

2024 Q4 FINANCIAL REPORT

MSE:MLG

www.mlholding.mn



HIGHLIGHTED STATISTICAL INDICATORS

Revenue Growth in Mongolia's Transportation Sector

^ **+7%**

Monlogistics Group Sales Revenue Growth

^ **+41%**

Monlogistics Group Net Profit Growth

^ **+21%**

Monlogistics Group's Export Cargo Transportation Growth

^ **+25%**



ABOUT THE COMPANY

Monlogistics Group started its operations in the field of freight forwarding in 2005, but now it has become a leading organization in Mongolia's transportation industry with 1 parent company, 9 subsidiaries, about 180 employees, more than 800 customer partners from 163 countries, and more than 1,500 domestic customers.

Monlogistics Group consistently offers comprehensive transportation services that adhere to international standards across various types of transportation logistics. These services encompass import, export, transit, and trucking. The company manages the import of consumer goods used daily by Mongolian citizens, facilitates the export of mining raw materials, and connects neighboring countries through freight transportation.

Monlogistics Holding Co., Ltd., a provider of comprehensive transport and logistics services, sets the policies, strategies, and operational directions for the Group's subsidiaries. It offers management services in six key areas: Human Resources, Finance, Information Technology, Marketing, Strategy and Business Development, and Logistics.

Mission

A National Brand with Global Aspirations

Vision

By 2030, we will implement a comprehensive logistics service based on modern infrastructure and service quality, with the aim of making Mongolia a logistics hub connecting Asia and Europe.

Values

Expertise and professionalism

Each employee actively engages in self-discovery and hones their talents with a strong desire for self-improvement. Through selfless dedication and persistent effort, they attain success for themselves and the organization. By setting a positive example for others, they continuously cultivate the next generation of leaders

Empowerment and leadership

Each of our employees continuously learns, expands their knowledge and skills, and remains up-to-date with both professional and general competencies. Our team is united by a shared goal of having the ability to work effectively in any company around the world.

Responsibility and discipline

Every employee of our organization upholds a high level of personal discipline in executing their duties, approaching their work with dedication and self-sacrifice. They conduct themselves ethically, adhering to Mongolian laws and the Group's internal standards. Employees complete tasks with the utmost responsibility, ensuring all work is performed according to quality standards.

Integrity and transparency

All our activities, whether significant or minor, are based on the principle of honesty. We consistently provide open, clear, and truthful information to all stakeholders, ensuring their needs are met with accurate and reliable data.

Innovative team spirit

Our team, driven by innovation and creativity, continually improves and perfects team activities, keeps pace with the times, rapidly implements technological advancements, and is composed of teams that are always initiating new ideas.

HISTORICAL JOURNEY OF THE GROUP

<p>2005</p> <p>Monlogistics Worldwide LLC was established.</p> 	<p>2009</p> <p>Obtained a special license for railway safety.</p> 	<p>2011</p> <p>Joined the Mongolian Customs United Association of Intermediaries as a member.</p> 	<p>2015</p> <p>Implemented the ISO9001:2008 International Quality Management System</p> 	<p>2017</p> <p>All shipments are insured.</p> 
<p>2006</p> <p>Became an official member of the United Association of Mongolian Transport Brokers.</p>	<p>2010</p> <p>Secured a special permit for customs brokerage from the General Department of Customs of Mongolia.</p>	<p>2014</p> <p>Joined the International Federation of Freight Forwarders as an official member.</p>	<p>2016</p> <p>Launched the “Upgrade 10” project successfully as part of the rebranding initiative.</p>	



Monlogistics Transit LLC was established.



Expanded the portfolio and established three new subsidiaries.



Monlogistics Holding LLC transitioned to a public company.



Acquired 51% of Central Asian Road LLC.

Tian jin RT Logistics international company was established.

2019

2021

2023

2024

2018

2020

2022

2023

Chosen as the official transport provider for Oyu Tolgoi Company.

