KTB WHITE PAPER

The combined power of Fintech and Blockchain



Legal Disclaimer

The information shared in this whitepaper is not all-encompassing or comprehensive and does not in any way intend to create or put into implicit effect any elements of a contractual relationship. The primary purpose of this whitepaper is to provide potential KTB (KTB Coin) token holders with pertinent information in order for them to thoroughly analyze the project and make an informed decision.

Prior to your participation in the purchase of KTB (KTB Coin) tokens, we strongly advocate a careful study of this whitepaper all the documents associated with the same, including the contract in relation to the purchase of the same. You may even engage the services of appropriate experts to help you with investment analysis.

Certain statements, estimates and financial information featured in this whitepaper are forward-looking statements that are based on and take into consideration certain known and unknown contingencies and risks which in eventuality may cause the estimated results or may differ factually and substantially from the featured estimates or results extrapolated or expressed in such forward-looking statements here with.



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Abstract

KTB Coin | Whitepaper

Abstract

KTB is the first **Buy now, Pay later** fintech service-provider in Mongolia and has the largest number of partners and registered users.

Through its easy-to-use app, KTB allows customers to make split payments for their purchases over time with no additional fees or interests. A first of its kind in Mongolia, KTB is loved by customers across Mongolia for its innovative new shopping experience.

KTB Key Metrics:

Founded in 2019 in Mongolia as a fintech startup.

KTB Holding Pte. Ltd. established as a headquarter in Singapore

400,000 registered users

220,000 active users

2,000+ merchant partners (stores and service providers)

Sales reached 70 billion tugriks (22 million USD) since its founding 3 years ago.

Abstract



KTB is introducing KTB Coin (KTB), a new cryptocurrency based on its existing business infrastructure to the Mongolian market through an Initial Exchange Offering (IEO).

KTB is a BEP-20 token on Binance Smart Chain that provides smart digital payment and purchase bonus solutions to retail customers in Mongolia and across Asia.

We are developing a comprehensive ecosystem around KTB, including wallet, savings, mining and rewards features, with a roadmap that expands beyond the Mongolian market into Southeast Asia with its combined population of 676 million potential customers.

We invite you to expand your horizons with KTB, a cryptocurrency with a solid foundation in retail and fintech.



KTB business numbers to date

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2,000+

Merchant partners

240,000+

Total purchases via KTB 220,000+

Active users

400,000+

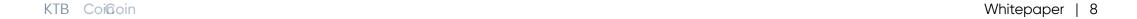
Registered users

22M USD

Total sales

2.5M USD

Savings to users















The advent of alternative payment methods

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Credit cards, the most commonly used form of payment, make the bulk of their money from interest, annual fees charged to cardholders and transaction fees paid by merchants.

According to research, the majority of credit cardholders often miss payment deadlines and end up paying late-fees to the bank. In 2019 alone, customers paid over 121 million US dollars in credit card debts, mostly comprising of interest payments and late-fees.

While the product is highly lucrative for the banks, customers suffer from increased financial pressure, excessive spending, high-interest rates, fees and increasing debt. In Mongolia, in addition to credit cards, there are various other micro-lending solutions, which work much in the same way.

Buy Now, Pay Later (BNPL) financial model was created as a solution to the above-mentioned problems in 2014 in Australia and has seen widespread adoption across the financial and payment markets, starting a revolution in the way people pay for their purchases.





BNPL model has many benefits for the average shopper:

No interest fees

Convenient payment in installments

Better financial planning

No long-term financial pressure due to increasing late fees

The BNPL adoption has been growing at an exponential rate, edging out credit cards and micro-loan platforms as payment method of choice. The popularity and proliferation of BNPL services in Australia, the USA and European countries have seen the tech giants PayPal, Square and Amazon investing in the business model and forming partnerships with BNPL service providers and fintech startups such as Afterpay, Affirm and Paidy.

BNPL businesses are the most digital native solution, seamlessly integrating user-friendly technology into retail finance. They are now going a step further by integrating blockchain into their business models.

