



2023

THIRD QUARTER REPORT

October 23, 2023

TABLE OF CONTENTS

- CEO Statement
- Operational performance
 - Banking Cluster
 - Insurance Cluster
 - Investment Banking Cluster
- Key Figures
- Ard App
- Investment Portfolio
- Shareholder's Structure (AARD)
- Stand-Alone Financial Performance
 - Income Statement
 - Balance Sheet
 - Valuation
- Stock Trading





CEO STATEMENT

Dear Shareholders

Mongolia has made impressive progress in overcoming challenges posed by the global pandemic and geopolitical factors, showing a strong economic recovery over the past year. To sustain this recovery, it's crucial to implement proper policies that maintain a stable economy. Key economic points that could be useful to predict our business environment are the following:

Growth and Exports:

The economy grew by 6.4 percent in the first half of this year, driven by robust coal exports, and transport and services accelerations. The mining sector, which is expected to show 5 to 6 percent growth by the end of the year if the exports continuously grow, still plays the dominant role in this economic growth.

Inflation control:

Since controlling inflation is undeniably essential for stable and accessible economic growth, the Central Bank tend to continue a contractionary monetary policy of at least not reducing the current policy rate from 13 percent in order to reach the target inflation rate of 6 percent with a range between plus or minus 2 percentage points. Inflation has been decreasing and reached 10 percent in August.

Balance of Payments:

Export momentum has been maintained, resulting in a net inflow of foreign currency. Foreign currency reserves reached USD 3.9 billion in August, the highest in the last 20 months, and it gives us belief in stabilized exchange rates of domestic currency in the near future.

Challenges:

Despite those positive indicators, there are risks due to external and internal uncertainties. Disciplined budget and monetary policies, especially before the next year's parliament election, are more than vital to maintain economic stability. Also, ensuring a sustainable supply chain, particularly in the domestic food sector, is crucial.

Future policy focus:

In 2024, the focus will be on the stabilization of inflation to reach the medium-term goal of high economic growth. This includes establishing foreign banking units in the domestic market, ensuring SDG goals such as developing green loan measurement systems, and enhancing cross-border trade through electronic systems.

Overall, Mongolia's economy is on a positive trajectory, but proactive policies are needed to navigate potential challenges and sustain this growth.

In the third quarter, the Group has been focused on asset and debt management, organizational restructuring and optimization while tailoring its OGSM for the following three years. The new OGSM, along with the action plan for the remaining quarter, was presented and approved during our board meeting held on October 26th, and the new business plan from 2024 to 2026 will be discussed and hopefully approved along with the budget during the last board meeting of this year in December.

Restructuring the holding company's investment portfolio with the goal of transferring all non-financial companies under Ard Ventures, and establishing direct ownership of financial companies, will enable us to concentrate on our core businesses. This will involve expanding these entities in their respective markets and reducing potential conflicts of interest.

Restructuring and capitalization of Ard Pension is ongoing - Ard Financial Group will transfer its assets, including Ard Pension Account and certain stakes at Mongol Post, TenGerLeague Media Group, to the listed company, Undurhaan JSC.

The share buyback program, which was approved during the annual general meeting held this year, is being on hold, to avoid extra costs and fees. It was proposed to make buyback 10 percent of the holding company from its subsidiaries while the share price is low, and resell to the strategic investor at higher projected prices while utilizing tax impact.

Besides, the portfolio companies have been working hard on their sales and growth, and showing great results:

Ard Credit's loan portfolio surpassed MNT 50 billion for the very first time, showing a growth of about MNT 10 billion on a year-to-date basis. The team has prioritized issuing collateralized loans such as car leases having MNT 6.7 billion in leases with the purpose of leveraging for issuance asset-backed security (ABS). The company's follow-up offering (FPO) was approved by the FRC about a month ago to issue an extra 30 percent, raising MNT 8.9 billion in equity, allowing them to attract extra MNT 36 billion from the public as debt. By leveraging the FPO and ABS, the company is able to expect to hit MNT 100 billion loan portfolio in the upcoming months.

Ard Assets grew its total assets by MNT 8.5 billion within this year, reaching MNT 40 billion. The savings and loan cooperative has been steadily increasing its members in organic ways, having 3,500 members as of now. It plans to grow its members' base drastically through Ard App, seamlessly enrolling its users as the cooperative's members. Having an efficient organizational structure, the company has been generating steady profits in recent years while keeping the best portfolio quality: - 1% in overdue loans.

Ard Leasing has been off throughout the year due to the market downturn. And recently, the team has activated its operation in leasing, planning to enroll at least 1,000 cars in Rising Car program by the end of the year.

Ard Insurance has been phenomenal throughout this year even though the insurance sector has been trembling due to the natural disasters and inflation, which led to a surge in claims amount. The company generated all-time high sales of MNT 22.8 billion at the end of the third quarter and is expected to surpass its budgeted annual sales of MNT 25 billion. Its management team, along with its board of directors have reviewed its post-IPO 5-year business plan, and discussed its new 3-year business plan focusing on its market positioning, sales, and growth combining with innovation and digitalization.

Ard Pension could increase its monthly pension savings tremendously by putting extra effort into corporate sales. Even though the market downturn has negatively affected its investment portfolio, the team has been working hard on optimization of its investment portfolio, increasing fixed-income products, and liquidating and diluting equity investments. Also, the team has been actively working together with stakeholders on the approval of the Private Pension Law, which will shape their business model.

Ard Securities has been playing the leading role in engaging the Group in capital markets, underwriting fixed-income and equity products, including MOST IPO and Ard Credit FPO, which is expected to hit the market in the last quarter. Also, the team has been improving its core system to let customers digitally trade and invest at their fingertips.

Ard Management is managing their investment funds, the National Privatization Fund and Investor Nation Fund, delivering the projected performance. Even though its AUM growth or sales of its fund units are falling behind the plan due to the market condition, the company is looking for opportunities for mass sales. Also, the company plans to keep establishing thematic funds as it is being the easiest way for retail investors to make investments.

Ard Properties is effectively managing its new industry project - tokenizing prime real-estate, the 9th floor of Blue Sky Tower. After facilitating its payment to acquire the real-estate and renovating it to make it ready for rent, the company has rented out the entire real-estate to another company for 5 years, and it started distributing monthly rental incomes to its token holders from July.

