

# MNC Wireless eyes Petronas digital projects



**Done deal:** Tan (left) exchanging documents with Azizul at the MOU signing between MNC Wireless Berhad and Petrowangsa Sdn Bhd. The signing was witnessed by Deputy Defence Minister Datuk Mohd Johari Baharum (second from right) and Sanichi Technology Bhd group chairman and managing director Datuk Seri Dr Jacky Pang.

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**KUALA LUMPUR:** Digital marketing technology solutions provider MNC Wireless Bhd is eyeing Petrolia Nasional Bhd's (Petronas) digital work projects via its new tie-up with Petrowangsa Sdn Bhd.

Yesterday MNC inked a memorandum of understanding (MoU) with Petrowangsa, an approved Petronas licence holder that supplies safety equipment in the oil and gas (O&G) industry. It also holds a licence in media advertising.

Christopher Tan, MNC's chief executive officer, said the collaboration with Petrowangsa would pave way to tap into more digital work opportunities in the oil and gas (O&G) industry.

"This would provide more synergy for both parties to leverage on each others skills.

"We are confident that we can secure Petronas' digital advertising contracts via Petrowangsa's licence and leadership combined with MNC's technical skills," said Tan, after signing the MoU with Petrowangsa director Datuk Azizul Kama Abdul Aziz yesterday.

Also present was Azizul's brother, Datuk Azrulnizam Abdul Aziz, who is also a director of Petrowangsa.

Tan, who did not wish to divulge on the earnings potential from the collaboration

with Petrowangsa said the company hoped to generate substantial revenue and profit in the coming financial years.

"We acknowledge the slowdown in the oil and gas industry, but the fact that it does offer healthy profit margins as well as being strong paymasters, it is a good time to secure jobs with the national oil company.

"And although Petronas has announced capital and operating expenditure cuts, it is important to note that the company's advertising volume was huge. So, getting a small portion of a contract would be significant to both MNC and Petrowangsa," he added.

MNC's orderbook now stood at over RM5mil from clients established across various industries.

Meanwhile, Azrulnizam said the company holds 49 approved licences from Petronas and has completed 20 contracts to date worth over RM3mil, mainly in supplying equipment. "We have submitted our digital advertising proposals to Petronas and we hope to see some results, perhaps in the first quarter of next year," he said.

The tie-up will be the next step to target new customers in the digital field, he said, adding that although the firm held the advertising licence, it didn't have the opportunity to venture into the field until now.

Petrowangsa is managed by Azrulnizam, who was previously the chief executive officer of Al-Rajhi Bank Malaysia.