

## JUMPED 22.3% YOY, MNC KAPITAL'S NET INCOME HITS RP17.73 BILLION IN THE THIRD QUARTER OF 2024

**Jakarta, November 1, 2024** - PT MNC Kapital Indonesia Tbk (IDX: BCAP) reported its financial performance for the period ending on September 30, 2024, with a consolidated revenue of Rp2.43 trillion, marking a 10.6% year-on-year (yoy) increase compared to the same period in 2023. The largest revenue contributor was interest and dividends, which rose 3.3% yoy, from Rp1.40 trillion to Rp1.45 trillion in 9M-2024. Interest and dividend income comprised a substantial 59.6% of BCAP's total revenue.

BCAP's revenue streams also include Rp487.72 billion in net premium income, Rp257.11 billion in digital income, Rp163.77 billion in capital market income, Rp24.80 billion in sharia financing lease income, and Rp46.10 billion in other operating income as of September 2024.

Amid the revenue leap, BCAP recorded a net income of Rp17.73 billion in the first nine months of the year, jumping 22.3% yoy compared to the net income of Rp96.27 billion in the same period last year.

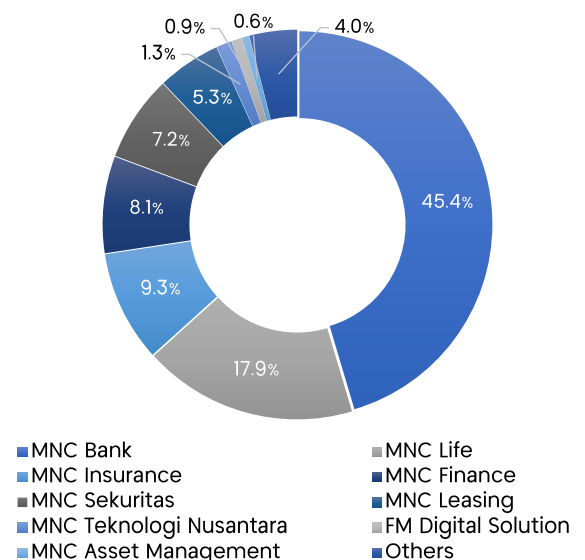
BCAP's balance sheet strengthened in the first nine months of 2024, with total consolidated assets rising to Rp27.94 trillion, consolidated liabilities climbing to Rp20.69 trillion, and consolidated equity amounted to Rp7.25 trillion in 9M-2024.

### 9M-2024 FINANCIAL HIGHLIGHTS

in million Rupiah	9M-2024	9M-2023
<b>Profit or Loss</b>		
<b>Revenues</b>	<b>2,426,491</b>	<b>2,194,065</b>
Interest and dividends	1,447,001	1,401,150
Capital market income	163,770	248,900
Net premium income	487,715	230,331
Digital income	257,108	246,318
Sharia financing lease income	24,797	19,674
Other operating income	46,100	47,692
<b>Income before tax</b>	<b>130,568</b>	<b>115,519</b>
<b>Net income</b>	<b>117,725</b>	<b>96,271</b>
Net income attributable to:		
- Owners of the company	96,654	76,290
- Non-controlling interests	21,071	19,981
Comprehensive income (loss)	266,713	(2,224)
Comprehensive income (loss) attributable to:		
- Owners of the company	253,434	(19,227)
- Non-controlling interests	13,279	17,003
Earning per share (in full Rupiah)	2.27	1.79

in million Rupiah	9M-2024	FY-2023
<b>Financial Position</b>		
Total Assets	27,938,188	25,863,812
Total Liabilities	20,685,128	18,860,818
Total Equity	7,253,060	7,002,994

### 9M-2024 REVENUE CONTRIBUTION



MNC Bank emerged as the main contributor to BCAP's revenue, accounting for 45.4% of total consolidated revenue, followed by other business units namely MNC Life 17.9%, MNC Insurance 9.3%, MNC Finance 8.1%, MNC Sekuritas 7.2%, MNC Leasing 5.3%, MNC Teknologi Nusantara 1.3%, FM Digital Solution 0.9%, MNC Asset Management 0.6%, and others at 4.0%.

## BUSINESS UPDATE

BCAP has signed a Memorandum of Understanding (MoU) with PT Bank Pembangunan Daerah Jawa Barat dan Banten Tbk (IDX: BJBR) or bank **bjb** on the Utilization of Banking and Financial Services Products. Both parties will leverage each other's business ecosystems to optimize digital payment services and banking solutions across Indonesia. MNC Kapital's MotionPay and Flash Mobile platforms will serve as payment sources and biller aggregators for the DIGI bank **bjb** app, while the ATM machines and Laku Pandai Agents, **bjb** BiSA, will serve as cash-out solutions for the MotionPay and MotionBank apps. Furthermore, bank **bjb** and MNC Bank will collaborate on treasury operations, covering money markets, foreign exchange, and fixed income. MNC Life and MNC Insurance will offer its digital insurance products through the DIGI bank **bjb** app, while MNC Asset Management will be involved in mutual fund management and Mutual Fund Selling Agent (APERD) services.



