

 SoftBank x 

27 March 2023

JCCI Presentation Event @One&Co

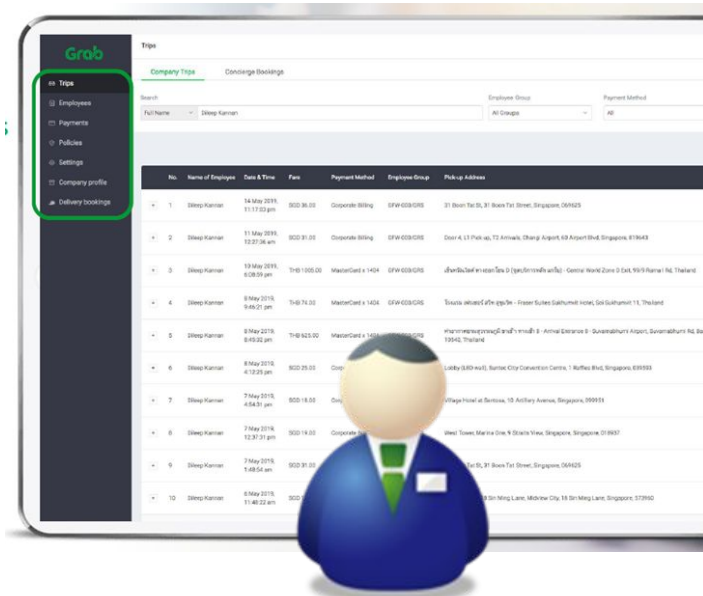
What is Grab for Business ?

Management

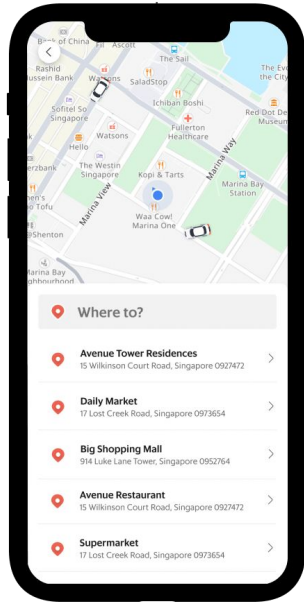
- Usage Monitoring
- Policy Creations
- Central Management from the Web-based Portal

Users

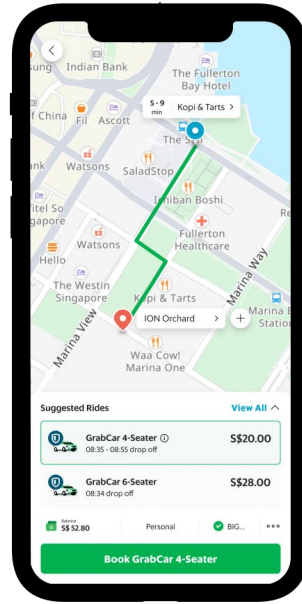
- Cashless Payment
- No Reimbursement
- Existing Grab App can be used



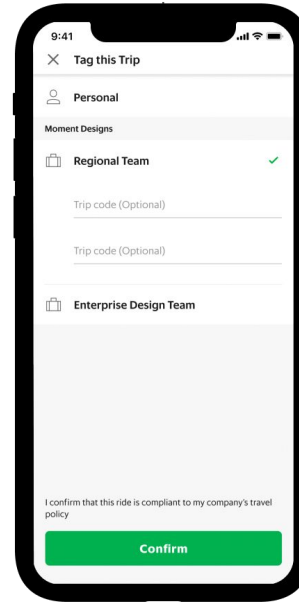
Book Business Rides on the App



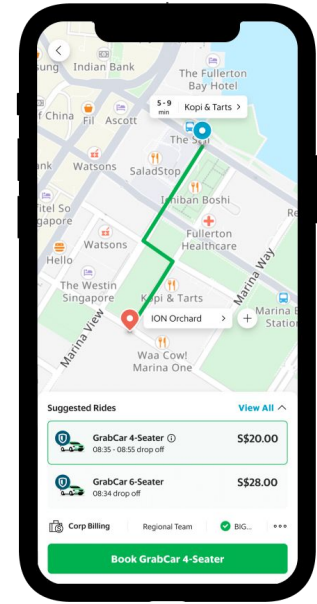
Choose the pick up and drop off point



Choose your ride option, then tap Personal



Choose your company's profile and corporate payment method




Review your details and choose corporate payment method. Book your ride!

