



premium



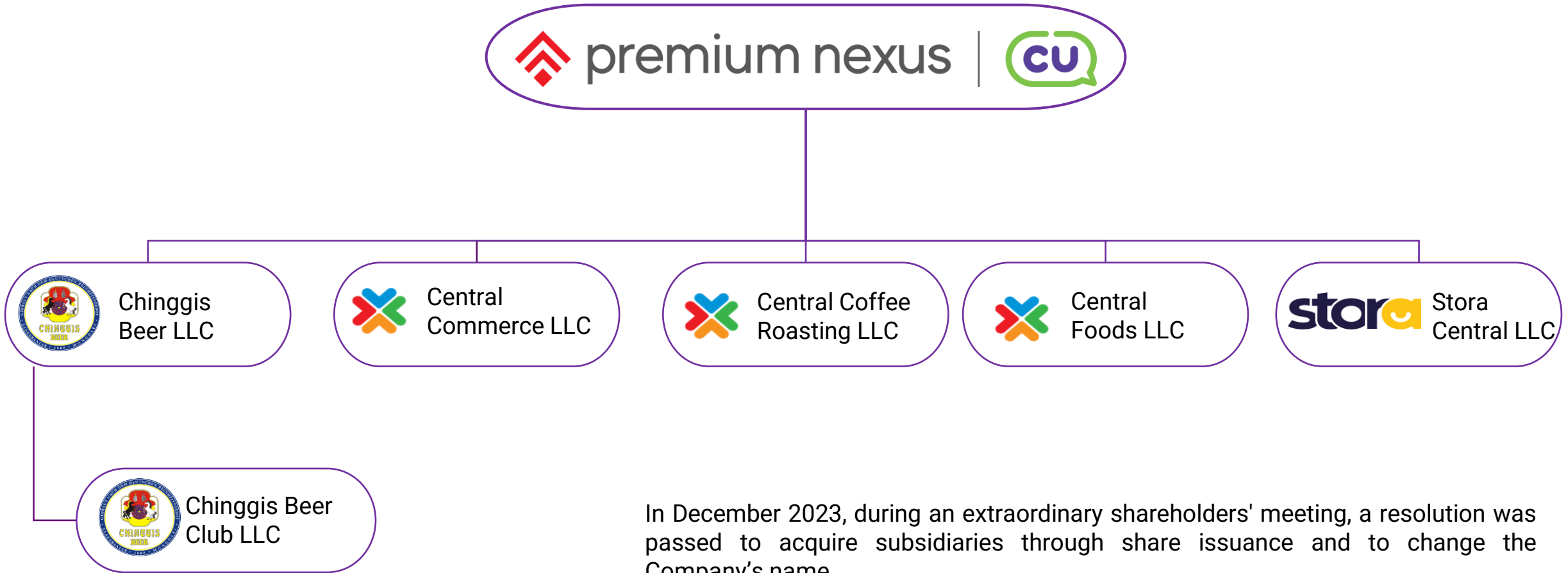
Premium Nexus – 2024 Q1: Earning' Call

Premium Nexus JSC

MSE: CUMN

24 April 2024

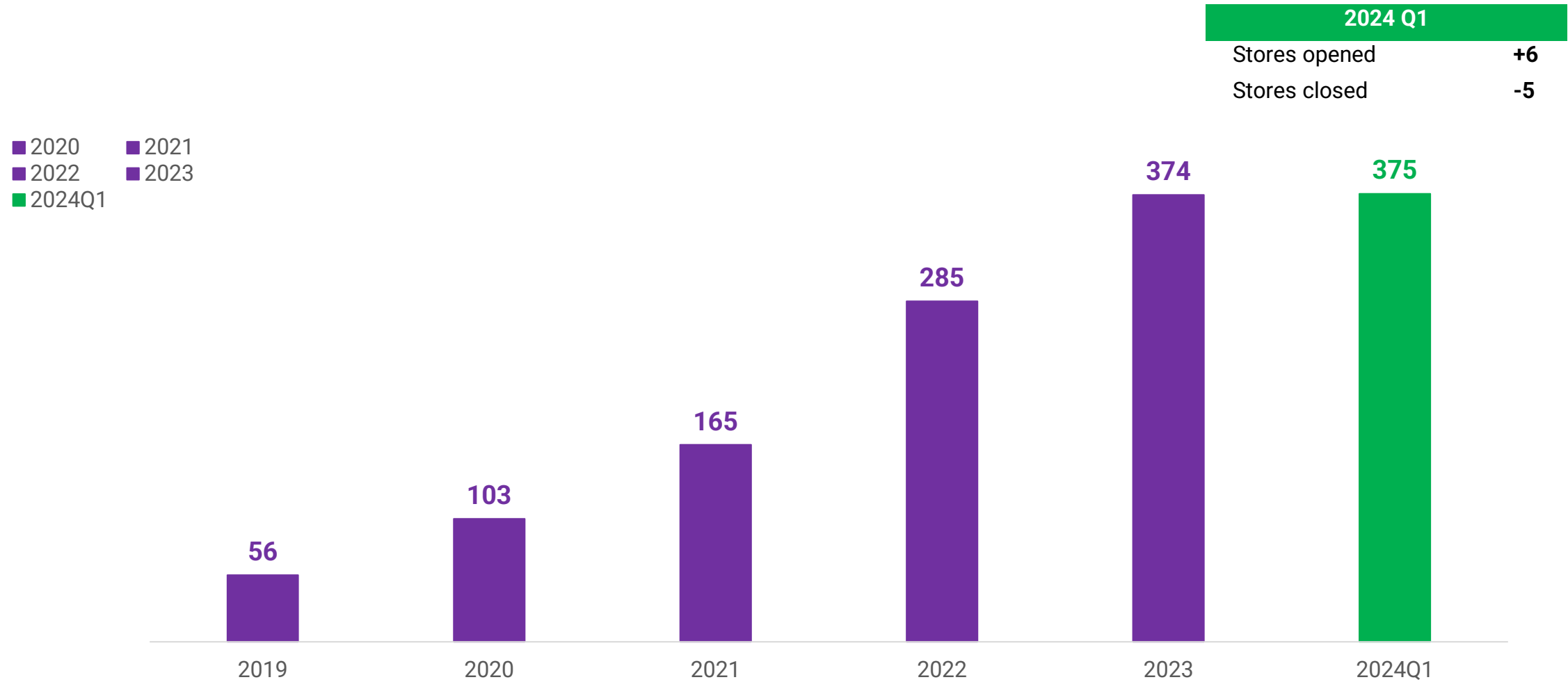
1. Significant events
2. Strategic goals
3. Comparable and total store performance analysis
4. Premium Nexus JSC operational and consolidated financial report
 - a) Consolidated statement of PL and OCI
 - b) Consolidated statement of Financial Position
 - c) Consolidated statement of Cash-flow
5. Share price movement



In December 2023, during an extraordinary shareholders' meeting, a resolution was passed to acquire subsidiaries through share issuance and to change the Company's name.

In January 2024, the restructuring was formally registered.





Comparable stores 2024Q1 performance

	YoY %
Daily average sales per store	28%
Daily average consumers	14%
Basket price	12%

Comparable stores - 281

Total stores 2024Q1 performance

	YoY %
Daily average sales per store	19%
Daily average consumers	6%
Basket price	12%

Total stores- 375

