

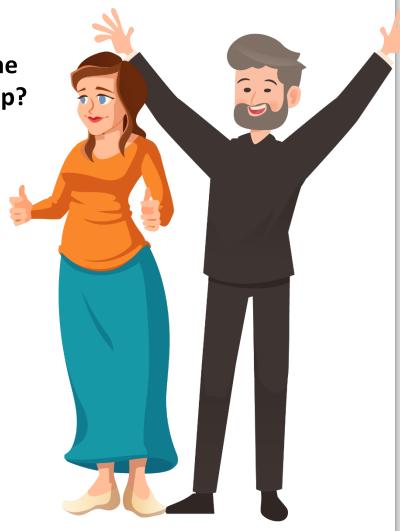
Hi! Meet Ratih. She doesn't have any bank account



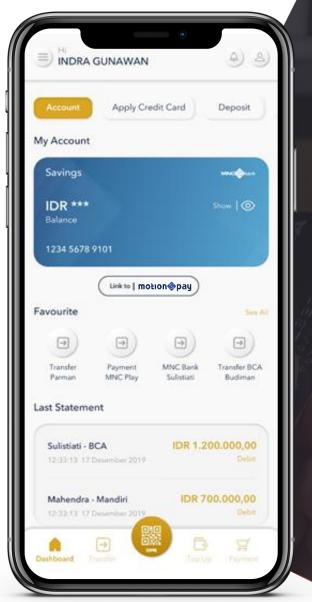




What if...
The banking services she needs are at her fingertip?







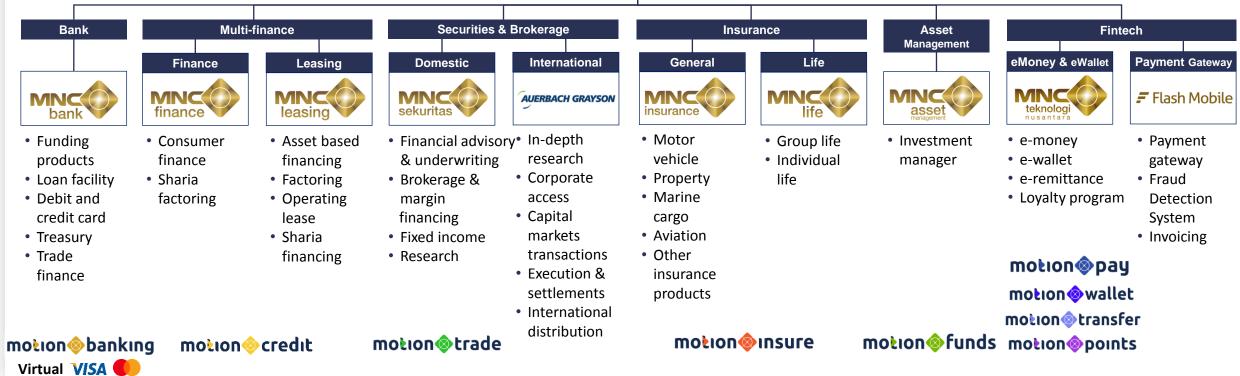
MNC FINANCIAL SERVICES OVERVIEW



MNC Kapital Indonesia (BCAP IJ Equity) is the holding company for all MNC Group's Financial Services related companies; Bank, Multi-finance, Securities & Brokerage, Insurance, Asset Management, and Technology Business. It is a part of Southeast Asia's largest integrated media

group.



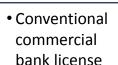




A Full Suite Of Licenses under a Holding Company

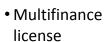
- BCAP holds **20 Indonesian financial licenses** across its 9 subsidiaries, including **8 financial technology licenses**
- Broker and dealer license from FINRA USA held by Auerbach Grayson
- MNC Group has a proven track record of obtaining licenses at an accelerated rate, able to acquire e-Money, e-Wallet, and Digital Remittance licenses in less than 6 months
- In the process of obtaining digital banking, P2P lending, securities crowdfunding, venture capital, and AI credit scoring licenses





- Foreign exchange bank license
- Credit card issuing bank license
- DigitalOnboarding





 Sharia multifinance license MNC leasing

- Multifinance license
- Sharia multifinance license



- Brokerage license
- Underwriter license
- Brokers and Dealers license (FINRA)

AUERBACH GRAYSON

- General insurance license
- Life insurance license
- Investment management license
- MNC teknologi nusantara
- e-Monev I
- e-Wallet
- Digital remittance
- QRIS MPM (Merchant Presented Mode)
- Payment Gateway

Flash Mobile

- FraudDetectionSystem
- Invoicing

BOARD OF COMMISIONERS





HARY TANOESOEDIBJO

Executive Chairman

Indonesian citizen, he obtained his Bachelor of Commerce (Honours) from Carleton University, Ottawa, Canada in 1988, and MBA from Ottawa University, Canada in 1989.

He is the founder, controlling shareholder, and Executive Chairman of MNC Group, which focuses on three business activities: Media, Financial Services, and Entertainment Hospitality.

