



Digital Industry in Mongolia

Mar 17th 2023



Overview of Mobicom

MOBICOM CORPORATION LLC

Established

March 1996

of Employees

1,600

Shareholder

KDDI , Newcom

CEO

Koji Kurushima

mobile

Subscribers : 1.7m
Market share : 40%
Smartphone rate : 90%
4G Coverage : over 90%



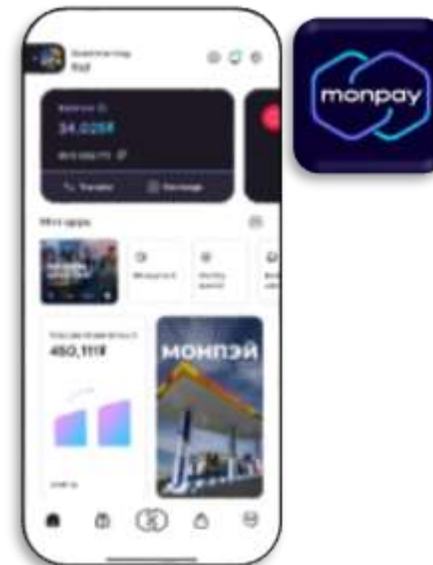
**Enterprise
Solution**

**One Stop
Solution Provider**



Fintech

No.1 Super app
User : 500k
(15% of population)



**Media
Contents**

No.1 Portal site



**Live TV &
Video streaming**

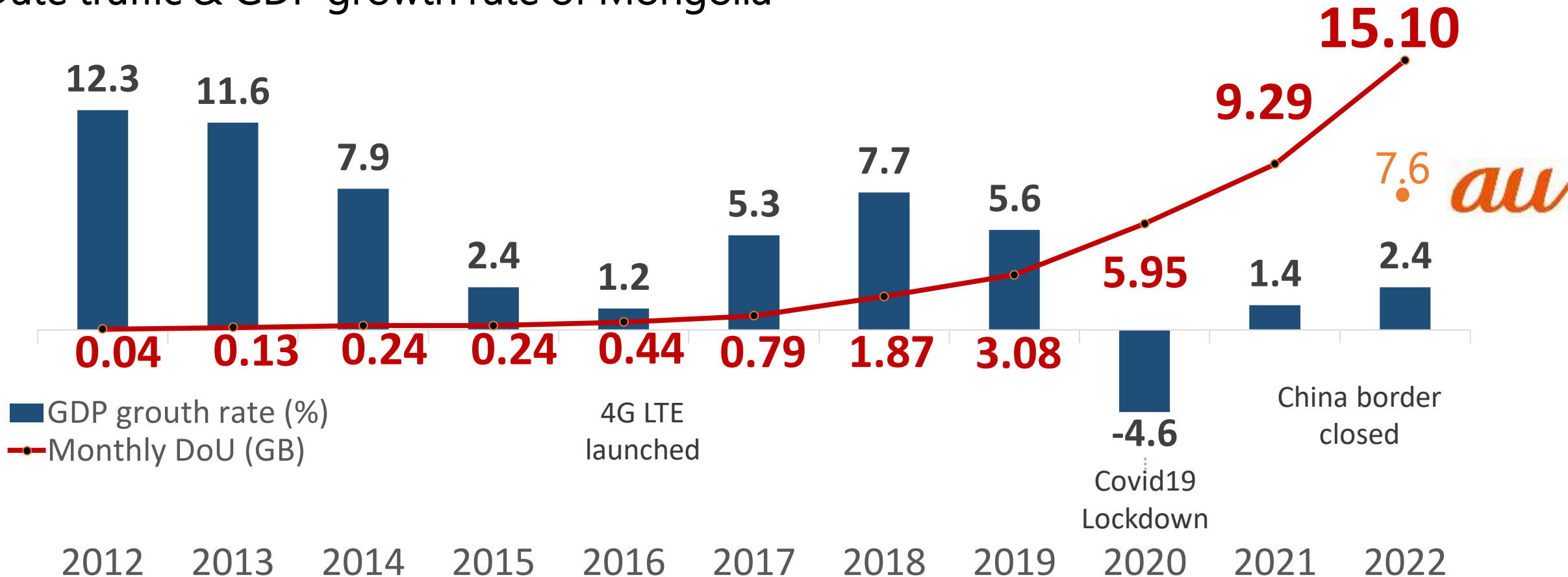


Date traffic and GDP related

MOBICOM CORPORATION LLC

Data traffic is steadily increasing while GDP economy situation is unstable
Digital Industry is the key for sustainable growth

