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# INVESTOR PRESENTATION

July 2024

## Forward Looking Statements

This Presentation includes “forward-looking statements” within the meaning of the “safe harbour” provisions of the United States Private Securities Litigation Reform Act of 1995. Forward-looking statements may be identified by the use of words such as “estimate,” “plan,” “project,” “forecast,” “intend,” “expect,” “anticipate,” “believe,” “seek,” “may,” “will,” “continue,” “should,” “would,” “predict” or other similar expressions that predict or indicate future events or trends or that are not statements of historical matters. These forward-looking statements include, but are not limited to, statements regarding estimates and forecasts of other financial and performance metrics and projections of market opportunity and market share. These statements are based on various assumptions, whether or not identified in this Presentation, and on the current expectations of DigiAsia’s management and are not predictions of actual performance. These forward-looking statements are provided for illustrative purposes only and are not intended to serve as, and must not be relied on by any investor as, a guarantee, an assurance, a prediction or a definitive statement of fact or probability. Actual events and circumstances are difficult or impossible to predict and will differ from assumptions. Many actual events and circumstances are beyond the control of DigiAsia. These forward-looking statements are subject to a number of risks and uncertainties, including the possibility that the expected growth of DigiAsia’s business will not be realized, or will not be realized within the expected time period, due to, among other things: DigiAsia’s goals and strategies, future acquisitions or business development, financial condition and results of operations; DigiAsia’s ability to attract and retain hosts and guests; DigiAsia’s ability to accurately predict future revenues for the purpose of appropriately budgeting and adjusting DigiAsia’s expenses; DigiAsia’s ability to grow and expand into new markets; the effects of increased competition in DigiAsia’s markets and the ability to address those trends and developments; DigiAsia’s ability to attract, train and retain key qualified personnel; the impact of the COVID-19 pandemic on DigiAsia’s business, results of operations and financial condition; the impact of the COVID-19 pandemic on the global economy; and regulatory developments in foreign countries. Forward-looking statements are also subject to additional risks and uncertainties, including changes in domestic and foreign business, market, financial, political and legal conditions; risks relating to the uncertainty of the projected financial information with respect to DigiAsia; risks related to the rollout of DigiAsia’s business and the timing of expected business milestones; the effects of competition on DigiAsia’s business; and those factors discussed in DigiAsia’s Form 20-F filed with the SEC on April 8, 2024 under the heading “Risk Factors” and other documents of DigiAsia filed with the SEC. If any of these risks materialize or our assumptions prove incorrect, actual results could differ materially from the results implied by these forward-looking statements. There may be additional risks that DigiAsia presently doesn’t know and DigiAsia currently believe are immaterial that could also cause actual results to differ from those contained in the forward-looking statements. In addition, forward looking statements reflects DigiAsia’s expectations, plans or forecasts of future events and views as of the date of this Presentation. DigiAsia anticipates that subsequent events and developments will cause DigiAsia’s assessments to change. However, while DigiAsia may elect to update these forward-looking statements at some point in the future, DigiAsia specifically disclaims any obligation to do so. These forward-looking statements should not be relied upon as representing DigiAsia’s assessments as of any date subsequent to the date of this Presentation. Accordingly, undue reliance should not be placed upon the forward-looking statements.

This Presentation contains projected financial information with respect to DigiAsia. Such projected financial information constitutes forward-looking information, is for illustrative purposes only and should not be relied upon as necessarily being indicative of future results. The assumptions and estimates underlying such projected financial information are inherently uncertain and are subject to a wide variety of significant business, economic, competitive and other risks and uncertainties that could cause actual results to differ materially from those contained in the projected financial information. See the “Forward-Looking Statements” paragraph above. Actual results may differ materially from the results contemplated by the projected financial information contained in this Presentation, and the inclusion of such information in this Presentation should not be regarded as a representation by any person that the results reflected in such information (DigiAsia did not express) will be achieved. DigiAsia’s independent auditors have not audited, reviewed, compiled or performed any procedures with respect to the projections for the purpose of their inclusion in this Presentation, and accordingly, have not expressed an opinion or provided any other form of assurance with respect thereto for the purpose of this Presentation. Certain of the measures included in the Initial Projections are non-GAAP financial measures, namely EBITDA. Non-GAAP financial measures should not be considered in isolation from, or as a substitute for, financial information presented in compliance with U.S. GAAP, and non-GAAP financial measures as used by DigiAsia may not be comparable to similarly titled amounts used by other companies. These non-GAAP measures are uncertain and depend on various factors that cannot be reliably predicted and so reconciliations for projections of non-GAAP financial measures have not been provided.

