

Aladin

Next Generation Digital Sharia Bank - Connected we rise

October 2022

Company Presentation



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Bank Aladin is a listed, licensed digital Sharia bank that serves Indonesia's underbanked / unbanked population

Vast and attractive market opportunity for digital banking in Indonesia through offline-to-online ("O2O") and Sharia ecosystem



Massive opportunity for Sharia banking in Indonesia clear from large and increased customer demand and government support

Sharia banking is an underserved and underpenetrated segment

Addressable market (# of people)

>200 mn

Share of Sharia (% of banking asset)

6%

80+% of retail consumers with high levels of retention using Sharia-based use-cases across travel (Umrah, Hajj), healthcare & donation (zakat)

Existing offering of Sharia financial services **subpar to conventional banks**



Increased consumer appetite for Sharia-compliant products in Indonesia

Top 3 factors in considering new bank relationship in Indonesia⁽¹⁾



Trust in the institution



Sharia compliance



Product feature

Strong growth for Sharia-branded products in other verticals with strong Gov support

Food



Halal certification is now the “default norm” for F&B shops

Fashion



Hijab is now a fashion trend movement

Beauty



Local halal cosmetic brands competing with international brands

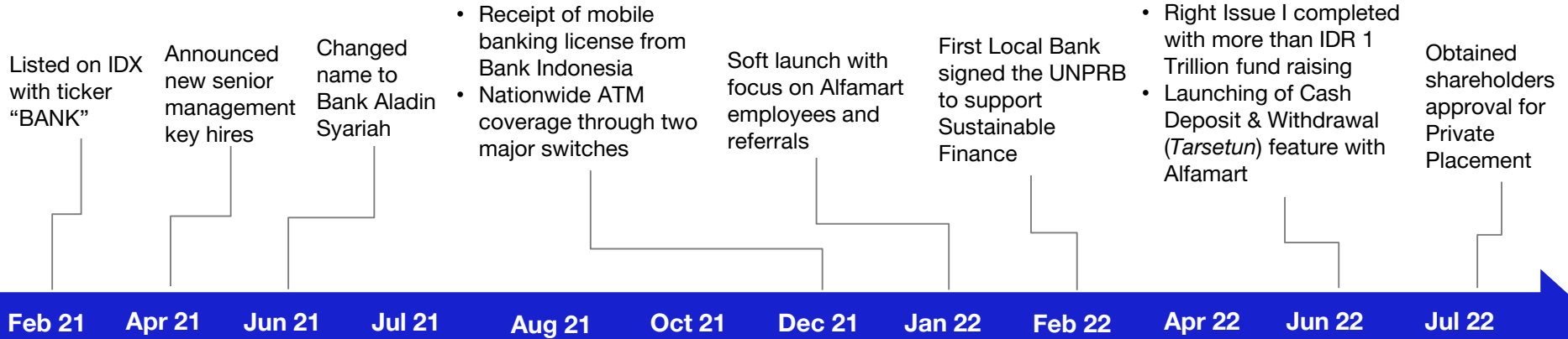
Government



Priority on gov agenda through the Sharia econ masterplan

1. Customer survey with sample across various age group (18 – 24, 25 – 34, 35 – 54) and income levels (mass, upper-mass, affluent), - based on 922 respondents

Significant business momentum since February 2021 IPO



Collaboration Announcements



World-class management team brings a wealth of experience in driving Aladin to the forefront of Indonesia digital banking

Board of Directors and Chiefs



DYOTA Marsudi
President Director

- Senior Executive Director of Investments Vertex Ventures (Temasek's VC arm)
- Management consultant at BCG
- National Digital Transformation Committee in PPN/BAPPENAS
- MBA – INSEAD, France
- Bachelor of Economics, Indonesia University



FIRDILA Sari
Digital Banking Director

- Head of Product at OVO
- Head of Mobile Products at Commonwealth Bank
- Product Manager at HSBC
- Bachelor of Economics, Indonesia University



MAYANG Ekaputri
Finance Director

- Group Head Finance & Strategy at Bank Aladin
- SVP of Treasury Finance at HSBC
- AVP Equity Derivatives Product Control at Credit Suisse Singapore
- MBA – Chicago Booth, USA
- B.Eng – National University of Singapore