On top of the expansion and growth of our portfolio companies in the traditional way, we are effectively working on our digital ecosystem development on an agile basis, for instance, on the Ard App developing project. Together with MOST and GrapeCity, our team prioritized finishing the new version of the app by fixing its bugs and issues. Ard App V4 is expected to shut down in October, fully transitioning to V5. Now, the team is focusing on user experience and interface, minimizing steps to get financial services as much as possible, and expanding its integration with other platforms and systems. Subsequently, we started enrolling a wide range of merchants via SCOPA (supply chain platform) and ArdStore (rebranded e-commerce) to utilize our payment and loyalty network. As a result, it will incentivize our customers to use the app on a daily basis, making payments for their daily life purchases while redeeming and receiving ArdCoins as loyalty, and financial products will be offered and sold seamlessly. We expect to have 100k active users by the end of the next half-year who use the app daily, having enrolled them in either automated pension savings and investing, while managing their personal finances.

As I step into the role of CEO, I am acutely aware of the high responsibilities and trust that the board and the company have placed in me. I am deeply grateful to my predecessor for his invaluable guidance and support during this transition period. I am committed to building upon the solid foundation that has been laid and leading our company to new heights of success together with the team.

Sincerely,

Zolboo Batbileg

Interim CEO, Ard Financial Group



OPERATIONAL PERFORMANCE

BANKING CLUSTER



In the third quarter, Ard Credit obtained approval for a Follow-On Public Offering (FPO) of MNT 8.9 billion from the Financial Regulatory Commission (FRC) and secured an outsourcing license from the Bank of Mongolia, which is the third such license from the Central Bank.

Ard Credit saw a significant increase in its loan portfolio during this period, surpassing MNT 50 billion. Specifically, as a consequence of our strategic emphasis on expanding the car loan portfolio through a PHYGITAL approach since the commencement of the year, the collateralized loan portfolio has exhibited remarkable growth, nearly doubling in size and currently standing at MNT 8.4 billion.

This growth was mainly due to the company's ability to attract MNT 35.0 billion in new funding sources and refinance MNT 10.0 billion throughout the year. This resulted in a net profit of MNT 1.5 billion. The company's stock (MSE: ADB) closed at 110.81, with a market cap of MNT 31 billion.

Furthermore, Ard Credit, in partnership with Ard Pension, successfully organized the "Invest in the Future" campaign. This campaign aimed to introduce the products and services offered by Ard Financial Group and its subsidiary companies to the Mongolians in South Korea. Remarkably, the campaign had great success, with over 300 customers participating in training sessions.



Ard Assets has demonstrated steady and robust growth in its financial key indicators, such as total assets, loan portfolio, and funding. This growth is due to the company's focused approaches to its main activities of attracting deposits and providing well-vetted loans throughout the year.

In the third quarter, Ard Assets solidified its position as the 2nd largest among all Credit Unions in Mongolia, with total assets reaching MNT 39.6 billion, compared to MNT 31.5 billion at the end of the previous year.

Ard Assets attracted MNT 14.7 billion in new funding sources and refinanced MNT 13.1 billion, a total of MNT 27.8 billion throughout the period. Net loan portfolio increased to MNT 31.5 billion, and funding increased to MNT 29.2 billion. Net profit reached MNT 438.6 million at the end of the third quarter.

Meanwhile, Ard Assets has maintained its commitment to prudent risk management. The company successfully kept non-performing loans (NPL) and past due loans (PAR) at low levels of 0.7% and 1%, respectively, ensuring a healthy and well-managed loan portfolio.



Ard Leasing LLC introduced the "Rising Car" program in 2021. On the program's 2nd anniversary, Ard Leasing rewarded customers with 2-year returns on their investments and distributed 3 million ArdCoins accordingly. This initiative holds great importance as it will positively influence the ongoing success of the program and uphold the trust of customers in Ard Financial Group. The Group is working to capitalize on Ard Leasing, mitigating any potential financial risks in the fourth quarter.

(MNT million)	Key Financials	2022 Q3	2022	2023 Q3	YoY	YTD
	Total assets	74,512.3	58,038.7	69,079.3	(7.3%)	19.0%
	Total equity	19,661.7	18,049.4	18,753.7	(4.6%)	3.9%
	Loan portfolio (Net)	35,014	40,038.1	50,057.3	43.0%	25.0%
	Funding	38,136	32,466.1	41,137.6	7.9%	26.7%
	NPL	12.8%	7.8%	6.9%	(46.1%)	(11.5%)
	PAR	20.0%	13.2%	11.9%	(40.5%)	(9.8%)
	Net profit	756.1	2,059.2	1,538.1		(25.3%)



Loan portfolio breakdown: 2023 Q3



	Total assets	31,123.2	31,487.7	39,601.9	27.2%	25.8%
	Total equity	7,803.7	8,107.7	8,557.9	9.7%	5.6%
	Loan portfolio (Net)	23,180.3	25,441.9	31,462.6	35.7%	23.7%
	Funding	21,861.4	21,866.9	29,202.3	33.6%	33.5%
	NPL	0.94%	0.38%	0.70%	(25.5%)	84.2%
	PAR	1.35%	0.63%	0.96%	(28.9%)	52.4%
	Net profit	373.2	711.7	438.6	17.5%	(38.4%)



Loan portfolio breakdown: 2023 Q3



	Total assets	40,867.2	32,518.2	29,737.2	(27.2%)	(8.6%)
	Total equity	2,257.4	(9,384.6)	(16,590.9)	(835.0%)	76.8%
	Loan portfolio (net)	1,878.5	1,705.9	1,174.1	(37.5%)	(31.2%)
	Funding	35,291.7	35,291.4	43,817.0	24.2%	24.2%
	Net profit	(1,977.3)	(3,398.8)	(5,238.9)	165.0%	54.1%



INSURANCE CLUSTER



Gross premium income hit MNT 22.8 billion, with a total of 6,250 claims amounting to MNT 8 billion. Total assets have reached MNT 43.1 billion, showing growth in investment portfolio, intangible assets, and reserve accounts. These positive results led to a profitability of MNT 1.3 billion. As a publicly traded company, the stock (MSE: AIC) closed at 797.93, with a market cap of MNT 20 billion.

The investment portfolio has reached MNT 26.8 billion, and the company is working to increase the diversification of the portfolio by adding fixed-income investments.