# DigiAsia Overview

Indonesia's Leading FaaS Ecosystem Provider for Enterprises



**SEA's largest and thriving digital economy**, profitable platform provider for enterprises in Indonesia



**Building the most comprehensive Fintech-as-a-Service ("FaaS") ecosystem** for emerging markets



**B2B2x business model is the blueprint** to continue high growth and profitability for geographic expansion within SEA



**Providing a complete set of fintech solutions**, available in one powerful API platform (including critical fintech and banking licenses, a vast merchant network acting as digital acceptance points)



**Addressing the digital financial inclusion** of underbanked businesses and consumers results in enterprise business growth



**Embedded fintech architecture** streamlines enterprise business commerce processes across the value chain of distributors and customers



**Advanced AI Fintech B2B solutions** in partnership with Nvidia strategically positioned to fuel business growth and adoption



# Unique Assets Fueling Sustainable High Growth

Right B2B2x model provides a complete Fintech solution to enterprises in emerging markets

## Distinctive Value Proposition

- Fintech B2B solutions for the enterprise, merchants and consumers.
- Unlock domestic commercial growth by addressing the large portion of underbanked businesses and consumers
- Solutions accelerate and streamline digital commerce across the value chain

## Marquee Clients & Partners

- Recent Strategic Nvidia partnership to develop advanced AI powered B2B Fintech solutions
- Today, 200 of Indonesia's leading enterprises and municipalities as clients
- Starbucks, Nestle, Garuda, KAI
- Strategic partnerships with key financial institutions including Mastercard as an investor and future product partner, Citibank for future remittance and DBS in B2B lending

## Right Model, Place And Time

- B2B2x model, providing white-label solutions to be embedded into clients' processes via APIs
- Avoid high consumer acquisition costs, win and ringfence enterprise clients and create high barriers to switch
- FaaS leader in Indonesia, SEA's largest market with a TAM north of \$460 bn
- SEA poised to become world's largest Fintech market by 2030

## Built For High Growth

- Disciplined expansion of B2B2x model
- Continue domestic growth with more clients, more solutions, increased merchant network
- Expand into SEA and business adjacent markets through partnerships and M&A
- Growth boost through advanced AI Fintech datacenter solutions leveraging Nvidia GPUs and AI models

## Unique FaaS Ecosystem

- Full suite of B2B solutions from Digital Wallet, Fintech to Banking and Banking Licenses
- Critical and innovative closed and open loop wallets, QR payments, remittances, merchant operated branch banking functionality, card issuance and smart lending
- Full Set of fintech and banking licenses to operate solutions on behalf of clients
- Activation of merchants across Indonesia into a cashless society and drive digital acceptance points

## Proven Financial Track Record

- **High growth** infrastructure
- **High margin** products

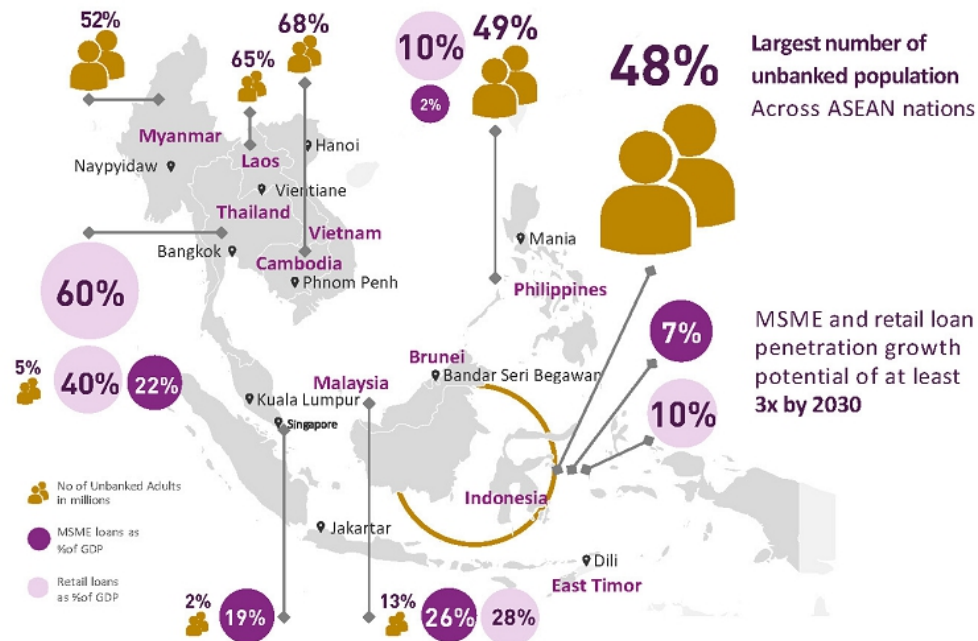
### 2023E FINANCIALS

 <b>\$74.6M</b>	 <b>50%</b>	 <b>\$1.0</b>
Revenue	Gross Margin	EBITDA Positive

- Path to operational profitability in 2024
- Led by seasoned, motivated, and deep rooted regional management team

