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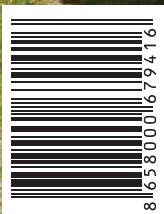
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Founder, Editor-IN-CHIEF:
D. Bekhbayar / 9999-4248
Founder, Deputy Editor:
I. Otgonjargal / 8800-6228
MAGAZINE Editor:
B. Uuriintuya
English Editor:
Eland Robert Mann
WEB Editor:
B. Enkhtsetseg
Journalists:
B. Uuriintuya
B. Enkhtsetseg
G.Orkhon
E. Zorigt
A. Burenjargal
Designer:
ash

Marketing Manager:
D. Barianjav / 9409-2904
B. Narantsogt / 9409-2905

Address:

AB centre-503 Ikh surguulyn Street
6th Khoroo Sukhbaatar District
Ulaanbaatar, Mongolia
Central Post Office, P.O.B 2762, 15160
Ulaanbaatar, Mongolia
URL: www.mongolianeconomy.mn
E-mail: info@mongolianeconomy.mn
Tel/Fax: 976 - 7011 5476

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Mongolia's Achilles Heel

Even though the data from the National Statistics Office shows that the trade deficit in the first quarter has improved quite significantly, we maintain our cautious stance on the outlook of the Mongolian Economy - [en/b/5684](#)



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Mongolia's economic outlook for 2015

The global economy sputtered to 2014's end with slightly less economic growth than predicted at the year's outset. Though the US economy has revived and continues its trending rise, developing countries, Russia, China, and Europe. - [en/p/7240](#)

Mongolia

Japan agreement



Mongolian Prime Minister Ch. Saikhanbileg signed the Japan-Mongolia Economic Partnership Agreement, which opens up cooperation opportunities in economics, trade, finance and investment, during his visit to Japan in February. The agreement requires Mongolia to remove over the next 10 years its 5 percent tariff on Japanese automobiles of an engine volume less than 4,500 cubic cm. Japan is to reduce its tariff on imported Mongolian beef, as well as completely waive tariffs for Mongolian wool and imported agricultural products.



IMF visit

Delegates from the International Monetary Fund visited Mongolia in February at the invitation of the Prime Minister. Officials report that Mongolia is considering an IMF standby programme—a strictly conditioned loan at 5 percent annual interest, tailored for poor or economically deteriorating countries. The loan is to quickly aid countries in need, and can be for a maximum of 36 months. Countries applying for the standby

short-term loan programme sign a memorandum of understanding with the IMF after discussing the stipulations.

Friendly Ulaanbaatar

The 'Friendly Ulaanbaatar' campaign, part of the city's 'General Plan to Develop Ulaanbaatar Until 2020' and the 'Guiding Documents of 2030' initiatives approved last September, is underway. The programme has three main goals to achieve by 2020: to receive two million tourists, to make tourism contribute up to 20 percent of the city's economy, and to raise the workforce in tourism to 35,000. The campaign looks to increase the economic benefits of tourism, support business owners, distribute travel products that meet the needs of tourists, and promote friendly interactions and attitudes throughout the tourism and service sectors. The City Council is to spend five percent of its annual city budget on the programme.

Stock market

The Mongolian Stock Exchange is adding official market makers to its services. Market makers act as the official buyer or seller of an assigned security or option, operating with a guarantee at a regular, publically quoted



price. They give price offers for given securities, and in return they are granted trade execution advantages, such as buying or selling any difference in shares by using their money and not their

client's. Investors can make changes in the government-chartered interest rates with the help of market makers, the demand from which leads to more flexible buying and selling processes. They provide a required amount of liquidity to the stock exchange. The addition of this service comes at a troubling time for the Mongolian Stock Exchange, which faces no new IPOs and many delistings.

Smart city

The Ulaanbaatar mayor's office has given approval until 2020 for the 'Smart Ulaanbaatar' programme, which aims to modernise the capital with streamlined infrastructure, intuitive guidelines, and



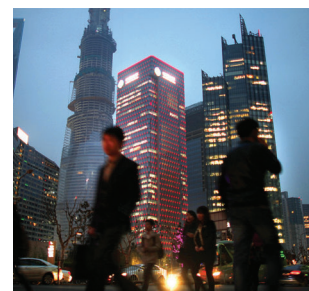
refined and fast services. The program comprises such subcomponents as Smart Governance, Smart Economy, Smart Citizens, Smart Service, Smart Environment and Smart Life. Additionally, the City Data Center—an online database storage and web hosting service—is incorporating a security protection system with MNT 280 million from the city budget. The in-progress 'Smart Ulaanbaatar' programme will cost the city MNT 1.8 billion, MNT 930 million of which is to be spent this year.

World

China's economy

China's economic growth

could slow to 7 percent this year, according to the head of the Chinese central bank's research department. Hurt by erratic export growth, softening domestic demand, reduced government



investment and a weakened housing market, China's economic growth slipped to a 24-year low of 7.4 percent in 2014. The downturn has fueled financial risks in the country as companies delay repaying their loans or default altogether, leading to a rise in bad debt levels among banks. Rises in non-performing loan ratios at commercial banks will lead to liquidity problems. As such, the central bank may face more difficulties in managing liquidity, leading to monetary policy adjustments to keep liquidity at a reasonable level. This comes at a time when a growing number of Chinese citizens and corporations are sending their money abroad. Chinese citizens spent USD 22 billion on US residential real estate in 2014, up 72 percent year on year. The highest profile purchase was the famed Waldorf Astoria five-star hotel in New York, bought for nearly USD 2 billion.

Russia upgrades military

In the face of a moribund economy and growing tensions with the west, Moscow will move ahead with a planned decade-long upgrade of the Russian military, raising 2015 defense

spending to USD 50 billion, a 30 percent nominal increase over 2014. Despite predictions that the Russian



economy will shrink in 2015 and calls for reductions in defense spending by some members of his government, Russian President Vladimir Putin reaffirmed the overhaul on Thursday. In January, Russian Economy Minister Alexei Ulyukayev said the country's GDP is expected to fall three percent in 2015. The Minister stated that the inflation forecast for the year is 12 percent, up from the previous estimate of 7.5 percent. The change in forecast is due to oil prices at USD 50 per barrel, projected billions in capital outflow, and increasing economic sanctions from the US and EU for Russia's invasion of Crimea and involvement in Ukraine's civil war.

Rising India

With China's economy slowing and Russia headed into a recession, India is emerging as one of the few

hopes for global growth. India's stock market and rupee are surging, inflation has fallen by half after being over 10 percent for years, and multinational companies are looking there to expand their Indian operations or start new ones. The growth in India's economy, 7.5 percent year on the year in the fourth quarter of 2014, just outpaced China's growth.



India's success is due to new Prime Minister Narendra Modi and a series of new business-friendly policies instituted in his first eight months. India is also profiting from the low price of oil, a rising IT-services sector and increasing foreign investment in manufacturing. India is trying to change government regulatory obstacles that make it hard to start a business, export and import. The World Bank recently ranked India as the 142nd-hardest place to do business out of 189 countries.

Rio Tinto update

Anglo-Australian mining giant Rio Tinto reported full-year net profit rose to USD 6.5 billion, nearly doubling its profit from a year earlier, despite low global commodity prices and the stalled expansion of Mongolia's OyuTolgoi mine. The years-long profit sharing dispute between Rio Tinto and the Mongolian government has affected Mongolia's economy much worse than Rio Tinto's shares, which are a hot buy in 2015 according to market experts. Referring to the ongoing Oyu Tolgoi delay, in mid-February Rio Tinto CEO Sam Walsh stated: "We put in a best and final offer in November and that's currently being considered by the Mongolian government, so I'm hopeful that the project will be able to go forward." On the Wednesday before Mongolia's Lunar New Year holiday, the government approved Prime Minister Ch.Saikhanbileg's proposal to resolve the dispute by the second half of 2015.