WebPortal


View all Trips

View details of your employees' trips & download, schedule statements.

1  Trips


Manage your Employees

Add, remove, edit employee's details. Designate administrators.

2  Employees

Set up Corporate Billing

Apply for a corporate (monthly) billing. Assign employee groups

3  Payments


Set up Travel Policies

Control group rides with multiple policies (time, day, location, vehicle service type)

4  Policies

Group Settings

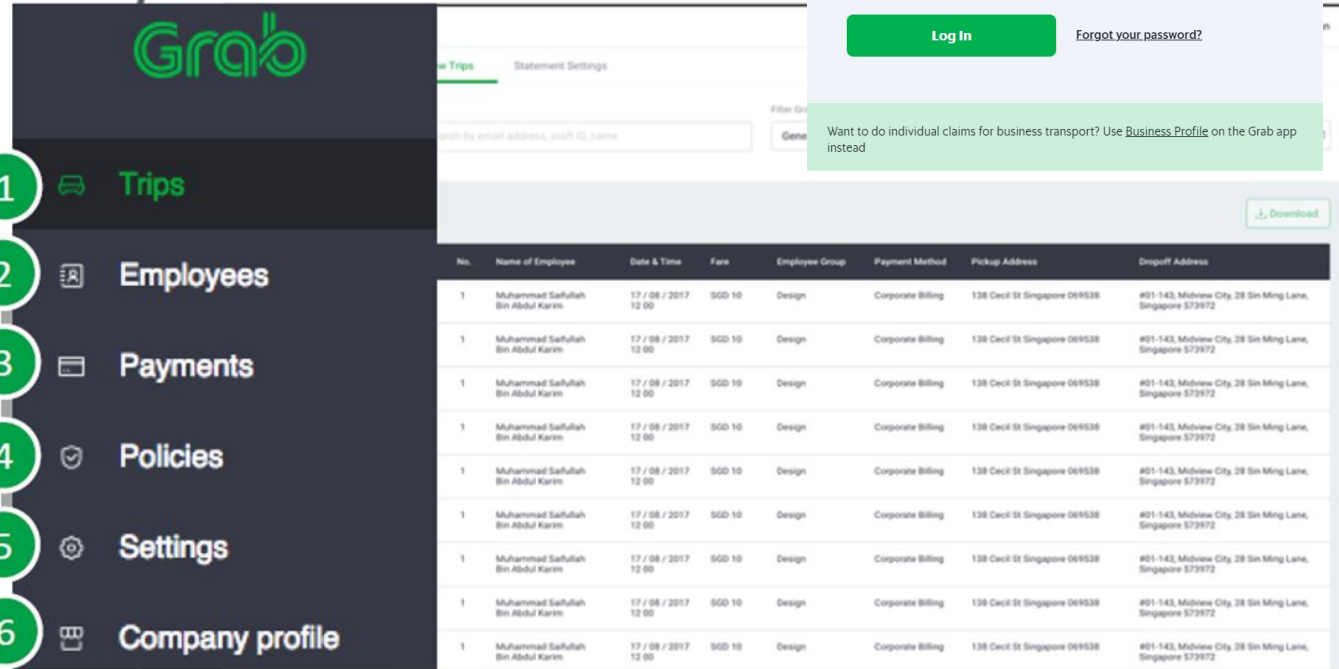
Setup Group preference (Display/Hide General Tag, Turn on/off mandatory trip code, description)

5  Settings

Update Company Profile

Manage your Company Account Details.

