




InvesCore NBFI JSC

# 2024 Q1 Operational report

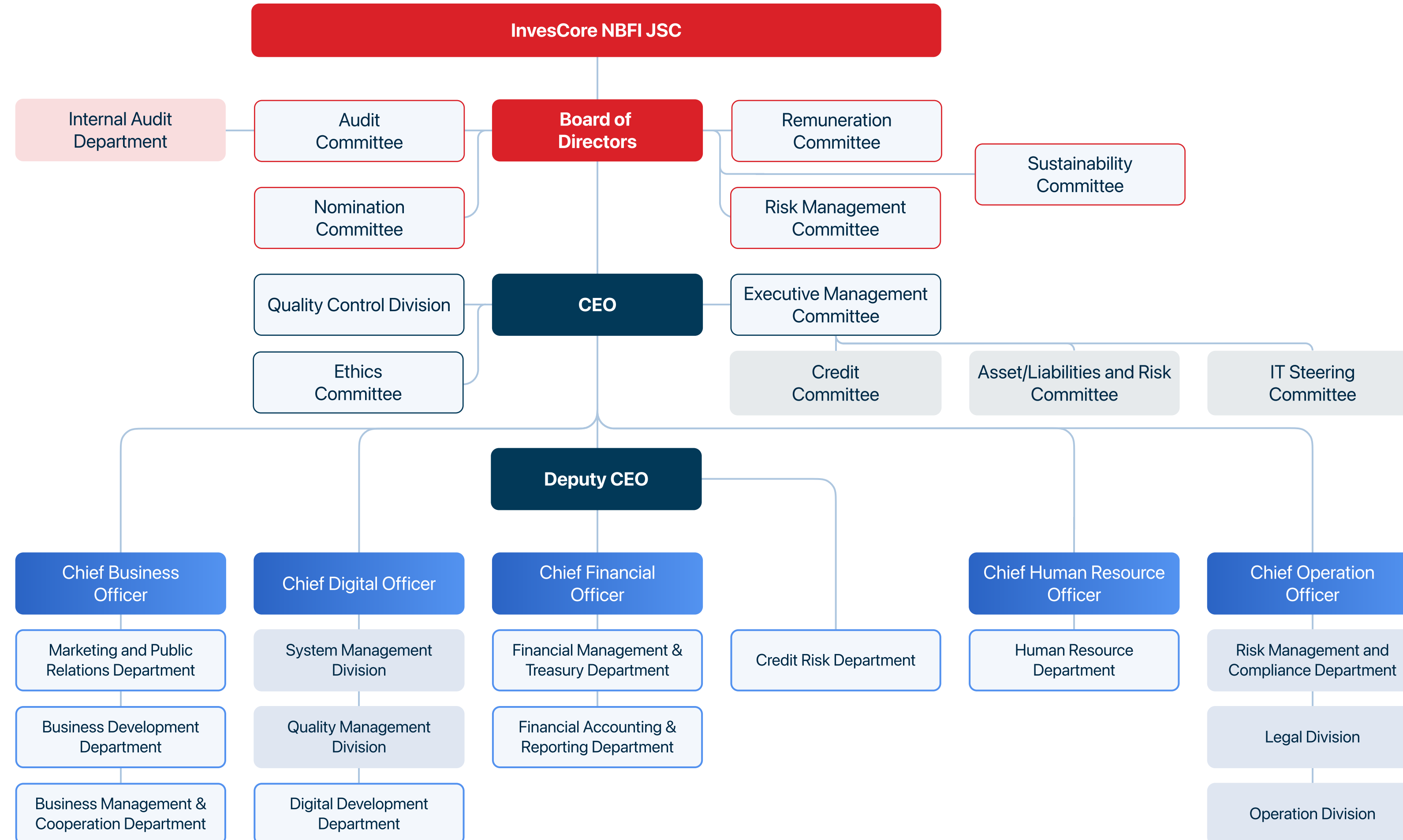


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# ORGANIZATIONAL STRUCTURE



## Main changes in organizational structure (Q1):

1. The Sustainability Committee has been formed under the Board of Directors.
2. Credit risk analysis, control and monitoring, special asset functions were combined, and a new Credit Risk Department was created and assigned to the Deputy CEO.
3. The quality control department was newly established with the information security, executive Assistant to the CEO, and internal control manager and was directly reporting to the CEO.

# MANAGEMENT TEAM



**Bayasgalan Dalaijamts**  
Chief Executive Officer



**Arslanbaatar Natsagdorj**  
Deputy CEO



**Altannavch Tsendsuren**  
Chief Operation Officer



**Battsetseg Zolboot**  
Chief Human Resources Officer



**Tuguldur Ochkhoo**  
Chief Digital Officer



**Tulga Sergelen**  
VP of Investment



**Amartuvshin Batsukh**  
Head of Business management & cooperation department



**Bilguun Ulziisaikhan**  
Head of Marketing and Public Relations department



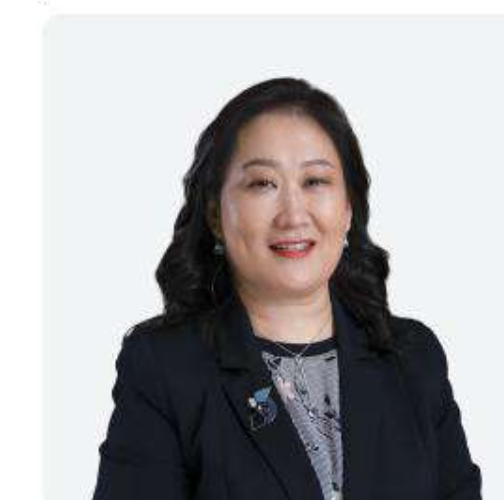
**Nyamsuren Manalsuren**  
Head of Internal audit department