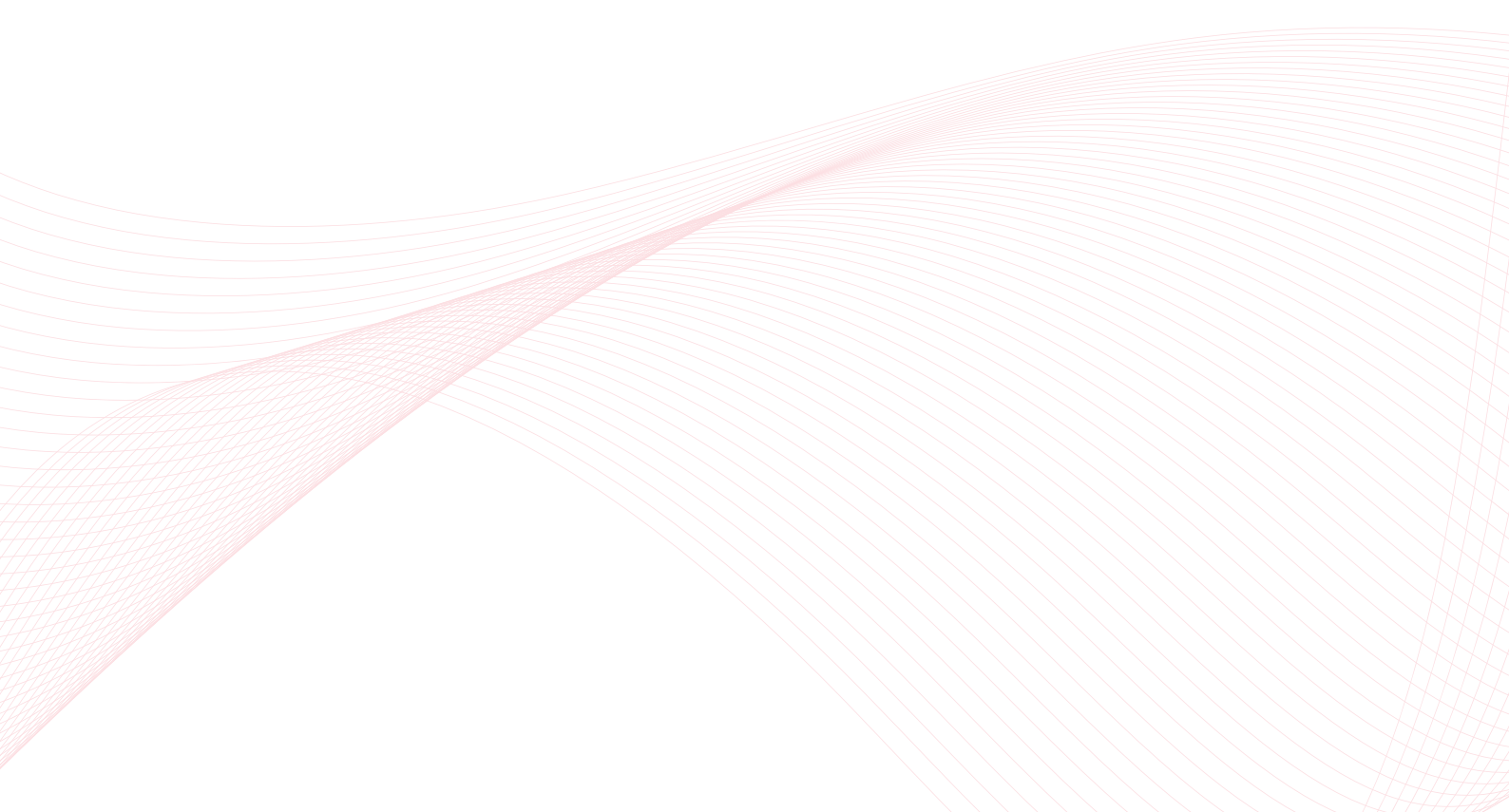
Ard Insurance now offers Third-Party Liability (TPL) insurance through the Ard app, which is currently one of the most attractive products in the market.




Ard Pension Account has accumulated total savings of MNT 34.3 billion, including interest payables. Pension savings inflow amounted to MNT 6.3 billion, showing growth of 30.4 percent from the same period last year. Furthermore, to enhance the company's income, we intensified our efforts in corporate sales. As of September 30, 2023, the total count of pension savings holders stands at 140,709, spanning 96 organizations, showcasing a growth of 34 percent YoY.

The company successfully obtained ISO 9001:2015 certification through the Mongolian Agency for Standard Metrology, highlighting its commitment to the quality of pension products and customer satisfaction.

The draft of the Private Pension law is anticipated for discussion during the 2023 autumn session of the Parliament of Mongolia, which commenced on October 2, 2023. This law is poised to oversee the activities of private pension funds and address matters related to the execution of private pension plans. In May 2023, the company presented its suggestions for The Private Pension law bill through the American Chamber of Commerce and the Ulaanbaatar Chamber of Commerce.

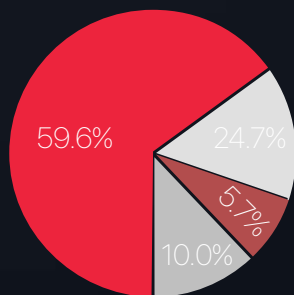


(MNT million)	Key Financials	2022 Q3	2022	2023 Q3	YoY	YTD
	Total assets	35,313	35,645	43,134	22.1%	21.0%
	Total equity	18,009	16,679	16,908	(6.1%)	1.4%
	Investment portfolio	25,603	24,394	23,540	(8.1%)	(3.5%)
	Total gross premium income	15,695	22,316	22,792	45.2%	2.1%
	Total claims	5,810	7,859	8,289	42.7%	5.5%
	Net profit	1,748	737	1,260	(27.9%)	71.0%

	Total assets	44,608	36,541	34,841	(21.9%)	(4.7%)
	Total equity	12,375	5,973	(3,603)	(129.1%)	(160.3%)
	Investment portfolio	37,552	34,741	31,785	(15.4%)	(8.5%)
	Pension liability	24,807	26,716	34,333	38.4%	28.5%
	Pension savings income	4,827	6,477	6,294	30.4%	(2.8%)
	Net profit (loss)	(3,405)	(12,088)	(4,259)	(25.1%)	64.8%
	Total comprehensive income	(23,379)	(29,306)	(9,627)	58.8%	67.2%

INVESTMENT PORTFOLIO

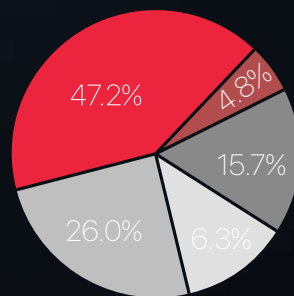
 INSURANCE
SINCE 1994



Total Investment portfolio - 26,779 (MNT million)

- Fixed income - 15,967
- Listed Investments - 6,624
- Alternative Investments - 2,668
- Other investments - 1,520

 PENSION
ACCOUNT



Total Investment portfolio - 31,785 (MNT million)

- Listed Investments - 15,000
- Alternative Investments - 8,277
- Private Equities - 4,976
- Fixed Income - 2,009
- Real Estates - 1,523

INVESTMENT BANKING CLUSTER



Ard Securities maintained its strong performance in brokerage services throughout the third quarter, with a total of MNT 33.5 billion settled in stock trading on the Mongolian Stock Exchange (MSE). Moreover, we extended our expertise to provide underwriting and financial services, successfully assisting in raising funds amounting to MNT 35.0 billion.

