

INDUSTRY OVERVIEW

Immense Market Opportunity to Serve the Unbanked



> **282 Million**
Population



US\$4,960
2024 GDP per Capita



~80%
Internet Penetration

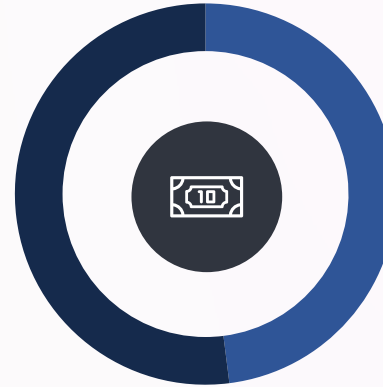


~90%
Smartphone Penetration



0.6%
Lower carbon
emission for every
1% digital financial
inclusion

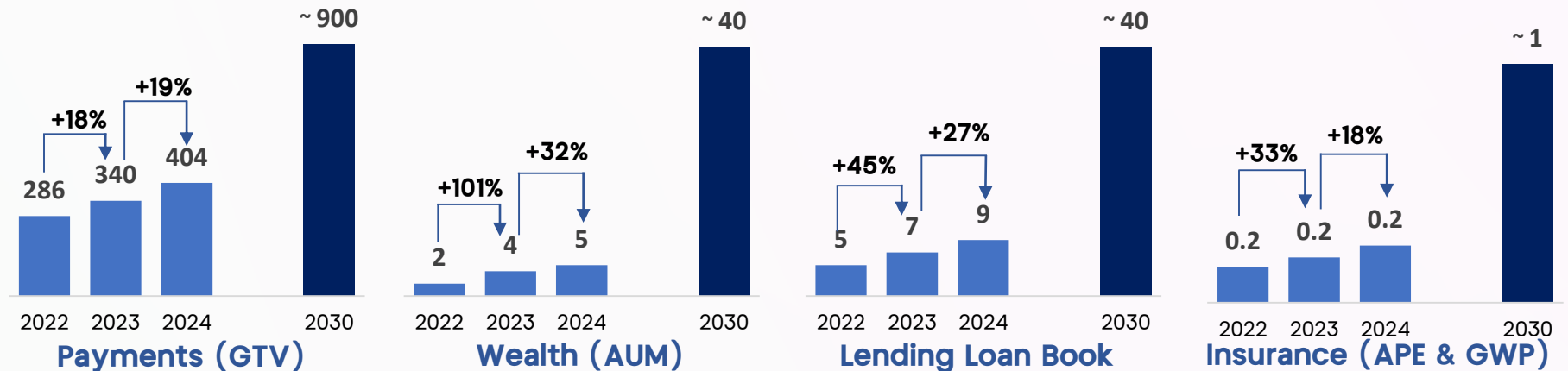
Indonesia has the
world's fourth-
largest unbanked
population



48% Banked
Full access to financial services

52% Unbanked
Do not own a bank account
* adult population

Digital Financial Services *in USD billion



- The Global Index by World Bank, 2022 • Google, Temasek, Bain, e-Conomy SEA, 2024 • Central Bureau of Statistics, 2024
- Indonesian Internet Service Providers Association Forecast, Jan 2024 • Statista, Dec 2024

MNC MEDIA ENTERTAINMENT



FTA

Entertainment



Entertainment FTA focusing on family audience

Audience Share

All Time	Prime Time
31.6	33.4

Pay TV & ICT

Satellite DTH



Subscribers:

13.9M+

IPTV Services



Subscribers:

318K+

ICT Services



iNews Media Group

FTA News Channels



Pay TV News Channels



Online Portal



Radio Platform



Social Media



Streaming

AVOD Superapp



MAU

70.5M+



SVOD Superapp



MAU	Subs	Registered
36M+	3.3M	31.3M+



Content, Talent, Social Media, and Others

Production House



IP & Distribution Management

IP MANAGEMENT



Pay Channels



Media Agency



Production Infrastructure



Talent Management

400+ Artist
with Diverse Talent Specialization



Social Media & MCN

STARHITS 200+ MCN

*120B	9.5B	284.8M+
255.7M+	74.1M+	

* MNC Internal Research, February 2025

Music Label & Publishing



MNC FINANCIAL SERVICES OVERVIEW



Partnership Ecosystems



- White-labeling MotionPay e-Money and e-Wallet inside JMO SuperApp ecosystems (more than 30m social security users)
- Disbursement of social security benefits and claim payment through Motion Bank overseas Network
- in-Apps purchase billers & utility payments inside JMO SuperApp



- Co-Brand Credit Card with SuperApp KAI Access (with more than 20m user base)
- On-Line MotionBank and Credit Card account opening
- MotionPay as preferred source of fund inside KAI Access SuperApp
- In-app purchase billers & utility payments inside KAI Access SuperApp



- Co-Brand Credit Card with Citilink App (with more than 3.5m Active user base)
- On-Line MotionBank and Credit Card account opening
- MotionPay as preferred source of fund inside Citilink self-services app
- in-Apps purchase billers & utility payments inside Citilink self-services app



- MNC Insurance has won substantial contract of fleet insurance and buildings from Bluebird
- MotionPay is proposing whitelabel e-Money, e-Wallet, transfer and in app purchase
- MotionBank – “Banking as a Services integration” with Bluebird Taxi reservation App ecosystem



