



# Mongolia Growth Group Ltd., Q3 2018 MD&A

Third Quarter 2018

MONGOLIA GROWTH GROUP LTD

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## TO THE SHAREHOLDERS OF MGG:

Third quarter 2018 results were roughly in-line with expectations and saw a slight decline in revenues offset by an increase in expenses when compared with 2017. Revenues declined due to reduced lease rates following a multi-year economic crisis along with fewer property assets owned by our company. On the expense side, expenses increased due to an increase in employee compensation (some of which shows up as professional fees) and recruitment costs as the company has increased staffing at its 3<sup>rd</sup> party agency business. We also experienced a higher level of maintenance expenses due to renovations and unforeseen circumstances. These expense levels are in line with second quarter levels and we expect that this level of spending will represent a “new normal.”

Rather than dwell on third quarter performance, it is far more important to note that the economic recovery experienced during the second quarter has continued with increased vigor into the third quarter. After four years of waiting, we have finally begun to see tangible signs of improvement in our property business. In particular; late rents and discounts have reduced dramatically (unfortunately costing us in late-fee revenues). Additionally, for the first time in many years, we have been able to raise rental rates on most renewals, with minimal push-back from tenants. Even more importantly, with increased economic activity, property purchasers have returned to the market. This has allowed us to sell one property asset during the third quarter at a 16% premium to carrying value. Subsequent to quarter end, we have reached an agreement to sell a second property. Based upon these transactions and other comparable transactions, we have recorded a 4% increase in the fair value of our property portfolio. This is the first increase in three years. Our expectation is that we will record an additional increase to the fair value of our portfolio at year-end, once it has been reviewed by CBRE, our independent property appraiser.

Moving onto our 3<sup>rd</sup> party agency business, with the recent increase in economic activity, we have decided to increase spending in staffing and marketing to support and grow our 3<sup>rd</sup> party agency business. There has been a noticeable increase in transaction volumes since the summer and we expect that this volume will increase further now that banks are more willing to initiate new loans. Additionally, we intend to remodel the lobby of our headquarters building in order to support two street-level agent offices.

While any recovery in the Mongolian economy is more than welcome, a recovery based on restoring export volumes at existing mines will only take the economy so far. For the Mongolian economy to return to real growth, it will require bold leadership from the government in re-starting the many stalled mega-projects. Unfortunately, due to a combination of government corruption and incompetence over the past six years, many of the former investors and partners in these mega-projects have long since left Mongolia for countries that are more supportive of foreign investment. These investors will not soon return—hence our focus on diversifying MGG.

Outside of Mongolia, our securities portfolio produced a \$520,453 unrealized gain and a \$633,908 realized gain for the quarter (\$467,010 unrealized gain and a \$849,692 realized gain for the first nine months). I would caution you that we do not anticipate returns of this magnitude to be a recurring event. Looking at our securities portfolio; our largest position is Mongolian Mining Corp (975 – Hong Kong). Border exports have improved dramatically during the third quarter (up 58% over 2017) and appear to be at an elevated level during October. We believe that if washed coal exports remain at a 6 million ton run-rate similar to the third quarter, the shares currently at 16.2 Hong Kong cents, trade for less than one times normalized earnings, when a more appropriate multiple would be between three and six times earnings. Our other sizable position weighting is a position in various companies that support the offshore oil industry. Following the decline in oil prices that started in 2014, offshore investment underwent a dramatic decline which only now is beginning to reverse itself. As a result of the decline in offshore investment, many of the companies serving this sector trade at highly depressed multiples on asset values. If offshore spending returns to anything like prior levels, these companies are highly undervalued. We have added additional disclosure regarding the rest of the portfolio in the MD&A. Overall, our expectation remains that while this portfolio will be volatile on a quarterly basis, particularly due to the size of our position in Mongolian Mining Corp. The investment portfolio should produce gains over time that hopefully offset some of the future expected operating losses from the rest of our business.

While our securities portfolio has performed admirably during 2018, I recognize that a public company is not the right platform to own a basket of public securities. Therefore, we have continued to seek out an opportunity to buy some or all of an attractive business outside of Mongolia in order for us to diversify MGG. To date, despite having spent substantial efforts on this endeavor, we have yet to identify a business that is available at a price that we are willing to pay. Fortunately, we are in no hurry to consummate a transaction and will only do so if the terms are attractive to us. In the interim, we expect to use proceeds from asset sales to increase the size of our public securities portfolio.

In summary, while we remain optimistic about Mongolia’s long-term future, we are realistic about our own company’s predicament. Our property business is subscale and despite an increase in rental rates, we expect that when combined with our

corporate overhead, MGG will likely produce operating losses (excluding potential gains from our public securities portfolio) for the foreseeable future. Now that we have finally begun to see tangible signs of recovery in Mongolia, we are taking the necessary steps to grow our 3<sup>rd</sup> party agency business. At the same time, we remain focused on selling non-core lower yielding property assets (particularly in office and re-development) so that we can re-position the portfolio and diversify the business outside of Mongolia.

Net asset value (NAV) is a key determinant of share price when valuing a property company. As the outlook for Mongolia was bleak for the past few years, it should not have been a surprise that our shares traded at a substantial discount to NAV, especially as it was expected that NAV would continue to decline (possibly indefinitely). With NAV now trending up, strategies in place to unlock the value of the portfolio and an increasing liquidity buffer with which we can use to diversify the business, I would expect that the discount to NAV to decrease going forward. Until then, I believe that our shares are undervalued. During the third quarter, the Company re-purchased 109,000 shares under our Normal Course Issuer Bid at a cost of \$33,538.



Sincerely,  
Harris Kupperman  
CEO

## MONGOLIA GROWTH GROUP LTD

### Management Discussion & Analysis

#### September 30, 2018

The management of Mongolia Growth Group Ltd. (“MGG” or “the Corporation”) presents the Corporation’s management discussion and analysis for the three months ended September 30, 2018 (the “MD&A”), compared with the three months ended September 30, 2017. As of January 1, 2011, the Corporation adopted International Financial Reporting Standards (“IFRS”). This MD&A provides an overall discussion, followed by analysis of the performance of the Corporation’s major reportable segments. The reporting and presentation currency in the consolidated financial statements and in this discussion and analysis is the Canadian dollar, unless otherwise noted.

This MD&A is dated October 29, 2018 and incorporates all relevant information and considerations to that date.

The following discussion and analysis should be read in conjunction with the consolidated financial statements of the Corporation for the three months ended September 30, 2018 and September 30, 2017 together with all of the notes, risk factors and information contained therein, available on SEDAR at [www.sedar.com](http://www.sedar.com).

#### Non-IFRS Financial Measures

This MD&A makes reference to adjusted earnings before interest, taxes, unrealized fair value adjustments, share based payments, depreciation and amortization (“**Adjusted EBITDA**”). The Corporation uses Adjusted EBITDA as a measure of the performance of its operating subsidiaries as it excludes depreciation and interest charges, which are a function of the Corporation’s specific capital structure, and also excludes entity specific tax expense. These amounts are not performance measures as defined under IFRS and should not be considered either in isolation of, or as a substitute for, net earnings prepared in accordance with IFRS.

#### Forward Looking Statements

This MD&A contains forward-looking statements relating to future events. In some cases, forward-looking statements can be identified by words such as “anticipate”, “continue”, “estimate”, “expect”, “forecast”, “may”, “will”, “project”, “should”, “believe”, or similar expressions. These statements represent management’s best projections but undue reliance should not be placed upon them as they are derived from numerous assumptions. These assumptions are subject to known and unknown risks and uncertainties, including the “Risks and Uncertainties” as discussed herein. Actual performance and financial results will differ from any projections of future performance or results expressed or implied by such forward looking statements and the difference may be material.

Accordingly, readers are cautioned that events or circumstances could cause results to differ materially from those predicted. From time to time, the Corporation’s management may make estimates and have opinions that form the basis for the forward-looking statements. The Corporation assumes no obligation to update such statements if circumstances, management’s estimates, or opinions change.

Forward looking statements are included within the Outlook, CEO Message to Shareholders and Executive Strategy sections of this MD&A.

## Section 1 – Overview

### Financial and Operational Overview

During the third quarter of 2018, the Corporation continued to focus on ensuring that occupancy remained high and outstanding rents were collected, despite the prevailing economic weakness.

