



2016 IIA INDONESIA 6-8 SEPTEMBER  
**NATIONAL CONFERENCE**



## **PANEL-3**

# **Building a Disruptive Business**



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# About GRAB



# Grab



# Key Missions



**Providing the Safest Transportation in SEA**

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**Making Transportation Accessible for All**

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**Improving Lives of Our Partners**



# Introduction to Grab

## Core Services



**GrabTaxi**



**GrabCar**



**GrabBike**

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## New Services



**GrabExpress**



**GrabFood**



# Grab in Numbers

  
**6**  
COUNTRIES

  
**30**  
CITIES

  
**400k**  
DRIVERS

  
**3**  
TECH CENTERS

  
**1 in 8**  
SMARTPHONE USERS  
ARE ON GRAB

  
**21**  
MILLION DEVICES

## In Indonesia

**GrabCar**  
**>250x**  
GROWTH  
SINCE MID-2015

**GrabBike**  
**300%**  
GROWTH YTD

**50%**  
SUBSIDIES REDUCTION



# BUILDING A DISRUPTIVE BUSINESS

- **Safety as the Priority**
- **Being Hyperlocal**
- **Data Driven Approach**
- **Alliances & Expansion**



# Safety as the Priority

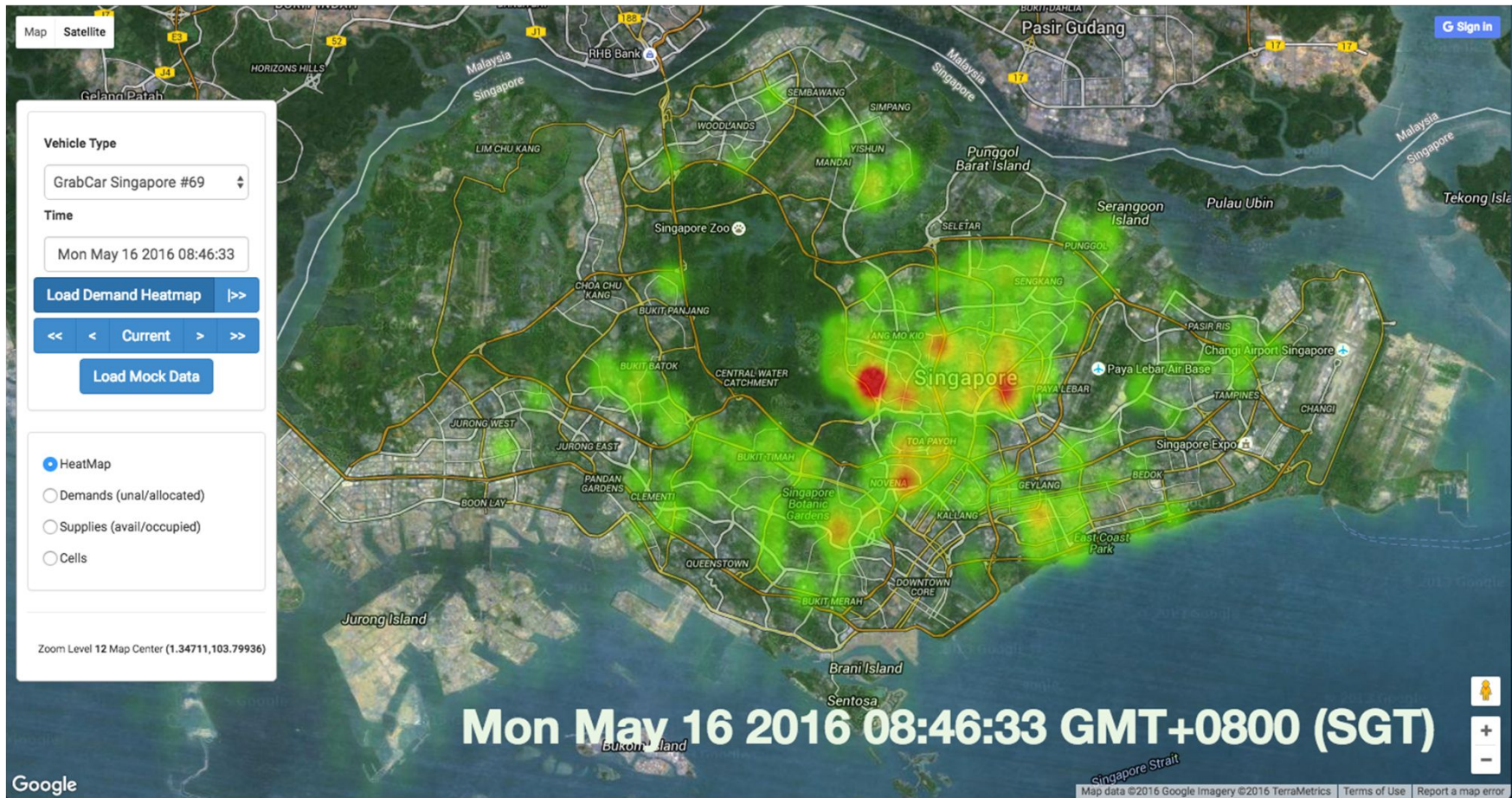


# Being Hyperlocal





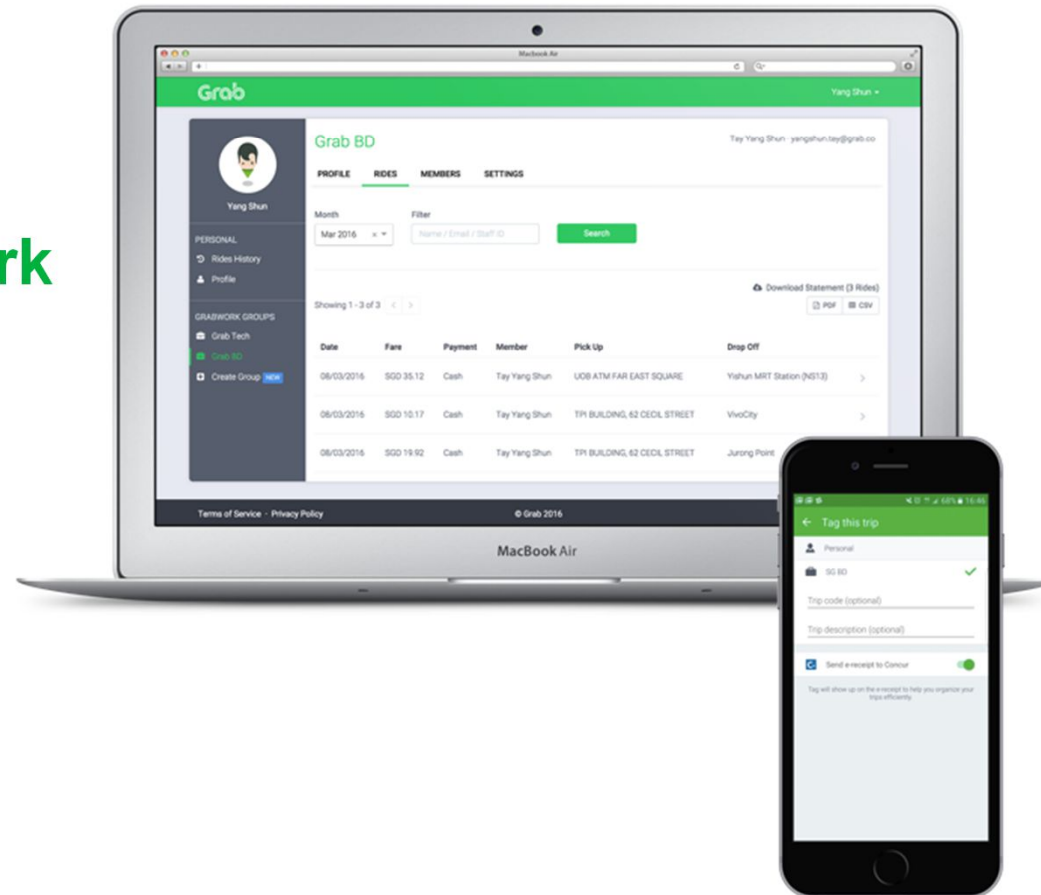
# Data Driven Approach



# Alliances & Expansion



## Grab for Work



**Thank you.**