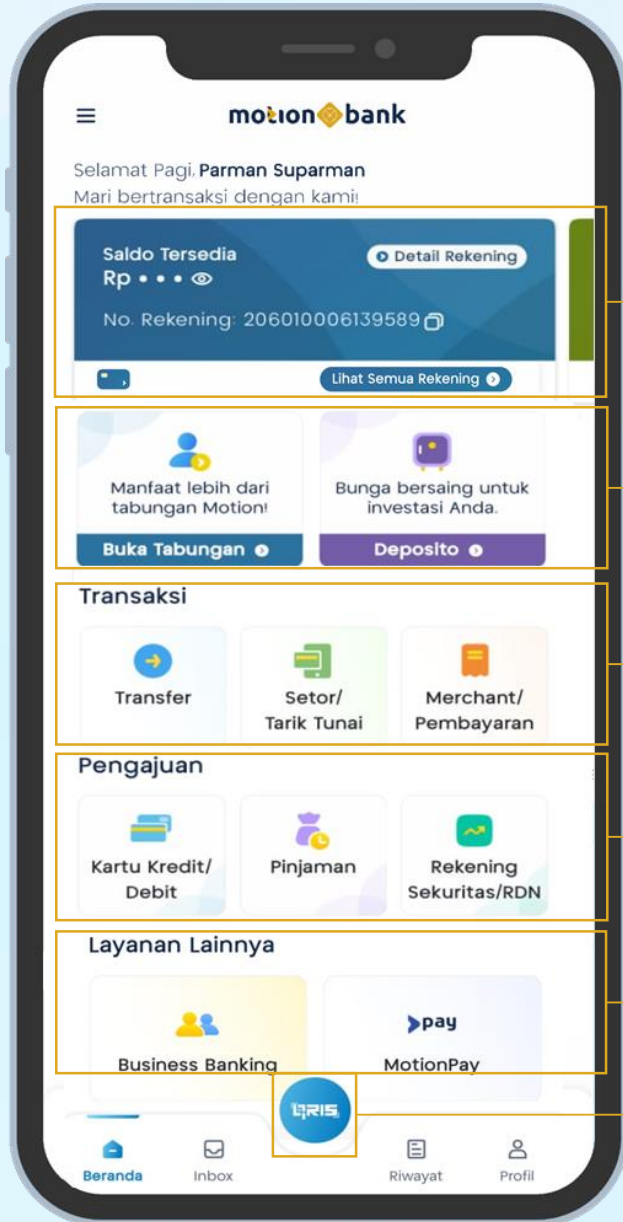
- MotionBank as the first Digital Banking facilitating pension salary payment to Retired Government Employees (3M retirees)
- MotionBank provides digital lending with auto-deduction installment from retiree's payroll
- MotionTrade as an appointed investment platform for Taspen Life (a life insurance unit of Taspen)



- State owned power company with more than 80m households, PLN developed super-app ecosystems PLN Mobile
- We provide bundled services, including white-labeling MotionPay, MotionBank, and MNC Group OTT platform Vision+, as an exclusive payment ecosystem for PLN Mobile



motionbank THE SOLUTION



Account Details
with optional balance display

Main Products

- Savings Account
- Online Time Deposits
- MotionPension

Daily Transactions

Financial Solutions

- Debit Card & Digital/Virtual Credit Card
- Digital Lending
- Securities Account/RDN

Others
(Business Banking & MotionPay Integration)

QRIS Payment

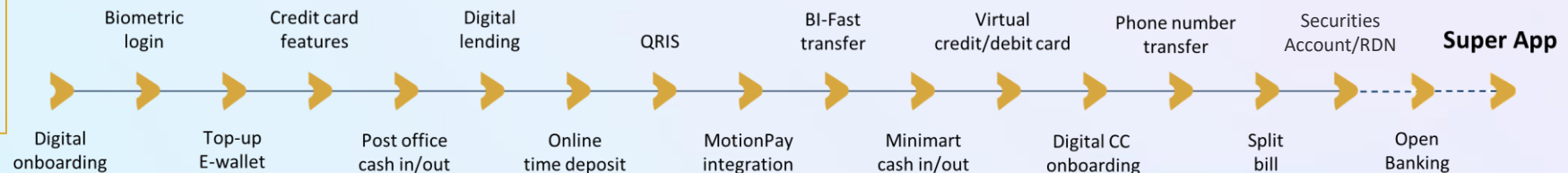
MotionBank is an integrated digital banking app, providing end to end banking services and attractive features.

UPCOMING FEATURES

- Online Debit
- Bank as a Service (BaaS)
- Cardless Cash Withdrawal
- QRIS Tuntas (Merchant)
- Cross Border QR
- FX Online
- Personal Financial Management