The Corporation's rental revenue was down slightly compared to the same quarter last year. Rental rates appear to have stabilized at a low level, with some rental rates having increased from the second quarter rates, however recent weakness in commodity prices may impede any additional recovery in rental rates. Despite a weak economy, the Corporation has been able to achieve almost full occupancy rates, with office space and retail occupancy rates of 94.1% and 100% respectively.

During the third quarter, one investment property was sold for a gain of \$28,482 (Q3 2017 – nil) and none were purchased (Q3 2017 – nil). It is anticipated that the Corporation will continue to dispose of properties in future quarters in order to fund future operating losses, working capital needs, and the Normal Course Issuer Bid (NCIB) program, along with future investments in public securities and any potential business acquisition outside of Mongolia.

During the quarter, the Mongolian Tögrög decreased slightly versus the Canadian dollar from 1,858 MNT/CAD on June 30, 2018, to 1,900 MNT/CAD on September 30, 2018. This decrease and the volatility during the quarter led to a \$609,093 comprehensive unrealized loss (Q3 2017 – \$2,395,477 loss) during the quarter.

### Economic Overview

Starting in 2012, the Mongolian government initiated a program to restrict and inhibit foreign investment. Additionally, various government officials made statements designed to intimidate foreign investors, followed by arbitrary arrests of foreign employees and confiscations of foreign investments. These actions led to a dramatic slow-down in foreign direct investment (FDI) and an exodus of foreign investors. The economy would have entered a crisis sooner, if not for expansionary fiscal policy and monetary stimulus from the Central Bank of Mongolia. However, by 2014, even this stimulus was insufficient to avert the economic crisis which is currently ongoing.

Despite official statistics that showed moderate economic growth from 2014 to 2017, the Corporation is of the opinion that the economy contracted during those years, though the rate of contraction varied based on economic policy. During March of 2018, Prime Minister Khurelsukh Ukhnaa visited with high-level Chinese officials who agreed to allow an increase of Mongolian commodity exports. This increase in exports has had a beneficial impact on the overall economy and has led to the first increase in rental rates in many years, starting with the end of the second quarter of 2018. However, optimism for a recovery must be tempered by a recent decline in commodity prices and continued political grandstanding which may reverse China's policy of increasing Mongolian exports. Recent comments by Prime Minister Khurelsukh affirming that Taiwan and Tibet are part of China and that the Dalai Lama will not be allowed back into Mongolia, have led to an additional increase in export volumes and a noticeable increase in Chinese investment interest in Mongolia. It is expected that this increase in Chinese investment will further strengthen the Mongolian economy, assuming that the Mongolian Government does not do anything antagonistic towards Chinese policy.

During the past seven years, Mongolia has had five Prime Ministers, seven Cabinets and even more substantial turn-over within most ministries. This has led to inconsistent policy-making, arbitrary decision-making and a general focus amongst ministers on looting their ministries and extorting businesspeople as rapidly as possible—as their tenures tend to be short. This cycle of corruption and incompetence, coupled with a distrust of foreigners by most voters, has led to policies generally designed to stymie foreign investment and devalue existing investments.

The two recent People's Party governments have made statements that are more supportive of foreign investment—however these statements have rarely been backed up by actions that would actually tempt anyone to invest in Mongolia. Furthermore, despite statements of support for foreign investment, multiple investors are waiting for

government approvals for their businesses to move forward and there has been a continued net divestment amongst most existing foreign investors.

Management believes that the current economic slow-down is the result of policies that have discouraged FDI. When the government takes the appropriate steps to stimulate FDI, it is expected that the economy can return to economic growth. Management remains a believer in the long-term growth potential of Mongolia.

### Property Overview

During the boom years at the beginning of this decade, multiple sizable property developments were initiated. Despite an economic crisis that began in 2014, many of these developments were ultimately completed, while new projects have continually been initiated—despite minimal demand for these properties. There also remains a sizable shadow inventory of partially completed projects that may re-commence development at any time.

While reliable statistics are hard to come by, management believes that the overall supply of office space is substantially larger than current demand, while the supply of high-end residential space is many orders of magnitude higher in relation to the demand that exists in the market. Retail space has been more insulated, particularly in downtown areas. However, many new office developments are being built with two to three floor retail podiums, along with high-end entertainment venues on the top floors.

Due to the surplus of space that is currently in the market, new supply coming to the market and reduced demand due to the ongoing economic crisis, rental rates have declined dramatically since 2014, with the largest declines witnessed in the residential market, followed by the office market. Recent increases in economic activity have led to an increase in demand for space and a slight uptick in rental rates—albeit from highly distressed levels. The Corporation believes that occupancy and rental rates will continue to slowly increase as long as the economy continues to recover. Additionally, due to the small overall size of the downtown core, the Corporation believes that any increases in demand will disproportionately impact downtown properties, where all of the Corporation's assets are located and most of the recent increases in demand have occurred.

Despite the tepid recent increase in occupancy and rental rates, the Corporation's management is of the opinion that current supply is sufficient to more than satiate demand for many years into the future, even if there is a dramatic overall economic recovery. This is even before properties under development are completed. The Corporation's management remains pessimistic about overall rental rates and property valuations for the foreseeable future. Additionally, many property owners have defaulted on loans with domestic banks. Recent initiatives forcing banks to recognize losses and liquidate collateral may potentially exert a downward influence on property prices and further exacerbate a weak market at a time when the recovery is in its infancy.

Recently, a number of prestigious office buildings have offered highly aggressive rates in order to fill vacancies, including elongated free rental periods or even offering rental rates that are below the levels needed to support property taxes and utilities. Based on those indicative rates, the Corporation would experience a substantial decline in rental rates for existing office assets. The Corporation cautions investors that in future periods, it may be forced to accept rental rates that do not cover basic operating costs such as utilities and property tax, even before considering additional allocated overhead management costs. In such a situation, it would be expected that operating losses would expand dramatically from current levels. Additionally, such lease rates may last for an elongated period of time and substantially deplete the Corporation's liquidity.

Management cautions investors that despite the fact that rental rates and property values have seen an increase during 2018, it retains a negative outlook on the property sector and is focused on continuing to dispose of assets, when possible.



## Section 2 - Executing the Strategy

### Core Business

During the past seven years, Management and employees have worked hard to build up the infrastructure needed to manage MGG's institutional property platform. This platform is unique in Mongolia and is one of the only platforms capable of managing assets through the full cycle of ownership from acquisition through disposition and includes dedicated departments that manage maintenance, leasing, marketing and tenant management. Management believes it has a strong team in place to manage the business on an ongoing basis.

Due to MGG's unique platform, the Corporation has added third party leasing and property management to its focus, in order to leverage its existing resources. Management believes that it has excess capacity to handle these functions and has seen a sizable increase in interest in using its brokerage operation as awareness spreads in the Ulaanbaatar market. The Corporation intends to aggressively target this brokerage opportunity through its website at [www.MGGproperties.com](http://www.MGGproperties.com).

The Corporation has continued to have occupancy levels that are in excess of current market conditions and it credits its leasing and property management teams with this success. Additionally, bad debt expense has remained below expectations.

The Corporation believes that without a dramatic increase in FDI, the Mongolian economy will continue to muddle or at best grow at a subpar rate. In such an instance, it is unlikely that property prices will increase beyond a recovery from dramatically distressed levels—though such a recovery would potentially represent a sizable increase from current carrying levels. Therefore, the Corporation is looking at various investment opportunities outside of Mongolia, in order to diversify its business. During 2018, the Corporation spent substantial time evaluating a number of businesses, but has not decided to move forward on any acquisition. Additionally, the Corporation has made investments in certain publicly traded securities. The Corporation believes that over time, it will continue to dispose of property assets in order to increase its ownership of publicly traded securities and fund potential future investments outside of Mongolia. The Corporation may be forced to take on additional borrowings or issue equity in order to finance these future investments.

The Corporation has spent substantial time researching the feasibility of listing certain property assets on the Mongolian Stock Exchange (MSE). If successful, the Corporation would be able to raise additional growth capital by selling a partial interest in a collection of property assets. The Corporation believes that Mongolian investors are likely to value these assets at a premium to where they are currently valued by international investors based on the current share price of the Corporation's shares. There can be no certainty on when or if the Corporation chooses to go ahead with such a listing.

The Corporation anticipates that revenues and EBITDA may decline in future quarters as properties are sold to fund working capital needs, investments in public securities and future potential businesses. The Corporation expects to finance losses with additional property sales.

