

## GOJEK and Voyager: Increasing Access to the Digital Economy\*



Increasingly, mobile and digital solutions are connecting and elevating people and communities, especially in emerging market regions like Southeast Asia. GOJEK, a leading on-demand mobile platform in Indonesia, and Voyager Innovations (“Voyager”), a leading digital payments and financial services provider in the Philippines, are key players driving digital transformation in Southeast Asia.

GOJEK and Voyager enable the broader population to participate in the digital economy. Through app-based services, formerly underserved individuals and families can now connect to a variety of jobs and mobile bank accounts, enabling them to improve their livelihoods. These digital tools are helping bridge the socioeconomic gap in these countries.

In Indonesia, for example, 1.7 million active, registered drivers have access to additional income due to GOJEK. Its food delivery platform, GO-FOOD, enabled more than 300,000 food merchants to gain direct access to the market, experiencing a 3.5 times average increase in sales after joining the platform. In 2018, Voyager brought 7.3 million Filipinos greater access to mobile payments and more than 800 businesses utilized its services to conduct their business.

\* The case study about the companies from the private equity portfolio shown above represents what we believe to be the most demonstrative example of portfolio companies increasing access to the digital economy in 2018 as identified by the Global Public Affairs team. The specific portfolio companies identified are not representative of all of the investments made, sold, or recommended to advisory clients, and it should not be assumed that the investment in the companies identified was or will be profitable. All information and data are as of December 31, 2018, unless otherwise noted.