Regulating the shared economy
Insights from Grab's experience in SE Asia

ANU-PIDS Manila Conference

19 October 2017 | **Marian Panganiban**

Transportation
Shared Economy
Data and Technology

Grab

Grab is Southeast Asia's #1 ride-hailing company.

132 cities in 7 countries

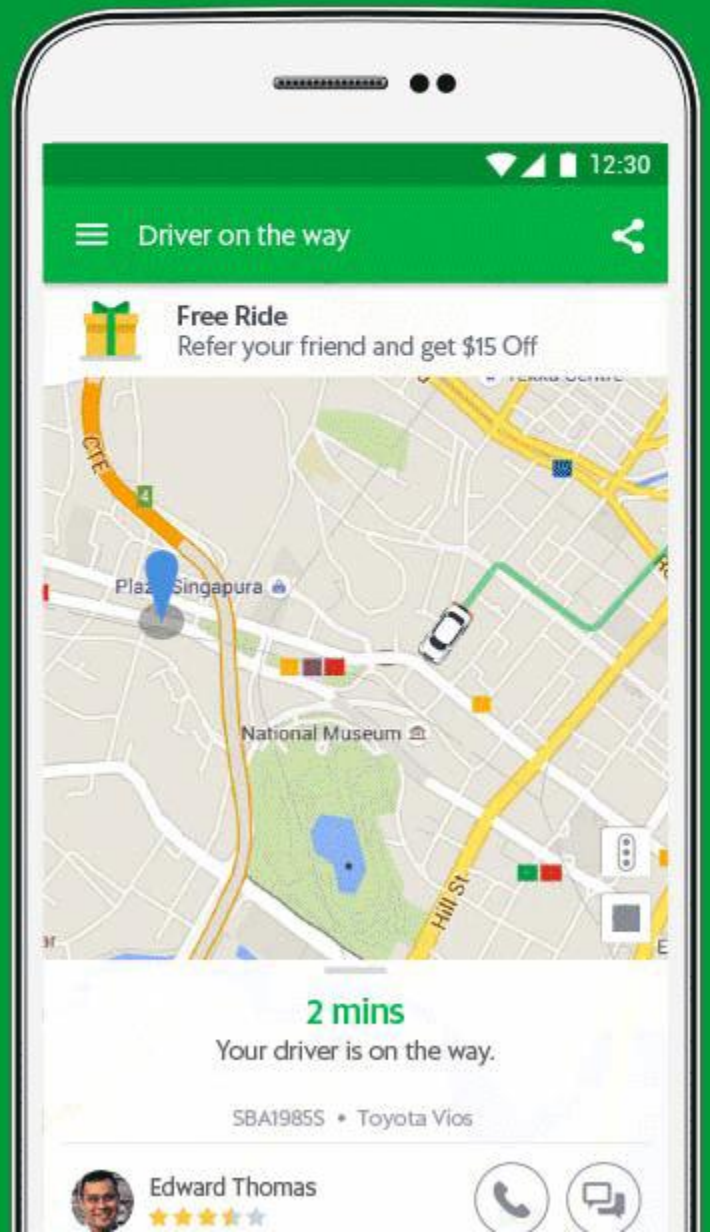
1.3M drivers in our network across Southeast Asia