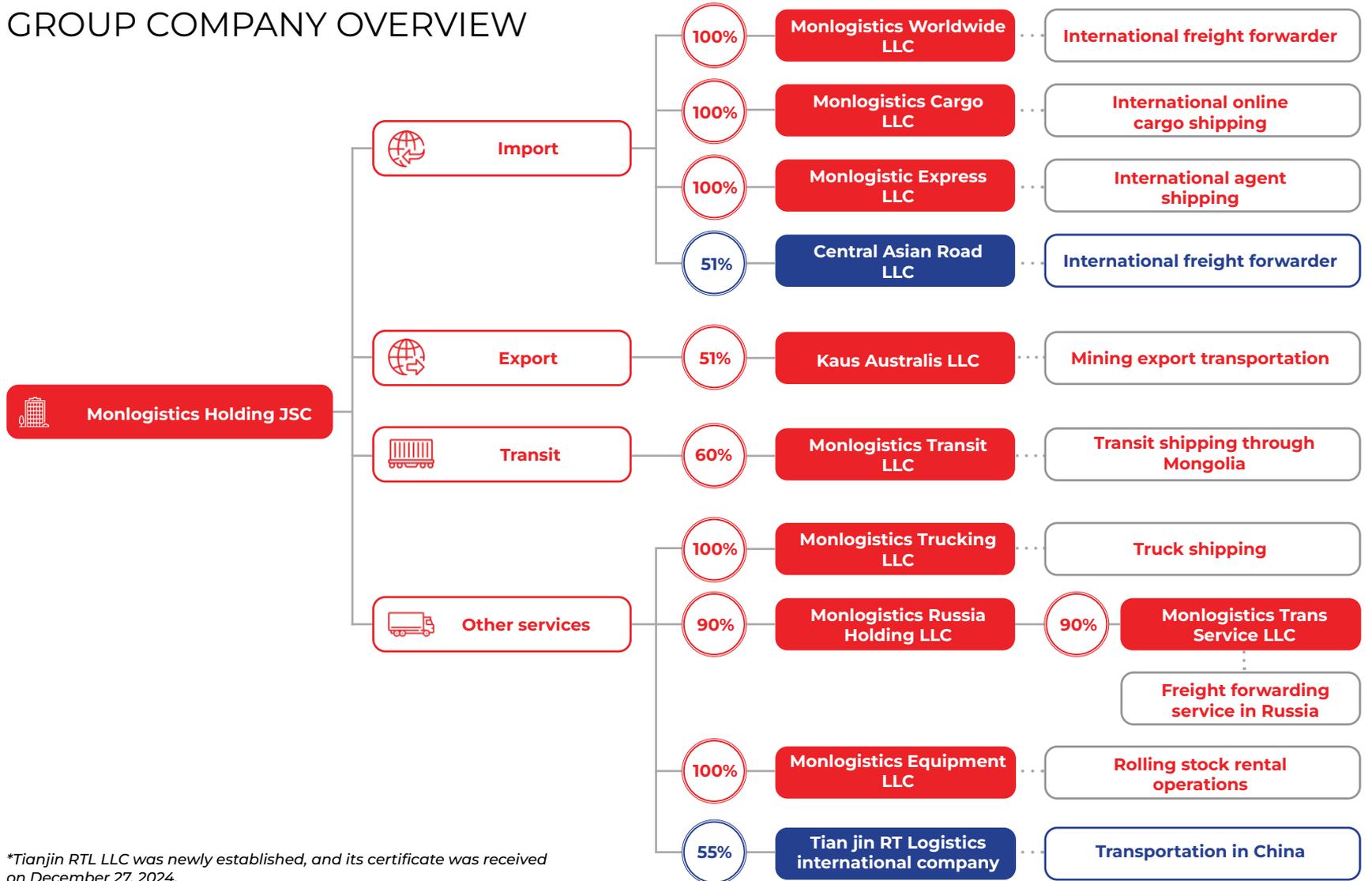
Monlogistics Holding LLC Parent company was established.

