

**FRONTIER SECURITIES**

Mongolia's Local Investment Bank with a Foreign Edge



# INTRODUCTION

Frontier Securities is the first local Mongolian Securities firm with a global network and international expertise. Established by Masa Igata, Frontier has been given full-service securities related license by the Financial Regulatory Committee (FRC) of Mongolia. Frontier also has brokerage, dealing and underwriting licenses that are regulated by FRC. Since its establishment, Frontier's primary area of focus has been the cross-border investment banking business.

Established in 2007, Frontier has a wide network of investor contacts in Japan, Hong Kong, China, Singapore, United Kingdom and Germany among other Asian and European countries. Frontier's team in Ulaanbaatar, Mongolia supports Mongolian companies in their fund raising efforts and strives to open the doors of Mongolia to foreign investors.

Recognized as Mongolia's leading research and sales house, Frontier is well known for its innovative and independent research. Various global media outlets such as Bloomberg, Reuters, *Finance Asia*, *The Economist* and *The Wall Street Journal* frequently seek the opinions of Frontier's top-ranked research team.

## Six factors define and differentiate Frontier:

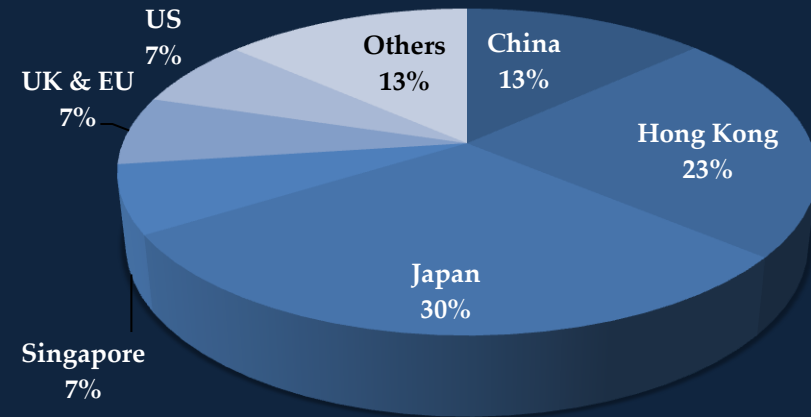
- Integrity and Ethics
- Transaction Confidentiality
- International Perspective
- Premium Financial Services
- Mongolian Expertise
- Small Size & Personalized Services

# GLOBAL NETWORK

Frontier's principals and staff bring with them years of experience of working in some of the dynamic regions of international finance. The principals and the staff members have experience of working in financial hubs such as Tokyo, Hong Kong, New York, London, Zurich, and Mumbai. This international working experience has meant that Frontier now has a global network of clients and partners contributing to Frontier's global outlook. Frontier's investment banking, research and sales teams provide financial services to some of the largest institutions around the world and over the last few years, Frontier has been the firm most active in promoting 'Mongolia' to the world.

In addition to its global client base, Frontier has the privilege of working with partners around the world. Frontier has several on the ground partners at various international stock exchanges such as Hong Kong Stock Exchange, London AIM, Australian Stock Exchange, Frankfurt Stock Exchange and TSX Exchange in Toronto among others. Additionally, Frontier has partnerships with various technical consultants, legal advisors, accounting and corporate finance firms and valuation firms; all these resources and knowledge would help Mongolian companies raise to global standards as they seek to attract more capital to establish themselves in one of the most exciting economies of the world.

Global Client Base



# INVESTMENT BANKING

Frontier's comprehensive involvement in the Mongolian market and its team of experts mean that Frontier is involved in a variety of Mongolian business sectors. Frontier's clients have included companies from the following sectors: banking, real estate, food & beverage, pharmaceuticals, retail, & mining companies working with different resources such as gold, iron ore, coal, and fluorite among others.

At Frontier, we are deeply committed to our clients' success:

- We build strong, long-term business relationships with our clients, regionally and globally.
- We provide our clients with the personal attention of our partners and senior advisors in an atmosphere of complete discretion, trust, and integrity.
- We develop and pursue the right market alternatives to achieve the desired objective.
- We think like a principal.
- We approach each engagement with independent and unbiased advice.
- We provide sophisticated and focused execution.
- We deliver.

To our clients, we provide nothing but the best advice for their future financial plans. In addition to this, Frontier brings with it, several years of experience of working in various Asian markets such as Japan and Hong Kong, in addition to invaluable insight into the European and American markets to truly help Mongolian companies reach global standards. Acknowledging the unique business conditions of Mongolia, we combine our global expertise with an acute insight into the local markets to provide tailor-made services to each of our clients depending on their priorities and challenges.

