



## **PT MNC KAPITAL INDONESIA TBK (“BCAP”) BUSINESS UPDATE**

Jakarta, November 7, 2019

### **BCAP Posted 9M 2019 Consolidated Revenues of Rp2.0 Trillion and The Company’s Progress Towards the Digital Market**

#### **Summary of 9M 2019 Financials:**

PT MNC Kapital Indonesia Tbk (“BCAP” or “The Company”) announced its unaudited financial results ended September 30, 2019 (“9M 2019”), recording consolidated revenues of Rp2.0 trillion, a 4.6% increase from last year’s period at Rp1.9 trillion.

Interest and dividends lead the revenue breakdown with Rp932.4 billion, an increase from last year’s Rp849.9 billion, representing 45.8% of the total consolidated revenue. Revenue from financing income and operating lease came second with Rp440.9 billion while net premium income came third with Rp420.9 billion. The highest revenue growth was reported from investment banking income and other operating income, which went up by 38.6%.

BCAP indicated steady growth this year, with profits as of September 2019 rising at a 139.2% surge to Rp61.0 billion, compared to June 2019 at Rp25.5 billion, an increase of Rp35.5 billion within 3 months.

#### **Financial Performances of Subsidiaries:**

BCAP’s largest revenue contributor, MNC Bank, generated 47% of the total consolidated revenue, followed by MNC Finance 18%, MNC Life 15%, MNC Insurance 7%, MNC Leasing 7%, MNC Sekuritas 5% and MNC Asset Management 1% accordingly.

- MNC Bank reported total gross revenues of Rp936.0 billion, an increase of 4.9% from Rp892.1 billion in 2018. Total assets also saw an increase from Rp10.9 trillion to Rp11.1 trillion compared to December last year.
- MNC Finance posted revenues of Rp362.1 billion. Net profit reached Rp24.2 billion with total asset managed currently at Rp3.1 trillion.
- MNC Leasing showed a revenue growth of 16.8% from Rp112.9 billion to Rp131.9 billion, giving it a boost in net income to Rp21.8 billion, a 21.0% higher performance. Moreover, MNC Leasing’s Non-Performing Loan (NPL) of 0.6% remains to be very low compared to industry’s average at 2.8%.
- MNC Sekuritas’s total revenues until end of September amounted Rp95.7 billion. This was 65.6% growth from the first semester’s Rp57.8 billion. The main revenue driver, namely, brokerage



## PT MNC KAPITAL INDONESIA Tbk (IDX Ticker Symbol: BCAP) The Most Integrated Financial Services in Indonesia

commission amounted 62.4% of the total revenues. While dividends and interest income also saw a sharp increase from Rp2.1 billion to Rp18.6 billion.

- MNC Asset Management posted total revenues of Rp21.5 billion for this 9-month, a 62.9% growth from first semester at Rp13.2 billion. Along with cost optimization, MNC Asset Management booked a net profit of Rp 1.6 billion, a sharp 641.9% increase.
- MNC Insurance maintained a healthy performance as its gross premium income grew by 13.3% up to Rp544.4 billion, compared to Rp480.6 billion in September 2018. Total revenues recorded a 8.0% increase to Rp151.0 billion.
- MNC Life reported total revenues of Rp299.7 billion compared to previous year's Rp255.1 billion. Most of it was attributed by 19.0% increase of gross premium income to Rp288.5 billion.

### **Business Update - Digitalization:**

The Company realizes that the global development will be driven by the digital economy. Indonesia itself has recorded the highest growth of digital economy among ASEAN countries. According to recent studies by Google and Temasek, it is expected to double up in value from Rp814 trillion last year to Rp1.9 quadrillion in total value by 2025, 33.0% higher than previously estimated.

BCAP is revamping its business model to capture the digital market.

- MNC Teknologi Nusantara (MTN) is currently developing SPIN, Smart Payment Indonesia, a super app that will bring together digital capabilities of all BCAP's subsidiaries and access to MNC Group's diverse range of products.