6  Company profile



The screenshot displays the Grab Business Portal interface. At the top, the Grab logo is visible. Below it, a navigation menu lists several options: Trips, Employees, Payments, Policies, Settings, and Company profile. A table of trips is shown below the menu, with columns for No., Name of Employee, Date & Time, Fare, Employee Group, Payment Method, Pickup Address, and Dropoff Address. The table contains 10 rows of trip data.

No.	Name of Employee	Date & Time	Fare	Employee Group	Payment Method	Pickup Address	Dropoff Address
1	Muhammad Saifulah Bin Abdul Karim	17 / 08 / 2017 12 00	SGD 10	Design	Corporate Billing	138 Cecil St Singapore 069538	#01-143, Midview City, 28 Sin Ming Lane, Singapore 573972
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1	Muhammad Saifulah Bin Abdul Karim	17 / 08 / 2017 12 00	SGD 10	Design	Corporate Billing	138 Cecil St Singapore 069538	#01-143, Midview City, 28 Sin Ming Lane, Singapore 573972

Welcome back!

Login to access the Grab for Business Portal

Email

natsumi.tao@g.softbank.co.jp

Password

.....

Log In

Forgot your password?

Want to do individual claims for business transport? Use [Business Profile](#) on the Grab app instead

Download

You can make Policies

The screenshot shows the 'Policies' management page in the GrobforBusiness system. The left sidebar contains navigation options: Dashboard, Activity, Employees, Groups, Policies (highlighted), Payments, Settings, Company profile, and Help Center. The main content area displays a list of policies with filters for 'Spend Limit', 'Time', 'Location', and 'Service Type'. Three callouts provide detailed information:

- 1 Spending Limit:** You can set spending limits. This callout points to the 'Spend Limit' filter and a policy card for 'Express' with a 'No limit' status.
- 2 Time Restriction:** You can set time restriction for groups. This callout points to the 'Time' filter and a policy card for 'Express' with a 'No limit' status.
- 3 Service Type:** You can set Service Type Restrictions to each groups. This callout points to the 'Service Type' filter and a policy card for 'Transport' with a 'No limit' status.

The interface also includes a search bar, a 'Create Policy' button, and a user profile dropdown for 'natsumi.tao@g.softbank.co.jp'.

Policy Name	Service Type	Spending Limit (Each Employee)	Transaction Limit (Each Employee)
Express	Engineering, Finance & Admin, Sales, STS All	No limit	No limit
Express	Express	No limit	No limit
Transport	Transport	No limit	No limit

Usage File

- 1) Fraud Detection can be easily done
- 2) Easy to monitor
- 3) Restriction can be easily made
- 4) Time Saving
- 5) Efficient
- 6) Productivity enhancement



- Employee Name
- Time of the ride
- Pick Up Point
- Drop Off Point
- Group
- Trip Description / Code
- Ride Fee

