DRIVING INNOVATION THROUGH COLLABORATION

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Rethinking Regulations in the Era of Industry 4.0
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An everyday app that impacts lives across Southeast Asia

Everyday services
Commute, Eat, Deliver & Pay
with one e-wallet

Over **2 billion** rides across the region

Over **125 million** mobile downloads

Over **8.5 million** micro-entrepreneurs enabled

Grab

336 cities in 8 countries

MYANMAR

THAILAND

VIETNAM

CAMBODIA

PHILIPPINES

MALAYSIA

SINGAPORE

INDONESIA

SOLVING REAL, LOCAL PROBLEMS IN SOUTHEAST ASIA

From road safety to traffic congestion, and creating income opportunities for people in the region, how is Grab impacting the lives of Southeast Asians?
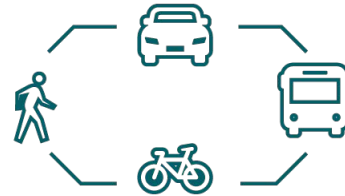
Our Secret Sauce: How we got here?
Creating localised, data driven services and value adds that are relevant to users across SEA

Serve different needs in transport with a range of localised modes: 2W, 3W, 4W, shuttles, e-scooters (FMLM)

Contextualise supply optimisation efforts: JustGrab

Setting up the **building blocks of a multi-modal future** for different markets in SEA
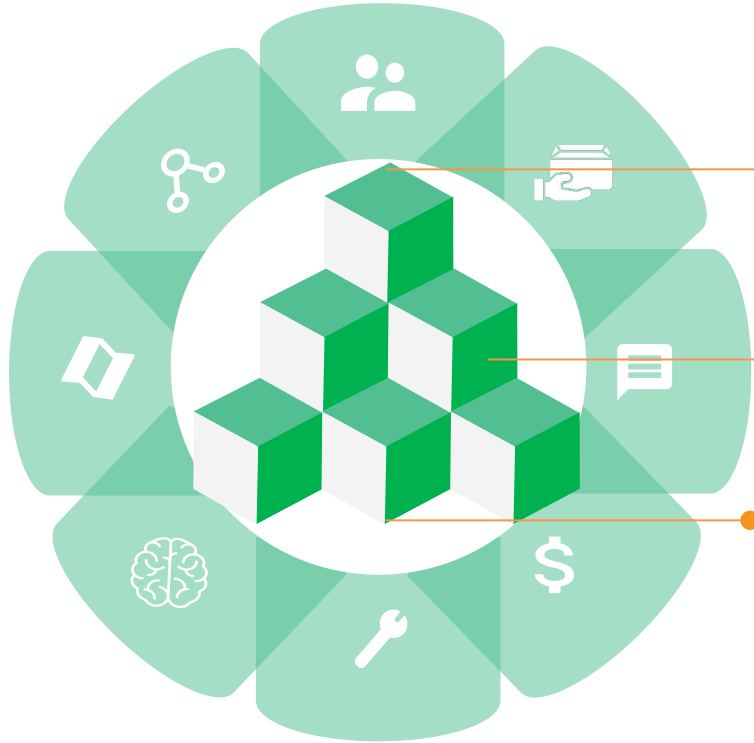
Localised payment partnerships to advance agenda for financial inclusion

#ForwardTogether:
An open platform strategy to build SEA's first everyday superapp with partners

Hyperlocal Collaboration
People-centric in solving mobility pain points with partners

