



# Axiata Analyst Investor Day

## Boost Holdings

December 2022

# We have achieved several key milestones in our Fintech journey



**2017**

Launch of **Boost** as a homegrown e-wallet



**2018**

Launch of **Apigate**: tailor-made solutions for mobile operators and digital merchants



**2020**

Launched Insurance & completed the **largest ever Fintech deal with Great Eastern at that time**



Aspirasi collaborates with GE to launch microinsurance



Aspirasi with one of earliest partners – Lazada to launch microfinancing

**2019**

Launch of **Aspirasi**, focusing on Micro- financing

**2021**

Launch of **Boost Biz** (Merchant Solutions Business)

- DFS entities consolidated under Boost Holdings;
- Digibank License Application submitted



Acquisition of P2P Company in Indonesia & awarded Top 10 Fintech lender in ID



Apigate rebranded to **Boost Connect** as a cross border payment processing platform



Completed rebrand of DFS entities and moving forward under **Boost Holdings**

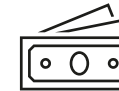
As of Q3 2022, we have achieved across all Boost entities..



**Digital Bank license awarded** in Malaysia



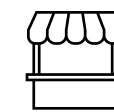
**>RM2.9 bil** YTD GTV generated across our businesses



**>RM2.0 bil** loans disbursed since inception, region



**>10.2mil** registered userbase

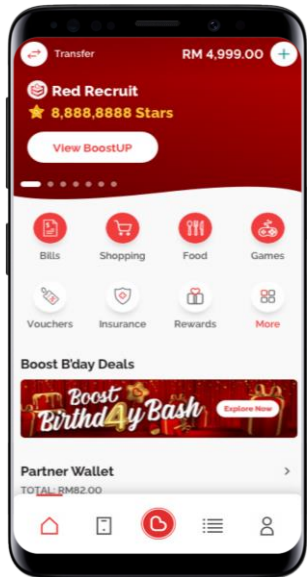


**>530k** merchant touchpoints

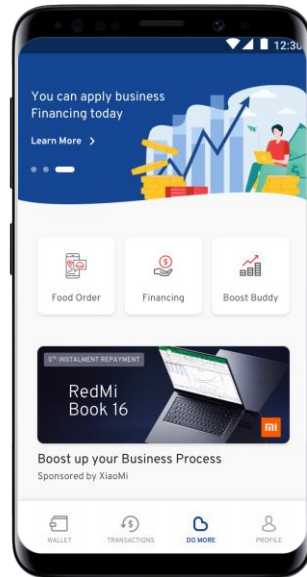
# Evolved into a full spectrum fintech player in Southeast Asia



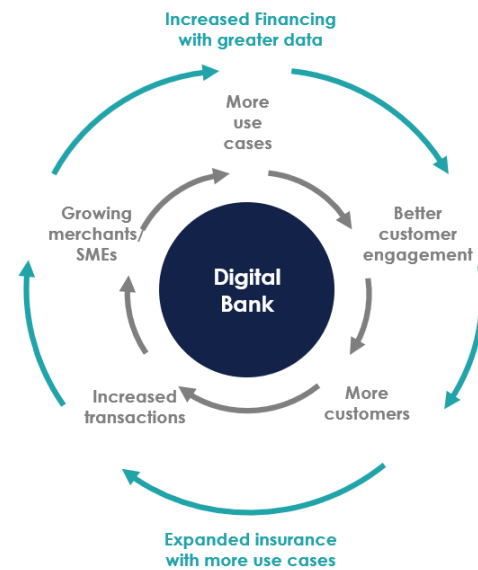
## 1 Consumer Fintech App



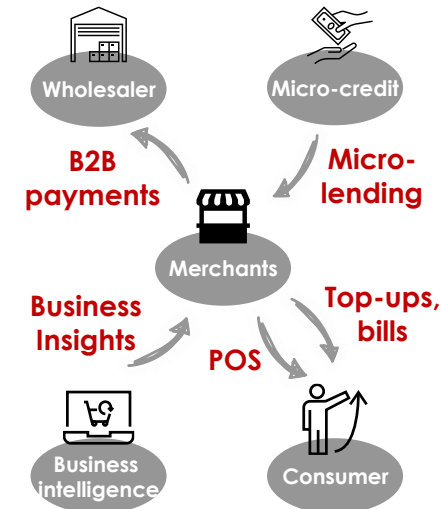
## 2 Merchant Solutions



## 3 Digital Financing & Digital Banking



## 4 Merchant Solutions



## 5 Cross Border Payments



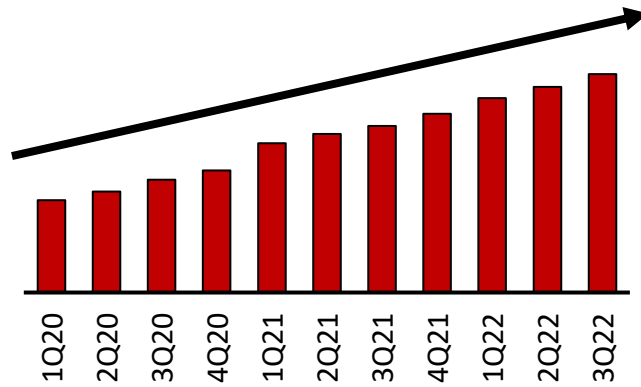
Centre of gravity has **shifted towards lending** with a focus on **B2B**