He directly oversees PT Global Mediacom Tbk (MNC Media), the largest and the most integrated media group in Southeast Asia, which has 4 national FTA televisions: RCTI, MNCTV, GTV, iNews, the largest portal Okezone.com, Sindonews.com, and iNews.id as well as various digital platforms including streaming service called RCTI+ and OTT service called Vision+

In financial services, he oversees PT MNC Kapital Indonesia Tbk, the most diversified and integrated financial services group in Indonesia with ten fully licensed operating subsidiaries in banking, multi finance, securities & brokerage, insurance, asset management, and financial technology services.

The last group he oversees is PT MNC Land Tbk, the parent company of subsidiaries focusing on entertainment hospitalities. Its portfolio includes several office buildings and hotels in Jakarta & Surabaya and the most prestigious entertainment & lifestyle projects in Indonesia, such as MNC Lido City, MNC Bali Resort, Park Hyatt Jakarta, and The Westin Resort & Convention Centre in Bali.

As a prominent entrepreneur, he regularly gives speeches at various national and international media events and general lectures in close to 200 universities.



DARMA PUTRA

President Commissioner

Darma has over 29 years of experience in the financial services industry, where he held several strategic and senior roles before joining MNC Group in 2008. Prior to his career in MNC Group, he was President Director of PT Marga Mandalasakti. Recently, he was appointed Commissioner of the Company in May 2018. Concurrently, he also serves as President Director of MNC Investama. He obtained his Bachelor's Degree from The Oregon State University and his MBA from the University of Minnesota.



TIENCommissioner

Tien joined the Group in 1997 as Corporate Finance Manager of MNC Investama. She was appointed as Commissioner in September 2016 and has served as Director of MNC Investama since April 2014. Her previous roles within MNC Group included Director of MNC Kapital and MNC Sekuritas amongst numerous others. She obtained her Bachelor of Accounting degree from the Universitas of Tarumanegara.



SUKISTO

Independent Commissioner

Sukisto has over 30 years of experience at the Indonesian National Police (POLRI) and completed his education at Indonesian Police Academy, Police Science College, Bundeskriminalamt (Germany), Army Staff and Command School, and Police Staff College of Higher Level Administration.

BOARD OF DIRECTORS





WITO MAILOA

President Director

Wito has 24 years of extensive financial services experience in Indonesia and first joined MNC Group through PT MNC Sekuritas as a President Director in October 2009. Recently, Wito became President Director of MNC Financial Services on May 2018. He holds a Bachelor of Science degree in Management Information Systems from San Diego University and obtained his MBA in Finance from California State Polytechnic University Pomona



JESSICA HERLIANI TANOESOEDIBJO

Director

Jessica started her position as Director in May 2018. Currently, she also serves as Vice Coordinator of MNC Business College and MNC Education College

She holds a Bachelor of Commerce from the University of New South Wales, Master of International Trade & Commerce Law from Macquarie University, and a Master of Arts in both Biblical & Theological Studies and Education from Biola University



NATALIA PURNAMA

Director

Natalia joined MNC Group as a Research Analyst in 1996. Since her joining, Natalia has progressed to become an Investment Banking Manager, MNC Group's Senior Vice President of Treasury and Corporate Finance, and recently was appointed as the Company's Director. Concurrently, Natalia also serves as a Director of MNC Investama. She holds a Bachelor of Economics degree in Accounting from Universitas Trisakti



AGENG PURWANTO

Director

Ageng joined MNC Group in 2015 as President Director of MNC Leasing and later appointed as President Director of MNC Bank. He is recently appointed as the Company's Director in 2019

He holds Bachelor of Economic degree in Banking Management from STIE Perbanas and Master in Marketing Management from Universitas Indonesia



SAMUEL MULYONO

Director

Samuel earned a Bachelor of Science (B.Sc.) in Mathematics Science (Discrete, Combinatorial and Computational Science) from Institut Teknologi Bandung (ITB), Bandung, West Java in 2008. Previously Samuel was AVP of Compliance & Testing at HSBC, Head of Compliance at Visionet Internasional (OVO), Director & Chief of Risk Compliance at Paytren.



DARMA WIDJAJA

Director

Darma earned Bachelor of Arts in Economics from the University of Houston, Houston, Texas, USA in 1995 and a Master of Arts in Economics from the University of San Francisco, San Francisco, California, USA in 2000. Currently, he also serves as CFO for PT MNC Land Surabaya and MNC Land Bali, both are subsidiaries of PT MNC Land Tbk. Prior to that, he served as CFO for PT MNC Energy & Natural Resources, a subsidiary of PT MNC Investama Tbk.



PETER FAJAR

Director

Peter obtained Bachelor of Science in Industrial and Manufacturing Engineering from Oregon State University, United States in 1992 and Master of Business Administration in Finance & Commercial Banking Faculty from Texas A&M University, United States in 1993. He also holds position as EVP Head of Corporate Finance at PT MNC Investama Tbk (2012 – present), Commissioner of PT Bank MNC Internasional Tbk (2018 – present).