Public Private Partnerships
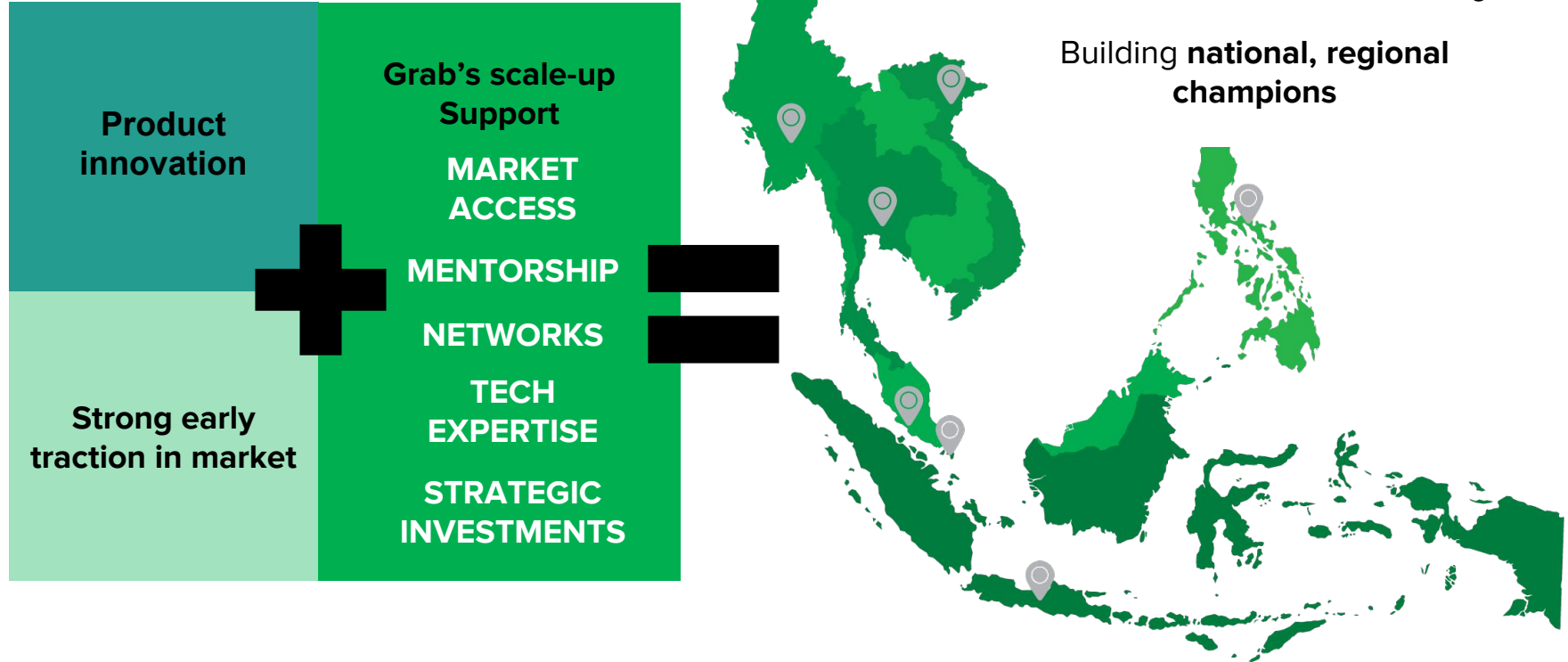Transport, E-commerce, Tourism, Healthcare, Education

User Base
>**100 million** users
>**8.5 million** micro entrepreneurs
enabled in >**336 cities, 8 countries**

GrabVentures: Nurturing innovation by providing a launchpad to scale new solutions across the region

Product innovation

Strong early traction in market

+

Grab's scale-up Support

MARKET ACCESS

MENTORSHIP

NETWORKS

TECH EXPERTISE

STRATEGIC INVESTMENTS

=

GrabVentures Velocity

Building **national, regional champions**

From mass production to mass customisation:
Tech platforms unlock exponential benefits for various stakeholders.

CONSUMERS
Enjoy more convenient, affordable and reliable services that improve their quality of life.

BUSINESSES
Tech platforms help expand the economic pie. Benefits of new products and processes can spillover to different industries.

MICRO-ENTREPRENEURS
Gain access to new markets and better income opportunities with lower investment costs .

GOVERNMENTS
Helps them fulfill their mandate to serve their constituents. Can use technology to enhance service delivery.

Enabling innovation through regulation:
Adaptable regulatory frameworks boost a country's global competitiveness.

WEF Ranking of Southeast Asian countries

Adaptability of legal framework to digital business models	Global competitiveness
#1 Singapore	#1 Singapore
#2 Malaysia	#2 Malaysia
#3 Indonesia	#3 Thailand
#4 Philippines	#4 Indonesia
#5 Vietnam	#5 Philippines
#5 Thailand	#6 Vietnam
#6 Cambodia	#7 Cambodia

*Myanmar is not included in the report

Source: World Economic Forum's Global Competitiveness Report 2018

Case study on shared mobility:
Shared principles guides stakeholders towards the best outcomes for all.

1

Active engagement between public and private sector

A more robust learning, planning and decision-making process for mobility solutions requires different stakeholder groups to work together.

2

Enable the public benefits of Open Data

The ideal data infrastructure underpinning the future of mobility will allow for **interoperability, competition, and innovation** in transport industry while ensuring privacy, security, and accountability.

3

Integrate services for seamless connectivity

Public and private transport options integration and planning across operators. This is facilitated by interoperable **payments and information sharing** between ride-sharing platforms, government bodies, and other transport operators.

GRAB'S IS A SIGNATORY IN **SHARED MOBILITY PRINCIPLES FOR LIVEABLE CITIES**

Grab's experience in Southeast Asia:
Securing public-private partnerships to solve problems together.

GRAB - NUS AI LAB

Grab and NUS partnered together in opening an AI LAB that helps to analyse transportation data in improving road safety and traffic in Southeast Asian cities

GRAB - Urban Redevelopment Authority

Grab partners with Urban Redevelopment Authority (URA) in Singapore to study public transit commuters travelling pattern and help to reshape urban infrastructure and technology

GRAB - UNDP Cambodia

Grab partners with UNDP to reduce pollution and enhance both traffic safety and efficiency in Cambodia

We're here to serve communities....

...by bringing people closer to what matters to them