Ukraine

The Russian president, Vladimir Putin, has said war with neighbouring Ukraine is "unlikely", in an interview for Russian television.

President Putin also stressed his support for the

recent Minsk ceasefire deal as the best way to stabilize eastern Ukraine.

Ukraine says Russian troops have been fighting in Ukraine. President Putin repeated denials that this was the case.



Earlier, Ukraine's military said rebel shelling had prevented them withdrawing heavy weapons from the front line.

In his interview - his first extended comments since the ceasefire deal was agreed on 12 February - President Putin was asked if there was a real threat of war, given the situation in eastern Ukraine.

"I think that such an apocalyptic scenario is unlikely and I hope this will never happen," he said.

President Putin said that if the Minsk agreement was implemented, eastern Ukraine would "gradually stabilize".

"Europe is just as interested in that as Russia. No-one wants conflict on the edge of Europe, especially armed conflict," he said. ■



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Mesmerizing Mongolia

Tourism is a major focus for diversified development, as the government tries to use money generated from mining to support other industries.

By B.Tsetsee

Mongolia, the untouched heart of Asia, was declared in a 2013 CNN poll one of the countries most wished to visit. Mongolia continues to be a place that lives large in the imaginations of people around the world, which is why an increasing number are making the journey to uncover its delicious mysteries.

Tourism in Mongolia, small when a communist government reigned during the Soviet-era, expanded following the 1990 democratic revolution. Travel organisations in Mongolia date back to half a century ago, but tourism in the private sector is just barely twenty years old. Today, Mongolia boasts over 400 travel companies, 300 hotels, and 320 resorts and tourist camps. Mongolia also works with the UN World Tourism Organisation.

“Mongolia reverberates because it is very unique. It has a strong image; that is why it’s a very important tourist destination,” said Taleb Rifai, secretary general of the World Tourism Organization.

“The greatest attraction that can’t be reproduced anywhere else in the world is the people and the culture, for sure,” he added. Though Mongolia has begun garnering global recognition for its giant mining discoveries, the country has a great many treats for tourists to discover themselves, including Mongolia’s wild life, unique ways of life, pristine landscape, and historical and paleontological sites of interest. Mongolia covers an area of more than 1.5 million square kilometres, roughly the same size as western Europe. Chinggis Khaan’s Mongol empire of the 13th century

covered over 33 million square kilometres, or 22 percent of the Earth’s total land area, at its greatest size.

Most of the three million people living here are highly concentrated in urban areas, particularly in Ulaanbaatar, which makes it the least populated country (or the emptiest) in the world. Its untouched, free and wild natural landscape is home to real nomads that move year round with Mongolia’s five types of livestock and round white gers. Mongolia might be the only place where nomadic and urban civilisations can coexist.

“Mongolian tourism is incomparable to any other civilised country’s tourism”, said Gantumur Damba of the Sustainable Tourism Development Center. The development of tourism has long been a



All illustrations on this page are by Sustai Ulanbaagen



easier year-by-year. Airline companies such as Korean Air, Air China, and MIAT Mongolian Airlines are the biggest players in international flights, with Turkish Airlines a newer member of the family. Mongolia has the Trans-Siberian railway network for visitors too.

Ecotourism and health and wellness tourism are niche segments for travel, and are becoming more popular for Mongolia. The government and private firms are now collaborating to develop the industry to ensure the maintenance of wild landscapes and the country's unique lifestyle. Although Mongolia gets most of its travellers in summer and autumn, events such as Ovoo rituals and festivals for camels, winter-time ice spectacles and eagle hunting tours attract thousands of tourists each year, despite average winter temperatures of -25 degrees Celsius.

"To be almost alone out in the middle of the Mongolian steppe; to have a look around seeing nothing but amazing nature puts me in a state of mind of unbelievable freedom", said Stephanie Radecke of Switzerland after travelling through Mongolia.

"What is most unforgettable was being together with family. Knowing this was a real, authentic experience of the life of nomads was a great cultural exchange". ■

top priority of the Mongolian government. Recently, the government revamped its tourism ministry, to form the Ministry of Environment, Green Development and Tourism. Yet the new ministry has the similar priorities as before: as Mongolia taps into its natural resources, it must use the funds derived from those operations to invest in infrastructure. As Mongolia attempts to diversify its mining-fueled economy by promoting other sectors, the Mongolian government sees tourism as one of the strongest pillars of the economy for the long term. The government offers special tax exemptions that equal up to 10 percent of total investment for the construction of high-end hotels and tourism structures in the hope of boosting foreign investment there. Standards and regulations are lax, without many complicated layers of bureaucracy.

Thankfully, getting to Mongolia is getting





Photo by B. Byam-Ochir

Tourism to the rescue?

By B.Enkhtsetseg

The tourism sector is deeply embedded into the Millennium Development Goal-based National Development policy of Mongolia, which aims to develop and strengthen tourism to make it one of Mongolia's leading economic sectors. Leagues behind mining, tourism is far from becoming a major economic contributor. However, as mining revenue remains less than anticipated for another year, industry experts insist tourism has great long-term potential benefits for the Mongolian economy.

Mongolia's travel and tourism sector directly contributed near 4 percent to GDP in 2013, according to data provided by the Ministry of Environment, Green Development and Tourism. In the years before the mining boom, the tourism sector once accounted for 30 percent of GDP. Looking at other emerging economies similar to Mongolia, there are quite a few who depend much more heavily on the tourism sector. However, the number of tourists who visited Mongolia in 2014 was barely 400,000, a 5.9 percent drop-off from the previous year.

A few years ago, when tourism was still with the Ministry of Sport, Culture and Tourism, the government announced its goal to welcome one million tourists by the end of 2015. This year, then, Mongolia supposedly should welcome its one millionth tourist. But looking at sector statistics for the last two years, it is clearly an impossible goal for Mongolia to achieve. (See chart 1). Can we make it there someday? To increase the number of international travelers visiting Mongolia, significant measures must be taken.

ITB-2015 and tourism's future

Mongolia hopes its participation as a main partner country in the 'International Tourism Boerse-2015' in Berlin leads to big gains. In 2016, Mongolia finally should welcome its one millionth visitor, in addition to MNT 1 billion in sector revenue. The government budgeted MNT 18 billion for ITB-2015, the largest amount ever slated for a tourism event. But the government has given only MNT 7.3 billion so far, with payments often delayed, as the money was

promised by a previous government at a time when the economy was growing at a faster pace. Annually, the sector's financing from the national budget has been around MNT 200 million to MNT 300 million (USD 150,000), first reaching MNT 1 billion in 2013.

For the last few years, such famous celebrities as Richard Gere, Julia Roberts and Ewan McGregor, as well as individual globetrotters from abroad, have helped introduce Mongolia to the world. In addition, The book *Genghis Khan and the Making of the Modern World*, written by Jack Weatherford, has compelled many from North America to visit Mongolia. Such visits and other unexpected coincidences have been good promotion for the tourism sector. Now it's Mongolia's turn to promote its own tourism on a grander scale.