**Onolbayar Byambadondov**  
Head of System management division



**Tuvshinjargal Amarsaikhan**  
Head of Financial Management and Treasury department

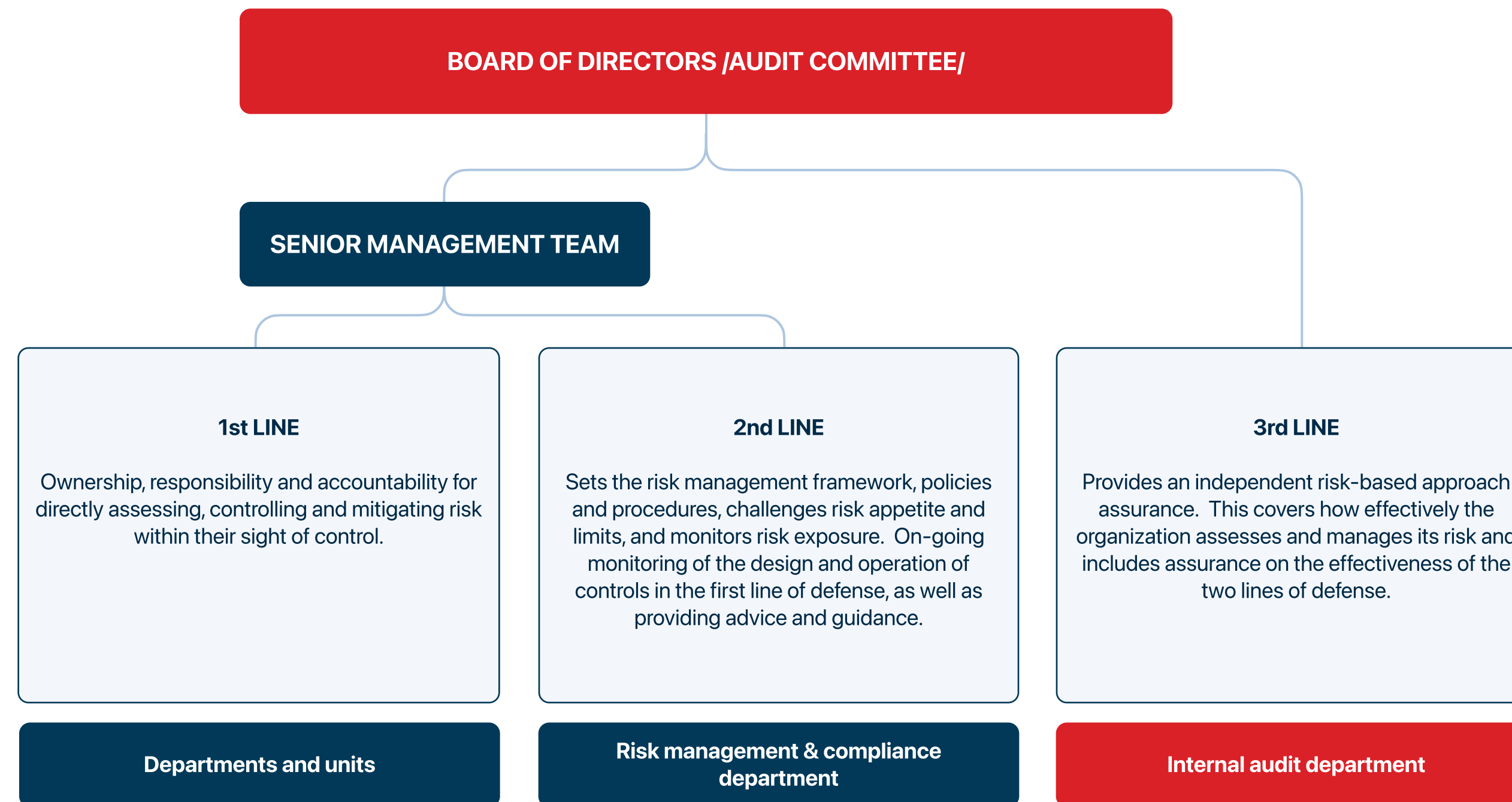


**Tserendavaa Shaniv**  
Head of Financial Accounting and Reporting department

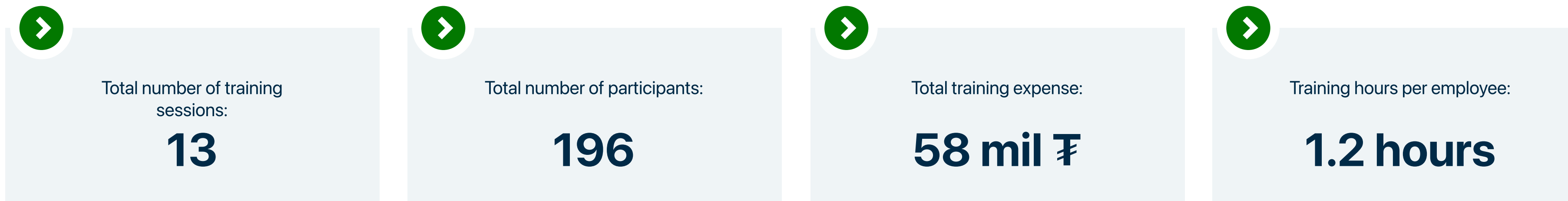
# INTERNAL AUDIT DEPARTMENT

**Internal control framework:** Three Lines of Defense Model

**Internal Audit Department as a Third Line is responsible for:** Provides an independent risk-based approach assurance. This covers how effectively the organization assesses and manages its risk and includes assurance on the effectiveness of the two lines of defense.



