



# CORPORATE PROFILE

## DRIVING SEA FORWARD

### PROVIDING THE SAFEST TRANSPORT PLATFORM

Travel with confidence knowing that Grab's top priority is your safety.

### MAKING TRANSPORTATION ACCESSIBLE TO ALL

We offer the best transport options at various price points.

### IMPROVING THE LIVES OF OUR PARTNERS

We improve the quality of life for passengers, drivers, employees and society at large.



Over  
**320,000**  
drivers across our network



market share of third-party taxi-hailing apps



market share in private cars and growing



Over  
**17 Million**  
mobile downloads

Grab is Southeast Asia's leading ride-hailing platform. We solve critical transportation challenges and make transport freedom a reality for 620 million people in Southeast Asia. We believe everyone should be able to go anywhere - and trust that they can book a safe ride.

## SERVICES

GRAB OFFERS A WIDE RANGE OF SERVICES THROUGH ONE MOBILE APP

### MOTORBIKES GrabBike

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



### 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.



### CARPOOLING GrabHitch

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



### PRIVATE CAR GrabCar

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



### DELIVERY GrabExpress

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



## MARKET OPPORTUNITY

\$25 BILLION MARKET FOR TAXIS, CARS, MOTORBIKES AND DELIVERY IN SE ASIA

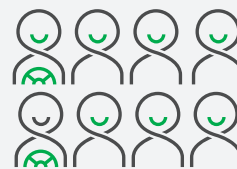


### HIGH POPULATION DENSITY AND DEVELOPING PUBLIC TRANSPORTATION INFRASTRUCTURE

- › Population of more than 620 million across the region - larger than the entire EU or North America.
- › 12 megacities across SE Asia (population > 2 million), including 4 cities larger than NYC.

### IDEAL RIDESHARING MARKET

- › 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 INCREASING USAGE OF ON-DEMAND SERVICES

- › SE Asia middle-class expected to double by 2020 to more than 400 million people, compared to China's expected 600 million in the next 10 years.
- › Strong emergence of online to offline (O2O) services due to increasing smartphone penetration, which is expected to double in the next five years in Indonesia and the Philippines, and exceed 100% in Malaysia and Singapore.

**GrabTaxi**  
first launched in June 2012

**GrabCar**  
first launched in July 2014

**GrabBike**  
first launched in Nov 2014

**Singapore R&D centre**  
opened in April 2015

**GrabExpress**  
first launched in July 2015

**GrabHitch**  
first launched in Nov 2015

**Global rideshare partnership**  
announced in December 2015

**Seattle engineering centre**  
opened in January 2016

2012	2013	2014	2015	2016
<b>INVESTMENT ROUNDS</b>		<b>APR</b> Vertex Ventures Holdings (Temasek)	<b>MAY</b> \$15M (GGV Capital, Qunar)	<b>OCT</b> \$65M (Tiger Global, Hillhouse Capital)
		<b>DEC</b> \$250M (Softbank)	<b>AUG</b> \$350M (China Investment Corporation, Didi Kuaidi, Coatue)	