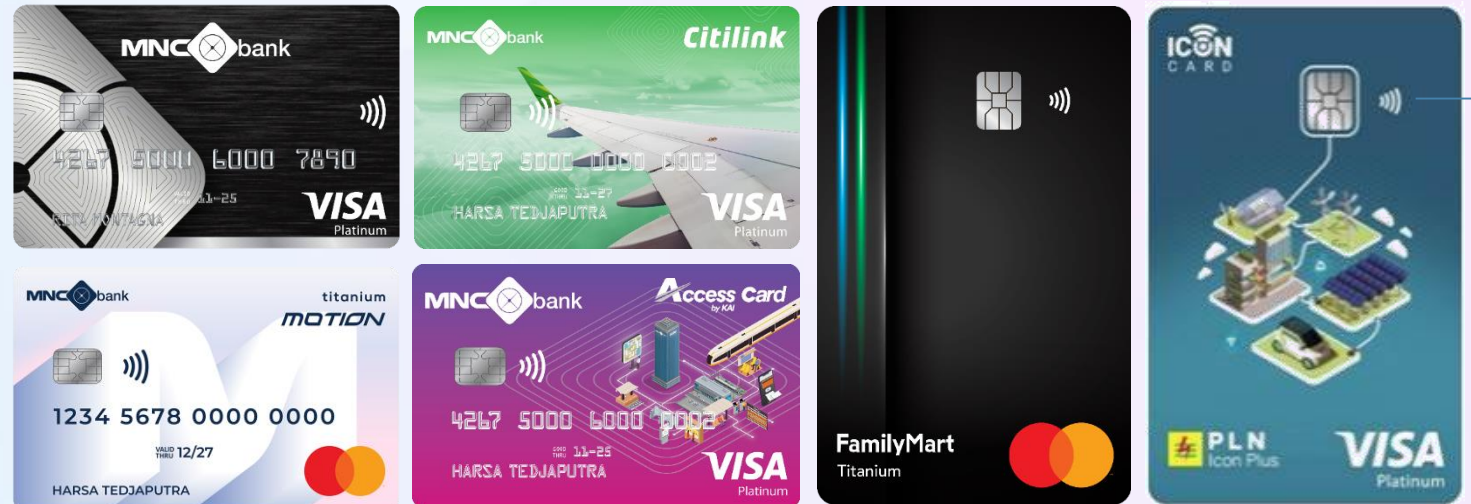
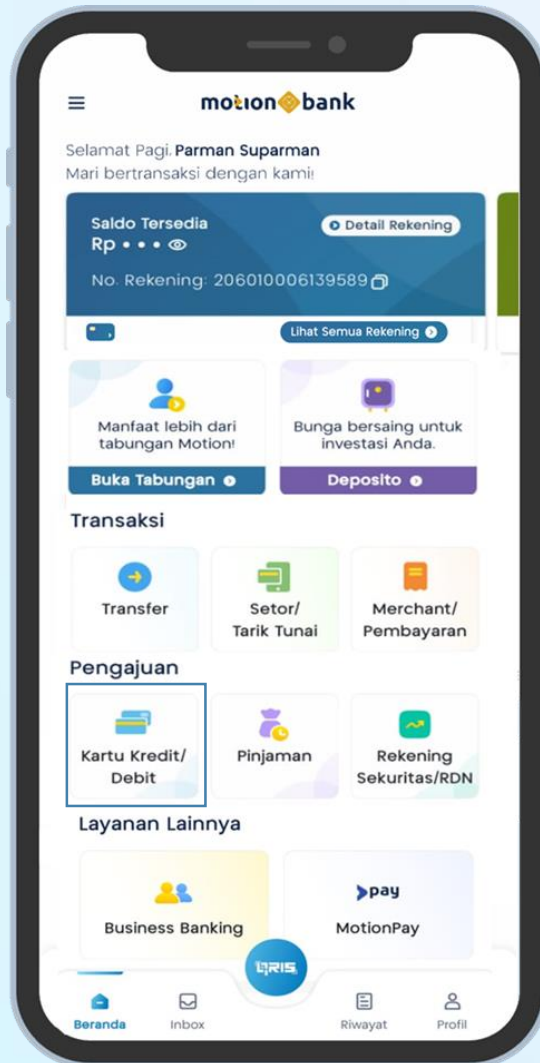


Product development



MODERN & CONVENIENT CREDIT CARDS

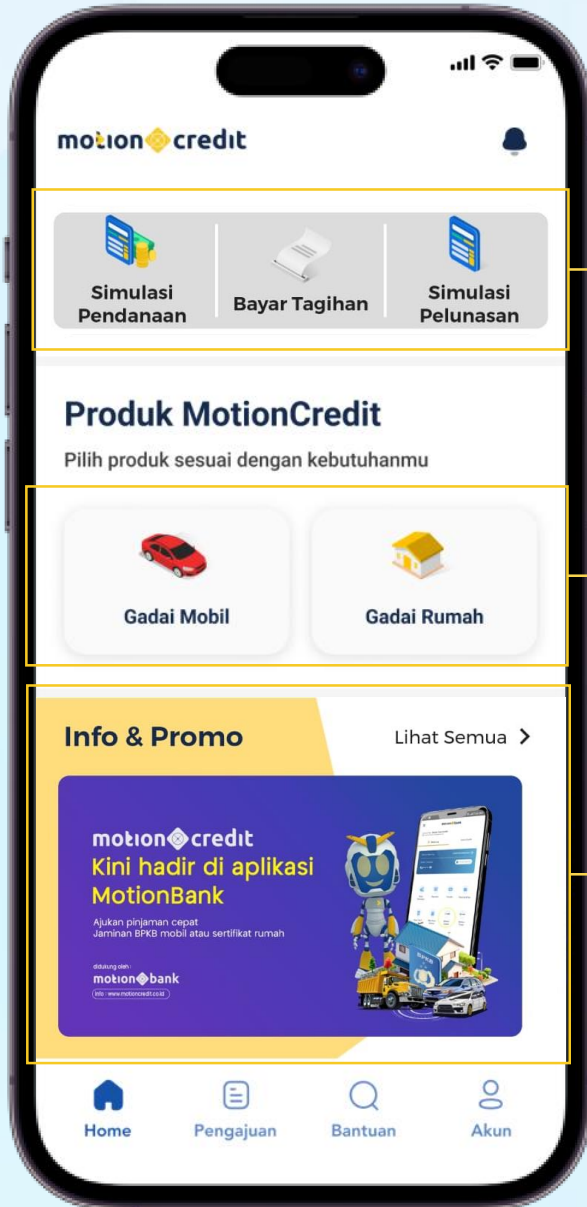
Full digital
onboarding
with a
5-minute
approval
decision!



Credit card features on motion bank app

- ▶ Activation
- ▶ Apply for new credit card, supplementary, or add-on card
- ▶ Installment plans
- ▶ Credit limit increase
- ▶ Cash on hand
- ▶ Transaction details
- ▶ Change PIN
- ▶ Virtual card display for online transaction

All cards feature contactless technology for lightning-fast and secure tap-and-go payments.



motion credit

DIGITAL LENDING MARKETPLACE

Brief Financing Simulation & Online Payment

Main Products

- **Gadai Mobil**
Car refinancing through AI-based credit scoring and easy to use application
- **Gadai Rumah**
House refinancing through flexible use of application

Sliding Banner for Promotion & Announcement

MotionCredit accommodates retail financing trends, fully digital end-to-end from user acquisition, administration, and collection, enhancing MNC Finance's reach to a broader market.