No.	Name of Em	Date/Time	Booking Co	City	Pick Up	Drop Off	Ride Distance	Vehicle Typ	Vehicle Plate	Group	Employee IC	Trip Descrip	Pickup Dat	Dropoff Da	Payment Meth	Fare
1	Employee A	Wed 1 May 2019	IOS-5843550	Singapore	65 Airport Blvd, 5 Robin Drive, Si	24.08 GrabCar	24.08	JustGrab	ED7282B	Sales	1609483	to customer	Wed 1 May	Wed 1 May	Corporate Billing	34
2	Employee A	Fri 3 May 2019	IOS-1669689	Singapore	190B Rivervale (15A Changi Busi)	13.38 JustGrab	13.38	JustGrab		Engineering		to customer	Fri 3 May 2019	Fri 3 May 2019	Cash	25
3	Employee B	Fri 3 May 2019	IOS-1890949	Singapore	1 Fraser Street, 1 Harbourfront Pl	8.4 JustGrab	8.4	JustGrab	SMH5322B	Sales	1607453	to customer	Fri 3 May 2019	Fri 3 May 2019	Corporate Billing	14
4	Employee C	Fri 3 May 2019	IOS-1890949	Singapore	1 Harbourfront F8 Cross Street, Si	5.4 JustGrab	5.4	JustGrab	SLN7706K	Sales	1607453	to customer	Fri 3 May 2019	Fri 3 May 2019	Corporate Billing	10
5	Employee A	Fri 3 May 2019	IOS-1669689	Singapore	15A Changi Bus 8 Cross Street, Si	19.37 JustGrab	19.37	JustGrab	SLH9346J	Engineering		to customer	Fri 3 May 2019	Fri 3 May 2019	Corporate Billing	18
6	Employee A	Sat 4 May 2019	IOS-1523408	Singapore	60 Airport Blvd, 11 Kim Tian Roak	24.01 JustGrab	24.01	JustGrab	9/SJ170Z	BD		to customer	Sat 4 May 2019	Sat 4 May 2019	Corporate Billing	26
7	Employee C	Mon 6 May 2019	IOS-6582513	Singapore	8 Enggor Street, 65 Airport Blvd, S	22.05 JustGrab	22.05	JustGrab	SHD9489Z	STS All	86000	to customer	Mon 6 May	Mon 6 May	Corporate Billing	18
8	Employee A	Mon 6 May 2019	IOS-1342544	Singapore	17 Pasir Ris Lin 26 Sin Ming Lanx	20.75 JustGrab	20.75	JustGrab	SHA6125I	Engineering	1607551	to customer	Mon 6 May	Mon 6 May	Corporate Billing	28
9	Employee A	Mon 6 May 2019	IOS-2836364	Singapore	9 Goldhill Avenu, 1 Anchorvale Str	17.14 JustGrab	17.14	JustGrab	SLL9831D	Engineering	1621959	to customer	Mon 6 May	Mon 6 May	Corporate Billing	16
10	Employee C	Mon 6 May 2019	IOS-1890949	Singapore	1 Fraser Street, 26 Sin Ming Lanx	9.57 JustGrab	9.57	JustGrab	SLR2625Y	Sales	1607453	to customer	Mon 6 May	Mon 6 May	Corporate Billing	12
11	Employee A	Mon 6 May 2019	IOS-3327518	Singapore	8 Cross Street, 17 Straits View, Si	1.57 JustGrab	1.57	JustGrab	SJV6239E	Engineering	1609918	to customer	Mon 6 May	Mon 6 May	Corporate Billing	8
12	Employee B	Mon 6 May 2019	IOS-3327518	Singapore	7 Straits View, 58 Cross Street, Si	1.52 JustGrab	1.52	JustGrab	SLM7162J	Engineering	1609918	to customer	Mon 6 May	Mon 6 May	Corporate Billing	6
13	Employee A	Mon 6 May 2019	IOS-2836364	Singapore	110 Sengkang E 53A Woodlands J	18.46 JustGrab	18.46	JustGrab	SMJ1824B	Engineering	1621959	to customer	Mon 6 May	Mon 6 May	Corporate Billing	16
14	Employee C	Mon 6 May 2019	IOS-1342544	Singapore	18 Sin Ming Lar 8 Cross Street, Si	12.02 JustGrab	12.02	JustGrab	SME3130H	Engineering	1607551	to customer	Mon 6 May	Mon 6 May	Corporate Billing	15
15	Employee A	Mon 6 May 2019	IOS-1669689	Singapore	151 Lorong Chu 8 Cross Street, Si	12.03 JustGrab	12.03	JustGrab	SLG9945K	Engineering		to customer	Mon 6 May	Mon 6 May	Corporate Billing	12
16	Employee A	Mon 6 May 2019	IOS-2255109	Singapore	8 Cross Street, 10 Bayfront Aven	2.03 JustGrab	2.03	JustGrab	SLG9945K	BD	1607552	to customer	Mon 6 May	Mon 6 May	Corporate Billing	7
17	Employee B	Mon 6 May 2019	IOS-2255109	Singapore	10 Bayfront Ave 8 Cross Street, Si	1.94 JustGrab	1.94	JustGrab	SJS9465P	BD	1607552	to customer	Mon 6 May	Mon 6 May	Corporate Billing	6
18	Employee A	Tue 7 May 2019	IOS-1669689	Singapore	190B Rivervale (15A Changi Busi)	13.12 JustGrab	13.12	JustGrab	SHD5026C	Engineering		to customer	Tue 7 May 2019	Tue 7 May 2019	Corporate Billing	26
19	Employee A	Tue 7 May 2019	IOS-2836364	Singapore	9 Goldhill Avenu, 1 Pioneer Rd, Sin	21.76 GrabTaxi	21.76	GrabTaxi	SHB4974H	Engineering	1621959	to customer	Tue 7 May 2019	Tue 7 May 2019	Corporate Billing	26.85
20	Employee C	Tue 7 May 2019	IOS-0871518	Singapore	186C Rivervale (2 International B)	31.4 JustGrab	31.4	JustGrab	SHD6523C	Sales	1622741	to customer	Tue 7 May 2019	Tue 7 May 2019	Corporate Billing	33.5
21	Employee A	Tue 7 May 2019	IOS-3327518	Singapore	8 Cross Street, (15A Changi Busi)	19.44 JustGrab	19.44	JustGrab	SLV1151H	Engineering	1609918	to customer	Tue 7 May 2019	Tue 7 May 2019	Corporate Billing	17
22	Employee A	Tue 7 May 2019	IOS-1890949	Singapore	8 Cross Street, (2 International B)	15.86 JustGrab	15.86	JustGrab	SLP9024C	Sales	1607453	to customer	Tue 7 May 2019	Tue 7 May 2019	Corporate Billing	14
23	Employee A	Tue 7 May 2019	IOS-2255109	Singapore	359 Holland Rd 31 Rochester Dr	4.23 JustGrab	4.23	JustGrab	SH8307X	BD	1607552	to customer	Tue 7 May 2019	Tue 7 May 2019	Corporate Billing	7
24	Employee A	Tue 7 May 2019	IOS-3327518	Singapore	15A Changi Bus 1 Harbourfront Pl	25.24 JustGrab	25.24	JustGrab	SLM545J	Engineering	1609918	to customer	Tue 7 May 2019	Tue 7 May 2019	Corporate Billing	21
25	Employee A	Tue 7 May 2019	IOS-1342544	Singapore	15A Changi Bus 8 Cross Street, Si	20.20 JustGrab	20.20	JustGrab	SLM1312C	Engineering		to customer	Tue 7 May 2019	Tue 7 May 2019	Corporate Billing	17