Over the past 12 months, the M1 money supply surged by 44%, while M2 increased by 21%. This significant rise has stimulated economic activity and amplified demand compared to the base year.

In February 2024, the annual inflation rate in Ulaanbaatar stood at 7.2%. However, the price of the consumer's basket increased by 12%, indicating a real increase in the size of the buyer's basket.

Consolidated statement of PL and OCI (Condensed)

In billions MNT.

Statements of PL and OCI	2023Q1	2024Q1	Change
Revenue	71.1	110.9	39.8
Cost of sales	73.9	103.3	25.5
Gross profit (loss)	(2.8)	7.6	10.4
<i>Gross profit (loss) margin</i>	<i>(3.9)%</i>	<i>6.9 %</i>	<i>10.8% p.</i>
Sales, marketing costs	0.2	0.3	0.1
General, Administrative costs	3.3	5.1	1.7
Finance costs	4.0	5.0	0.9
Other income (loss)	0.3	1.8	1.5
Profit (loss) before income tax	(10.1)	(0.8)	9.3
Income tax expense	0.0	0.0	0.0
Total profit (loss)	(10.1)	(0.8)	9.3
<i>Net Profit (Loss) margin</i>	<i>(14.1)%</i>	<i>(0.8)%</i>	<i>13.3% p.</i>

Consolidated statement of Financial Position (Condensed)

In billions MNT.