# TRAINING & DEVELOPMENT, EMPLOYEE ENGAGEMENT



Engagement events are permanently organized to facilitate introductions among all employees, foster team cohesion, and enhance work-life balance. The employee engagement rates consistently exceed 80%.



E-Sport Cup

E-sport and Sports competitions are organized annually among all companies of the Invescore Group to foster introductions among the Group's employees and promote cooperation. For this year:  
•Over 100 participants competed in 5 E-sport categories, showcasing their skills and ingenuity.



Snow festival

With the goal of enjoying the fresh air, the Snow Festival is celebrated annually. This year, within the framework of ESG initiatives, the use of single-use paper cups was eliminated. Each employee participated by bringing their own cup.

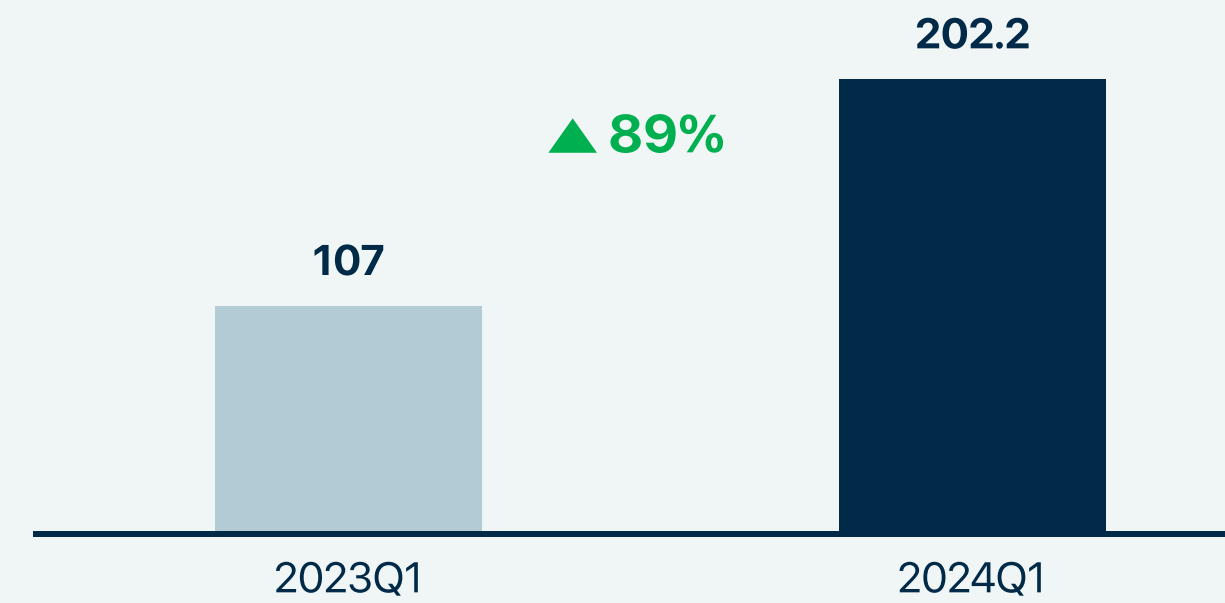


Mentorship program

We have launched the Mentormind 24 program, which will run for six months, with the aim of supporting the career development of employees. This program allows directors of the management team to share their accumulated experience and best skills with employees, fostering mutual learning opportunities. The program involves 6 mentors and 16 mentees.