### Portfolio

Mongolia Growth Group's properties are located in the Downtown and the Central Business District of Ulaanbaatar. Within the financial statements, MGG classifies properties in each of the following categories; Investment Properties, Property and Equipment, and Other Assets/Prepaid Deposits. Fluctuations in the values of the Corporation's property portfolio during the quarter can be attributed to changes in valuations, properties purchased and sold, and the change in value of the functional currency (Mongolian Tögrög) versus the Canadian dollar.

### Investment Properties

Investment Properties include properties held to earn rental revenue, for capital appreciation, and/or for redevelopment. Investment Properties are initially valued at fair value, which is the purchase price plus any directly attributable expenditure. Investment Properties are subsequently valued at fair value, which reflects market conditions at the date of the statement of financial position.

The following table represents properties classified as Investment Properties, as of September 30, 2018;

		30-Sep-2018			31-Dec-2017
		Value at 30-Sep-18			Value at 31-Dec-17
	# of Properties	\$CDN		# of Properties	\$CDN
Office	2	2,088,366		2	1,923,500
Retail	19	14,478,473		20	13,686,179
Land and Redevelopment	3	7,787,938		3	7,277,842
<b>Total</b>	<b>24</b>	<b>24,354,777</b>		<b>25</b>	<b>22,887,521</b>

## Property and Equipment

Properties are classified as Property and Equipment if the Corporation occupies more than 10% of the property. Properties classified as Property and Equipment are measured at cost less accumulated depreciation, less any accumulated impairment losses. All repairs and maintenance costs to these properties are charged to the consolidated statement of operations during the period in which they occur unless eligible for capitalization. The Corporation's headquarters, purchased in October 2011, falls within this category.

The following table represents properties classified as Property and Equipment, as of September 30, 2018;

		30-Sep-2018			31-Dec-2017
		Value at 30-Sep-18			Value at 31-Dec-17
	# of Properties	\$CDN		# of Properties	\$CDN
Office	1	1,739,321		1	1,576,744
Retail	-	-		-	-
Land and Redevelopment	-	-		-	-
<b>Total</b>	<b>1</b>	<b>1,739,321</b>		<b>1</b>	<b>1,576,744</b>

## Other Assets/ Prepaid Deposits

Investment property purchases where the Corporation has paid either the full or partial purchase proceeds to the seller, but the Corporation has not yet received the official land or building title from the Mongolian Property office, are recorded at cost as Prepaid Deposits on Investment Properties and classified within other assets.

The following table represents properties classified as Prepaid Deposits on Investment Properties, as of September 30, 2018;

		30-Sep-2018			31-Dec-2017
		Value at 30-Sep-18			Value at 31-Dec-17
	# of Properties	\$CDN		# of Properties	\$CDN
Office	-	-		-	-
Retail	-	-		-	-
Land and Redevelopment	-	-		2*	285,290
<b>Total</b>	<b>-</b>	<b>-</b>		<b>2</b>	<b>285,290</b>

\* These land assets are part of one land package outlined in the Investment Properties section and are not standalone land packages.

## Occupancy Rates

A summary of MGG's property portfolio occupancy rates is set forth in the following table:

	30-Sep-2018	31-Dec-2017	30-Sep-2017
	Occupancy Rate*	Occupancy Rate*	Occupancy Rate*
Office	94.1%	97.2%	96.2%
Retail	100.0%	100.0%	100.0%
<b>Weighted Average**</b>	<b>97.5%</b>	<b>98.5%</b>	<b>97.9%</b>

\* Occupancy rates are calculated on a per meter basis;

\*\* Weighted Average is calculated based on total meters available for lease

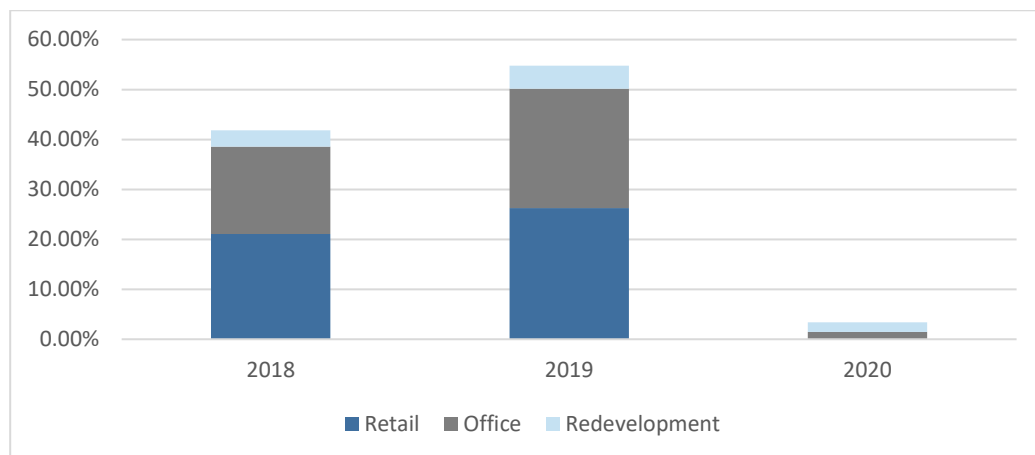
Demand for retail space has remained strong, despite a challenging economy. Occupancy levels for the Corporation's office space continues to be strong even while vacancy levels throughout the city have remained high as additional supply has entered the market. The Corporation's Tuguldur Center has experienced a continued improvement in occupancy throughout the year and ended the quarter with average weekly occupancy of over 95% compared to much

lower rates in previous years. Management attributes its success throughout the portfolio to increased marketing initiatives, industry leading property management and realistic price expectations.

### Leasing Schedule

In order to reduce the Corporation's exposure to currency fluctuations and inflation, the Corporation targets shorter lease durations with most tenants. Management's experience is that this practice is in line with the local industry standards, with the expectation that once leases expire, existing tenants are offered the first right to re-lease the space at then prevailing market rates.

A summary of the Corporation's lease expirations by asset class is presented in the chart below:



The weighted average remaining lease length, calculated as a percentage of monthly revenues, decreased during the third quarter of 2018 to 7.0 months from 10.2 months at September 30, 2017 as many of the Corporation's leases are set to expire during the 2018 year.

Most Recent Retail and Office Lease Signings					
Lease Type	Lease Renewal Date	SqM	Old Price Per Meter (Mongolian Tögrög)	New Price Per Meter (Mongolian Tögrög)	Percent Increase in MNT (decrease)
Office Lease	Jul-18	24	19,167	25,000	30%
Office Lease	Jul-18	60	13,333	16,667	25%
Office Lease	Jul-18	63	30,000	35,000	17%
Office Lease	Jul-18	84	35,000	31,845	-9%
Office Lease	Jul-18	100	20,000	22,000	10%
Office Lease	Jul-18	9	22,222	25,000	13%
Office Lease	Jul-18	36	30,000	35,000	17%
Retail Lease	Jul-18	122	30,123	31,629	5%
Office Lease	Aug-18	22	20,000	25,000	25%
Retail Lease	Aug-18	113	53,097	53,097	0%
Retail Lease	Aug-18	124	20,161	20,161	0%
Office Lease	Sep-18	39	20,000	20,000	0%
Office Lease	Sep-18	62	20,000	20,000	0%
Office Lease	Sep-18	60	20,000	20,000	0%
Office Lease	Sep-18	56	20,000	25,000	25%
Retail Lease	Sep-18	90	33,333	36,667	10%
Retail Lease	Sep-18	238	17,686	18,570	5%
Office Lease	Sep-18	43	25,000	25,000	0%
Office Lease	Sep-18	17	25,000	25,000	0%
Office Lease	Sep-18	24	20,000	20,000	0%

It is Management's belief that some of the Corporation's existing leases are at rates that are above current prevailing market rates. Offsetting this fact is some of the Corporation's prior leases were signed at rates that did not reflect then current market rates. While rental rates appear to have recovered slightly in recent months, they often remain below the rates of existing leases.

## Publicly Traded Securities

Since 2016, one of the Corporation's offshore subsidiaries purchased 65,500,000 shares (of which 20,500,000 were purchased in 2018) of Mongolian Mining Corporation. At the end of the end of the quarter, the shares were worth \$1,749,860. As the share price increased from 12.8 to 16.2 Hong Kong cents during the third quarter, this investment contributed significantly to the Corporation's unrealized gain of \$520,453 during period (September 30, 2017 – \$346,465). The shares were purchased for investment purposes. The Corporation remains hopeful that the shares will be worth substantially more, should the Mongolian government approve a railroad and exports continue at third quarter levels.