This March, over 200 Mongolians in the tourism sector will be travelling to Berlin to participate in ITB-2015 under the auspices of 'Mongolia, Nomadic by Nature', the motto of Mongolian tourism. The decision to become a partner country of the world's largest tourism trade show has led to the

most promotion and financing from the Mongolian government in history.

If we look at main partner countries of previous years, they've had significant success post-show. Turkey, a main partner of ITB-2012, managed to increase their visitors by almost 50 percent in the following years. But we should remember that they already had a high level of infrastructure development, and the Turkish government had a strong policy to support the tourism sector both before and after ITB participation.

Turkish Ambassador to Mongolia Murat Karagoz says: "Mongolia will benefit a lot from ITB by winning good guidance, promotion and better vision. Is it enough? It is not definitely. It should not limit itself to only ITB. There should be continuous effort. Not only presenting Mongolia at ITB, but also it must be done by developing a strategy and master plan to develop tourism."

Mongolia was a Convention and Culture partner country of ITB-2011, during which participants showed great interest in Mongolia. That's a big reason why a number of Mongolians today are travelling

to Berlin once again to participate, even though some question the benefits of ITB for Mongolian tourism.

B.Indraa, Executive Director of Tourism for Future, an NGO, replies: "Mongolia is right to expect 1 million tourists by 2016. But this is not the direct outcome waiting from ITB Berlin. This trade fair is a strong start. After the tradeshow, the government should take strong policy measures, such as declaring next year to be 'Visit Mongolia Year', to follow up with ITB. If we resolve various management issues, we can see the real benefits of ITB by then."

Only seven or eight Mongolian tour operators have participated in ITB Berlin over the past decade. For 2015, 18 will attend, by far the largest number of companies ever from Mongolia. The cost of attendance ranges from at least MNT 20 million to MNT 30 million. Companies aim to build new partnerships with foreign tour operators, and continue growing relations with standing partners from around the world.

General Manager of one of the 18 companies in attendance, D.Narantsetseg of Juulchin World Tours, says: "The

biggest benefit we expect from ITB is the introduction of Mongolia to the world on a big scale." For example, in Europe, only a few tour operators send groups to Mongolia, as most know quite little about Mongolia. Regular Europeans have next to no knowledge of Mongolia—many even think the sovereign country is a part of either China or Russia. As such, Mongolian tour operators find it difficult to partner with European tour operators in bringing in tourists.

Recently, mining scandals involving Oyu Tolgoi and South Gobi Sands have smudged Mongolia's reputation throughout the world. The poor image has affected the tourism sector. Though tourism revenue cannot compete with mining, tourism has the capacity to contribute to the economy whenever the mining sector becomes an economic drag, as it is now. In order to make tourism more effective, one time ITB partnering is definitely not enough. But it is the beginning for both the public and private sectors on a path toward greater development and revenue. ■

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Photo by B. Byam-Ochir

Policy

D. Oyunkhorol, Minister of Environment,
Green Development and Tourism,

Tourism: major economic contributor, and emission-free industry

By B. Enkhtsetseg

During recent restructuring, the government detached ministerial oversight of tourism from culture and sports and merged it with environment and green development. Mongolian Economy magazine downspoke with D. Oyunkhorol, newly appointed Minister of Environment, Green Development and Tourism, to inquire about the future of the sector and the benefits for Mongolia as an official partner country of ITB Berlin, the world's largest tourism trade fair.

The fact that tourism was moved from one ministry to another can be viewed as the sector not being deemed important. Do you see tourism as a major economic contributor?

Obviously I don't approve of tying the sector around different ministries, treating it like it's an accessory. That can be damaging, starting with the loss of institutional memory. But I think tourism joining with environment and green development is the ideal solution

for Mongolia. If we look at the world's best practices, only a few countries like India and Ghana have independent ministries for tourism. Most countries cultivate tourism in conjunction with infrastructure, the airline industry, environment or culture. The number of travel destinations around the world is increasing, along with investment in tourism. Tourism makes up 30 percent of world service exports and 6 percent of total goods and service exports, according

to a recent survey. For a developing country like us, tourism is an important source of foreign trade revenue and export. That is why this can be seen as an economically important industry—and, importantly, one that emits no smoke. That's why developing this emission-free industry is a top priority, for it will give us both green and economic benefits that will grow over the long-term. Our first concern is to make specially protected areas—national parks that should cover 30 percent of the total area of Mongolia—into local attractions. The most valuable parts of Mongolia's specially protected areas are the natural and unique landscapes throughout the country, the rare flora and fauna, and the culturally significant sites, which make

them tourism's primary pillars. Specially protected areas make up 85 percent of all tourism destinations, and are home to 75 percent of all tourist camps.

What changes will your ministry make to existing tourism policies?

There must be a policy legacy at the state-level, and we will adhere to that. There are certain objectives specified in the previous government's programme of activities. For example, policies of the tourism sector are included in the government programme to adhere to sustainable development principles, especially to promote special interest, environmental and cultural tourism. Also, we are working to preserve the Khangai region's natural landscape while developing it as a tourism destination, to build the infrastructure of nationwide tourism, and to double the frequency and origin for Mongolia-bound flights. We have also started work on developing the legal environment of this sector, by preparing bills for a new tourism law and a national tourism development programme, and implementing an international marketing campaign. We likewise have prepared bills for a casino law and a law on horse-race betting; these are to be discussed in the State Great Khural. When investment in mining is low and the economy is stagnant, international organisations recommend focusing on other sectors like tourism. That is why the sectors of environment, green development and tourism are working together.

Since tourism is conjoined with environment and green development, there is some expectation that the ministry will focus on responsible 'eco' tourism. What's your definition of responsible, and how will you hold the tourism sector accountable?

I think responsible tourism is about giving tourists good service, a relaxing stay or whatever they need, and ensuring they return home with satisfaction. The future of tourism will much depend on how well we meet the demands of people traveling here. That's why in order to promote tourism in local regions throughout the country, there is a need to enhance the services from the state—namely infrastructure. Also, we understand that public private partnership is the way forward, and that through tourism

we have to work to mitigate poverty—the policies we're developing are going in this direction. The reputation of this sector is growing immensely in other countries. If the sector is strong, it's as an environmentally-friendly, emission-free industry. People around the world are calling tourism “the promoter of peace and cooperation between nations”, an “emission free industry”, the “invisible export”. For Mongolia, this is a sector that must be a top-three priority, after agriculture and mining. As of 2012, the contribution of tourism to Mongolia's GDP reached 4 percent, and was 13 percent of total investment.



Mongolia is participating in the ITB Berlin-2015 expo, to spur tourism that could help the country reach its goal of receiving its 1 millionth tourist by 2016. How involved is the Ministry in this exhibition?

Mongolia has participated in ITB Berlin, the largest tourism exhibition in the world, for the past 14 years. This year the government made a decision to participate as a partner country. With unprecedented government investment in the partnership, the participation in ITB Berlin shows how much the state is committed to the tourism sector. The main message that the exhibition will give is that Mongolia is one of the most important destinations in the world; therefore, 2015 and 2016 will be important years for individuals, businesses and non-profit organisations in the tourism sector. The government financed partner-level participation at the expo in order to boost the tourism sector, to generate revenue equal to mining and to diversify the economy. Our Ministry's National Tourism Development Programme to be discussed by the parliament aims to make the number of tourists to Mongolia reach 1 million by 2016 and 2 million by 2020. The growth of this sector can be measured by the number of issued tourist visas, as

well as by international competitiveness indices. Mongolia ranked 99th out of 140 countries in 2013; we are aiming for 90th in 2017 and 80th by 2020. We've included these objectives into the comprehensive programme.

