

## Summary of FY-2023 Results (Audited)

Jakarta, April 1, 2024 – PT MNC Kapital Indonesia Tbk (IDX: BCAP) reported its audited financial results for the year ended on December 31, 2023, with consolidated revenue amounting to Rp2,954.3 billion, marking a 3.7% year-on-year (yoy) growth compared to the same period last year. BCAP's revenue in 2023 mainly came from interest and dividends, reaching 63.5% of total consolidated revenue, with a nominal value of Rp1,874.8 billion, up by 12.2% yoy from Rp1,670.3 billion in FY-2022. Additionally, the Company's net premium income recorded a 6.2% yoy hike to Rp348.8 billion, with digital income saw a 12.5% yoy rise to Rp326.9 billion, capital market income touched Rp301.4 billion, while sharia financing lease income and other operating income were Rp27.4 billion and Rp75.0 billion, respectively, as of December 2023. The Company recorded a net income of Rp77.6 billion in FY-2023, with total net income attributable to owners of the Company amounting to Rp55.9 billion.

Quarterly, the Company's total revenue in the digital sector continued an upward trajectory, increasing from Rp70.7 billion in Q3-2023 to Rp80.6 billion in Q4-2023, representing a 13.9% jump. Net premium income also surged by 46.6% from Rp80.9 billion in Q3-2023 to Rp118.5 billion in Q4-2023. Compared to the same quarter of the previous year, the Company's revenue from net premiums soared by 108.5% from Rp56.8 billion in Q4-2022 to Rp118.5 billion in Q4-2023.

The highest contributor to BCAP's revenue came from MNC Bank at 48.1% of total revenue, followed by MNC Life at 10.6%, MNC Insurance at 9.0%, MNC Finance at 8.4%, MNC Leasing at 5.7%, MNC Sekuritas at 5.5%, MNC Asset Management at 0.8%, FM Digital Solution at 0.7%,

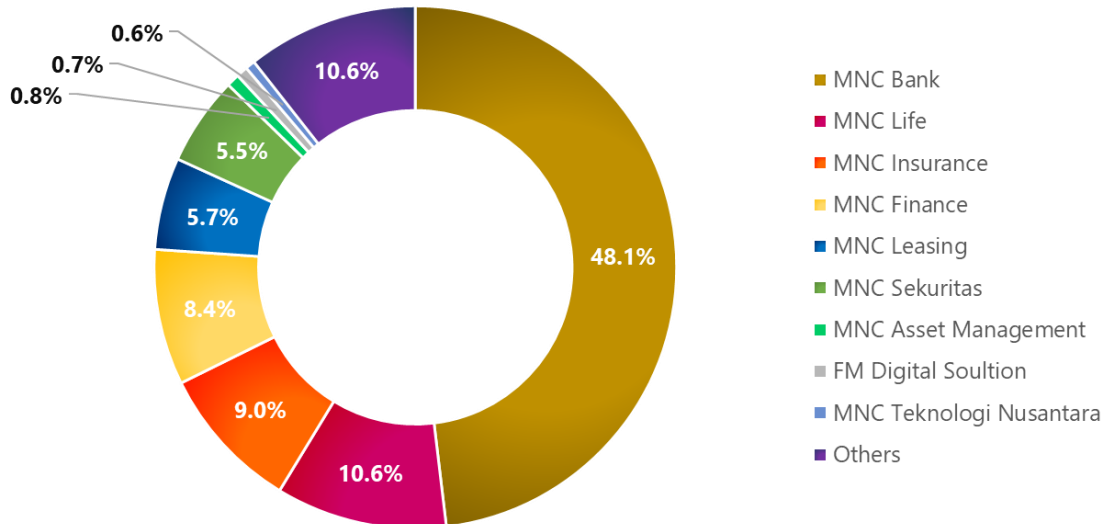
MNC Teknologi Nusantara at 0.6%, and others at 10.6%.

From a balance sheet perspective, BCAP's total consolidated assets reached Rp25.9 trillion in 2023, gained 6.4% yoy compared to Rp24.3 trillion in 2022. Meanwhile, the total consolidated liabilities amounted to Rp18.9 trillion, rose by 4.2% yoy from the previous year's Rp18.1 trillion, and the consolidated equity position of the Company increased by 12.9% yoy to Rp7.0 trillion as of December 31, 2023.