63 million downloads

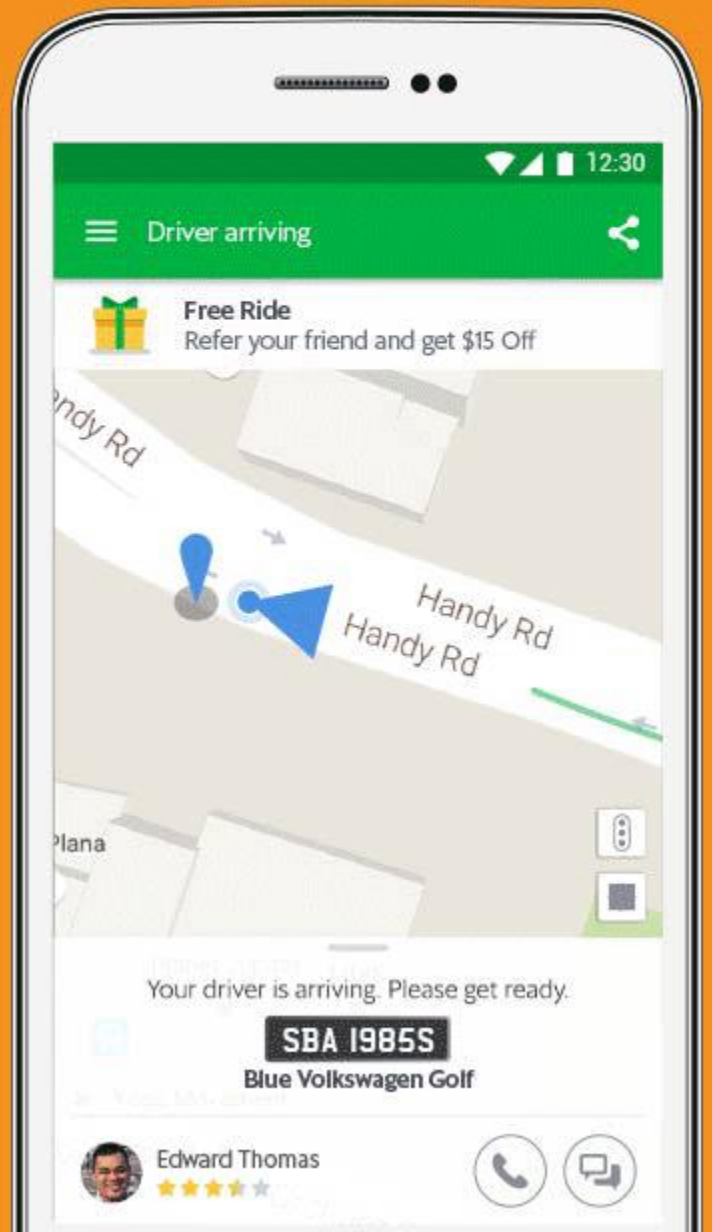
6 Research & Development centers

Grab

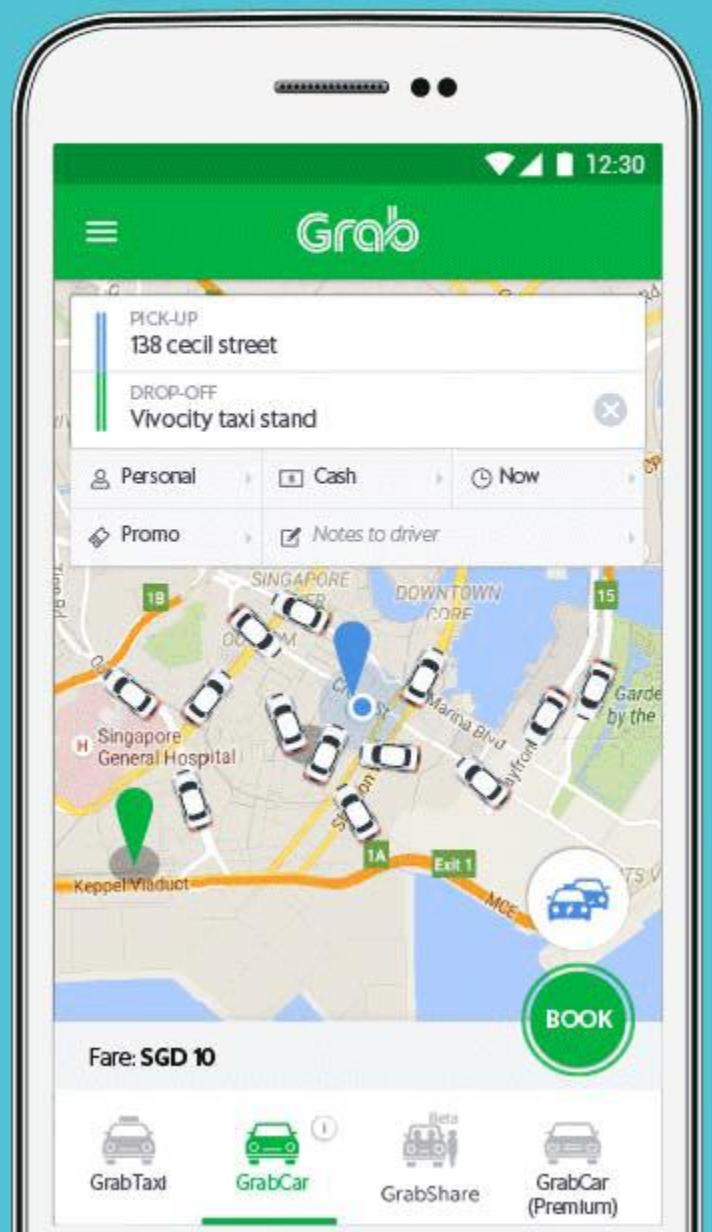
SAFETY
Know your driver



CERTAINTY
Share your location

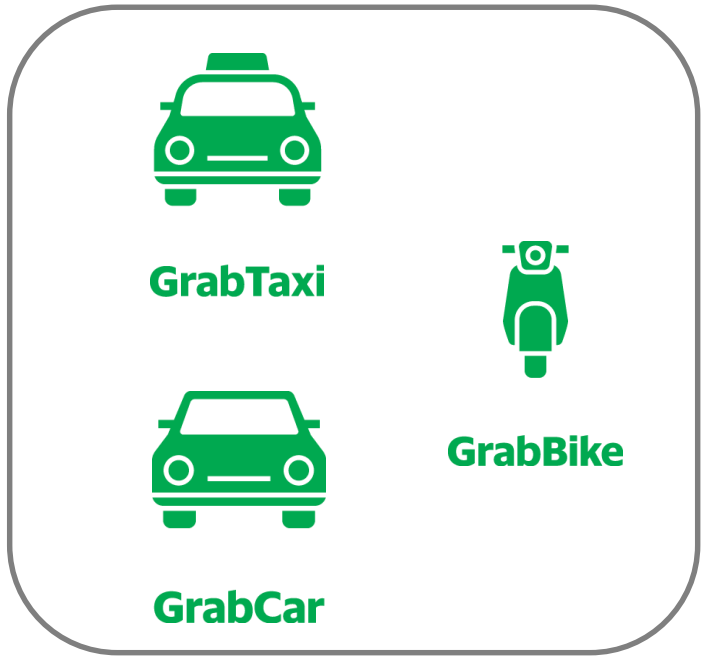


TRANSPARENCY
Upfront, fixed fare

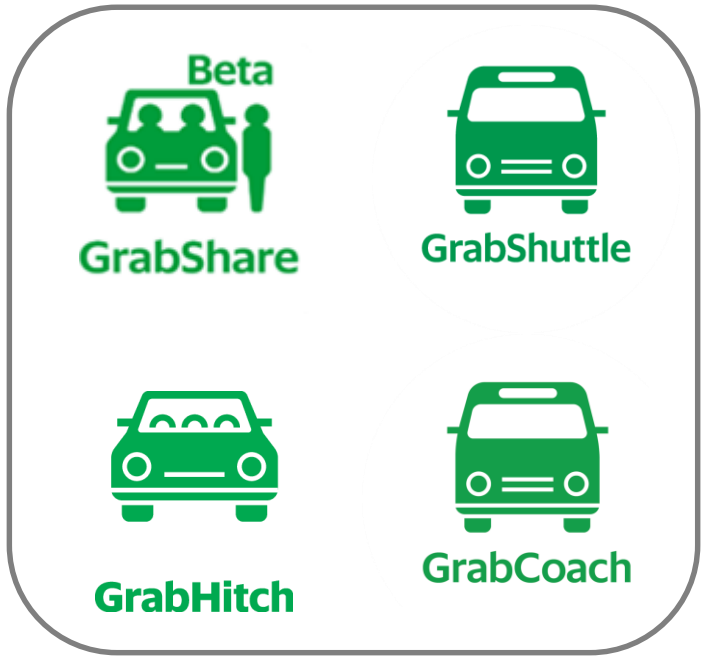


Grab services across Southeast Asia

No one size fits all: Relevant variety of services



Multiple services for every transport need



Reduce the number of cars on the roads

Delivery services

Building localized solutions for the unique problems of Southeast Asia.

Payment Solution

- Cash Payments
- Upfront Pricing
- Driver Pre-Paid Wallet
- Passenger Credits Wallet

Enhancing User Experience

- GrabChat
- Venue App and Kiosks
- Share My Ride
- Loyalty & Rewards Program
- Advance Booking

Optimizing Supply

- JustGrab
- Taxi Dispatch Algorithm
- GrabHitch
- GrabShare

Platform Services

- GrabRoad
- POI Database
- Heat Maps
- 2-Wheel Specific Services
- Fraud Detection Engine
- Grab4Work