# Our model is an ecosystem-centred approach; growth with partners

## Cum. # of Merchants Integrated

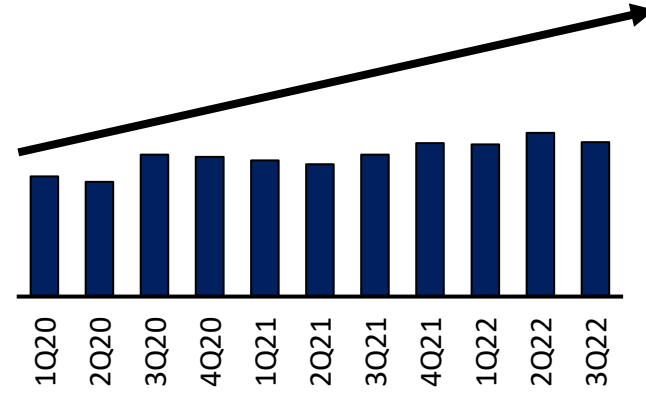


Payments



**2.4x**  
growth

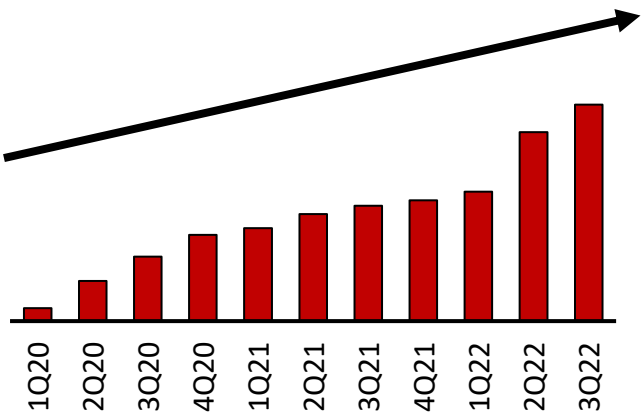
## Total Gross Transaction Value



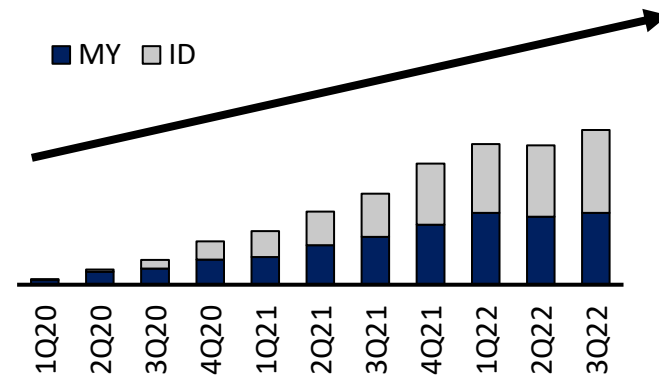
**1.3x**  
growth



Lending



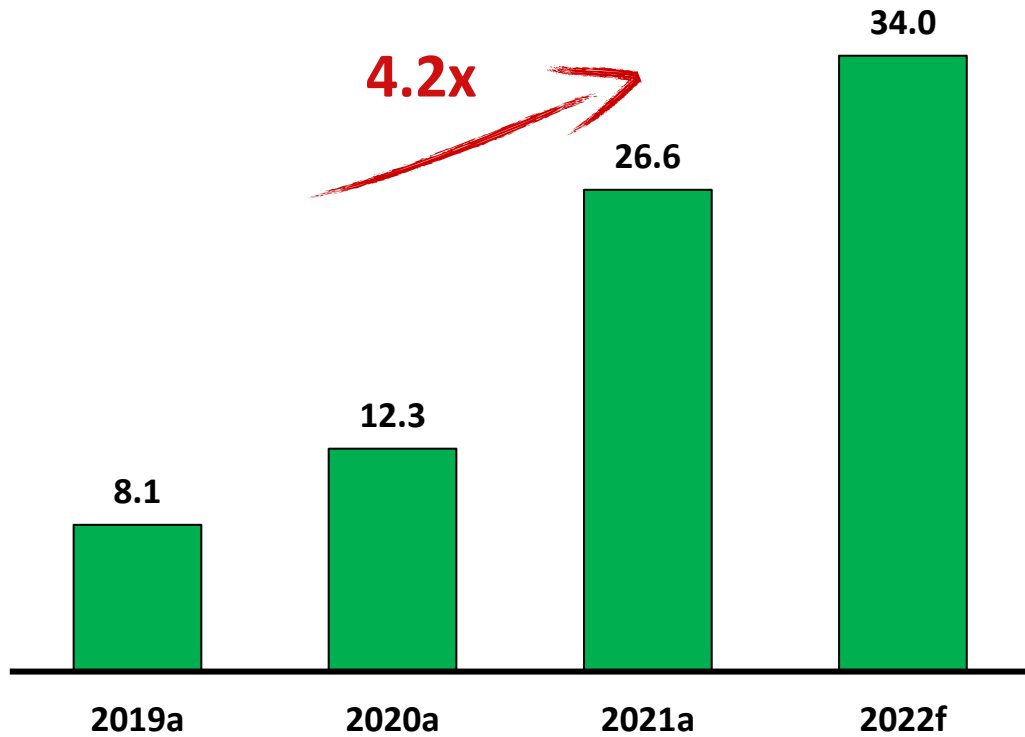
**16.6x**  
growth



