

# PT Bank Aladin Syariah Tbk

Company Presentation  
July 2024

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## Disclaimer



# Bank Aladin is a listed, licensed digital Sharia bank that serves Indonesia's mass population

**Aladin** Bank Syariah  
Masa Depan

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

~77% of Indonesia's adult population remain underbanked / unbanked



2<sup>nd</sup> largest banking market in Southeast Asia with a ~US\$600bn<sup>1</sup> TAM in aggregate banking assets

- <30% of SMEs have access to banking services, >75% MSMEs have limited or no access to formal lending sources
- Low household lending penetration at ~10% of population



Robust mobile and internet penetration at ~65% & 48% respectively

O2O strategy expect to result in lowest CAC and highest CLTV to acquire, retain and collect financing



Noticeable shift in customer preference towards Sharia products

**Aladin**

# 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

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

**Share of Sharia** (% of banking asset)

6%

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

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

# Building continuous business momentum with our partners through product launches and enhanced features

- Listed on IDX with ticker "BANK"
- Changed name to Bank Aladin Syariah
- Receipt of mobile banking license
- Nationwide ATM coverage through two major switches
- Mobile App soft launch, offering 2 types of saving products Ala Dompet & Ala Impian
- Bill payment feature enabled in the mobile apps
- First Local Bank signed the UNPRB to support Sustainable Finance
- Right Issue I completed with more than IDR 1 Trillion fund raising
- Launching of Cash Deposit & Withdrawal (*Tarsetun*) feature with Alfamart
- Private Placement completed with more than IDR 1 Trillion fund raising
- QRIS and CIB launched, enabling wider banking services to Corporate & Retail users
- Launching of *Tarsetun* feature with Alfamidi
- BaaS integration with Alfagift completed, allowing Alfagift users to open Aladin account through the app
- TD retail online launched, providing retail users with longer term savings options
- Teenage savings account Ala Gen launched
- E-wallet top-up feature enabled
- New management announcement
- Launching of *Tarsetun* feature with Lawson & Dandan

2021

2022

2023

H124

## Collaboration Announcements

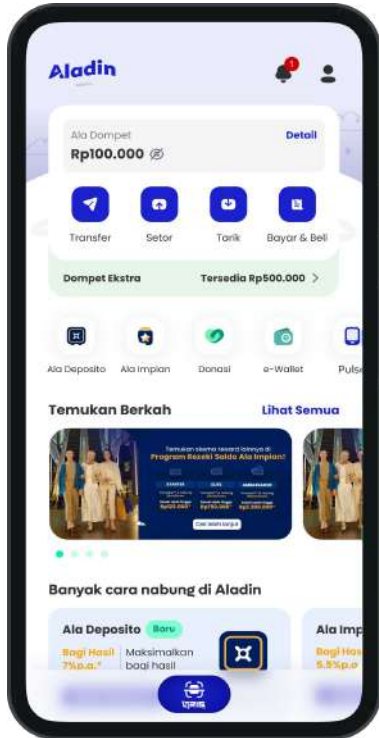
The graphic displays logos of various partners categorized by year:

- 2021:** Alfamart, halodoc, FACEBOOK, BPKH (Badan Pengelola Keuangan Haji), PERSIS.
- 2022:** Google Cloud, evermos, ZA Tech, PERSIB (1933).
- 2023:** Alfamidi, Alfagift, aksesmu.
- H124:** LAWSON, DAN DAN (Fun Healthy Beauty), Aladin.

# Strong business growth and improving financials since our launch in January 2022

**Aladin** Bank Syariah Masa Depan

## Key Metrics as of 30 Jun 2024



**App Installations**  
**>5.4m**



**Registered Users (KYC Complete)**  
**>3.2m**

**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.



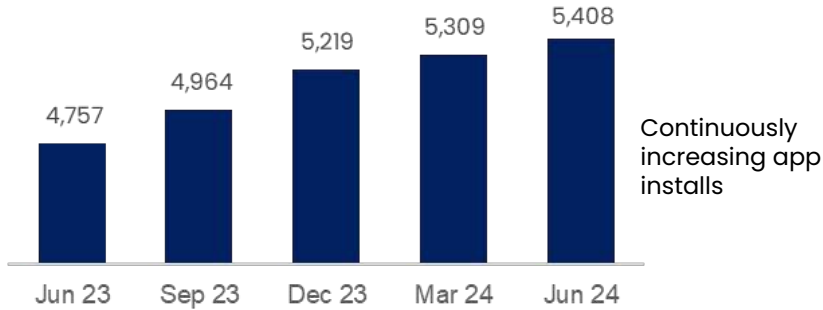
**Funding**  
**>IDR 4.6T**  
(eq. USD 286m)