# RESEARCH

In the last few years, Frontier has rapidly established itself as the premium research house of Mongolia. Frontier's Research and Market Analysts combine strong macro research with bottom-up analysis on Mongolian companies, Mongolian financial market trends and political & business news stories to keep investors updated of the latest emerging trends in the Mongolian market.

Frontier's team of Research Analysts cover a variety of sectors such as Energy & Minerals, Food & Beverage, Industrials, Utilities, Consumer Discretionary and Financials to provide detailed company analyst reports, investment guides and Mongolian market strategies to our subscribers.

Frontier's team of Market Analysts, on the other hand, keep our subscribers up-to-date with the latest news and happenings of Mongolia. Frontier's Daily and Biweekly Reports have become a must-have for any investor interested in Mongolia. Additionally, Frontier also offers its special reports such as its Mongolian Economic Reports to give its investors a long-term view of the Mongolian economy.

Frontier combines its in-depth research with excellent execution to provide its clients with the cutting-edge required to flourish in the Mongolian market. Frontier has been given full-service securities related license by the Financial Regulatory Committee (FRC) of Mongolia. In addition to that, Frontier also has brokerage, dealing and underwriting licenses that are regulated by FRC. Unlike the other players in the Mongolian market, Frontier does not restrict its services to speedy executions. Instead, Frontier uses its research materials, information networks and international know-how to assist its clients to craft optimal investment strategies that fit their profile the best.

At Frontier, we put our clients need first and serve them by helping them through the entire investment process. There are plenty of reasons to choose Frontier:

- **Fair Pricing:** The commission rates at Frontier are uniform and standard, in addition to being very competitive in the marketplace.
- **Independent Research:** We can help you make more informed decisions by providing you with Frontier's comprehensive research reports.
- **Long-Term Investing:** Find a wide range of practical solutions, portfolio analysis and guidance to help you create a path to your long-term goals.
- **User-Friendly Tools:** Frontier's easy to use website connects you with breaking information and tools to ease your investment decision.
- **Stability:** Since its founding three years ago, Frontier has believed in providing our clients with a secure investing experience.
- **Knowledgeable Support:** Frontier's experienced team of sales is ready to answer all of your queries regarding the investment process.

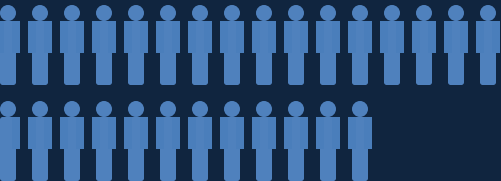
# PEOPLE

## Masa Igata CEO

Masa Igata found Frontier Securities in 2007 after conducting years of in-depth research on Mongolia and now acts as the CEO of Frontier. Prior to establishing Frontier, Masa spent 8 years as a Managing Director at Nikko Citigroup in Tokyo. Earlier in his career, Masa played a leading role in Japanese Equity Sales at Salomon Brothers as the youngest Managing Director in the Sales Department. In addition to managing operations, he actively advocated Investor Relations to Japanese listed firms and established the first ever IR Advisory Division in Japan at Nikko Citigroup. He is considered to be a pioneer of investor relations in Japan as he has long advocated the concept to Japanese Capital Markets. Since 2006, Masa has been promoting 'Mongolia' to foreign capital markets especially in Hong Kong, London, Tokyo and Singapore. His expertise is in M&A, IPO and Pre-IPO financing on cross border between Mongolia and abroad. Masa is a Graduate of Law from Kyoto University and a member of Securities Analyst Association in Japan and Mongolian Stock Exchange.

## Yuji Iwasaki COO

Yuji Iwasaki has 22 years of experience in the investment banking and corporate finance industries in Japan. He has led fund-raising activities for more than 300 Japanese and Asian enterprises over the course of his career. He has been extensively involved in the investment banking industry in Tokyo, where he served as the General Manager at Yamaichi Securities, and Zurich, where he was the Head of Capital Markets at Yamaichi Bank, Switzerland. After Yamaichi closed its business in 1998, he served as a CFO of three listed companies in Japan. He left Accordia Golf Co., Ltd., where he served as the Executive Director in June 2008 before he joined Frontier. Since 2008, Yuji has been promoting cross-border transactions between Mongolian companies and foreign investors. Yuji graduated from Tokyo Metropolitan University and has the Chartered Architect qualification in Japan.



[www.frontier.mn](http://www.frontier.mn)

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