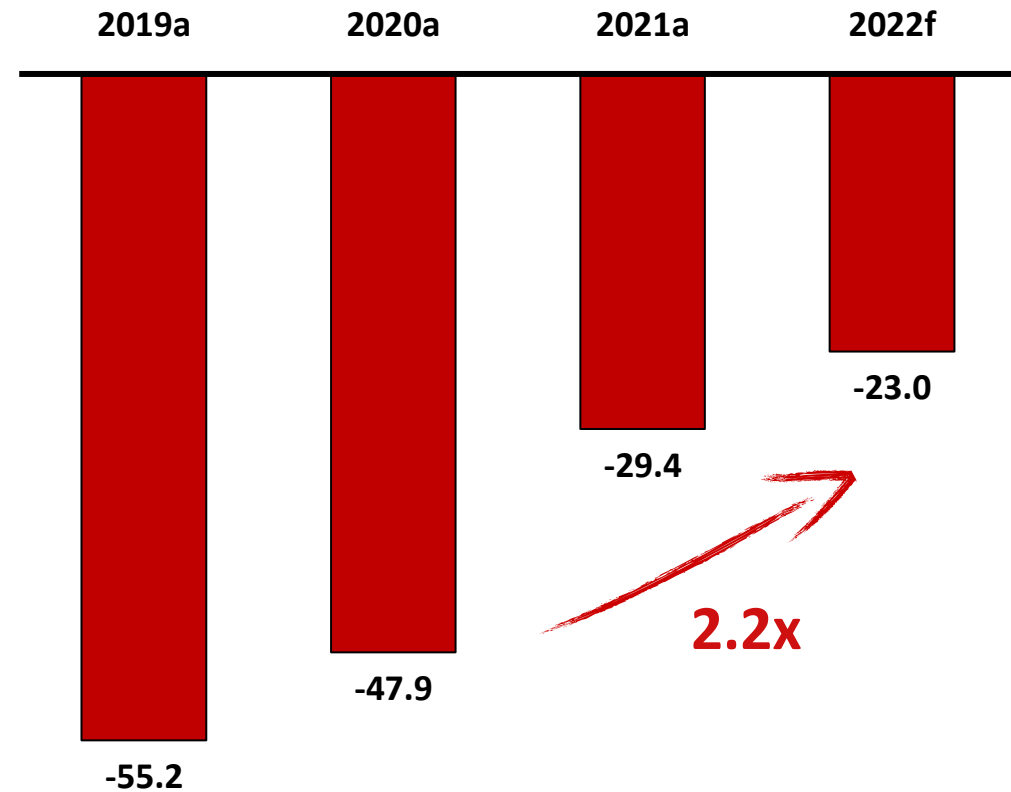
**27.6x**  
growth

# Growing topline and establishing path to profitability

## Net Revenue, USD'm



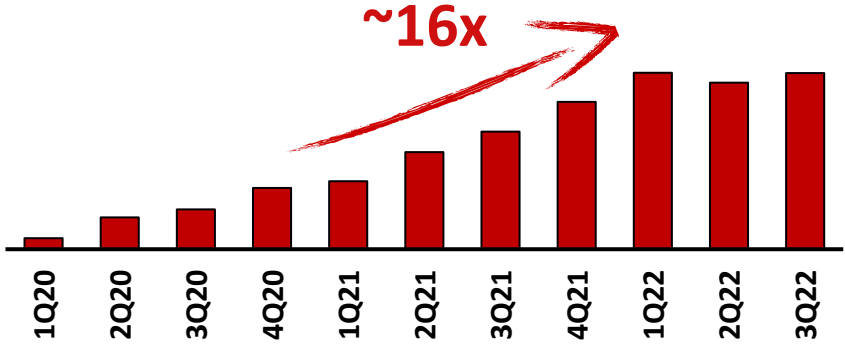
## Profitability, USD'm



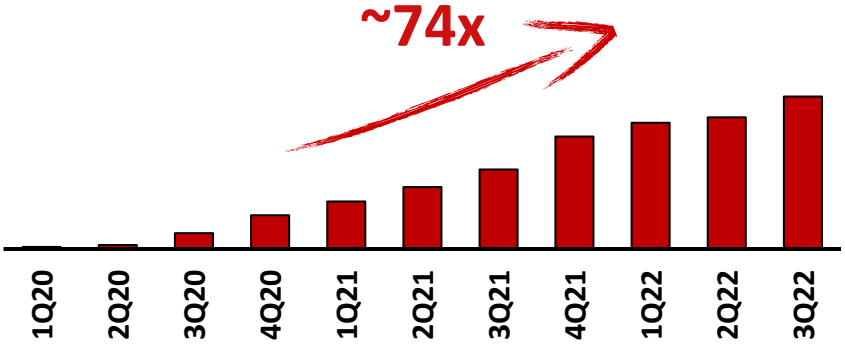
\*Note: Profitability = PATAMI to AGB, \* Normalised the figures for the year: #2020: eTR & ePenjana; ##2021/22: Digital Bank cost

