

# Grab Holdings (GRAB US)

# Strong growth warrants premium valuation

# Cruising ahead; Raise TP to USD6.62 from USD5.85

We reiterate BUY on Grab and increase our SoTP-based TP by 13% to USD6.62 after rolling forward valuations to FY26E. We forecast GMV growth of 20%/18% YoY in FY25/26, supported by offerings that focus on affordability, and service expansion (eg, dine-outs and GrabMart) even as consumer sentiment weakens in Indonesia, Thailand and the Philippines. Competition remains stable, while early moves to introduce autonomous vehicles position Grab ahead of peers to capture future adoption in markets such as Singapore (link). Robust fintech growth should persist, driven by merchant expansion (ecosystem lending) and the ongoing digibank push. We expect a strong 3Q25, with >20% GMV growth and higher margins, potentially prompting upward guidance revisions by management.

# 3Q25 preview: elevated momentum continued

We estimate Grab's 3Q25 GMV increased 21% YoY, at a similar rate as 2Q25, the fastest pace in the past 3 years. Deliveries topped the growth (22% YoY) while mobility also likely grew at a firm rate of 19% YoY. Unlike 2Q25, we expect the growth was accompanied by a lower increase in incentives, allowing for firm monetisation. As such, we expect Deliveries and Mobility margins inched up 20-23bps QoQ in 3Q25. We expect Fintech momentum remained firm with 61% loan book growth, while losses likely narrowed marginally. All in all, we expect 3Q25 revenue and adjusted EBITDA increased 27% and 43% YoY, respectively. Our 3Q25 revenue and adjusted EBITDA estimates are 5-7% ahead of the Street's.

# Management may raise guidance

We see potential for upward revision in company guidance with 3Q25 results. With the expected 3Q25 revenue growth, we estimate 9M25 already achieved 74% of the upper end of management's guidance. Helped by stable competition and the company's push for affordable offerings, we expect on-demand momentum to remain firm in the seasonally high 4Q25. In addition, we expect fintech revenue to accelerate in 4Q25, helped by Digibank push. Our revenue and adj EBITDA forecasts for are still 1-5% above the Street's.

# Valuation: premium justified for superior growth

Grab is trading roughly in line with global peers. However, excluding India, its growth outpaces most peers. On a growth-adjusted basis, Grab's valuation appears on the lower side. Given its superior growth and strong flywheel effect amid stable competition, we believe a valuation premium is warranted. We raise our revenue estimates by 1-3% for 2025-27 but trim our earnings estimates by -4% to -5%.

FYE Dec (USD m)	FY23A	FY24A	FY25E	FY26E	FY27E
Revenue	2,359	2,797	3,436	4,178	4,973
EBITDA	(22)	313	486	762	1,082
Core net profit	(434)	(105)	214	405	667
Core EPS (cts)	(11.2)	(2.6)	5.4	10.1	16.7
Core EPS growth (%)	nm	nm	nm	89.4	64.5
Net DPS (cts)	0.0	0.0	0.0	0.0	0.0
Core P/E (x)	nm	nm	105.9	55.9	34.0
P/BV (x)	2.0	2.9	3.4	3.2	3.0
Net dividend yield (%)	0.0	0.0	0.0	0.0	0.0
ROAE (%)	(6.7)	(1.6)	3.3	5.9	9.1
ROAA (%)	(4.8)	(1.2)	2.2	3.9	6.0
EV/EBITDA (x)	nm	51.8	42.2	26.1	17.4
Net gearing (%) (incl perps)	net cash				

Hussaini Saifee hussaini.saifee@maybank.com (65) 6231 5837

# **BUY**

Share Price USD 5.68

12m Price Target USD 6.62 (+17%)

Previous Price Target USD 5.85

#### **Company Description**

Grab is a leading Southeast Asian superapp with care verticals in delivery, mobility and financial services.

Sta		

52w high/low (USD)	6.45/3.48
3m avg turnover (USDm)	48.2
Free float (%)	75.0
Issued shares (m)	4,508
Market capitalisation	USD25.6B
	LISD25 AR

#### Major shareholders:

Uber Technologies, Inc.	14.0%
SB Investment Advisers (UK) Ltd.	11.0%
Toyota Motor Corp.	5.8%

#### Price Performance



——Grab Holdings - (LHS, USD) ——Grab Holdings / NYSE composite index - (RHS, %)

