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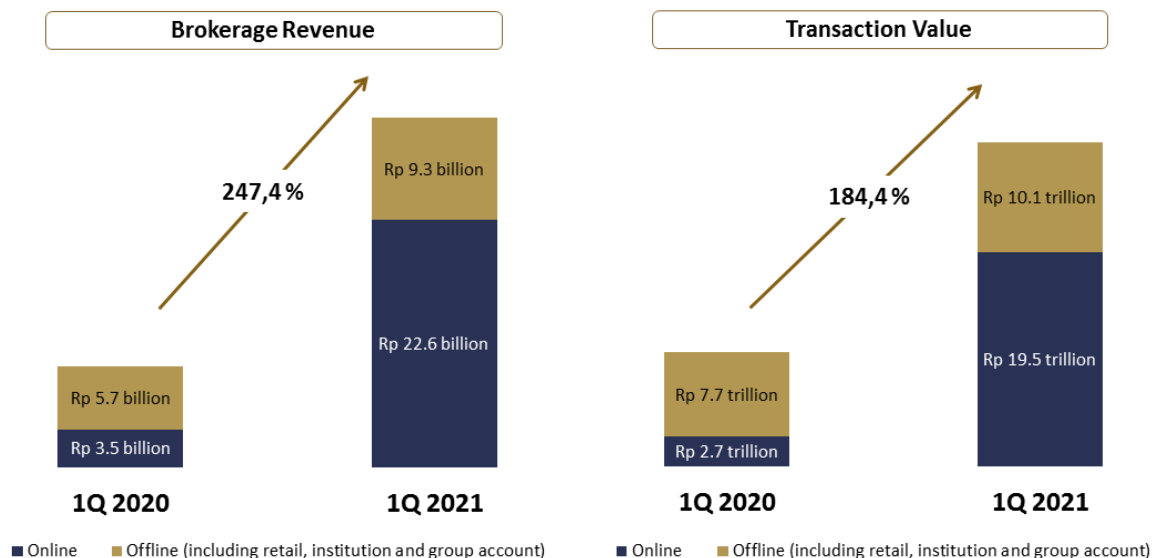
## **BCAP BUSINESS UPDATE**

### **MNC Sekuritas Continues Its Winning Streak and Ended March With Another Robust Growth**

MNC Sekuritas, the wholly-owned subsidiary company of PT MNC Kapital Indonesia Tbk (“BCAP”) has posted yet another stalwart performance during 1Q 2021. With only the first three months in 2021, MNC Sekuritas has clearly shown robust achievements:

- 247.4% growth (y-o-y) in brokerage revenue (Rp 31.9 billion);
- 555.8% growth (y-o-y) from its online trading arm, MNC Trade New (Rp 22.6 billion);
- 184.4% growth (y-o-y) in transaction value (Rp 29.6 trillion);
- 3 months’ worth of undertaking in brokerage revenue, online trading revenue, and transaction value already eclipse the 12 months performance in 2020 by 51.9%, 66.1%, 44.5%, respectively;
- 49.4% growth (y-o-y) in customer base (117.900 customers);
- Top-20 brokerage firm in terms of transaction value; and
- Top-10 brokerage firm in terms of transaction volume and frequency;

All of the above already representing record-breaking performance yet, with only the 1<sup>st</sup> three months of 2021.



## **MNC Sekuritas Presents Generous Giveaway Programs to Expand Its Online Trading Platform**

Starting from 15 April 2021, MNC Sekuritas will introduce a new marketing campaign called **TrakTor (Traktir Investor)** with the target of expanding its customer base. The program will grant any MNC Sekuritas' client a chance to win several exciting prizes such as Shopee e-voucher and the big finale of 10 motorcycles up for grabs for those with the highest new account referrals by 31 May 2021.

