



# **INDUSTRY OVERVIEW**



Immense Market Opportunity to Serve the Unbanked





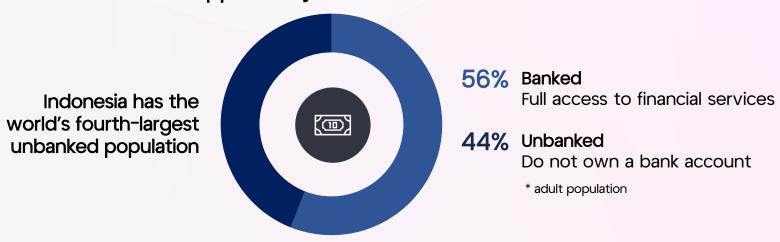
**US\$4,960** 2024 GDP per Capita

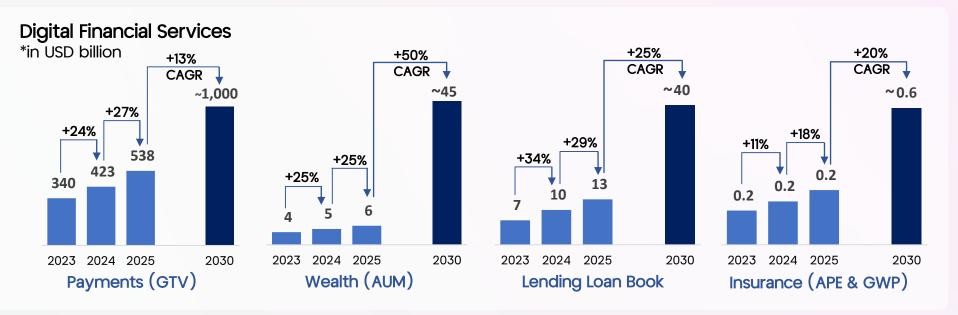


~80% Internet Penetration



~90% Smartphone Penetration





<sup>•</sup> The Global Findex by World Bank 2025 • Google, Temasek, Bain, e-Conomy SEA, 2025 • The directorate general of Population and Civil Registration of the Ministry of Internal Affairs Aug 28, 2025 • Central Bureau of Statistics, 2024 • Indonesian Internet Service Providers Association Forecast, Jan 2024 • Statista, Dec 2024

# MNC MEDIA ENTERTAINMENT



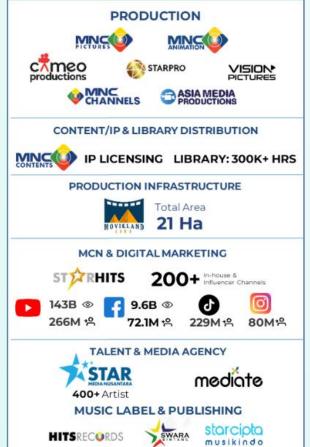




**PAY TV & ICT** 



# CONTENT, MCN, AGENCY AND OTHERS



# OTT STREAMING SERVICE



- \* PT MNC Digital Entertainment Tbk (IDX: MSIN) has been included in the FTSE Global Equity Index effective March 24, 2025.
- \* MSIN has been included in the MSCI Indonesia Small Cap Index effective November 25, 2025

# MNC FINANCIAL SERVICES OVERVIEW



<sup>\*</sup> MNC Kapital (IDX: BCAP) has been included in the FTSE Global Equity Index - effective September 22, 2025

# Partnership Ecosystems





• White-labeling MotionPay e-Money and e-Wallet inside JMO SuperApp ecosystems (more than 30 million social security users)

motion pay

- Disbursement of social security benefits and claim payment through Motion Bank overseas Network
- In-app purchase billers & utility payments inside JMO SuperApp



• Co-brand Credit Card with SuperApp KAI Access (with more than 20 million users)

- · Online account opening for MotionBank and Credit Card
- 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 3.5 million active users)
- · Online account opening for MotionBank and Credit Card
- MotionPay as preferred source of fund inside Citilink self-services app
- In-app 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 (3 million 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 80 million households, PLN developed super-app ecosystem called 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

