

# Ground Transportation Branch: Masterclass

CTC Singapore Corporate Travel Summit 2023

27 June 2023

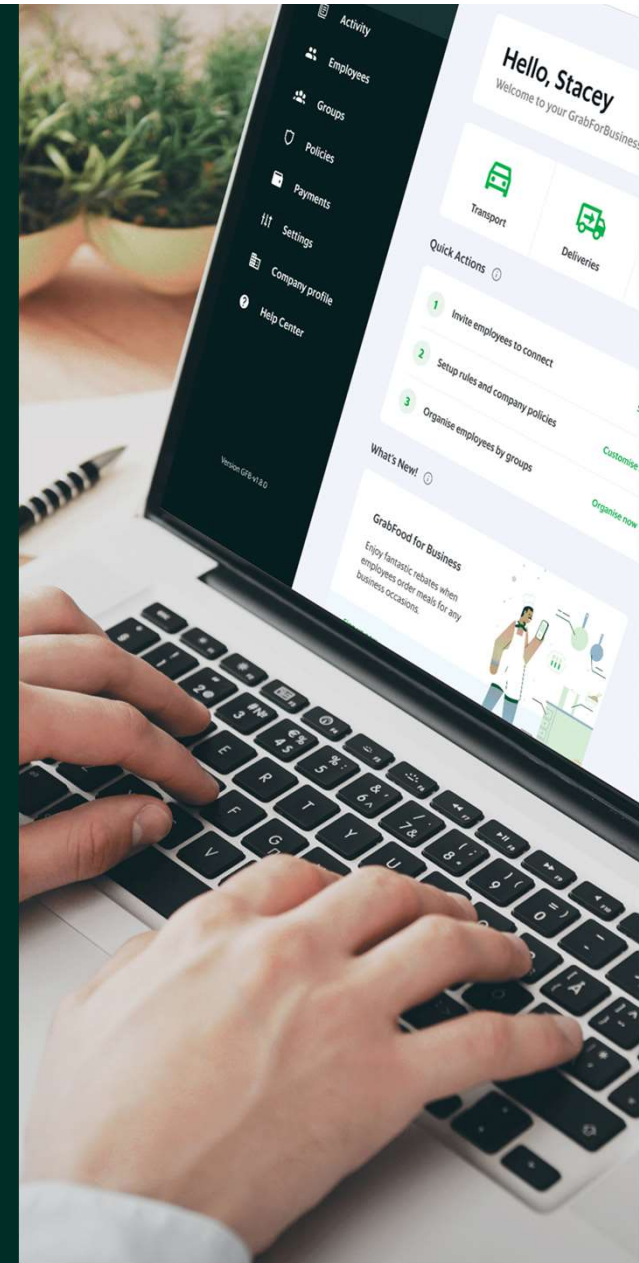
## GrabForBusiness

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REGIONAL DIRECTOR - GRAB FOR BUSINESS

This document is strictly private and confidential.

Information Classification: General



# Grab: Southeast Asia's Superapp for everyday personal and corporate needs



Singapore



Malaysia



Philippines



Thailand



Vietnam



Indonesia



Myanmar



Cambodia

Information Classification: General



## Transport

Ensure a safe, reliable and secure corporate ride for all your employees, clients and guests.



## Delivery

Have your corporate packages / laptop / onboarding materials securely delivered locally, on demand



## Food

Get meals quickly and safely delivered to employees for meetings, overtime, internal and external events



## Mart

Provide daily essentials, hampers and office pantry items delivered straight to your employees & offices.

# How can we make Corporate Ground Transportation seamless?



# Transport

Key ingredients to manage corporate transport needs

## Reliable mobility network

Ubiquitous seamless booking experience in 500 cities and towns across Southeast Asia

## Safety & Security

Worry-free corporate ride experience with our highest standards of safety and transparency

## Convenience & Customisation

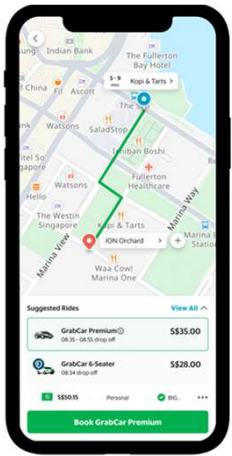
Choose from a wide range of corporate transport types and options

## Easy-to-use management platform

Unified transport management solution to manage any type of corporate transport use case or need.

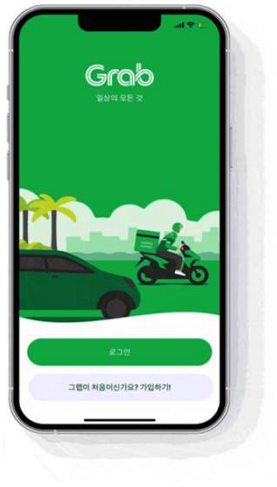


# A Southeast Asian mobility network that you can rely on anywhere, anytime.



**200M+**

Grab app  
downloads.  
Powered by  
GrabMaps.