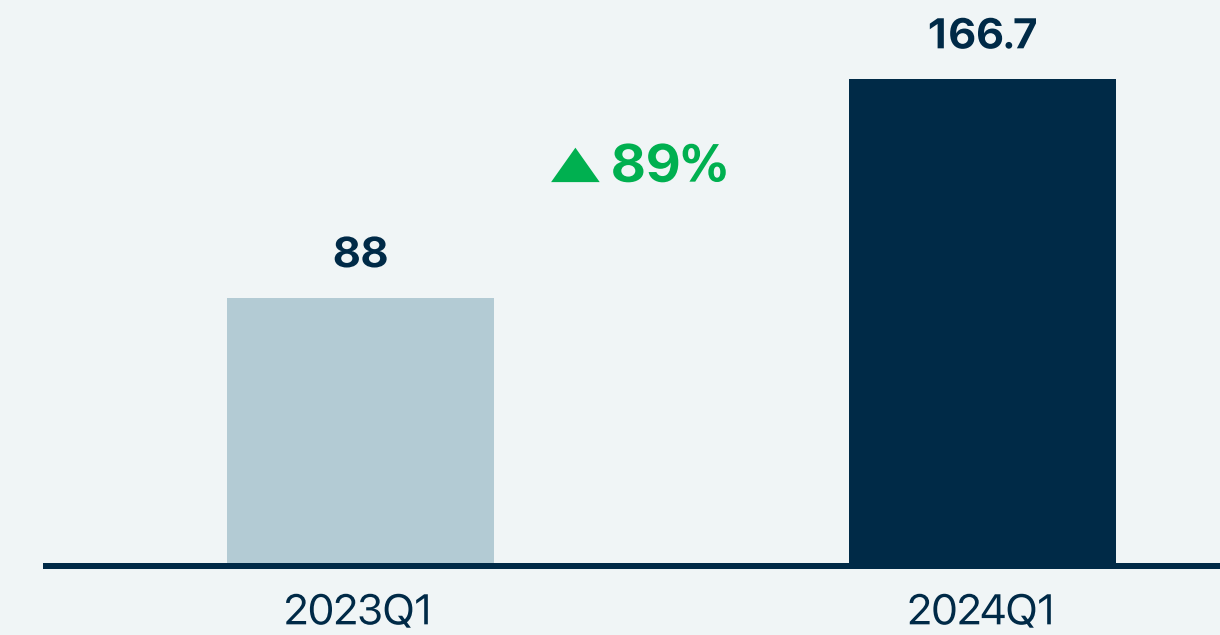
## FINANCIAL RESULTS /CONSOLIDATED/

### Total assets /mil U\$/



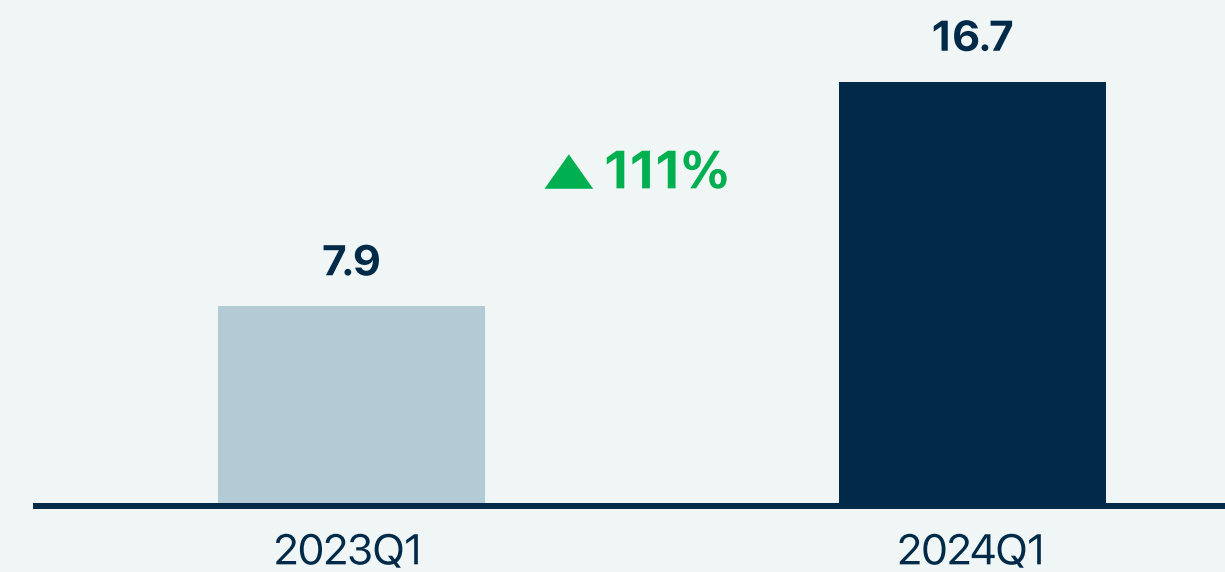
Total assets increased by 89% compared to the same period last year, reaching USD 202.2 million.

### Net loan portfolio /mil U\$/



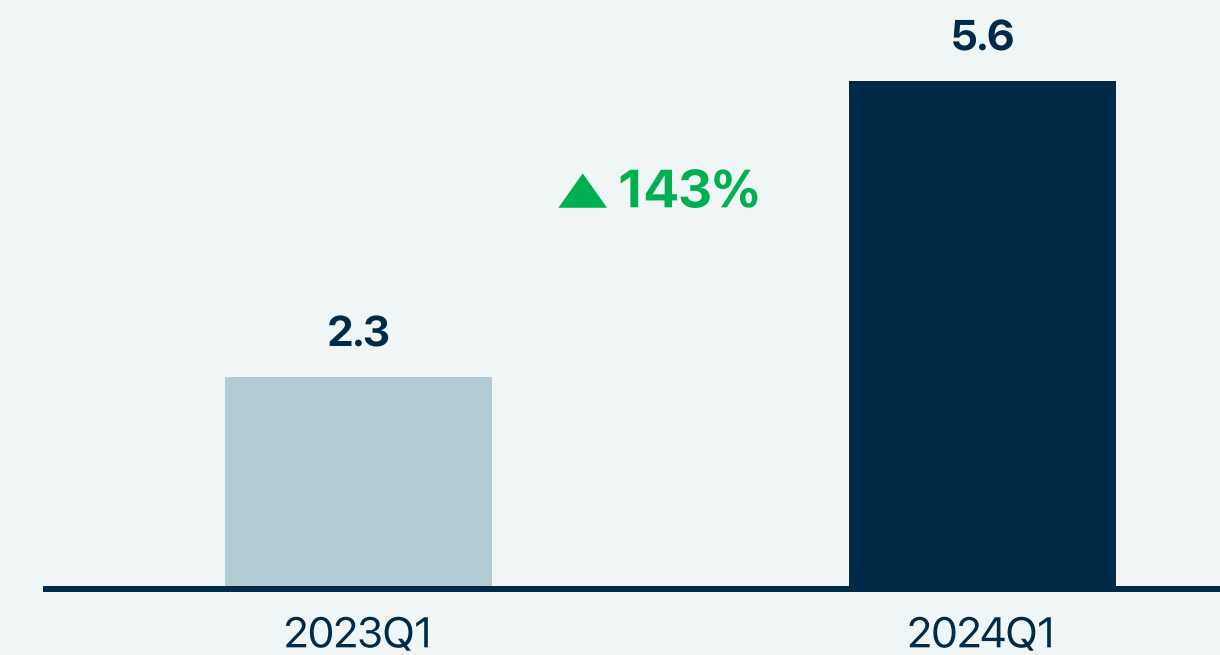
Net Loan Portfolio increased by 89% compared to the same period last year, reaching USD 166.7 million.

