

Summary of FY-2021 Results (Audited)



Summary of FY-2021 Financial Results

PT MNC Kapital Indonesia Tbk (“BCAP” or “The Company”) reported its audited financial results ended December 31, 2021, with consolidated revenues of Rp2,735 billion. BCAP’s 2021 revenues mainly came from interest and dividends, amounted to Rp1,532 billion, which is equal to 56.0% of total revenues, followed by capital market income at Rp434 billion, then net premium income at Rp372 billion.

In 2021, the Company recorded a growth in its digital revenue from only Rp72 billion in 2020 to Rp145 billion in 2021. This represents a significant YoY increase of 100.5%.

Profit before tax increased by 97.4% from Rp85 billion in FY-2020 to Rp167 billion in FY-2021 with margin improved almost double to 6.1% from 3.2% last year.

The Company also posted net profit of Rp147 billion for the 2021, up by 124.6% YoY, from Rp66 billion in FY-2020, this translates to a significant net income margin improvement from 2.5% to 5.4%. While total net income attributable to owners of the Company stood at Rp142 billion.

In terms of the statement of financial position, the Company recorded an increase in total assets from Rp19,102 billion to Rp21,654 billion, total liabilities increased 11.7% to Rp15,646 billion, and total equity increased 17.9% from Rp5,094 billion to Rp6,008 billion.