ITB organisers said the benefits of partnering can be seen only when sector-friendly policies and regulations are in place. What initiatives and policies should tourism businesses be expecting in the coming years?

We can see that in one to two years after partnering with ITB, the number of visitors increases, as attested by data from former partner countries. “Prepare the pail before asking for milk”, as the saying goes. We believe that significantly more tourists will come as a result of this exhibition. But we need to run a serious check on our infrastructure, tour operators, hotels, tourist camps, restaurants, information centers, guides and cab drivers—basically every entity that gets revenue from tourism—on whether or not they are competent and ready enough to provide great service. Furthermore, the government will pay more attention to ensuring tourist safety. Reforming regulations, building capacity in the hospitality sector, training guides, increasing the number of information centers in Ulaanbaatar city, placing signposts in the countryside along major tourist destinations—these initiatives are planned or already in progress.

Mongolia's tourism is weak in terms of pricing that's competitive with other countries. Many complain that the service doesn't match the price. What can the ministry do about this?

I said before that Mongolia ranked 99th in tourism competitiveness according to the World Economic Forum. In terms of price competitiveness, we ranked 36th out of 140 countries, whereas we placed 135th to 137th infrastructure-wise. So we need to focus more on developing infrastructure rather than price and cost. The tourism sector is dependent on many other sectors, and requires the coordination of many things. That's why we developed the National Programme, in order to boost the growth of tourism and increase competitiveness. The Programme will soon be approved by parliament. ■

Photo gallery



The tsaatan tribe of the Tsaagaannuur sum. Approximately there are 1500 reindeer and 230 residents in the area.



The Kazakh people, celebrate the traditional Golden eagle festival every year where they compete to catch small animals such as foxes and hares with specially trained golden eagles, showing off the skills both of the birds and their trainers. The eagles are tested for their speed, agility and accuracy.



The annual winter camel polo competition in the Gobi.



A tourist favorite, the "Khongoriin" dunes in Umnu Govi aimag.



The Chinggis Khaan statue

Standing 40 meters tall, the Chinggis Khaan statue is the largest in Mongolia. Thirty-six columns surround the statue's base, symbolising the number of kings of Chinggis Khaan's clan who reigned.

Of the tallest statues in the world, the work of legendary conqueror Chinggis Khaan, sitting atop his horse and watching over his homeland, ranks eighth. Located in Erdene Soum, Tuv Aimag—two hours by car from Ulaanbaatar—the monument was finished in 2008, and has become one of the top places to visit for Mongolians and tourists alike.

Through one of the horse's legs, visitors can travel by elevator to the top, to a small room where there is a short film about the statue. Afterwards visitors can walk through the horse's mane, which presents a view that overlooks the area's natural beauty. From here one can see historical sites such as Burkhan Khaldun Mountain, Deluun Boldog Tolgoi Hill, and Khuduu Aral steppe. Inside the main building is a museum with artifacts from the ancient Hunnu civilization, a restaurant, meeting room, billiards, and a souvenir shop.

Heritage

Land of the eternal blue sky



Mongolian culture stretches back centuries. Presented here are just a few words about the two-string national musical instrument of Mongolia, the *Morin Khuur* (horse-head fiddle) and the vertical classical Mongolian script.

Since ancient times, the Morin khuur has had many different names given to it, such as the swan fiddle, crocodile fiddle, and dragon fiddle, depending on the animal carved into it. However, the horse has had the longest staying power, due to Mongolia's reverence of horses.

The Morin khuur features a carved horse head at the top, a bow, a thin body, a coat of goat or camel skin, and strings made of horse-tail hairs. For decoration, the instrument often has detailed engravings. The strings of the bow are made of the strongest hairs from the tail of a horse.

The first nomadic empire in world history, the Xiongnu or Hunnu empire, was founded over 2,200 years ago by Modun Shanyu of Central Asia and Mongolia. With the founding of this empire began the tradition of statehood leading to present day Mongolia. Chinggis Khaan referred to the Xiongnu empire as "Our Imperial State". The powerful state of Xiongnu flourished for 300 years, maintained great traditions and left strong legacies of statehood. The Xiongnus divided the State into three Arms (provinces) and appointed Noyons (governors) of 24 Tumt (an administrative unit of 10,000 persons). Mongolia is the homeland of the Xiongnu, as most Xiongnu archeological findings have been discovered in modern Mongolia. Out of the seven thousand tombs registered in Mongolia, Russia and China, around five thousand are located on Mongolian soil. Moreover, out of 10 burial major monuments for Xiongnu rulers and nobles, seven are found in Mongolia.



Uighurjinmongol script was the first script created specifically for the Mongolian language. The script was founded by Chinggis Khaan's scribe, Tata-Tunga. The Uighurjinmongol script originates from the Uighur script. This national script is referred to as the "vertical script", "Khudam script" (Quick), "Old script" or "Uighurjin script".

Tour operator



Photo by B.Byam-Ochir

Long-term profits for tourism from ITB Berlin

We talked with D. Narantsetseg, general manager of Juulchin World Tours, one of Mongolia's largest tourism companies, which accommodates nearly 10,000 tourists a year. Narantsetseg graduated with an English background in Mongolia and specialised in Business Administration at Utah Valley State College in the US. She has worked for 10 years at Juulchin World Tours. According to her, the company's largest percentage of clients comes from Japan, followed by Australia, the US and Germany. The company has participated in every major international tourism exhibition over the past 10 years, and will attend the upcoming ITB Berlin this March.

Your company has been taking part in ITB Berlin for the past 10 years. What

do you hope to achieve each year, and what results have you seen? Are the benefits worth the cost to attend?

We've been in ITB Berlin regularly since 2003. Our company aims to achieve two things. First, we meet our partners, sum up our previous year and plan the next two to three years ahead. Second, we find new partners; specifically we go with the objective of increasing the number of tourists from Europe. Because this is an exhibition of global importance, we end up meeting companies from all continents. Attending ITB Berlin or the UK's World Travel Market expo costs us about MNT 20 million to 30 million per show. But the long term profit compensates this expense several times over.

No doubt there are many people who are skeptical about the benefits of Mongolia's partnership with the ITB expo. As a veteran participant of the exhibition, could you share your 2014 attendance results with us? And what do you expect to see this year with Mongolia as a partner of ITB?

I think our company had quite the profitable experience last year. Although only two people went there from our company, they managed to meet 80 companies. During last year's ITB, we signed agreements with two companies—although attending the exhibition does not guarantee contractual cooperation right away. It's not like we come back with a plethora of contracts from each event. There are companies we met each year

for four to five years before we finally signed. ITB is all about communication, connections, and making that first contact. Following up those contacts by pursuing realistic collaborations and signing an agreement requires a great exchange of correspondence and a huge amount of effort. Back in 2011, Mongolia was a Culture Partner for ITB. I think we raised awareness about Mongolia quite well that year, but we didn't have any big expectations to increase our contracts several times over. This year is different, because we are participating at the highest level of partnership, so we think that there will be much higher awareness of Mongolia as a travel destination. This is what we expect.

How did you react to the tourism ministry's recent dismantling, which ultimately saw tourism tacked onto a new ministry with environment and green development?