- Discover new experience of financing
- Friendly UI/UX
- Complete financial solutions
- Flexible financing option
- AI-based credit scoring





INTEGRATED CASHLESS PAYMENT SOLUTION

MotionPay is a digital payment platform including electronic money, electronic wallet, and digital transfer.

MotionPay serves as the main payment instrument in MNC Group Ecosystem as well as mass products payment.

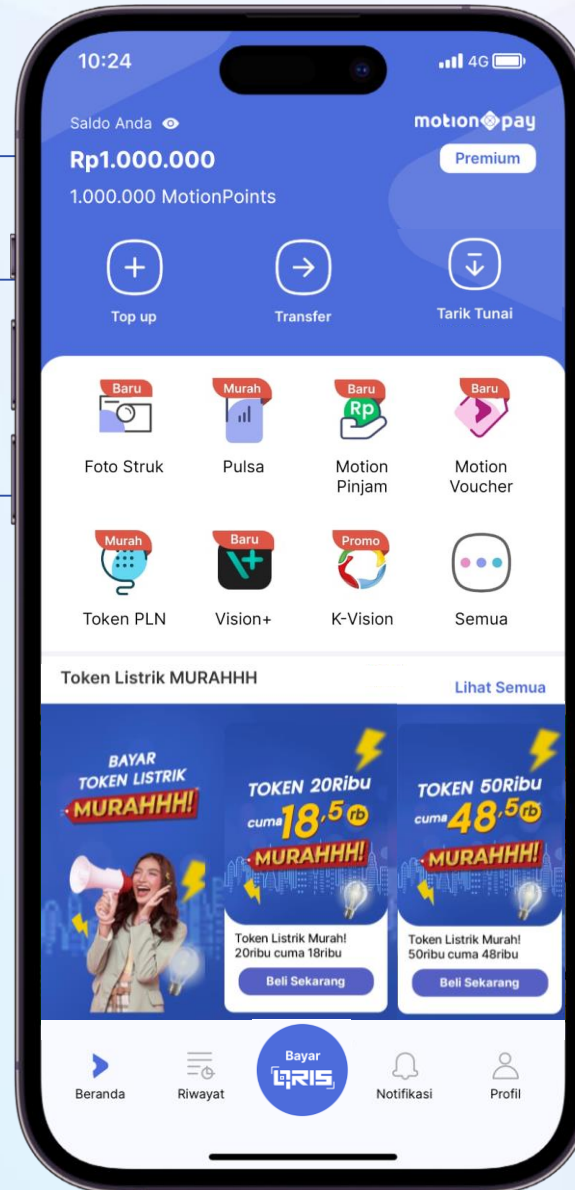


Balance & MotionPoints

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

Mass Product Segment

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



CUTTING-EDGE FEATURES



Whitelabel eMoney Solution



MotionCash



Cross Border MotionRemittance for PMI



Cross Border QRIS



MotionWallet



MotionPoints



MotionBills



MotionVoucher



MotionPaylater

ISO/IEC 27001:2013 Certified
Bank Indonesia No. 21/392/DKSP/Srt/B

Flash Mobile

Flash Mobile focus on providing payment gateway services in Indonesia, with qualified certifications including:

- PCI DSS security certification
- Fund Transfer Certification between Banks & eMoney
- QRIS Payment Certification
- Electronic Transaction and System Operator (PSTE)

Payment Gateway QRIS Payment Invoicing for SMEs
Transfer Services Billing Aggregator Value Added Service

PAYMENT NETWORKS

CARDS

VIRTUAL ACCOUNTS

RETAIL OUTLETS

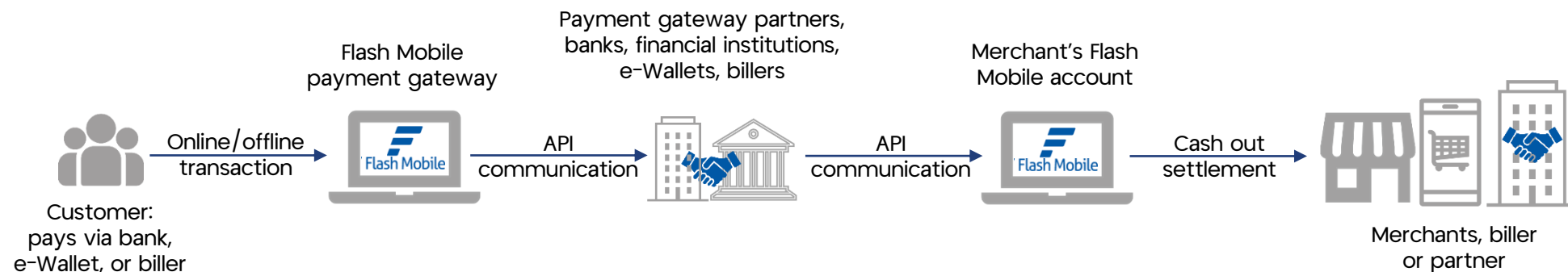
E-WALLET

QRIS

DIRECT DEBIT

PAYLATER/
CARDLESS

How Payment Gateway Works



THE BEST ONLINE TRADING APP **motiontrade**

MotionTrade by MNC Sekuritas has been one of the best and well-known online stock-trading platform since 2016.

