MONGOLIA
2021 Annual Research: Key Highlights

Global Data

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total GDP contribution:</strong></td>
<td>USD 9,170 BN</td>
<td>MNT2,712.0BN</td>
</tr>
<tr>
<td></td>
<td>10.4%</td>
<td>5.5%</td>
</tr>
<tr>
<td><strong>Total Travel &amp; Tourism jobs:</strong></td>
<td>334 MN</td>
<td>272 MN</td>
</tr>
<tr>
<td></td>
<td>1 in 10 jobs</td>
<td>1 in 11 jobs</td>
</tr>
<tr>
<td><strong>Total Travel &amp; Tourism GDP change in 2020:</strong></td>
<td>-49.1%</td>
<td>-3.7%</td>
</tr>
<tr>
<td>Global Economy GDP change:</td>
<td>USD -4,498 BN</td>
<td></td>
</tr>
</tbody>
</table>

Change in Jobs in 2020:
-61.6 MN
-18.5%

Mongolia Key Data

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2020</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total contribution of Travel &amp; Tourism to GDP:</strong></td>
<td>7.0%</td>
<td>1.9%</td>
<td>-74.5%</td>
</tr>
<tr>
<td>of Total Economy</td>
<td>MNT2,712.0BN (USD961.2MN)</td>
<td>MNT692.1BN (USD245.3MN)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>5.5%</td>
<td>1.9%</td>
<td>-74.5%</td>
</tr>
<tr>
<td><strong>Total contribution of Travel &amp; Tourism to Employment:</strong></td>
<td>87.8</td>
<td>71.2</td>
<td>-18.9%</td>
</tr>
<tr>
<td>Jobs (000s) (7.6% of total employment)</td>
<td>-16.6 (000s)</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>2019</td>
<td>2020</td>
<td>Change</td>
</tr>
<tr>
<td><strong>Visitor Impact International:</strong></td>
<td>MNT1,648.5BN</td>
<td>MNT127.8BN</td>
<td>-92.2%</td>
</tr>
<tr>
<td>Visitor spend 71.3% of total exports (USD584.3MN)</td>
<td>USD 539.0 MN</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Domestic:</strong></td>
<td>MNT757.0BN</td>
<td>MNT370.2BN</td>
<td>-51.1%</td>
</tr>
<tr>
<td>Visitor spend (USD 268.3MN)</td>
<td>USD 137.1 MN</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
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Mongolia Sector Characteristics

Domestic vs International Spending:

- Domestic Spending: USD 268.3MN (31%)
- International Spending: USD 584.3MN (69%)

Leisure vs Business Spending:

- Leisure Spending: USD 664.0MN (78%)
- Business Spending: USD 188.6MN (22%)

Inbound Arrivals:

<table>
<thead>
<tr>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. China 29%</td>
<td>1. China 43%</td>
</tr>
<tr>
<td>2. Russian Federation 25%</td>
<td>2. Russian Federation 26%</td>
</tr>
<tr>
<td>3. South Korea 18%</td>
<td>3. South Korea 10%</td>
</tr>
<tr>
<td>4. Japan 4%</td>
<td>4. Japan 4%</td>
</tr>
<tr>
<td>5. United States 3%</td>
<td>5. United States 1%</td>
</tr>
<tr>
<td>Rest of world 21%</td>
<td>Rest of world 16%</td>
</tr>
</tbody>
</table>

Outbound Departures:

<table>
<thead>
<tr>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. China 49%</td>
<td>1. China 50%</td>
</tr>
<tr>
<td>2. Russian Federation 32%</td>
<td>2. Russian Federation 25%</td>
</tr>
<tr>
<td>3. South Korea 10%</td>
<td>3. South Korea 11%</td>
</tr>
<tr>
<td>4. Japan 3%</td>
<td>4. Kazakhstan 3%</td>
</tr>
<tr>
<td>5. Kazakhstan 2%</td>
<td>5. Japan 3%</td>
</tr>
<tr>
<td>Rest of world 4%</td>
<td>Rest of world 8%</td>
</tr>
</tbody>
</table>

1. All values are in constant 2020 prices & exchange rates. As reported in March 2021
2. Where the country or region has implemented job support schemes and supported jobs are still recorded as employment by national statistical authorities, job losses exclude those supported jobs (where known)
3. Source: Oxford Economics, national sources and UNWTO