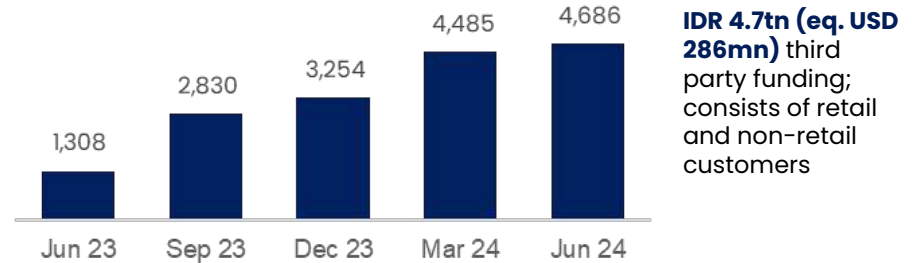
**Financing**  
**>IDR 3.9T**  
(eq. USD 244m)

# Consistent growth of users, funding and financing portfolios

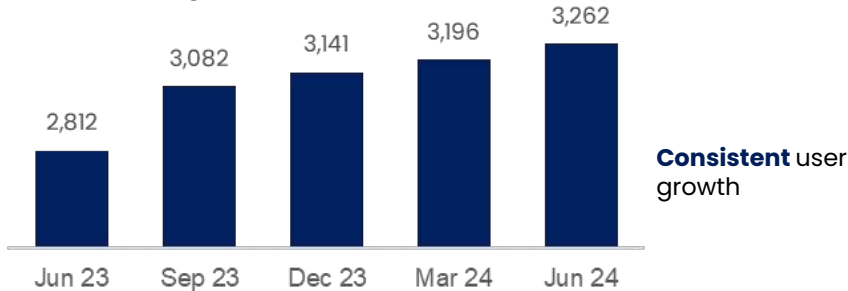
## 1 Number of App Installations (thousands)



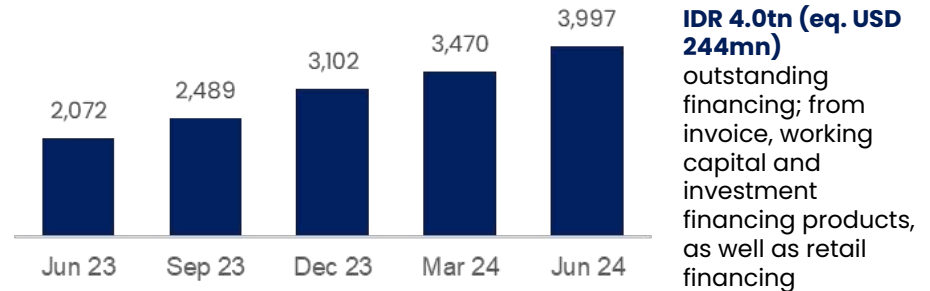
## 3 Third-party Funding (IDR billions)



## 2 Number of Registered Users (thousands)



## 4 Financing (IDR billions)



# Seasoned management team brings a wealth of experience in driving Aladin to the forefront of Indonesia digital banking

## Board of Directors and Chiefs



**KOKO** Tjatur Rachmadi  
**President Director\***

- President Director at PT Bank KB Syariah
- Business Director at Bank BJB Syariah
- EVP, Head of Sharia Business Unit at Bank OCBC NISP
- AVP, Liabilities Product Department Head at Bank Mega
- Bachelor of Mathematics - Gadjah Mada University



**FIRDILA** Sari  
**Director**

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



**JO** Anula Putra  
**Director**

- Group Head Commercial at Bank Aladin
- Group Head Credit Management at Bank Sinarmas
- Group Head Corporate Credit Analyst at Bank Sinarmas
- Bachelor of Economics - Diponegoro University