STRONG POINTS



135 Points of Sales

The widest distribution network in Indonesia



up to **208** products

The most complete and innovative products and services



1 out of **17**

Securities houses with Sharia Online Trading System (SOTS) license



1 out of **10**

Securities houses with short-selling license



SERVICES

- **MNC Capital Market**
 - **Retail**
 - Branch
 - Online Trading
 - Mutual Funds
 - **Institution & High Net Worth**
- **MNC Fixed Income**
- **MNC Merchant Bank**
- **MNC Research**

DISTINCTIVE FEATURES



Auto Invest



Super Order



Online Account Opening



One Time PIN Authentication



e-IPO



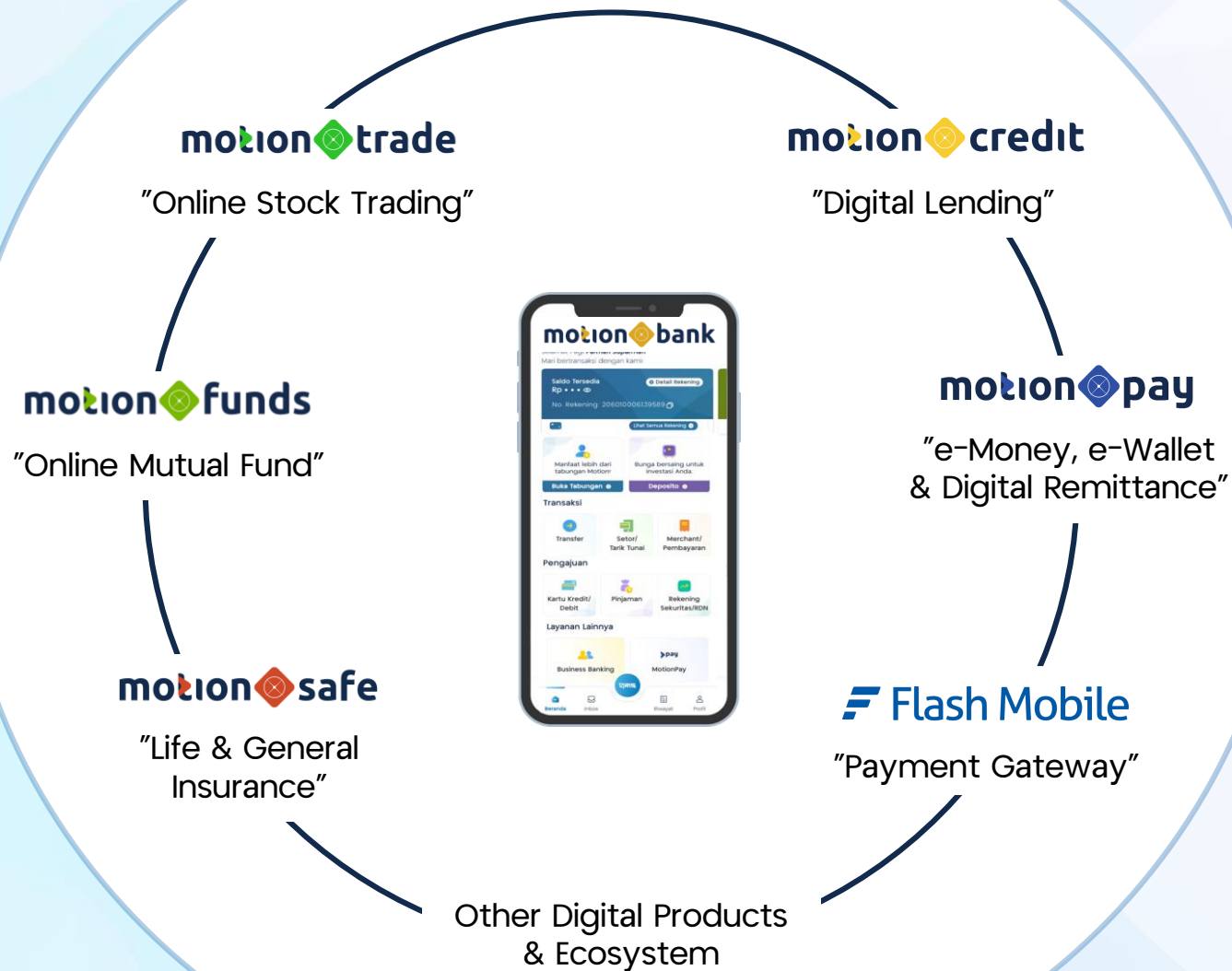
Daily MNC Research & Stock Recommendation



Advance Charting Tools



Margin Trading



SEAMLESS INTEGRATION FOR BETTER USER JOURNEY

When users move on to more sophisticated platforms, KYC requirements becomes tighter with respect to the associated risk factors of the provided service.

- Single sign-on
- Connected e-KYC across platform
- Cross wallet for convenient transaction
- Complete user data for comprehensive credit scoring
- End-to-end financial solutions

OUR STRATEGY

Maximizing transaction-based income from underserved individuals and SMEs



Funding

- Competitive interest
- Lucky draw / Lottery



Partnering with POS Indonesia and retail outlet as Agent Bank



Transaction

Credit profiling based on user transactions

Promotions (discounts and cashback) to boost transactions, barter with media value (no cash-burning)



Lending

De-risking business model by partnering with P2P Lending to serve both end customers & MSME

Digital lending strategies:



Virtual Credit Card

Partnering with reputable P2P lending platforms to manage risk



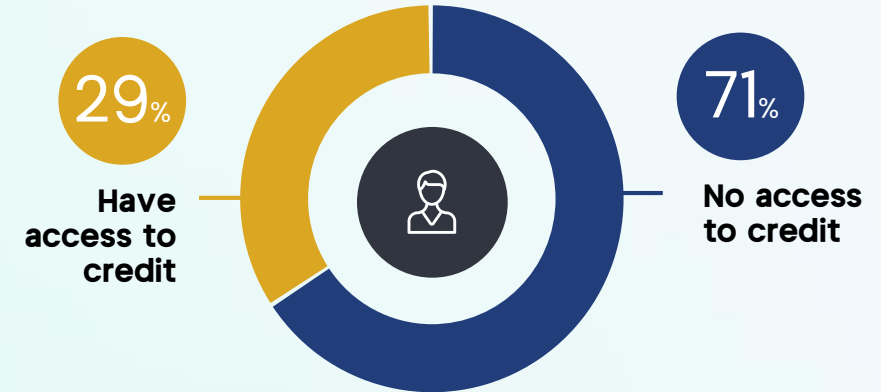
lending to retired government employees

E-commerce digital lending for both merchant (working capital) and buyers (buy now pay later)

Why this market?

