

**VISION**

Financial services through advances technology

**MISSION**

Leading bank in prosperities of developing Mongolia

**MONGOLIA – UNITED KINGDOM COOPERATION IN THE BANKING SECTOR**

**BAYARSAIKHAN OTGONBAYAR**  
HEAD OF FINANCIAL INSTITUTIONS OF INTERNATIONAL BANKING DEPARTMENT



# **INTERNATIONAL PRESENCE OF TDB**



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## PROFILE



Mongolia's foreign settlement and trade financing services



More than **30%** of the market



More than **300** international banks

**79** nostro accounts



**31** currencies

## INTERNATIONAL MARKET

- TDB is the only Mongolian commercial bank that has successfully issued bonds internationally.
- USD 1.14 billion have been raised through five USD 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.

## HIGHLIGHTS OF 2023



- World Economic Magazine named TDB as “Best Bank for Remittances Mongolia 2023”



BNY MELLON

- TDB opened a US dollar account with “The Bank of New York Mellon” and reconnected to the global US Dollar payment systems for the first time from Mongolia since the country's inclusion in the Financial Action Task Force (FATF) grey list in October 2019.

**Crown Agents Bank**

- Trade finance credit lines extended by Crown Agents Bank (Great Britain)

# **CORRESPONDENT BANKS AROUND THE WORLD**



# CORRESPONDENT BANKS

## STATISTICS

Correspondent banks

**347**

2023 Dec

Nostro accounts

**79**

2023 Dec

Currencies

**31**

2023 Dec

Europe % in Corr Banks

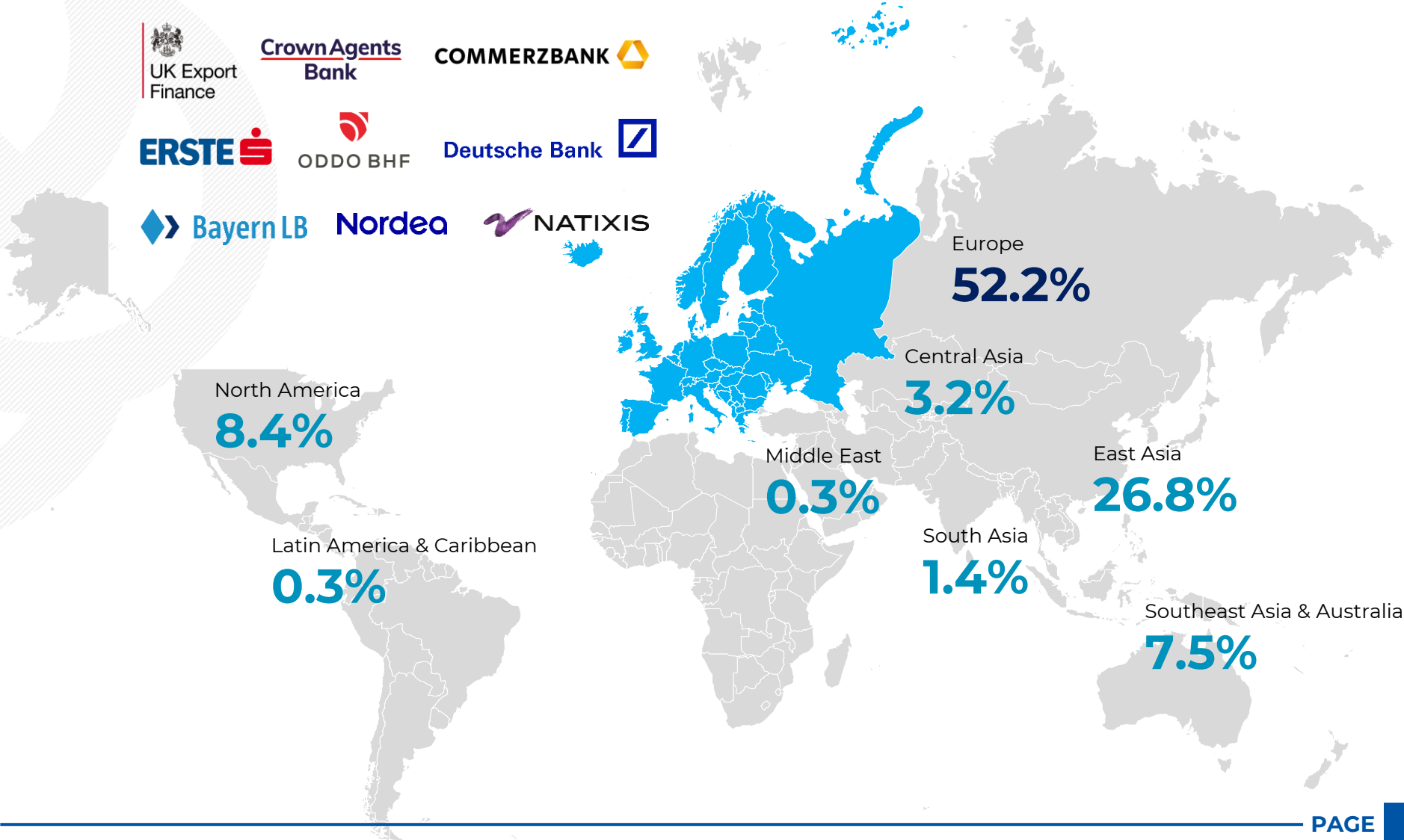
**52.2%**

2023 Dec

TF line amount %

**49.6%**

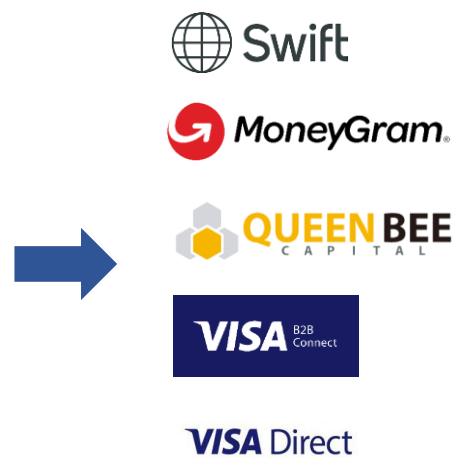
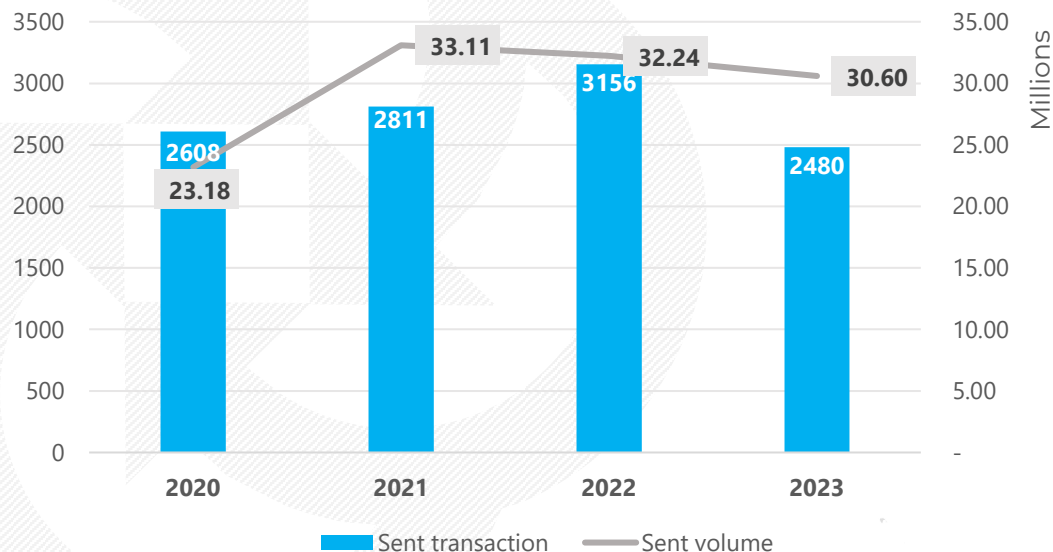
2023 Dec



# FOREIGN SETTLEMENT OVERVIEW

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Total GBP foreign transactions of Mongolia (in USD)



**LARGEST VARIETY OF PRODUCTS**

**31 TYPES OF FOREIGN CURRENCY**

## MNT Loro account of Crown Agents Bank

TDB opened the MNT loro account of **“Crown Agents Bank”** for the first time among Mongolian banks in 2022 at the request of the British commercial bank.

## GBP Clearing

**MT103**  
Number of transaction

**#1**  
In 2023

**%**  
Share of transaction






**59.9%**  
In 2023



# TRADE FINANCE OVERVIEW



# TRADE FINANCE OVERVIEW

PRODUCTS	OUTLINE
<b>Documentary Letter of Credit</b> 	Arranges conflict of interest between the parties with the purpose to decrease risk <ul style="list-style-type: none"> <li>✓ Governed by international standards and unified banking regulations</li> <li>✓ Opportunity to obtain a competitive financing</li> <li>✓ Lower cost of financing compared to direct payments</li> </ul>