# Centre of gravity has shifted towards lending with a focus on B2B

## MY: Loan disbursement



## ID: Loan disbursement

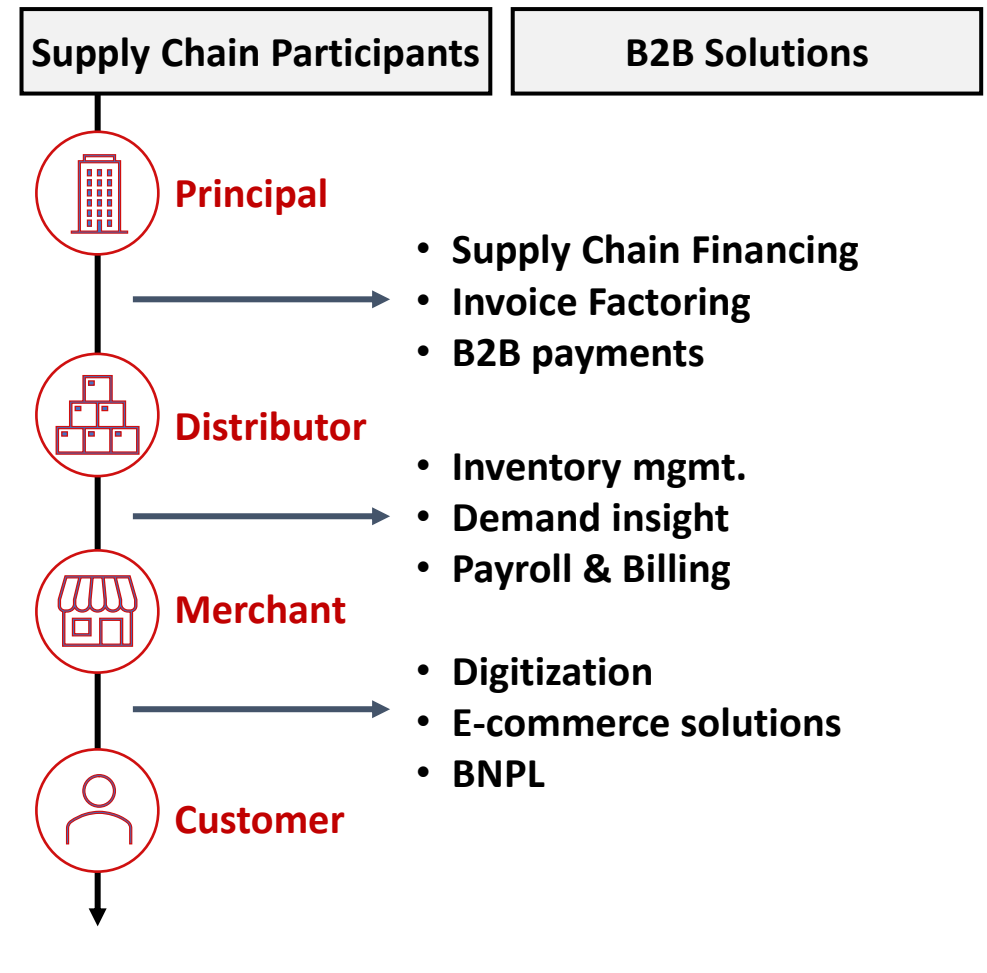


Blended NPL\*: <3.0%

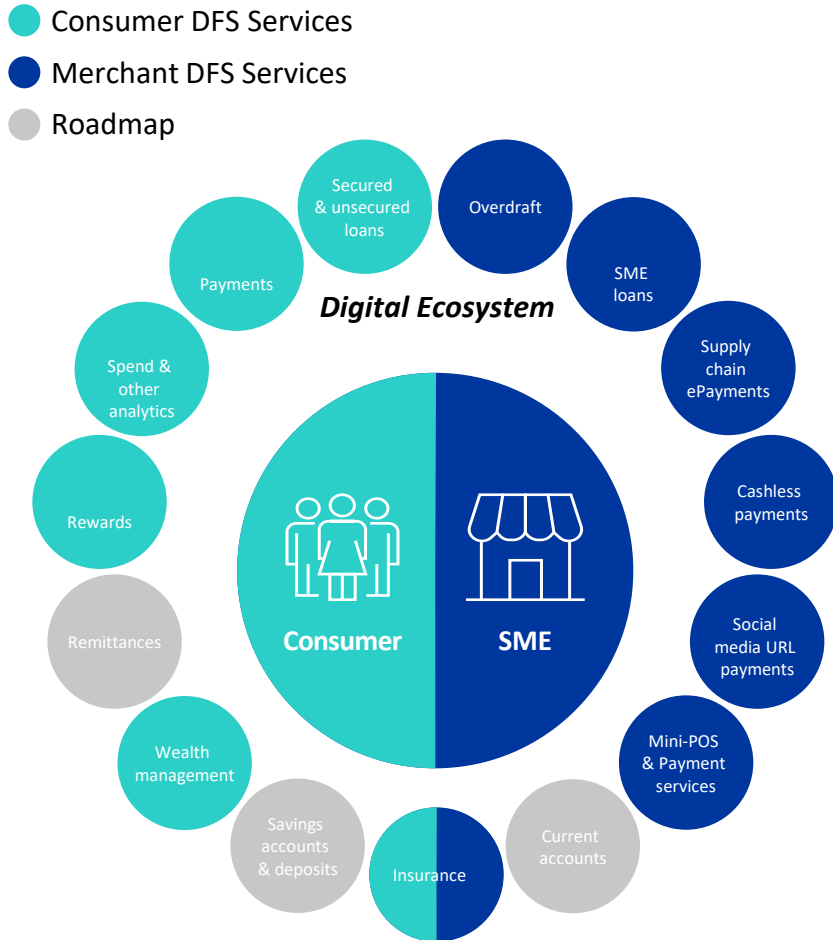
\*Note: Blended NPL (MY + ID) rate as at Sep-22