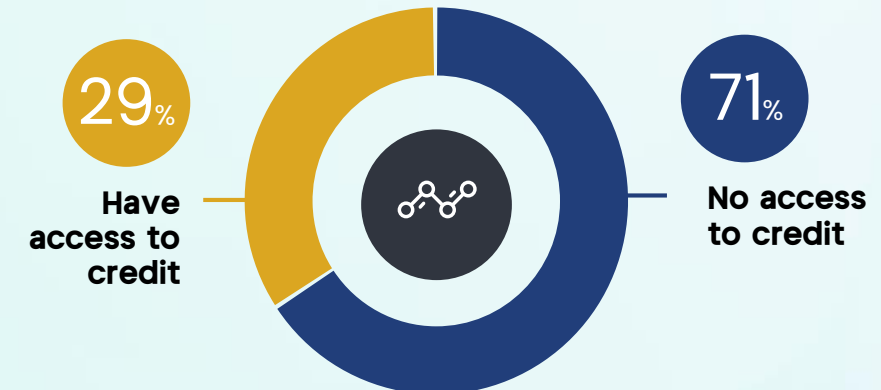
~ 186 million

Aspiring Middle & Middle Income Individual



66 million

Micro, Small and Medium Enterprises

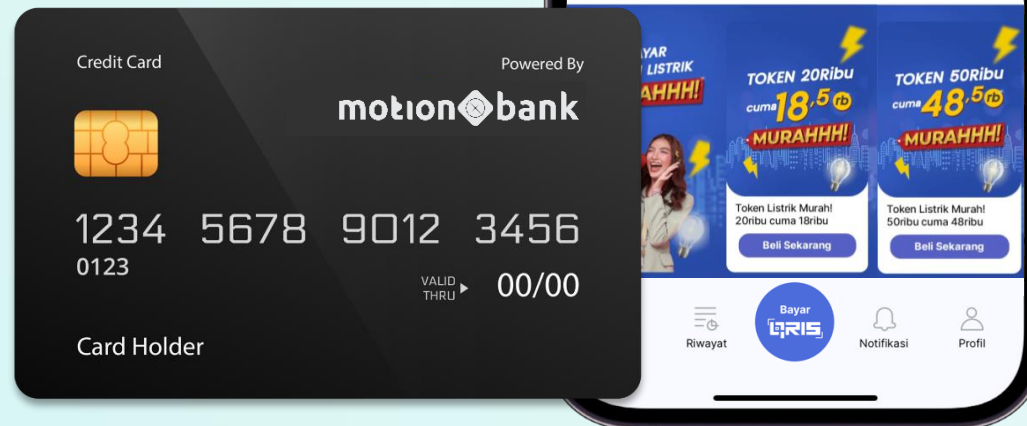


World Bank 2022; Central Bureau of Statistics, 2024; The Indonesian Joint Funding Fintech Association 2023; Indonesia Chamber of Commerce and Industry 2024

WHITE LABELING

FINTECH CO-BRANDING SOLUTION

Provides co-branding services for partners who want to create or develop fintech ecosystem. Difficulties such as managing licenses, permits, and technology can be solved by co-branding cooperation.



Why Co-Branding?

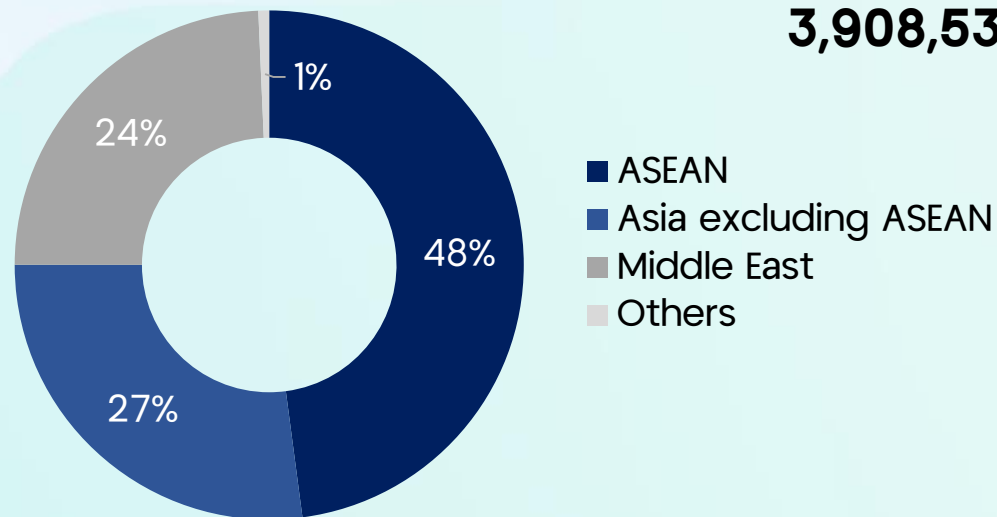
- License
- Technology
- Resources

Products

- E-Money
- Top-up, transfers, transactions, balance checking
- QRIS
- Loyalty points
- Credit card

