



JAYGAN FU, COUNTRY HEAD

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TRAFFIC JAM

**UNETHICAL
DRIVERS**

SAFETY

PRICE HAGGLING

SOCIAL ENTERPRISE

ANDROID

TECHNOLOGY

E-COMMERCE



APP STORE

APPLICATION

INTERNET
BANKING





We saw a need

We had a solution

But how do we even begin?

From Drawing Board to Reality

People

- **Convincing Drivers**
- **Convincing Passengers**
- **The Right Talent**

Technology

- **Tech is constantly evolving**
- **Safety / Privacy of information and payment**

Industry

- **Securing the buy-in from relevant parties**

Scaling the business

- **Balance of supply and demand**
- **Services**



Availability & Speed



Productivity & Earnings



THAILAND



VIETNAM



PHILIPPINES



MALAYSIA



SINGAPORE



INDONESIA

Solving Local Problems

Our Services

Grab offers a wide range of services through one mobile app.

TAXI-HAILING



GrabTaxi

- › 95% market share excluding taxi fleet apps.
- › E-hailing solves safety and price certainty issues associated with traditional taxis in the region.

PRIVATE CAR



GrabCar

- › More than 50% market share and growing.
- › Budget and premium options.

MOTORBIKES



GrabBike

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

CARPOOLING



GrabHitch

- › Passengers hitch a ride with drivers going the same direction.
- › Provides attractive price point between taxis and public transit and eases congestion.

DELIVERY



GrabExpress

- › On-demand pick-up and delivery services.
- › Addresses local challenges of last-mile delivery especially through congested cities.

OUR MISSION



**Providing the Safest
Transportation in SEA**



**Making Transportation
Accessible for All**



**Improving Lives of Our
Partners**



Over
350,000
drivers across
our network

30 CITIES
6 COUNTRIES



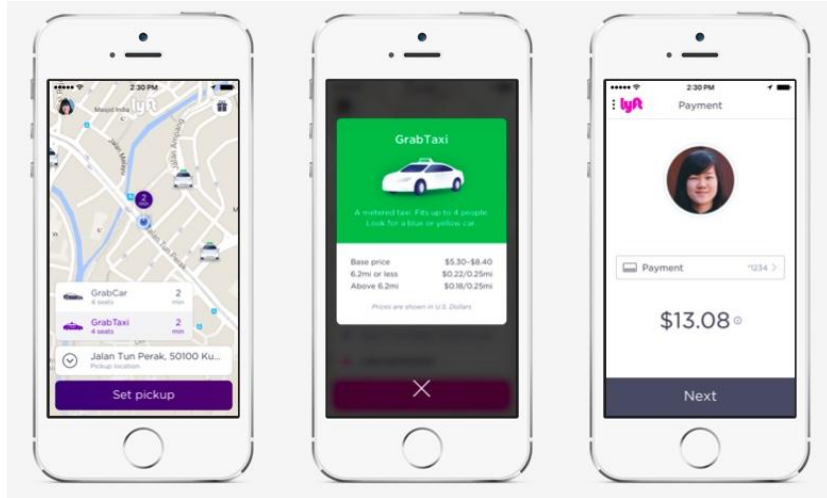
Over
19 Million
mobile downloads



market share
of third-party
taxi-hailing apps



market share
in private cars
and growing



Integration with Lyft

**WHAT IS THE PROBLEM IN
YOUR COMMUNITY?**

**HOW DO YOU INTEND TO FIX
THE PROBLEM?**



**Is Your Value
Proposition
Strong?**

**Do You Have The
Right People**

**KEY
LEARNINGS**

**Can You Scale
Fast Enough?**

**Are You
Stretching Your
Dollar?**

THANK YOU

