

## **BCAP Acquires a Majority Stake in Auerbach Grayson & Company LLC to Tap into the International Market**

**Jakarta, January 4, 2021**

PT MNC Kapital Indonesia Tbk (“BCAP”) announced today that it has reached an agreement to acquire a majority stake of Auerbach Grayson & Company LLC (“AGCO”), a New York-based brokerage firm specializing in global trade execution and exclusive in-depth research for U.S. institutional investors. Previously, AGCO was owned by Beltone Financial Holding (BTFH.CA), a leading Egypt-based investment bank. The acquisition will be in partnership with David Grayson, AGCO’s Co-Founder. The deal has been finalized after receiving approval from the United States Financial Industry Regulatory Authority (FINRA).

BCAP, through its wholly owned subsidiary, Winfly Ltd, became the controlling shareholder of AGCO, while AGCO’s Co-Founder David Grayson repurchased the remaining of the shares. The acquisition aims to complement MNC Sekuritas’ distribution network for its services in the equity capital market (placement and stockbroking), debt capital market, investment banking, research and online trading, not only in Indonesia, but far-reaching global investment communities, particularly in the USA, UK and Europe regions as well as expanding MNC Sekuritas’ research distribution network among international fund managers. MNC

## **BCAP Mengakuisisi Mayoritas Saham Auerbach Grayson & Company LLC untuk Merambah Pasar Internasional**

**Jakarta, 4 Januari 2021**

PT MNC Kapital Indonesia Tbk (“BCAP”) pada hari ini telah mencapai kesepakatan untuk mengakuisisi mayoritas saham Auerbach Grayson & Company LLC (“AGCO”), broker saham yang berpusat di New York, khususnya dalam perdagangan global dan riset mendalam secara eksklusif untuk para investor institusi Amerika Serikat. Sebelumnya, AGCO dimiliki oleh Beltone Financial Holding (BTFH.CA), sebuah bank investasi terkemuka yang berpusat di Mesir. Akuisisi ini akan bekerja sama dengan David Grayson, Co-Founder AGCO. Kesepakatan ini telah diselesaikan setelah mendapat persetujuan dari Financial Industry Regulatory Authority (FINRA) Amerika Serikat.

BCAP, melalui anak perusahaan yang dimiliki sepenuhnya, Winfly Ltd menjadi pengendali saham AGCO, sedangkan Co-Founder AGCO, David Grayson membeli kembali sisa saham. Akuisisi ini bertujuan untuk melengkapi jaringan distribusi kegiatan pasar modal MNC Sekuritas (*placement* dan broker saham), pasar utang, *investment banking*, riset dan *online trading*, tidak hanya di Indonesia, tetapi menjangkau hingga komunitas investasi global, terutama untuk wilayah Amerika Serikat, Inggris dan Eropa serta memperluas jaringan distribusi riset MNC Sekuritas di antara *fund manager* internasional. MNC Sekuritas juga akan menjembatani seluruh transaksi AGCO di Indonesia.

Sekuritas will also cover all AGCO's transactions in Indonesia.

"By acquiring a stake of AGCO, BCAP will benefit from the strong international network of AGCO and access to its 126 local partners around the world," said Hary Tanoesoedibjo, Executive Chairman of MNC Group of Indonesia. "There is no doubt about AGCO's footprint in Indonesia, this investment will allow MNC Sekuritas, a subsidiary of BCAP specializing in the capital market services to expand its international reach and have a positive impact on our performance going forward."

"A strong distribution network is one of the keys to success in the capital market. AGCO is expected to be a distribution network of MNC Group for placement and fundraising in the United States as well as Europe. In addition, AGCO will play a vital role in expanding BCAP's asset management," added Hary.