## Boost Lending and Merchant Platform












Targeted solutions for MY & ID Small merchant ecosystems

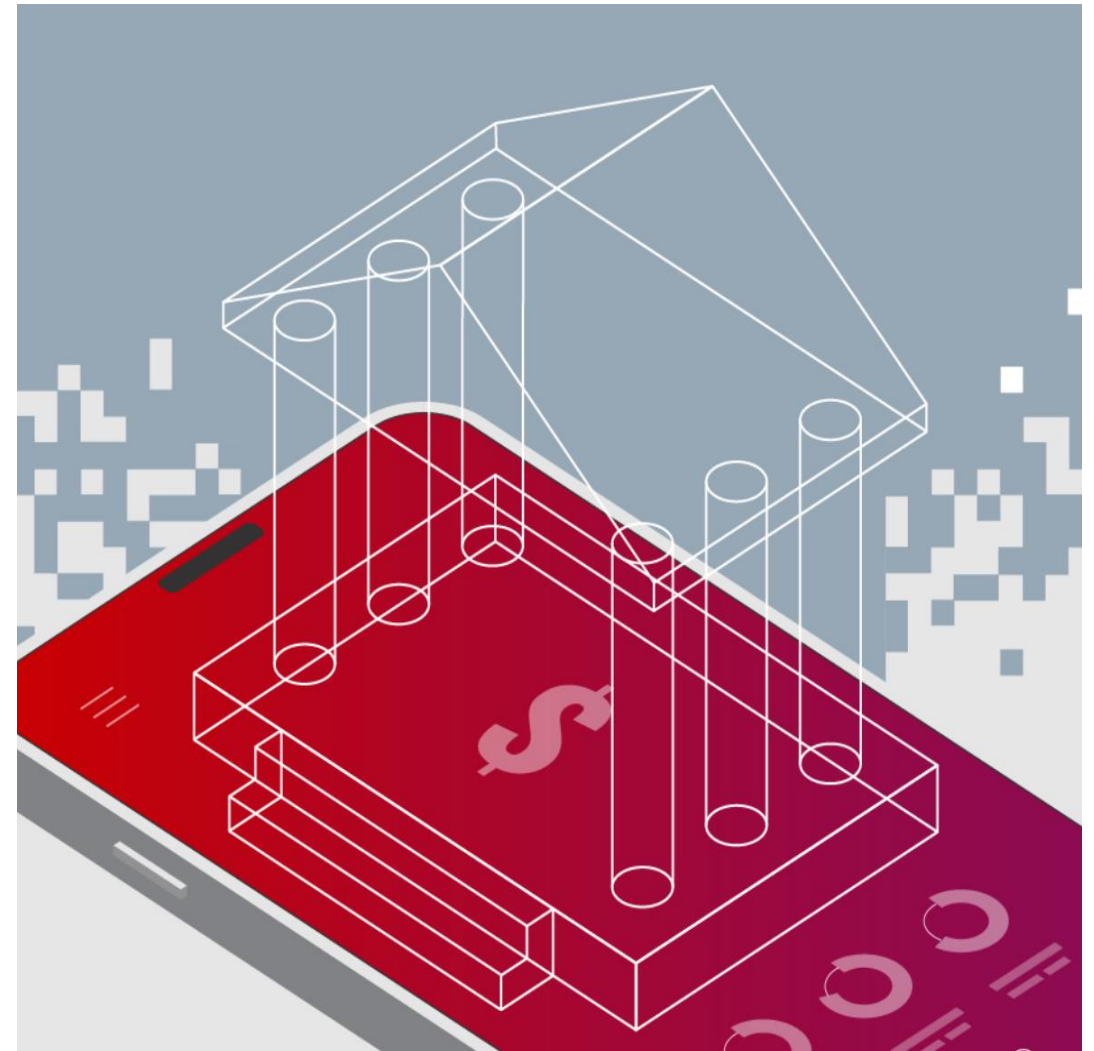


# We already have the building blocks for the digital bank



## SME Services






-  Pre-order & pickup
-  Advertising & self campaigns
-  Captive digital audience
-  Customer loyalty
-  Market-place listing
-  Micro-insurance
-  Licenses renewal, bill payments
-  Performance tracking
-  HR Payroll & CRM
-  Cash management
-  Taxation