Started exporting transportation of raw materials and established Kaus Australis LLC.

"Do Good Hub" NGO was established



GROUP COMPANY OVERVIEW



*Tianjin RTL LLC was newly established, and its certificate was received on December 27, 2024.



**A NATIONAL BRAND WITH
GLOBAL ASPIRATIONS**

FEATURED TRANSPORT 2024 Q4



Within the framework of the Compact Agreement between the Government of Mongolia and the U.S. Millennium Challenge Corporation, Monlogistics Worldwide LLC commenced the transportation of cargo for the newly established Western Water Supply Project in Ulaanbaatar, funded by a non-repayable grant, starting from November 2024.



In November 2024, Monlogistics Worldwide LLC successfully transported new equipment for the ice cream factory of Aismark LLC, a subsidiary of TESO Group.



As of December 2024, Monlogistics Worldwide LLC successfully transported 16 vehicles, including eight container trucks ordered by the Government of Mongolia, from Dubai, UAE, to Ulaanbaatar for distribution by Sea Horse LLC in regional areas.

HIGHLIGHT EVENTS 2024 Q4



1. Monlogistics Group Invests in Export Transport and Receives Initial Batch of Railcars from Russia

As part of its IPO initiative, Monlogistics Group has made strategic investments in rolling stock for export transport operations, successfully receiving its first batch of railcars from Russia. The next batch is expected to arrive in the first quarter of 2025.

In line with this effort, Monlogistics Equipment LLC has planned to purchase 50 open-top railcars from Russia to expand its railway fleet. This investment is of strategic importance in facilitating the export of Mongolia's mining products to international markets, increasing sales revenue, and supporting the "New Recovery Policy."



2. Monlogistics Group Attains ISO 9001:2015 Certification

As part of its 2024 strategic objectives, Monlogistics Group has successfully implemented an international quality management system across its operations, obtaining ISO 9001:2015 certification.

On November 20, 2024, six companies within the Group successfully passed an international certification audit with no discrepancies or non-conformities. Subsequently, on December 9, 2024, the Group officially received the ISO 9001:2015 certification from TQCS International PTY LTD, Australia.

HIGHLIGHT EVENTS 2024 Q4



3. Monlogistics Group Wins “Transport & Logistics Entrepreneur” Award for the Second Time

The prestigious “Entrepreneur 2024” awards ceremony, recognizing Mongolia’s leading enterprises and entrepreneurs, was successfully held for the 27th consecutive year. During the event, Monlogistics Group was honored with the “Transport & Logistics Entrepreneur” award for the second time, reaffirming its leadership in the industry. We first received this award in 2022, and winning it again reflects the dedication and commitment of our team to delivering responsible and high-quality services.



4. Monlogistics Group Expands into the Air Freight Sector

As part of its strategy to expand into air transport, Monlogistics Group has successfully launched Monlogistics Express LLC.

Monlogistics Express aims to provide fast and reliable air freight services, catering to both B2B and B2C markets. This new business segment is set to support the rapid growth of international trade and e-commerce, offering customers greater flexibility and convenient logistics solutions.

Looking ahead, Monlogistics Express LLC plans to further expand its air freight network and provide comprehensive logistics services that are competitive in the global market.