In addition to its position in Mongolian Mining Corporation, as at September 30, 2018, the Corporation also held positions in twelve different publicly traded companies including warrants and the equity value of a put spread with a total value of approximately \$3,500,000.

The Corporation realized a gain of \$633,908 from sales of public securities during the quarter (Q3 2017 – \$32,834) and a foreign exchange gain of \$30,273 (Q3 2017 – loss of \$10,203). During the nine months ending September 30, 2018, the Corporation had a realized gain of \$849,692 (September 30, 2017 – \$54,900). The Corporation anticipates that its public security portfolio will experience volatility beyond the normal volatility of its property portfolio, especially due to its large position in Mongolian Mining Corporation, and the timing of gains and losses is unpredictable.

The Corporation's public securities as of September 30, 2018 are broken out in the following sectors with Mongolian Mining Corp displayed as an individual company instead of a sector;

Industry Sector	Percentage
Offshore Energy Services	37.4%
Mongolian Mining Corp	33.4%
Health Care Services	10.9%
Put Spread Auto Sector	5.1%
Financials	4.9%
Media and Communications	3.8%
Recreation Facilities and Services	2.6%
Offshore Energy Services Warrants	1.5%
Oil and Gas Exploration	0.4%

As at September 30, 2018, the Corporation had borrowed \$241,312 on margin. Management considers most of its equity positions to be liquid and as such these margin borrowings were netted out of the Company's marketable securities and not reflected in the Corporation's cash on the balance sheet.

The Corporation continues to evaluate various investment opportunities in globally traded public securities. The Corporation views investment activities in public securities to be complementary to its core property business and a potentially attractive use for excess property sale proceeds. The Corporation intends to increase the size of its securities portfolio over time.

## Section 3 - Results of Operations

### Selected Quarterly Financial Information (CAD)

	Quarter ended 30-Sep-2018 (\$)	Quarter ended 30-Sep-2017 (\$)	Quarter ended 30-Sep-2016 (\$)
<b>Revenue and other income</b>	389,934	370,354	433,302
<b>Income</b>			
Net gain (loss) attributable to equity holders of the Corporation	2,279,078	401,886	434,059
Total Comprehensive income/ (loss) attributable to equity holders of the Corporation	(609,093)	(2,395,477)	(4,444,126)
<b>Basic earnings per share ("EPS") (in CAD)</b>			
Net income/ (loss)	0.08	0.01	(0.01)
<b>Diluted EPS (in CAD)</b>			
Net Income/ (loss)	0.08	0.01	(0.01)
<b>Balance Sheet</b>			
Total assets	31,844,685	29,377,211	36,767,186
Total liabilities	1,733,664	1,094,215	1,268,278
Total equity	30,111,012	28,282,996	35,498,908
Shares outstanding at quarter end	33,379,499	34,294,099	35,372,099
Book value per share	0.90	0.82	1.00

### Rental Revenue from Investment Properties

Rental revenue from Investment Properties decreased slightly from \$353,413 in the third quarter of 2017 to \$352,804 in the third quarter of 2018.

### Revenue from Other Sources

Revenue from other sources consist of late fees and fees earned for third party leasing and property management. For the third quarter of 2018, revenues from other sources totaled \$8,648 compared to \$16,941 for the third quarter of 2017.

### Gain/Loss on disposal of Investment Properties

During the quarter, the Corporation sold one property for cash consideration of \$204,156 resulting net gain of \$28,482 on the transaction (Q3 2017 – nil)

### Fair Value Adjustment on Investment Properties

The estimate of fair value of investment properties is a critical accounting estimate to the Corporation. An external appraiser estimates the fair value of the majority of the Investment Properties annually, the remainder are appraised internally by Management. The fair value of investment properties is based on the nature, location and condition of the specific asset. The fair value of investment properties represents an estimate of the price that would be made in an arm's length transaction between knowledgeable, willing parties. The Corporation operates in the emerging real estate market of Mongolia, which given its current economic and industry conditions, has an increased inherent risk given the lack of reliable and comparable market information. For the quarter ending September 30, 2018, the Corporation recorded a \$1,046,330 unrealized fair value gain to its investment portfolio (Q3 2017 – nil).

### Unrealized short-term investment gain/loss

During the quarter, the Corporation had an unrealized short-term investment gain of \$520,453 compared to an unrealized short-term investment gain of \$346,465 during the third quarter of 2017. This unrealized short-term investment gain was primarily the result of the large unrealized gains in several of its marketable securities holdings as

well as in the Corporation's holding of Mongolia Mining Corporation whose share price increased from 12.8 to 16.2 Hong Kong cents during the quarter.

### Share Repurchase

During the quarter, the Corporation repurchased 109,000 common shares under its Normal Course Issuer Bid (NCIB) at an average price of \$0.30 (Q3 2017-527,000, \$0.34 average). As at September 30, 2018, the Corporation held 135,500 shares in Treasury to be cancelled during the fourth quarter of 2018 (Q3 2017- 527,000).

### Currency

The Mongolian Tögrög has fluctuated significantly over the past seven years. The Mongolian Tögrög has depreciated 6.8%, 5.1%, 11.5% and 5.3% in 2011, 2012, 2013 and 2014 respectively versus the Canadian Dollar while appreciating 11.4% in 2015 and depreciating 28.5% in 2016 and a further 4.3% in 2017. During the third quarter, the Mongolian Tögrög decreased 2.3% versus the Canadian dollar from 1,858 MNT/CAD on June 30, 2018, to 1,900 MNT/CAD on September 30, 2018. This decrease led to a \$609,093 comprehensive unrealized loss (Q3 2017 – \$2,395,477 loss) during the quarter. Depreciation of the Mongolian Tögrög tends to negatively impact the Corporation's financial performance including its EBITDA as approximately half of the Corporation's expenses are in U.S. and Canadian Dollars while all of the Corporation's revenues are in Mongolian Tögrög. The fluctuation in the currency is reflected in the Corporation's financial statements, most notably in the investment property portfolio, as it is the largest item on the Balance Sheet. Note 8 in the Financial Statements discloses the foreign exchange adjustment, which flows through the investment property classification during each period. During the three month period, the Corporation recognized a foreign exchange adjustment gain of \$300,640 (Q3 2017 loss of \$1,608,926) to its investment property portfolio.

### Operating Profit (Loss)

Overall, the Corporation reported an Adjusted EBITDA loss of \$55,849 during the third quarter of 2018 (Q3 2017 – loss of \$4,063). Adjusted EBITDA fell from a loss of \$4,063 in Q3 2017 to a loss of \$55,849 in Q3 2018 due an increase in professional fees and expenses associated with the Corporation's marketable securities portfolio.

The following reconciles net income before income tax to Adjusted EBITDA from operations.

	Q3 2018	Q3 2017
	\$	\$
Net Income before Income taxes	2,293,214	360,765
Add Depreciation and Amortization	19,341	19,774
Subtract Interest and Investment Income/gains/finance expense	1,132,470	384,602
<b>EBITDA</b>	<b>1,180,085</b>	<b>(4,063)</b>
Subtract Fair Value Adjustment Gain (add back loss) on all properties	1,046,330	-
Including reversal of impairments on PPE and Other Assets	189,604	-
<b>Total Adjusted EBITDA</b>	<b>(55,849)</b>	<b>(4,063)</b>

### Net Income

For the quarter ended September 30, 2018, the Corporation had a net income of \$2,279,078 compared to a net income of \$401,886 for the quarter ending September 30, 2017. The improvement in performance versus the same period last year is primarily due to a higher realized gain on short term securities as well as gain on fair value adjustment incurred during the quarter.

Management cautions investors that the Corporation is primarily focused on increasing shareholder value on a per share basis. This means that operationally, management is more concerned with long-term asset appreciation at the expense of short-term cash flow. Management expects this to be the case for the foreseeable future.

## Section 4 - Financial Condition

### Cash Flow

Mongolia Growth Group's primary sources of capital are cash generated from equity issuance, financing and asset sales. Management expects to meet all of the Corporation's obligations through current cash and cash equivalents along with cash flows from asset sales.