Assets	2023Q1	2024Q1	Change
Current Assets	45.5	52.6	7.1
Cash and cash equivalents	1.9	5.9	3.9
Receivables	13.4	12.2	(1.2)
Inventories	27.5	29.6	2.1
Prepayments	2.6	4.9	2.3
Non-current assets	127.6	174.7	47.0
Property, plant and equipment	119.9	167.5	47.6
Right-of-use assets	53.2	59.7	6.5
Total Assets	173.1	227.2	54.2

Liabilities	2023Q1	2024Q1	Change
Liabilities	164.7	179.6	14.9
Current liabilities	65.0	87.8	22.8
Trade and other payables	60.0	67.8	7.8
Short-term borrowings	5.0	20.1	15.0
Non-current liabilities	99.6	91.8	(7.9)
Long-term borrowings	39.2	23.6	(15.6)
Long-term lease liabilities	60.5	68.2	7.7
Total equity	8.4	47.6	39.2
Total liabilities and equity	173.1	227.2	54.2

Consolidated statement of Cash-flow (Condensed)

In billions MNT.

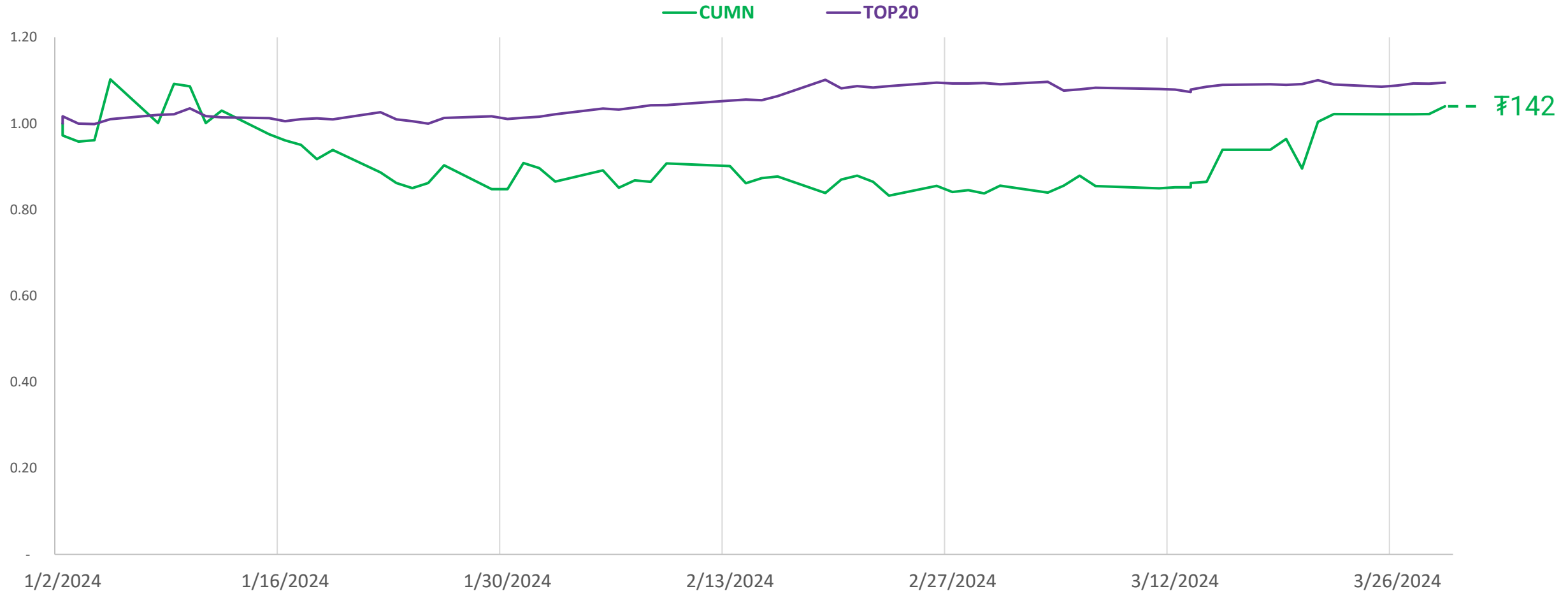
Cash-flow statement	2023Q1	2024Q1	Change
Cash-flows from operating activities	1.0	8.4	7.3
Cash-flows from investing activities	(7.1)	(5.2)	2.0
Cash-flows from financing activities	3.8	(0.3)	(4.0)
Cash and cash equivalents foreign exchange difference	(0.0)	(0.0)	(0.0)
Total net cash-flow	(2.3)	2.9	5.2
Net cash balance	1.9	5.9	3.9

Adjustment: The payments of the finance lease liabilities reclassified from Financing activities to the operational activities.

Cash flows from operating activities	(4.1)	2.0	6.1
Cash flows from financing activities	8.9	6.1	(2.8)

Share price movement 2024 Q1

Indexed equity return performance for Q1 2024.



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Nice to CU

АРТ ГАЛЕРЕЙ
САЛБАР

CU
24h Open



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Thank you!