Our capital market service, "Intelligent Investor", which encourages saving habits for attractive long-term returns, is active. It serves over 1,600 customers with a combined portfolio of MNT 200 million.

Moreover, Ard Securities has made the strategic decision to participate in commodity trading on the MSE as a broker and is presently in the process of making the necessary preparations. The Company is working on increasing its capital to MNT 3.5 billion to meet the requirements.



In the third quarter, Ard Management oversaw two mutual funds with a combined net asset value of MNT 8 billion. Despite the recent downturn in the Mongolian stock market since 2022, we remain optimistic about the long-term potential of the domestic market. Therefore, both funds primarily hold portfolios consisting of domestic stocks and bonds.

Ard Management introduced Mongolia's inaugural open-end fund, the Investor Nation Fund (INF), in October 2022. The fund follows a Growth at a Reasonable Price (GARP) investment strategy and has allocated 58% of its total assets in stocks. The fund holds shares in 15 companies, with the greatest percentage of investment allocated to the financial services sector, accounting for 12.4% of the total assets under investment. Currently, the INF boasts 1,047 unit-holders.

Even though the National Privatization Fund (NPF), our closed-end fund, experienced an 18 percent decline in net asset value over the year, we have successfully maintained a 15 percent increase since the fund's inception. The fund holds a portfolio of 29 shares, comprising 24 domestic shares and 5 foreign shares. As for the fund's investment sectors, the fund invests in the financial service sector with the highest proportion. The fund's trading volume on the Mongolian Stock Exchange hit MNT 297 million, and the number of unit-holders remained steady at 6,305. Despite the dip in its net asset value, NPF distributed dividends of MNT 2.3 per unit in accordance with the board's decision.

In terms of daily operations, we have launched a comprehensive expansion of our website to provide investors with up-to-date information. Additionally, we continue to make efforts to adhere to the Company Governance Codex and other compliance requirements.



Ard Properties has efficiently renovated and upgraded 2,660.45 square meters on the 9th and 11th floors of the "Blue Sky Complex" building, achieving a high standard of quality. The company has successfully secured a long-term leasing agreement with third parties for these spaces.

Furthermore, as part of the Blue Sky project, Ard Properties collaborated with iDAX to effectively distribute rental income for the past three months. Through an active marketing campaign, the daily trading turnover of BS9 tokens (a token associated with the project) has shown steady growth.

Ard Properties obtained a special license from the Financial Regulatory Commission on July 5, 2023, enabling the legal operation of the company as a real estate brokerage organization.

(MNT million)	Key Financials	2022 Q3	2022	2023 Q3	YoY	YTD
	Total assets	14,378	8,997	8,546	(40.6%)	(5.0%)
	Total equity	9,294	6,104	5,097	(45.2%)	(16.5%)
	Total income	1,744	2,605	1,811	3.8%	(30.5%)
	Net profit	-575	-644	-148	(74.3%)	(77.0%)
	Trading	47,196	65,889	33,500	(29.0%)	(49.2%)
	Fundraising	25,286	46,429	34,964	38.3%	(24.7%)
	Total assets	7,391	2,513	2,864	(61.3%)	14.0%
	Total equity	6,350	2,030	2,377	(62.6%)	17.1%
	Total income	518	533	512	(1.2%)	(3.9%)
	Net profit	(69)	(175)	(235)	240.6%	34.3%
	Asset under management	5,963	9,550	8,006	34.3%	(16.2%)
	Total assets	22,208	10,127	18,950	(14.7%)	87.1%
	Total equity	13,593	4,718	3,032	(77.7%)	(35.7%)
	Total income	410	510	233	(43.2%)	(54.3%)
	Net profit	(287)	(21)	(1,701)	492.7%	8,000.0%