Auerbach Grayson built its global network by establishing partnerships with local and regional brokers and banks in emerging, frontier and developed markets worldwide. Through its network in over 125 countries, it serves as the largest global broker in terms of companies covered and number of analysts around the world and provides U.S. institutional investors with trade execution and in-depth local equity research to almost every market globally. The firm uniquely offers local insight,

"Dengan mengakuisisi saham AGCO, BCAP akan mendapatkan keuntungan dari kuatnya jaringan internasional AGCO serta akses ke 126 mitra lokal di seluruh dunia," kata Hary Tanoesoedibjo, Executive Chairman of MNC Group Indonesia. "Jejak AGCO di Indonesia tidak perlu diragukan lagi, investasi ini akan memungkinkan MNC Sekuritas, unit bisnis BCAP yang bergerak di bidang jasa pasar modal memperluas jangkauannya secara internasional dan berdampak positif pada kinerja kami ke depan."

"Di pasar modal, *distribution network* yang kuat menjadi salah satu kunci keberhasilan, AGCO diharapkan dapat menjadi *distribution network* MNC Group untuk *placement* dan *fundraising* di Amerika Serikat maupun Eropa. Selain itu, AGCO akan berperan penting untuk pengembangan manajemen aset dibawah BCAP," tambah Hary.

Auerbach Grayson membangun jaringan globalnya dengan menjalin kemitraan dengan broker serta bank lokal maupun regional baik di negara maju maupun berkembang di seluruh dunia. Memiliki jaringan di lebih dari 125 negara, AGCO merupakan broker global terbesar dalam hal jumlah perusahaan yang diulas maupun jumlah analis di seluruh dunia, dan memfasilitasi eksekusi perdagangan investor institusi Amerika Serikat dan riset saham lokal yang mendalam ke hampir semua pasar saham global. AGCO secara unik menawarkan pandangan lokal, akses

corporate access, capital raising and cross border merger and acquisition.

“Hary has been a long-standing client, and a good friend of the firm,” said David Grayson. “He started his career in the stock brokerage business in Indonesia, so he fully understands the opportunities that exist in today’s challenging market. Together, we share a vision to further develop Auerbach Grayson’s unique approach to global capital markets and expand AGCO during this difficult time by providing our institutional clients with research and access to over 125 markets around the world. We look forward to this next endeavour.”

#### **About PT MNC Kapital Indonesia Tbk ([www.mncfinancialservices.com](http://www.mncfinancialservices.com))**

As one of the most integrated financial services in Indonesia, MNC Kapital or MNC Financial Services provides a complete range of financial products and services in areas that include banking, consumer finance, leasing, securities, asset management, general insurance, life insurance, financial technology and biller aggregator. Along with recent technology advancement, MNC Financial Services began to penetrate towards the digital platforms, with recently launched **Motion** mobile banking; e-money, e-wallet and digital remittance platform **SPIN**; as well as digital insurance app **Hario**. Currently, BCAP is also developing its P2P lending platform to be used as the financing channeling agent for its business units, along with many other opportunities to be

korporasi, peningkatan modal serta *merger and acquisition* lintas negara.

“Hary telah menjadi klien lama kami, dan juga teman baik perusahaan,” kata David Grayson. “Beliau memulai karirnya dengan bisnis broker saham di Indonesia, sehingga beliau sangat memahami peluang yang ada di pasar yang penuh tantangan saat ini. Bersama-sama, kami berbagi visi untuk mengembangkan lebih lanjut pendekatan unik Auerbach Grayson di dunia pasar modal global dan memperluas perusahaan selama masa sulit ini dengan menyediakan penelitian, juga akses ke lebih dari 125 pasar di seluruh dunia kepada klien institusi kami. Kami menantikan upaya selanjutnya ini.”

#### **Tentang PT MNC Kapital Indonesia Tbk ([www.mncfinancialservices.com](http://www.mncfinancialservices.com))**

Sebagai salah satu jasa keuangan paling terintegrasi di Indonesia, MNC Kapital atau MNC Financial Services menyediakan rangkaian produk dan layanan keuangan konsumen secara lengkap di berbagai bidang yang mencakup layanan perbankan, pembiayaan konsumen, *leasing*, sekuritas, manajemen aset, asuransi umum, asuransi jiwa, teknologi keuangan dan *biller aggregator*. Seiring dengan kemajuan teknologi, MNC Financial Services mulai merambah ke platform digital, dengan baru saja meluncurkan *mobile banking* **Motion**; aplikasi e-money, e-wallet dan transfer digital **SPIN**; serta aplikasi asuransi digital **Hario**. Saat ini, BCAP juga sedang mengembangkan platform P2P lending yang akan digunakan sebagai agen penyalur pembiayaan bagi unit bisnisnya, serta untuk peluang lain yang akan

developed in the future, integrating other MNC Group's businesses.