Immense Market Opportunity:

of serving unbanked/underbanked with a solid digital presence



New Digital Initiatives:

low-cost, accessible products that fit customers' needs



Building Superior Understanding of Our Customers

through solid digital ecosystem within the Group



Full Suite of Licenses under One Holding Company:

with exceptional ability to acquire new financial services licenses



Proven Track Record:

strong inorganic growth and exceptional management team





"To become the most integrated Digital Financial Services In Indonesia"

INDUSTRY OVERVIEW



Immense Market Opportunity to Serves The Underbanked & Unbanked



~276 Million

Population



US\$4,256 GDP per Capita



49% Financial Inclusion



38% Financial Literacy

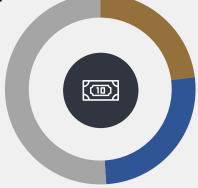


73% | 70%
Internet Penetration
Smartphone Penetration



2.4% Aged 15+ Has A Credit Card

More than half of the population is unbanked



23% Banked

Full access to financial services

26% Underbanked

has bank account, but insufficient access to credit, investment and insurance

51% Unbanked

do not own a bank account

Credit Access is limited for Low-Mid Income Individuals & MSMEs

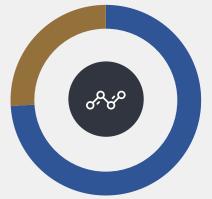


Over 186million Individuals

Low-Mid Income

29% Have access to credit

71% No access to credit



Over 63 million

Micro, Small and Medium Enterprises

26% Have access to credit

74% No access to credit

• Wordometers, 2021 • World Bank, 2021 • Statista, 2021 • Google, Temasek, Bain, e-Conomy SEA, 2020 • Central Bureau of Statistics, 2021 • Ministry of Cooperative and MSME, 2021 • Central Bank of Indonesia, 2021

DIGITALIZATION IS INEVITABLE



Through Technology, Banking in the future will be focused at:



1. Customer's Journey
Bank of the future will be
invisible and embedded
into customer's journey



2. Personalized

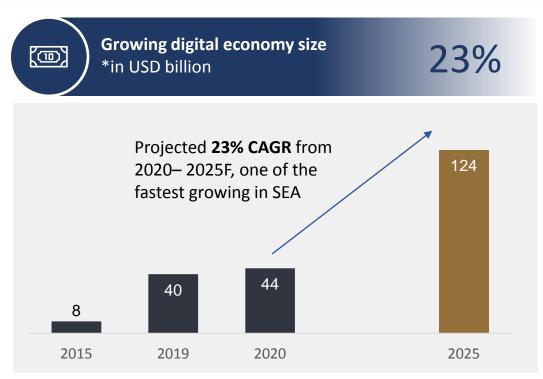
Data, digital, and technology
will be merged to provide
personalized banking

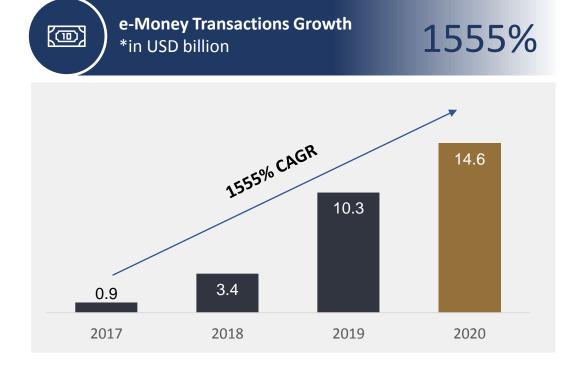


3. Tech-based Growth
Tech and data will enable
significant release in capacity
and productivity boost



4. Product DifferentiationWill be as important as distribution power





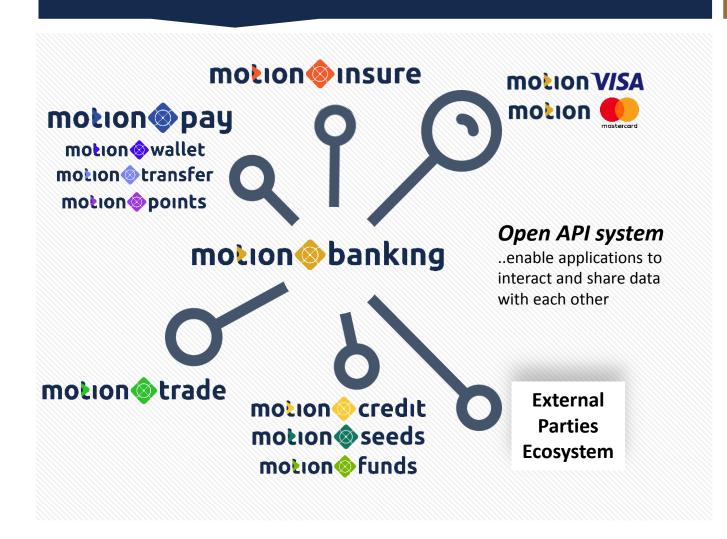
• Google, Temasek, Bain, e-Conomy SEA, 2019 • Bank Indonesia, 2020