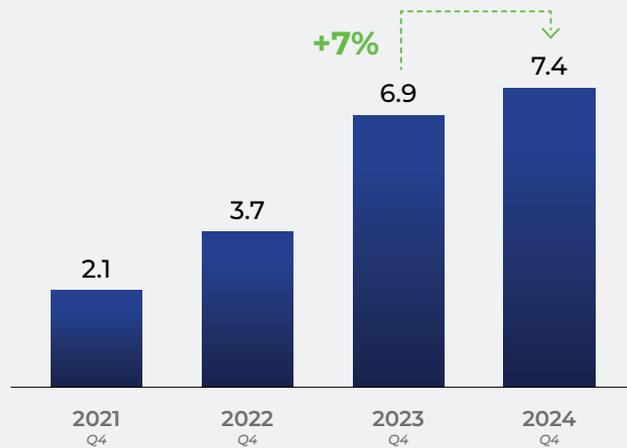
Operational Report

- > Total Revenue of the Transportation Sector
- > Revenue of Monlogistics Group
- > Total Cargo Magnitude of the Transportation Sector
- > Cargo Amount of Monlogistics Group

MONLOGISTICS GROUP'S REVENUE REACHED 297 BILLION MNT, INCREASING BY 41.2% COMPARED TO THE PREVIOUS YEAR.

REVENUE OF THE TRANSPORT SECTOR

/ BILLION MNT /

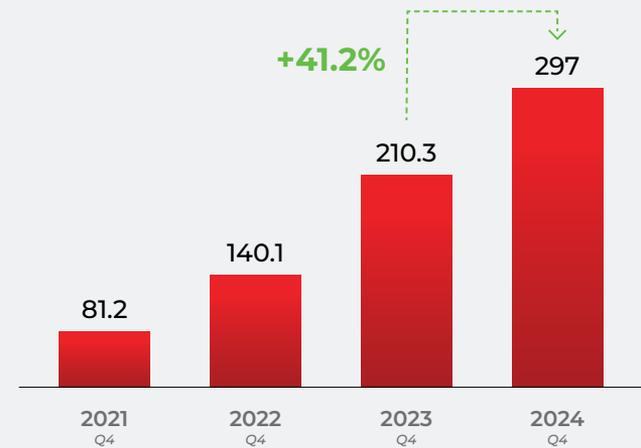


As of the fourth quarter of 2024, the revenue of the transportation sector reached 7 trillion MNT, increasing by 7% compared to the same period of the previous year.

Source: Internal research based on data from the NSO

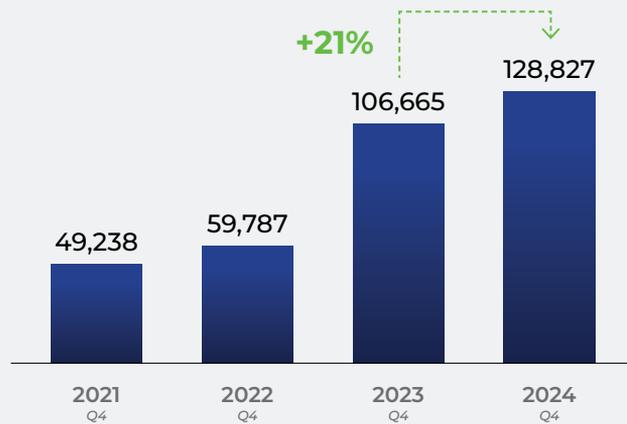
REVENUE OF MONLOGISTICS GROUP

/ BILLION MNT /



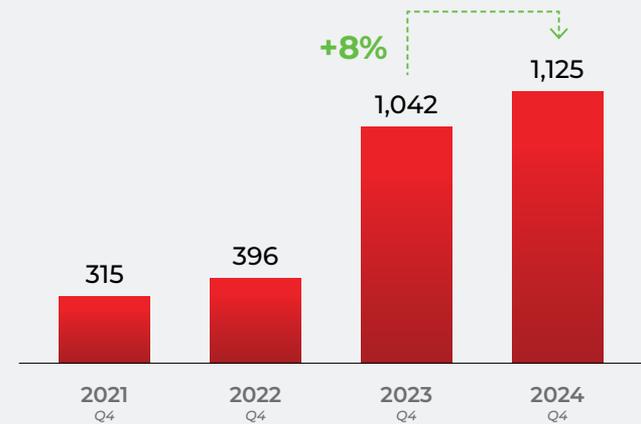
As of the fourth quarter of 2024, Monlogistics Group's revenue reached 297 billion MNT, an increase of 41.2% compared to the same period of the previous year.