Growth Metrics 2020 vs 2021

Digital Revenue

100.5% ▲

Net Profit

124.6% ▲

Total Assets

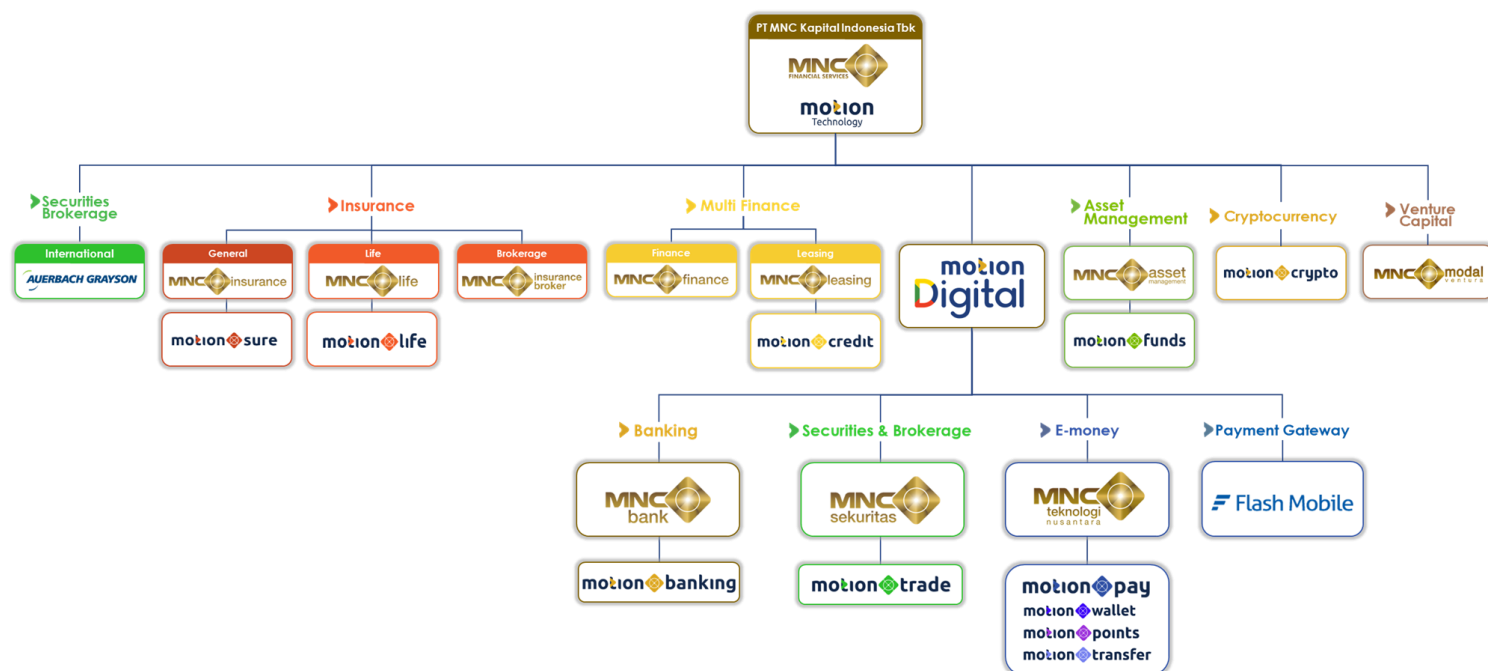
13.4% ▲

Comments on the FY-2021 Financial Results by Hary Tanoesoedibjo, the Executive Chairman of MNC Group

“ The Company has delivered outstanding results in 2021 despite the challenges of the ongoing pandemic. Amidst the Covid-19 pandemic, the Company continued to turbo-charge our digitalisation initiatives, successfully launched, and rebranded our services to increase our consumer reach and improve brand recognition.

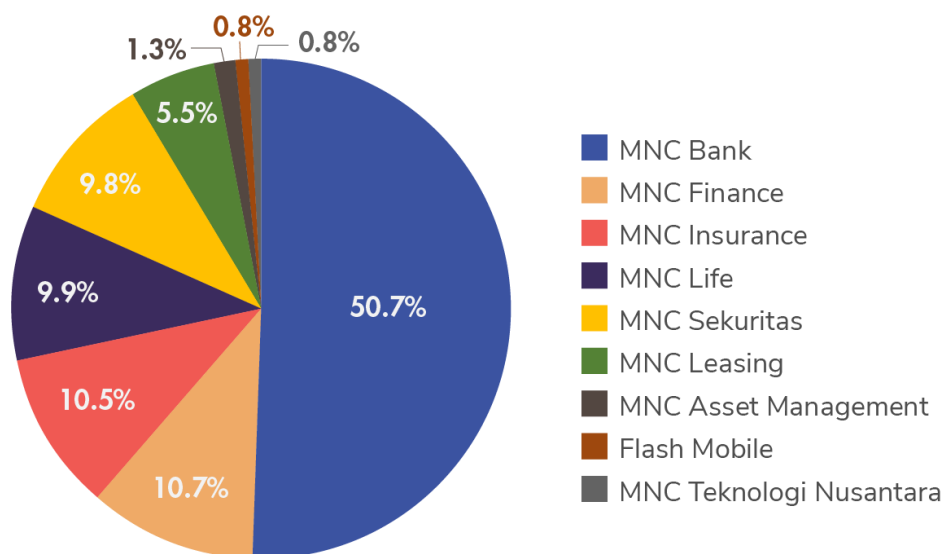
The Company does not intend to stop here and will continue to envision an ambitious future for our businesses. In 2022, the Company hopes to remain hungry for more accomplishments, whether it be through the establishment of new ventures, investments, or strategic partnerships. We want to ensure that our businesses do not only benefit our shareholders, but also as an agent of change that will improve the lives of Indonesians. I want to thank to our shareholders and investors for putting their faith in BCAP, to the fantastic strategic management by the executives on the Board of Commissioners and Board of Directors as well as all our employees whom we have boundless gratitude for in enabling the Company to be where we are today and in the envisioned future.

MNC Kapital Structure



Performances of Subsidiaries

The highest contributor of BCAP's revenues came from MNC Bank, which generated 50.7% of the total consolidated revenues. Then followed by MNC Finance 10.7%, MNC Insurance 10.5%, MNC Life 9.9%, MNC Sekuritas 9.8%, MNC Leasing 5.5% and MNC Asset Management 1.3%, Flash Mobile 0.8%, and MNC Teknologi Nusantara 0.8% respectively.



Business Update

The Company strategically enacted several changes to rebrand and expand its digital services offerings, catering to more users and increasing brand recognition.



