



CORPORATE PROFILE

DRIVING SEA FORWARD



Over **77 Million** mobile downloads

Over **2.3 Million** drivers across our network



According to TNS, a global market research firm, Grab's services (taxis, cars and motorbikes) are used most often in Singapore, Indonesia, Malaysia, Philippines, Thailand and Vietnam, compared to other ride-sharing and taxi hailing apps

168 CITIES
8 COUNTRIES



Kudo agents in 500 towns & cities in Indonesia

PROVIDING THE SAFEST TRANSPORT PLATFORM

MAKING TRANSPORTATION ACCESSIBLE TO ALL

IMPROVING THE LIVES OF OUR PARTNERS

BRINGING SOUTHEAST ASIA INTO THE DIGITAL ECONOMY

Grab is Southeast Asia's leading on-demand transportation and mobile payments platform. Grab solves critical transportation challenges to make transport freedom a reality for over 620 million people in Southeast Asia. Grab's core product platform includes transport solutions for drivers and passengers with an emphasis on convenience, safety and reliability, as well as its proprietary mobile payments platform, GrabPay.

SERVICES

GRAB OFFERS PAYMENTS AND A RANGE OF TRANSPORT SERVICES THROUGH ONE MOBILE APP

RIDE-HAILING

GET A VEHICLE



GrabTaxi

› E-hailing solves safety and price certainty issues associated with traditional taxis in the region.



GrabBike

› Fastest growing transport service.

› Most popular option in Greater Jakarta, where population is 60% larger than Beijing.



GrabCar

› Economy and premium options.

GET IT FASTER



JustGrab

› Automatically assigns a vehicle from both Grab's taxi and car fleets at fixed fares for a faster ride.



GrabNow

› Digitising street-hailing. (GrabTaxi in Singapore; GrabBike and GrabCar in Indonesia)

SHARE A RIDE



GrabShare

› Commercial on-demand carpooling service for passengers to share their ride.

› Passengers enjoy cheaper rides with short detours; drivers earn more with two passenger bookings in one trip.



GrabHitch

› Social bikepooling and carpooling service allowing passengers to hitch a ride with drivers who are going the same way.



GrabShuttle

› Pre-book a shuttle bus seat for an affordable, comfortable commute.



GrabCoach

› Charter different-sized vehicles to move large groups of people.

MARKETPLACE



GrabExpress



GrabFood

› On-demand delivery services for food and parcels.

› Addresses local challenges of last-mile delivery especially through congested cities.

PAYMENTS



GrabPay

› In-app mobile payments for more seamless rides.

› Caters to local payments preferences through partnerships with over 60 financial services partners.

› P2P fund transfers using GrabPay mobile wallet.

› QR-code enabled payments with merchants in restaurants and shops.



GrabRewards

› Southeast Asia's largest loyalty programme, with over 160 top-tier merchants across the region.

› Passengers can earn and redeem points when they take all regular GrabCar, GrabBike, GrabShare and GrabTaxi rides.

› Grab customers can earn and redeem points when they pay with GrabPay at a Grab merchant.

MARKET OPPORTUNITY

\$25 BILLION MARKET FOR TRANSPORT; \$500 BILLION MARKET FOR PAYMENTS IN SEA



HIGH POPULATION DENSITY AND DEVELOPING PUBLIC TRANSPORTATION INFRASTRUCTURE

› More than 620 million people across the region -- larger than EU or North America.

› 12 megacities across SE Asia (>2 million); 4 cities larger than NYC.

IDEAL FOR RIDESHARING

› Car ownership ranks among the lowest in the world.

› 70 cars per 1,000 people in SE Asia compared to 103 in China and 574 in the United States.



GROWING CONSUMER BASE AND DEMAND FOR ON-DEMAND SERVICES

› Smartphone penetration expected to double in the next 5 years in Indonesia, Myanmar & Philippines, already exceeds 100% in Malaysia, Thailand and Singapore.

› Global non-cash transactions reached a volume of more than \$433 billion in 2016. Transaction volume in emerging Asia has grown by 43.4%, from 2014-2015.

2012		2013		2014			2015		2016			
GrabTaxi first launched in June 2012	Entered Philippines in July 2013	Entered Singapore and Thailand in Oct 2013	Entered Vietnam in Feb 2014	Entered Indonesia in June 2014	GrabCar first launched in July 2014	GrabBike first launched in Nov 2014	GrabExpress first launched in July 2015	GrabHitch first launched in Nov 2015	GrabPay regional launched in Jan 2016	Grab for Business first launched in June 2016	GrabPay Credits first launched in Dec 2016	GrabShare first launched in Dec 2016
2017												
GrabCoach first launched in Feb 2017	GrabShuttle first launched in Mar 2017	JustGrab first launched in Mar 2017	Entered Myanmar in Mar 2017	Kudo acquired to expand GrabPay platform in Apr 2017	GrabNow first launched in June 2017	P2P Fund Transfer first launched in Aug 2017	GrabRewards launched in Aug 2017	1 Billion Rides completed in Oct 2017	Merchant Payments first launched in Nov 2017	Entered Cambodia in Dec 2017		

INVESTMENT ROUNDS					R&D CENTRES		
› APR 2014 : Vertex Ventures Holdings (Temasek)	› OCT 2014 : \$65M (Tiger Global, Hillhouse Capital)	› AUG 2015 : \$350M (China Investment Corporation, Didi Chuxing, Coatue)	› JUL 2017 : Up to \$2.5b (SoftBank and Didi Chuxing)	› APR 2015 : Singapore R&D centre	› JAN 2016 : Seattle R&D centre	› MAY 2017 : Jakarta R&D centre	
› MAY 2014 : \$15M (GGV Capital, Qunar)	› DEC 2014 : \$250M (SoftBank)	› SEP 2016 : \$750M (SoftBank)	› OCT 2017 : \$700M in debt facilities	› MAY 2015 : Beijing R&D centre	› MAR 2017 : Bangalore & HCMC R&D centres		