## SEA: Attractive Market For Financial Inclusion Players

ASEAN, with an average financial exclusion level of 27.9%, remains under-penetrated and presents a significant financial inclusion opportunity



SEA positioned to be the largest fintech market in the world by 2030

Market opportunity and future growth supported by increased merchant and consumer financial accessibility through fintech

Sources: ASEAN Sustainability and Financials – November 29<sup>th</sup>, 2022, Morgan Stanley Research, Global Findex database 2021, World Bank Group, Statista, theconversation.com, FIS\_The Global Payment Report.

# Indonesia: The Ideal Market & Motor for SEA

World's 4th most populated country of 280 million people with a GDP of \$1.3tn, and home to 17,500 islands<sup>1</sup>

## MSME<sup>2</sup> Sector in Indonesia

Responsible for 60% of GDP and employs 97% of the workforce

### The Perfect Recipe for Financial Inclusion Opportunity



**60 mm**

Micro and Ultra Micro businesses



**3.5 mm**

Warungs - Corner Shops, Indonesia's retail backbone

Driving government financial inclusion of 90% by 2024 via them

## Digital Economy of Indonesia

**\$130 bn**

Indonesia's digital economy by 2025<sup>3</sup>

**2x**

Digital economy growth compared to GDP

**204 million**

Internet users

Limited access to financial services

**Driven By**

Supportive government policies

**16th**  
Largest Economy in the world

**~\$4,798**  
GDP per capita

**5.0%**  
Projected Real GDP growth 2023

**84%**  
Population under 54

Economic growth for Southeast Asia will be 4.7% in 2023

Source: World Bank, IMF, e-economy\_sea\_2022 report, Statista, IMF, Flourish - Digitizing the corner shop, EY Indonesia, <https://www.aseanbriefing.com/news/asean-economic-outlook-2023/and> PT Bank Raya Indonesia Financial Update Presentation.

**\$460 + bn<sup>1</sup>**

Large TAM + Low penetration market

**0.7%**

Penetration<sup>2</sup>  
today by **DigiAsia**



**Opportunity in the booming financial sector**

## Total Addressable Market

### TAM for Individual Industry Vertical



**Notes:** E-economy\_sea\_2022 report, World Bank, and Research and Markets. GTV means Gross Transaction Values, and MSME means Micro Small and Medium Enterprises.

1. Total TAM represents the aggregation of the TAM for individual industry verticals.

2. % calculated as annualized run rate based on H1 2023 numbers divided by total TAM.

3. \$10.0 bn for inbound remittances and approximately \$4.6 bn for outbound remittances.

# Opportunity: Current Value Chain Disconnect in Indonesia & SEA

Unique Challenges Require Digi Asia's Customized Solutions

## Enterprise

- Banks, FMCG, Municipalities, etc.
- Restricted sales volume due to predominant cash payments
- Limited visibility of supply chain
- High out of stocks
- Limited, direct consumer engagement
- Limited physical brand footprint due to geography

### Key needs

- Cashless payment solution unlocks sales opportunity
- Provide consumer finance
- Offer consumer loyalty programs
- Expand distribution footprint beyond main cities
- Just-in-time merchant inventory replenishment

## Merchant

- 60mio SMEs accounting for 61% of business
- Small, independently owned shops with deep reach across geographies and communities
- Supplier of consumer staples (essentials)
- High cash transaction volume
- Late supply ordering, high out of stocks inventory control
- Low income searching for business growth

### Embedded Solution

- More sales methods, Cashless payment options
- Greater loan access, increasing working capital and financing for controlled and timely product orders
- New partner interest in offering digital services
- Digital solution – glue

## Consumer

- 275mio consumers
- Limited access to financial services: 30% without a bank account, 94% without a credit card
- Limited to cash purchases and tangible paycheck funds
- High costs for services such as remittance
- Avid mobile users with interest to perform digital transactions/interactions

### Embedded Solution

- Cashless, convenient payment
- Consumer financing for daily purchases
- Access to digital bank products
- Loyalty offers & promotions