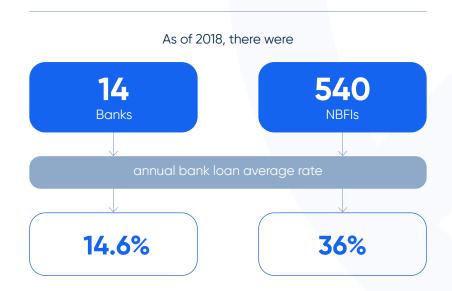


Mongolia's financial environment before KTB

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Non-banking institutions' main services are loans, savings and leasing. Leasing services for small retail purchases were not widely available, and credit cards weren't readily available to everyone due to their strict eligibility criteria.



Purchases made using loans and leasing services carried with them high-interest rates and fees, resulting in the customer paying an additional 20-50% on the original purchase price. The end result was not favorable to all three participants:

- For the bank and the financial institution decreasing number of customers using their services
- For the end-customers unavailability of microloans to make necessary purchases
- For the merchants / businesses loss of a potential customer due to limited finances

There were many inter-related issues that arose such as merchants and retailers spending a lot of money on advertising and promotions to ensure additional revenue, having to resort to discounts and sales that adversely affected their profitability.



The solution

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The solution



KTB LLC was founded on 23 January 2019 to help solve the above-mentioned issues faced by customers and retailers.

Combining technology with the new BNPL financial model and after 10 months of feasibility studies and researches, we introduced the first point-of-sale loan service that allowed shoppers to pay for purchases in interest-free installments with no hidden fees.

As a result, shoppers could now make purchases between 30-3,000 USD from stores and merchants with KTB and pay for their purchases in installments without paying any additional fees or interests.

The main benefits of KTB

For the customer

- Convenient point-of-sale loans on purchases
- No added fees or interest charges
- The ability to plan their finances

For the merchant and retailer

- More customers for their products and services
- Offering new and easy-to-use payment solutions to their customers
- Increase in revenue and product turnover
- A new marketing channel that helped improve brand awareness





We are further developing KTB as one of the leading payment solutions people and businesses use daily to purchase goods and services.

Our next step is to introduce our proven business model to Southeast Asia's 676 million customers, and we are making headway to this end.

500,000+
app downloads



KTB 's next step

/ Blockchain transition /



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BEP20 cryptocurrency on Binance Smart Chain

Blockchain as a technology has been transforming industries across all sectors, with its effects felt in our everyday lives. For most people, however, cryptocurrencies are a new phenomenon, associated with high-risk trading akin to betting.

As the market matures and the technologies behind cryptocurrencies find their utilities in their sectors, the underlying blockchain technology that power cryptocurrencies has immense potential and brings numerous benefits.



To mention a few advantages of Blockchain, it is

Global in the most real sense, allowing for borderless transactions

Transparent

Easy to use and allows for faster transactions

Highly secure, protected by cryptographic algorightms and immutable

One of the main criticisms of cryptocurrencies is that they have no real-world use cases and are only useful for highly speculative trading, which in itself is a high-risk endeavour.

The main reason behind this assumption is that most cryptocurrencies or coins, as they are often referred to, are newly-established startups looking to raise capital through their tokens in order to bring their business ideas to life.



KTB addresses the above- mentioned concerns in the following way:

Based on a successful business model

Stable financial backing

Excellent medium to long-term business growth prospectus

A stable and growing base of regular customers

Real-life utility through retail & service

As KTB enters circulation in the KTB ecosystem, it will become a new form of digital asset with a sophisticated bonus/cashback reward (in KTB) system that can be used on a daily basis as a means of payment and has immediate retail circulation.

KTB 's expansion plan into Southeast Asia is based in part on the features of KTB. We plan to develop KTB into a cryptocurrency that can be used across global markets regardless of national borders.



KTB token

KTB Coin | Whitepaper



KTB utility and KTB wallet

KTB Coin | Whitepaper



KTB is the native currency of KTB 's services. Our 400,000 registered users are using KTB at 2,000+ merchant stores and some of our new services including KTB wallet, KTB Auto and KTB B2B.

KTB wallet features:

Secure blockchain wallet

Payments can be made directly from the wallet using KTB for purchases

Direct and fast transfers to other wallets

KTB wallet balance can be used to increase the KTB purchase limit

Purchase rewards in KTB after each successful repayment



KTB cashback rewards & Mining

KTB Coin | Whitepaper





When users complete paying off their installment plans, they receive 1% of their total purchase amount as a cashback reward in KTB.

