

MNC Group and Jasamarga Related Business to Build Property Business and Digital Content



Jakarta, (7/7) - To strengthen the partnership, MNC Group to build synergy with PT Jasa Marga (Persero) Tbk through its subsidiary, PT Jasamarga Related Business (JMRB). The collaboration between both is an initial assessment, and the online signing ceremony marked it on Wednesday (7/7).

The online signing ceremony was conducted by PT JMRB together with PT Bank MNC Internasional Tbk, PT MNC Kapital Indonesia Tbk, PT MNC Vision Networks Tbk, and PT MNC Land Tbk. Each has signed a business partnership agreement covering digital banking services, cashless ecosystem development, and digital content distribution for rest area tenants managed by PT JMRB, inclusive of property development.

MNC Group Executive Chairman Hary Tanoesoedibjo said that MNC Group has planned various innovative collaborations to achieve maximum success for both Group companies. According to him, the strong existence of MNC Group and Jasa Marga Group in Indonesia will be a milestone with an eye to provides significant benefits for both and the people of Indonesia. He also assessed that this collaboration could accelerate digitalization to financial inclusion by stimulating economic growth.

"MNC Group's products and services will be integrated end-to-end in PT JMRB's ecosystem, complementing and strengthening Jasa Marga Group's business from upstream to downstream. MNC Group's businesses from the Media, Financial Services, and Entertainment Hospitality sectors will be able to explore various innovative projects from this strategic partnership," he explained.

Jasa Marga Director of Business Development Arsal Ismail said that the MOU signing was an initial assessment conducted by PT JMRB as one of Jasa Marga Group's strategic efforts to increase revenue group in terms of non-toll revenues.

"The MOU is not exclusive only between PT JMRB and MNC Group. In the future, we welcome any collaboration from other parties that has a desire to join. Currently, MNC Group has a business plan in accordance with PT JMRB's future development plans. Remarkably, we hope that this synergy would work well. We are open to the potential for cooperation, especially in developing the property business, rest areas, and digital content. This joint collaborative effort is one of the strategies for Jasa Marga Group to balance revenues from the toll road sector that has been affected by the pandemic so far," said Arsal.

The President Director of PT JMRB Cahyo Satrio Prakoso said the same thing. According to him, PT JMRB is intensifying the development of a number of its business lines, namely Toll Corridor Development (TCD), development and management of rest areas, utilization of toll road corridors for advertising, and utilities, likewise digital content. According to him, the potential that toll roads have possessed is not only as infrastructure for distributing goods and services. Therefore, PT JMRB continues to optimize the potential of toll roads, especially the development of areas or corridors around toll roads.

"Jasa Marga has concession rights for 1,603 km toll roads throughout Indonesia, and PT JMRB is trusted to optimize the huge potential of the toll road corridor. Therefore, we are intensively collaborating with strategic partners to carry out this development, one of which is with the MNC Group. With the great potential of each party, we hope that this collaboration can make an innovative contribution to the nation," said Cahyo.

PT Bank MNC International Tbk through MotionBanking may provide banking services and funding for tenant rest areas. Meanwhile, PT MNC Kapital Indonesia Tbk, through its subsidiary, PT MNC Teknologi Nusantara, with its featured product MotionPay, can develop and provide digital transaction and payment systems in rest areas. PT MNC Vision Networks Tbk may evolve digital content. And collaboration with PT MNC Land Tbk includes property development cooperation in toll road corridor areas.

PT JM RB now manages 29 rest areas across Indonesia, with more than 400 tenants running business activities. Currently, PT JM RB is intensively conducting studies and development for the area around the toll road managed by the Jasa Marga Group. As of April 2021, Jasa Marga Group has operated 1,214 km of toll roads or 52% of the total length of toll roads running throughout Indonesia.

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