



premium



Earnings call: 2024Q3

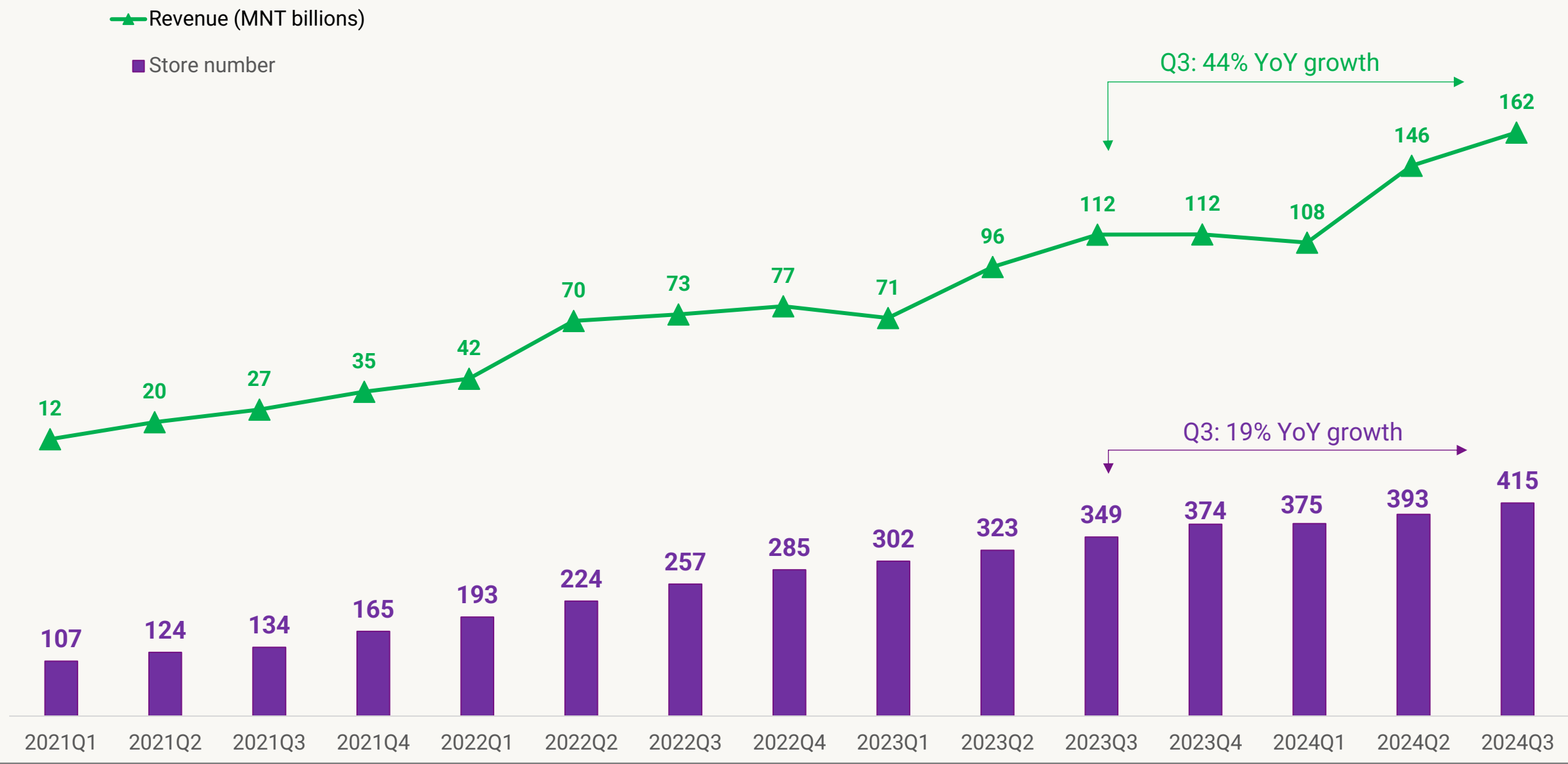
Premium Nexus JSC

MSE: CUMN

29 October 2024

1. CU business comparable and total store performance
2. CU business strategic goals
3. Other subsidiaries
4. Premium Nexus JSC consolidated financial statements
 - a) Consolidated statement of PL and OCI
 - b) Consolidated statement of financial position
 - c) Consolidated statement of cash-flow
5. 2024Q3 share performance