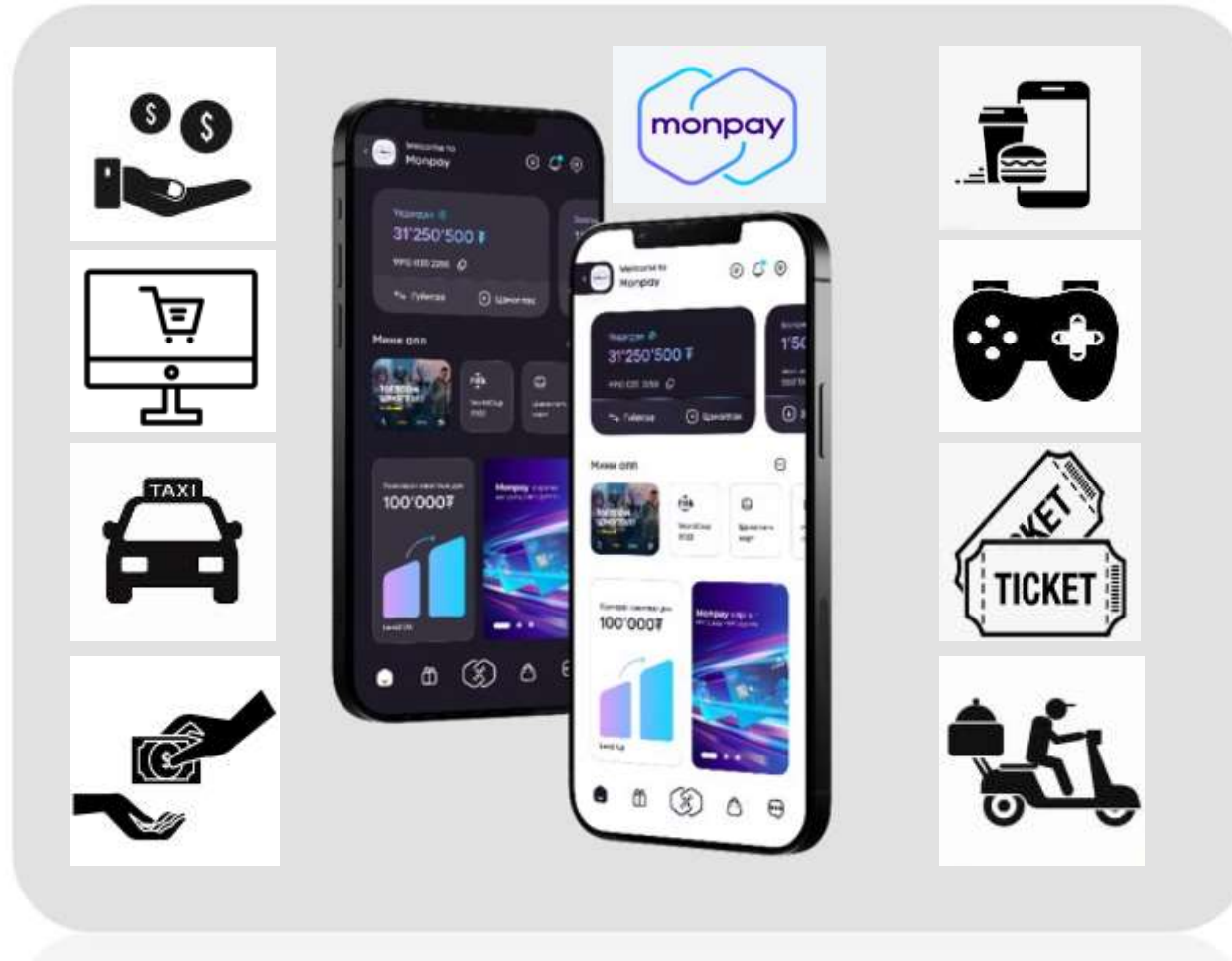
Date traffic & GDP growth rate of Mongolia



monpay introduction(1)

