

Ralali

Company Profile

Ralali Leadership

Aditya has over 18 years of working experience in B2B and supply chain industries with many different roles ranging from sales and marketing, operational, procurement, and strategic management.

*Aditya is passionate in Entrepreneurship, Business Development, Marketing, renewable energy, IT & Technology, Blockchain, and is pioneering a profitable startup called **Ralali**.*

*Founded **Ralali** in August 2013 with the vision of revolutionising the business processes and positively disrupting the B2B markets in Indonesia's commerce and business.*

***Ralali** is beyond a marketplace, it's a full stack online B2B technology solution provider for small and medium businesses. Aditya's mission is to digitally transform traditional SMEs by empowering them through providing access to growing their market and revenue; and providing them access to financial services.*

***Ralali** is a business horizontal, working with industries like Food & Horeca, MRO, Industrial, Health, Agriculture products, Automotive & Spare parts and others helping them grow their market share and profit.*

*Aditya currently leads a team of more than 100 people in **Ralali** making it number #1 B2B technology solution provider in Indonesia and Southeast Asia.*



Joseph Aditya
Founder & CEO
Ralali.com

Contacts

Linkedin : *Joseph Aditya*
Website : *Ralali.com*

Ralali

Indonesia's leading Tech-enabled B2B Ecosystem, spearheads the empowerment of businesses for growth. With a vast array of product and industry categories, Ralali strives to transform the operational efficiency of SMEs, simplifying their business processes and fostering advancement.

About Ralali

Founder	Joseph Aditya
Website	https://www.ralali.com
Operating in	Jakarta, Indonesia
Target market	Businesses (Enterprise and SMEs)

Vision and Mission



Aim to build the best digital business ecosystem.



Contribute to Indonesia's economic growth through the utilization of the local market.



Develop individuals by optimizing their talents in business.

Business Model



Ralali Solutions



Top Funnel Highlights

800K+/month Traffic

1.3Mn+/month Page Views

Business Highlights

1.9Mn+ Users

168K+ Merchants

50+ Growth Partners

15+ Credit Partners

650K+ Workforce Agents

100+ Cities Coverage

Financial Highlights FY2023

\$42 Mn Revenue

US\$(1.54 Mn) EBITDA

US\$1.06B GMV

Monthly EBITDA Positive since September 2023

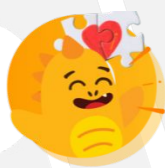
DNA for Ralali's GROWTH



Growth Mindset



Result Oriented



Own It, Love It, Make It Work



We All Win

Employee Productivity and Happiness fosters business growth.

Our Awards



For any queries regarding the next steps and securing meetings schedule, please contact:

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[ralali.com](https://www.linkedin.com/company/ralali)

[ralali.com](https://www.instagram.com/ralali)

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