

Grab VIETNAM IN 2018

DRIVING SOUTHEAST ASIA FORWARD



Over **130 Million** mobile downloads

Over **8.5 Million** micro-entrepreneurs across our network



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.



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

DRIVING VIETNAM TOWARDS INDUSTRIAL REVOLUTION 4.0

An everyday superapp serving daily essential needs of Vietnamese

- Serving the everyday needs (commute, eat, delivery) of **1 in 5¹** Vietnamese every month
- On average, commuters can get a Grab service within **2.5² mins**
- VND 13³ billion** Grab's charitable contributions to serve Vietnamese communities in 2018

Contributing to Vietnam's economic development

- Healthy double digit⁴ growth in transport rides
- 23x⁵** Growth in GrabFood delivery orders
- 4x⁶** Growth in GrabFood merchant partners
- 241%⁷** Growth in GrabExpress parcel delivery orders
- 370%⁸** Increase in transactions with cashless, driving cashless economy
- 4x⁹** Growth in tech talent headcount

Improving the livelihoods of our driver-partners

- Full-time driver-partners earn **100%¹⁰** more monthly income compared to national average minimum wage
- >70%¹¹** High GrabCar utilisation rate, increasing driver productivity and transportation efficiency
- 20%¹²** Growth in monthly incomes of GrabBike drivers in HCMC and Hanoi
- Created better income opportunities for more than **175,000** driver/bike partners in Vietnam
- Enabled greater efficiency for hundreds of co-ops and transport businesses in managing transportation service

Grab's business

- 5 cities** for GrabCar pilot
- 43 cities**
- 38 more cities** for GrabTaxi, GrabBike and GrabExpress services
- More than **450** locals employed

1st 1st pilot partner granted by the Vietnamese gov't for e-hailing services

>VND 440¹³ billion Grab's tax contributions to Vietnam State Budget in 2018



Grab for the Future of Vietnam

- Committed to continue driving Vietnam's digital economy forward in the long term as a technology company
- Expand GrabTaxi and GrabBike services to more cities in collaboration with central and local governments
- Continue to look into different transport innovations, as long as it makes mobility more seamless and accessible for all
- Continue to expand GrabFood and GrabExpress services to serve the daily essential needs of Vietnamese as an everyday superapp
- Bring cashless payments offerings to millions of Vietnamese consumers
- Empower micro-entrepreneurs and small & medium-sized businesses with Grab Financial

SERVICES

GRAB ENABLES ON-DEMAND TRANSPORTATION, FOOD DELIVERY, LOGISTICS AND CASHLESS PAYMENTS SOLUTIONS THROUGH ONE MOBILE APP

RIDE-HAILING

GET A VEHICLE



MARKETPLACE



FINTECH



| 2014 | | 2015 | | 2016 | | 2017 | | 2018 | | |
|--|--|--|---|---|-------------------------------------|--|---|---|-------------------------------------|--|
| Set up local Vietnam office in February 2014 | GrabBike first launched in November 2014 | GrabTaxi first launched in February 2015 | GrabExpress first launched in June 2015 | Awarded pilot licence for GrabCar in 5 cities in January 2016 | GrabPay first launched in June 2016 | GrabPay Credits first launched in March 2017 | Set up R&D Centre in HCMC in March 2017 | Acquisition of Uber's business in SEA in March 2018 | GrabFood first launched in May 2018 | GrabPay by Moca first launched in October 2018 |

¹Internal data | ²Internal data | ³Internal data | ⁴Year-on-Year | ⁵December 2018 vs June 2018 | ⁶December 2018 vs June 2018 | ⁷Year-on-Year | ⁸Year-on-Year | ⁹Year-on-Year | ¹⁰Internal data | ¹¹Internal data | ¹²Additional income opportunities from delivering food and parcels, on top of taking rides | ¹³95/TB-CCT-KK, KTT&TH by Tax Department district 10