MOBICOM CORPORATION LLC

First e-money licensed pay app in 2018
No.1 super app in Mongolia



E-money usage in Mongolia

Cashless payment ratio

| | | |
|---------|-----------------|-------------|
| 2021-2Q | Cashless 60% | Cash 40% |
| | | |
| 2022-2Q | Cashless 89% | Cash 11% |

E-money monpay share

(transaction amount base)

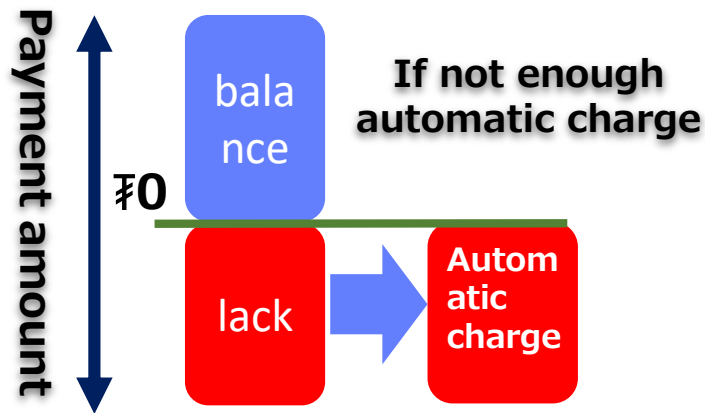
| | |
|------------|------------|
| Monpay 55% | Others 45% |
|------------|------------|

monpay introduction (2)

MOBICOM CORPORATION LLC

All features by mobicom in-house development

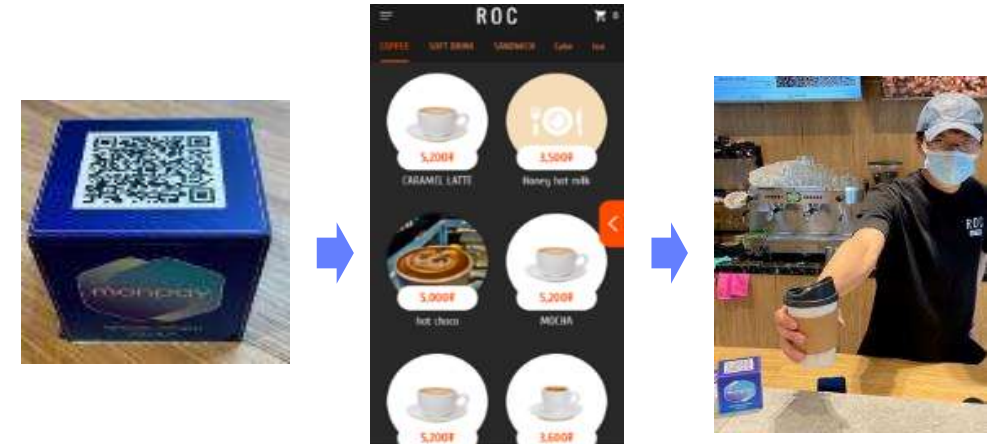
Auto charge



Data and coupon



Mobile order



Toll Road payment



Automatic VAT refund



Digital bonds





Try new business in Mongolia !
For Sandbox, Trial Launch, and PoC
You can reach the half population via Mobicom

ito@mobicom.mn

[**www.mobicom.mn**](http://www.mobicom.mn)

Introduction of moffice co-working space

MOFFICE CORPORATION LLC



- ✓ 800sqm Coworking space to support Startups
- ✓ Space to co-create new Value together by collaboration.
- ✓ Community for 500+ members and 50+ Startups.