It doesn't matter which ministry the sector gets merged with. What matters is the policy. Strategic plans should reflect which markets we should prioritise, define how Mongolia should promote itself to the world, and clearly describe the expected outcome. With that in tow, any ministry is welcome to lead us, independent or not. Tourism is a sector that brings in foreign currency. It also creates jobs everywhere. So, government accreditation among companies should be regulated with strict standards and requirements to

increase quality in the sector. Otherwise, unscrupulous companies or unlicensed individuals acting as guides will deliver poor services to foreign tourists at a low price. These small organisations often don't pay taxes, and are becoming a burden to a tax-paying company like us.

It is said that the current ministry will continue with the same special interest tourism development agenda as was begun by the former ministry. Are special interest tours a growing trend?

We have high hopes for developing special interest tourism. For example, the Japanese are prominent seekers of special interest tourism in Mongolia. These tours must be geared towards specific interests, such as tours on horseback, or nature tours focused on flowers or butterflies. We're promoting special interest tours at ITB this year. Regional development is the right way, but it needs to be centrally regulated. We can't leave it to local governments to develop on their own. I'm worried that without clearing up the functions and responsibilities of the local governments, the ministerial authority would disappear amid the mess.

The most expensive tours are hunting tours. Are these still popular?

Yes, hunting tours are profitable, especially the expensive argali mountain sheep tour. But as the number of licenses decreases, there are fewer tours, even

though there are many interested clients. Affluent individuals from Europe and America are most interested in this experience. Hunters come between October and November, after the peak tourism season has ended, so they experience some problems with the local airlines. Hunters are less picky about the quality of lodging, food and other conditions, because the spartan conditions are part of the experience. Logistics, however, have to be well-prepared. Good transportation and a good guide above all must be ready for the hunters.

As a company that caters to international tourists, could you tell us what the differences are between Western and Eastern tourists?

Europeans have more experience traveling abroad, so they come in prepared, whereas Asians come with little information and high expectations, which might be why they are unsatisfied more often. Tourists from China and South Korea like to go to restaurants that serve their own cuisine. Europeans make exploring the local traditions their goal, and try more Mongolian cuisine. Westerners spend at least two to three weeks, whereas Asian tourists usually spend four to five days. Tourists coming from Asia's developing countries prefer comfort along with exploring the culture of Mongolia. These are the differences.





Recommendation for Tourists

By G.Orkhon

For the best getaway to one of Mongolia's many natural beauty attractions, visit the online resources found within this article.

If you are planning to visit Mongolia, you must visit Khentii province, the birthplace of Genghis Khan. The ninth largest of Mongolia's 21 provinces, Khentii covers an area of over 80,000 km, and is located in the country's northeast, along the Russian border. The province is named for the Khentii Mountain range, which includes the most holy mountain in Mongolia, Burkhan Khaldun. The Onon River flows from the Khentii Mountains across the southern part of the province and into the Kherlen River.

Burkhan Khaldun Mountain

The vicinity of the mountain is the birthplace of Genghis Khan, as well as the purported location of his tomb. Since 1818, this mountain has been a state-protected place of worship. Burkhan Khaldun and its environs are covered by deep forests. The mountain has three ridges: upper, middle and lower. The lower ridge is situated in the mountain's foothills, while the middle

stretches out from the waist. The upper mountain crest is wide and spacious, as if it were manmade. On a good horse, you can travel from the lower to the middle ridge in two hours.

In 1992, the state created the Khan Khentii Strictly Protected Area, a 12,000 kilometer industry-free zone surrounding Burkhan Khaldun. There are over 20 tourist camps in Khentii, including "Khuduuaral", "Gurvan Nuur", "Tsetsen Khan" and "Jamukha". The most recognised camp is "Chinggisiin Toonot", built in 2002 and located near Ulaan Undur, in Binder soum, Khentii province. Email address: info@chinggistonot.com

"Khar Zurkhonii Khukh Nuur" tourist camp is located near the Khukh Nuur, or Blue Lake, in Tsenhermandal soum, about 295 km from Ulaanbaatar and 185 km from the Khentii provincial capital. Email address: info@khukhnuurtours.com

Like Khentii, every province in Mongolia has a number of wonderful tourist sites to visit. The best way to enjoy a trip into the countryside is through one of the following tour companies:

www.lookmongolia.com,
www.juulchinworld.mn,
www.mongolitravelguide.mn,
www.mongolkhaan.mn,
www.explore-mongolia.com,
www.visit2mongolia.mn,
www.newjuulchin.com

Each year, Mongolia's tourism sector improves its guest services to better provide visitors. The Travel and Tourist Department of Ulaanbaatar recently released a downloadable Ulaanbaatar city travel route smart-phone app, in addition to its Ulan Bator Offline Travel guide and Ulaanbaatar Travel Map.

ulaanbaatar travel guide 3 Results

ulaanbaatar travel guide 3 Results

Mega project

Mongolia's six megaprojects

By Uuriintuya

Mongolia was relatively unknown to the global mining family until the turn of the millennium. With its immense reserves of natural resources, the country has quickly become a star at centre stage of the world's mining industry. Mongolia caught the attentions of big investors around the world in early 2000. Mongolia's mining-oriented economy grew at a staggering pace—the fastest in the world, reaching as high as 17 percent—during the boom years from 2009 to 2012. At the time, global investors saw Mongolia as one of the world's most profitable investment targets. For that reason, many small, medium and mega-sized projects began to take off throughout the country. Currently, there are six megaprojects underway in Mongolia: Oyu Tolgoi, Tavan Tolgoi, Power Plant #5, the New Railway project, Sainshand Industrial Park and the New Ulaanbaatar International Airport project at Khushigiin Khundii.

Oyu Tolgoi



Type: Combined open pit and underground copper and gold mine

Location: Khanbogd sum, within the south Gobi Desert, approximately 235 km east of Umnogovi Province centre

Reserves: 2.7 million tonnes of recoverable copper and 1.7 million ounces of gold

Production capacity: An average of 430,000 tonnes of copper and 425,000 ounces of gold per year; by-product silver and molybdenum

Expected full production: 2021

Ownership: Joint venture between Turquoise Hill Resources (a majority owned subsidiary of Anglo-Australian Rio Tinto) and the Government of Mongolia, which holds 34 percent

Current investment: First stage of investment accumulated approximately USD 6.2 billion.

Oyu Tolgoi mineral deposits were first discovered in early 2001. As one of the largest copper-gold deposits in the world, the mining project is the largest financial

undertaking in Mongolia's history as well. According to the IMF (International Monetary Fund), Oyu Tolgoi could generate up to a third of Mongolia's GDP. The second stage of the project—underground expansion, currently delayed due to an ongoing dispute between Rio Tinto and the Mongolian government—holds up to 80 percent of the value of the project.

Tavan Tolgoi



Type: Coking and thermal coal deposit
Location: 15 kilometres southwest of Tsogttsetsii soum centre, 98 kilometres east of Umnogovi Province centre; southern Mongolia

Reserves: 6.4 billion tonnes, one quarter of which is high quality coking coal

Ownership: State-owned

Operation: Negotiations are ongoing between the government of Mongolia and the recently selected operating Consortium of Energy Resources (Mongolia), Shenhua Energy (China) and Sumitomo Corp (Japan)

Expected investment: USD 4 billion

First discovered by locals in 1934, with a partial technological and economical evaluation conducted in 1989, Tavan Tolgoi mine is one of the largest coal deposit in the world. Tavan Tolgoi is divided into six sections, of which the East and West Tsankhi deposits form the largest part.