**Fintech solutions needed**



**Enabling financial inclusion** of the underbanked merchant and consumer will drive enterprise commerce growth



Streamlining finance through digital solutions across Indonesian enterprises to merchants and consumers, or **B2B2X**



## Pain Points

Businesses in Indonesia face a four-fold challenge when accessing and integrating financial solutions



Difficult & expensive to obtain a FinTech license



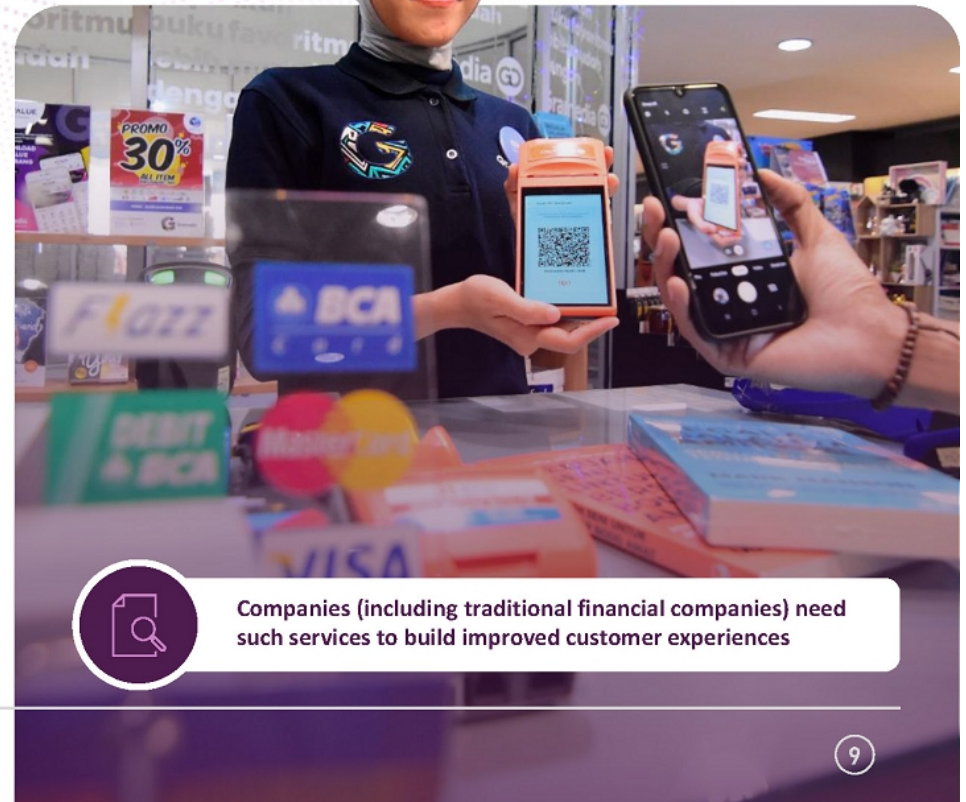
Difficult to acquire Offline-to-Online ecosystem



Lack of experience to build FinTech-grade tech with compliance, standards & security requirements



Time & cost to connect to digital ecosystems



Companies (including traditional financial companies) need such services to build improved customer experiences

# DigiAsia's Product Portfolio

## Enterprise

### Fintech as a Service (FaaS)



- Bill Payments
- Supply Chain Payments
- Branchless Banking



### Wallet as a Service (WaaS)



- E-wallets
- P2P Transfer
- Loyalty Cards
- Transportation Ticket/ Ride Payment



### Banking as a Service (BaaS)



- Pre-Paid Cards
- Lending Marketplace
- Remittances



#### Licenses

All critical fintech licenses to operate solutions on behalf of clients

- E-Money
- Remittance
- P2P Lending
- LKD

#### Merchant network

Manage and expand merchants to increase the digital commerce distribution footprint for our clients

- Activation of merchants across Indonesia into cashless society
- Digital payment acceptance points
- Cash in/out acceptance points for remittance, account transactions and others
- Digital bank branch representation

#### Software platform

One powerful embedded finance platform to host and serve all client solutions. Integrates with clients' processes via APIs.