**About PT MNC Sekuritas**  
([www.mncsekuritas.id](http://www.mncsekuritas.id))

Founded in 1989, MNC Sekuritas provides comprehensive securities services from equity, fixed income, investment banking and research to clients for optimal investment. MNC Sekuritas has one of the best online trading platforms **MNC Trade New** and answered the need for sharia stock investment product through **MNC Trade Syariah** in 2017. MNC Sekuritas also launched **MNC StockRadars**, a stock-screening application which provides real time information about stock movement and screened stocks within radar. With 143 points of sales spread across archipelago, the network of MNC Sekuritas has grown and reach any segments and groups in Indonesia.

**About Auerbach Grayson**  
([www.agco.com](http://www.agco.com))

Founded in 1993 in New York City by Jonathan Auerbach and David Grayson, Auerbach Grayson offers a full range of global in-depth research, trade execution and settlement services in equities and fixed income instruments to U.S. institutional clients. Through Auerbach Grayson's network of local broking partners in over 125 countries, it serves as the largest global broker in terms of companies covered and number of analysts around the world. The firm uniquely offers local insight, corporate access, capital

dikembangkan di masa depan, dengan mengintegrasikan bisnis MNC Group lainnya.

**Tentang PT MNC Sekuritas**  
([www.mncsekuritas.id](http://www.mncsekuritas.id))

Didirikan pada tahun 1989, MNC Sekuritas menyediakan layanan sekuritas yang komprehensif mulai dari ekuitas, pendapatan tetap, *investment banking* dan riset kepada klien untuk investasi yang optimal. MNC Sekuritas memiliki salah satu platform perdagangan online terbaik **MNC Trade New** dan menjawab kebutuhan akan produk investasi saham syariah melalui **MNC Trade Syariah** pada tahun 2017. MNC Sekuritas juga meluncurkan **MNC StockRadars**, aplikasi penyaringan saham yang menyediakan informasi tentang pergerakan saham dan menyaring saham dalam radar secara *real time*. Dengan 143 *point of sales* yang tersebar di seluruh nusantara, jaringan MNC Sekuritas telah berkembang dan menjangkau berbagai segmen dan grup di Indonesia.

**Tentang Auerbach Grayson**  
([www.agco.com](http://www.agco.com))

Didirikan pada tahun 1993 di New York oleh Jonathan Auerbach dan David Grayson, Auerbach Grayson menawarkan berbagai riset mendalam secara global, *settlement* perdagangan pasar saham dan pendapatan tetap untuk klien institusi Amerika Serikat. Melalui jaringan mitra broker lokal Auerbach Grayson di lebih dari 125 negara, AGCO berfungsi sebagai broker global terbesar dalam hal jumlah perusahaan yang diulas dan jumlah analis di seluruh dunia. Perusahaan ini secara unik menawarkan pandangan lokal, akses korporasi, peningkatan modal serta



raising and cross border merger and acquisition. The unique relationship between Auerbach Grayson, its clients, and local broker partners in each market allows the clients' orders to move freely and anonymously, ensuring best execution. Auerbach Grayson is a member of the Financial Industry Regulatory Authority (FINRA) and the Securities Investor Protection Corporation (SIPC).

*merger and acquisition* lintas negara. Hubungan unik antara Auerbach Grayson, klien dan mitra broker lokal di setiap pasar memungkinkan klien untuk bergerak bebas dan tanpa nama, memastikan eksekusi terbaik. Auerbach Grayson merupakan anggota Financial Industry Regulatory Authority (FINRA) dan Securities Investor Protection Corporation (SIPC).

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