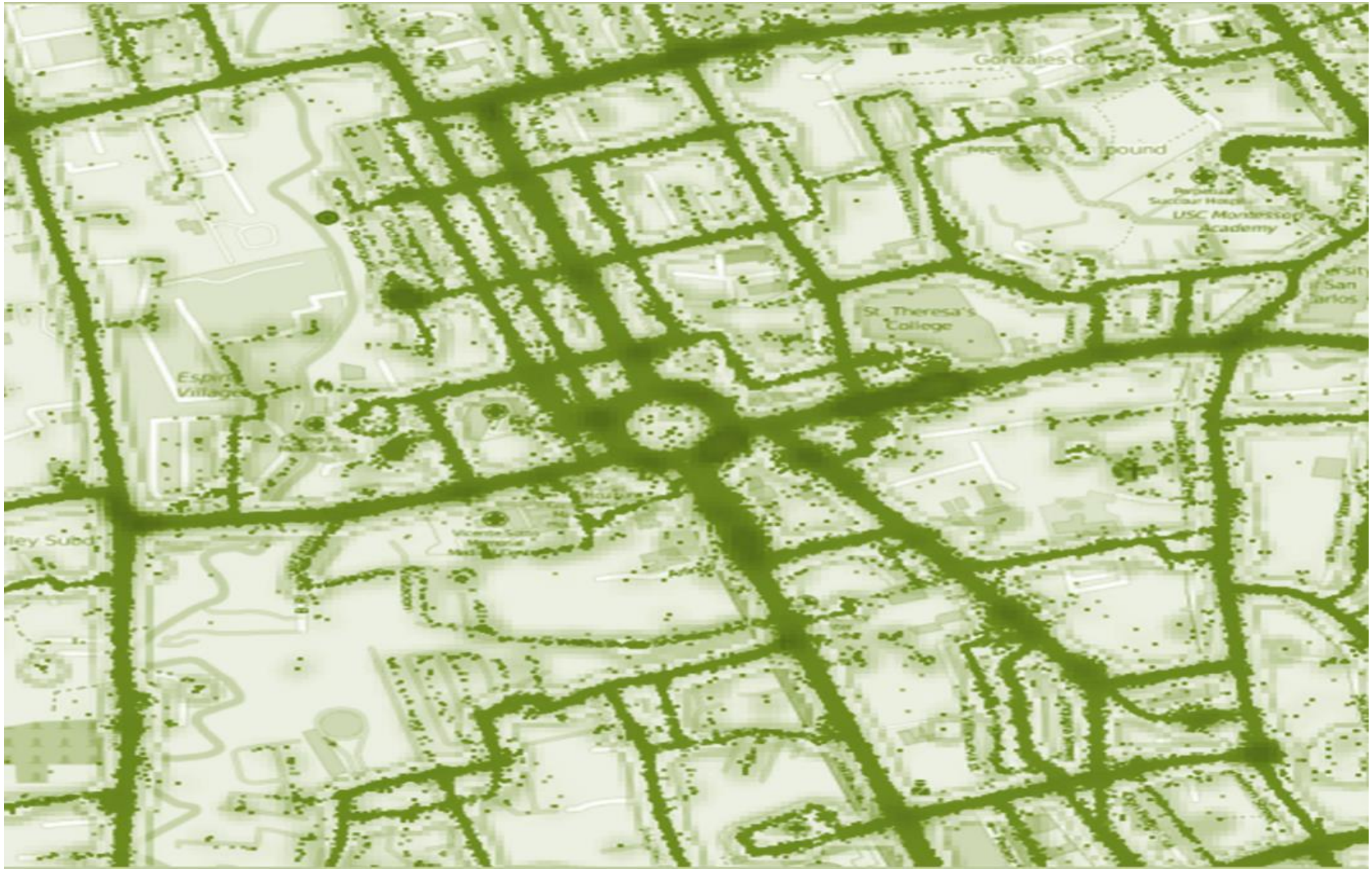
Technology sets an intellectual half-life on policies

Foldvary, F. and Klein, D. (2002) *The Half-Life of Policy Rationales: How New Technology Affects Old Policy Issues.* New York: NYU Press

Technology trims transactions costs. It expands the informational capability of government.