<b>Letter of Guarantee</b> 	Confirm the fulfillment of payment and service obligation <ul style="list-style-type: none"> <li>✓ Resolve mutual distrust between participant parties</li> <li>✓ Confirming the fulfillment of contract performance</li> <li>✓ Expressing financial capacity of yours to the bidding coordinator</li> </ul>
<b>Long-term financing</b> 	Long-term financing with no fiscal burden <ul style="list-style-type: none"> <li>✓ In collaboration with global banks and financial institutions</li> <li>✓ Competitive interest rate</li> </ul>
<b>Transport financing</b> 	Funding for shipping and custom clearance charges <ul style="list-style-type: none"> <li>✓ Inventory on time to ensure business continuity</li> <li>✓ Receive the purchased goods according to the order and on-time</li> </ul>
<b>Factoring services</b> 	Opportunity to obtain short-term financing <ul style="list-style-type: none"> <li>✓ Cash flow improvement</li> <li>✓ Without the need for collateral</li> <li>✓ Save time as the bank collects receivables</li> </ul>

TDB provides a comprehensive range of products and services through credit lines established with **over 40 globally recognized** banks and FIs. .



# COOPERATION WITH UK EXPORT FINANCE

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**Condition**

Export financing is backed by a **100% guarantee issued** by Government of the U.K., providing customers with full coverage against any type of risk.



**Risk Mitigation**



Providing insurance and guarantees, UKEF helps protect companies from **non-payment or other financial risks.**

**Tenor**



A minimum of **20% U.K. content** can be supported, and the loan repayment period is **up to 10 years.**

**Enhanced Financing Opportunity**



Provides **various financial instruments** such as export credit guarantees, working capital loans, and buyer credits.

**Financing opportunity**



UKEF provides a guarantee to the financing bank, and **TDB will extend competitive financing opportunities to its customers for up to 85%** of the contract value.

**Financing Term**



Favorable financing terms such as **longer repayment periods and lower interest rates,** which can enhance the financial feasibility of import transactions.

USD Remittance:

**FASTER AND UP TO 6X MORE  
COST-EFFECTIVE THAN EVER!**

Enjoy the benefits now

**THANK YOU  
FOR YOUR  
ATTENTION**

**Contact:**

**Peace Avenue 19, Sukhbaatar  
district, Ulaanbaatar 14210,  
Mongolia  
[www.tdbm.mn](http://www.tdbm.mn)**