- White Label
- Cloud based
- Future advanced NVIDIA powered AI functionality

# DigiAsia's Detailed Portfolio

Wide Product & License Portfolio



# Deep Strategic Partnerships

Key Partners are Catalysts for Organic Growth and Strategic Cross Border M&A



Entered new merchant agreements to provide core digital finance products

**E-Money**

**Supply Chains**

**Banking Platform**



Growth capital investment to scale the digital universe of financial solutions with global partners across unpenetrated ASEAN markets

**Payment**

**Remittances**

**Lending Platforms**



**ASEAN Markets**  
Average Financial Exclusion  
~28%





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# BUSINESS USE CASES

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# Global Coffee Shop Chain In Indonesia

Partner: Starbucks

## Services from DigiAsia:

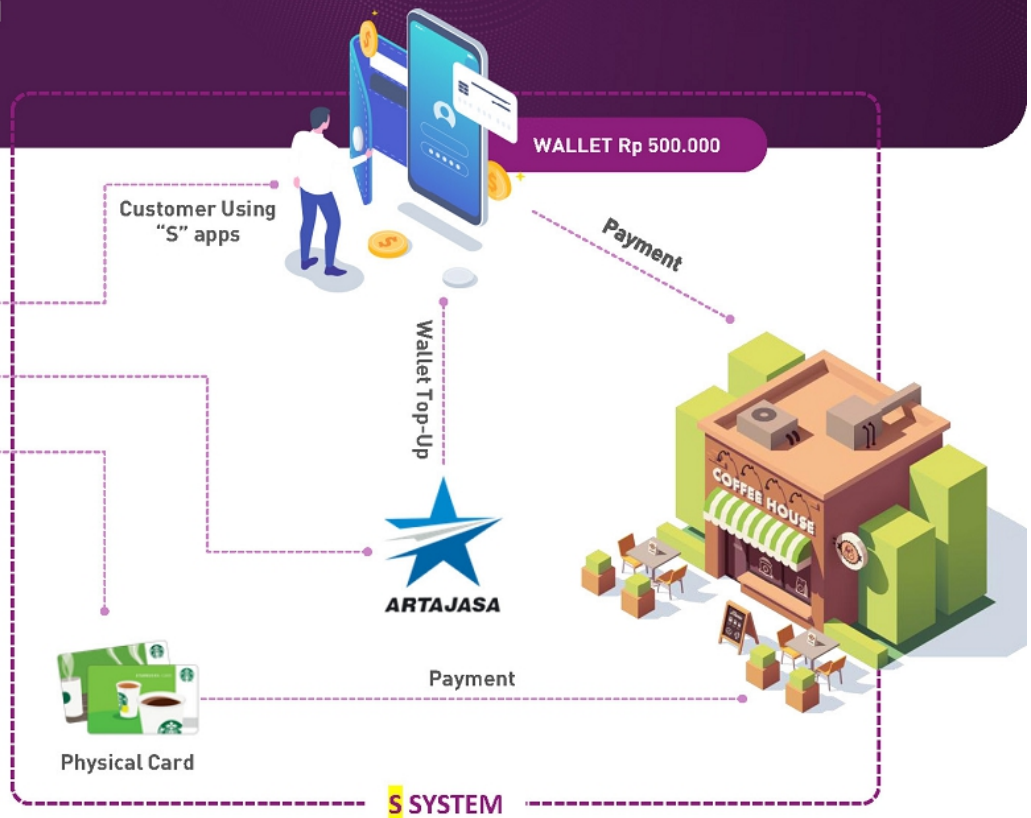
Consumer Wallet (L)

Bank Switching (L)

Card Management

### Partner Experience:

- Starbucks customer can top up wallet at coffeeshop or transfer from any Indonesian Bank
- Can have unique physical card linked to the apps and services for use at coffee shops
- Starbucks customer can only use wallet (apps/card) at S Stores (Closed Loop ecosystem)