	-1M	-3M	-12M
Absolute (%)	(7)	8	57
Relative to index (%)	(7)	4	46

Source: FactSet



Fig 1: 3Q25 results preview

										Street -	
	1Q24	2Q24	3Q24	4Q24	1Q25	2Q25	3Q25E	YoY	QoQ	3Q25E	vs. Stree
Consolidated			5%	8%	-2%	9%	5%				
GMV (USD m)	4,242	4,434	4,659	5,028	4,932	5,354	5,618	21%	5%	5,576	19
MTU (m)	38.5	40.9	41.9	43.9	44.5	46.2	47.9	14%	4%		
Net revenue (USD m)	653	664	716	763	773	819	910	27%	11%	867	59
Take rate (%)	15.4%	15.0%	15.4%	15.2%	15.7%	15.3%	16.2%			15.5%	
Segment adjusted EBITDA (USD m)	153	148	178	184	192	201	227	28%	13%		
Segment adj EBITDA margin (%)	23.4%	22.3%	24.9%	24.1%	24.8%	24.5%	25.0%				
Segment adj EBITDA/GMV (%)	3.6%	3.3%	3.8%	3.7%	3.9%	3.8%	4.0%				
Regional corporate costs	-91	-84	-88	-87	-86	-92	-98	11%	7%		
as % of adjusted revenue	-13.9%	-12.7%	-12.3%	-11.4%	-11.1%	-11.2%	-10.8%				
Adj EBITDA	62	64	90	97	106	109	129	43%	18%	120	79
as % of revenue	9.5%	9.6%	12.6%	12.7%	13.7%	13.3%	14.2%			13.9%	
Adj EBITDA/GMV (%)	1.5%	1.44%	1.9%	1.9%	2.15%	2.04%	2.30%	64bps	-7bps	2.2%	
, , , , , , , , , , , , , , , , , , , ,										Street -	
Delivery	1Q24	2Q24	3Q24	4Q24	1Q25	2Q25	3Q25E	YoY	QoQ	3Q25E	vs. Stree
GMV (USD m)	2,695	2,850	2,965	3,213	3,129	3,471	3,602	22%	4%	3,567	19
Adj net revenue (USD m)	350	356	380	407	415	439	474	25%	8%	3,307	
Take rate (%)	21.9%	21.7%	21.9%	22.0%	22.3%	21.9%	22.1%	23/0	070		
Adjusted EBITDA (USD m)	42	42	55	57	63	63	73	34%	17%	69	6%
Adj EBITDA margin (%)	12.0%	11.8%	14.5%	14.0%	15.2%	14.4%	15.5%	3470	1770	05	07
Adj EBITDA/Margin (%)	1.6%	1.5%	1.9%	1.8%	2.0%	1.8%	2.0%			1.9%	
Adj EBITDA/GIVIV (%)	1.070	1.5/0	1.570	1.070	2.070	1.070	2.076				
8.6 a. la 11/4	1024	2024	2024	4024	1035	2025	20255	V-V	0-0	Street -	(4
Mobility	1Q24	2Q24	3Q24	4Q24	1Q25	2Q25	3Q25E	YoY	QoQ	3Q25E	vs. Stree
GMV (USD m)	1,547	1,584	1,694	1,815	1,804	1,883	2,016	19%	7%	1,985	29
Adj net revenue (USD m)	247	247	271	282	282	295	330	22%	12%	315	5%
Take rate (%)	19.4%	19.3%	19.8%	19.4%	19.2%	18.8%	19.3%	240/	100/	472.4	40
Adjusted EBITDA (USD m)	138.0	129.0	149.0	153.0	159.0	164.0	179.6	21%	10%	173.4	49
Adj EBITDA margin (%)	55.8%	52.2%	54.9%	54.3%	56.4%	55.6%	54.4%			55.1%	
Adj EBITDA/GMV (%)	8.9%	8.1%	8.8%	8.4%	8.8%	8.7%	8.9%			8.7%	
										Street -	
Financial services										3Q25E	vs. Street
Loans	363	397	498	536	566	708	804	61%	14%		
Adj net revenue (USD m)	55	60	64	74	75	84	106	65%	27%	91	17%
Adinated EDITO A (LICD as)	20.0	24.0	26.0	27.0	20.0	26.0	26.0	00/	00/	24.5	CO
Adjusted EBITDA (USD m)	-28.0	-24.0	-26.0	-27.0	-30.0	-26.0	-26.0	0%	0%	-24.5	6%
Adj EBITDA margin (%)	-51%	-40%	-40%	-36%	-40%	-31%	-24%			-27%	
In a sublinear										Street -	(4
Incentives	200.0	224.0	220.4	262.2	240.6	204.7	206.7	470/	20/	3Q25E	vs. Street
Deliveries	296.6	321.0	329.4	363.2	349.6	394.7	386.7	17%	-2%		
Partner incentives	113.8	117.3	121.6	128.7	132.9	150.0	145.9	20%	-3%		
Consumer incentives	182.8	203.7	207.8	234.5	216.7	244.7	240.8	16%	-2%		
Mobility	115.2	127.7	128.9	145.2	147.0	147.7	149.6	16%	1%		
Partner incentives	62.9	69.2	65.4	75.1	82.0	89.2	91.1	39%	2%		
Consumer incentives	52.3	58.5	63.5	70.1	65.0	58.5	58.5	-8%	0%		
Financial services	3.8	3.7	4.2	3.8	4.5	4.2	4.2	0%	0%		
Partner incentives	0.1	0.1	0.1	-	0.2	0.2	0.2	100%	nm		
Consumer incentives	3.7	3.6	4.1	3.8	4.3	4.0	4.0	-2%	0%		
Total incentives	415.6	452.4	462.5	512.2	501.1	546.6	540.5	17%	-1%		
										Street -	
Take rates										3Q25E	vs. Stree
Deliveries	21.9%	21.7%	21.9%	22.0%	22.3%	21.9%	21.9%			22.1%	
Mobility	19.4%	19.3%	19.8%	19.4%	19.2%	18.8%	19.3%			19.8%	