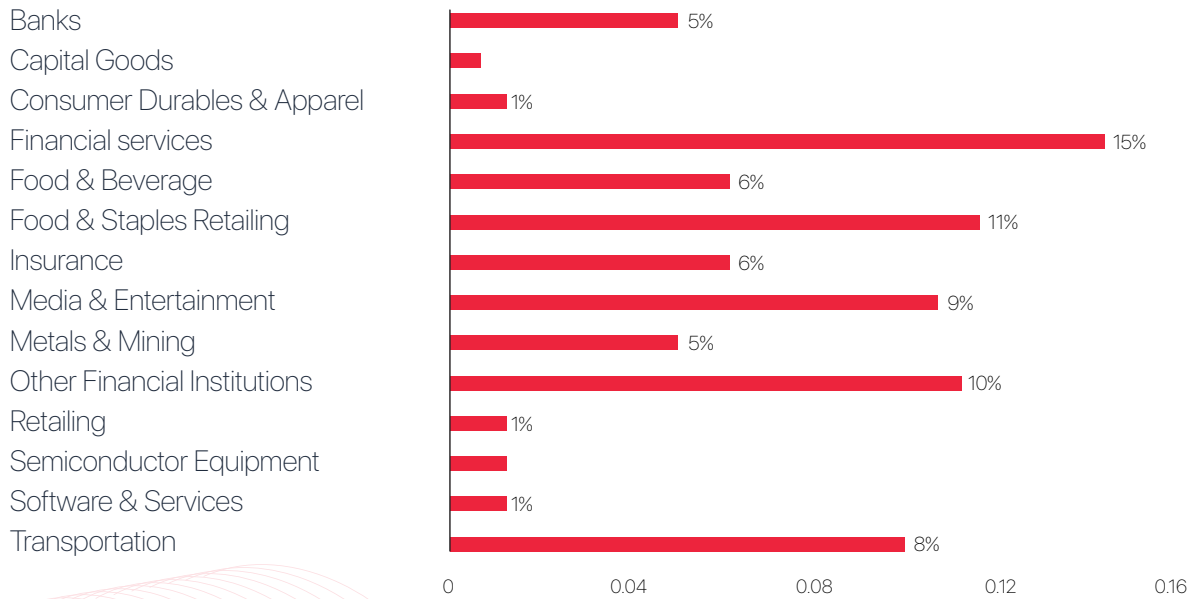
XOC - NATIONAL PRIVATIZATION FUND

12/31/2023

Portfolio composition

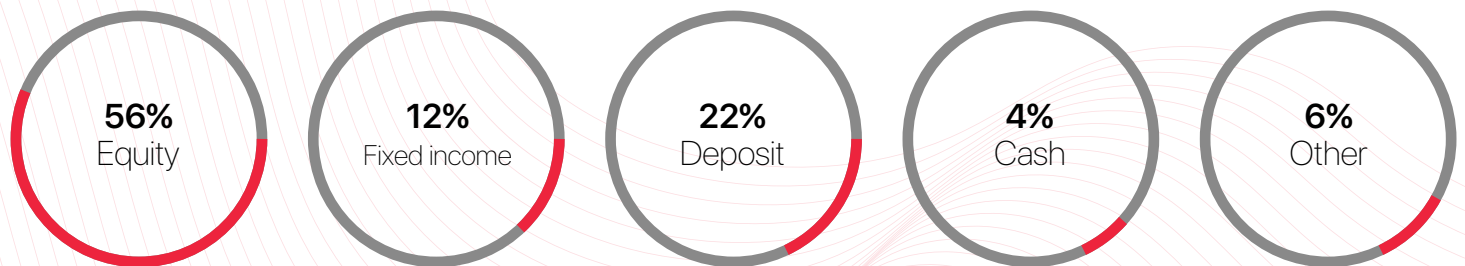


Investment sector

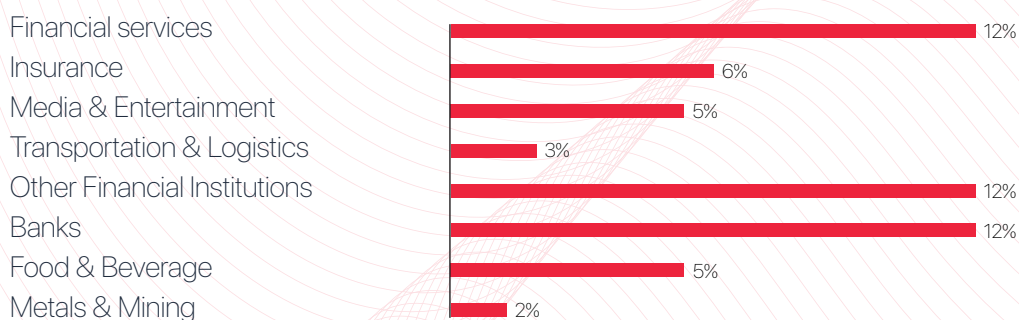


XOY - INVESTOR NATION FUND

Portfolio composition



Investment sector



KEY FIGURES

	2020	2021	2022	2023 Q3	YTD
Number of companies	31	38	44	44	0
Number of employees	223	335	276	256	(20)
Number of shareholders	12,296	62,418	59,109	100,059	40,950
Ard App users	637,000	990,071	1,055,828	1,128,642	72,814
Ard Kids users	-	22,113	36,921	50,590	13,669
ArdCoin holders	286,117	516,425	543,538	418,618	(124,920)
Loan accounts (active)	19,942	23,385	15,700	20,750	5,050
Insurance policy holders (active)	74,947	86,089	105,816	160,451	54,635
Pension accounts	10,447	100,600	151,685	146,769	(4,916)
Brokerage accounts	89,305	146,893	151,651	154,496	2,845
Ard Assets members	1,062	2,678	2,819	3,612	793
Special licences	37	43	44	45	1

INVESTMENT PORTFOLIO

Ard subsidiaries - companies of Banking, Insurance, Investment banking clusters (excluding investments funds)

Affiliated companies - other companies, investment funds and EIT (employee investment trust)

Banking

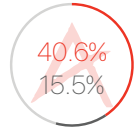
36%^{**}

Insurance

21%^{**}

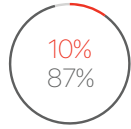
Non-bank

ARD CREDIT NBFI



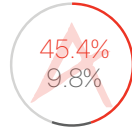
Credit union

ARD ASSETS SCC



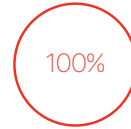
General insurance

ARD | INSURANCE SINCE 1994



Pension fund

ARD PENSION ACCOUNT



Leasing

ARD LEASING COMPANY



Life insurance

ARD LIFE INSURANCE

Investment banking

11%^{**}

Other

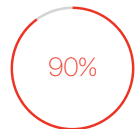
12%^{**}

Ventures

20%^{**}

Broker-dealer

ARD SECURITIES COMPANY

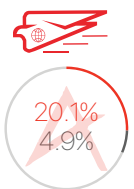


Real estate

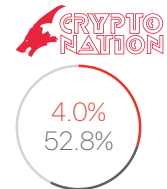
ARD PROPERTIES COMPANY



Postal services

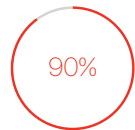


Blockchain

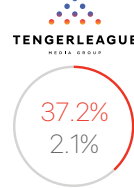


Asset management

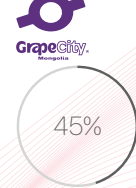
ARD MANAGEMENT COMPANY



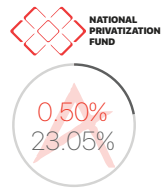
Media group



Software development



Closed-end fund



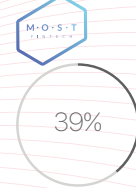
Open-ended fund



Securities exchange



Payment platform



- Ard Financial Group ownership
- Affiliated entities ownership
- ▲ Publicly listed on the MSE

* Fully diluted

** Consolidated assets

ARD APP

A major development of the Ard App, Version 5.0, has been finalized and rolled out, and mass migration from Version 4.0 has been successfully completed. Held an internal Bug Hunt Competition within Ard employees to gather user requests and improvement ideas for the newly updated app. As a result, over 40 improvement recommendations have been implemented originating from this competition.