# FMCG Supply Chain Platform

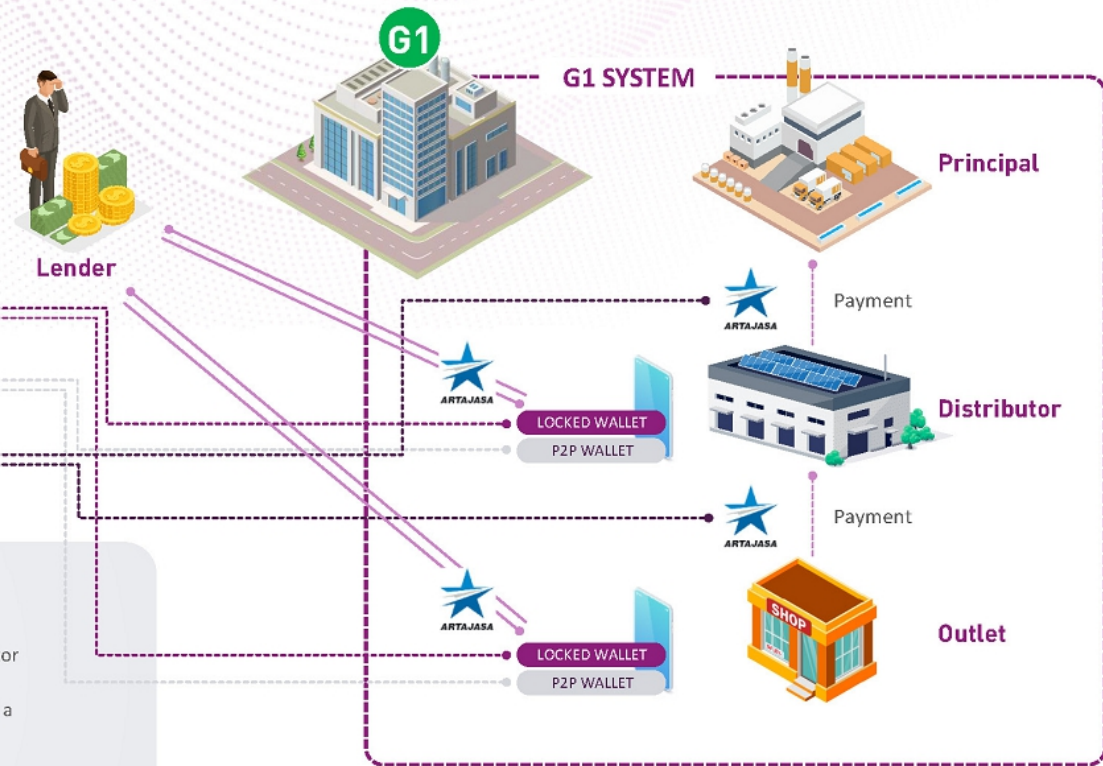
Partner: Unilever via Grosir One

## Services from DigiAsia:

- Locked Wallet for Suppliers (L)
- P2P Lending Interface (L)
- Bank Switching (L)

### Partner Experience:

- Partner able to facilitate lenders to lend to the ecosystem (either distributor or stores) by profile of borrowers and/or by product
- The borrower is technically restricted to use the borrowed funds as it is in a locked wallet where use can be controlled



# International Remittance Player

Partner: Western Union, MoneyGram, Ria Money

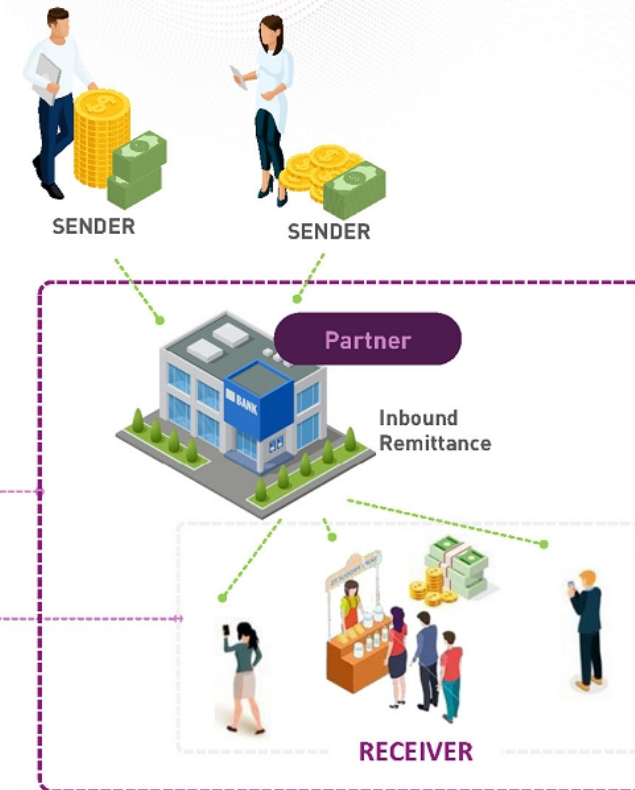
## Services from DigiAsia:

Outlet Ecosystem (L)

Inbound Remittance (L)

### Partner Experience:

- The international remittance partner receives walk in customer in foreign countries who want to send money to Indonesia
- The recipient goes to one DigiAsia's outlets and withdraws the money (cash) at the outlet