Source: Maybank IBG Research, Bloomberg

Fig 2: Summary of revisions

USD m		New			Old		9	% change	
	2025E	2026E	2027E	2025F	2026F	2027F	2025F	2026F	2027F
Revenues	3,436	4,178	4,973	3,418	4,097	4,832	1%	2%	3%
Adj EBITDA	486	762	1,082	484	766	1,062	0%	-1%	2%
NPAT	214	405	667	222	428	691	-4%	-5%	-4%
ТР		6.62			5.85			13%	
USD m		New			Old			% var	
	2025E	2026E	2027E	2025F	2026F	2027F	2025F	2026F	2027F
Deliveries									
GMV	14,060	16,715	19,357	13,883	15,969	18,044	1%	5%	7%
Revenues	1,813	2,191	2,575	1,790	2,093	2,401	1%	5%	7%
Net take rate	24.3%	24.3%	24.4%	24.3%	24.3%	24.4%			
Adjusted EBITDA	278	418	563	275	406	533	1%	3%	6%
Adjusted EBITDA as % of GMV	2.0%	2.5%	2.9%	2.0%	2.5%	3.0%			
Mobility									
GMV	7,903	9,271	10,647	7,903	9,353	10,839	0%	-1%	-2%
Revenues	1,256	1,486	1,721	1,262	1,506	1,759	0%	-1%	-2%
Net take rate	23.4%	23.4%	23.4%	23.4%	23.4%	23.4%			
Adjusted EBITDA	692	815	950	691	821	965	0%	-1%	-2%
Adjusted EBITDA as % of GMV	8.8%	8.8%	8.9%	8.7%	8.8%	8.9%			
Financial services									
Revenues	362	497	672	362	495	668	0%	1%	1%
Adjusted EBITDA	(103)	(50)	10	-103	-51	9	0%	-2%	22%

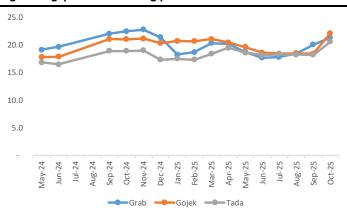
Source: Maybank IBG Research

Fig 3: Grab SoTP

SOTP Valuation	Methodology	Target multiple	Target metric	Value of metric (USDm)	Value of business (USDm)	Per share (USD)
On Demand	EV/GMV	0.8x	FY26E GMV	25,987	21,699	4.81
Financial Services	EV/Sales	3.6x	FY26E Revenue	497	1,791	0.40
Net Cash					6,354	1.41
SoTP					29,844	6.62