CU Strategic goals



Comparable store performance

| | 2024 Q3 |
|---------------------------|---------|
| Daily average sales | 25.6% |
| Daily number of costumers | 9.5% |
| Basket price | 14.7% |

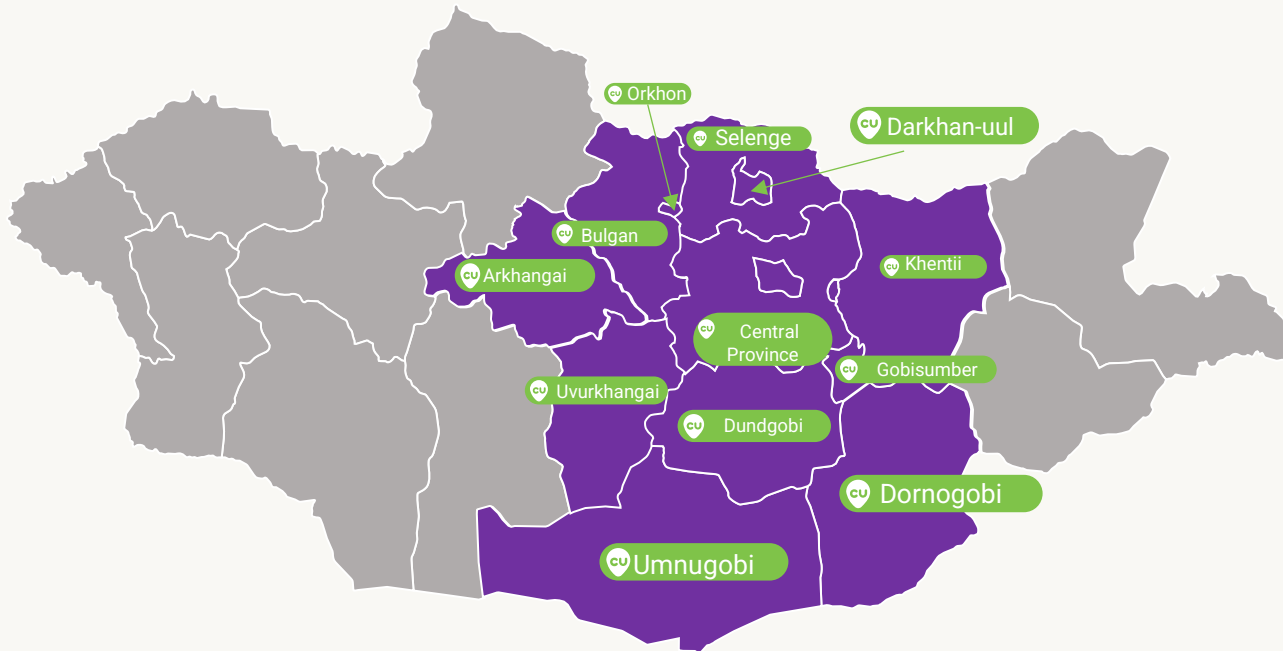
Comparable number of stores - 311

Total store performance

| | 2024 Q3 |
|---------------------------|---------|
| Daily average sales | 22.7% |
| Daily number of costumers | 5.3% |
| Basket price | 16.5% |

Total number of stores: 393 → 415

Compared to August 2024, with annual inflation at 6.5%, average comparison store consumer basket size grew by 14%, reflecting a real increase of 7% in shopper basket size.



| Store expansion Q3 | |
|--------------------|----------------|
| Ulaanbaatar | 10 new stores |
| Rural area | 12 new stores |
| Total* | 22 new stores* |

| New provinces Q3 |
|------------------|
| Umnugobi |
| Dundgobi |
| Bulgan |

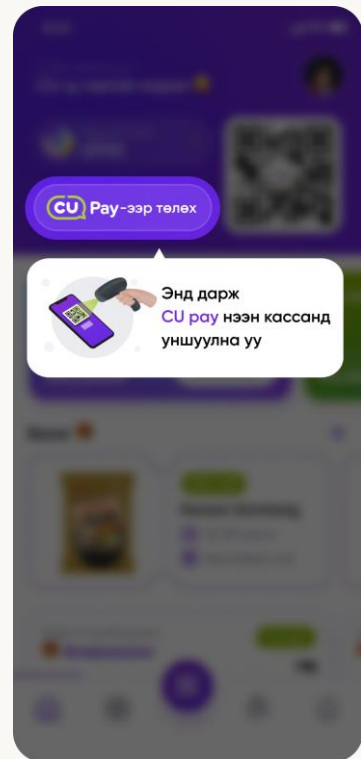
*1 store was closed in Q3.