In the initial stage, SPIN will serve MNC Group's payment ecosystem, including Pay TV subscription such as MNC Vision, MNC Play, and its OTT Platform MNC Now. SPIN is also integrated with MNC Group's e-commerce and online travel, theFthing, MNCshop.com, MisterAladin and other digital payments within the Group. The general public can also use SPIN to top up mobile credit, as well as pay electricity and water bills.

Last month SPIN has received approval from Bank Indonesia as an e-money issuer, e-wallet and digital remittance arranger. The application has been launched on November 3, 2019, coinciding with MNC Group's 30th Anniversary celebration.

- MNC Life has just launched its digital-based insurance, Hario Apps, on 10 October 2019. This application is the latest innovation by MNC Life, in which users can apply for accident, health and life insurance using Apps. MNC Life is targeting millennials, a generation who has better understanding about insurance. The application is expected to lower the cost of acquisition of new clients.



# PT MNC KAPITAL INDONESIA Tbk

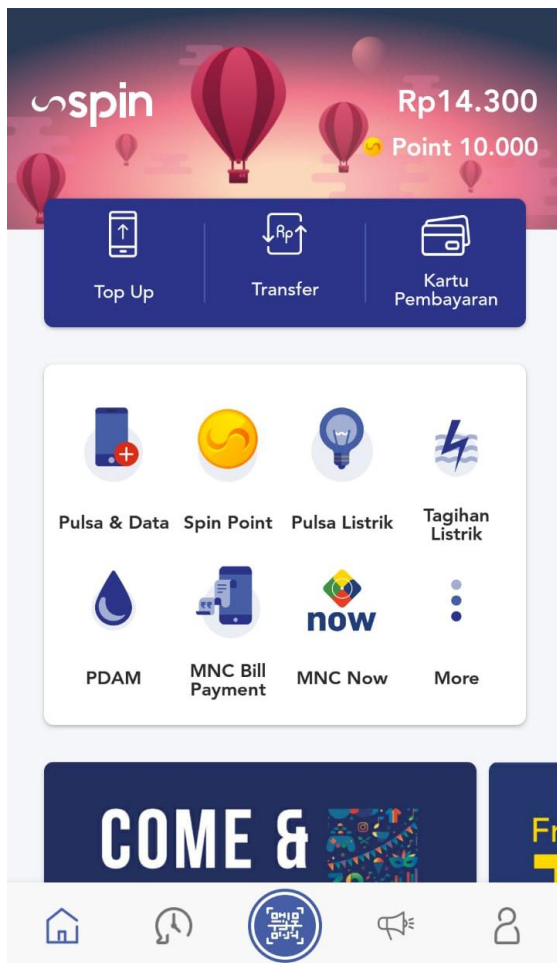
(IDX Ticker Symbol: BCAP)