### Interest and fee income /mil U\$/



Interest and fee income increased by 111% compared to the same period last year, reaching USD 16.7 million.

### Net profit /mil U\$/



Net profit increased by 143% compared to the same period last year, reaching USD 5.6 million.

## FINANCIAL RESULTS /CONSOLIDATED/

Balance Statement /thousand ₹/	(2023.12.31)	(2024.03.31)	Income Statement /thousand ₹/	(2023.12.31)	(2024.03.31)
Cash and equivalents	81,902,828	70,971,897	<b>Interest and similar income</b>	<b>126,148,950</b>	<b>56,537,917</b>
Investments	7,587,265	19,921,815	<b>Interest and similar expense</b>	<b>46,738,481</b>	<b>16,853,119</b>
Loans to customer-net	490,637,280	562,706,727	Other interest expenses	25,071,025	10,022,805
Total Loan portfolio	492,802,116	568,426,236	Trust related expenses	21,667,456	6,830,314
Loan Provision Fund	(17,733,746)	(21,505,351)	Loan impairment expenses	8,622,781	3,991,303
Accrued interest receivable	11,514,681	15,785,842	<b>Net interest income</b>	<b>79,410,469</b>	<b>39,684,798</b>
Receivable	4,455,799	5,651,228	Fee and commission income	15,599,853	54,648
Reposessed asset	1,025,379	255,670	FX valuation income (expense)	(159,573)	91,644
Other assets	2,335,487	4,275,846	Other non-interest income	348,295	40,945
Tangible and intangible assets	18,900,812	18,942,840	<b>Net-non interest income</b>	<b>15,788,575</b>	<b>187,236</b>
<b>Total assets</b>	<b>600,625,785</b>	<b>682,726,024</b>	<b>Total operating income</b>	<b>86,576,263</b>	<b>35,880,731</b>
Trusts service liabilities	141,098,586	144,419,668	Employees related expense	13,864,945	4,636,158
Borrowings from banks and fin. institutions	202,778,982	220,307,824	Other operating expenses	13,899,536	8,142,319
Bonds	67,443,386	76,260,604	<b>Total operating expenses</b>	<b>27,764,481</b>	<b>12,778,477</b>
Other liabilities	33,595,298	59,146,638	Non operating profit (loss)	917,156	44,009
<b>Total Liabilities</b>	<b>444,916,252</b>	<b>500,134,733</b>	<b>Profit before tax</b>	<b>59,728,938</b>	<b>23,146,263</b>
Shared capital	17,193,952	29,250,525	Income tax expenses	15,150,719	4,099,140
Additional paid-in capital	29,820,733	29,820,733	<b>Net profit for the year</b>	<b>44,578,219</b>	<b>19,047,123</b>
Subordinated debt	2,401,010	2,401,010			
Translation Reserve	153,256	220,117			
Other parts of equity	(710,125)	(625,960)			
Non-controlling interest	1,090,189	-			
Profit for the year/loss/	44,578,219	19,047,123			
Profit for prior /loss/	61,182,299	102,477,743			
<b>Total equity</b>	<b>155,709,533</b>	<b>182,591,291</b>			
<b>Total liabilities and equity</b>	<b>600,625,785</b>	<b>682,726,024</b>			