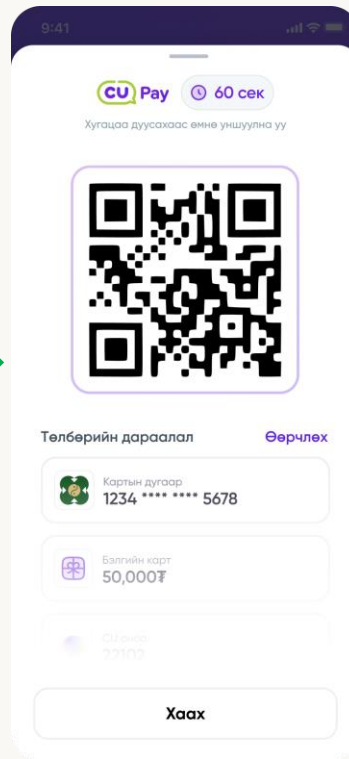
CU 400th branch store

The 400th CU convenience store branch opened in Sukhbaatar, Selenge Province. Through this expansion, we are delivering international-standard services to ensure food safety in the rural areas, enhancing tourism and service infrastructure, creating new jobs, and supporting local entrepreneurs.

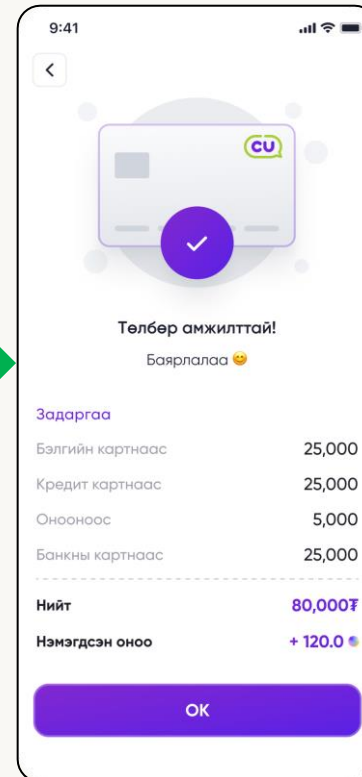
“CU PAY” payment solutions



CU pay activation



QR code scan



Payment, Loyalty points,
E-receipts

“CU PAY” payment solutions

- ✓ Faster payment processing
- ✓ No need to open third-party apps
- ✓ No unnecessary confirmation
- ✓ Automated registration of E-barimt
- ✓ Virtual receipt

Average time to make payments

| Bank cards | E-wallets | Cash | CU app points |
|-------------------|----------------------|-------------------|----------------------|
| 25 _{sec} | 30-45 _{sec} | 20 _{sec} | 20-30 _{sec} |

27.4 seconds on average

CU Pay 6 seconds

New product highlights:



A frozen meal kit designed to save time and simplify meal preparation efforts.



Nutrition series: offal meal products



Original and marinated chicken skewers



MONGOLIAN LABOR MARKET SUMMIT
Good Workplace Awards 2024

"BEST TRAINING – BEST EMPLOYER AT SUPPORTING TRAINING AND DEVELOPMENT"