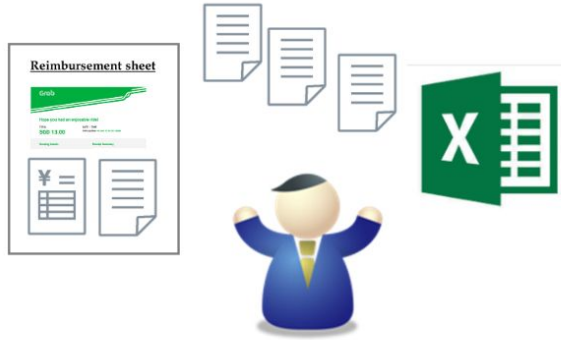
Before

Company A (Recruit Agency) : 25 users

Before

Total : 58H

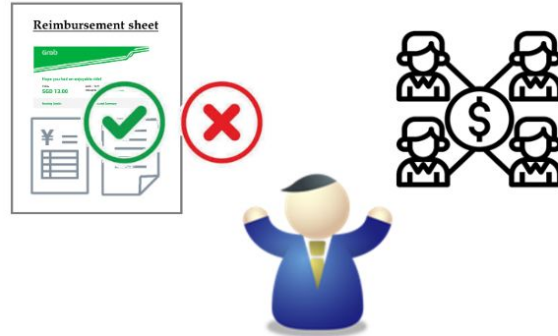
User



Reimbursement x 2 times in a month
Number of receipt : 60 ~ 80 pcs
Type in Excel
Submit the sheet with receiptes

2H x 25pax = 50H

Admin / Finance



Collect all the documents and receipts
Cross check all the submissions from the employees
Reimbursement to the employees
Save documents for GST submission