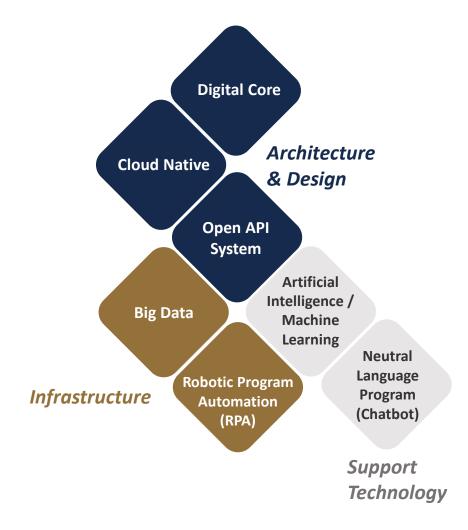
SUPPORTED BY MNC GROUP DIGITAL CAPABILITY



Motion Ecosystem

Sophisticated Back-end System





MNC GROUP'S GROWING ECOSYSTEM



Media as the only medium to reach mass audience in Indonesia archipelago

AUDIENCE SHARE PRIME TIME ICTI MNC™ GTV iNews



FRESH PRODUCTION

EVERY YEAR



CONTENT **PRODUCTION** MARKET SHARE (ANIMATION &



10M **SUBSCRIBERS** DTH, PAY TV **BROADBAND**

400 TOP ARTISTS

288 YOUTUBERS

THE BIGGEST TALENT MANAGEMENT COMPANY IN INDONESIA









ORTALS WITH A COMBINED 75 MAIJ

ALEXA RANK: #1 OKEZONE.COM, #6 SINDONEWS.COM, #32 INEWS.ID



SIND NEWS.com











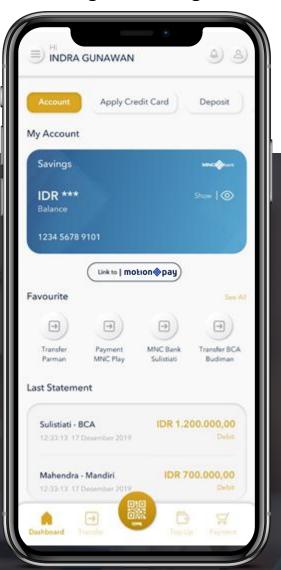
motion banking

Digital Banking



E-Money/E-Wallet







Online trading App



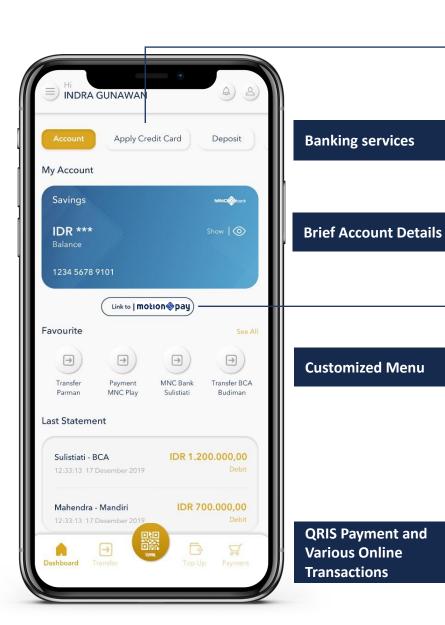


Insurance App



motion banking THE SOLUTION





Virtual credit card application in MotionBanking

- Visa and Mastercard virtual credit cards as Pay-later source of funds for MotionPay and online transactions
- Physical card (Optional)
- · AI based credit scoring

Integration of MotionPay:

- E-Money
- E-Wallet
- E-Remittance
- QRIS payments
- Loyalty points



- Light easy to use
- Friendly UI/UX
- Complete features and products
- Attractive rewards
- Open banking API

motion banking CURRENT PRODUCT FEATURES

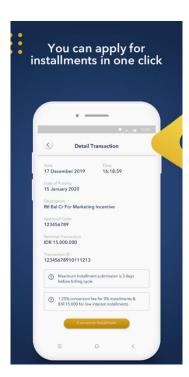


Savings



- Full Biometric
 Onboarding
- CASA Information
- Hide & Show Balance
- Fund Transfer
- Credit Card Bill Payment
- Top Up & Payment
- Transaction History
- Add/Edit/Delete
 Favourite Transfer
- Activate & Change PIN Debit Card

Credit Card



- Credit Card Activation
- Create & Change PIN
- Promo Information
- 3-Month Billing Summary
- Claim e-Voucher
- Current Transaction History
- Installment

General



- Various Account Information
- Biometric Login
- Real Time Notification
- E-Form Request
- Product & Interest Rate Information
- Branch & ATM Location
- Fee & Limit Transaction Information
- Unsecured Loan & TD Simulation
- Contact Us

E-MONEY, E-WALLET & DIGITAL REMITTANCE





MotionPay is a digital payment platform that includes electronic money (MotionPay), electronic wallet (MotionWallet), and electronic funds transfer facilities (MotionTransfer). MotionPay serves as the main payment instrument in MNC Group Ecosystem as well as mass products payment.