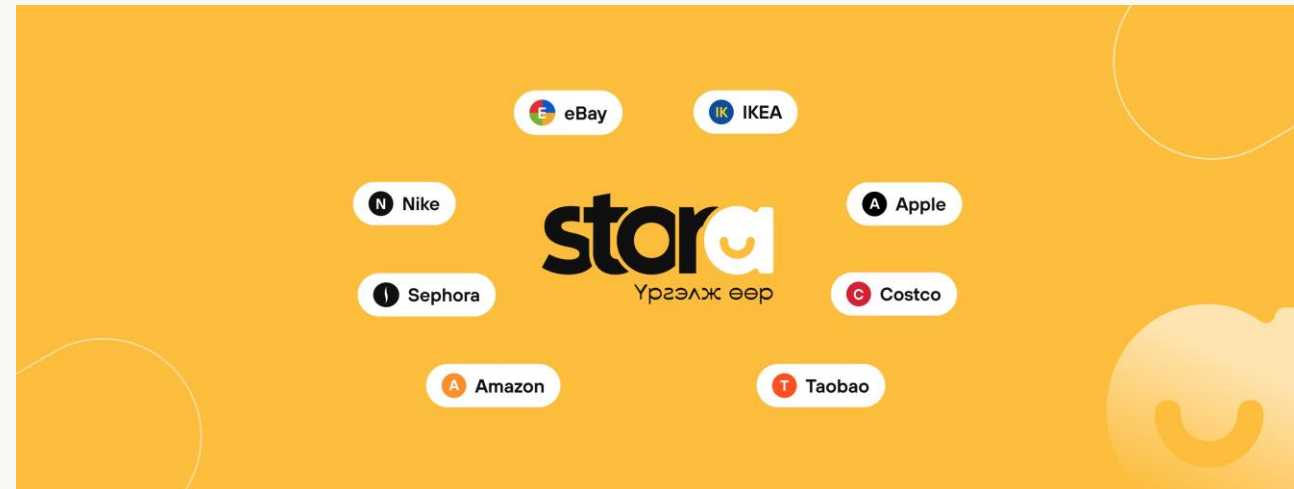
In 2023-2024, the training team delivered 122,981 man-hours of training across 830 sessions, benefiting 22,919 employees. During this period, 1,293 employees who attended the training were promoted horizontally, while 387 were promoted vertically.

Stora update 2.0

Stora Central LLC has been delivering cross-border e-commerce services to the Mongolian market for three years, providing comprehensive technology and transport logistics solutions. This has enabled customers to order products from two of the world's leading online shopping platforms: Amazon in the U.S. and Taobao in China. In September 2024, Stora launched its next major update, Stora V2.0, introducing numerous new opportunities for users.

As part of the Stora V2.0 update, Mongolian users can now access a wider range of international shopping options, including:

- eBay (U.S.) for a diverse selection of goods,
- Costco for a broad range of household items,
- Apple to ensure timely access to the latest models,
- Sephora for high-quality products from top beauty brands,
- Nike for the newest global releases with no waiting time,
- Additionally, Stora V2.0 integrates Sweden's popular IKEA brand, offering the lowest prices and providing a comprehensive system of technology, transportation, and order consulting services.



StoreForGood

Recognizing that the retail sector produces substantial waste, Stora Central actively promotes eco-friendly consumption while educating consumers on sustainable purchasing behaviors through its e-commerce services. Beginning in September 2024, Stora launched *StoreForGood*, a new initiative focused on social responsibility, targeting environmental impact and waste reduction. This project aims to foster a culture of mindful consumption and sustainability among consumers.

As part of the *StoreForGood* project, Stora Central will establish a system and exchange infrastructure that will enable Stora users to:

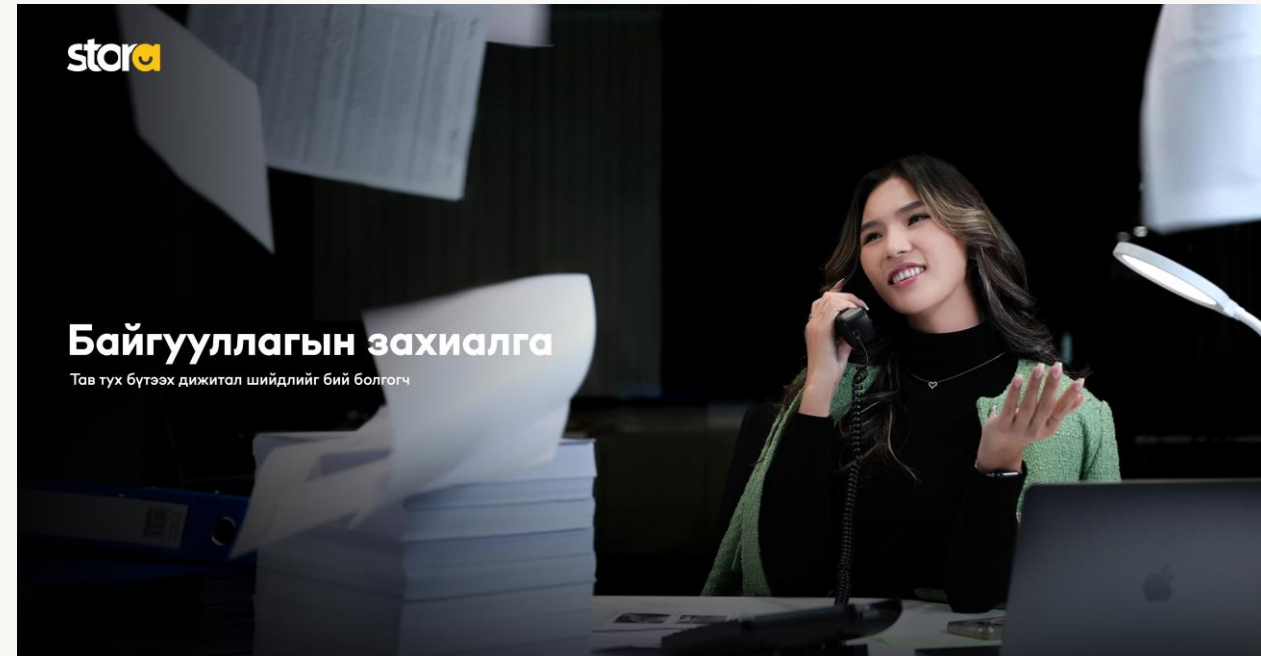
- Trade old books,
- Exchange children's games,
- Recycle and exchange clothes that are no longer worn.