THE TOTAL CARGO MAGNITUDE OF TRANSPORTATION SECTOR / THOUSAND TONS /



As of the fourth quarter of 2024, Mongolia's total freight turnover reached 128.8 million tons, an increase of 21% compared to the same period of the previous year.

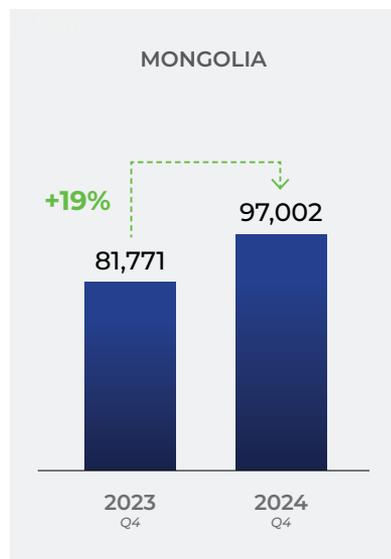
THE TOTAL CARGO AMOUNT OF MONLOGISTICS GROUP / THOUSAND TONS /



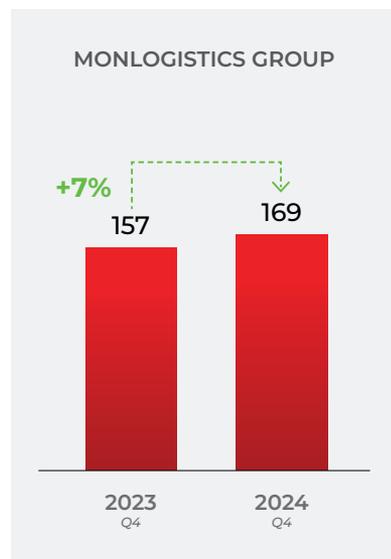
Monlogistics Group's freight turnover reached 1.1 million tons, showing an 8% increase compared to the same period of the previous year.

EXPORT FREIGHT VOLUME

/ THOUSAND TONS /



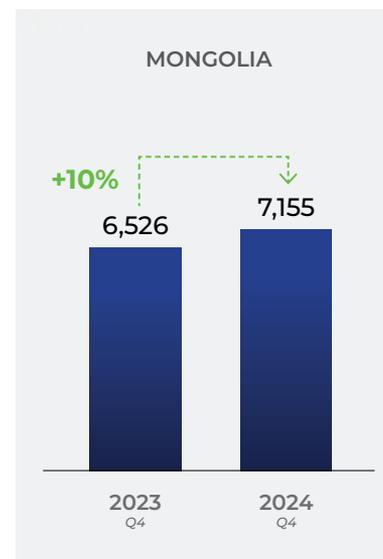
Mongolia's export freight volume increased by 19% compared to the same period of the previous year, reaching 97.0 million tons.



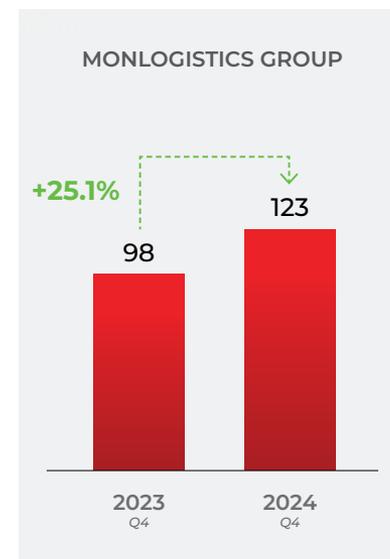
Monlogistics Group's export freight volume increased by 7% compared to the same period of the previous year, reaching 169 thousand tons.