### ► FY-2023 Financial Highlights

in million Rupiah	FY-2023	FY-2022
<b>Profit or Loss</b>		
<b>Revenues</b>	<b>2.954.296</b>	<b>2.849.448</b>
Interest and dividends income	1.874.772	1.670.327
Capital market income	301.367	370.378
Net premium income	348.847	328.455
Digital income	326.893	290.617
Sharia financing lease income	27.380	15.345
Other operating income	75.037	174.326
<b>Income Before Tax</b>	<b>156.615</b>	<b>278.079</b>
<b>Net income</b>	<b>77.585</b>	<b>148.008</b>
Total net income attributable to :		
- Owners of the company	55.928	136.374
- Non-controlling interests	21.657	11.634
Total comprehensive income (loss) for the period	(12.688)	160.929
Total comprehensive income (loss) attributable to :		
- Owners of the company	(33.620)	152.538
- Non-controlling interests	20.932	8.391
Earnings per share <sup>(in full Rupiah)</sup>	1,31	3,20
in million Rupiah	FY-2023	FY-2022
<b>Financial Position</b>		
Total assets	25.863.812	24.306.227
Total liabilities	18.860.818	18.105.414
Total equity	7.002.994	6.200.813

## ► FY-2023 Revenue Contribution



## ► Business Updates

In 2023, BCAP and Bank Kerjasama Rakyat Malaysia Berhad (Bank Rakyat) collaborated to provide sharia financing facilities as well as banking and remittance services to Indonesian Migrant Workers (IMW) in Malaysia. Bank Rakyat will act as a banking service partner for IMW in Malaysia, performing automatic deduction transactions from the salaries received while working in Malaysia directly to MotionBank accounts.

BCAP persistently enhanced Motion Digital, which consolidates transaction-based services such as the MotionBank by MNC Bank, MotionTrade by MNC Sekuritas, as well as MotionPay and Flash Mobile by MNC Teknologi Nusantara. The applications within the Motion Digital ecosystem will be seamlessly integrated to facilitate customers in managing and monitoring their transactions across various services, from daily banking transactions to digital financing, stock and mutual fund investments, and wealth management.

In addition to enriching its capabilities with the latest features, MNC Bank rebranded the MotionBanking app to MotionBank. It was done to reinforce its image as a digital banking application, offering all conveniences, and positioning MotionBank as the top choice, encouraging users to actively engage in numerous banking activities anytime, anywhere. MotionBank app has also successfully adopted the Banking as a Service (BaaS) business model, enabling non-bank companies to access digital banking services through the Application Programming Interface (API) system. With BaaS, the company will be more proactive in expanding its products and financial services, as well as reaching a broader user base, including the 'unbanked' and 'underbanked' segments.

MNC Sekuritas operates MotionTrade, an online stock and mutual fund trading application offering more than 190 complete and innovative products. Besides maintaining its position as one of the leading retail brokerage service providers in



Indonesia, MNC Sekuritas also affirms its presence in the underwriter industry. MNC Sekuritas actively conducts capital market education activities and promotes the growth of the Sharia capital market in Indonesia, one of which is by launching a philanthropy feature that facilitates investors in investing and sharing. Throughout 2023, MNC Sekuritas won a number of awards, encompassing the Best AB SOTS Partner Award in IDX Islamic Challenge 2023, Indonesia Digital Innovation & Achievement Awards 2023, Indonesia Human Capital Brilliance Awards 2023, IDX Channel Anugerah Inovasi Indonesia 2023, 12th Infobank-Isentia Digital Brand Recognition 2023, and international awards such as the annual Asiamoney Brokers Poll 2023.

MNC Finance, the Company's subsidiary providing refinancing services for vehicles and properties, also attained recognition by securing the "Very Good" performance at the 2023 Infobank Multifinance Award event. This award confirms MNC Finance's positive achievements and commitment to delivering competitive and qualified consumer financing through diversified products accepted by many segments of society. Through the MotionCredit application, MNC Finance provides convenience for users to apply for multipurpose financing anytime, anywhere, directly from their smartphones.

Shandong Heavy Industry Group (SHIG), one of the largest heavy equipment and truck manufacturing companies in China, through its subsidiary SINOTRUK, has signed a joint venture (JV) agreement with BCAP for ownership in MNC Leasing. Through this collaboration, SINOTRUK will undoubtedly be able to strengthen its heavy equipment and truck sales business in Indonesia, where MNC Leasing will be a strategic partner in providing financing to its customers. Meanwhile, for MNC Leasing, this investment will fortify its capital structure and open up opportunities to obtain additional funding from international partners, in addition to gaining new customers from SINOTRUK.

In 2023, MNC Life launched an affiliate program called "Bestie." As the latest feature in the MotionLife application, "Bestie" offers an innovative solution for individuals looking to earn additional income, simply by creating inspirational digital content and sharing links. Targeting Gen Z, Millennials, and anyone with a smartphone and creativity, each affiliate has the potential to earn commissions of up to 10% from every sale of the insurance products they promote.

MNC Teknologi Nusantara, operating MotionPay and Flash Mobile, consistently innovates in developing its business model and products to strengthen its position in the fintech industry in Indonesia. MotionPay's co-branding business brings financial services massively into partner ecosystems supported by cutting-edge technology to enhance seamless transaction experiences on partner platforms such as registration processes, account linkage, QRIS, billing services, and entertainment. MotionPay also extends payment services internationally through QRIS cross-border collaboration, particularly in Southeast Asia.

Meanwhile, Flash Mobile, offering a comprehensive solution for online and offline payment acceptance, also provides a wide range of bill payment services. Moreover, Flash Mobile expands its international payment network to serve cross-border transactions, covering transfer, deposit, and cash withdrawal processes with greater convenience and cost-effectiveness for IMW and beneficiary families in Indonesia.



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