8H x 1pax = 8H

Manager



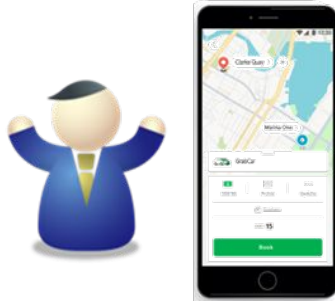
Neet to approve the reimbursement

After

Company A (Recruit Agency) : 25 users

After

User

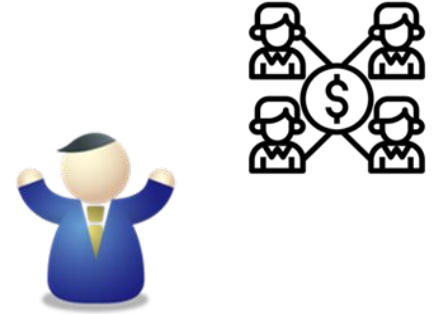


Book rides though Grab for Business

0H

Admin / Finance

Saves 57H



Check usage file and the invoice
Reimbursement

1H x 1pax = 1H

Payment Method

	Corporate Billing (Invoice Payment)	Credit Card Payment
Payment	Post-paid	By Credit Card Company
Invoice	Consolidated Invoice E-invoice will be sent to your email	Credit Card statement It will be sent to you from your credit card company
Admin Fee	5% of the admin fee from the usage	None
Overseas Trip	NG	OK
Billing Schedule	Invoice: N+1 15th Payment: N+2 15th	Depends on the credit card company
Conditions	Contract Bizfile	Bizfile

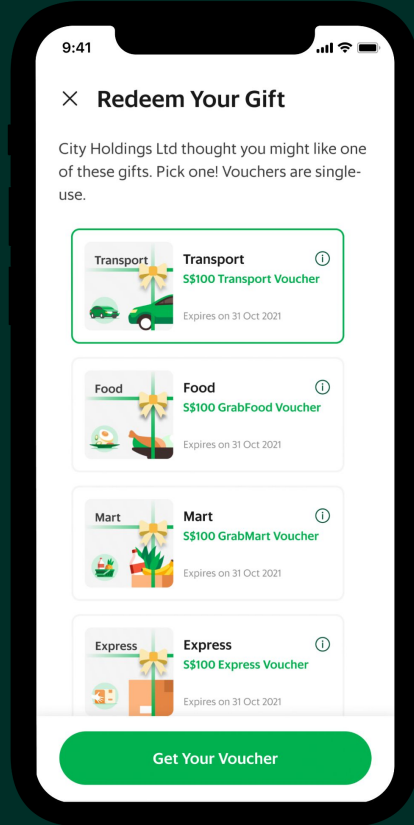
Give the Gift of Grab

Practical gifts don't have to be boring. The new Grab gift cards are e-vouchers, suitable for all occasions. Fun to give. Even more fun to receive. Available in a variety of designs and Grab services such as ride, food and delivery.



Let them decide and enjoy where they want to use GrabGifts

With just a few taps, recipients are able to easily redeem their Grab Gifts from 1 of the 4 services within Southeast Asia's leading superapp:



Transport

Safe and reliable value-based rides to get you where you need to go with vehicle types available for any transport experience.



Express

On-demand delivery service with live GPS tracking that helps you to send documents, items, and more



Food

Curated favorite dishes, restaurants, and cuisines to help you grab your food in the easiest & quickest way possible.



Mart

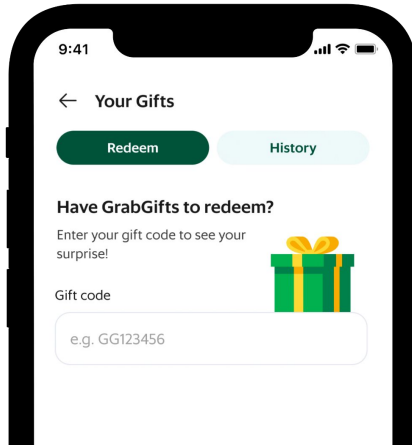
Everyday supermarket items, health and beauty products, over-the-counter pharmacy supplies, and even fresh flower bouquets delivered to your door.