By extending the lifespan of items, users can make a positive impact on the planet. Join the Re-e-commerce movement initiated by Stora to make smart choices for a sustainable future.

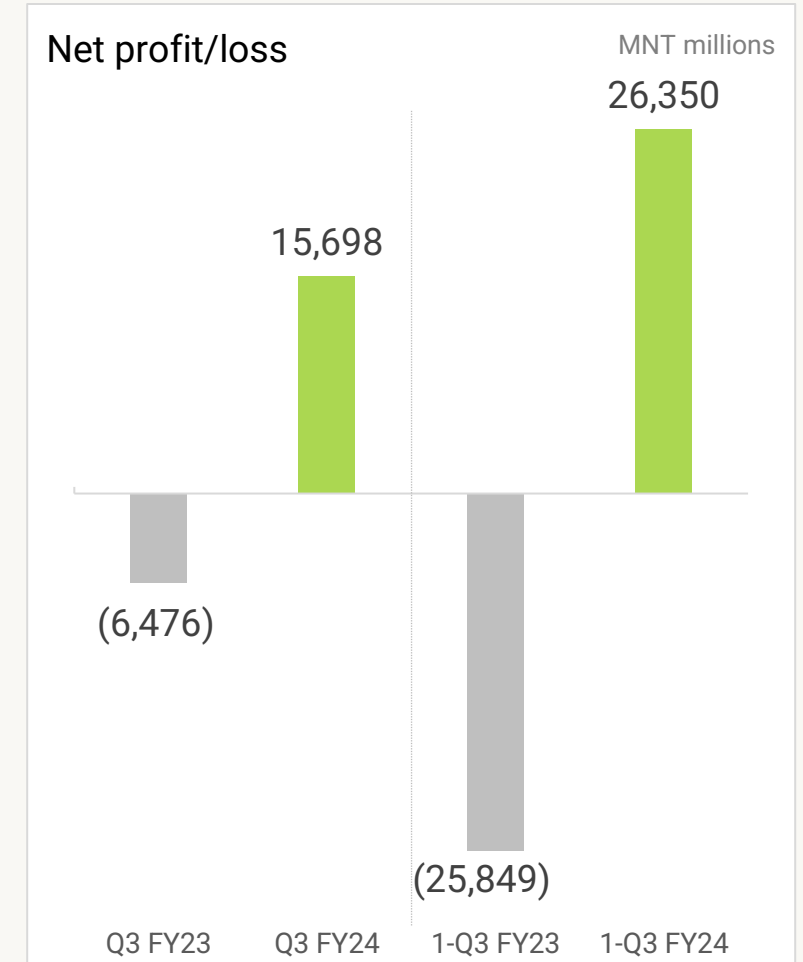
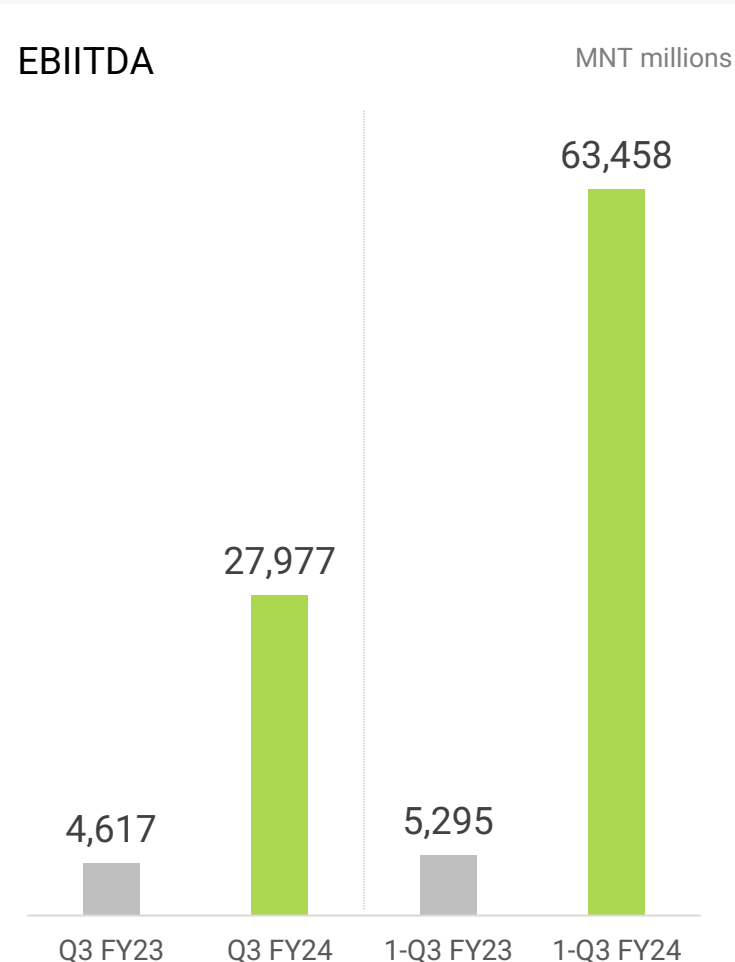
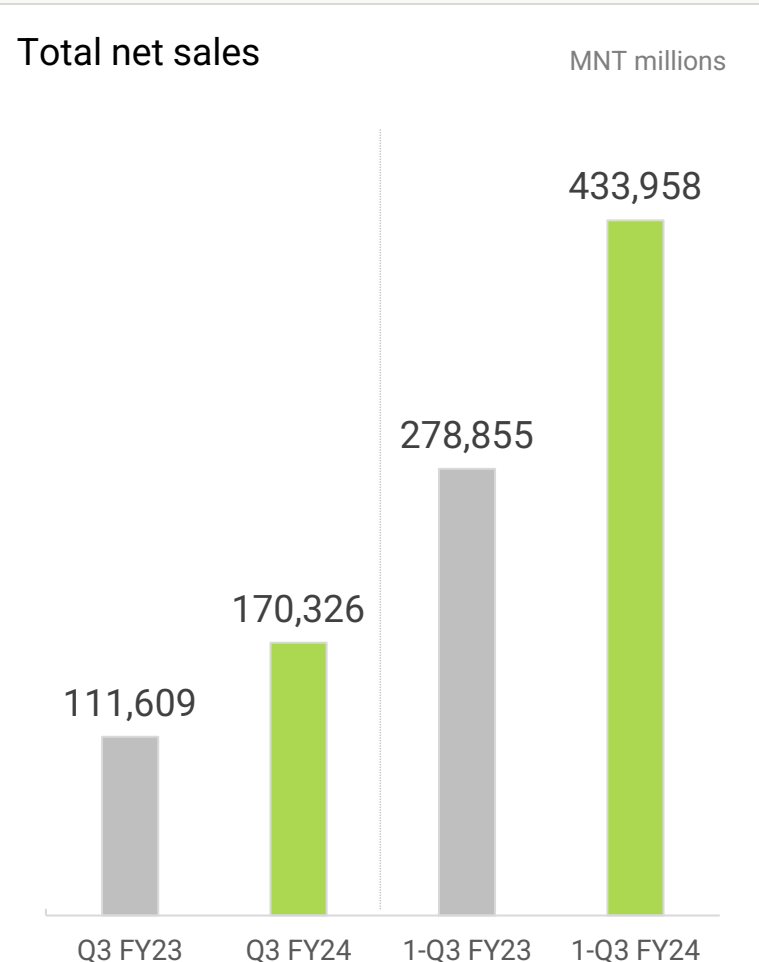


Corporate digital solutions

In the V2.0 update for its corporate customers, Stora has revamped its procurement outsourcing services to automate and provide a digital solution for all corporate supply needs, including equipment, office furniture, and electronics. This enhancement allows institutions involved in various activities to delegate their purchasing tasks to Stora, receiving comprehensive services that encompass customs, transportation, and procurement research.