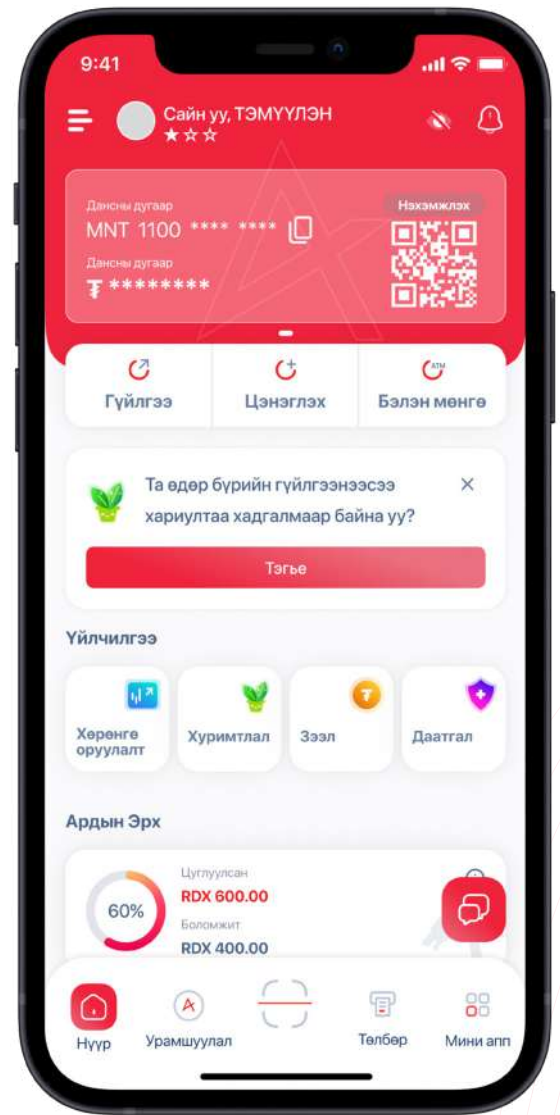
A working group was established with GrapeCity and MostFintech to improve the app using software development standards, which are based on agile methodology, and the joint working group will work until the end of this year, releasing an app update on a bi-weekly basis.

The Ard App project team successfully organized the "Mini Game on Ard App" hackathon, where 10 teams developed mobile games integrated into the app. New games will start rolling out within October, which will increase Ard App and ArdCoin usage amongst our customers.

“Home screen redesign

Cupcake product focus on the app leading to a 40% increase in new accounts.

Fast Cash product has been separated into Long and Short-term loans due to the Bank of Mongolia's requirements.))



Redesigned home screen

2023 Q3 Performance / 2022 Q3 YoY /

Ard App total users

1,128,642 ▲ 8.3%

Total number of TXNs

1,027,625 ▲ 6.8%

Online loans disbursed (MNT billion)

78.6 ▲ 50.9%

Total transfer (MNT billion)

288.3 ▲ 0.3%

Ard Kids users

50,590 ▲ 61.3%

Savings attracted (MNT billion)

14.2 ▲ 108.8%

Stock trading (MNT billion)

9.6 ▼ 23.2%

SHAREHOLDERS' STRUCTURE - AARD

Shareholders	Jun 30, 2023	%	Sep 30, 2023	%	QTQ	Ownership change
EIT	3,128,670	10.93%	3,039,503	10.62%	(89,167)	(0.31%)
Ard Pension*	1,764,353	6.17%	2,467,285	8.62%	702,932	2.46%
Bruno Raschle	2,109,997	7.37%	2,109,997	7.37%	0	0.00%
Suhdorj A.	1,944,990	6.80%	1,944,990	6.80%	0	0.00%
Ganhuyag Ch.	1,576,442	5.51%	1,579,994	5.52%	3,552	0.01%
Ard Ventures	1,498,647	5.24%	1,498,613	5.24%	(34)	(0.00%)
Golomt Custodian banking	1,526,910	5.34%	900,000	3.15%	(626,910)	(2.19%)
idax (ARDT)	900,000	3.15%	900,000	3.15%	0	0.00%
Ard Pension	626,910	2.19%	0	0.00%	(626,910)	(2.19%)
Uyanga G.	1,389,754	4.86%	1,389,754	4.86%	0	0.00%
Ard Leasing	631,621	2.21%	632,171	2.21%	550	0.00%
Gereltuya S.	455,935	1.59%	455,935	1.59%	0	0.00%
Ronoc Limited	443,816	1.55%	443,816	1.55%	0	0.00%
Ard Securities	408,209	1.43%	401,640	1.40%	(6,569)	(0.02%)
Orgil S.	390,937	1.37%	390,937	1.37%	0	0.00%
Bat-Erdene G.	351,268	1.23%	351,268	1.23%	0	0.00%
Munhnasan N.	344,311	1.20%	344,311	1.20%	0	0.00%
Masik Enterprises	321,078	1.12%	321,078	1.12%	0	0.00%
Bathishig H.	319,381	1.12%	319,346	1.12%	(35)	(0.00%)
Ard Insurance	253,265	0.89%	253,265	0.89%	0	0.00%
Ard Credit NBFi	249,019	0.87%	251,217	0.88%	2,198	0.01%
Otgonbayar D.	233,303	0.82%	233,303	0.82%	0	0.00%
Top 20	19,341,906	67.60%	19,328,423	67.55%	(13,483)	(0.05%)
Others	9,272,357	32.40%	9,285,840	32.45%	13,483	0.05%
Outstanding shares	28,614,263	100%	28,614,263	100%	-	0
Treasury shares						
Shares issued	28,614,263				-	-
# of shareholders	19,301		18,822		(479)	
# of ARDT shareholders	3,064		3,064		0	
# of ADT shareholders (kids)	48,056		49,367		1,311	

STAND-ALONE FINANCIAL PERFORMANCE

INCOME STATEMENT

(MNT million)	2022 Q3	2022	2023 Q3
Management income	2,180	2,837	1,415
Realized gain from sale of investments	3,504	3,657	0
Dividend income	1,012	1,012	0
Interest income	599	18	1,013
Total investment income	7,295	7,525	2,428
Other income	6,331	6,250	2,621
Total income	13,626	13,776	5,049
Sales and marketing expense	2,092	2,228	1,738
General and administrative expense	7,014	7,125	5,310
Finance expense	3,005	3,160	2,302
Other expense	82	175	300
Total expense	12,192	12,688	9,650
FX gain (loss)	(32)	(31)	11
Gain (loss) on virtual asset disposal	0	1,234	
Profit (loss) before tax	1,402	2,291	(4,590)
Income tax expense (receivable)	(870)	180	38
Profit (loss) after tax	2,272	2,111	(4,628)
Revaluation gain (loss)	(56,014)	(155,722)	(20,824)
Total comprehensive income	(53,742)	(153,611)	(25,452)
Earnings per share (MNT per share)	79	74	(162)