## The Most Integrated Financial Services in Indonesia

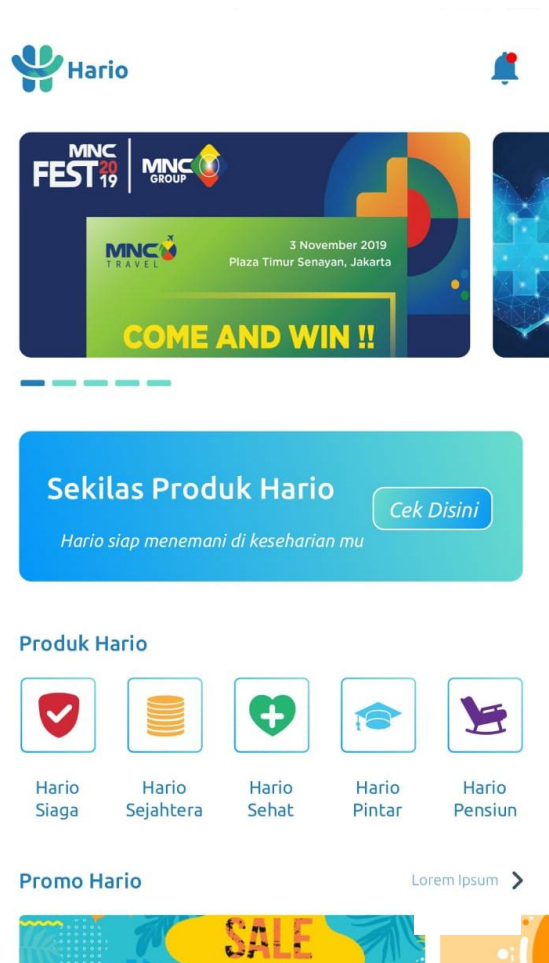
BCAP President Director, Wito Mailoa commented, “A lot of exciting things is happening in The Company: the digital era is here and we are fully ready to capture that. We are moving all of our operations toward digital applications. MNC Bank is developing a state-of-the-art mobile banking. We also have Bang Kredit Mobile, an online loan app for consumer financing. This month we just launched Hario Apps as insurance platform, and SPIN will be our backbone for future growth. Of course, it would not be reflected in this report’s performance, but we are confident that with our strategy, we will enjoy great financial impact in the near future.”

“Other Fintech companies does not have an organic digital ecosystem, but we have fully established captive market as leverage. With full support from MNC Group, which has a digital media platform such as Okezone with more than 20 million active daily users, MNC Now and RCTI+ with more than 16 million active users, as well as 47 million Youtube subscribers—combining these with our super app will be the key to success in the digital market,” Wito added.

SPIN



HARIO APPS





**PT MNC KAPITAL INDONESIA Tbk**  
**(IDX Ticker Symbol: BCAP)**  
**The Most Integrated Financial Services in Indonesia**

For further information, please contact:

**Natasha Yunita** – Head of Investor Relations

natasha.yunita@mncgroup.com

ir.bcap@mncgroup.com

PT MNC Kapital Indonesia Tbk

MNC Financial Center 21th Floor

Jl. Kebon Sirih Kav 21-27, Jakarta 10340

Phone : +6221 2970 9700

www.mncfinancialservices.com

**DISCLAIMER**

**By accepting this Press Release, you are agreeing to be bound by the restrictions set out below. Any failure to comply with these restrictions may constitute a violation of applicable securities laws.**

The information and opinions contained in this Press Release have not been independently verified, and no representation or warranty, expressed or implied, is made as to, and no reliance should be placed on the fairness, accuracy, completeness or correctness of, the information or opinions contained herein. It is not the intention to provide, and you may not rely on this Press Release as providing, a complete or comprehensive analysis of the condition (financial or other), earnings, business affairs, business prospects, properties or results of operations of The Company or its subsidiaries. The information and opinions contained in this Press Release are provided as at the date of this presentation and are subject to change without notice. Neither The Company (including any of its affiliates, advisors and representatives) nor the underwriters (including any of their respective affiliates, advisors or representatives) shall have any responsibility or liability whatsoever (in negligence or otherwise) for the accuracy or completeness of, or any errors or omissions in, any information or opinions contained herein nor for any loss howsoever arising from any use of this Press Release.

In addition, the information contained in this Press Release contains projections and forward-looking statements that reflect The Company's current views with respect to future events and financial performance. These views are based on a number of estimates and current assumptions which are subject to business, economic and competitive uncertainties and contingencies as well as various risks and these may change over time and in many cases are outside the control of The Company and its directors. No assurance can be given that future events will occur, that projections will be achieved, or that The Company's assumptions are correct. Actual results may differ materially from those forecasts and projected.

This Press Release is not and does not constitute or form part of any offer, invitation or recommendation to purchase or subscribe for any securities and no part of it shall form the basis of or be relied upon in connection with any contract, commitment or investment decision in relation thereto.