



CORPORATE PROFILE

DRIVING SOUTHEAST ASIA FORWARD



Over **100 Million** mobile downloads

Over **7.1 Million** micro-entrepreneurs across our network



225 CITIES
8 COUNTRIES



PROVIDING THE SAFEST TRANSPORT AND FINTECH 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 Online to Offline (O2O) mobile platform, providing the everyday services that matter most to consumers. Grab provides access to safe and affordable transport, food and package delivery, mobile payments and financial services.

SERVICES | GRAB OFFERS PAYMENTS AND A RANGE OF CONSUMER 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 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 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
Users earn points when they take Grab's ride-hailing services, order food through GrabFood.

FINTECH



Grab Financial
Loans and lending services to millions of unbanked and underbanked consumers, micro-entrepreneurs and small businesses across Southeast Asia.

Insurance options to driver-partners to protect their vehicles, livelihoods and families.



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 500 merchants across the region.

Users earn points when they use Grab's ride-hailing services or Grab's O2O services, such as GrabFood, GrabPay, GrabExpress or GrabCycle.

Grab's customers can redeem points through the GrabRewards catalogue that features discounts with hundreds of merchants.

MARKETPLACE



GrabExpress
On-demand delivery of parcels.
Addresses local challenges of last-mile delivery especially through congested cities.



GrabFood
An on-demand food delivery platform available in Indonesia, Thailand, Vietnam, Malaysia, Singapore and the Philippines.



GrabCycle
Brings multiple personal mobility partners, from bikes to e-scooters, into a single marketplace app.

MARKET OPPORTUNITY

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



HIGH POPULATION DENSITY AND DEVELOPING PUBLIC TRANSPORT 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 first launched in Jan 2016	GrabFood first launched in May 2016	Grab for Business first launched in June 2016	GrabPay Credits first launched in Dec 2016	GrabShare first launched in Dec 2016
2017												2018	
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	Merchant Payments first launched in Nov 2017	Entered Cambodia in Dec 2017	Acquisition of Uber's business in SEA in Mar 2018	GrabCycle bike-sharing marketplace first launched in Mar 2018	Grab Ventures launched in June 2018	
INVESTMENT ROUNDS													
APR 2014: Vertex Ventures Holdings (Temasek)		MAY 2014: \$15M (GGV Capital, Qunar)		OCT 2014: \$65M (Tiger Global, Hillhouse Capital)		DEC 2014: \$250M (SoftBank)		AUG 2015: \$350M (China Investment Corporation, Didi Chuxing, Coatue)		SEP 2016: \$750M (SoftBank)			
JUL 2017: Up to \$2.5b (SoftBank and Didi Chuxing)		OCT 2017: \$700M in debt facilities		JUNE 2018: \$1B (Toyota)									
R&D CENTRES													
APR 2015: Singapore R&D centre		MAY 2015: Beijing R&D centre		JAN 2016: Seattle R&D centre		MAR 2017: Bangalore & HCMC R&D centres		MAY 2017: Jakarta R&D centre					