BALANCE SHEET

(MNT million)	2022 Q3	2022	2023 Q3
Cash and CE	38	4	1
Receivables	22,004	21,638	35,755
Other financial assets	20	366	694
Inventory	121	98	104
Prepayments	4,355	4,644	6,893
Total current assets	26,538	26,749	43,446
Fixed assets	469	419	504
Intangibles (Virtual assets)	49,295	12,020	11,280
Right-of-use assets	1,471	1,282	742
Long term investments	183,958	96,138	79,412
Total non-current assets	235,193	109,859	91,938
TOTAL ASSETS	261,731	136,608	135,384
Payables	19,529	4,206	19,864
Short term loans	5,963	2,578	3,709
Short term bond payables	2,559	2,603	1,020
Short term lease payables	560	866	234
Unearned revenue	1,610	9,966	11,587
Total short-term liabilities	30,221	20,220	36,413
Long term lease liabilities	1,059	608	608
Long term loan	2,300	5,981	16,691
Deferred tax	17,942	6,187	3,873
Total long-term liabilities	21,301	12,776	21,172
TOTAL LIABILITILES	51,522	32,996	57,585
Share capital	28,614	28,614	28,614
Paid-in capital	2,928	2,928	2,928
Revaluation reserves	158,333	52,793	31,969
Other equity	14	14	14
Retained earnings	20,320	19,264	14,274
Equity	210,209	103,612	77,799

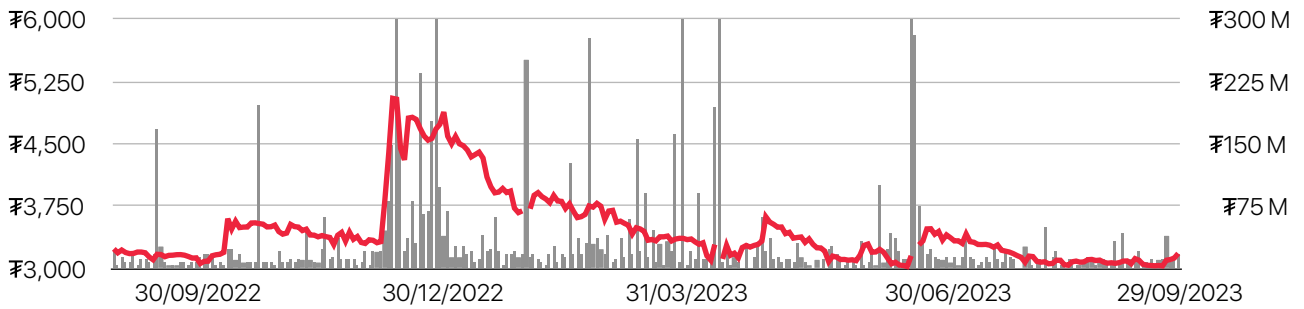
VALUATION

(MNT million)	Basis	2022 Q3	%	2022	%	2023 Q3	%	YTD	YoY
Strategic investments		118,330		91,698		83,261		(9%)	(30%)
Ard Insurance (MSE: AIC)	MV	8,021	45%	10,535	45%	9,099	46%	(14%)	13%
Ard Credit (MSE: ADB)	MV	10,657	41%	14,630	41%	12,705	41%	(13%)	19%
Mongol Post (MSE: MNP)	MV	15,276	24%	16,008	20%	16,032	20%	0%	5%
Ard Securities	BV	8,234	90%	5,644	90%	5,472	90%	(3%)	(34%)
Ard Management	BV	1,777	90%	1,870	90%	3,188	90%	70%	79%
Ard Assets	BV	773	10%	804	10%	623	10%	(23%)	(19%)
Ard Pension	BV	9,510	95%	9,510	95%	10,010	100%	5%	5%
Ard Leasing	BV	1	100%	1	100%	0	100%	(100%)	(100%)
TenGer Systems	BV	1,076	100%	1,076	100%	1,956	100%	82%	82%
Ard Ventures	BV	3,601	100%	0	0%	0	0%		
Ard Properties	BV	3,724	100%	4,788	100%	3,032	100%	(37%)	(19%)
Ard Bit	BV	6,297	100%	0	0%	0	0%		(100%)
DAX	DCF	4,500	60%	0	0%	0	0%		(100%)
Daats Investment (54% of UBX)	Cost	4,096	51%	4,096	51%	4,178	51%	2%	2%
TenGerLeague Media Group	MV	27,288	38%	22,737	38%	16,967	38%	(25%)	(38%)
GrapeCity Mongolia	Cost	9,000	45%						(100%)
Most Fintech	Cost	4,500	45%						(100%)
Tactical investments		6,735		1,069		2,376		122%	(65%)
National Privatization Fund (MSE: XOC)	MV	11	0%	26		42	1%	62%	282%
CNF	MV	1,733	28%	589		334	6%	(43%)	
Other financial instruments		4,991		454		2,000		341%	(60%)
Other		22,727		40,015		2,622		(93%)	(88%)
Fixed assets and intangible assets		10,174		13,632		1,423		(90%)	(86%)
Cash		38		4		1		(75%)	(97%)
Other net assets		12,516		26,379		1,197		(95%)	(90%)
Total valuation		147,792		132,781		88,258		(34%)	(40%)
Value per share		5,165		4,640		3,084		(34%)	(40%)