The cashback reward incentivizes good behaviors and increases the number of loyal users and the adoption of KTB tokens. As KTB sales grow, the demand increases, which has a positive effect on the utility and value of the token.



Demand

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The demand for KTB tokens will be directly related to the number of KTB users. With the launch of KTB token, users can purchase KTB from listed crypto exchanges and make KTB purchases using the token.

The token entered circulation as soon as its launch as we already established the ecosystem with an existing user base and infrastructure.

As KTB expands its services to Southeast Asia's 676 million customers, and KTB token's listings on decentralized (DEX) and centralized (CEX) exchanges, the demand for and use of KTB tokens are expected to rise exponentially.



Supply & distribution

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KTB

15% of the total supply of KTB tokens, making up 90 billion tokens, will be made available via IEO on the Mongolian market. These tokens will be used to meet the demand for KTB tokens to be used in KTB services.

Users receive 1% of the total purchase back in KTB as a cashback reward whenever they complete repayments. These reward tokens are allocated from the bonus and reward pool which has a positive correlation with KTB demand in the market.



KTB IEO

| Token name: | KTB Coin | | |
|--------------------------------|---------------------|--|--|
| Ticker: | КТВ | | |
| Blockchain: | Binance Smart Chain | | |
| Token Standard: | BEP20 | | |
| Total token supply: | 600,000,000,000 | | |
| Total tokens allocated to IEO: | 90,000,000,000 | | |
| IEO token price: | 0.00005968 USD | | |
| IEO total value: | 5,371,530 USD | | |
| IEO opening time: | 2021.10.27 11:00 | | |
| IEO closing time: | 2021.10.29 17:00 | | |
| IEO exchange: | trade.mn | | |
| Hardcap per participant: | 4,476 USD | | |
| | | | |

KTB Token allocation

| Total supply: | 600,000,000,000 / 100% |
|---|---|
| IEO: | 90,000,000,000 / 15% |
| Exchanges / Secondary market: | 60,000,000,000 / 10% |
| KTB Holding Singapore: | 180,000,000,000 / 30% |
| Liquidity reserves: | 60,000,000,000 / 10% |
| International Strategic Partnership building: | 66,000,000,000 / 11% |
| Bonus and Reward Pool: | 54,000,000,000 / 9% |
| Core team, advisors: | 30,000,000,000 / 5% (Locked for 1 year) |
| Strategic reserves: | 60,000,000,000 / 10% |

KTB Coin

KTB Coin (KTB) is pre-mined and there will be no minting of new KTB's, and is configured to be burnable. KTB is a Certik-audited token.



To increase KTB value, 436 billion KTB tokens, equivalent to 73.8% of the total KTB token created initially, have burned. We made the decision after taking into consideration of the significant increase in the number of users and purchases. The burn will also boost the interrelation between the ecosystem and the token.

On December 31st, 2021

- Bought 200 million KTBs from the market, which were allocated as a 1% cashback reward to the paid-off installments since the 25th of November, 2021
- Regarding the recent inflation, we burned 30 billion KTBs from the secondary market pool, equivalent to 5% of the total KTB.



On March 17th, 2022

- Burned 220 billion KTB to support the international market launch. as to strengthen KTB value
 Assawest inflation and support KTB 3.0's ecosystem.
- Burned 205 million KTB equivalent to the allocation of 1% cashback rewards to users. These KTB s burned from KTBs collected as payments made in KTB under the decision about burning such tokens every 14 days.

| Tokenomics after March 17th, 2022's burn | | Burn | After the burn |
|--|-------------|-------------|----------------|
| Total: | 570 billion | 220 billion | 350 billion |
| IEO: | 90 billion | - | 90 billion |
| Secondary market: | 30 billion | - | 30 billion |
| KTB Holding Singapore: | 180 billion | 100 billion | 80 billion |
| Liquidity reserves: | 60 billion | 30 billion | 30 billion |
| International Strategic Partnership Building: | 66 billion | 30 billion | 36 billion |
| Bonus and Reward: | 54 billion | 30 billion | 24 billion |
| Core team & advisors: | 30 billion | - | 30 billion |
| Strategic reserves: | 60 billion | 30 billion | 30 billion |



On June 30th, 2022

 Burned 185 billion KTB from the total pools, in relation to launching KTB B2B and strengthening its interrelation with KTB

.