**7+**

Languages  
including Chinese,  
Korean and  
Japanese.



**5M+**

registered  
driver-partners.  
Multiple vehicle  
types.



**500**

cities across 8  
countries in  
Southeast Asia



Safety is  
paramount.



# Safety and security by design

## 1 Before the Grab ride



**Comprehensive driver background checks** and training to ensure driver capability



**Driver Selfie Verification** & Real-time AI powered facial authentication



**GrabChat & Number Masking** for privacy and safety. User contact information is anonymised to protect profile and identity



**Driver Fatigue Monitoring**

## 2 During the Grab ride



**Telematics** gives real-time report on drivers' driving pattern (speed, braking, acceleration and more)



Safety Centre: **Share My Ride**  
Safety Centre: **Emergency SOS Button**  
Safety Centre: **Trip Monitoring**



Safety centre: **Report a safety issue**  
Access regional support 24/7



**Audio Protect:** Consent-based audio recording for enhanced safety

## 3 After the Grab ride



Protection via Grab commercial **insurance** and Driver 3rd party insurance



Track employees drop-off location via the Grab For Business Portal

# A seamless business ride experience designed with safety, convenience, and transparency in mind

Choose from a wide range of corporate transport services



JustGrab



GrabTaxi



GrabCar



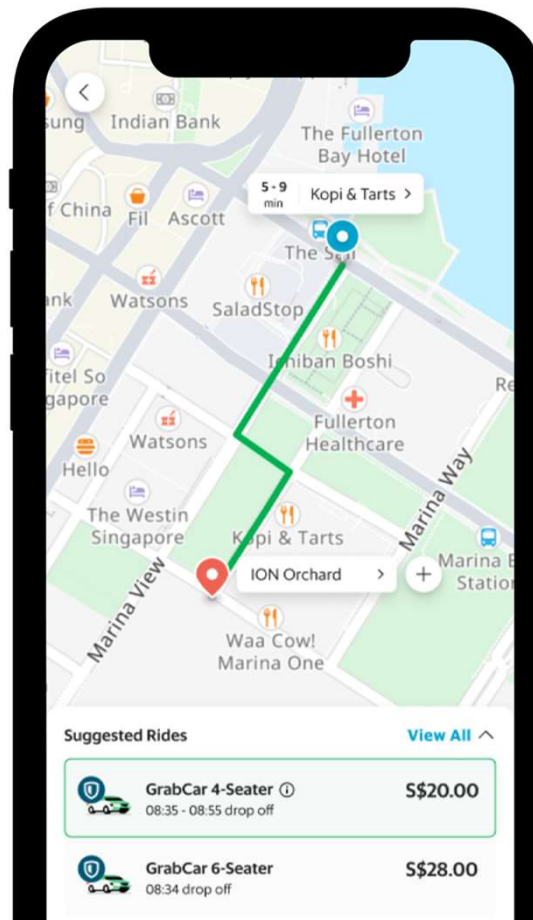
GrabRent



GrabCar Plus | GrabCar 6



GrabCar XL | SUV | Premium



Customise mobility programs based on business needs



**Geo-location lock** can be enabled for employee groups



Select **vehicle types** you wish employees to use



Decide at which **days / times** employees can ride for business



# Grab For Business: Unified solution with a comprehensive suite of management, compliance, and policy controls



## User Management

Update employee roster, set access controls, and organize them in groups



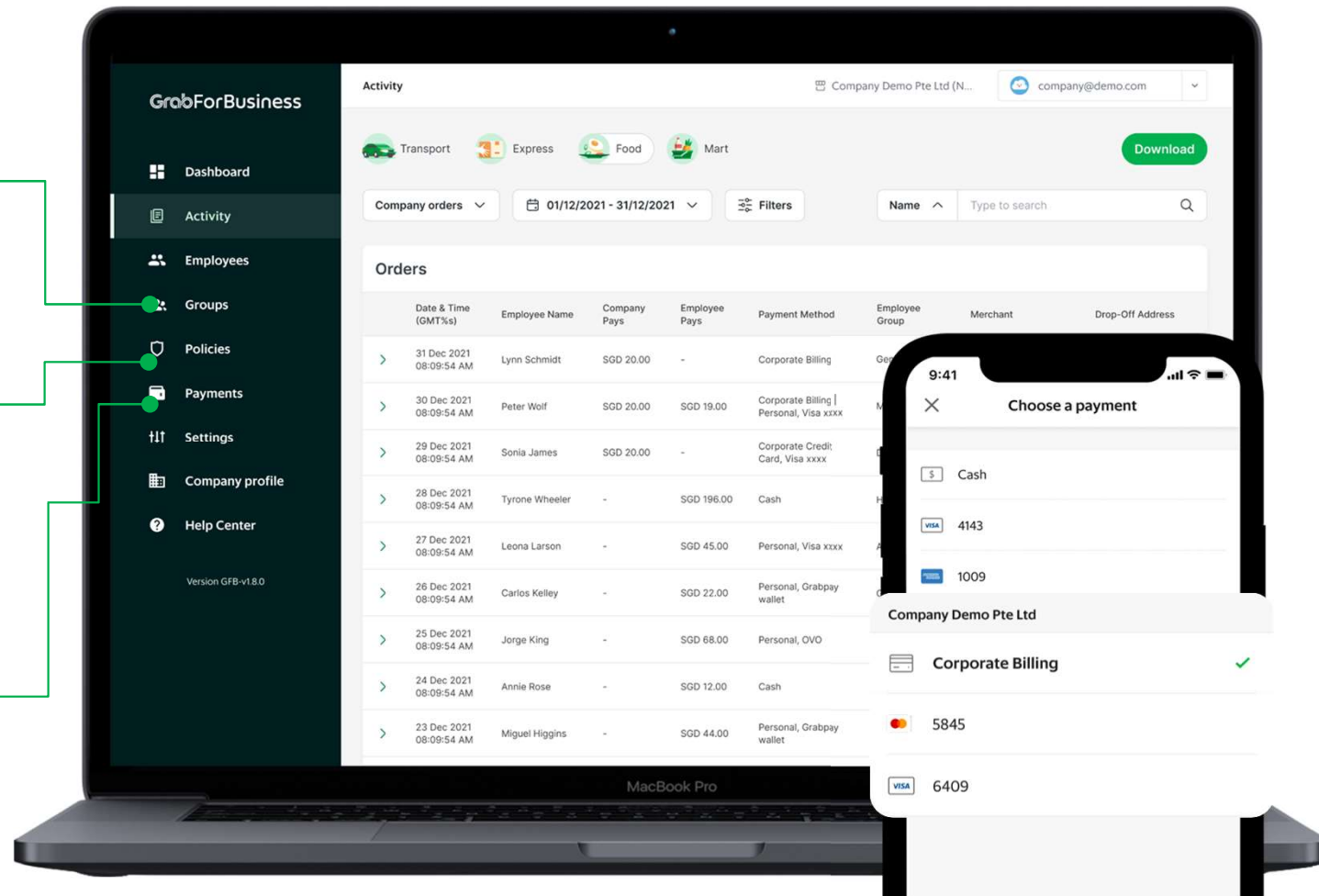
## Policy Management

Assign policies and spending limits as required to ensure individual to company-wide compliance