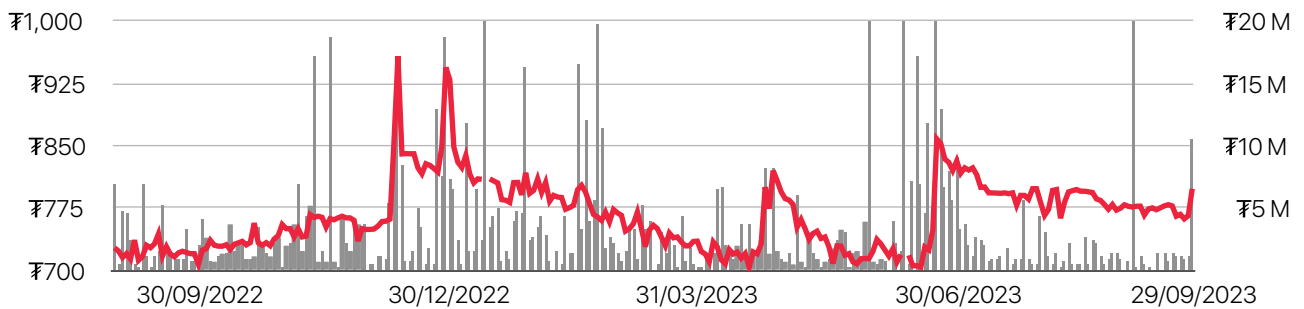
STOCK TRADING

— Close price ■ Volume

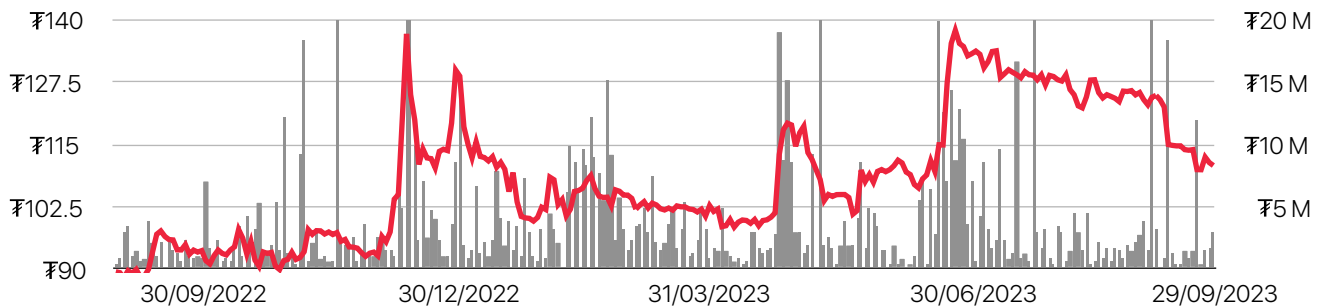
MSE: AARD trading chart



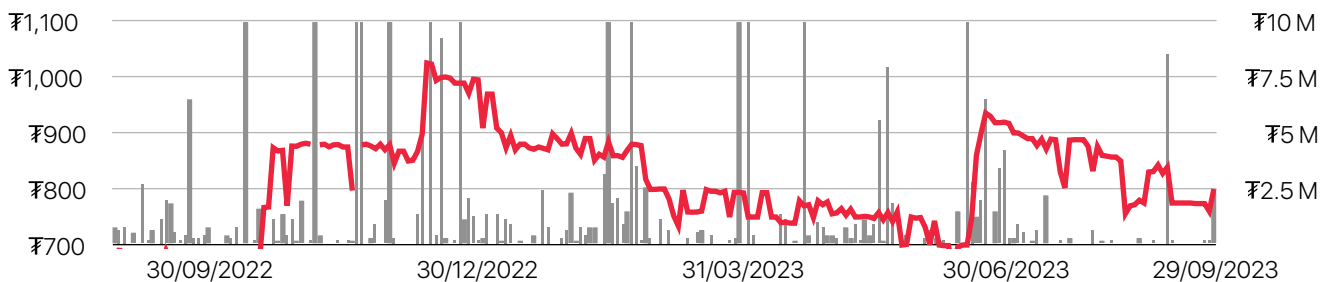
MSE: AIC trading chart



MSE: ADB trading chart



MSE: MNP trading chart




Ticker	2023 Q3 (quarterly)		52- week		2023 Q3 (quarterly)		52- week		As of sep 30, 23	
	High	Low	High	Low	Total volume	Floated %	Total volume	Floated %	Total volume	Market cup
AARD	3,439.0	2,975.0	5,545.0	2,913.0	0.71B	0.79%	9.16B	8.55%	3,180	90.99B
AIC	831.0	749.0	997.0	681.1	0.13B	0.67%	1.77B	8.17%	797.93	19.95B
ADB	134.0	106.0	142.0	88.5	0.3B	0.87%	1.51B	4.83%	110.81	31.03B
MNP	920.0	750.0	1,031.0	590.0	0.02B	0.02%	4.12B	5.94%	715.37	71.24B
TNGR	12,000.0	7,505.0	17,000.0	7,505.0	0.08B	0.13%	0.71B	1.16%	7,505	45.03B
CNF	78,000.0	49,000.0	90,720.0	40,000.0	0.13B	2.03%	1.85B	29.83%	52,000	5.89B
XOC	103.9	92.3	128.0	92.3	0.08B	1.53%	0.47B	8.89%	99.36	4.97B



 www.ardholdings.com

 info@ardholdings.com

 +976 7700 3322

BOARD OF DIRECTORS

Chairman



Ganhuyag Chuluun
Executive Chairman,
Ard Financial Group

Ordinary members



Bruno Raschle
Vice Chairman,
Schroders Capital Holding



Suhdorj Avir
Founder,
GrapeCity Mongolia



Odbayar Odonchimed
CEO,
Mon-International

Independent members



Arnaud Ventura
Founder,
Baobab Group



Sergelen Munh-Ochir
President,
IET



Mihail Zeldovich
Chairman of the
Supervisory Board,
Cocoon Capital



Munhbat Chuluun
President,
South Gobi Sands



Roland Nash
Founding partner,
VPE Capital

MANAGEMENT TEAM

Holding company



Zolboo Batbileg
Interim CEO



Bilguun Hurelbaatar
Chief Financial Officer



Dashnyam Jargalsaihan
Chief Digital Strategy Officer



Turtogtoh Erdenebaatar
Chief Risk Officer



Selenge Ganhuyag
Chief Accountant



Uyanga Buyandelger
Director of Human Resources



Munh-Erdene Munhbat
Internal Auditor



Ashhuu Unurbayan
Senior Legal Advisor

Subsidiaries



Telmen Gerelt
Ard Credit



Bilguun Ganhuyag
Ard Assets



Suhbaatar Gurragchaa
Ard Leasing



Tsogbadrah Galbadrah
Ard Insurance



Amarbold Otgonbayar
Ard Pension



Barhas Tsolmon
Ard Securities



Handaa Chuluunbaatar
Ard Management



Uyanga Galnyam
Ard Properties



Solongo Tsend-Ayush
Ard Support