In addition, MNC Sekuritas also tailor-made the TrakTor program for its university patrons. This tailor-made program is one avenue for MNC Sekuritas in supporting the Indonesian Financial Services Authority (OJK) to increase the literacy of the financial industry with all universities in Indonesia. Any universities interested in participating with MNC Sekuritas in harvesting the next generation of investment-minded talent will have a reward waiting for them at the end of the program. The caveat however requires participating universities to round up a minimum of five thousand new accounts per university. The same grand prize awaits for those universities that meet the target by the end of the offering period.

For further information on TrakTor, please visit ([www.mncsekuritas.id/PromoTraktor](http://www.mncsekuritas.id/PromoTraktor)). For any other exciting programs, go to MNC Sekuritas' website ([www.mncsekuritas.id](http://www.mncsekuritas.id)) and follow instagram account (@mncsekuritas).

## **MNC Sekuritas' Breakthrough to Increase Market Share**

MNC Sekuritas commits to delivering various digital product and service innovations and improvements for its customers. Various user interface and user experience improvements of MNC Trade New application:

- Full smartphone and desktop apps capability to analyze and execute buy & sell of stocks anytime and anywhere;
- Full online account opening, with a low minimum initial investment capital of Rp 100 thousand per account;
- "Super Order", "Trader View" and "Power Buy & Sell Analytics" feature enabling any customer to make decisions swiftly, timely and analytically. These features were designed with various levels of stock trader capabilities in mind. All functions can be easily learned thus MNC Sekuritas' end-game is to make MNC Trade New the ultimate choice of online trading platform for any level of traders;
- Full access to MNC Research which provides in-depth stock analysis from MNC Sekuritas research team as well as updated news and information;
- Free online, 24-hour, stock education classes for anyone who wishes to learn more about stock trading and analysis;



MNC Sekuritas' creative digital strategy coupled with hard work and apt execution has land itself another prestigious award in March 2021: "The Most Innovative Securities Company for the Establishment of Customers-Oriented Digital Products, Category: Securities Company" at the "Indonesia Digital Innovation Awards 2021: Digital Globalization Toward Better and Prosper Society".

MNC Sekuritas will continue go all out for the rest of the year to strengthen its core products and services including innovations in MNC Trade New in order to become the best and most trustworthy securities company in Indonesia.

### **About MNC Kapital Indonesia**

As the most diversified and fully integrated financial services group in Indonesia, BCAP is recalibrating itself in embracing the era of digital business. Most, if not all of MNC Kapital business units have either already offered digital products and services or currently in development stage.

Other than the MNC Trade New from MNC Sekuritas, MNC Bank is upping its ante by enhancing its mobile banking system to an open banking system. Progress of the enhancement is already visible by 1Q 2021 through **Motion** (Mobile Transaction Indonesia), MNC Bank's next-generation mobile banking application. These full-fledged digital banking products and services will even be more visible by year-end. Another digital venture by one of MNC Kapital subsidiaries, MNC Leasing, is the development of a web-based hajj financing product. Works have already on its way to make the product in full mobile application version with extension to the even larger MNC Kapital lending-based platform of **SIAP** (Sistem Informasi Aplikasi



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

Pembiayaan). SIAP will be MNC Kapital's flagship end-to-end lending-based application that offers both conventional and non-conventional products such as the Syariah-based by MNC Leasing.

MNC Kapital through MNC Teknologi Indonesia continues to show noteworthy performance in its e-money, e-wallet and digital remittance platform of **SPIN** (Smart Payment Indonesia). Further development includes the launching of SPIN Points, which is an integrated loyalty point program linked to various applications within the MNC Group digital ecosystem. SPIN Points demonstrates a strong but mutually beneficial relationship by all applications within MNC Group's growing ecosystem. This interconnectivity is one of the strong value propositions of MNC Group digital ecosystem development and one advantage MNC Kapital stands out against all of its competitors. MNC Group encourages synergy among all of its digital platforms to capitalize on the growth of its huge user base as well as capitalizing on the commercial growth. This will be the game-changer for the entire MNC Group digital ecosystem.

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