# Consumer Wallet & QRIS (Payment/Issuer & Acquirer)

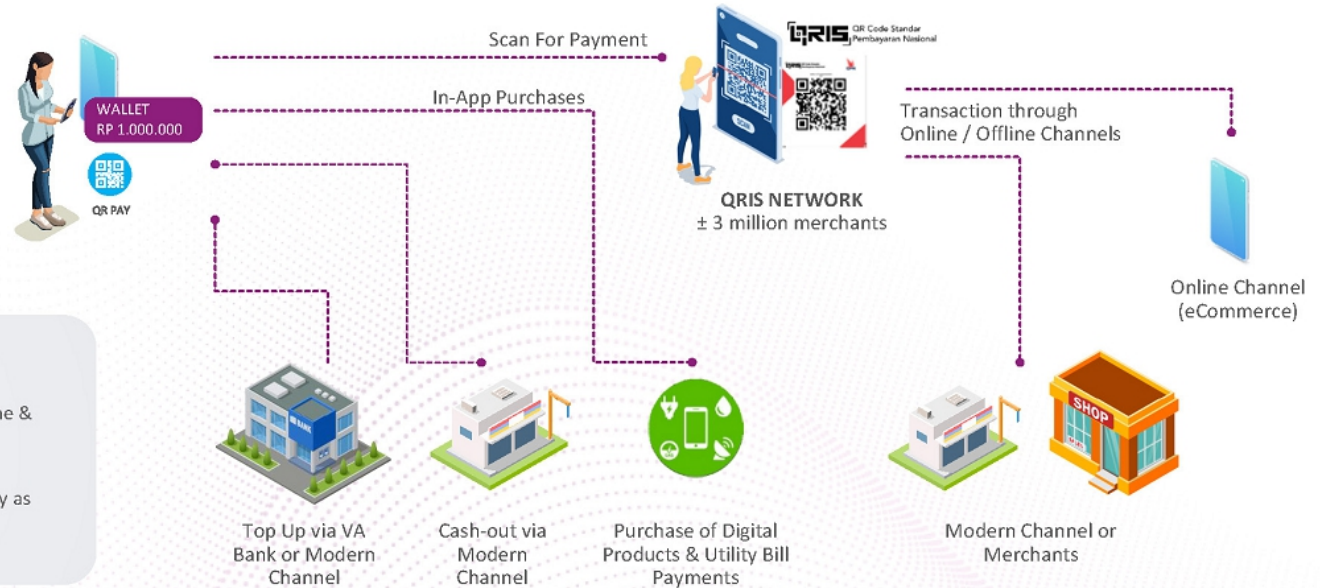
Partner: KAI, ISS, NuCash, HCI, AEON, UangMe, Akulaku

## Services from DigiAsia:

- Consumer Wallet (L)
- QRIS Network (L)
- Top Up Channel

### Partner Experience:

- Easier purchase transaction through many online & offline channel
- Customer can do top up via VA bank
- Customer can do in-app purchases with eMoney as Source of Funds (SoF)





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# AI SOLUTIONS & USE CASES

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## Growth Drivers



# Top 5 Key Growth Drivers for AI in FinTech

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Fraud Detection & Risk Management



Advanced Analytics & Business Intelligence



Automation & Operational Efficiency



Regulatory Compliance & Reporting



Customer Personalization & Experience

## AI Revolution in SEA and Middle East with Next Level Fintech Solutions



- Allocation to **Nvidia GPUs for AI Compute**
- Deploy advanced AI Fintech Enterprise Solutions in Emerging Markets **bundled with AI compute via GPUs, leveraging DigiAsia's Fintech Infrastructure**
- Significant Expansion of FaaS ecosystem and geographic reach, **tapping into the \$300+ billion financial sector in SE Asia and Middle East**
- Catalyst to achieve **significant growth of top and bottom line** beginning in 1Q 2025

**Intelligence and computational power to optimize enterprises' seamless commerce with merchants and consumers across the value chain**



Advanced AML



Smart Branchless Banking



Fraud Detection & KYC



Automated Customer Journeys



Smart Dealer Lending



Deep Encryption of Confidential Financials

# Investment Opportunity

The AI Chip Market is expected to drive financial growth in 2024 with global investments and surging demand

## Global AI Adoption

Global AI adoption by organizations is set to expand at a **CAGR of 37.3%** between 2023 and 2030

## AI Chips in High Demand

NVIDIA forecasts **heightened demand** for H200 AI GPUs through this quarter. Demand to **outstrip supply** for H200 AI GPUs<sup>4</sup>



### Global AI Chip Market

The global AI chip market will **gross \$30 billion in 2024**, an increase of \$7 billion from 2023. Over the next three years, the market revenue will more than double and **hit \$67 billion by 2027**.<sup>1</sup>



### Growth in GPU as a Service

The global GPU as a Service market size was valued at **\$3.23 billion in 2023** & is projected to grow from **\$4.31 billion in 2024 to \$49.84 billion by 2032**<sup>3</sup>