Note: Once a One GrabGift has been redeemed, it will only work on the specific service it has been assigned to.

Your solution for any occasion

Gift Codes

Allows recipients to redeem vouchers through the unique codes sent to them



Gift Links

Surprise recipients with easy to click voucher links generated just for them



Provide a warm and delightful unwrapping experience

6-visual options for senders to choose from for the most suitable occasion!



Birthday



Cheer up



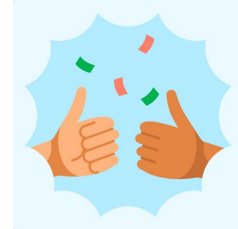
Thank you



Congrats




Miss you




Great job

Delight your users with a thoughtful message




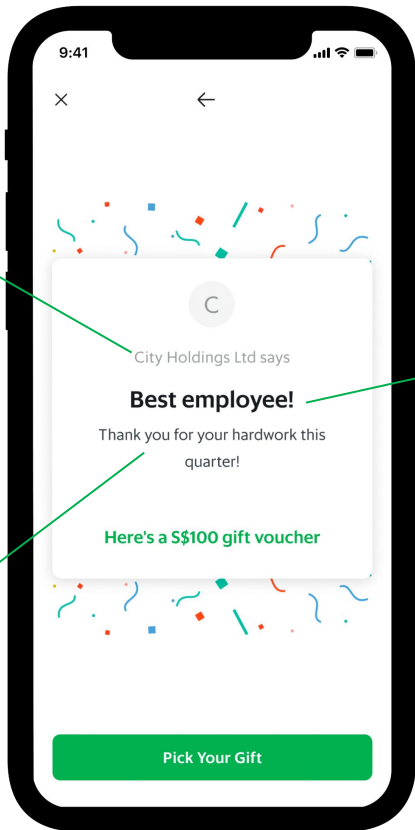
Sender Name

- Max 40 Characters



Card Message

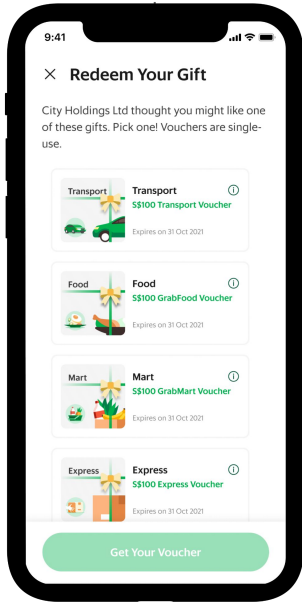
- Max 100 Characters



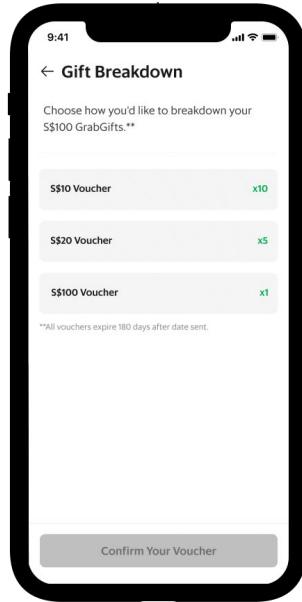
Card Title

- Max 15 Characters

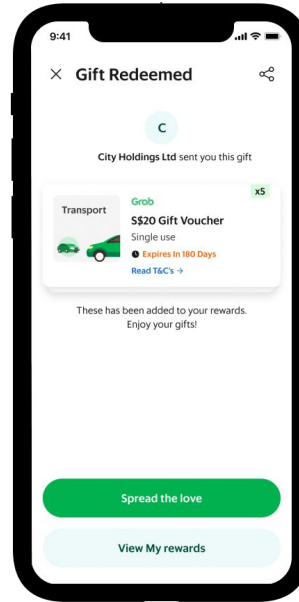
How to save the GrabGifts to My Rewards page