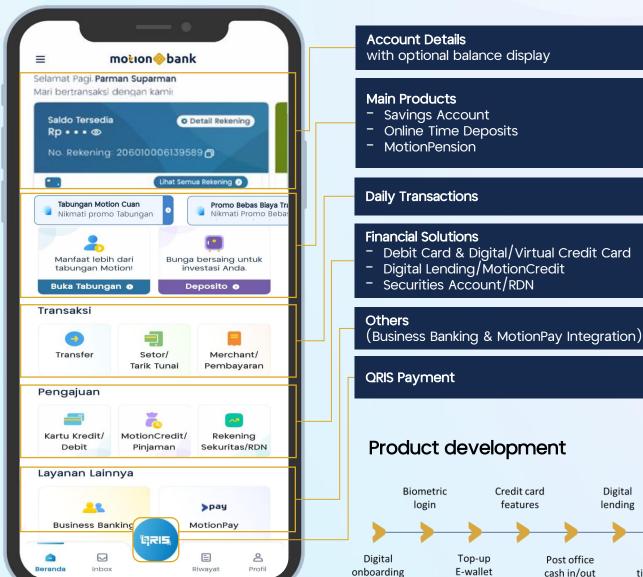




# THE SOLUTION



## Layanan Digital MNC Bank



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





Online time deposit

MotionPay integration

Minimart cash in/out

Digital CC onboarding Split bill

Open Banking



# **MODERN & CONVENIENT CREDIT CARDS**

motion@bank Selamat Pagi. Parman Suparman Mari bertransaksi dengan kamir Saldo Tersedia O Detail Rekening Rp · · · ® No Rekening 206010006139589 Lihat Semua Rekening > Tabungan Motion Cuan Promo Bebas Biaya Tra Nikmati promo Tabungan Manfaat lebih dari Bunga bersaing untuk tabungan Motion! investasi Anda Buka Tabungan 🧿 Transaksi Transfer Setor/ Merchant/ Tarik Tunai Pembayaran Pengajuan Kartu Kredit/ MotionCredit/ Rekening Debit Pinjaman Sekuritas/RDN Layanan Lainnya **>**pay Business Banking MotionPay 8 Riwayat

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 ocredit

# DIGITAL LENDING MARKETPLACE

**Brief Financing Simulation & Online Payment** 

#### **Main Products**

- Gadai Mobil
   Car refinancing through Al-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
- Al-based credit scoring



# FINANCIAL SERVICES

# motionopay

# INTEGRATED CASHLESS PAYMENT SOLUTION

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

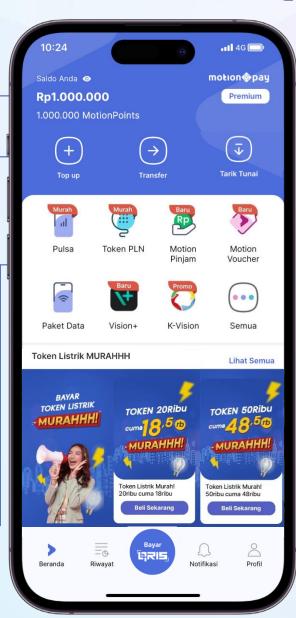
MotionPay serves as the main payment instrument in MNC Group Ecosystem as well as mass products payment.



**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, focus on providing digital payment gateway services in Indonesia, with qualified certifications including:

- PCI DSS security certification & ISO 27001
- Fund Transfer Certification between Banks & eMoney
- QRIS Payment Certification
- Electronic Transaction and System Operator (PSTE)

Integrated Dashboard

Wide Range
Payment Method

24/7 Support & Flexible API Integration

Fast Onboarding

Fast & Transparent

Multi Disbursement

### **PAYMENT NETWORKS**

**CARDS** 

**VIRTUAL ACCOUNTS** 

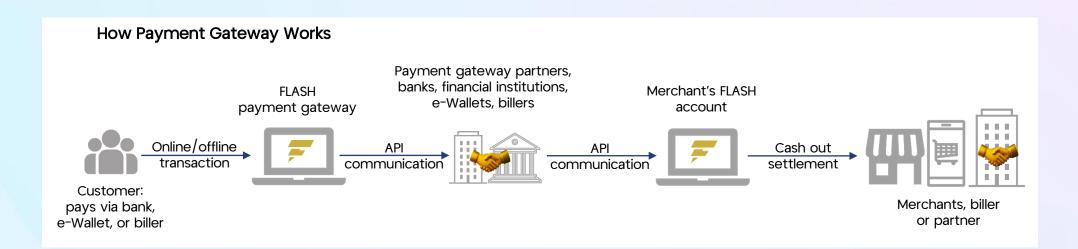
**RETAIL OUTLETS** 

**E-WALLET** 

**QRIS** 

**INSTALLMENT DIRECT** 

PAYLATER/CARDLESS



# THE BEST ONLINE TRADING APP

# motion@trade

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

#### **Services**

- MNC Capital Market
  - Retail
    - Branch
    - Online Trading
    - Mutual Funds
  - Institution & **High Net Worth**

