

2017 IIA INDONESIA NATIONAL CONFERENCE

M.O.V.E. FORWARD »

Mastery, Open-Minded, Value, and Ethics

DISRUPTIVE IMPACT

Leveraging technology advances to transform life,
business, and economy of the nations

IIA Indonesia 2017 National Conference

By Ridzki Kramadibrata, Managing Director, Grab Indonesia

October 11th, 2017 - Bandung

#1 mobile app in Southeast Asia

7 Countries and 132 Cities

81 cities in Indonesia and counting....



1 Billion+

Transactions annually



63 Million+

Downloads



1.9 Million+

Driver-partners



50+ Financial Services partners



#1 transport app in SEA

The region's top ride-hailing app pursues a hyperlocal strategy

Banda Aceh




Jayapura

81 cities in Indonesia ... and counting




Grab services across Indonesia


Long-term goal to solve congestion



GrabTaxi




GrabBike




GrabCar

Multiple services for every transport need


Beta




GrabShare



GrabHitch



GrabRental



GrabHitch (Nebeng)

Reduce the number of cars on the roads

- Moving groups of people together
- Bikepooling, carpooling and rental



GrabExpress



GrabFood

Delivery services

Graha

Grab exists to bring everyone closer to what matters to them

But A and B means much more than that

A

B

It's not just geographical distances we are bridging

But the distances between
People and their loved ones, hopes & aspirations
Driver/ merchant-partners from better livelihoods

Solving Southeast Asian Problems with Global Talent

6

R&D Centers

7

Countries

1

Mission

SEATTLE

VIETNAM

MYANMAR

BEIJING

SINGAPORE

JAKARTA

MALAYSIA

BANGALORE

PHILIPPINE
S

THAILAND



DISRUPT

OR BE DISRUPTED



Solve a real problem

Persistence pays off



IIA INDONESIA
2017 NATIONAL CONFERENCE
INTERCONTINENTAL DRAGO PARK BANDUNG • 10-11 OCTOBER 2017



Working with Government to out-innovate



Invest in people



Go bold with your vision

Finding our next million

Grab 4 Indonesia 2020 Master Plan



Hope for Indonesia



Key takeaways to scale

1. Solve a real problem
2. Persistence Pay Off
3. Working with government to out-innovate
4. Invest in people
5. Go bold with your vision



We're just getting started.