### AI-directed investments in Asia

Acquisitions of Asia-Pacific data center assets totaled **>USD1.6 bn**<sup>5</sup> in Q1 2024. In 2023, data center deals hit a record high of **\$3.45 billion**<sup>6</sup>

1 - Statista, Jun 2024 | 2 - Grand View Research, Apr 2024 | 3 - Fortune Business Insights, Jun 2024 | 4 - Mizuho Securities, May 2024 | 5 - MSCI's Asia Pacific Capital Trends Report, May 2024 | 6 - LSEG, May 2024



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# FINANCIAL RESULTS

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# Delivering High Growth & Margin

Company Moves Into Operational Profitability

**\$100M**

Projected Revenue in FYE 2024



Accelerated Path to Profitability in 2024

**90+%**

Gross Margin

**90% CAGR**

CAFR on TPV<sup>1</sup>

**\$4.5B+**

TPV<sup>1</sup> as for FYE 2024

**960K**

Total Merchants on platform

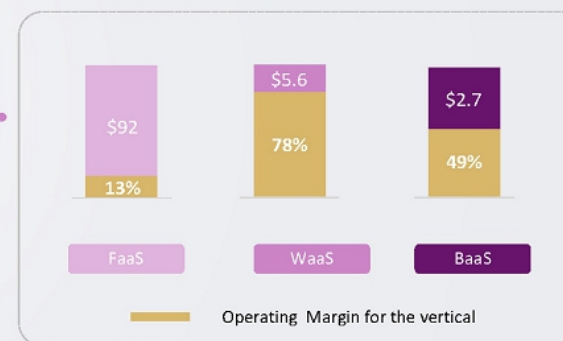
## Revenue & EBITDA

\$ Millions











## Segment Revenue & Margin

\$ Millions



# Poised for Continued High Growth

2017		2018					
<b>Founded</b> October 2017	<b>Launched as a B2C Consumer Wallet (PayPro)</b>	<b>Pivoted to B2B strategy</b> to target profitable multi sector growth (strategy validated during Covid)	<b>First B2B contract – Asian Games wallet</b> (first 'non-cash' Asian Games)	<b>Acquired remittances business</b> with approvals for both domestic and cross-border 			
2019		2020					
<b>P2P lending platform launched (KreditPro)</b> 	Grew the B2B business initially in Telco, F&B, FMCG as <b>KasPro</b> 	<b>Launched Digital Bank (KasProBank)</b> for high value transactions and test BaaS 	<b>MasterCard Strategic Investment</b> 	<b>Branchless Banking - acquired agent bank license - SMEs as branches / ATMs</b> 			
2021		2022		2023		2024	
<b>Key growth in Govt companies –</b> railways, airlines, pensions, health insurance companies etc	<b>Launch of virtual cards (VCN)</b> through MasterCard partnership	Prepaid card and Syariah with <b>Mastercard</b> as global partner	<b>Acquired stake in Bank Index</b> to scale Banking-as-a-Service model	<b>Acquired stake in Matchmove</b> , largest card issuance company in SEA	<b>DigiConnect, API</b> Marketplace Development	<b>NASDAQ, API</b> Marketplace Development	<b>Rebranding DIGIKASBISNIS</b> Cash Management with real time tracking 



**FUTURE**

**Doubling Down On AI to Offer the Latest AI Powered Fintech**

- Strategic Partners
- Geographic expansion (Southeast Asia and Ancillary regions)
- Acquiring bank licenses



# Experienced Management Team

With Deep Regional Leadership & Disciplined Finance Approach



**Prashant Gokarn**

Co-Founder & Co-CEO



**Alexander Rusli**

Co-Founder & Co-CEO



**Subir Lohani**

Chief Strategy Officer & CFO



**Team of strategic operators** with diverse experience that together can influence regulatory mandates



**Historical financial performance reflects** disciplined, pragmatic operators with a long-term, value based strategy



**Technology and Engineering** industry experience



**Rich with financial product** knowledge, expertise in IT / API infrastructure



**Seasoned operators** in Southeast Asia / target geographic expansion regions



**M&A and corporate / public** company experience



**Broad relationships / collaboration** with network of global brands and substantial merchant network



**Expertise, experience and affiliations** with regulatory bodies – de-risked



**Track record to advance the growth strategy:** organic growth through market penetration, FAAS' solution stickiness / saturation and demand, M&A

## Investment Highlights



## Key Terms and Definitions

**FaaS** – Finance as a Service

**WaaS** – Wallet as a Service

**BaaS** – Banking as a Service

**ASEAN** – Association of Southeast Asian Nations

**MSME** – Micro Small and Medium Enterprises

## Investor Relations Contact

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