## Payment Management

Manage payment options for employee corporate rides, food and mart orders, as well as package deliveries





# Grab For Business

A category leading B2B SaaS solution for companies, integrated with Grab's core services to improve productivity, efficiency and engagement.



## Cost Efficiency

Save staff costs and overhead by not having to manually verify all your monthly business rides and delivery receipts



## Governance Framework & Control

Implement and control advanced company settings & policies on business rides & deliveries.



## Transparency & Reporting

Real-time updates every post business ride and delivery with detailed reporting available at any time.



## Automation

Easy-to-connect with HR systems through Automation (SFTP) to avoid manual employee management or manual entry of cost centers / codes.

# Get full visibility and insights on all company business transactions via the Grab For Business dashboard

View and download transaction reports straight from the GFB Portal



## Transport & Express Bookings

- Date & Time
- Employee Name
- Service Type
- Fees Breakdown
- Payment Method
- Employee Group
- Pick-Up Address
- Drop-Off Address
- Booking ID
- Codes & Description
- Distance
- Booking Source
- Description
- **...and more!**



## F&B Orders [Food | Mart]

- Date & Time
- Employee Name
- Fees Breakdown
- Payment Method
- Employee Group
- Merchant
- Drop-Off Address
- Order ID
- Codes & Descriptions
- Distance
- City
- Order Source
- Items Ordered
- **...and more!**

# Additional: Transport Web-Booking solutions for corporate clients

## Concierge Web-Booking Services



### Concierge Transport services

Arrange multiple on-demand transport rides for guests, overseas visitors, VIPs, executives, candidates and others

## Integrated with the Grab For Business Portal

No Grab App needed

### SMS Notification

GRAB

We've found you a driver. Plate No: AP8WEU2392(New1244) Driver's Name:VijayK Driver will arrive in 7 mins. Click [share.grab.com/VNU-95146891-5-1201767](https://share.grab.com/VNU-95146891-5-1201767) to track your driver.