The New Ulaanbaatar International Airport (NUBIA)

Type: International airport

Location: Khushigt Valley in Tuv Province, 60 kilometres south of Ulaanbaatar

Capacity: 3 million passengers per year, future expansion could serve an estimated 12 million passengers per year

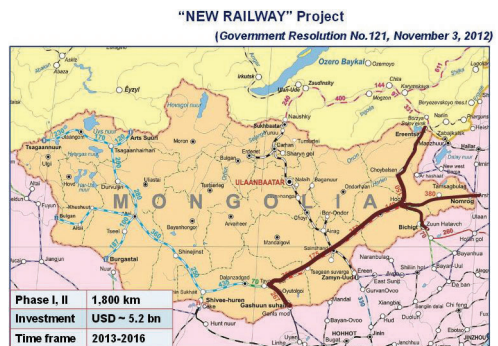
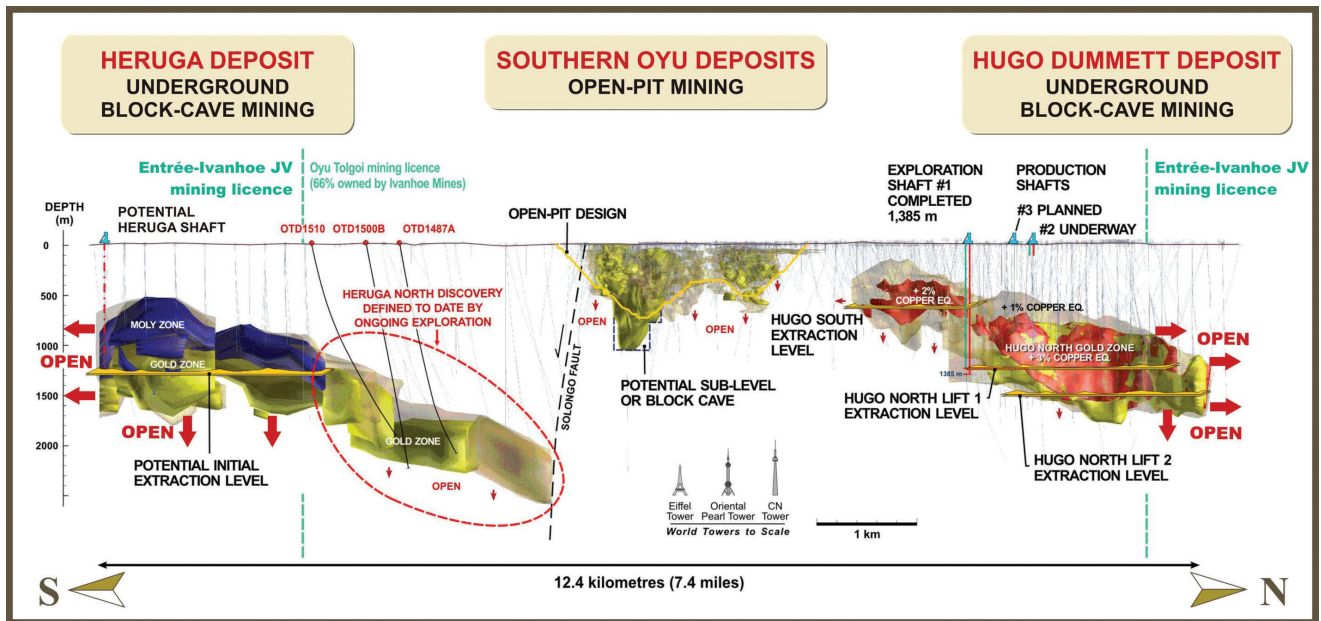
Ownership: Joint venture of Mitsubishi Corporation and Chiyoda Corporation; will be operated by the Civil Aviation Authority of Mongolia

Standard: International Civil Aviation Organisation

Investment cost: USD 488.96 million.

Loans: The Japan Bank for International Cooperation has provided a loan worth USD 284.55 million, which will be paid back over next 40 years by the government of Mongolia. For the payment, the government of Mongolia is said to set aside 10 percent of its annual budget.

The NUBIA will act as a hub for both international and national passengers. Since the existing Chinggis Khaan



International Airport needs major upgrading, which would prove highly uneconomical, the government of Mongolia chose for the more efficient alternative of building a new airport. The new airport will involve the construction of 30 buildings. The earthquake-resistant Air Traffic Control tower will be 38 metres tall.

Power Plant #5

Type: Combined heat and power station
 Location: Eastern side of Ulaanbaatar city
 Capacity: 450 megawatt, coal-fired
 Ownership: Concession agreement, signed by the government of Mongolia (GoM)
 Investment cost: est. USD 1.2 billion
 International consortium: POSCO Energy holds a 30 percent stake in the project consortium. Other members of the joint venture are GDF Suez, Sojitz Corporation and Newcom.
 International bidding: to be announced

Completion: 2017
 «The government will allocate the land and determine coal standards for the plant’s operations. Whether the prices at which the GoM will buy the output would justify investment (estimated cost is USD 1 million per 1 MW of capacity 109) remains to be seen,» the Asian Development Bank stated.

Sainshand Industrial Park

Type: Heavy industrial park
 Location: Sainshand, Dornogovi Province; southeast Mongolia
 Production capacity: 5 million tonnes of steel per year
 Management: Fluor, Global Engineering Construction Company based in the US
 Required investment: preliminary estimates of USD 5.5 billion
 Expected completion: 2018

Construction work of the industrial park is expected to require USD 3 billion,

while railway construction would require an additional USD 2 billion. The project is to begin in 2015, once agreements are settled between the government and the managing company.

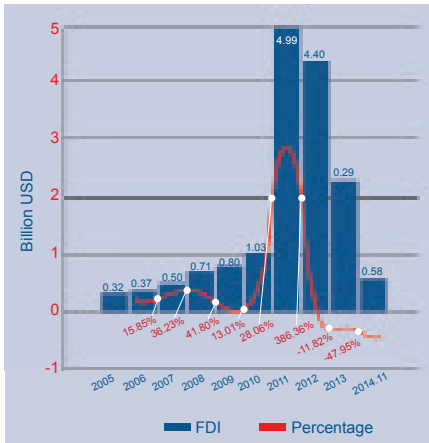
New Railway project

Type: Two phases for a total 1,800 km rail line
 Location: Connecting Ukhia-Khudag in Tsogttsetsii sum to Gashuun-Sukhait border crossing in Khanbogd soum, Umnugovi province
 Ownership: Mongolian Railway, a state-owned shareholding company
 Contractors: Samsung C&T and another 13 national construction companies
 Time frame: 2013-2016
 Investment: USD 5.2 billion
 Completion: approximately 70 percent of earth work has been completed, a preliminary step before rail construction.

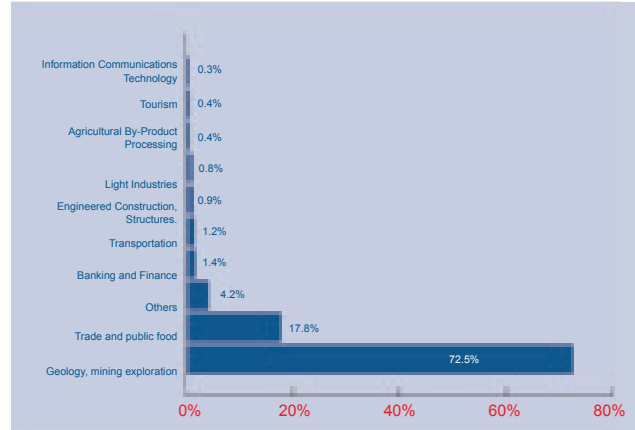
Data

In 2011, Mongolia had a sharp increase in incoming foreign direct investment, which reached USD 5 billion. That's in stark contrast to 2014, when FDI dropped to USD 542 million. A recent central bank report shows current FDI to be at the same level as during the crisis year of 2008, reflecting a dramatic drop of 74 percent since 2013.