MotionPoints

Redeemable loyalty program and special offers



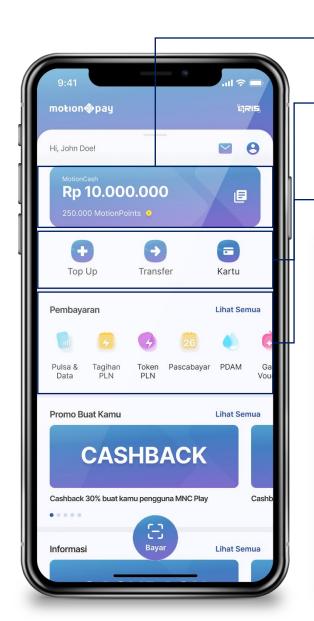
QRIS Transaction on TV

Marketplace integration with MNC Media



Direct Host to Host

- With major banks for lower cost transactions
- With convenience store for low cost cashout

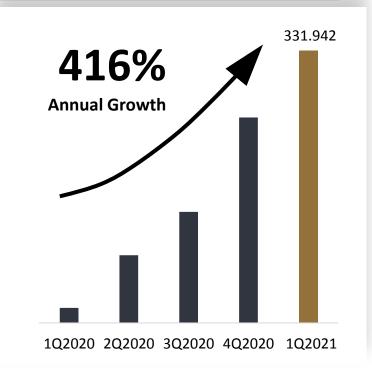


Balance & MotionPoints

- Transfer e-money to/from bank account
- E-Wallet to save debit/credit card

Mass Product Segment

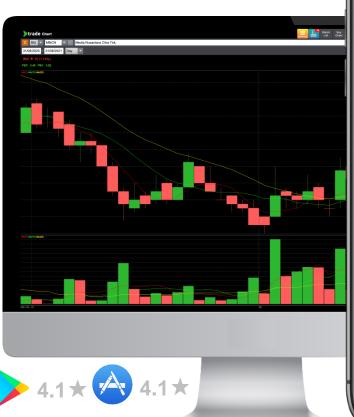
- MotionPay has partnership with other mass service providers
- Product Display



THE BEST ONLINE TRADING APP









MotionTrade is one of the best and well-known online stock trading applications in Indonesia.

Over

with

229,000+

85,000+

Downloaders

Active Users



Automated Online Onboarding Account Opening

with e-KYC



Integration with Asset Management

Subscribe and redeem AM products at ease



Research Report

Cross sector's daily and quarterly research reports of listed companies in IDX

New Features:

- Online Mutual Fund Supermarket
- Voice Command & Synthesizer
- Advanced Charting: TradingView Chart
- Compatible with any kind of devices, including: Smartphone, Tablet & Smart Watch (Android, iOS) & PC/ Laptop (Windows/ MacOS)

COMPLETE INSURANCE-APP





MotionInsure provides life and general life insurance with complete online onboarding, online claim, and auto-debit feature.

MotionInsure is supported by 24-hour live chat to makes it convenient for policyholders.

Life insurance

Accident (MotionSure Safe)

MotionSure Pandemi Care*









General Insurance*

MotionSure Car

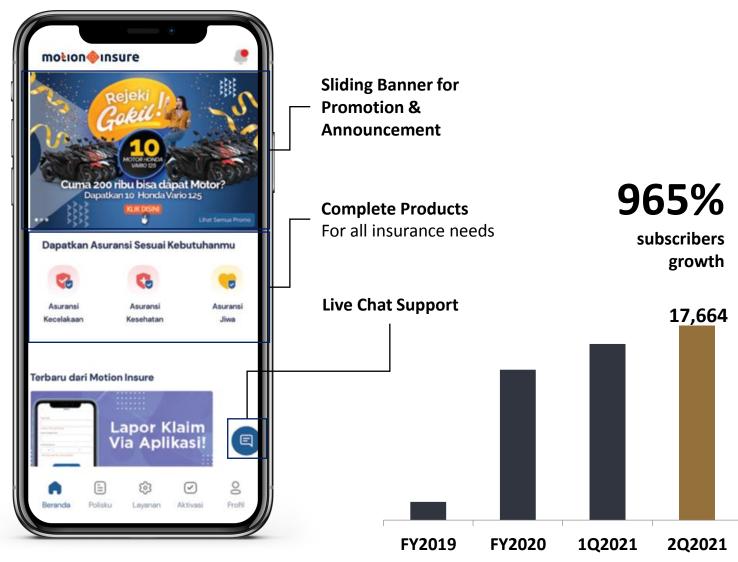
MotionSure Home

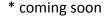
MotionSure Family

MotionSure Gadget

MotionSure International Travel

MotionSure Flight







NEAR FUTURE DEVELOPMENTS



AI Based Credit Scoring

Leveraging on MNC Group's vast database to create a unique and sophisticated credit scoring system to improve lending quality



motion ocredit

Mobile Lending Platform

One stop application for all lending needs from car, house, working capital, to hajj financing with funds provided by MNC Leasing, MNC Finance and P2P