## MNC BANK

To accelerate growth, PT Bank MNC Internasional Tbk (IDX: BABP) or MNC Bank is actively expanding collaborations with partners from various sectors. MNC Bank and fintech company PT Venteny Fortuna International Tbk ("VENTENY") are committed to mutually supporting promotional and marketing programs for their products and services through each party's channels, particularly focusing on growing the acquisition of MNC Bank's Tabungan Motion and the VENTENY Employee Super App, especially the Earn Wage Access (EWA) service. Additionally, BABP and Bank Sumsel Babel are supporting each other's business operations, including but not limited to Call Money, Foreign Exchange & Derivatives, Global Master Repurchase Agreement (GMRA) Repo, White Labeling of MNC Credit Cards, and Loan Syndications.

In its commitment to expanding financial inclusion throughout Indonesia, MNC Bank has joined the "Link" network, the electronic payment system and network managed by PT Jalin Pembayaran Nusantara ("Jalin"). This allows MNC Bank to soon offer cardless cash withdrawal services at over 27,000 Link ATMs nationwide, alongside launching a new feature called QRIS Tuntas in collaboration with Jalin.

## MNC SEKURITAS

MNC Sekuritas achieved significant recognition during Q3-2024, securing a number of prestigious awards including the Euromoney Securities Houses Awards 2024 for Best Retail Brokerage in Indonesia, the Marketeers Editor's Choice Award (MECA) 2024 for Investment Product Campaign of The Year, the Financial Literacy Award 2024 for Most Active Securities Company from the Financial Services Authority (OJK), and three accolades at the ESG Initiative Awards 2024: Best ESG Investing Innovation, Best Sustainable Finance Leadership, and Best Director for ESG Initiatives.

MNC Sekuritas' online trading platform, MotionTrade, introduced a new feature called Auto Invest, allowing clients to automatically invest idle funds from their Customer Fund Account (RDN) into Money Market Mutual Funds (RDPU), maximizing potential returns.

MNC Sekuritas partners with MNC Bank to cross-sell credit cards to selected MNC Sekuritas clients, while MNC Bank also serves as a Customer Fund Account (RDN) Administrator Bank. MNC Sekuritas also engaged in Corporate Social Responsibility (CSR) activities alongside MNC Peduli, donating computers to the Lentera Pustaka Community Reading Garden in Bogor.

### **MNC TEKNOLOGI NUSANTARA**

MNC Teknologi Nusantara (MTN), a fintech company, provides innovative payment solutions for businesses and individuals. MTN owns an e-money, e-wallet, and digital remittance application called MotionPay, as well as a payment gateway brand, Flash Mobile.

MTN persistently enhances and expands its services to deliver accessible, fast, and secure financial inclusion. Throughout 2024, particularly in the third quarter, MTN recorded a transaction value of Rp8.7 trillion with a transaction volume of 98 million. This success was driven by strengthened partnerships and the addition of key collaborators, including KAI, PT PLN (Persero), multiple Bina Sarana Informatika campuses across Indonesia, the Vision+ app, and other prominent partners.

### **MNC LIFE**

MNC Life continues to strengthen its position in the insurance market by expanding its flagship credit life insurance product through strategic partnerships with BRI, BNI, and other leading banks. This product is specifically designed to offer optimal protection for loan holders, providing coverage for outstanding loan repayments in the event of unforeseen circumstances such as death before the loan is fully repaid. Through these growing collaborations, the Indonesian public now has easier access to financial protection, while MNC Life and its strategic partners continue to thrive, delivering added value to all stakeholders.

In addition to expanding products and partnerships, MNC Life is actively optimizing its digital business via the MotionLife app. Other innovations include the integration of insurance into diverse lifestyle factors, making financial protection an inseparable part of modern life. MNC Life remains committed to enhancing Indonesia's financial literacy to create a more prosperous, financially literate society ready to face the future.

### **MNC INSURANCE**

In the general insurance industry, MNC Insurance is dedicated to product innovation and service enhancement, prioritizing easier access and more efficient claims processes, which significantly boost customer satisfaction. In the third quarter of 2024, MNC Insurance proudly received multiple awards from esteemed institutions such as MAIPARK, Infobank, and The Finance, reflecting the company's unwavering commitment to exceptional service.

MNC Insurance is actively advancing its B2B partnership strategy and has successfully collaborated with MNC Bank, Bank Mandiri, Mandiri Tunas Finance (MTF), KAI, Gojek, Bluebird, Citilink, and other strategic partners to penetrate a broader market segment and substantially increase insurance product adoption. By implementing effective risk mitigation strategies and emphasizing insurance literacy, MNC Insurance continues to demonstrate strong financial performance throughout the year.

## MNC ASSET MANAGEMENT

In August 2024, MNC Asset Management launched two new mutual fund products: MNC Mutual Funds and MNC Private Funds. On the same occasion, MNC Asset Management has officially partnered with two major securities companies owned by state-owned banks, namely BNI Sekuritas and BRI Danareksa Sekuritas, for the marketing of mutual fund products. This collaboration aims to expand access to investments for the public and offer a wider range of innovative investment products to drive growth in Assets Under Management (AUM).

In addition, MNC Asset Management's fixed income mutual fund, MNC Dana Syariah, received the 2024 Best Sharia Mutual Fund award in the Best Fixed Income Sharia Mutual Fund category for three-year performance, presented by Investortrust.id and Infovesta Utama.

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