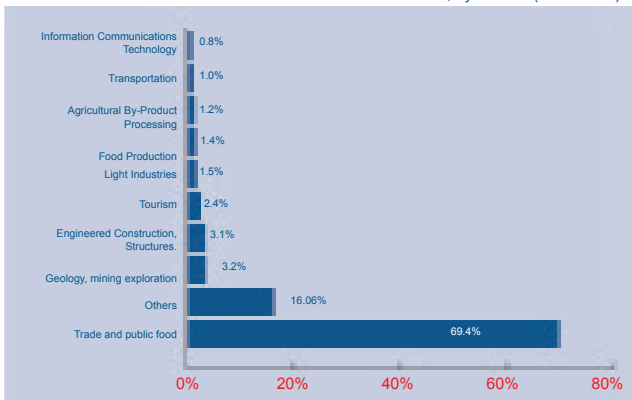
Direct Foreign Investment (2005-2014)



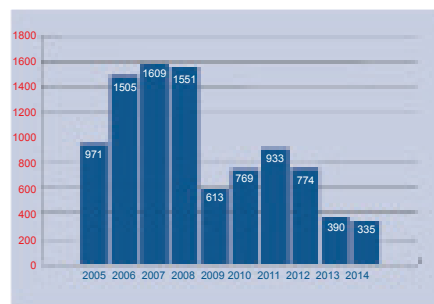
Direct Foreign Investment by sectors (1990-2013)



Number of Companies with Foreign Direct Investment, by sectors (1990-2014)

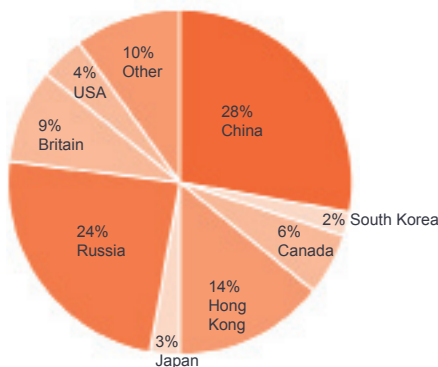


Number of Companies with Direct Foreign Investment (2005-2014)



Source: Mongol Bank

Countries investing in Mongolia:



According to the graph above, it is evident that China is the largest investor in Mongolia with 28%, whereas South Korea invests the least.

Investment sectors

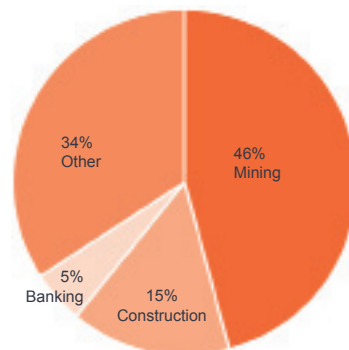




Photo by B. Byam-Ochir

About Mongolia

Yannick Queguiner: After mining, the most important sector is tourism

By D. Bekhbayar

General Director of Swift Plus LLC Yannick Queguiner, originally from France, has a lot of experience in Mongolia, having lived and worked here since 1992. In addition to his Swift Plus consulting service, he is an important contributor to Mongolia's telecommunications sector, and runs the restaurant Le Triskell, a popular destination known for its high quality food and service.

When did you first come to Mongolia and what was your impression?

First of all I should introduce myself and my background a little bit. My name is Yannick Queguiner and I'm from France. I used to work for Alcatel Lucent LLC, which is a telecommunication company, and I worked all over the world. In 1992, the French government provided a loan to Mongolia to develop its telecommunications sector, and we started our business here in 1992. We installed the first digital telephone exchange with Mongolian Telecom throughout different areas of Ulaanbaatar. I remember when I first came here it took a full day to call France and it was very complicated. We sold 80 percent of our equipment to Mobicom LLC; also we had a contract with Unitel and Skytel. During the

time I worked for Alcatel we had a turnover of EUR 400 million in Mongolia. I left my work for Alcatel just four years ago.

As a contributor to the development of Mongolia's telecommunications sector, how do you evaluate the changes that have been made?

There are many changes made of course—the telecommunications sector in Mongolia is almost on the same level as in Europe; for example the payment service, loyalty, et cetera. Many operators such as Mobicom, Unitel, G-Mobile and Skytel introduced new technologies; the technology level has reached extraordinary heights. Of course I am very happy that I have contributed to the telecommunications development of Mongolia. A few years ago

I received a telecommunications medal from the Minister of Infrastructure, Zorig. The difference between 1992 Mongolia and current Mongolia is extraordinary. There were no malls or places to enjoy your time such as karaoke, and today you have everything here. Mongolia is growing and developing and I am very happy for that. Today, Ulaanbaatar has become such a westernized modern city. I think in the span of twenty years since 1992 the government did a lot of things. In term of politics I think Mongolia has adapted Democracy successfully, after being a Soviet satellite country. There is freedom of speech, everyone can express their opinion.

What's your impression of the Mongolian countryside?

Of course I have been to the countryside, but as I have a very busy schedule I have not yet been to many places. I definitely have some places left to visit in Mongolia. I have a house in the countryside on top of a mountain, which I go to during the weekends. Nature in the countryside is amazing, and I like that most of the Mongolians are Buddhists. You have a very strong culture which can be seen from the way people prepare for Tsagaan Sar (Lunar New Year). Mongolia is very beautiful, but the only one thing that I miss is the sea, because my birthplace, Brittany, is very close to the sea. Many people came



here with me in 1992; most of them went back but I'm still here. Now I have my own restaurant in Ulaanbaatar and I'm enjoying my life here.

What do you think about Mongolian culture and people?

My birthplace is Brittany, which is in the west of France. Brittany has a different culture than the other parts of France. We respect elders very much and we have strong family solidarity which is very similar to the Mongolian people. It's nice to live in such a quiet and peaceful place; also the scenery here is similar to my hometown. There is a place near to my hometown where people look very similar to Mongolian people; even the name of the place is Marzan, which is a Mongolian word. So Mongolian culture and people seem very close to me.

We view the travel and tourism sector as the next important step for development. What's your opinion of tourism's potential contribution to the economy?

Many French people come to visit Mongolia every year. This year 8,000 tourists from France visited Mongolia; the previous year was 10,000. Of course the sector is very important and it needs to be enhanced, because there is a lot of revenue in it for Mongolia. I think Mongolia has a

big chance to develop the tourism sector with such a beautiful country. Personally I promote Mongolia to all my friends and invite them to visit here. Not so many people know about Mongolia, but they're fully satisfied after they come here. In my opinion, the mining sector is the most important for Mongolia; second should be the tourism sector.

You have worked for the telecommunications sector and now you're working for the service sector running a restaurant business. What do you think about Mongolia's service sector?

The service sector in Mongolia has improved a lot. But still there is a little more to do. I always try to explain that the customer is the king to my servers and workers. High quality standards must always be maintained at high levels.

What do you think about the business environment here? Are there other strong business opportunities besides those in the mining sector?

