



# BILIG CAPITAL

BUSINESS AND FINANCIAL CONSULTING



Investing. Consulting. Advisory.



## Our vision

Offering a full range of investment banking products and services, Bilig Capital is on its way to becoming the premier financial services firm in Mongolia. This is because we are committed to assisting both local and international companies in realizing their goals by offering innovative and efficient financial solutions. Our goal is to build long-term partnerships with our clients so that we can better assist them in reaching their development objectives.

# Why Bilig Capital?

## Networking

Knowing the right people is crucial in any industry. Here at Bilig Capital, we can negotiate the best deals for our clients thanks to our network of contacts in Mongolia and abroad.

## Human Resources

We have a qualified team of individuals with international education and experience. In addition, we have cultivated relationships with some key domestic partners as well as many international companies.

## Market Intelligence

We have a dedicated research team that conducts Industry Analysis. Our extensive knowledge of the Mongolian market helps us better serve our client's individual needs. Our advice and services cover:

- Economic Analysis
- Mining Sector Analysis Research
- Dynamic Growth Projections



## Here are some examples of things we've done recently for our clients:

- Helped raise 35 million USD to develop an Iron Ore mine
- Facilitated an Iron Ore and coal 18million USD off-take agreement
- Acquisition and valuation of a transportation company
- Advised a client on entering the raw material processing industry



## Industries

Our services cover several different sectors of the Mongolian economy, including:

- Insurance
- Finance
- Mining
- Real Estate Development
- Infrastructure
- Raw Material Processing
- Logistics



## Partners

Bilig Capital works with leading Mongolian enterprises and organizations in both the private and public sectors, including:

- Mongolian National Mining Association**
- Foreign Investment for Foreign Trade Agency of Mongolia**
- Mongolian Railway Authority**
- Natural Resources Authority of Mongolia**
- Mongolia University of Science and Technology**

We also work with many firms from around the world, such as:

- Runge/MinarcoMineconsult**
- Norton Rose**
- Emerging Asia Capital**
- Access Capital**
- FBK**
- Leighton Asia**





## Investment Advisory

We analyze both Mongolia's domestic markets as well as any pertinent overseas market. Doing so gives us a global perspective with which we are able to make suggestions tailored to the needs of our clients. Given some recent developments in the Mongolian mining industry, we anticipate an even greater need for investment consulting and strategy formation for our clients in order to better serve their long term interests.



## Capital Raising

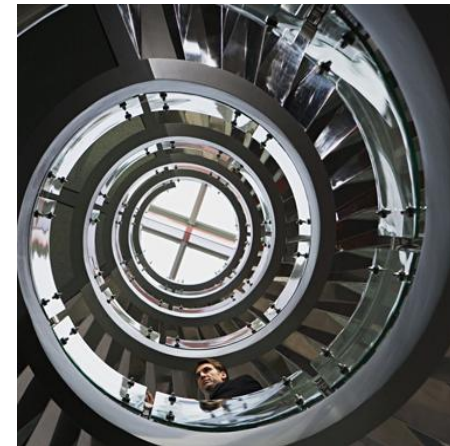
Capital drives growth and creates options. Whether your company is growing organically or through acquisitions, Bilig Capital can help develop an effective financing strategy, determine the optimal deal structure and then secure the capital necessary to advance your strategic and financial objectives. We have the knowledge -- and relationships -- necessary to access capital for development, expansion, recapitalization, acquisitions and debt refinancing through high quality institutional, financial and strategic investors.



## Consulting Services

Given the complexity of business today, any stone left unturned could very well become a problem. That is why it is important to examine opportunities and challenges from every angle, including accounting, assurance and advisory, risk, tax, strategy, finance, technology, and human capital.

And that is just what Bilig Capital is here to help with.



## Bilig Capital Team

Bilig Capital has carefully built a team of professionals that has the knowledge and experience required for success. Some of our team members hold MBA's, while others have degrees in Finance and Economics from leading universities around the world. Our team members have experience working in large domestic and international banks such as TDBM and UBS, government agencies, as well as international organizations such as the World Bank and International Financial Corporation.

## Our Customers

We are proud to have leaders in Mongolian business sectors as our customers, including companies such as: **MCS, Unitel, Skytel, Mongolrostsvetmet, InterDecision, MONNIS, ERDES Holding, MonLaa, and Grand Insurance Company.**

## Management Team



**Batzorig Erdenee**, Managing Partner

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Batzorig joined Bilig Capital's management team after graduating from the London School of Business and Finance/Grenoble Graduate School of Business joint MBA programme in London, UK. He has also completed Master degree in Public Finance. His work experience includes internships at the Ministry of Finance and Economy and Central Bank of Mongolia. He worked as the Head of the Card Center of the largest commercial bank of Mongolia, TDB and worked as investment analyst at JS International (London), an investment company with asset under management of 2.6 billion USD. Batzorig is fluent in English and Russian as well as basic knowledge of both Chinese and Korean languages.



**Tumenkhishig Tserendavaa**, Partner

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Tumenkhishig is a graduate from Cass Business School, City of London with business administration and finance degree. Previous experiences include executive level position as coordinating officer at Uureg Holding a company involved in diverse business activities including entertainment, construction, energy and clean/renewable energy and as an analyst at London headquarter for EMEA region of UBS, a Swiss global financial services company. He is fluent in English and has basic knowledge of German and Russian.





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