Total Number of Indonesian Migrant Workers

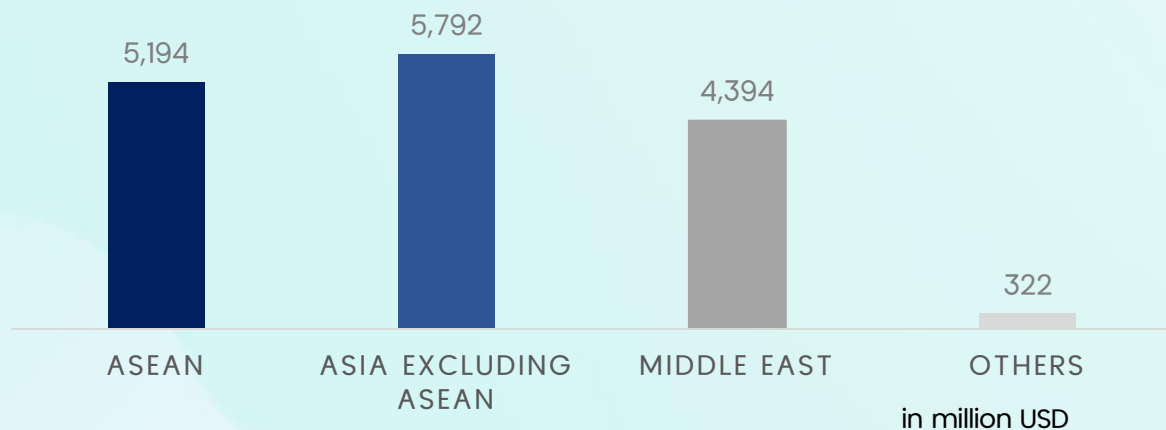
3,908,534



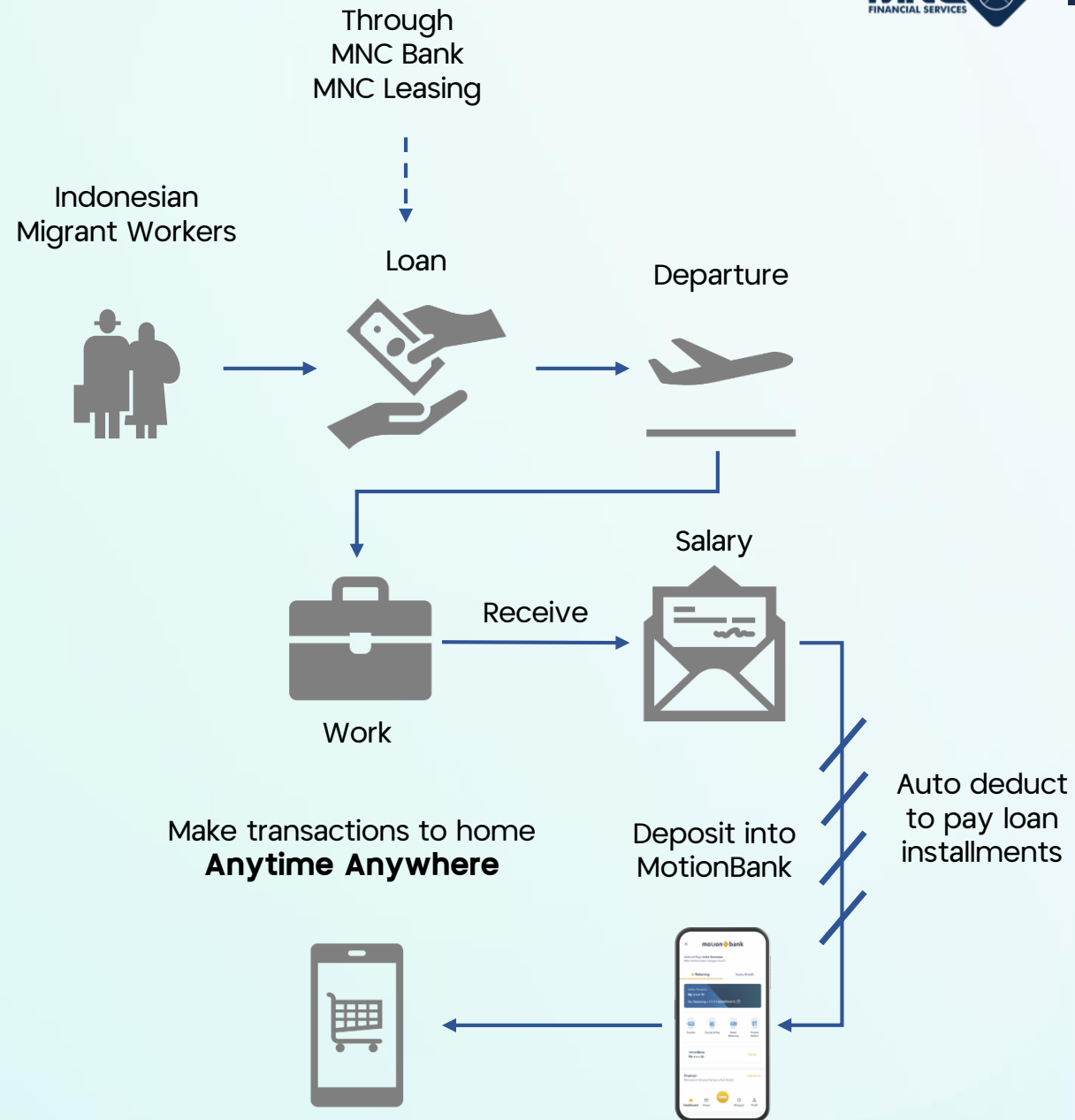
Remittance of Indonesian Migrant Workers

(Full Year 2024)