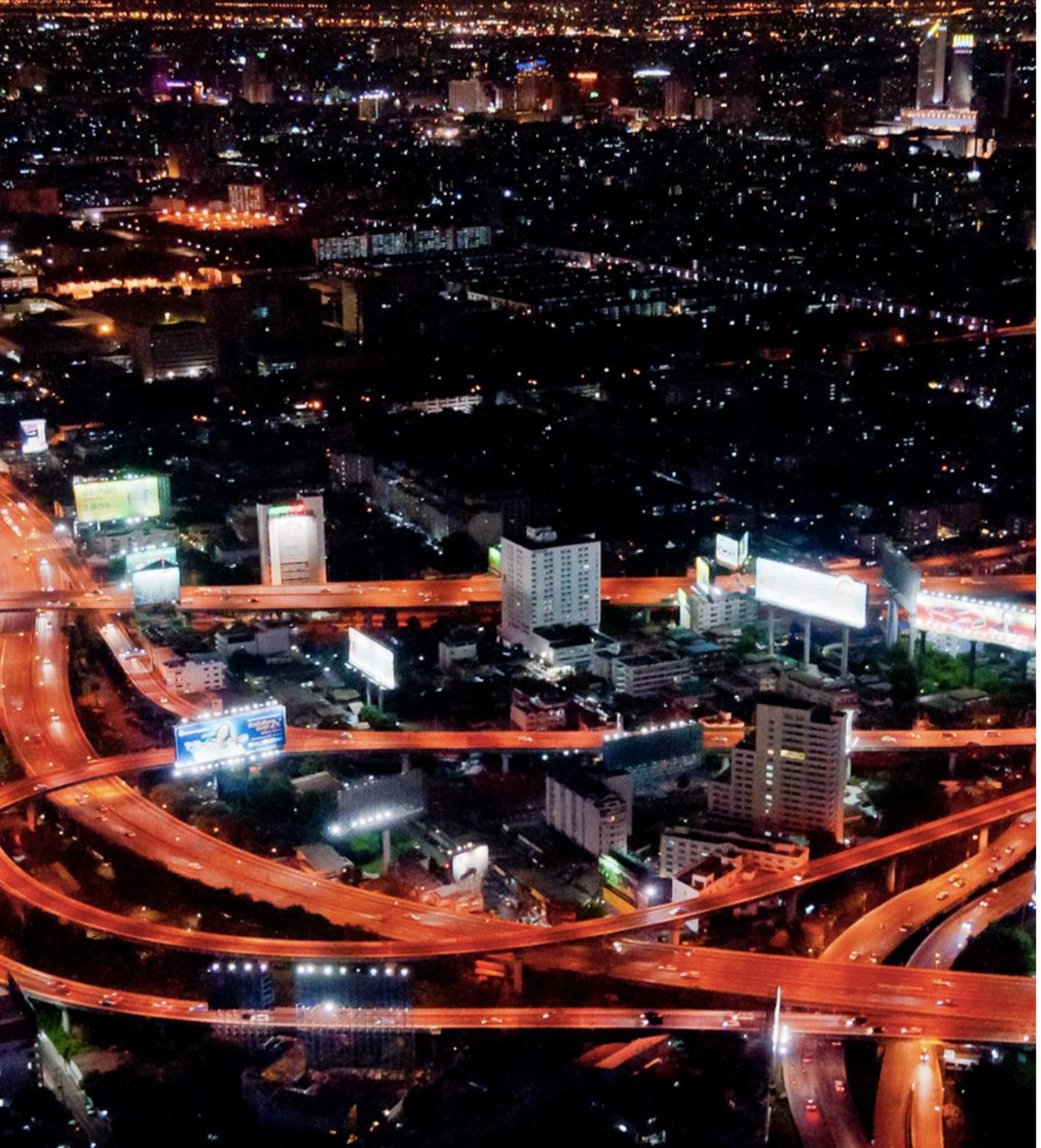
Fodvary, F. and Klein, D. (2002) *The Half-Life of Policy Rationales: How New Technology Affects Old Policy Issues.* New York: NYU Press

Industry-wide collaboration with taxi companies and regulators led to launch of JustGrab



Cebu City, Philippines

Kuala Lumpur,
Malaysia



Using big data to help manage traffic

World Bank collaboration on OpenTraffic platform in Malaysia and the Philippines.

Sharing Grab’s anonymized GPS data to help governments analyze traffic.

September 2016:

World's First Public Driverless Taxi Trial - Grab x nuTonomy

Shaping the future of mobility in collaboration with governments.

Aim to formulate public policies that:

- steer the development of innovation to improve mobility, safety, and sustainability.
- integrate the features of ride-hailing companies and shared economy companies into existing systems and services in ways that leverage the new services' strengths and features.
- encourage collaboration between public and private sector.