Key financial performance



Consolidated statement of PL and OCI

| (MNT millions) | 2023Q3-9M | 2024Q3-9M | Change |
|--------------------------------|-------------------|-----------------|-----------------|
| Net sales revenue | 278,855.4 | 433,958.0 | 155,102.6 |
| COGS | 264,342.4 | 353,190.3 | 88,847.9 |
| Gross profit (loss) | 14,513.0 | 80,767.7 | 66,254.7 |
| Gross margin | 5.2% | 18.6% | 13.4% |
| Operational expenses | 9,217.6 | 17,310.0 | 8,092.3 |
| EBITDA | 5,295.4 | 63,457.7 | |
| EBITDA margin | 1.9% | 14.6% | 12.7% |
| Depreciation & Amortization | 19,878.4 | 24,272.7 | 4,394.3 |
| Non-cash items – profit (loss) | 1,486.7 | 2,165.3 | 678.6 |
| EBIT | (13,096.3) | 41,350.3 | 54,446.6 |
| Financing cost | 12,766.7 | 14,417.8 | 1,651.2 |
| EBT | (25,863.0) | 26,932.5 | 52,795.5 |
| Income tax | (14.4) | 582.2 | 596.6 |
| Net profit (loss) | (25,848.6) | 26,350.3 | 52,198.9 |
| Net profit margin | -9.3% | 6.1% | 15.3% |

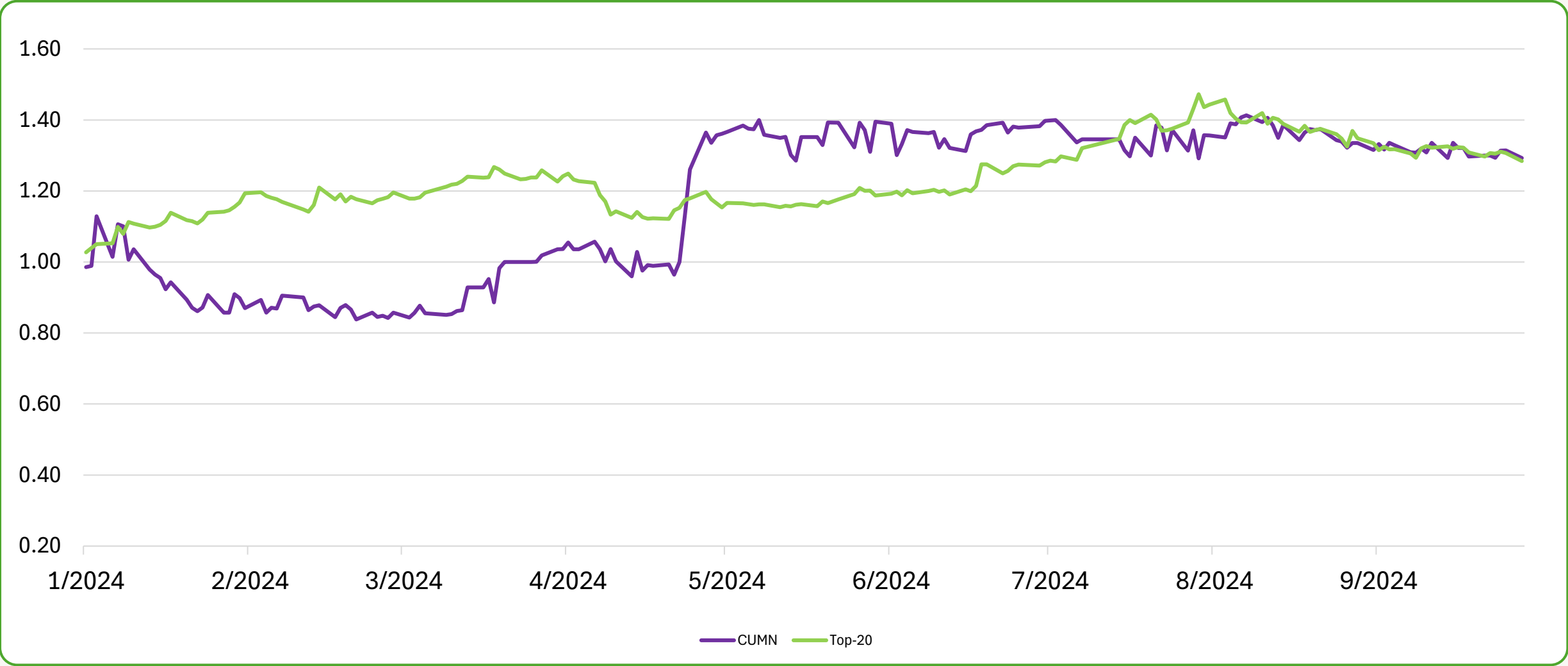
Consolidated statement of financial position