USD 15,702 Million

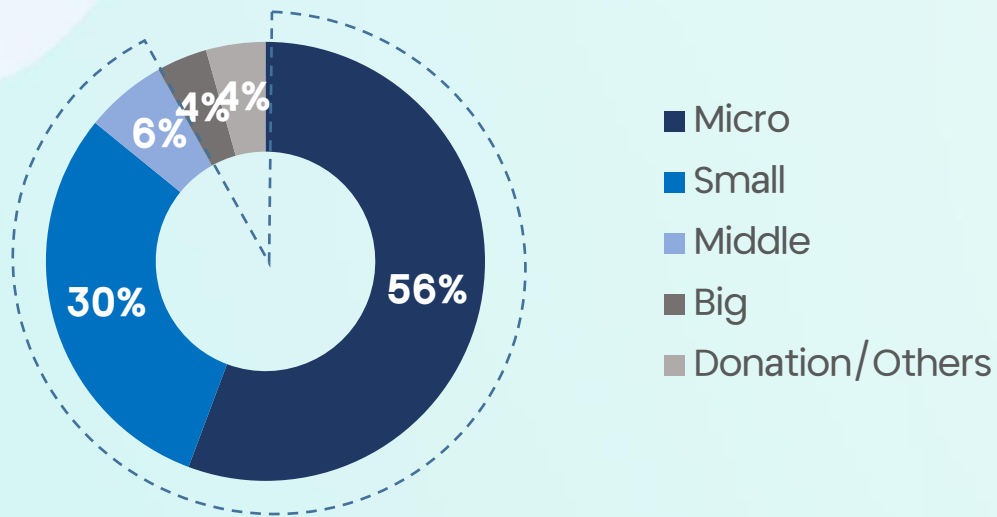


Central Bank of Indonesia, 2024



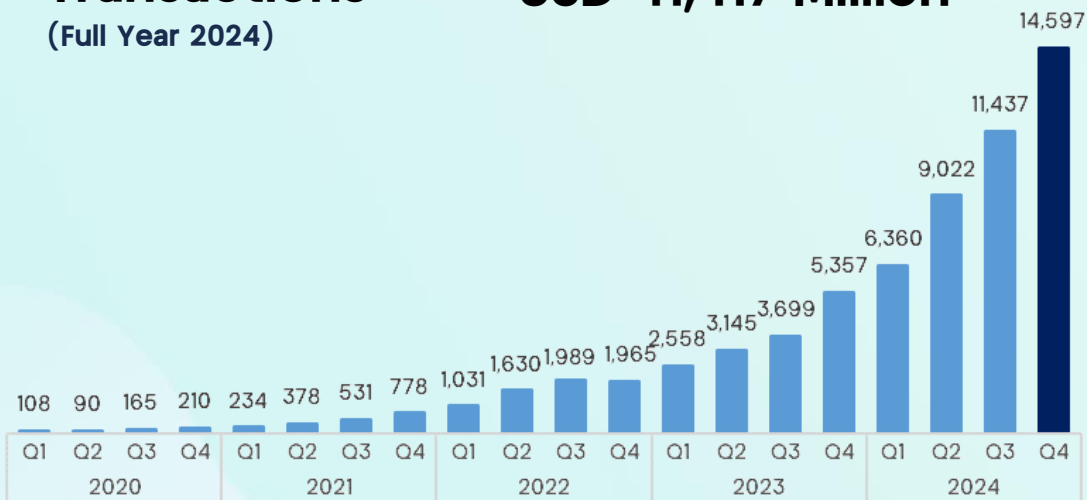
QR Adoption in Indonesia

Total QRIS Merchants 36+ Million



Transactions (Full Year 2024)

USD 41,417 Million



Central Bank of Indonesia, 2024

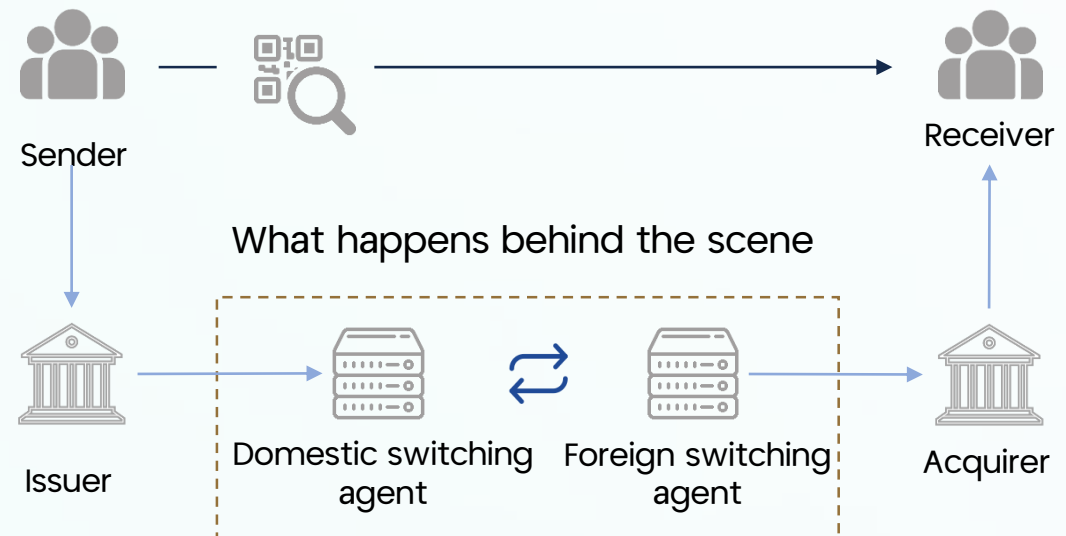
in million USD



Cross-border remittance



Indonesia, Malaysia, Thailand, Singapore, India, Korea, Japan, UAE



INVESTMENT HIGHLIGHTS



Immense Market Opportunity:

of serving unbanked/underbanked with a solid digital presence while delivering value to conventional customers



New Digital Initiatives:

accelerating delivery of low-cost, accessible products that fit customers' needs



Full Suite of Licenses under One Holding Company:

with exceptional ability to acquire new financial services licenses



Strategic Emphasis on Profitability:

sustainable and low burn rate to maximize profitability



Proven Track Record:

strong inorganic growth and exceptional management team



Building Superior Understanding of Our Customers

through solid digital ecosystem within MNC Asia Holding





THANK YOU

PT MNC Kapital Indonesia Tbk

MNC Bank Tower 21st Floor

Jl. Kebon Sirih No. 21-27

Jakarta 10340, Indonesia

Tel. +62-21 2970 9700

Fax. +62-21 3983 6870

www.mncfinancialservices.com