The Company formalized Motion Digital to integrate all of its transaction-based businesses under a single entity. This allows the Company to focus on the branding and development of a seamless user experience across its digital platforms. Motion Digital consists of:

● **motion banking** by MNC Bank

In 2021, MNC Bank launched MotionBanking after obtaining a digital onboarding license from the Financial Services Authority (OJK). As one of the first digital banks in Indonesia, MotionBanking offers a complete banking experience that allows customers to open an account, deposit, transfer, online payments in real-time from a smartphone.

Since the launch, MNC Bank has signed several agreements with third parties to expand its ecosystem. Some notable partners are Visa and Mastercard for virtual debit and credit cards, Kredit Pintar for peer-to-peer (P2P) loan channelling and Atome for buy now pay

 OJK has approved the integration of P2P lending service KreditPintar into the MotionBanking application. With this, MNC Bank can provide digital lending directly to Kredit Pintar's customers using the MotionBanking application.

later (BNPL) program, Pos Indonesia as cash-in and cash-out agent, and the Ministry of Cooperatives and Small and Medium Enterprises of the Republic of Indonesia to reach the unbanked and underbanked micro, small and medium enterprises.

- **motiontrade** by MNC Sekuritas

In 2021, MNC Sekuritas rebranded MNC Trade to MotionTrade. MotionTrade is an online stock trading and mutual funds application with Indonesia's first voice command feature. Equipped with news updates and periodic research, as well as automatic transaction features that make it easy for traders, MotionTrade can also be seamlessly accessible through any device.

MotionTrade has team up with the Department of Population and Civil Registration to verify the data of potential investors with e-KYC so that account opening can be done fully online. Currently, MotionTrade has also collaborated with 20 asset management companies, selling 105 e-mutual fund products on MotionTrade app.

- **motionpay** by MNC Teknologi Nusantara

MotionPay provides e-money, e-wallet (MotionWallet) for debit and credit card payments, and digital remittance (MotionTransfer), equipped with the QRIS feature and MotionPoints, a loyalty program that connected to all MNC Group ecosystem.

MotionPay's growth can be attributed to its publicly known partners, including Baznas, Alfamart, Alodokter, Ruang Guru, KoinWorks, Pos Indonesia, Indosat, Blibli.com, and MNC Group's huge ecosystem.

- **Flash Mobile**

Flash Mobile owns payment gateway license which enabled it to support all transactions within MNC Group and third party. As a payment gateway provider, Flash Mobile provides an integrated single-access to multiple payment methods, including bank transfers, debit and credit cards, retail outlets, instalment plans, QRIS, and e-wallets. As a biller aggregator, FM serves MNC Group's billers and more than 2,500 online and offline merchants to collect bill payments through Single API integration. Flash Mobile also acts as value-added services provider to support fintech business processes, i.e e-KYC, digital signature, Fraud Detection System (FDS), and credit scoring.

Other Ventures

The Company strives for digital development by exploring other opportunities within the fintech industry and beyond our current service offerings.

- **motioncrypto**

The Company views cryptocurrency as a lucrative opportunity, thus has apply for cryptocurrency exchange platform license, which will be named MotionCrypto. Platform development is progressing smoothly and is in the final stages of completion. Once approved, the Company will be able to launch MotionCrypto immediately.

The Company considers this step as the gateway for MNC Group to enter the new digital age of Web 3.0. Other Web 3.0 developments include token, NFT and Metaverse, using affiliate-owned intellectual property, as well as NFT marketplace to sell collectibles.



The Company plans to change the public perception of a complicated and tedious process for finding the perfect insurance by introducing a digital insurance platform where users can easily purchase an insurance with MotionSure, a general insurance application by MNC Insurance, and MotionLife, a life insurance application by MNC Life.

The Company recently also acquired an insurance brokerage. MNC Insurance Broker is an upcoming brokerage platform by MNC Insurance Broker, where customers can purchase a variety of insurance from various insurance providers. The new subsidiary will aggregate all of the insurance packages from our partners, for a lower fee to provide customers with a more financially accessible option.



MotionCredit is an upcoming digital platform to accommodate digital retail financing trends, fully digital end-to-end from the acquisition process, administration, and collection. MotionCredit will provide car, home, hajj, and pay later financing. The platform is created to enhance MNC Leasing and MNC Finance's reach to a broader market.

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