NADEA Baiq
Compliance Director

- Compliance Director at Bank Maybank Syariah Indonesia
- Compliance Director at Bank of Tokyo-Mitsubishi UFJ
- Legal team at Bank Indonesia
- L.L.M - Southern Methodist University School of Law, USA



WILLY Hambali
Chief Strategy and Operating Officer

- Head of liquidity at GoPay
- CPO and Project Director at OVO
- Senior managing consultant at MasterCard Advisors
- Associate at Kearney
- MBA – Cornell University, USA
- B.Eng – National University of Singapore



BUDI Kusmiantoro
Chief Technology Officer

- CTO at OVO
- CTO at Traveloka
- Senior Engineering Manager at Google and PayPal
- M.Sc - San Jose State University, USA
- B.Eng – Tarumanagara University



LINDA Setiawan
Chief People, Diversity and Culture Officer

- Head of People & Culture for General & Administration Function, PT HM Sampoerna
- Director People & Culture, Philip Morris Taiwan, S.A.
- Head of Compensation & Benefits, PT HM Sampoerna
- Regional Manager Compensation & Benefits Asia, Philip Morris Asia Limited, Hong Kong
- M.Sc – Technische Universität Hamburg
- B.Eng – Institut Teknologi Bandung



STEFEN Loekito
Chief Commercial Officer

- COO at Virgo
- EVP Enterprise Payment & Business Owner at OVO
- Decision Management Head Consumer Banking at CIMB Niaga
- Business Leader/Director – Country Finance and Senior Business Analyst at VISA
- MBA - Louisiana State University, USA
- B.Eng – Louisiana State University, USA



Experienced supervisory boards with proven track records in financial services and Sharia industry

Board of Commissioners



RUDY Hamdani
President Commissioner (Independent)

- Deputy CEO at Sequis Life Insurance
- Chairman at Danakita Investama
- Consumer Banking Director at OCBC Bank
- Consumer Banking Director at Maybank
- B.Ba – St Mary's College



ATIONO Teguh Basuki
Commissioner

- Compliance Director at Bank Index
- IT & E-Channel Director at Bank Index
- Business Development Director at Bank Index
- Business Support Director at Bank Index
- Head of Operations at Panin Bank
- B.Eng – Bandung Institute of Technology



FRANSISCA Ekawati
Commissioner (Independent)

- Chairman at Bank Maybank Syariah Indonesia
- Member of Caretaker Team, The Indonesian Bank Restructuring Agency (IBRA)
- Group Head Bank Monitoring and Administration, The Indonesian Bank Restructuring Agency (IBRA)
- Management Team at Bank Pesona Kriyadana
- Bachelor of Economics – Indonesia Christian University

Sharia Advisory Board



Dr. H. M. Asrorun Ni'am Sholeh, M.A
Chairman of Sharia Compliance Oversight Body

- Deputy to the Minister of Youth and Sports
- Head of Fatwa for MUI (Indonesia's Muslim cleric body)
- PhD in Islamic Law – UIN Syarif Hidayatullah



Drs. K.H. Sholahuddin Al Aiyub, M.Si
Member of Sharia Compliance Oversight Body

- Indonesia's Vice President's personal secretary
- Katib Syariah PBNU (Indonesia's largest Muslim organization)
- Master of Islamic Economy and Finance, Indonesia University



Strong customer acquisition and business growth since soft launch in January 2022

Key Metrics as of 30 September 2022



App Installations
>1,8m



Funding
>IDR 500Bn



Registered Users (KYC Complete)
>1,1m



Financing
>IDR 300Bn



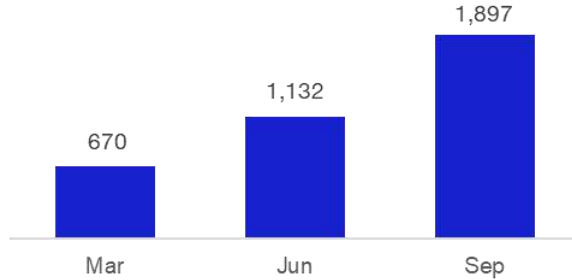
Provincial Coverage
Covering all provinces in Indonesia

Via O2O strategy with Alfamart, our users span across Alfamart network and beyond. User concentration in areas with highest Moslem populations in Indonesia i.e West Java, Central Java, East Java & Banten.