# Ecosystem players experience accelerated pathway to profitability ~ tapping full spectrum of captive offerings

**11 out of 20** fully-licensed global digital banks have attained profitability in 2020...

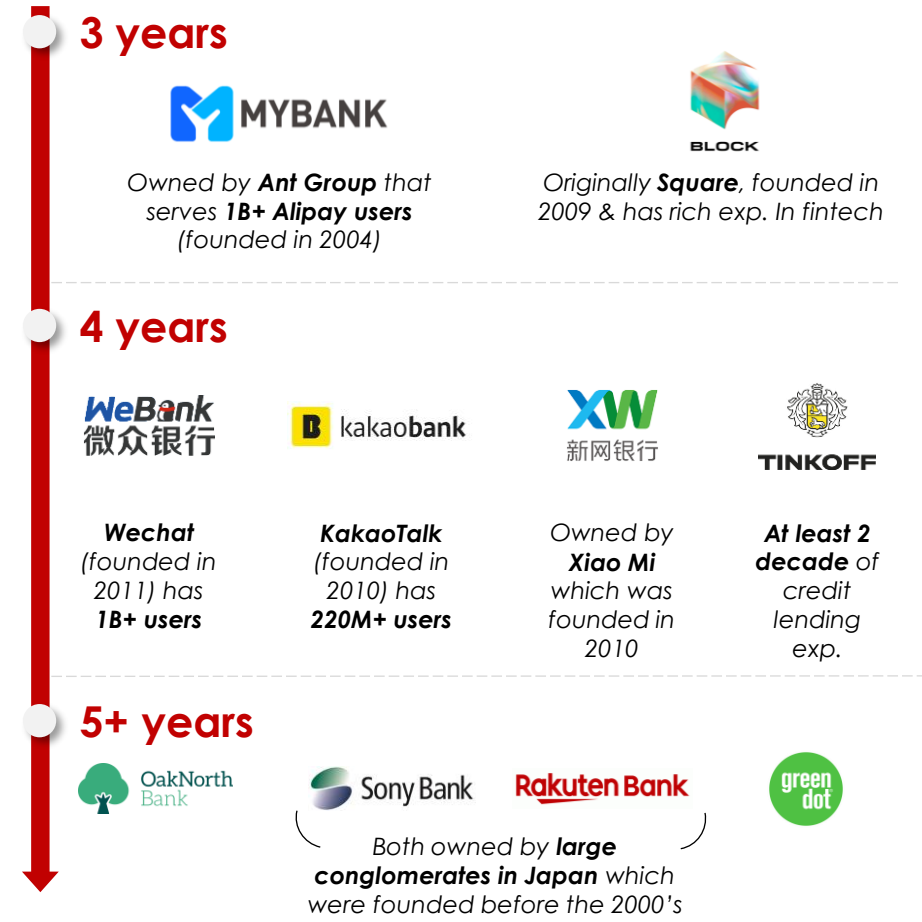
Bank	Archetype	Founded	Net income [\$mn]	Parent Co.	Key Success Factors
1 WeBank	Platform	2014	734	Tencent	 <b>Boost Status</b> Backed by large tech Companies  Leveraging Ecosystems  Diversified revenue streams  Regular capital injection from VC and equity investors
2 Tinkoff	Neobank	2006	648	-	
3 Rakuten	Platform	2000	257	Rakuten	
4 Block	Neobank	2017	213	Square	
5 MyBank	Platform	2015	190	Ant Group	
5 XW Bank	Platform	2016	104	Xiao Mi	
7 Kakao	Platform	2016	101	Kakao	
8 Oak North Bank	Platform	2013	78	-	
9 Sony Bank	Platform	2001	75	Sony	
10 Suning	Platform	2017	63	Alibaba	
11 Green Dot	Neobank	1999	23	-	
12 Starling Bank	Lender	2014	-30	-	 Regular capital injection from VC and equity investors
13 K Bank	Platform	2016	-94	KT Corp	
14 c6 Bank	Neobank	2018	-95	-	
15 Klarna	Lender	2005	-149	-	
16 Nubank	Neobank	2013	-171	-	
17 Monzo	Neobank	2015	-173	-	
18 Orange Bank	Platform	2003	-211	-	
19 n26	Neobank	2013	-264	-	
20 Revolut	Neobank	2015	-275	-	

~73% platform players



... attributable to parent co. ecosystem that has built sizeable captive base over avg of 8 years

No. of Years to achieve profitability since Digital Bank set-up



Source: Moody's Digital Bank Report 2022

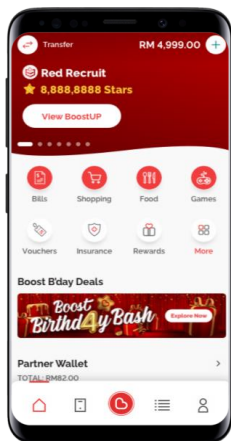


# Digital Bank Roadmap: we are replicating the same approach

## E-Wallet App **Today**



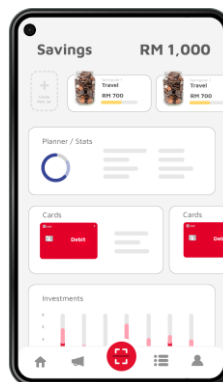
Consumer



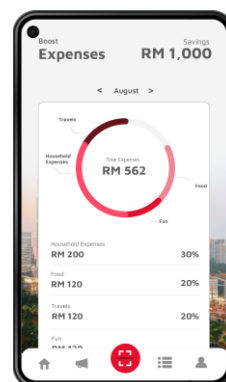
- Scan & Pay
- Offline & Online
- Billing
- Loyalty



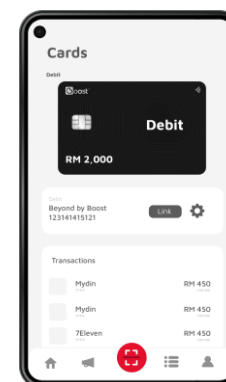
## Digital Bank App **Tomorrow**



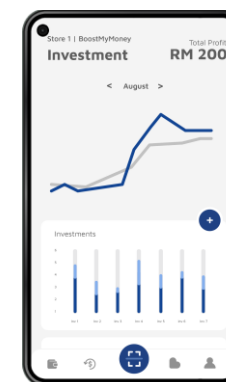
Savings



Planner



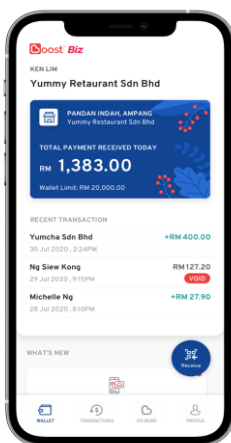
Card



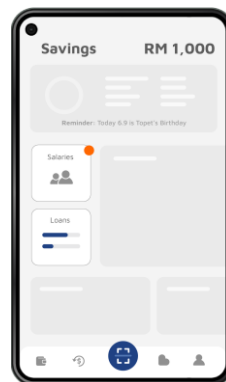
Investment



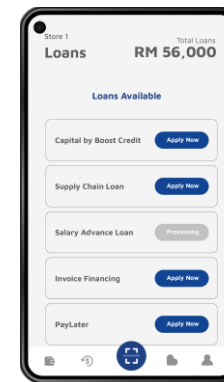
Merchants



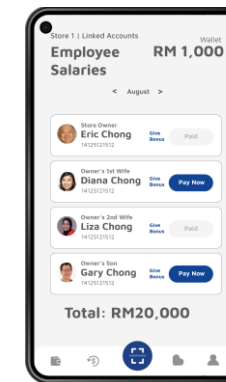
- Dashboard
- Check Balance
- Receive Payments
- Track Transactions



