



PT Bank Aladin Syariah Tbk



Company Presentation
October 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



2nd largest banking market in Southeast Asia with a ~US\$600bn¹ 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⁽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

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

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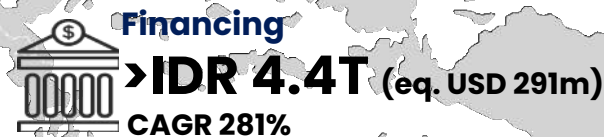
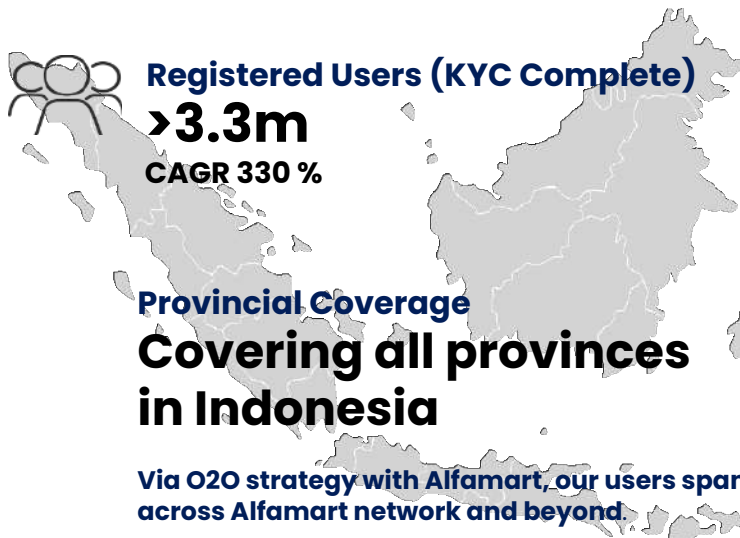
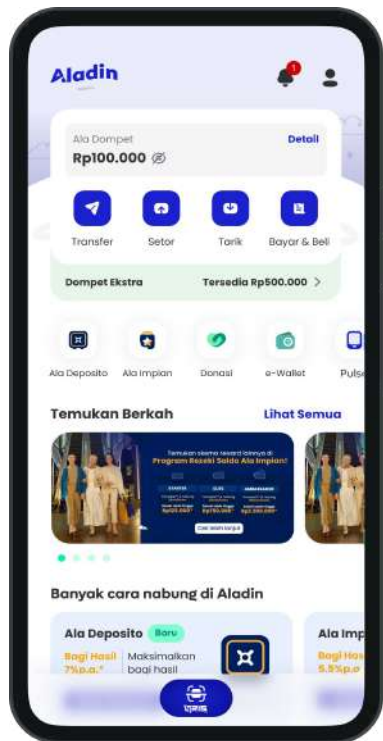
Collaboration Announcements



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

Aladin Bank Syariah
Masa Depan

Key Metrics as of 30 Sep 2024



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



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



FIRDILA Sari
Director

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



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



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



Prof. 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

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



Aladin

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 September 2024

No	Shareholder	Percentage
1	PT Aladin Global Ventures	51.61%
2	Public	48.39%
Total: Basic Shares Outstanding		100.00%

THANK YOU