As of September 15th, we burned 1,7 billion KTB which is equivalent to the total allocation for the 1% cashback rewards. The burn was made from the KTB collected as payments made in KTB. This is under the decision made on March 17th of 2022 about burning such tokens every 14 days.

| Tokenomics after June 30th, 2022's burn | Previous tokenomics | Burn | After the burn |
|--|------------------------|-------------|----------------|
| Total: | 350 billion | 185 billion | 165 billion |
| IEO: | 90 billion | - | 90 billion |
| Secondary market: | 30 billion | 27 billion | 3 billion |
| KTB Holding Singapore: | 80 billion | 75 billion | 5 billion |
| Liquidity reserves: | 30 billion | 25 billion | 5 billion |
| International Strategic Partnership Building: | 36 billion | 31 billion | 5 billion |
| Bonus and Reward: | 24 billion | - | 24 billion |
| Core team & advisors: | 30 billion | - | 30 billion |
| Strategic reserves: | 30 billion | 27 billion | 3 billion |



So far, we burned 73,8% of the total KTB token that was created at the very beginning. As a result, more than half of the total KTB s are inthe hands of KTB token holders on the secondary market.

| KTB Tokenomics | Tokenomics after the KTB burn | Percentage |
|---|------------------------------------|------------|
| Total: | 163,262,241,459 | 100% |
| IEO: | 90,000,000,000 | 55.1% |
| Secondary market: | 3,000,000,000 | 1.8% |
| KTB Holding Singapore: | 5,000,000,000 | 3.1% |
| Liquidity reserves: | 5,000,000,000 | 3.1% |
| International Strategic Partnership Building: | 5,000,000,000 | 3.1% |
| Bonus and Reward: | 22,262,241,459 | 13.7% |
| Core team & advisors: | 30,000,000,000 (Locked for 1 year) | 18.4% |
| Strategic reserves: | 3,000,000,000 | 1.8% |



Funding allocation

The funds raised during the IEO will be used to expand KTB 's market share in Mongolia, with 90% or 4.8 million USD allocated as circulating capital, 6% or 537 thousand USD allocated to KTB platform updates and development and 4% or 208 thousand USD allocated to marketing and promotions.

90%

4%

4,8

537

Thousand USD

CIRCULATING CAPITAL

PLATFORM UPDATES AND DEVELOPMENT

MARKETING AND PROMOTIONS

MARKETING AND PROMOTIONS

Capacity growth

By injecting additional investment into KTB 's supply, KTB 's monthly sales funding capacity of 900 thousand USD with the circulating lion USD, allowing for around 80,000 purchases per month. This number is based on our target of 500,000 active users. We currently serve over 220,000 active users.





KTB Ecosystem

KTB Coin | Whitepaper



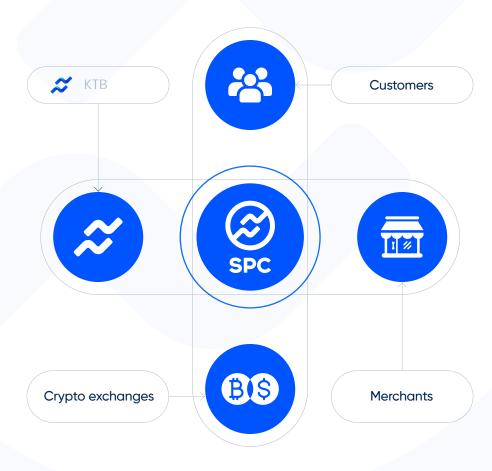
KTB Ecosystem

KTB Coin is based on the KTB services and its existing infrastructure.

Through KTB 's business model, KTB will have an ecosystem based on the 2,000+ existing merchants, 400,000+ registered users and the retail market.

This ecosystem will expand along with the market expansion of KTB services.

In part, we plan to do this by making KTB available for use in online stores and FMCG sectors.





Roadmap

KTB Coin | Whitepaper



Domestic market expansion

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Customer base growth

From the start, KTB 's growth has been largely organic, with customers finding their way to KTB 's services through referrals and stores. We offered an effective solution to a problem, and we are rewarded with 2,000 merchant partners and 400,000 users.

Analysis of Mongolia's economy and the financial market indicates that KTB has reached around 30% of its potential user base and shows us that we have ways to go and more room to expand.