Savings/Settlement A/C

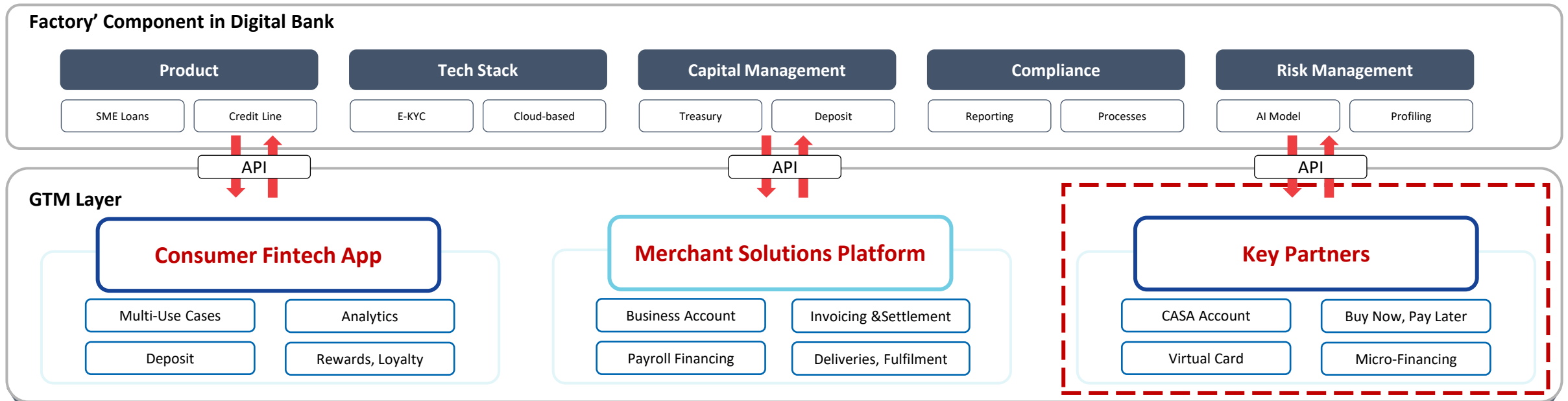


Loans



Employee Salaries

# Digital Bank: Enabled seamless integration with key partners, further strengthening BaaS offering

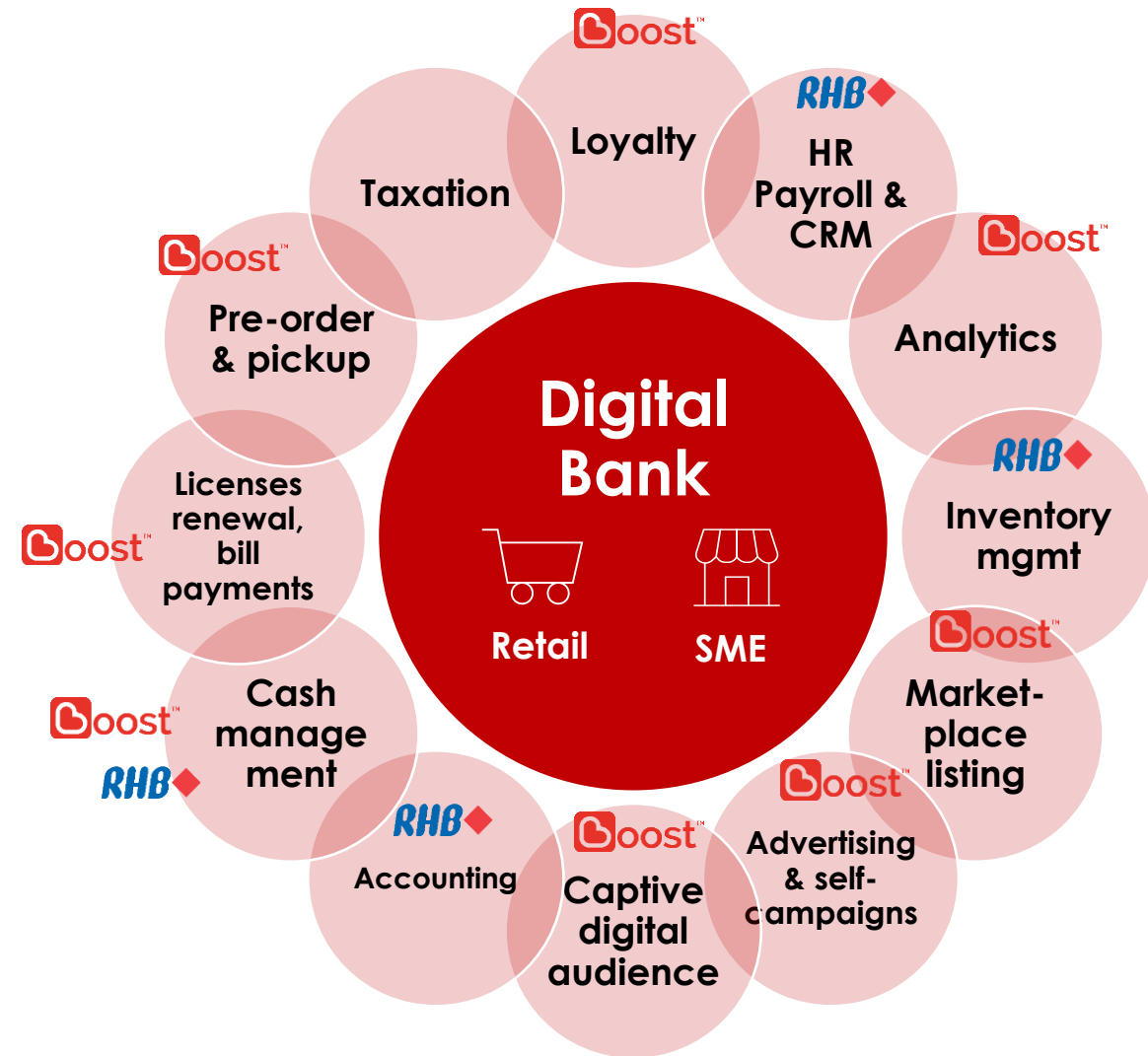


Access to 510k+ SMEs through 230+ partners across 20+ industries

FMCG & E-Commerce	ICT & Telco	Financial-related Services

# Digital Bank: value added solutions & competencies provided by our Banking partner

The bank will be **differentiated through products, technology and user experience**, and more to meet the needs of the customers.



# Embedded Finance Case Study: A small trade selling Dairy Company goods has 200+ stores

## Innovation at play:

Loan is embedded into purchasing journey

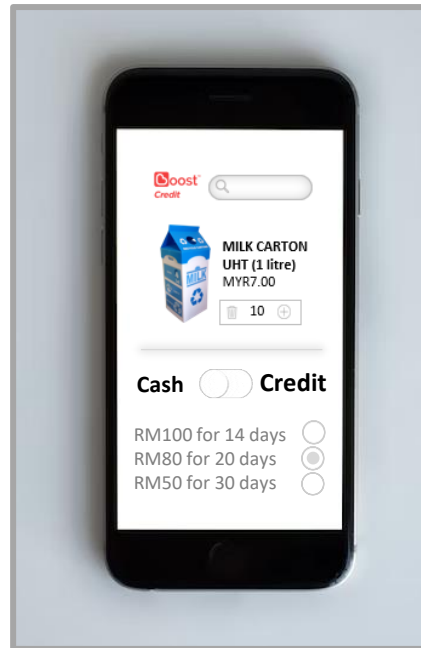
Fully digital experience

Credit underwriting powered by alternative data models

Fast end-to-end loan process



Amir **needs to buy stock of Dairy Company's drinks.**



On his supplier's site, **who has a trade financing agreement with Boost Credit**, Amir can choose to **fund his purchases via cash or Boost Credit.**

### **Boost Credit**

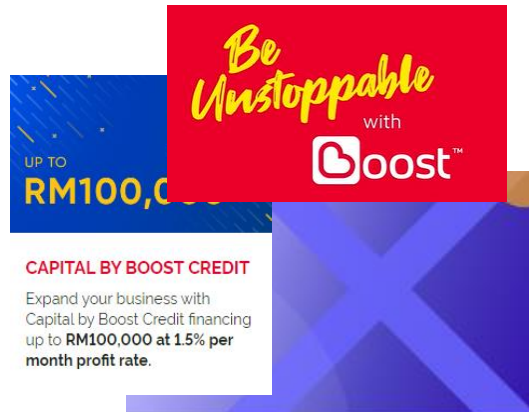
- ✓ AI modelling to prescore merchants
- ✓ Minimal docs
- ✓ Instant approval notifications
- ✓ 24 hours cash disbursement



Amir **receives an instant notification that his order has been paid** to the supplier and his order is being delivered.