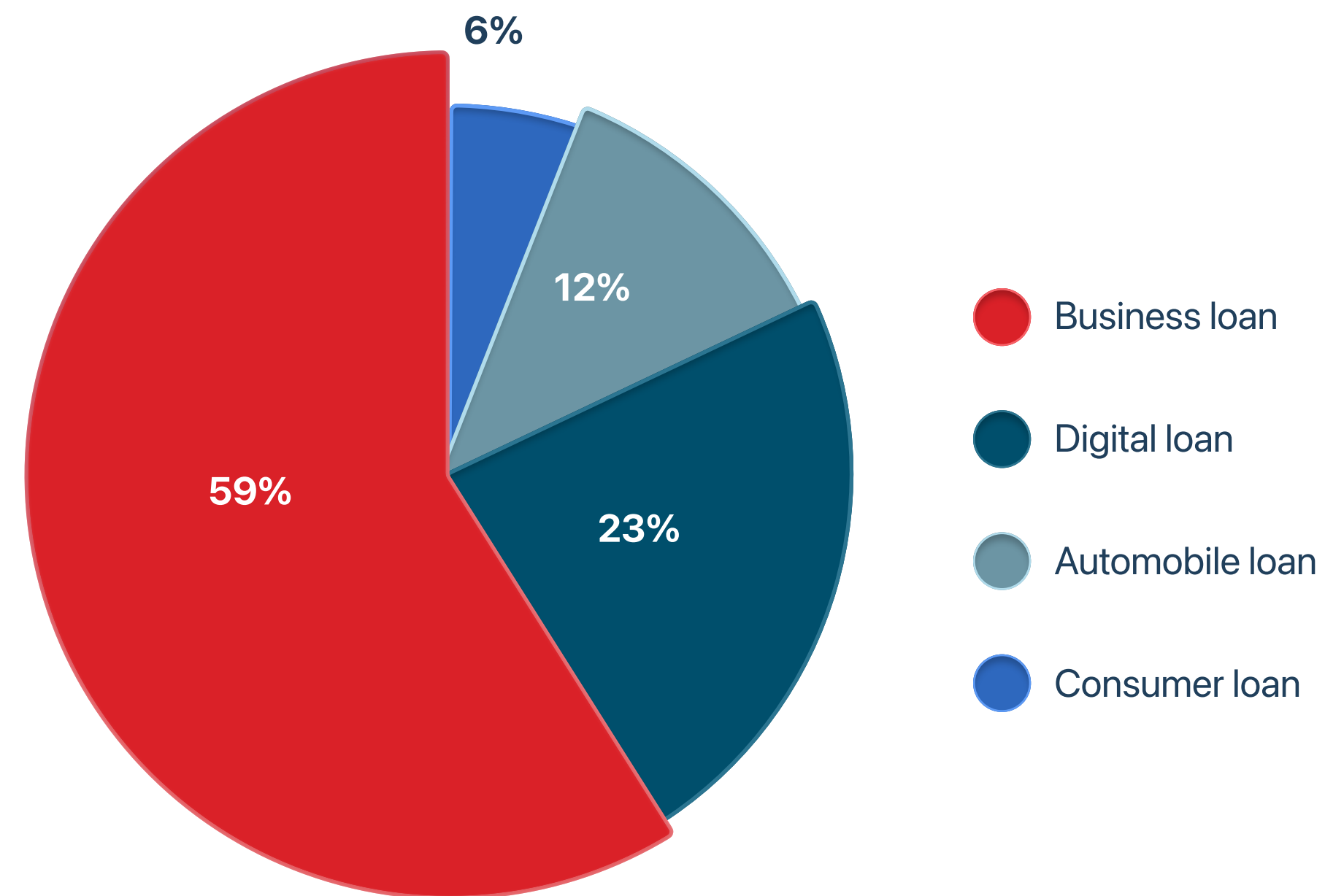
## OPERATIONAL RESULTS /PRUDENTIAL RATIO/

Prudential Ratio	Necessary %	2023.03.31	2024.03.31	Compliance
<b>Capital Adequacy Ratio</b>				
Adequate ratio of loans granted to one borrower and related parties, other assets to be treated as loans, and payment guarantees	10% or less	32.4%	24.3%	Complied
Total Capital to Risk-Weighted Assets Ratio	20% or less	33.9%	25.1%	Complied
First Tier Capital to Total Asset Ratio	10% or less	31.4%	23.6%	Complied
<b>Liquidity Ratio</b>				
Liquidity Ratio	Above 8%	16.7%	16.9%	Complied
<b>Asset Concentration Ratio</b>				
Adequate ratio of loans granted to shareholders, directors, executive directors and related parties of NBFI, other assets to be treated as loans, and payment guarantees	30% or less	9.4%	9.2%	Complied
Securities to Equity	Not more than 50%	12.9%	13.2%	Complied
Company Shares to Equity	Not more than 20%	8.1%	11.0%	Complied
Corporate Debt to Equity Ratio	Not more than 20%	4.9%	2.2%	Complied
<b>Foreign Exchange Rate Risk</b>				
Foreign Exchange Position to Equity Ratio	(+/-40%)	7.7%	-21.0%	Complied
<b>Indicators of Funds Collected from Others</b>				
Debt Securities Ratio	Not more than 50%	37.4%	49.6%	Complied
<b>Fixed Asset Ratio</b>				
Fixed Asset Ratio	Not more than 15%	1.0%	1.3%	Complied