30%

To continuously grow our user base, a number of large-scale marketing campaigns have been successfully executed such as partnering with Playtime - one of the biggest music festivals in Asia and several other events with a large number of audiences.

We are also expanding our coverage outside of Ulaanbaatar and offer Storpay's services to customers across different regions of Mongolia.



Partnership growth Merchant stores and services

We are currently working with over 2,000 stores across Mongolia and have focused on building quality partnerships with them over the past two and a half years.

In November, 2021 we renewed our partnership terms and conditions to become more inclusive for different types of merchants with solid track records and existing customer bases. Our estimate is that around 10,000 potential partners exist on the market.

With the launch of KTB 3.0, we have been constantly adding new partner segments such as car dealers and real estate developers.



Updates to the registration process

As of today, the KTB app has 500,000+ downloads. Among these, 80% of the downloads have completed the e-KYC process whereas 20% haven't completed the e-KYC.

KTB LLC had signed an agreement with the General authority for state registration of Mongolia to introduce the Khur and Dan systems of the National Data Center into its service.

With the implementation of the Khur and Dan verification systems, users can send their data, social insurance information instantaneously to our system, thus speeding up the registration and verification process. With the use of Al and improved algorithms, KTB registration and verification will be open 24/7 throughout the year to users.

Upon updating our user registration process, we plan to update our existing user database and allow the currently inactive or unverified users to activate their KTB plans and enjoy our services





Upgrades to the active user limits

KTB has over 220,000 active users today. We receive requests to increase the account limits regularly.

Current users start with a limit of 900 USD. After each successful repayment, the user receives a bonus point, and after the user makes 2 repayments on time, their account limits are increased.

As KTB 's BNPL business model is the first of its kind in Mongolia, we start cautiously to mitigate risks associated with a new financial model.

Over the past 3 years, payment default made up only 0.33% of our cases, proving to us that our business model is successful and our users have been ready for our service.

0.33%





Upgrades to the active user limits

Our credit scoring system approves new users with a purchase limit of between 40 - 900 USD. To become more inclusive, for the users who have thin credit files, we are approving users' purchase limits matching their wallet balance.

We also added a gamification feature to increase purchase limits. For example, for new users, depending on their wallet balance, the limit will be set twice as high as the wallet balance. For the users who have a history of successfully repaying 3 BNPL purchases, the limit is set four times as high as the wallet balance, using the day's KTB price.





Launching new features with KTB 3.0

Since the KTB app's launch, we have been developing, making changes and testing non-stop.

Through the KTB 2.0 version, we launched brand new UI/UX, major improvements, and new features such as premium users, KTB cashback, and a Merchant system.

Launched in March 2022, KTB 3.0 and KTB Business are the biggest developments we have worked on so far.

KTB app 3.0 (March 2022)

- KTB Auto A feature that enables users to buy automobiles that cost up to 44,000 USD in installments with zero fees and interest.
- KTB Real Estate Enables users to buy real estate that cost up to 88,000 USD on installments with zero fees and interest.

These features are designed for users who want to improve their current cars and real estate or first-time owners.



KTB B2B

Since the KTB B2B launch, we are constantly receiving applications from many businesses. The approval time is 48 hours for businesses that meet the requirements.

KTB B2B (May 2022)

- KTB B2B is the first-of-its-kind service that enables businesses to finance their inventories without any interest and fee.
- As part of the KTB token and its ecosystem, to use B2B service, the businesses are required to stake a certain amount of KTB.
- B2B credit limit is set between 3,000 USD to 30,000 USD. The users are open to making purchases from their desired KTB partners and multiple purchases are allowed within the approved credit limit.



New payment options

Pay at once

Enables users to pay their installments all at once, creating an opportunity to receive 1% cashback reward in KTB.

Pay in 5 throughout 4 months

Enables premium users to pay 50% of the purchase amount on installments up to 4 months.

Pay in 4 throughout 60 days with zero installment fee at the point of purchase (Q4 2022)

KTB token holders who have 25% of the total purchase amount in KTB in their wallet can pay in 4 up to 60 days without having to pay the first installment fee at the point of purchase.