The following table provides an overview of the Corporation's cash flows from operating, financing and investing activities for the nine month period ended September 30, 2018 and 2017.

	30-Sep-2018	30-Sep-2017
	\$	\$
Net change in cash related to:		
Operating	(253,213)	(1,088,476)
Investing	(686,406)	55,477
Financing	(151,831)	(325,426)
Effects of exchange rates on cash	44,787	183,085
<b>Net change in cash during the period</b>	<b>(1,046,663)</b>	<b>(1,175,340)</b>

Overall, the Corporation had cash outflows of \$1,046,663 during the first nine months of 2018 primarily due to the purchase marketable securities. The changes in components of cash flows for the period ended September 30, 2018, compared to the period ended September 30, 2017, were the result of the following factors:

- **Operating** – Operating cash outflows during the nine month period were significantly smaller than the previous year due to a significant reduction in negative non-cash working capital balances.
- **Investing** – Investing cash outflows occurred during the period due to acquisitions of marketable securities. During the same period in 2017, the Corporation had larger purchases of marketable securities offset by higher inflows from disposals of investment properties.
- **Financing** – Financing cash outflows occurred due to the repurchase of 336,500 shares as well as interest expense occurred during the period. The Corporation repurchased 953,000 shares during the same period in 2017.

To date, the Corporation has been able to meet all of its capital and other cash requirements from its internal sources of cash. As at September 30, 2018, the Corporation had approximately \$594,108 (Q4 2017 - \$1,640,771) in cash and cash equivalents. Due to the expectation that the Corporation's cash position will worsen in future quarters, the Corporation is focused on increasing liquidity and cash reserves in Canada through asset sales and has taken on a \$1,300,200 credit facility through a commercial bank in Mongolia. Furthermore, the Corporation considers its marketable securities holdings to be fairly liquid and can be sold should the Corporation need to increase its cash position.

### Total Assets

As of September 30, 2018, the Corporation had \$5,677,041 (Q2 2018 - \$4,393,361) in Current Assets of which \$594,108 were held in cash and cash equivalents (Q2 2018 – \$466,065). The increase in cash is due to the sale of an investment property during the quarter.

The majority of the Corporation's assets are classified as Non-Current Assets, mainly Investment Properties. Investment Properties are carried at Fair Market Value and increased to \$24,354,777 during the quarter (Q2 2018 -\$24,039,467) due to a fair value gain adjustment.

Property and Equipment, which primarily consists of properties that are measured at their cost base, increased from \$1,679,087 as at June 30, 2018 to \$1,812,867 as at September 30, 2018 due to a reversal of previous impairment loss to its headquarters building.

## Total Liabilities

As of September 30, 2018, the Corporation had current liabilities of \$531,142 (Q2 2018 – \$452,684) consisting primarily of payables and accrued liabilities.

As of September 30, 2018, the only non-current liabilities on the balance sheet are long term debt outstanding and deferred income taxes. During 2017, the Corporation obtained a two year CDN\$1,300,200 (USD \$1,000,000) credit facility through a commercial bank in Mongolia. The loan is secured by various property assets and guarantees from Mongolian subsidiaries. The Corporation made an initial draw of USD \$500,000 during the year ended December 31, 2017. As at September 30, 2018, the Corporation had CDN\$671,980 in long term debt outstanding (Q2 2018-\$663,441).

The Corporation considers all other current cash commitments to be immaterial and operational in nature.

## Total Equity

The equity of the Corporation consists of one class of common shares.

Outstanding	30-Sep-2018	31-Dec-2017
Common shares	33,379,499*	33,696,599
Options to buy common shares	3,103,000	3,103,000

\* As at September 30, 2018, the Corporation held 135,500 of the common shares outstanding in Treasury to be cancelled during the fourth quarter of 2018 (Q3 2017-527,000).

## Options Outstanding

At September 30, 2018, the Corporation had 3,103,000 options that were exercisable (December 31, 2017 – 3,103,000).

The chart below shows the historical option grants and options outstanding as of September 30, 2018.

Option Price	Granted	Expired	Forfeited	Cancelled	Exercised	Total Options Outstanding	Total Exercisable	Non exercisable
1.64	100,000	-	-	-	100,000	-	-	-
1.75	300,000	50,000	-	-	250,000	-	-	-
1.9	1,363,000	35,000	85,000	-	200,000	1,043,000	1,043,000	-
4.2	900,000	205,000	408,000	287,000	-	-	-	-
4.77	175,000	20,000	100,000	55,000	-	-	-	-
4.25	150,000	5,000	50,000	95,000	-	-	-	-
4.0	190,000	-	-	190,000	-	-	-	-
4.13	475,000	125,000	75,000	275,000	-	-	-	-
1.09	375,000	-	75,000	-	-	300,000	300,000	-
0.72	935,000	-	20,000	-	-	915,000	915,000	-
0.74	640,000	-	75,000	-	-	565,000	565,000	-
0.38	350,000	-	70,000	-	-	280,000	280,000	-
<b>Total</b>	<b>5,953,000</b>	<b>440,000</b>	<b>958,000</b>	<b>902,000</b>	<b>550,000</b>	<b>3,103,000</b>	<b>3,103,000</b>	<b>-</b>

## Acquisitions and Dispositions

During the nine months of 2018, the Corporation sold one property for cash consideration of \$204,156 resulting in a net gain of \$28,482 on the transaction. In comparison, during the nine months of 2017, the Company acquired four properties in two separate transactions for a total cost of \$537,353 and sold seven investment properties of which three had been purchased during the same period for proceeds of \$1,898,936 resulting in a net loss of \$51,446 on the transactions.



## Related Party Transactions

Parties are generally considered to be related if the parties are under common control or if one party has the ability to control the other party or can exercise significant influence or joint control over the other party in making financial and operational decisions. In considering each possible related party relationship, attention is directed to the substance of the relationship, not merely the legal form.

Key management personnel of the Corporation include all directors, executive management and persons related to directors and executive management. The summary of compensation for key management personnel is as follows:

Related Party Transactions	30-Sep-2018 \$	30-Sep-2017 \$
Salaries and other short-term benefits to officers	326,164	150,349
Director fees	40,000	50,000
<b>Total</b>	<b>366,164</b>	<b>200,349</b>

## Off-Balance Sheet Items

As of September 30, 2018 the Corporation had no off-balance sheet items.

## Events Subsequent to Quarter End

Since October 1, 2018, the Corporation repurchased 31,000 of its shares at an average price of \$0.36/share and cancelled 56,000 shares.

## Section 5 - Quarterly Information

### Quarterly Results

The following table is a summary of select quarterly information over the previous eight quarters:

	Q3 2018	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017	Q1 2017	Q4 2016
Revenue	389,934	357,051	356,748	662,458	370,354	338,352	401,078	348,301
Net income (loss)	2,279,078	128,671	(272,955)	(720,889)	401,886	(2,135,025)	(643,186)	196,138
Income (loss) per common share	0.08	0.00	(0.01)	(0.02)	0.01	(0.06)	(0.02)	0.00
Total Assets	31,844,685	30,111,915	30,142,591	29,405,831	29,377,211	31,397,409	33,268,754	34,511,276
Weighted Average Shares (No.)	33,412,466	33,464,179	33,530,605	34,342,059	34,486,152	34,571,610	34,633,899	35,297,108
Ending Shares (No.)	33,379,499	33,379,499	33,476,999	33,696,599	34,294,099	34,506,599	34,524,099	34,806,599

## Section 6 – Critical Estimates

### Critical Accounting Estimates

The preparation of financial statements in accordance with IFRS required Management to make assumptions about the future that affect the reported amounts of assets and liabilities. Estimates and judgments are continually evaluated based on historical experiences and other factors, including expectations of future events that are believed to be reasonable under the circumstances. In the future, actual experience may differ from these estimates and assumptions.

The critical estimates made in the preparation of the consolidated financial statements include the following:

### Fair Value Adjustment on Investment Properties

The estimate of fair value of investment properties is the most critical accounting estimate to the Corporation. An external appraiser estimates the fair value of the majority of the Investment Properties annually, the remainder are appraised internally by Management. The fair value of investment properties is based on the nature, location and condition of the specific asset. The fair value of investment properties represents an estimate of the price that would be made in an arm's length transaction between knowledgeable, willing parties. The Corporation operates in the emerging real estate market of Mongolia, which given its current economic and industry conditions, has an increased inherent risk given the lack of reliable and comparable market information. For the nine month period ending September 30, 2018, the Corporation recorded a \$1,046,330 unrealized fair value gain (Q3 2017 – \$1,810,714 impairment).