Venture Capital

Utilizing MNC Group's network to find and grow promising new ventures



motion funds

Online Mutual Fund

Financial platform to buy, sell, switch & redeem MNC Asset Management Mutual Funds with interconnection to MNC Trade and MotionPay



Securities Crowdfunding

Raising funds by selling a portion of ownership to help MSMEs grow their business

in million Rupiah	1H2021	1H2020	%
Profit and Loss			
Revenues	1.281.575	1.207.566	6,1%
Interest and dividends	713.727	855.030	-16,5%
Capital market income	203.333	53.726	278,5%
Net premium income	174.310	252.812	-31,1%
Digital income	45.768	3.533	1195,4%
Syariah financing lease income	14.352	17.395	-17,5%
Other operating income	130.085	25.070	418,9%
Income (Loss) Before Tax	12.672 (2.16		685,9%
Net income	15.962	8.722	83,0%
Total net income attributable to :			
- Owners of the company	12.738	6.716	89,7%
- Non-controlling interests	3.224	2.006	60,7%
Total comprehensive income for the period	(15.905)	(46.969)	66,1%
Total comprehensive income attributable to :			
- Owners of the company	(9.672)	(52.115)	81,4%
- Non-controlling interests	(6.233)	5.146	-221,1%
Earnings (loss) per share (in full Rupiah)	0,30	0,17	76,5%
Balance Sheet			
Total assets	20.059.549	17.431.337	15,1%
Total liabilities	14.501.886	12.061.281	20,2%
Total equity	5.557.663	5.370.056	3,5%
Ratios	_	_	
Profit (loss)* to assets ratio (%)	0,13	0,08	
Profit (loss)* to equity ratio (%)	0,46	0,25	
Profit (loss)* to revenues ratio (%)	0,99	0,56	
Liabilities to equity ratio (%)	260,93	224,60	
Liabilities to assets ratio (%)	72,29	69,19	

^{*}Net income attributable to owners of the company





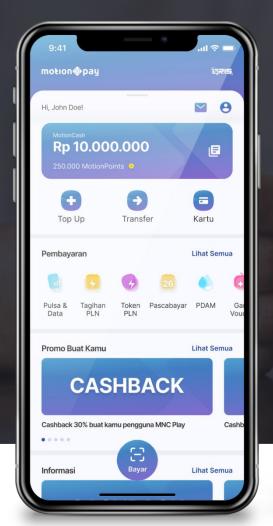
FINANCIAL HIGHLIGHTS 1H 2021

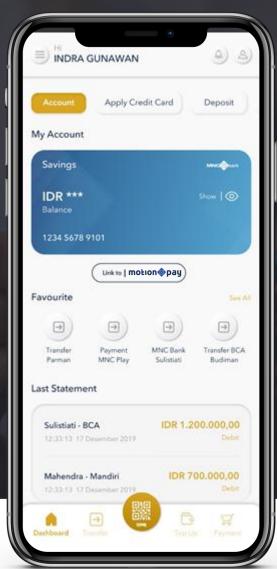
FINANCIAL HIGHLIGHTS - HISTORICAL 5 YEARS



in million Rupiah	2020	2019	2018	2017	2016
Profit and Loss					
Revenues	2.657.232	2.737.029	2.661.759	2.386.245	2.287.344
Income (Loss) Before Tax	84.614	82.312	180.489	(980.719)	(57.795)
Net income	65.525	56.482	153.877	(737.629)	(38.941)
Total net income attributable to :					
- Owners of the company	62.078	46.787	119.835	(334.654)	(45.713)
- Non-controlling interests	3.447	9.695	34.042	(402.975)	6.772
Total comprehensive income for the period	63.228	93.737	103.545	(779.107)	(100.543)
Total comprehensive income attributable to:					
- Owners of the company	45.630	75.105	77.485	(381.776)	(107.639)
- Non-controlling interests	17.598	18.632	26.060	(397.331)	7.096
Earnings (loss) per share (in full Rupiah)	1,57	1,21	3,13	(8,74)	(9,22)
Balance Sheet					
Total assets	19.101.546	18.385.005	18.762.724	19.883.263	22.216.019
Total liabilities	14.007.712	12.839.026	13.015.396	14.255.743	15.810.740
Total equity	5.093.834	5.545.979	5.747.328	5.627.520	6.405.279
Ratios	_	_	_	_	_
Profit (loss)* to assets ratio (%)	0,32	0,25	0,64	(1,68)	(0,21)
Profit (loss)* to equity ratio (%)	1,22	0,84	2,09	(5,95)	(0,71)
Profit (loss)* to revenues ratio (%)	2,34	1,71	4,50	(14,02)	(2,00)
Liabilities to equity ratio (%)	274,99	231,50	226,46	253,32	246,84
Liabilities to assets ratio (%)	73,33	69,83	69,37	71,70	71,17

^{*}Net income attributable to owners of the company





BUSINESS UNITS





MOVING TOWARD DIGITAL BANKING



116 Distribution Networks (Branch + ATM)

Head	Operational	Main	Sub	Cash	ATMs
Office	Office	Branches	Branches	Offices	
1	1	16	19	8	71