- **MNC Fixed Income**
- **MNC Merchant Bank**
- **MNC Research**

#### Strong Points as of August 2025



166 Points of Sales

The widest distribution network in Indonesia



up to 218 products

The most complete and innovative products and services



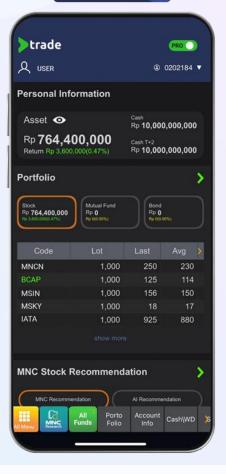
out of **18** 

Securities houses with Sharia Online Trading System (SOTS) license

### Now Available in **DUAL MODE**

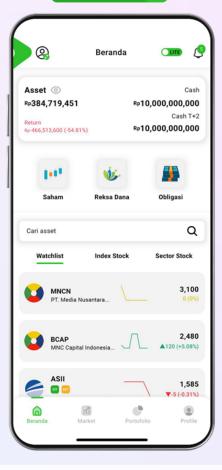


#### **PRO** Version





#### **LITE** Version









Market & Research



Portfolio Tracking

**Stock Profile** 





"Online Stock Trading"

**FLASH**"Payment Gateway"



### molion ocredit

"Digital Lending"

# motion pay

"e-Money, e-Wallet & Digital Remittance"

Other Digital Products & Ecosystem

# 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











# Lending

No access to credit to credit

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

# **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)

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

### Digital lending strategies:



Partnering with reputable P2P lending platforms to manage risk

#### **KOPNUSPOS** taspen



lending to retired government employees

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

# WHITE LABELING

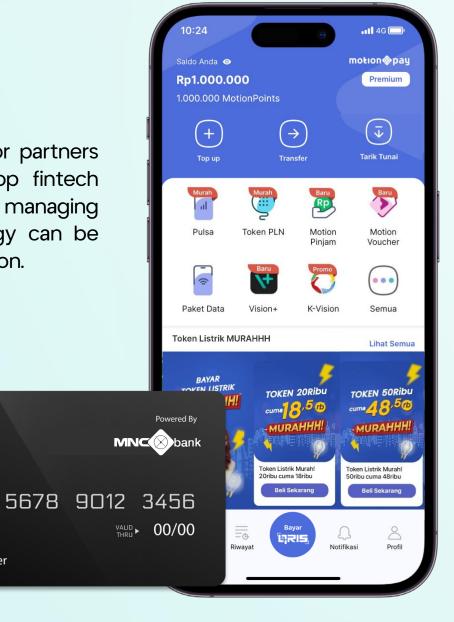
# FINTECH CO-BRANDING SOLUTION

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.

Credit Card

0123

Card Holder



## Why Co-Branding?

- License
- Technology
- Resources

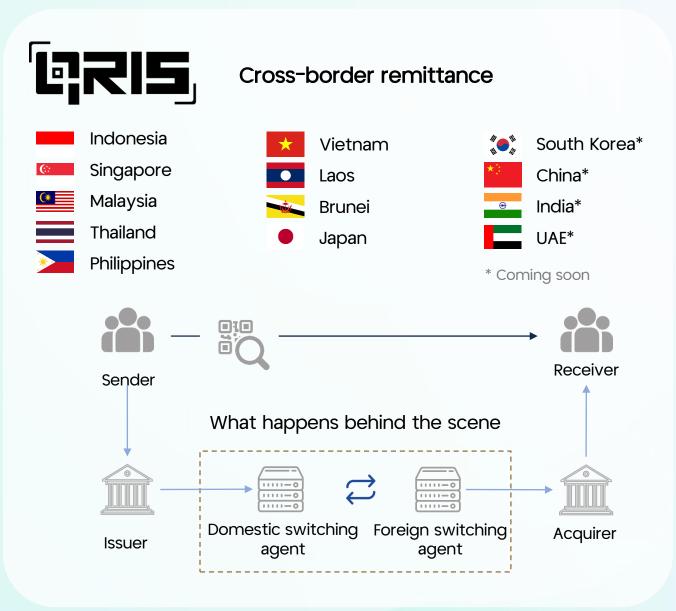
### **Products**

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

## **QR Adoption in Indonesia**









# **INVESTMENT HIGHLIGHTS**



Immense Market Opportunity:

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



Strategic Emphasis on Profitability:

sustainable and low burn rate to maximize profitability



New Digital Initiatives:

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



**Proven Track Record:** 

strong inorganic growth and exceptional management team



Full Suite of Licenses under One Holding Company:

with exceptional ability to acquire new financial services licenses



Building Superior Understanding of Our Customers

through solid digital ecosystem within MNC Asia Holding







#### 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