### Accuracy of Share Based Compensation Expense

The estimate of the ultimate expense arising from share based compensation plans is another critical accounting estimate. There are several sources of uncertainty that need to be considered in the estimate of the share based compensation expense recorded by the Corporation. The ultimate expense is estimated by using a number of key assumptions such as the expected volatility of the share price, the dividends expected on the shares, the risk-free interest rate for the expected life of the options and future forfeiture rates. For the quarter ending September 30, 2018, the cost of the share based payments were \$nil (Q3 2017 - \$nil).

### Operating Environment of the Corporation

Mongolia displays many characteristics of an emerging market including relatively high inflation and interest rates. The tax and customs legislation in Mongolia is subject to varying interpretations and frequent changes. The future economic performance of Mongolia is tied to continuing demand from China and continuing high global prices for commodities as well as being dependent upon the effectiveness of economic, financial and monetary measures undertaken by the Government of Mongolia together with tax, legal, regulatory and political developments. Management is unable to predict all developments that could have an impact on the Mongolian economy and consequently what effect, if any, they could have on the future financial position of the Corporation.

During 2017 and early 2018, the Corporation had difficulty in converting Mongolian Tögrög to U.S. Dollars at large Mongolian banks. This difficulty has persisted in subsequent periods, but to a lesser degree. There can be no certainty regarding the ability to convert or wire money from Mongolia in the future.

Mongolia recently signed an agreement with the IMF. There is no certainty regarding the demands that the IMF may make upon Mongolia for austerity or the impacts that this may have on the economy of Mongolia.

Due to the economic crisis, businesses are increasingly paying for transactions using various forms of barter such as used equipment, apartments, vehicles, future services and livestock. To date, the Corporation has only agreed to receive barter items in extreme circumstances and has a strong preference to avoid using barter in transactions. As the economic crisis has worsened, barter transactions have become a more substantial percentage of overall economic transactions. As a result, the Corporation may be forced to receive barter items at a higher frequency. These barter items are often difficult to value and monetize and may cause other difficulties for the Corporation that are impossible to predict.

## Deferred Tax Assets

Deferred tax assets are recognized to the extent that it is probable that deductible temporary differences will reverse in the foreseeable future and there will be sufficient future taxable profits against which the deductible temporary differences can be utilized. The Corporation reviews the carrying amount of deferred tax assets at the end of each reporting period which is reduced to the extent that it is no longer probable that deferred tax assets recognized will be recovered, or increased to the extent that sufficient future taxable profit will be available to allow all or part of a previously unrecognized deferred tax asset to be recovered. Estimates of future taxable income are based on forecasted cash flows from operations, available tax planning opportunities and expected timing of reversals of taxable temporary differences.

## Significant judgments made in the preparation of these consolidated financial statements include the following areas:

Judgement is required in determining whether an asset meets the criteria for classification as assets held for sale and or as discontinued operations in the consolidated financial statements. Criteria considered by management include the existence of and commitment to a plan to dispose of the assets, the expected selling price of the assets, the probability of the sale being completed within an expected timeframe of one year and the period of time any amounts have been classified within assets held for sale. The Company reviews the criteria for assets held for sale each quarter and reclassifies such assets to or from this financial position category as appropriate. On completion of the sale, management exercises judgement as to whether the sale qualifies as a discontinued operation.

As at September 30, 2018, Management has made the judgment that none of the Company's assets meet the criteria to be classified as held for sale. While this is due to a number of factors, a primary reason is that due to the conditions of the Mongolian economy and the lack of liquidity in the market, Management was unable to conclude that the sale of any significant sized asset could be considered highly probable.

## Section 7 – Risk Management

### Credit Risk

The Corporation's exposure to credit risk is managed through risk management policies and procedures with emphasis on the quality of the investment portfolio. For the quarter, most of the Corporation's credit risk consisted of institutional deposits. The majority of the funds invested are held in reputable Canadian or Mongolian banks. Recently, there have been rumors that various commercial banks in Mongolia could fail. There is no way to tell if these rumors are accurate however, from time to time, the Corporation has had difficulty in converting Mongolian Tögrög into U.S. Dollars. If banks are unwilling or unable to give the Corporation access to its U.S. Dollar deposits, the Corporation could experience severe liquidity issues.

The Corporation is exposed to credit risk as an owner of real estate in which tenants may become unable to pay contracted rents. The Corporation mitigates this risk by carrying out due diligence on significant tenants. The Corporation's properties are diversified across residential and commercial classes. Historically, bad debts have not been a substantial expense for the Corporation. During 2017 and early 2018, the Corporation experienced an increase in late rental payments. The Corporation believes that it is likely that it will collect the majority of this debt, but there is no certainty that this will occur.

### Liquidity Risk

Under certain market conditions, such as during volatile markets or when trading in a security or market is otherwise impaired, the liquidity of the Corporation's portfolio positions may be reduced. In addition, the Corporation may from time to time hold large positions with respect to a specific type of financial instrument, which may reduce the Corporation's liquidity. During such times, the Corporation may be unable to dispose of certain financial instruments, including longer-term financial instruments, which would adversely affect its ability to rebalance its portfolio. In addition, such circumstances may force the Corporation to dispose of financial instruments at reduced prices, thereby adversely affecting its performance. If there are other market participants seeking to dispose of similar financial instruments at the same time, the Corporation may be unable to sell such financial instruments or prevent losses relating to such financial instruments. Furthermore, if the Corporation incurs substantial trading losses, the need for liquidity could rise sharply while its access to liquidity could be impaired. In addition, in conjunction with a market downturn, the Corporation's counterparties could incur losses of their own, thereby weakening their financial condition and increasing the Corporation's exposure to their credit risk.

The Corporation does not believe its current maturity profile lends itself to any material liquidity risk, taking into account the level of cash and cash equivalents, investments and marketable securities as at September 30, 2018.

As at September 30, 2018, the Corporation had working capital of \$5,145,899 (Q3 2017 - \$2,505,267) comprised of cash and cash equivalents, other assets, net of trade and accrued liabilities and income taxes payable. Management considers the funds on hand to be sufficient to meet its ongoing obligations.

As of September 30, 2018, the Corporation's only material contractual obligation is the repayment of its credit facility of approximately \$1,300,000 in December 2019. To date the Corporation has only drawn on approximately \$670,000 of this facility.

### Market Risk

Market risk is the risk that the fair value of, or future cash flows from, the Corporation's financial instruments will significantly fluctuate due to changes in market prices. The value of the financial instruments can be affected by changes in interest rates, foreign exchange rates, and equity and commodity prices. The Corporation is exposed to market risk in trading its investments and unfavorable market conditions could result in dispositions of investments at less than favorable prices.

### Property Title Risk

Mongolian law has strong protections for property assets; however implementation of Mongolian law is often arbitrary, with high degrees of corruption and incompetence. Additionally, laws frequently change, which can

invalidate a property title. To date, the Corporation has only had one of its property assets confiscated by the Government of Mongolia, however the Corporation believes that there is a possibility that it will have additional assets confiscated by the Government of Mongolia or stolen by private individuals during future periods. The Corporation is currently not aware of any individual asset that is in imminent danger of being confiscated or stolen.

### **Currency Risk**

The Corporation owns properties located in Mongolia and collects rental revenue in Mongolian Tögrög, and is therefore subject to foreign currency fluctuations that may impact its financial position and results. Changes in the Mongolian Tögrög, U.S. dollar and Canadian dollar foreign currency exchange rates impact the fair value of securities denominated in Mongolian Tögrög and in U.S. dollars. All of the Corporation's revenues are received in Mongolian Tögrög while approximately half of the Corporation's expenses are incurred in U.S. and Canadian Dollars. Therefore, a depreciation in the Mongolian Tögrög against the US and Canadian Dollar will reduce EBITDA. The exchange rate continues to be volatile and there is an expectation that the rate of currency depreciation could increase.

### **Economic Volatility and Uncertainty**

Over the past few years, economic volatility and uncertainty around the world has contributed to dramatically restricted access to capital and reduced capital markets activity for more speculative businesses. The Corporation's management believes that the Corporation has sufficient resources to carry on its business and remain a going concern.

