

## PRESS RELEASE

### **Hospitality Solutions Provider Vendfun Appoints PT Murni as Exclusive Master Distributor for Indonesian Market**

*Strategic partnership targets Indonesia's budget and boutique hotels, and hostels with self-check-in kiosk solutions*

**KUALA LUMPUR, 25 March 2026:** Malaysia-based hospitality solutions provider Vendfun Sdn. Bhd. has appointed PT Murni Solusindo Nusantara, headquartered in Jakarta, as its Exclusive Master Distributor for Indonesia, marking the company's largest market expansion to date. Under the partnership, PT Murni will oversee the distribution of Vendfun's solutions across the Indonesian market, including marketing, promotions, exhibitions, lead generation, sales closing, installation, and technical support. PT Murni will also manage Vendfun's entire Indonesian distribution network and lead a reseller program to expand market reach in the country.

The distributorship agreement was signed by Daryl Lau, Chief Strategy Officer of Vendfun, who oversees the ASEAN expansion, and Anton Ng, Director of PT Murni, on 10 March 2026 at PT Murni's office in Jakarta, with Benny Wee, Chief Executive Officer of Vendfun, in attendance.

The partnership focuses on Indonesia's hospitality sector, with Vendfun introducing its Smart Mini Kiosk solutions (Mini S and Mini S Pro) to automate hotel self-check-in and check-out processes for budget and boutique hotels, Airbnbs, and hostels.

Daryl Lau, Chief Strategy Officer of Vendfun, said, "In Indonesia, our kiosk solutions are driven by two critical hotelier pain points, which are spiraling manpower costs and rising front-desk fraud. Additionally, as guest impersonation and credit card scams surge, traditional manual check-ins remain highly vulnerable. With rising costs, we foresee that demand for automated solutions will become even stronger in Indonesia. We are thrilled to partner with PT Murni to help address these challenges."

Meanwhile, Anton Ng, Director of PT Murni, added, "We are excited to bring Vendfun's self-check-in kiosk solutions to the Indonesian market. The demand for automated hospitality solutions is real and growing, and Vendfun's technology directly addresses the challenges that hotels face today. We look forward to working closely with Vendfun to make self-service check-in the new standard for budget and boutique hotels across Indonesia."

Vendfun already has two recent hotel clients in Indonesia, and these customers will be transitioned to PT Murni for ongoing support and maintenance, reflecting the new partnership.

Founded to support the hospitality industry's digital transformation, Vendfun has deployed more than 150 kiosks across 12 Malaysian states as well as in Singapore, Australia, and the United States.

The appointment of PT Murni represents the company's most significant regional expansion to date and forms part of Vendfun's broader strategy to grow its presence across Southeast Asia.

"Indonesia represents a very exciting opportunity for us as it has the largest base of budget hotels in the region," added Daryl. "With PT Murni's strong presence of seven offices and over 100 service centers across the country and technical capabilities in the Indonesian market, we believe this partnership will accelerate the adoption of self-service technology in the hospitality industry."

Looking ahead, Vendfun plans to further expand its regional footprint, with the company scheduled to complete its first installation in Thailand in April. It is also seeking a strong local distributor in Thailand as it continues its ASEAN expansion strategy.

Vendfun's Smart Mini Kiosks are compact, self-service kiosks designed to streamline the hotel check-in experience while improving operational efficiency. Integrated with multiple Property Management Systems (PMS) such as Yanolja, Cloudbeds, and Wincloud, Vendfun's solutions enable guests to complete identity verification, registration, and payment quickly and securely without the need for front desk staff. This not only reduces manpower requirements but also enhances security and improves the overall guest experience.

#### **About Vendfun:**

Vendfun provides hospitality operators with peace of mind and elevates customer experience through a total hospitality automation ecosystem. The company provides unique self-service kiosk solutions with its in-house proprietary kiosk application software for hotels and the F&B industry, aimed at reducing business costs, minimizing human error, improving efficiency, and reducing manpower dependency. Vendfun has deployed more than 150 kiosks across 12 Malaysian states as well as in Singapore, Australia, and the United States. Web: [www.vendfun.com](http://www.vendfun.com).

#### **About PT Murni:**

PT Murni is an ISO 9001:2015 certified solution provider company with over 33 years of experience, 700+ experienced staff, and a nationwide service network of 6 Branches and 100+ Service Points. Being one of the market leaders in Indonesia, PT Murni focuses on providing reliable ICT and digital solutions to help businesses solve challenges and speed up transformation. Web: [www.murni.co.id](http://www.murni.co.id)

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