| (MNT millions) | 2023Q4 | 2024Q3 | Change |
|-------------------------------------|------------------|------------------|-----------------|
| Total current assets | 40,170.3 | 70,332.2 | 30,161.9 |
| Cash and cash equivalent | 2,980.6 | 9,227.5 | 6,246.9 |
| Accounts receivables | 653.7 | 4,126.4 | 3,472.6 |
| Inventory | 28,250.0 | 40,764.9 | 12,514.8 |
| Other current assets | 8,285.9 | 16,213.5 | 7,927.6 |
| Total non-current assets | 153,324.6 | 192,601.0 | 39,276.5 |
| Tangible and Intangible assets | 90,196.4 | 122,028.8 | 31,832.3 |
| ROU assets | 50,532.2 | 52,483.6 | 1,951.4 |
| Other non-current assets | 12,595.9 | 18,088.6 | 5,492.8 |
| Total Assets | 193,494.9 | 262,933.2 | 69,438.4 |
| Total current liabilities | 116,172.9 | 78,076.4 | (38,096.5) |
| ST liabilities | 44,851.5 | 60,732.8 | 15,881.3 |
| Current loans and borrowings | 19,969.9 | 5,509.2 | (14,460.8) |
| Other current liabilities | 51,351.4 | 11,834.5 | (39,517.0) |
| Non-current liabilities | 91,590.7 | 107,385.7 | 15,795.0 |
| Non-current loans and borrowings | 33,882.0 | 33,974.1 | 92.1 |
| Other non-current liabilities | 57,708.6 | 73,411.6 | 15,702.9 |
| Total equity | (14,268.7) | 77,471.2 | 91,739.8 |
| Common shares | 81,776.9 | 111,425.2 | 29,648.3 |
| Share premium | 13,820.5 | 45,757.9 | 31,937.4 |
| Other parts of equity | 318.7 | 4,122.5 | 3,803.8 |
| Retained earnings | (110,184.8) | (83,834.5) | 26,350.3 |
| Total Equity and Liabilities | 193,494.9 | 262,933.2 | 69,438.4 |

Consolidated statement of cash-flow

| (MNT millions) | 2023Q4 | 2024Q3 | Change |
|---|-------------------|-------------------|-------------------|
| Operational cash-flow | | | - |
| Cash in-flow (+) | 310,855.9 | 496,409.3 | 185,553.4 |
| Cash out-flow (-) | (298,597.1) | (437,692.8) | (139,095.6) |
| Operational cash-flow balance | 12,258.8 | 58,716.5 | 46,457.7 |
| Investing cash-flow | | | - |
| Cash in-flow (+) | 100.9 | 499.2 | 398.3 |
| Cash out-flow (-) | (18,510.8) | (24,554.5) | (6,043.7) |
| Investing cash-flow balance | (18,409.9) | (24,055.3) | (5,645.4) |
| Financing cash-flow | | | - |
| Cash in-flow (+) | 26,800.0 | 46,081.1 | 19,281.1 |
| Cash out-flow (-) | (31,340.8) | (73,604.3) | (42,263.5) |
| Related party transactions (+/-) | 9,329.8 | (799.6) | (10,129.4) |
| Financing cash-flow balance | 4,789.1 | (28,322.8) | (33,111.9) |
| | | | - |
| Cash and cash equivalents foreign exchange difference | 13.8 | (91.5) | (105.3) |
| | | | - |
| Total cash-flow | (1,348.2) | 6,246.9 | 7,595.1 |
| | | | - |
| Cash and cash equivalents beginning balance | 4,280.7 | 2,980.6 | (1,300.1) |
| Cash and cash equivalents ending balance | 2,932.5 | 9,227.5 | 6,295.0 |

Indexed Share performance: 2024Q3



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24



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Thank you!