MGG holds the majority of its assets, investments and operations in the nation of Mongolia. Mongolia is presently experiencing drastic changes in its economy. Economic volatility and uncertainty in Mongolia could result in inflation, hyperinflation, economic stagnation, political extremism, and other similarly detrimental scenarios which could materially harm the Corporation.

Depending on the requirements of MGG's businesses, additional funds may be required to be raised in the capital markets and there is no guarantee that sufficient funds raised will be available to complete a financing required to augment the Corporation's operations.

### **Risks and Uncertainties**

The Corporation, as part of its operations, carries financial instruments consisting of cash and cash equivalents, investments and marketable securities, accounts receivable, and trade payables and accrued liabilities. It is Management's opinion that the Corporation is not exposed to significant credit, interest or currency risks arising from these financial instruments except as otherwise disclosed in the notes to the Consolidated Financial Statements.

Further information related to Mongolia Growth Group Ltd. and the risks and uncertainties of MGG is filed on the System for Electronic Document Analysis and Retrieval ("SEDAR") and can be reviewed at [www.sedar.com](http://www.sedar.com).

### **Financial Instruments**

The Corporation's financial instruments consist of cash and cash equivalents, investments and marketable securities, accounts receivable and trade and accrued payables. The Corporation is subject to interest risk as it earns interest income from its cash deposits. It is Management's opinion that the Corporation is not exposed to significant credit risks arising from these financial instruments and that the fair value of these financial instruments approximates their carrying values. Management believes that there are material currency risks associated to certain Financial Instruments of the Corporation as they are held in Mongolian Tögrög. For further discussion of financial instrument risks, see the Insurance and Financial Risk Management note (Note 15 on December 31, 2017 Financial Statements).

Unless the context otherwise requires, references to the "Corporation" include the Corporation and its subsidiaries and affiliates collectively, including Mongolia Barbados Corp.

### **Changes in Investment Strategies**

The Corporation may alter its investment strategies and restrictions without prior approval by shareholders to adapt to changing circumstances.

## Possible Negative Impact of Regulation

The regulatory environment is evolving and changes to it may adversely affect the Corporation. To the extent that regulators adopt practices of regulatory oversight that create additional compliance, transaction, disclosure or other costs for the Corporation, returns of the Corporation may be negatively affected. In addition, the regulatory or tax environment for securities, derivatives and related instruments is evolving and may be subject to modification by government or judicial action that may adversely affect the value of the investments held by the Corporation. The effect of any future regulatory or tax change on the Corporation is impossible to predict.

## Property Specific Risk

The Corporation currently has a standing agreement with the owner of a 42 sq. meter apartment which has been included in one of the Corporation's properties classified as land and development. The agreement entitles the owner of the apartment to 84 sq. meters of space on the first floor of a new building to be built on this land. In this agreement, the Corporation had an obligation to complete the construction of a new building by the end of 2017 and the agreement was not extended. A liability of \$142,894 is currently included in the Corporation's balance sheet to reflect this liability. In addition, in 2017, the Corporation recognized a \$1,585,120 (2016 - \$nil) unrealized fair value impairment on this property in excess of the fair value adjustment calculated using the valuation approaches described. This adjustment is management's estimate of the markets perception of the risk related to this agreement. While the Corporation has received legal advice that it is not at a substantial risk of losing the property in question, interpretations of Mongolian law can be varied and arbitrary. The Corporation cautions investors that should it lose this property, it would result in a material reduction in the Corporation's overall assets and fair value (4.7 million dollars current carrying value). In addition, there is the potential that the 84 sq. meter liability could inhibit the sale or development of this asset in future periods.

## Use of Derivatives

The Corporation may use derivative instruments. The use of derivatives in general presents additional risks to those applicable to trading only in the underlying assets. To the extent of the Corporation's investment in derivatives it may take a credit risk with respect to parties with whom it trades and may also bear the risk of settlement default. When used for hedging purposes, an imperfect or variable degree of correlation between price movements of the derivative instrument and the underlying investment sought to be hedged may prevent the Corporation from achieving the intended hedge effect or expose the Corporation to the risk of loss. In addition, derivative instruments may not be liquid at all times, so that in volatile markets the Corporation may not be able to close out a position without incurring a loss. No assurance can be given that short sales, hedging, leverage and other techniques and strategies utilized by the Corporation to hedge its exposure will not result in material losses.

## Custody Risk and Broker or Dealer Insolvency

The Corporation does not control the custodianship of all of its assets. The Corporation's assets will be held in one or more accounts maintained for the Corporation by its broker or brokers. Such brokers are subject to various laws and regulations in various jurisdictions that are designed to protect their customers in the event of their insolvency. However, the practical effect of these laws and their application to the Corporation's assets are subject to substantial limitations and uncertainties. Because of the large number of entities and jurisdictions involved and the range of possible factual scenarios involving the insolvency of a broker or any sub-custodians, agents or affiliates, it is impossible to generalize about the effect of their insolvency on the Corporation and its assets. Investors should assume that the insolvency of any of the brokers or such other service providers would result in the loss of all or a substantial portion of the Corporation's assets held by or through such brokers and/or the delay in the payment of withdrawal proceeds.

## Investment and Trading Risks in General

All trades made by the Corporation risk the loss of capital. The Corporation may utilize trading techniques or instruments, which can, in certain circumstances, maximize the adverse impact to which a client's account may be subject. No guarantee or representation is made that the Corporation's investment program will be successful, and investment results may vary substantially over time. Many unforeseeable events, including actions by various government agencies, and domestic and international economic and political developments may cause sharp market fluctuations which could adversely affect the Corporation's portfolio and performance.

## General Economic and Market Conditions

The success of the Corporation's activities may be affected by general economic and market conditions, such as interest rates, availability of credit, inflation rates, economic uncertainty, changes in laws, and national and international political circumstances. These factors may affect the level and volatility of securities prices and the liquidity of the Corporation's investments. Unexpected volatility or illiquidity could impair the Corporation's profitability or result in losses.

## Issuer-Specific Changes

The value of an individual security or particular type of security can be more volatile than, and can perform differently from the market as a whole.

## Portfolio Turnover

The Corporation has not placed any limits on the rate of portfolio turnover and portfolio securities may be sold without regard to the time they have been held when, in the opinion of the Corporation, investment considerations warrant such action. A high rate of portfolio turnover involves correspondingly greater expenses than a lower rate.

## Liquidity of Underlying Investments

Some of the securities in which the Corporation may invest may be thinly traded. There are no restrictions on the investment of the Corporation in illiquid securities. It is possible that the Corporation may not be able to sell or repurchase significant portions of such positions without facing substantially adverse prices. If the Corporation is required to transact in such securities before its intended investment horizon, the performance of the Corporation could suffer.

## Highly Volatile Markets

The prices of financial instruments in which the Corporation's assets may be invested can be highly volatile and may be influenced by, among other things, specific corporate developments, interest rates, changing supply and demand relationships, trade, fiscal, monetary and exchange control programs and policies of governments, and national and international political and economic events and policies. The Corporation is subject to the risk of the failure of any of the exchanges on which the Corporation's positions trade or of their clearinghouses.

## Emerging Markets

The Corporation may invest in the securities of companies which operate in some emerging markets. Operating in emerging markets involves additional risks because companies in emerging markets may be less regulated and not subject to the same standards, reporting practices and disclosure requirements that apply in more developed markets. In addition, some emerging markets and legal systems may not adequately protect investor rights.

## Small- to Medium- Capitalization Companies

The Corporation may invest a portion of its assets in the securities of companies with small- to medium-sized market capitalizations. While the Corporation believes these investments often provide significant potential for appreciation, those securities may involve higher risks in some respects than do investments in securities of larger companies. For example, while smaller companies generally have potential for rapid growth, they often involve higher risks because they may lack the management experience, financial resources, product diversification, and competitive strength of larger companies. In addition, in many instances, the frequency and volume of their trading may be substantially less than is typical of larger companies. As a result, the securities of smaller companies may be subject to wider price fluctuations. When making large sales, the Corporation may have to sell portfolio holdings at discounts from quoted prices or may have to make a series of small sales over an extended period of time due to the trading volume of smaller Corporation securities.