IMPORT CARGO TRANSPORT VOLUME

/ THOUSAND TONS /



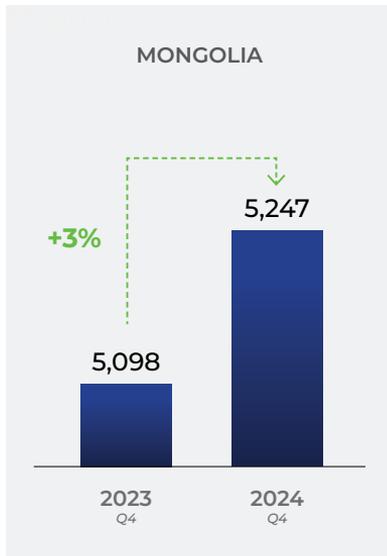
Mongolia's import freight volume increased by 10% compared to the same period of the previous year, reaching 7.1 million tons.



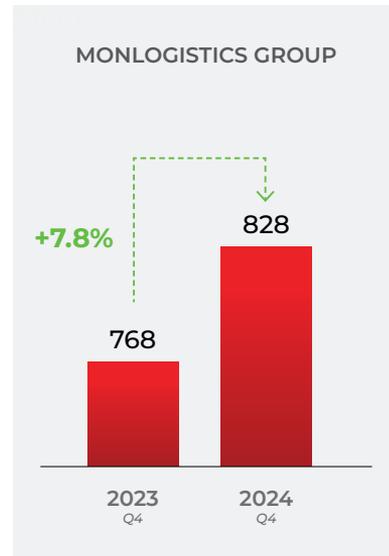
Monlogistics Group's import freight volume increased by 25.1% compared to the same period of the previous year, reaching 123 thousand tons.

TRANSIT FREIGHT VOLUME

/ THOUSAND TONS /



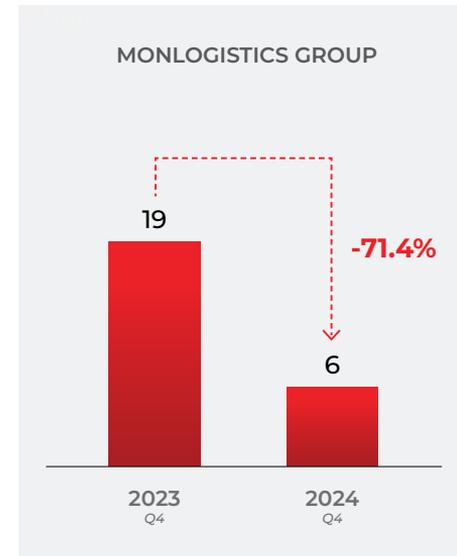
Transit freight passing through Mongolia increased by 3% compared to the same period of the previous year, reaching 5 million tons.



Monlogistics Group's managed transit freight volume increased by 7.8% compared to the same period of the previous year, reaching 828 thousand tons.

INTERNATIONAL FREIGHT VOLUME

/ THOUSAND TONS /



Monlogistics Group's domestic freight volume within foreign countries decreased by 71.4% compared to the same period of the previous year, reaching 5 thousand tons.



monlogistics
HOLDING



FINIANCIAL REPORT

- > CONSOLIDATED STATEMENT OF
PROFIT OR LOSS
- > CONSOLIDATED STATEMENT OF
FINANCIAL POSITION

CONSOLIDATED STATEMENT OF PROFIT OR LOSS

In million MNT	2022 Q4	2023 Q4	2024 Q4
Sales revenue	136,095	210,361	296,292
Cost of sales	(119,548)	(192,253)	(272,366)
Gross profit	16,547	18,108	23,926
Sales, General administrative expenses	(6,244)	(8,482)	(11,154)
Other income (expenses)	1,116	(336)	(245)
Operating profit	11,419	9,290	12,527
Financial income (expenses)	(385)	295	(628)
Profit before tax	11,034	9,585	11,899
Income tax expense	(1,642)	(1,222)	(1,578)
Net income	9,392	8,363	10,321
Shareholders of the parent company	8,028	5,925	7,463
Non-controlling interest	1,364	2,438	2,858
Other comprehensive income			
Foreign exchange translation difference	(138)	(62)	(104)
Other comprehensive income			(212)
Total comprehensive income for the year	9,253	8,301	10,004
Shareholders of the parent company	7,890	5,863	7,147
Non-controlling interest	1,364	2,438	2,858
Basic earnings per share /in MNT/	20.28	14.97	18.85