Your Grab driver has arrived. Please be there within 5 mins to avoid additional charges or cancellation.

Thank you for riding with Grab. Click [gr.to/gr](https://gr.to/gr) to download the Grab App and explore our other services.

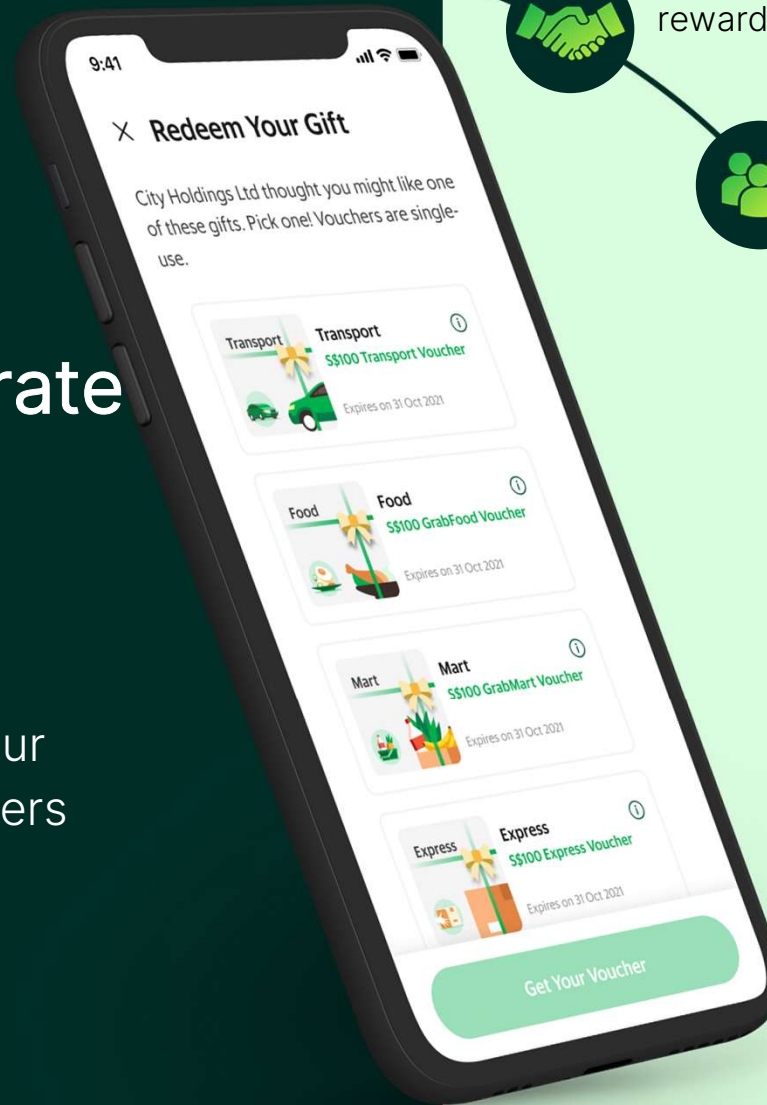
The screenshot displays the Grab for Business web portal interface. At the top, there's a header with the 'GrabforBusiness' logo and a user email 'company@demo.com'. Below the header, a search bar with a filter icon and a search button is visible. The main content area is divided into two columns. The left column features an illustration of a person sitting on a bench with a green circular icon above them, and the text 'It's so quiet here... Live it up, make a booking for your customers now!'. The right column contains a booking form with the following sections: 1. Trip Details, showing a start location '100 Jones Highway, Philippines, 627867' and an end location '151 Jerome Avenue Road, Philippines, 169876'. 2. Service Type, with 'GrabCar 2-Seater (All Cashless Payments)' selected and a 'More Service Types' link. 3. Payment Method, with 'Corporate Billing' selected and a 'Cash' option. 4. A section for 'Key in customer's email address to get ride receipts' and 'Have something to tell the driver?'. At the bottom of the form is a large green 'BOOK' button.

Guest receives a SMS notification with details such as License Plate No., Driver Name, Car Type, ETA, Link to track



# Your go-to digital voucher for all corporate needs

Digital solutions that empower your employees, partners, and customers



Engage and reward Members



Attract new and repeat customers



Enhance your brand visibility



Build customer loyalty & recognition



Drive traffic to events



# GrabForBusiness

To find out more, please visit our booth or email us at  
[corpsales.sg@grab.com](mailto:corpsales.sg@grab.com)

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**Information Classification: General**

“The average expense claim takes 20 minutes to process.”

5 minutes for the employee to file  
5 minutes for their manager to review and approve  
10 minutes for a finance team member to review, reimburse, and reconcile

Aside from this, errors in how expense reports are filed and accomplished result in an even greater loss of time and resources.