## Fixed Income Securities

The Corporation may occasionally invest in bonds or other fixed income securities of issuers, including, without limitation, bonds, notes and debentures issued by corporations. Fixed income securities pay fixed, variable or floating rates of interest. The value of fixed income securities in which the Corporation invests will change in response to fluctuations in interest rates. In addition, the value of certain fixed-income securities can fluctuate in response to



perceptions of credit worthiness, political stability or soundness of economic policies. Fixed income securities are subject to the risk of the issuer's inability to meet principal and interest payments on its obligations (i.e., credit risk) and are subject to price volatility due to such factors as interest rate sensitivity, market perception of the creditworthiness of the issuer and general market liquidity (i.e., market risk). If fixed income investments are not held to maturity, the Corporation may suffer a loss at the time of sale of such securities.

### **Equity Securities**

To the extent that the Corporation holds equity portfolio investments, or short positions in equities, it will be influenced by stock market conditions in those jurisdictions where the securities held by the Corporation, are listed for trading, and by changes in the circumstances of the issuers whose securities are held by the Corporation.

### **Options**

Selling call and put options is a highly specialized activity and entails greater than ordinary investment risk. The risk of loss when purchasing an option is limited to the amount of the purchase price of the option, however investment in an option may be subject to greater fluctuation than an investment in the underlying security. In the case of the sale of an uncovered option there can be potential for an unlimited loss. To some extent this risk may be hedged by the purchase or sale of the underlying security.

### **Shorting**

Selling a security short ("shorting") involves borrowing a security from an existing holder and selling the security in the market with a promise to return it at a later date. Should the security increase in value during the shorting period, losses will incur to the Corporation. There is in theory no upper limit to how high the price of a security may go. Another risk involved in shorting is the loss of a borrow; a situation where the lender of the security requests its return. In cases like this, the Corporation, must either find securities to replace those borrowed or step into the market and repurchase the securities. Depending on the liquidity of the security shorted, if there are insufficient securities available at current market prices, the Corporation may have to bid up the price of the security in order to cover the short position, resulting in losses to the Corporation.

### **Trading Costs**

The Corporation may engage in a high rate of trading activity resulting in correspondingly high costs being borne by the Corporation.

### **Currency and Exchange Rate Risks**

The Corporation's assets will be denominated in multiple currencies. The Corporation will report their results in Canadian dollars. The Corporation expects to report allocations of profit and loss for income tax purposes in Canadian dollars. Changes in currency exchange rates may affect the value of the Corporation's portfolio and the unrealized appreciation or depreciation of investments.

### **Leverage**

The Corporation may use financial leverage by borrowing funds against the assets of the Corporation. Leverage increases both the possibilities for profit and the risk of loss for the Corporation. From time to time, the credit markets are subject to periods in which there is a severe contraction of both liquidity and available leverage. The combination of these two factors can result in leveraged strategies being required to sell positions typically at highly disadvantageous prices in order to meet margin requirements, contributing to a general decline in a wide range of different securities. Illiquidity can be particularly damaging to leveraged strategies because of the essentially discretionary ability of dealers to raise margin requirements, requiring leveraged strategy to attempt to sell positions to comply with such requirements at a time when there are effectively no buyers in the market at all or at any but highly distressed prices. These market conditions have in the past resulted in major losses. Such conditions, although unpredictable, can be expected to recur.

### **Internal Controls over Financial Reporting**

Changes in securities laws no longer require the Chief Executive Officer and Chief Financial Officer of junior reporting issuers to certify that they have designed internal control over financial reporting, or caused it to be designed under

their supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS.

Instead, an optional form of certification has been made available to junior reporting issuers and has been used by the Corporation's certifying officers since December 31, 2013 annual filings. The new certification reflects what the Corporation considers to be a more appropriate level of CEO and CFO certification given the size and nature of the Corporation's operations. This certification requires the certifying officers to state that: they have reviewed the interim MD&A and consolidated financial statements; they have determined that there is no untrue statement of a material fact, or any omission of material fact required to be stated which would make a statement or its omission misleading in light of the circumstances under which it was made within the interim MD&A and consolidated financial statements; based on their knowledge, the interim filings, together with the other financial information included in the interim filings, fairly present in all material respects the financial condition, results of operations and cash flows of the Corporation as of the date and for the periods presented in the filings.

### **Current Accounting Policy Changes**

The Company has adopted the following revised standards, along with any consequential amendments, effective January 1, 2018.

#### ***IFRS 15 Revenue from Contracts with Customers***

IFRS 15 was issued in May 2014 and establishes a new five-step model that will apply to revenue arising from contracts with customers. Under IFRS 15 revenue is recognised at an amount that reflects the consideration to which an entity expects to be entitled in exchange for transferring goods or services to a customer. The principles in IFRS 15 provide a more structured approach to measuring and recognising revenue.

The new revenue standard is applicable to all entities and will supersede all current revenue recognition requirements under IFRS. Either a full or modified retrospective application is required for annual periods beginning on or after January 1, 2018.

In accordance with this new standard, the Company adopted IFRS 15 using the modified retrospective method. In applying IFRS 15, the Company used the practical expedient that permits contracts which were completed prior to the transition date to not be assessed. As a result of adopting IFRS 15, there were no adjustments to the balance sheet as at January 1, 2018.

#### ***IFRS 9 Financial Instruments***

IFRS 9, Financial Instruments, first issued in November 2009 with final version released in July 2014 by the IASB, brings together the classification and measurement, impairment and hedge accounting phases of the IASB's project to replace IAS 39. IFRS 9 introduces a principles-based approach to the classification of financial assets based on an entity's business model and the nature of the cash flows of the asset. All financial assets, including hybrid contracts, are measured as at fair value through profit and loss (FVTPL), fair value through OCI or amortized cost.

For financial liabilities, IFRS 9 includes the requirements for classification and measurement previously included in IAS 39.

IFRS 9 also introduces an expected loss impairment model for all financial assets not as at FVTPL. The model has three stages: (1) on initial recognition, 12-month expected credit losses are recognized in profit or loss and a loss allowance is established; (2) if credit risk increases significantly and the resulting credit risk is not considered to be low, full lifetime expected credit losses are recognized; and (3) when a financial asset is considered credit-impaired, interest revenue is calculated based on the carrying amount of the asset, net of the loss allowance, rather than its gross carrying amount.

Finally, IFRS 9 introduces a new hedge accounting model that aligns the accounting for hedge relationships more closely with an entity's risk management activities. The standard is effective for annual periods beginning on or after January 1, 2018.

The Company has adopted IFRS 9, "Financial Instruments" ("IFRS 9"), effective January 1, 2018. As the Company has historically classified its marketable securities as FVTPL, the adoption of IFRS 9 has not resulted in adjustments to the balance sheet as at January 1, 2018.

### **IAS 40 Investment Properties**

IAS 40, "Investment Properties" ("IAS 40"), was amended to clarify when an entity should transfer property, including property under construction or development into, or out of investment property. The revised standard states that a change in use occurs when the property meets, or ceases to meet, the definition of investment property and there is evidence of the change in use.

This amendment did not have an impact on the Company's condensed consolidated financial statements.

### **Accounting standards issued but not yet effective**

A number of new standards, amendments to standards and interpretations are effective for annual periods beginning after January 1, 2019 or later and have not been applied in preparing these consolidated financial statements. Those which are relevant to the Corporation are set out below. The Corporation does not plan to adopt these standards early and is continuing to evaluate the impact of such standards.

### **IFRS 16 – Leases**

IFRS 16 replaces IAS 17 Leases and related interpretations. The core principle is that a lessee recognize assets and liabilities for all leases with a lease term of more than 12 months. A lessee is required to recognize a right-of-use asset representing its right to use the underlying leased asset and a lease liability representing its obligation to make lease payments. Assets and liabilities arising from a lease are initially measured on a present value basis. The measurement includes non-cancellable lease payments (including inflation-linked payments), and also includes payments to be made in optional periods if the lessee is reasonably certain to exercise an option to extend the lease, or not to exercise an option to terminate the lease. The new standard is intended to provide a faithful representation of leasing transactions, in particular those that do not currently require the lessees to recognize an asset and liability arising from an operating lease. IFRS 16 is effective for annual periods beginning on January 1, 2019, with early adoption permitted for entities that would also apply IFRS 15 Revenue from Contracts with Customers.

### **Additional Information**

Additional information relating to Mongolia Growth Group Ltd., including its interim financial statements, is available on SEDAR at [www.sedar.com](http://www.sedar.com).