



MONITAL CASHMERE LLC



2023-02-02 BUYANAA DAMDIN

MONITAL CASHMERE DEHAIRING PLANT



- Part of G.Schneider Group
- 25 years present in Mongolia
- Annual production 120 tons dehaired/ 60 employees
- SFA Certified Processor/Gold
- 100% Exports to Europe

SUSTAINABLE PROJECTS



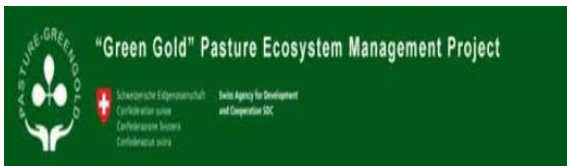
**Agronomes
Vétérinaires Sans
Frontières (EU)**

**“Green Gold” Pasture
Ecosystem Management
(Swiss cooperation
agency)**



2016–2020

2019–2023



2013–2015

2018



**Wildlife
Conservation
Society (Kering
Group)**

**Sustainable fibre
Alliance (UK)**



OUR EXPERIENCE IN SUSTAINABILITY

AVSF, WCS, Greengold

- THE OTHER PROJECTS COVERED SMALL NUMBER OF HERDERS' IN SELECTED REGIONS
- NEEDED TRAINING, FORMATION OF COOPERATIVES
- LIMITED DURATION OF PROJECTS
- SMALL PREMIUM PAID TO HERDERS
- SMALL QUANTITIES FOR INDUSTRIAL PROCESSING (20-50KG)
- LIMITED FINANCEMENT
- LOW MARKET AWARENESS
- ONE BRAND

TODAY-SFA

- PARTICIPATE HERDERS' COOPERATION (70 COOPERATIVES)
- COVERS MORE REGIONS
- CONFORMITY ASSESSMENT SCHEME
- CONNECTION BETWEEN HERDER-INDUSTRY
- GREATER MARKET AWARENESS/MORE BRANDS
- PREMIUM TO HERDERS
- PROCESSING IN OPTIMAL QUANTITIES (+5 TONS)
- MORE PLAYERS ON MARKET

MONITAL CASHMERE - SFA



2020

BRONZE CERTIFICATION

4 cooperatives

5 EU manufacturers

2021

SILVER CERTIFICATION

6 cooperatives

8 EU Manufacturers

2022

GOLD CERTIFICATION

15 cooperatives

10 EU Manufacturers

Business in the past



- Number of livestock did not exceed the carrying capacity of grassland (5mill.goats)
- Animal selection and breeding were carried out under government agency supervision
- The quality of the raw cashmere was better overall
- Simple Supply chain with few players
- Few foreign buyers who was buying directly from Mongolia
- No Certification needed

Business today



Number of goats increased from 5 to 30 million in last 20 years

Increased migration of herders from West to East, has begun to affect the quality of cashmere

Over 60% of total grassland of Mongolia had been degraded to various extents

Herders has been setting a cooperative for better market position

Increased number of International buyers and raw material traders

High complexity of the market (traders, middlemen)

Several Sustainable Cashmere Standards are being developed

Supply chain Long-term partnership needed with traceability and transparency

The brands request a real story and service

What can we do in the future?

The pasture land degradation will force the herders to manage the livestock sustainably.

More Certified herding cooperatives

Continuous training of Herders on raw cashmere preparation

Engage in socially responsible and environmentally friendly processing

Use of Certified chemical products in our processing

More investments in Technology, in Energy savings machineries and Water Treatment Plants

Improve our Traceability and transparency

Implement more Industrial Certifications

Introduction of ERP program in managing sistem

Offer more value added, high quality products on EU market

To be a bridge between herders-industry-clients

I wish more manufacturers, brands, retailers, designers, final consumers appreciate all our efforts of whole Cashmere Supply-Chain