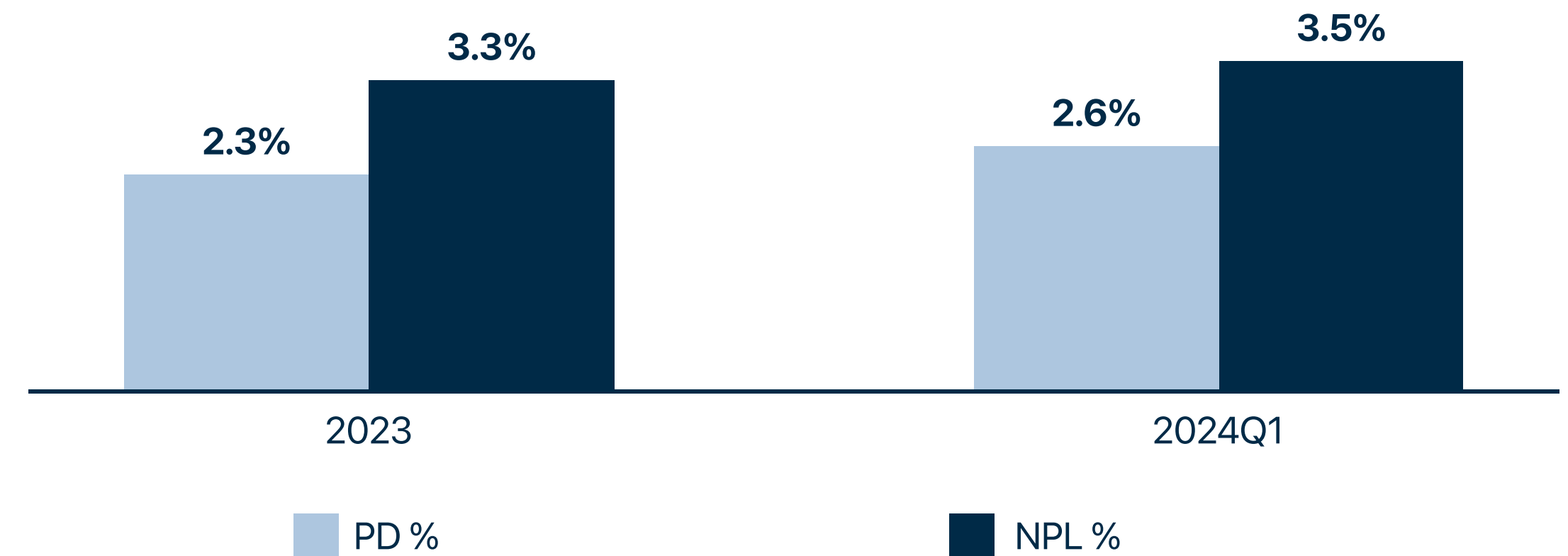


# LOAN PORTFOLIO /CONSOLIDATED/

### Loan portfolio by products /2024Q1/

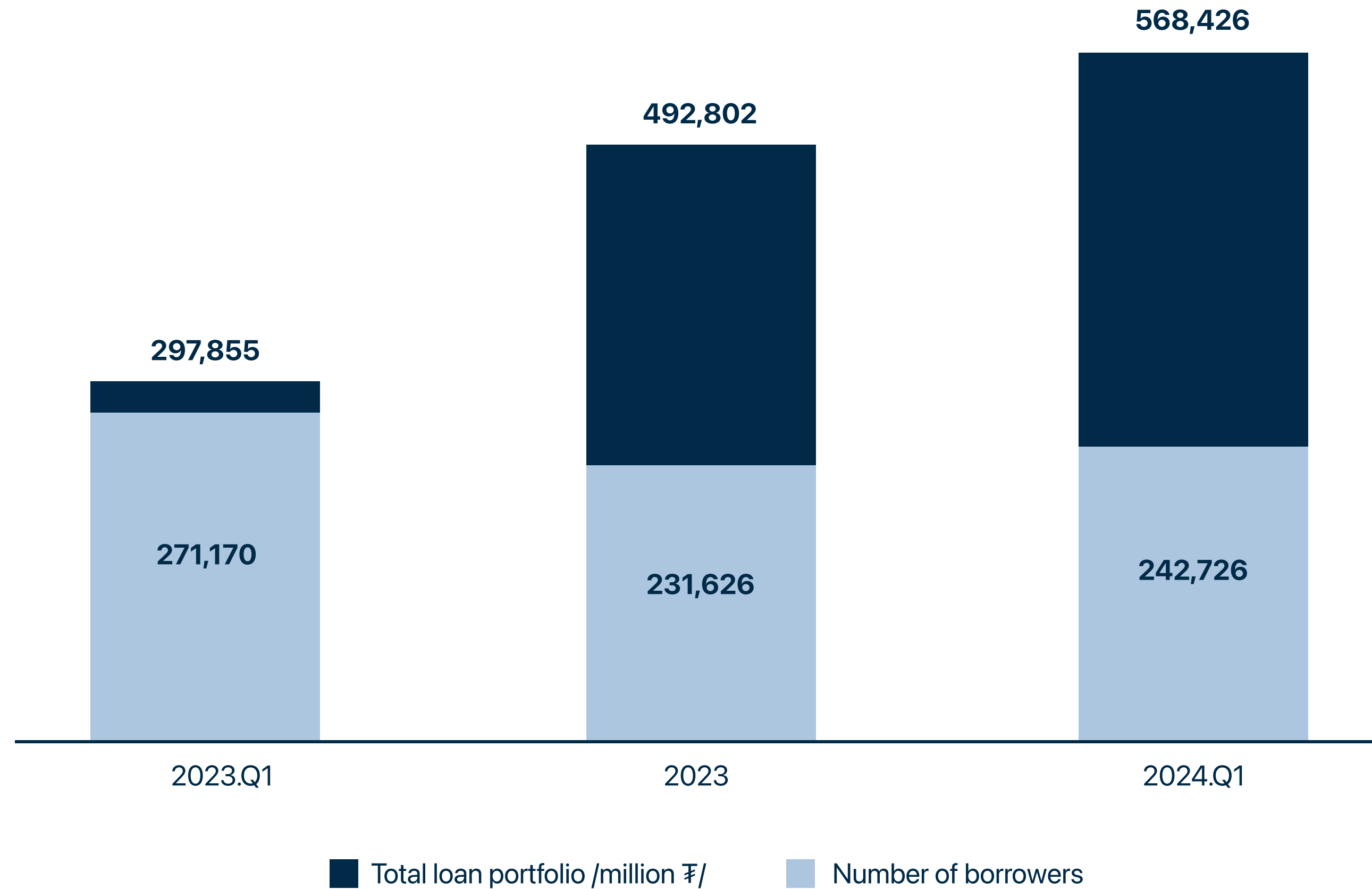


### Loan portfolio quality /2024.Q1/



	PD %	NPL %
<b>NBFI sector</b>	2.9%	5.2%
<b>InvesCore</b>	2.3%	3.5%

## LOAN PORTFOLIO, NUMBER OF BORROWERS

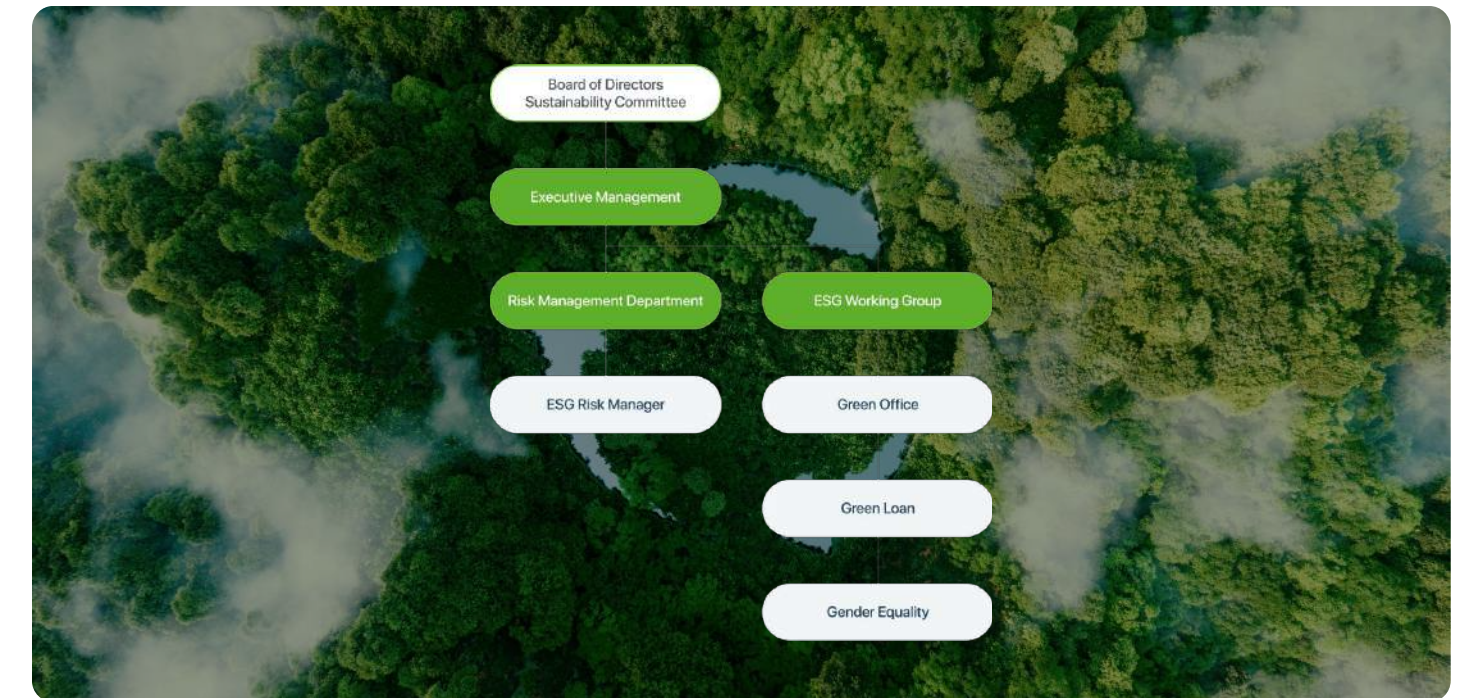


The total loan portfolio increased by 90.1% compared to the same period last year, reaching MNT 568.4 billion.

### Environmental, Social and Governance Report

### ESG Professional Council

### ESG working group



Invescore NBFJ JSC released its first Environmental, Social and Governance Report, summarizing the actions and measures taken in the field of sustainable development in 2023.

Within the framework of this report, Invescore NBFJ has defined a "Sustainable Development Vision" committing to the implementation of sustainable development goals.

Invescore NBFJ JSC, as a principal member of the Mongolian Sustainable Finance Association, managed the NBFJ Professional Council in 2024.

In addition, as the leading NBFJ in sustainable development, we shared our best practices and measures taken in the field of ESG for the members of the professional council.

Invescore NBFJ JSC established a Sustainability Committee under the Board of Directors, and in 2024, the ESG working group has been reorganized on a wide scale to include every organizational department.

In this way, we are able to undertake issues related to ESG at all levels, such as introducing new initiatives to manage ESG and sustainability risks, and regularly reporting its implementation to the Sustainability Committee.

# THE SUSTAINABLE DEVELOPMENT VISION



Sustainable Financing



Climate Risk Management



Gender Equality



Transparent Reporting



Leadership in Sustainability

**Thank you for your attention**

**InvesCore NBFJ JSC**

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