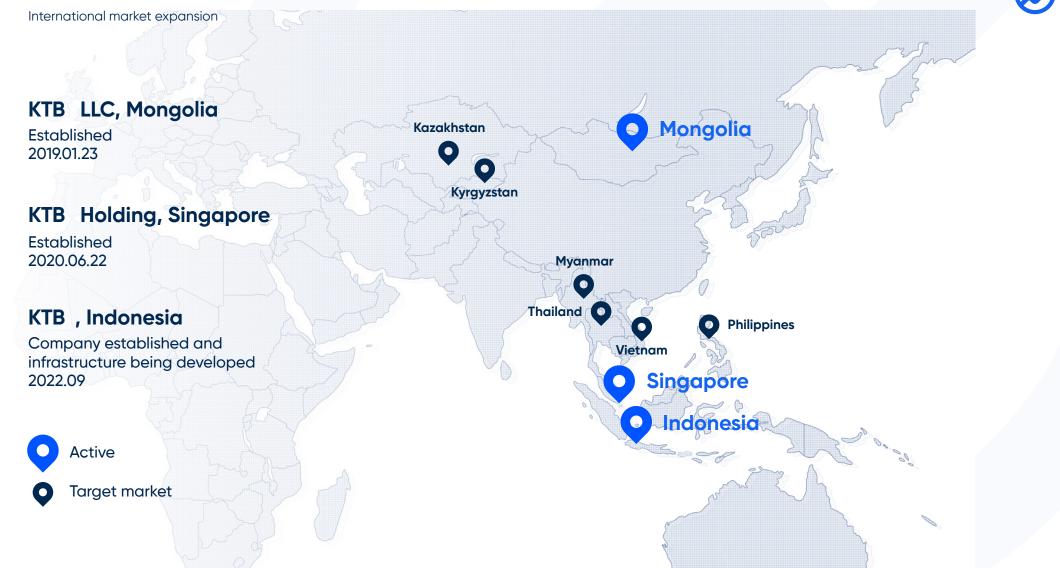
KTB 3.0 enabled users to pay all at once and pay in 5 whereas previously the users had the option to pay in 4 during 45 days and pay in 3 during 60 days.



International market expansion

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Building the foundations of a Multinational corporation

On June 22nd of 2020We registered KTB Holding Pte Ltd in Singapore with the purpose of

expanding our services internationally. We've been conducting internal restructuring and planning in preparation for the international expansion. As the first step in the expansion plan, we chose Indonesia as the first market.





First step: Indonesia

Infrastructure integrations required for localization and market launch are being built. Local sales teams are in the process of making partnership agreements with local stores and service providers.

So why Indonesia?

• Population: 274 million

- Characteristics of the market: Indonesia is the most attractive market for BNPL in SEA with over 58% of the market by 2025.
- Growing crypto community: According to Indonesia's trade ministry, the country has more than 14 million crypto users, compared with nine million stock traders.
- Ease of adaptability: Customer purchasing behavior is in some ways similar to Mongolia which might make the adoption faster.

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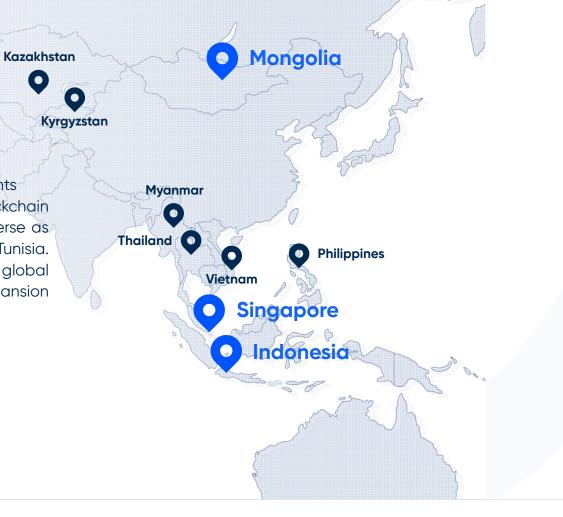


Expansion into Southeast Asia

FrontCap Asia Ltd, KTB 's investor and shareholder has investments in agritech, food, communications, cloud technology, and blockchain technology across countries in Asia, Europe and Africa as diverse as France, Thailand, Singapore, Hong Kong, Tanzania, Laos and Tunisia. As an the investor with the strategic and financial expertise in global expansion, FrontCap Asia Ltd has been invaluable in the expansion plan of KTB.

