

# Aladin

Next Generation Digital Sharia Bank - Connected we rise

October 2023

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<sup>(1)</sup>



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

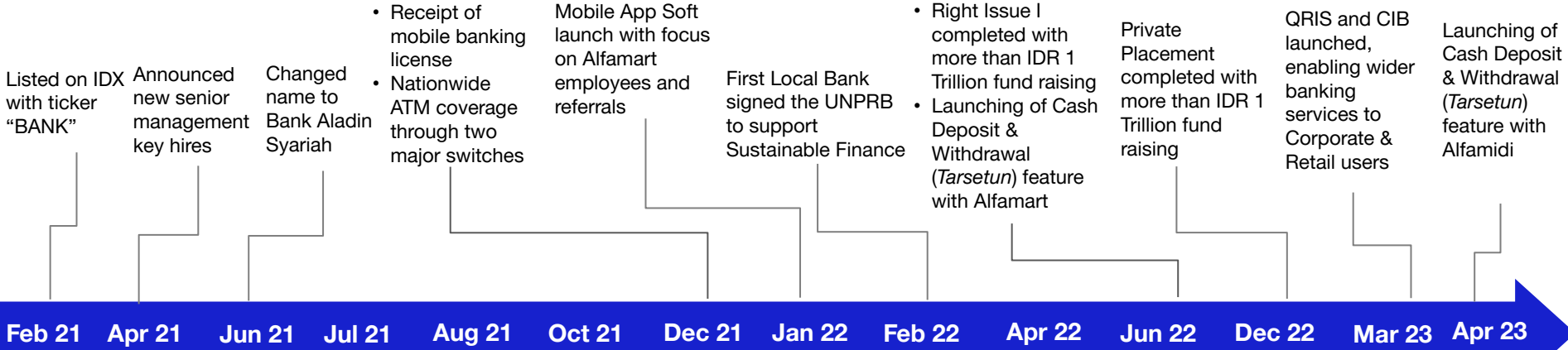
Government



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 Kriadana
- 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

Sequislife






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

## Key Metrics as of 30 Sep 2023



 **App Installations**  
**>4.9m**

 **Registered Users (KYC Complete)**  
**>3.0m**

 **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.

 **Funding**  
**IDR 2.8T**  
(eq. USD 181m)

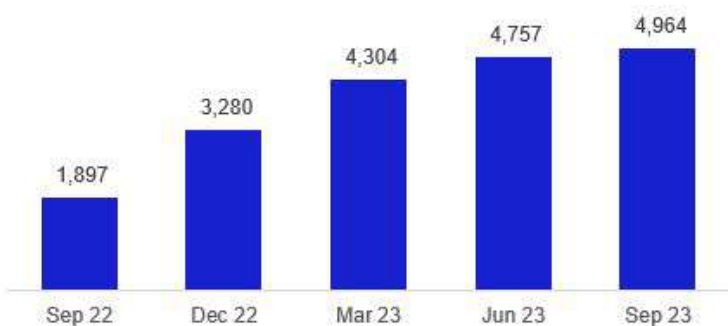
 **Financing**  
**IDR 2.5T**  
(eq. USD 160m)





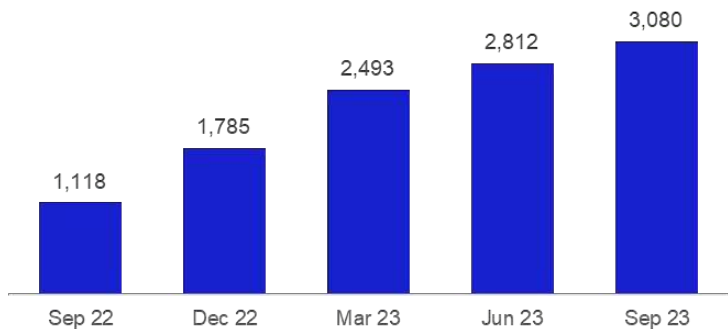
# Significant growth of users with growing funding and financing portfolios