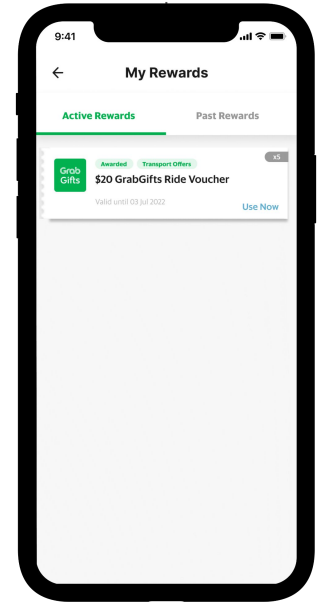
Choose a service



**Pick a gift breakdown you prefer
(If Applicable)**

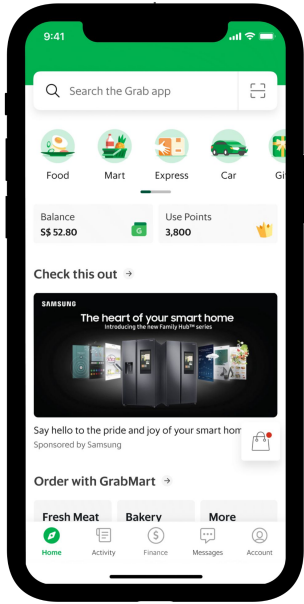


The voucher has been redeemed. Click 'View My rewards'

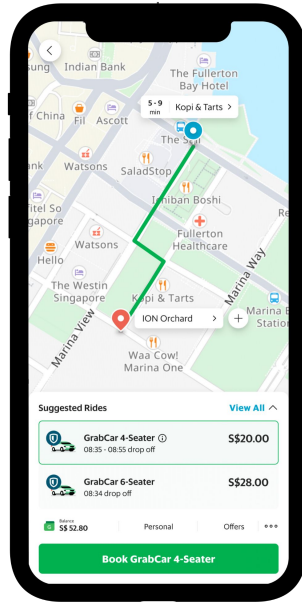


Redeemed GrabGifts vouchers will be stored in one place

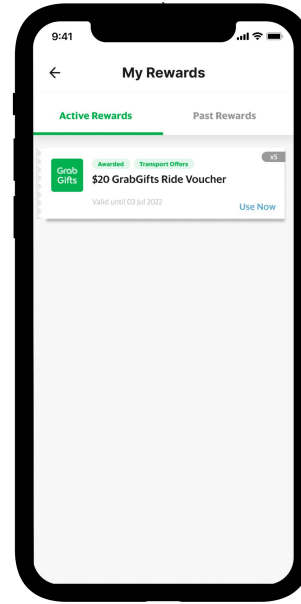
How to use GrabGifts vouchers



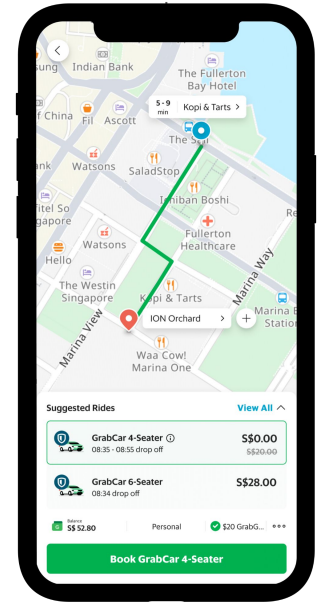
Open Grab App,
then select a service
[Car, Express, Food, Mart]



Go through the booking steps
Enter your pick-up and drop-off
location, then **click 'Offer'**



Select the GrabGifts voucher
Then **click 'Use Now'**



Review your booking details
Then **click 'Book'**

GrabGifts - Example of Use Case

Example of Use Case



External outreach

Brand Awareness

Customer A (Cosmetic Company)
Token for the people who purchase
their products

Event

Customer B,C(Game and SNS)
Token for the people who won the prize

Customer Loyalty

Customer D, E (Power supply, insurance)
Token for the people who sign up for
their service



Internal outreach

Employee Benefit

Meal allowance

Company Event

Token for the company event meal