# Ecosystem driven portfolio of lending products provide a head start for our Bank

## Our lending solutions



**UP TO RM100,000**

**Be Unstoppable**  
with  
**Boost**

**CAPITAL BY BOOST CREDIT**  
Expand your business with Capital by Boost Credit financing up to **RM100,000** at **1.5%** per month profit rate.



**CAPITALX BY BOOST CREDIT**

Financing up to **RM100,000** with **one-time repayment** within **60 days** at **profit rate up to 1.5%** per month.



**INVOICE FINANCING BY BOOST CREDIT**

Reinvesting your liquidity with invoice financing up to **RM150,000** with **repayment within 90 days** at the **interest**.

**SUPPLY CHAIN FINANCING BY BOOST CREDIT**  
Utilize cash surplus with supply chain financing up to **RM150,000** with repayment within **90 days** at the **interest**.

## What our customers have to say

“



**Goh Boon Hwa**  
Director of Sarjana Hebat and  
Brave Tristar  
*Boost customer since 2021*

Boost is a valuable financial platform for all SMEs like ours. They are efficient with processing and approving our application.

“



**Eddie Chew**  
Founder and CEO of PB Grocery Mart  
Sdn Bhd  
*Boost customer since 2018*

One of the challenges we faced was working capital to buy more stocks to distribute in a more efficient way. Registering with Boost is really very seamless: log onto their online website, submit all the details, documents that is needed.





Thank you