Acquired in 2014, MNC Bank operates banking activities with its products and services :

Individuals

Deposit: savings, current and time deposit Loan: asset-backed, housing and unsecured Multi-purpose Credit and Debit cards

Corporates

Deposit: savings

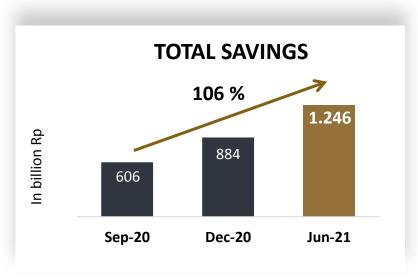
Loan: working capital, investment

Treasury: FX transaction, retail bond

Trade financing: import and domestic

transactions

MNC Bank's networks incorporated with National Payment Gateways (GPN), Jaringan Prima, ATM Bersama with access to all ATMs and EDCs in Indonesia as well as Visa/Mastercard global EDC





Acquired in 2003, **MNC Finance** is primarily engaged in the consumer financing business, including:

- Car Refinancing Refinancing customers' cars, mainly for productive purpose
- Car Financing
 Financing the purchase of new/used cars
 from MNC Group only (Operating or COP)
- Property Refinancing
 Refinancing customers' properties
 (houses), mainly for productive purpose
- Factoring
 Support business partner (supply chain)
 with maximum tenor of 1 year



FOCUS ON CAR AND HOUSE REFINANCING



43 branches



3,921 registered agents



5 digital partnerships

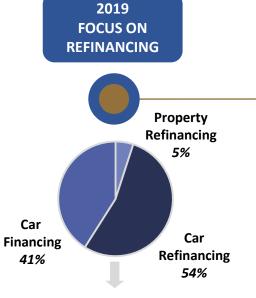


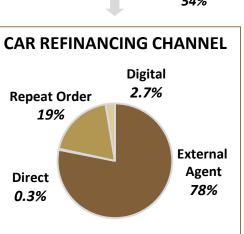
motion ocredit

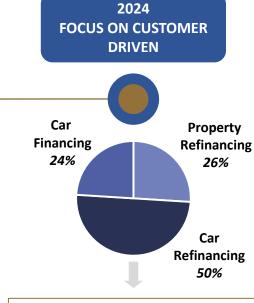
(under development)

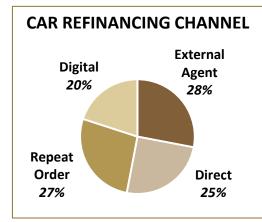
WHY FOCUSING ON REFINANCING?

- Higher selling interest rate
- Lower acquisition cost
- Higher net interest margin









leasing **15** branches motion @ credit **SIAP Haji** website

SOLID PARTNERS





bank **bjb**



BRIagro















KEY STRATEGIES

Acquired in 2014, MNC Leasing focuses on 3 main businesses:

 Asset Based Financing Machinery and equipment related to the healthcare industry, infrastructure and construction, agrobusiness and manufacture

(under development)

- Supply Chain Financing and Factoring Short term working capital loans and bridging loans with stock or invoices as collateral
- Sharia Financing Hajj Financing, Hajj Plus financing and Umrah financing

Product diversification through digital marketplace

Strengthen and expand collaboration with brand holders

Collaborate with Principal and Distributor in FMCG industry for Supply Chain Financing

Increase amount of cross-selling and jointmarketing campaign

Strengthen collaboration for Hajj Financing



FINANCIAL SERVICES

TOP TIER SECURITIES HOUSE

Equity

Fixed income

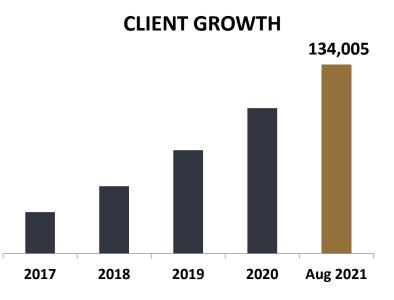
Investment banking

Margin facility

Research

Established in 1989, MNC Sekuritas is one of the most recognizable securities and brokerage house in Indonesia:

- Brokerage and securities trading services
- Corporate finance and financial advisory services
- Research and business development services, including market research and analysis



- * Total SID (stock): > 2.6 million (Source: KSEI)
- * Total broker: 94 securities houses (Source: IDX)
- * Industry average = 27,659 investors

STRONG POINTS

- The best online trading system in the market, named motion trade
- 148 points of sales. The widest distribution network in Indonesia
- Up to 100 products. The most complete and innovative securities products and services

GLOBAL MARKET ACCESS





Global Capital Market Executions

With seamless and dependable settlement



120+ Markets

Network of Local Broker Partners with Thousands of Global Investor Network



Locally Produced Research

Ensuring low communication barrier to Local investors





Auerbach Grayson is an independent agency-only brokerage firm founded 1993, headquartered in New York, USA, to serve institutional investors seeking to invest in securities market throughout the world.