*MonJa Startup
Acceleration Program*

Community @ Moffice



2019

COVID-19 period
New normal working style

2021

MONJA 2

Moffice Operation
started

2020

MONJA 1

Deep Learning
Competition

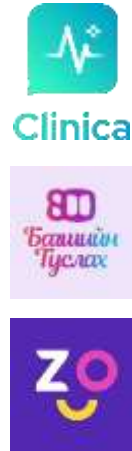
2022

Mobicom Co-creation with Startups

MOBICOM CORPORATION LLC

MonJa Startup Accelerator program, Deep Learning Competition

MONJA 1 In response to COVID



МОНГОЛ-ЯПОНЫ ХҮНИЙ НӨӨЦИЙН ХӨГЖЛИЙН ТӨВ

Deep Learning Competition (D-CON) 2022 in Mongolia

ЕРӨНХИЙ ЗОХИОН БАЙГУУЛАГЧ

БОЛОВСРОЛ, ШИНЖЛЭХ УХААНЫ ЯАМ

МОНГОЛЫН ТӨСӨЛӨӨНИЙ КОЛЛЕЖИЙН ҮНДЭСЭННИЙ ХӨГЖӨӨ

ХАМТРАН ЗОХИОН БАЙГУУЛАГЧ, ДЭМЖИГЧ

JICA KOSEN ШУТСан

DEEP LEARNING COMPETITION MONGOLIA 2022

ШИЛДЭГ САНАА ГҮН СУРГАЛТ ИНЖЕНЕРЧЛЭЛ

БИЗНЕС ШИЙДЭЛ

ШАГНАЛЫН САН 10,000,000 ₮

БҮРТГЭЛ 11.28 Материалын шалгаруулалт
fb.com/dcompmon 2.24 Эцсийн шалгаруулалт



MONJA 2 For SDG's 2030



For MONJA - 3

“5G leads the innovation”

Startup with 5G

for new value creation

in 2023



Win-Win cooperation with Startups

MOBICOM CORPORATION LLC

Migration to monpay, Service for mobicom customers, Supporting CSV

What Startups get



- sales on monpay platform



Clinica

- Carrier Billing
- mobicom corporate sales



- Mobile promotion



JOINMe.MN

- monpay payment

Others

- ✓ Coaching, mentoring
- ✓ Business Consultation
- ✓ Pitching skill
- ✓ Networking
- ✓ Lecture

What mobicom gets



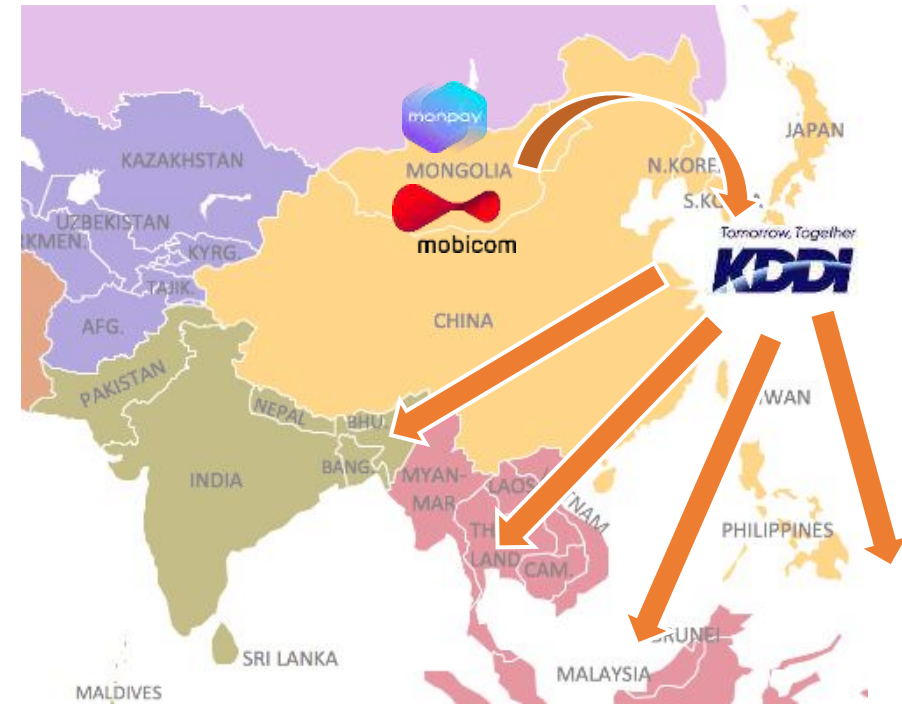
- monpay payment transaction
- New products & services
- Customer retention for users
- App development resources
- Smart education CSV program



App development outsourcing

MOBICOM CORPORATION LLC

Mobile app development for overseas countries



Government support for Startups

MUBICOM CORPORATION LLC

Mongolian government actively supports startups companies

- **Hub Innovation Center**

To develop and train startup companies



- **“Project Facilitation Program” by National Development Agency**

Promote and support projects, match with global investors



- **Hold events of startups**

Competition to discover startup companies





Thank You!

Баярлалаа!