I see many other business possibilities here in Mongolia. Of course the mining sector is very important, and I hope that Oyu Tolgoi and Tavan Tolgoi solve their issues. The mining sector is a big business, but aside from it there are many smaller business opportunities here. To start a

business here in Mongolia, foreigners must pay MNT 100 million, which is a lot of money; ten years ago it was MNT 10 million. To invest MNT 100 million is very difficult for people who want to run a small business. So Mongolia needs to reduce the fees and taxes from foreign business employers. New business means more employment for Mongolian people.

What kind of service does Swift Plus LLC offer?

Swift means fast, just like a swift transfer. It's a trade consulting service; I especially help foreigners who come to Mongolia who do not know about the rules and regulations of the country. I have lived in Mongolia for quite a long time now, so I help and consult on almost everything.

What's your most favorite Mongolian food?

I like khuushuur with vegetables; I don't eat meat that much. I also like khorkhog without the fat.

Do you miss France? What's good and bad about living in Mongolia?

No I don't miss my country so much, because I frequently go to France to visit my daughters and granddaughter. I love the blue sky of Mongolia. I don't like when people throw their trash anywhere—sometimes people leave their trash outside my garage for example. One thing the government should quickly decide is the trash issue. People throw the rubbish anywhere because waste bins aren't enough. Also, the restriction on vehicles by the plate numbers is little bit difficult.

What's the distinction between Mongolians and people of other nations?

Mongolian people are very generous, tolerant and very considerate. And as I said previously, most of the people here are Buddhists—which I like very much. Because I always try to help people, I am also a member of the Rotary here.

How do you celebrate the Lunar New Year? Do you visit your acquaintances?

Yes I've celebrated Tsagaan Sar for many years and it's very nice. But this year I'm going to travel to Istanbul during Tsagaan Sar. ■

Reminisces on a uniquely Mongolian journey to my adopted second home

By Terrence Edwards /Journalist/

Mongolia's lunar New Year celebration, Tsagaan Sar, summons thoughts of travel above all else. Yes, it's a time for reuniting with loved ones, preparing for good fortune and spreading joy; but no other experience in Mongolia ever brings me closer to the Mongols' nomadic traditions than the journey home over many hours and countless snow-covered hills.

Travelling many kilometres over dirt roads, past cattle and traditional white gers, gives me time to reflect on how my memories of Tsagaan Sar are as much about my discovery of the ancient traditions practiced as they are of how the celebration has helped make a small town in rural Mongolia become my adopted home.

There was no need to travel a great distance at all five years ago, when I was living in Uyanga Soum in the central-western province of Uvurkhangai. It was during those early years in my stay in this country when my Mongolian father first showed me how I should perform the customary holiday greeting, by holding out my traditional blue scarf, called a *khadag*, with both arms up and in front. "The elder's arms should be placed on top," he said, demonstrating by putting his hands above mine.

He explained how I should take off my hat and wait my turn before making the first greeting to the eldest of the household. It was by his guidance that I learned to pronounce the phrase that must be repeated to each guest when meeting them for the first time in the New Year: *Amar baina uu?* I recited, in the best rural accent I could muster, trying to mimic his own rugged speech.

Later, after dawn broke on the first day of the holiday, I saw firsthand how a clan,



Celebrating Tsagaan sar at home in Uyanga sum.

scattered throughout the country during the year, gathered then to pay their respect to parents and siblings. For many it was the first chance to meet the newest additions to the family. For others it was a chance to see the youngest members all grown, wearing traditional *deel* robes made of silk, tall hats, or bright makeup on the girls.

Over the course of the three-day festivities, guests continually lined up in front of the ger door, entering one by one. Elders always greeted each other first, but I saw much more time spent greeting the youngest with kisses and praise. It is customary to give a deep sniff if a long time has passed since last seeing a loved one, on arrival or before they leave. It makes sense that a culture would believe you may keep one's essence with you that way, now that science tells us that scents conjure up thoughts of people and times long past better than anything else in the world.

Once seated and relaxed next to a roaring fire, guests often shared stories of the latest gossip or how well their herd was faring that year – now that the worst of winter was already behind them.

Conversation only took pause after the tea kettle came off the stove and the lid of a heavy wok was opened to reveal a cloud of steam and dozens of Mongolian dumplings called *buuz*. Meanwhile, someone else was cracking open a fresh bottle of vodka. There was no grand chorus of cheers to good health, however. Instead, I waited as the bitter elixir passed from eldest to youngest, in a shared bowl that's refilled after each guest's sip. Food and drink was always given and received with only the right hand or both hands as a gesture of appreciation – gratitude is always implied silently this way.

I've since learned the philosophy behind the holiday. Guests eat as much as possible in the hope that they'll never be hungry in the coming year. They drink copious amounts of vodka in the hope that they'll always be full of cheer. And visitors, who always arrive empty-handed, depart with small gifts from the hosts, in the shared hope that they will leave with good fortune so that they may return again.

For the third year now, at the start of this year, the year of the sheep, I will be a traveller and visitor rather than one waiting to receive guests. But the meaning of Tsagaan Sar for me has grown out of the years when I didn't need to travel many hours from the capital city of Ulaanbaatar; when I was still learning about Mongolian traditions, and building what have become life-long relationships.

How else, without such fond memories, could I call this place home? ■

Made in Poland

Polska



Poland offers: Traditional Polish food? Bon appetit!

Out of the 28 countries of European Union, Poland, depending on the year, is either second or third biggest trade partner of Mongolia. After three quarters of 2014, the value of Polish export to Mongolia has amounted to over EUR 27 million. 90% of the goods exported to Mongolia are products of food, cosmetics and electrical industries. What developments will the future bring?

Since Poland joined the European Union, export of its food production has tripled from EUR 5 billion in 2004 to EUR 17.9 billion in 2012. Over 80% of the exported food goes to the developed countries of Europe, while the share of products sold to developing countries is increasing every year.

Although meat, vegetables, fruits, eggs and dairy products are amongst the most popular groceries exported from Poland, traditional Polish food and meals are a particularly interesting sector.

Polish Ministry of Agriculture prepared a Traditional Products List to put an emphasis on the importance and quality of Poland's traditional food heritage. By the end of 2014, the list comprised of 1341 items.

Poland's most famous dish are probably pierogi - dumplings made of unleavened dough, first boiled, then baked or fried, often in lard with onion. Pierogi are traditionally stuffed with potatoes and cottage cheese, sour cabbage and mushroom, minced meat or fruit (various berries in particular). Another traditional Polish product is bigos - a meat and cabbage stew. Typical bigos is made of white and sour cabbage, various cuts of meat (pork, bacon, beef, venison), sausages, often other regional vegetables, prunes, wine, mushroom and traditional spices.

Polish products can also be found in European Union's food quality systems: Protected Designation of Origin (PDO), Protected Geographical Indications (PGI) and Traditional Specialities Guaranteed

(TSG). There are 36 Polish traditional foods present on those lists so far and they include: traditional cheese (bryndza podhalańska, oscypek, sery korycińskie and redykołka), honey from the Podkarpacie and Sejny region, carp from the Zator region, Kashubian garden strawberry, some native cherries, beans and apples, lamb meat from the Podhale region and a variety of baked goods (rogal świętomarciński, kołacz śląski).



If you want to learn more about possibilities of cooperation with Polish companies from food sector and their export offer, please contact:

Trade and Investment Promotion Section
1, Ritan Lu, Jianguomenwai,
100600 Beijing, Peoples Republic of China

ph: +86-10-65321888 fax: +86-10-65324958

e-mail: beijing@mg.gov.pl

www.beijing.mfa.gov.pl