Auerbach became part of MNC Group in December 2020, in which instantly strengthen MNC's global investors reach



16,986
RESEARCH
REPORTS
DISTRIBUTED

4,103
CLIENT/COMPANY
MEETINGS



MNC Insurance provides various of general insurance products:

- Motor vehicle
- Property
- Travel
- Personal accident
- Liability
- **Aviation**
- Heavy equipment
- Satellite
- Engineering
- Others



TRUSTED & RESPONSIVE INSURANCE SERVICES











22 branches 62 brokers 112 registered agents 40 financial institutions

motion@insure*

* coming soon

- Competitive technology advantage
- Process optimization and customer centricity
- Corporate structure and infrastructure ready
- Further expanding synergy initiatives

- Direct sales through apps
- Innovation for digital product
- Collaboration with MNC group ecosystem
- Strong partnership with reputable insurtech and e-commerce

DIGITAL

SHORT TERM

MEDIUM & LONG TERM

CONVENTIONAL

- Expand sales channels
- Strengthen group synergy
- Enhance IT system

- Qualified brokers and agents
- Strong external partnership
- Focus on SME business

MARKETING STRATEGY



EASY - FAST - COMPLETE

Acquired in 2010, MNC Life offers a variety of products, both long and short term life insurances for both individual and group products:

- Life insurance and unit link
- Endowment
- Health and personal accident insurance
- **Education insurance**
- Retirement





Banks













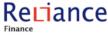






Non-Banks

























22 brokers



1,247 registered agents











Established in 1999, MNC Asset

Management offers various mutual funds
products (conventional and sharia based)















Balanced Fund

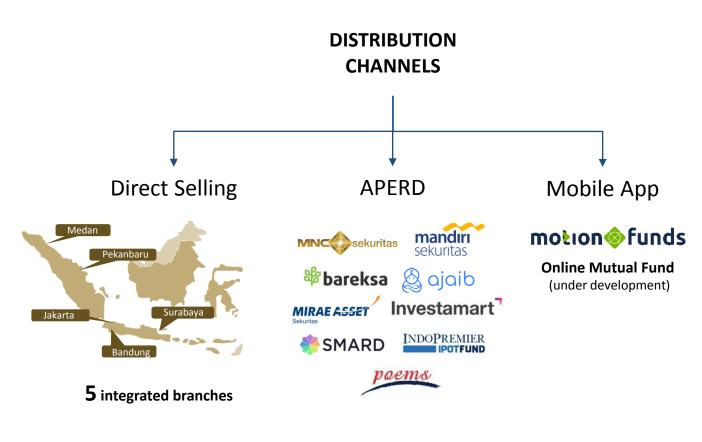








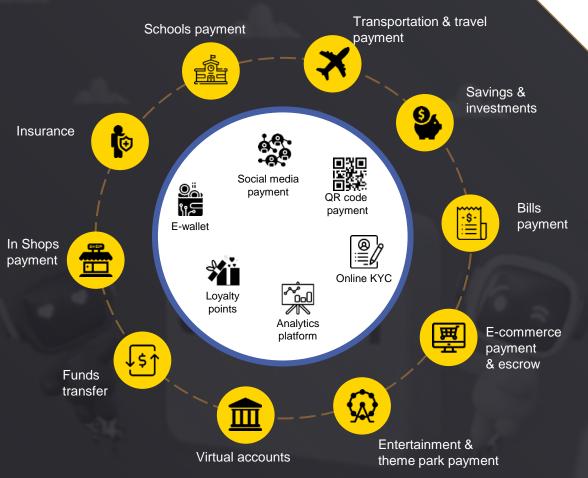






A COMPLETE ECOSYSTEM





MNC Teknologi Nusantara offers integrated payment services to become the digital distribution channel and one stop financial service digital solutions for MNC Group, with products and services:

- E-money, e-wallet, and fund transfer
- QRIS compatible
- Digital financial advisor
- Airtime top up
- Water, electricity bill payment
- MNC Group services payment
- e-TV Mall

Establishment of MTN 2018

Obtained BI licenses for QRIS Mar 2020

SPIN Points live

Apr 2021

Oct 2019

Obtained BI licenses to operate as e-money, e-wallet & digital remittance provider

May 2020 Obtained BI approval for QRIS On Air June 2021
Rebranding of motion pay

FINANCIAL SERVICES

Flash Mobile

ONE STOP BUSINESS SOLUTION

Payment gateaway

Biller aggregator

Other value added services

In January 2021, Flash Mobile has obtained Bank Indonesia's license as a payment gateway operator, including Fraud Detection System and invoicing services

Flash Mobile is underway for PCI DSS (highest security standard certification)

- MNC Vision
- MNC Play
- Vision+
- K-Vision
- MNC Shop
- Hario (Insurance)

MNC Group's billers



External billers

- Mobile credits
- Internet package
- Water and electricity bills
- Game vouchers
- Property tax & retributions
- Etc

Payment Partners

- Banks
- ATMs
- Credit cards
- Convenience stores
- SPIN and other
 E-money providers
- Non credit cards installment



THANK YOU

For further information, please contact: Natassha Yunita

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