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

In thousand MNT	2022 Q4	2023 Q4	2024 Q4
Cash and cash equivalents	14,198	22,122	8,710
Accounts and other receivables	19,504	22,535	39,584
Short-term investments	-	2,461	1,381
Inventories	103	135	8,585
Prepaid expenses/prepayments	5,662	6,050	21,175
Other current assets	258	1,274	1,773
Current assets	39,725	54,577	81,208
Property and equipment, net	1,449	1,526	5,467
Right-of-use assets	-	857	591
Other non-current assets	923	648	1,265
Goodwill			3,463
Non-current assets	2,372	3,031	10,785
Total assets	42,097	57,609	91,993
Accounts and other payables	14,591	12,409	20,791
Unearned revenue	1,558	837	8,001
Short-term loans	-	17	7,322
Current liabilities	597	465	399
Total current liabilities	16,746	13,728	36,514
Total non current liabilities	212	442	6,946
Total liabilities	16,959	14,169	43,459
Shareholders of the parent company	23,138	39,285	42,359
Non-controlling interest	2,001	4,154	6,175
Total equity	25,138	43,439	48,534
Total equity and liabilities	42,097	57,609	91,993

***Unaudited report**



MONLOGISTICS HOLDING JSC WILL

DISTRIBUTE DIVIDENDS

Net profit	21.9%
Total dividend amount	2,137,637,638.80₮
Dividend per share	5.40₮
Dividend distribution date	2025.04.30

DIVIDEND DISTRIBUTION FROM FINAL NET PROFIT FOR 2024

In accordance with Resolution No. 25/TUZ/09 of the Board of Directors of Monlogistics Holding JSC, dated February 7, 2025, the company has approved the distribution of 21% of its net profit for the year 2024 as dividends.

The total amount allocated for distribution is MNT 2,137,637,638.80 (two billion one hundred thirty-seven million six hundred thirty-seven thousand six hundred thirty-eight tugriks and eighty mongos), with a dividend per share of MNT 5.4 (five tugriks and forty mongos).

The record date for determining eligible shareholders will be based on the registration date of the company's 2025 Annual General Meeting of Shareholders. Dividends will be distributed through Central Securities Depository LLC and credited to shareholders' accounts on April 30, 2025.



monlogistics
HOLDING

CONDITIONS FOR SHARE BUYBACK FROM THE **OPEN MARKET**

Total number of shares
to be repurchased **UP TO**
4,800,000
SHARES

Maximum purchase
price per share **210₮**

Total amount for
the share repurchase **UP TO**
1,008,000,000₮

Repurchase
period **APR 1, 2025**
DEC 31, 2025

SHARE BUYBACK FROM THE OPEN MARKET

In line with Resolution No. 25/TUZ/10 of the Board of Directors of Monlogistics Holding JSC, dated February 7, 2025, the company has decided to repurchase a portion of its publicly traded shares to improve liquidity.

The company plans to buy back up to 4,800,000 shares at a maximum price of MNT 210 per share, with a total repurchase value not exceeding MNT 1,008,000,000. The share buyback program will be conducted over an 8-month period, from April 1, 2025, to December 31, 2025.

OFFICE ADDRESS

Ulaanbaatar city, Sukhbaatar district, 1 committee,
New Horizons office, 11th floor, No. 1101

CONTACT

+976 7701-5454

info@mlholding.mn

www.mlholding.mn