Active

Target market



KTB



Expansion into Southeast Asia





Expansion intoSoutheast Asia

The borderless and truly global nature of blockchain and cryptocurrency makes the technology an ideal infrastructure for KTB 's expansion. KTB tokens are designed to be used anywhere in the world where KTB is available. We plan to ensure that KTB tokens are traded on local and international exchanges wherever KTB is available, allowing KTB users to trade and use their KTB tokens globally.



Team

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Khangal Nergui

Founder, CEO, KTB LLC

Chairman of the Board, Store Pay Holding Singapore N.Khangal, the founder and CEO of KTB LLC, has over 12 years of experience in the business sector. In 2009, he founded "Sole", a sports magazine, and in 2011, Mobile Advertisement LLC, and has strived to introduce fresh, interesting and disruptive ideas to the Mongolian market. In 2019, he introduced the globally successful BNPL business model into Mongolia and after securing investment, successfully implemented it and has led the business ever since.

Khangal has a Bachelor's degree in Business administration from the National University of Mongolia, a Bachelor's degree in Law from Law Enforcement University of Mongolia and a Master's degree in International Business from the Queensland University of Technology, Australia.







Gilles de Dumast

KTB Holding Singapore
Board member

Chairman at FrontCap Asia Limited and Frontiers Capital SAS

35+ years' experience as an investment banker at Crédit Agricole CIB, Deutsche Bank, Credit Suisse First Boston France, Bankers Trust and JP Morgan in Paris and New York in a wide range of activities like allocation and management of Credit, Mergers & Acquisitions, Equity Capital Markets and Derivatives, Global Loan Syndication, Global Credit Analysis and Islamic Banking.

Senior Advisor of Amundi Group CEO and advisory board founder and member of Amundi South Asia and Amundi North Asia.

Served on the Boards of Directors of Didier Philippe SA; Bankers Trust SA; Labeyrie SA; Prost Grand Prix SA; Prost Design SA; Crédit Agricole CIB Rusbank (Russia); Amundi Group; Crédit Agricole CIB Saudi Fransi; and CLSA

Gilles holds a master's in finance from Sciences Po Paris.







Albert Momdjian

KTB Holding Singapore
Board member

Founder and CEO of Sokotra Capita and FrontCap Asia Limited 25+ years of experience in investment banking in several financial institutions such as UBS AG, HSBC, Credit Suisse, Merrill Lynch and Crédit Agricole-CIB

Seasoned banker for Ultra High Net Worth clients in the MENA region, enjoys extensive relationships at all levels with regional government officials, CEOs and CFOs and has advised clients into and out of the region on several landmark transactions

Specialty in agribusiness and agritech sectors

Master in International Finance, with Honors from the University of Paris Dauphine (France).







Cecilia Barradas

KTB Holding Singapore Secretary of the Board Associate at FrontCap Asia Limited and Frontiers Capital SAS

9+ years' experience in investment analysis and project manager in North and Southeast Asia

Active involvement in sustainable investing and the circular economy

Double master's degree in International Economic Development and Economic History from Sciences Po Paris and the London School of Economics

Former experience at the Mexican Embassy in Brussels, at the Ministry of Economic Development in Mexico and at the World Heritage Centre-UNESCO.







System development partner

ICT Group was founded in 2013 in the strategic IT and Communcations sector of Mongolia as a group of companies.

ICT Group focuses on integrated and strategic management of its subsidiaries and currently has investments in 32 companies. SInce 2019, ICT group and its subsidiaries have been working with KTB on its system development, and has introduced safety and engineering solutions to the KTB platform.







Finance and investment management partner

Mongolia International Capital Corporation (MICC) is Mongolia's first and leading full-service investment bank. Since its establishment in 2005, MICC has closed more deals than any other investment bank in Mongolia, including over thirty equity, debt, IPO, and M&A transactions worth over US\$ 1 billion.

Since 2019, MICC has provided its investment and financial management consultancy services to KTB and has supported the company in conducting research and developing plans and budgets.







Fidelitas Partners has an extensive experience in the IT sector and specialization in legal services related to digital assets and products based on Blockchain. KTB has been working together with Fidelitas Partners since 2022.

Legal consultant



Thank you for your attention