**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**

- Chief Technology Officer at OVO
- Chief Technology Officer Transport 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



\*Appointment will be effective after obtaining approval from the OJK for the fit & proper test



# 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



**Aladin**

# Building on early success with O2O strategy with Alfamart with various features enhancement and product launches



## Customers

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



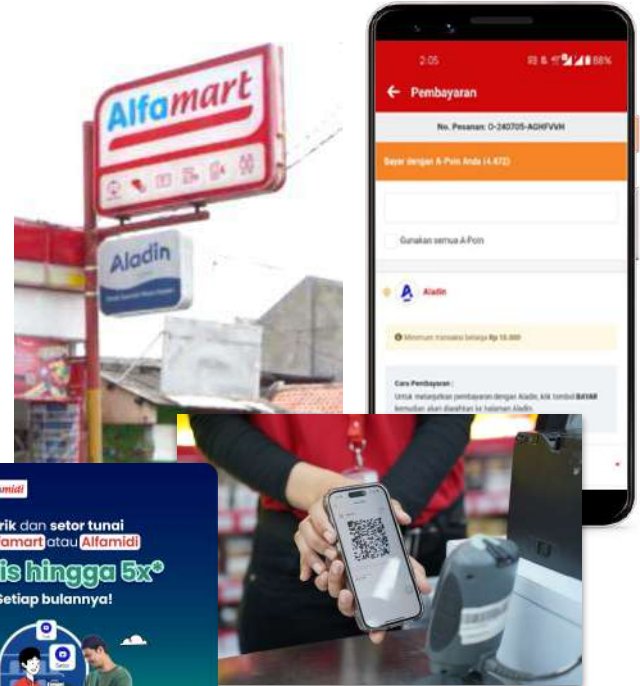
## Employees

- 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**



# Charting a better path: Our commitment to sustainable future



- Measurement of **scope 1 and 2 emissions**, in addition to **scope 3 emissions from staff commutes and business travels**
- **Carbon offset** of 2023 emissions by supporting a forest conservation project in Kalimantan
- **Collaborate with UNEP FI** to integrate Indonesia Green Taxonomy into the existing monitoring and reporting processes
- Initiated **financing to green projects** in 2023 for a total loans outstanding of IDR 34.5 bio as at December 31, 2023



- **Financial inclusion** (as at December 31, 2023):
  - **71.5 mio women clients**
  - **2.9 mio low income clients**
  - **64.5% of total financing outstanding went to MSMEs**
- Partner with **Alfamart** and **Evermos** to deepen penetration into **vulnerable segments**



- **Gender-balanced senior management composition:** 50% are women
- Continued global ESG commitment as **signatory of UNPRB** and **UNGC**, and **improved the 2023 S&P Global ESG Score to 33 from 26 in 2022.**
- **Best Islamic Bank for Sustainable Finance – Indonesia** by the Digital Banker at the Global Sustainable Finance Awards 2024
- **Best Corporate Transparency and Emission Reduction – Platinum Plus Awards** by Investortrust and BGK Foundation



# Local and international recognitions on various categories validating our progress over the years

**Aladin** Bank Syariah Masa Depan

## CNBC Award 2021



The Most Promising Islamic Digital Bank

## B Universe ESG Award 2021 & 2022



Disclosure Rating Awareness (2021)



Disclosure Rating "Commitment C" (2022)

## Infobank Digital Awards 2023



The Best Sharia Bank (KBMI) | 2023



The 2nd Best Digital Bank (KBMI) | 2023

## TrenAsia ESG Award 2023



Sharia Bank for Action

## Marketeers Editor's Choice Award 2022



Breakthrough Islamic Digital Bank of The Year

## World Economic Magazine Award 2023



Best New Islamic Digital Bank

## Infobank Digital Awards 2024



The Best Deposit Sharia Bank KBMI 1



The Best Digital Bank KBMI 1



The Best Sharia Bank KBMI 1

## 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 June 2024

No	Shareholder	Percentage
1	PT Aladin Global Ventures	51.81%
2	Public	48.19%
<b>Total: Basic Shares Outstanding</b>		<b>100.00%</b>



**THANK YOU**