according to their data. (Source: LendMN NBFJ JSC, lend.mn)

### Fintech-related Regulations in Mongolia

The Law on National Payment Systems, which has been in effect since 2018, regulates payment and guarantees for digital currency. The Bank of Mongolia grants payment service licenses to fintech companies that qualify for requirements stated in the Law on National Payment Systems.

Digital currency in Mongolia, in the legal sense, is issued by or approved by the Bank of Mongolia with a value equal to MNT. Digital currency has the following characteristics: funds are stored electronically, backed by cash, accepted by third parties other than the issuer and its customers, freely convertible to cash, cannot serve as funding for loans, and one digital currency unit equals one 1 tugrik (the smallest unit of Mongolian currency).

## SUCCESS STORIES OF MONGOLIA'S FINTECH COMPANIES



Ard Credit NBFJ JSC offers a range of financial products and services to its customers through its proprietary mobile wallet. ArdApp features self-enrollment, AI-backed credit scoring, a unique loyalty points system based on blockchain technology, and a powerful cross-selling platform for e-commerce, insurance, brokerage, and payments services.

The company's share price is rising rapidly. In 2020, they offered 25% of their shares (70 million) to the public, receiving MNT 2.5 billion from strategic investors, and 1,763 individuals and business entities placed primary market orders totaling MNT 7.3 billion, exceeding the estimated earnings by 299 percent.



LendMN NBFJ JSC is the first Mongolian fintech company to allow its users to obtain quick loans without collateral using a mobile application powered by artificial intelligence-based credit scoring. LendMN NBFJ JSC was named the Best e-Service Company in Mongolia by AsiaMoney magazine in 2019, and Best Fintech Company in 2020 by Global Banking & Finance Review. In 2020, LendMN was granted permission from the Financial Regulatory Commission to issue LendMN bonds to be publicly traded on the stock market. This bond was the first open fintech bond issued on the Mongolian stock market. And Global LLC, the parent company of And Systems LLC and LendMN NBFJ JSC, has entered into a strategic partnership

and investment agreement with Marubeni Corporation, a Japanese trading and investment company, to introduce its fintech solutions internationally.



Mobi Finance NBF LLC has been successfully implementing the SMS Loan, an online micro loan service introduced to the Mongolian market. The MonPay application is utilized to make cash transfers, apply for micro loans, and to make payments and transactions within seconds.

MonPay differs from other financial services apps by encompassing several services, such as online shopping, the purchase of train and movie tickets, food deliveries, game charging, coupons, rewards, and bonuses, available all in one place.



The Sendly application, developed by Mongolian experts, is the first officially licensed international money transfer service designed for Mongolians abroad.

Gyals Credit NBF JSC has started cooperation with Golden Money Transfer, Prabhu Money Transfer, and Moneytun, companies which have money transfer licenses in 31 U.S. states, and has launched the online money transfer application Sendly.



High Payment Solutions LLC was established in 2018 to build a nationwide payment ecosystem, implementing the first-ever Mongolian payment gateway service based on the latest available technology, complying with international standards.

Hi-Pay is a comprehensive electronic payment solution that allows digital wallet tools for cards from all banks and facilitates transactions without additional fees.



The Mongolian Fintech Association aims to deliver the benefits of fintech solutions and services to the market through government approval, and to address and solve the challenges facing fintech partners by uniting them, while contributing to the development of legislation and regulations.

Currently, the association is working with the Bank of Mongolia, Ministry of Finance, and the Financial Regulatory Commission to create a sandbox regulatory framework that supports new and existing fintech organizations, allowing them to create new services and products that meet current market needs.



**BATCHIMEG.E**  
Officer, Investment Policy and  
Planning Division



# LOOKING BACK ON 2020



“The government will work to support wealth creators, foreign and domestic investment, and partner as much as possible. To that end, we are moving toward major policy reforms that will create a sustainable business environment.”

**OYUN-ERDENE.L**  
PRIME MINISTER OF MONGOLIA

“In our country, legal advisory services in the field of civil law and business law are relatively well developed and highly competitive. With the adoption of the Law on the Legal Status of Lawyers in 2012, lawyers were able to organize and cooperate in the form of partnerships.”

**SOLONGO.B**  
DEPUTY CHAIRMAN OF THE CABINET SECRETARIAT



“AmCham Mongolia would like to thank all the doctors and medical staff who worked hard to prevent the outbreak of COVID-19 in Mongolia. Mongolia is at the forefront of many countries in the world in preventing this pandemic.”