1 Number of App Installations (thousands)



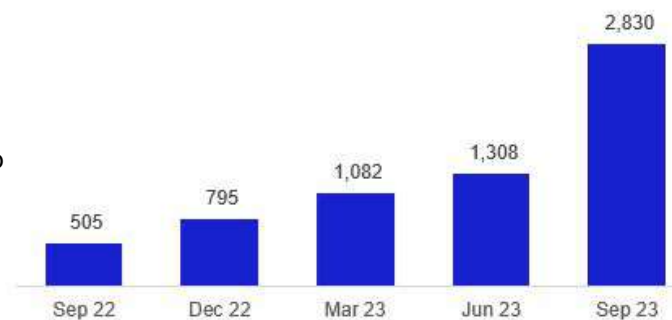
Continuously increasing app installs

2 Number of Registered Users (thousands)



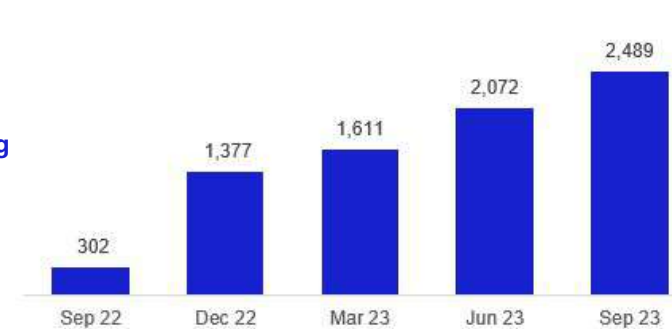
Accelerating user growth

3 Third-party Funding (IDR billions)



IDR 2.8tn (eq. 181.4mn) third party funding; consists of retail and non-retail customers

4 Financing (IDR billions)



IDR 2.5tn (eq. 159.5mn) outstanding financing; from invoice and working capital financing products, as well as retail multipurpose and vehicle financing

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# 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 & Supply Chain **financing**
- Working capital **financing**
- Payroll **financing**
- Consumer **financing**



## Funding

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



## Payment

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



## Fee income

- **Donations & Charity** platform

## Today

## Future Pipeline

- **Hajj/Umroh financing & online registration**

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

- **Payment automation**
- **Loyalty** program

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

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# Building on early success with O2O strategy with Alfamart



Customers

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



Employees

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



Supply Chain  
&  
Partners

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



# Being good corporate citizens embedded in all that we do: some concrete examples and achievements through an ESG lense



## Environment

- Measurement of **scope 1 and 2 emissions**, in addition to **scope 3 emissions from staff commutes and business travels**
- **Carbon offset** of 2022 emissions by supporting a community forest conservation project in Jambi
- **Collaborate with UNEP FI** to develop SF framework and integrate Indonesia Green Taxonomy
- **Engage Plastic Bank** to support collection of 2 tons of plastic waste, and **Rekosistem** to manage operational wastes



## Social

- **Financial inclusion:**
  - **748,924 women clients**
  - **1,338,176 low income clients**
- Socially-focused **CSR engagements** with **IDF-MUI** and **Alfa Group**
- Partner with **Alfamart** and **Evermos** to deepen penetration into **vulnerable segments**



## Governance

- **Gender-balanced senior management composition:** 50% are women
- Updated **Code of Conduct** and **Integrity Pact for Suppliers** to be better aligned with the Bank's ESG strategy framework
- Continued global ESG commitment as **signatory of UNPRB** and **UNGC**, and **Ranked 5th among banks** in Indonesia in **2022 S&P Global CSA** (score: 26)
- **TrenAsia ESG Awards 2023** under the Sharia Bank Category for Action



United Nations  
Global Compact



PRINCIPLES FOR  
RESPONSIBLE  
BANKING

# Awards & Recognition

## CNBC Award 2021



The Most Promising Islamic Digital Bank

## B Universe ESG Award 2021 & 2022



Disclosure Rating Awareness (2021)



Disclosure Rating "Commitment C" (2022)

## World Economic Magazine Award 2023



Best New Islamic Digital Bank

## Infobank Digital Awards 2022



1st Rank Bank Umum Syariah (KBMI) 1



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



2nd Rank Best Over All Mobile Banking Bank Umum Syariah

## Infobank Digital Awards 2023



The Best Sharia Bank (KBMI) 2023



The 2nd Best Digital Bank (KBMI) I 2023



Sharia Bank for Action



# Brief History and Shareholder Structure

## Bank history

- Acquired in December 2019
- Listed on IDX with the ticker “BANK” in Feb 2021
- Right Issue in June 2022
- Private Placement in December 2022

## Shareholder Structure as at 30 September 2023

No	Shareholder	Percentage
1	PT Aladin Global Ventures	53.17%
2	Public	46.83%
<b>Total: Basic Shares Outstanding</b>		<b>100.00%</b>

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# Aladin



Bank Syariah Masa Depan