Aladin

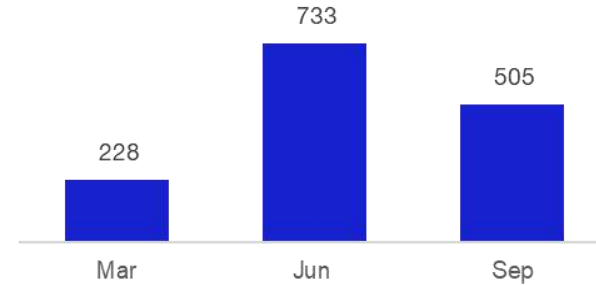
Significant growth of users with growing funding and financing portfolios

1 Number of App Installations (thousands)



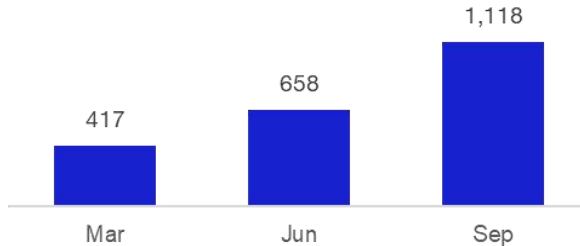
Continuously increasing app installs

3 Third-party Funding (IDR billions)



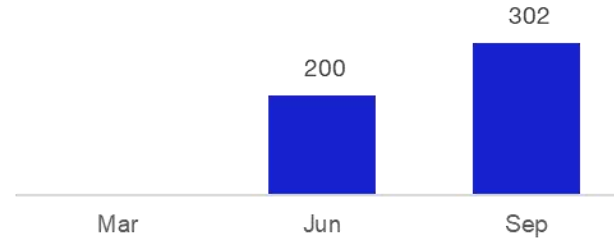
IDR 505bn third party funding

2 Number of Registered Users (thousands)



Accelerating user growth

4 Financing (IDR billions)



IDR 302bn outstanding invoice financing contract



Roadmap to build on current products with customer centric focus

Aladin product building principles prioritizes on the impact it has on the underbanked and unbanked

1. Strong offline presence to ease the mind of those that are banking for the very first time

2. Frictionless registration and app experience that works with low memory and low internet quality

3. Unique products that cater to the needs of the underbanked and unbanked



Financing

- Invoice **financing**



Funding

- **Saving & deposit** accounts
- **Goal saving** accounts
- **Payroll** accounts
- **Cash deposit/withdrawal** in Alfamart stores



Payment

- **GPN card** payment
- **Bill payment** integration



Fee income

- **Donations & Charity** platform

Future Pipeline

- Consumer **financing**
- **Hajj/Umroh financing & online registration**
- Supply chain **financing**

- **Other saving** products
- **Retail sharing** accounts
- **Cash management** (for SME and ecosystem partner)

- **QRIS** payment
- **Payment automation**
- **Loyalty** program

- **Insurance** products
- **Wealth management**



Building on early success with O2O strategy with Alfamart



Customers

- Extensive customer outreach through Alfamart offline network
- In store **promotion**
- **Cash deposit/withdrawal** in Alfamart stores
- **Alfagift** Integration (BaaS)



Employees

- Payroll **accounts**
- Employee **financing**
- Alfamart Employees focused **Member-get-Member campaign**



Supply Chain
&
Partners

- **Working capital financing** for Alfamart suppliers, franchisee and contractors
- **Cash management system**



Awards & Recognition

Tempo Financial Award 2021



The Best Financial Performance

CNBC Award 2021



The Most Promising Islamic Digital Bank

Berita Satu ESG Award 2021



Disclosure Rating Awareness

Infobank Digital Awards 2022



1st Rank Bank Umum Syariah (KBM1) 1
1st Rank Mobile Banking Bank Umum Syariah (KBM1) 1



2nd Rank Best Over All Mobile Banking - Bank Umum Syariah

Aladin

Brief History and Shareholder Structure

Bank history

- Acquired in December 2019
- Listed on IDX with the ticker “BANK” in Feb 2021

Shareholder Structure as at 30 September 2022

No	Shareholder	Percentage
1	PT Aladin Global Ventures	57.86%
2	Public	42.14%
Total: Basic Shares Outstanding		100.00%

Aladin



Bank Syariah Masa Depan