**JAY LIOTTA**  
CHAIRMAN OF AMCHAM MONGOLIA'S BOARD OF DIRECTORS

“Today's economic difficulties can only be overcome through public-private partnerships. So, trust and understanding are important. In the future, our immediate goal is to support foreign trade, attract investment, diversify non-mining exports, improve public-private partnerships, and promote Mongolian products internationally.”

**AMARTUVSHIN.O**  
PRESIDENT OF THE MONGOLIAN NATIONAL CHAMBER OF COMMERCE AND INDUSTRY



“We need to work together to turn the labor market and the human resources sector 180 degrees.”

**UYANGA.Z**  
CEO OF NITOTECH

“The IT sector provides an opportunity to work in Mongolia with a high salary meeting international standards.”

**AZBAYAR.A**  
CEO OF SPECIALIZED CAREER CONSULTING





# DOG SLEDDING

Mongolia may not be the most attractive country for winter sports but that doesn't mean we have nothing to offer. Let's take, dog sledding, for example, an increasingly new favorite of the UB community! Dog sledding is common all over the world.

The use of dogs to pull sledges through the snow and ice began in Alaska and Siberia, where winters lasted most of the year. To do this, special breeds of dogs were bred every year, the Swedish travel clothing company "Fallrates" announces a dog sledding competition, and the leading online contestants go on a dog sledding trip to the North Pole in search of adventure.

And this sport is increasingly becoming famous among the urban population as Mongolians naturally tend to go for anything that requires endurance and toughness.

To promote the nomadic spirit to the world, several Mongolian athletes, including three women, took part in the famous North Pole trip and ranked quite high in the pre-selection polls.

Needless to say, now one doesn't need to make it to Alaska to enjoy the winter breeze over sledding, the very same sport can be enjoyed over River Tuul. UB Community who wanted to escape the city for a better air over the weekend, day trip to Terelj has become famous.

For those who want to spend a day in the fresh air, have fun with smart and talented Alaskan Husky buddies in the snow while enjoying the magnificent scenery of the snow-capped mountains along the river, and we recommend the dog sledding tour organized by Grand Mongolian Adventures in the Terelj National Park.

The organization can accommodate 40-220 people on a single day trip in 8-12 sledges with a total of 80 dogs at a time, and 6-8 dogs per sled.

At the beginning of the trip, some cute huskies will greet you. Then, a professional guide will seat you on a sleigh ride with a dog, and off you go sledding.

On top of the sledding, one can visit the Ice Cave, enjoy a hot meal and tea at a warm restaurant located on the campus of the organization, play snow football, and other snow games.

Route: 35 km from Ulaanbaatar, depart by bus at 9 am and return to the city at 6 pm.

The road to the destination is not too slippery, so you can even travel in any small car.

(1 km north of Tuul Terelj bridge after Terelj pass)  
When embarking on this journey, one

may wish to wear comfortable, warm clothing and be well-prepared. Also, do not worry about being solo. Many of those who took part in the trip made friends with each other.



 [НОХОЙ ЧАРГА Dog Sledding Mongolia](#)

# “INVEST IN MONGOLIA” ONE-STOP SERVICE FOR FOREIGN INVESTORS

The “Invest in Mongolia” one-stop service center officially opened its door to investors in February 2019, by the National Development Agency. In partnership with the Authority for State Registration, General Department of Taxation, Department of Foreign Citizens and Nationality, and General Department of Social Insurance, the center provides 60 different services to foreign and domestic investors.

During the COVID-19 pandemic, we continue providing services, advice, and information to investors in person, by phone and online.

The One-Stop-Shop provides the following government services, advice, and information to foreign investors:

- Investment legal advice and information; investment tax and non-tax support, guarantee advice and information;
- Receiving and resolving complaints from investors related to government activities through a virtual platform;
- Registration of legal entities with foreign investment, certification of names, amendments, inquiries, references, investor cards and other related services, advice, and information;
- Provide tax advice and information, taxpayer registration, digital signatures, inquiries, and certificates, receive reports, and collect vehicle taxes from foreign-invested companies and

investors;

- Issuance and renewal of Mongolian visas, visa permits, registration of temporary visitors, issuance and renewal of residence permits, and related advice and information;
- Services such as receiving social insurance records, making inquiries, references, and providing advice and information.



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Invest Mongolia