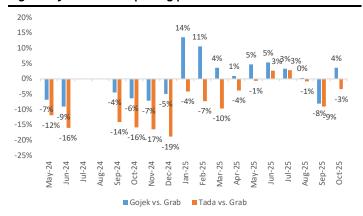
Source: Maybank IBG Research

Fig 4: Singapore ride hailing price tracker



Source: Maybank IBG Research

Fig 5: Gojek and Tada pricing premium/discount vs. Grab



Source: Maybank IBG Research

Fig 6: Valuation comps

Company	BBG	Market Cap	EV/GM	V (x)	GMV CAGR	EVGMVG	EV/Sale	es (x)	Sales CAGR	EVSG	EV /EBIT	DA (x)
	Code	USDm	FY1	FY2	2023-26F	EVGIVIVG	FY1	FY2	2023-26F	EVSG	FY1	FY2
Grab*	GRAB US	25,741	0.8	0.7	18%	3.8	5.7	4.8	19%	25.0	29.9	21.7
Zomato	ETERNAL IN	38,263	3.8	2.8	34%	8.3	4.5	3.2	43%	7.6	92.2	51.1
Swiggy	SWIGGY IN	12,747	2.1	1.3	27%	4.8	3.9	3.1	26%	12.2	- 132.6	103.3
Doordash	DASH US	113,000	1.2	1.0	20%	5.1	8.9	7.3	22%	33.7	42.4	31.0
Uber	UBER US	192,943	1.0	0.8	16%	5.4	3.8	3.1	16%	20.2	22.1	17.0
Delivery Hero	DHER GR	8,027	0.2	0.2	7%	2.1	0.6	0.5	13%	4.2	9.6	7.4
Meituan	3690 HK	76,008	0.4	0.4	9%	4.2	1.1	0.9	12%	7.4	212.3	13.8
Just Eat	TKWY NA	4,883	0.2	0.2	6%	3.1	1.0	1.0	9%	11.6	12.0	8.7
Lyft	LYFT US	8,076	0.3	0.3	13%	2.1	1.0	0.8	13%	6.3	12.3	8.6
Talabat	TALABAT UH	6,144	0.6	0.5	23%	2.0	1.5	1.2	21%	5.8	8.9	7.8
Deliveroo	ROO LN	3,711	0.3	0.3	6%	4.2	1.0	0.9	9%	10.2	12.5	9.5
Weighted average			1.2	0.9	17%	5.1	4.5	3.7	19%	19.6	57.5	24.4
Weighted average (ex India)			0.9	0.8	15%		4.6	3.8	17%		60.7	19.9

Source: Maybank IBG Research, Bloomberg

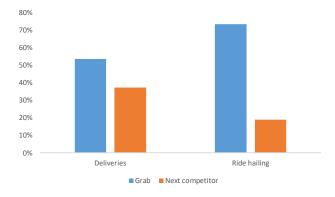
**Grab Holdings** 

# Maybank

# **Value Proposition**

- Structural growth drivers are in place in an underpenetrated ASEAN market. Grab has leadership position in all the markets it operates in and enjoys structural scale advantage.
- We see mild growth headwinds and monetization pausing owing to: 1) take-rates are already in line-high vs global peers; 2) rising cost/inflation pressures weighing on consumers' discretionary spending and driver-partners' takehome earnings are non-competitive.
- We also see risk of a slight flare-up in competitive intensity with a better capitalised Gojek and XanhSM's entry into multiple markets.

## Grab's GMV market share relative to its next competitor



Source: Euromonitor, Momentum Works, Statista

# **Price Drivers**

# Historical share price trend



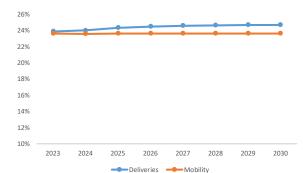
Source: Company, Maybank IBG Research

- 1. Share jump after cost cuts / profitability signals.
- 2. Sharp move after Q4 results/buyback announcements. Share jump after cost cuts / profitability signals.
- 3. Drop after Q2/2024 results missed revenue estimates
- 4. Share price drops on mixed signals on outlook despite GMV growth.
- 5. Positive re-rating around WeRide partnership & strategic moves

# **Financial Metrics**

- We project net income breakeven in FY25E.
- We forecast 2023-26E on-demand GMV CAGR of 14% and adjusted net revenue CAGR of 16%.
- We expect take-rates to remain relatively stable.
- We forecast FCF (ex working capital changes) of USD440m in FY25E.

### Grab: take-rate assumptions



Source: Company, Maybank IBG Research

# **Swing Factors**

# Upside

- Softer-than-expected competition from the entry of XanhSM in Vietnam and Indonesia.
- Better macroeconomy allowing for higher discretionary spending.
- Limited driver-supply pressure leading to continuous reduction in incentives.
- Better-than-expected ecosystem benefits within the financial services segment.
- Easing to monetary policy by the US Fed.

# **Downside**

- Fiercer-than-expected competition from the entry of XanhSM in Vietnam and Indonesia.
- Increase in incentives in response to tightening driversupply.
- Drop in on-demand usage frequency owing to price increases and higher inflation.
- Elevated stake divestment by Softbank Group leading to excess stock liquidity.

hussaini.saifee@maybank.com

**Grab Holdings** 





hussaini.saifee@maybank.com

Risk Rating & Score <sup>1</sup>	na
Score Momentum <sup>2</sup>	na
Last Updated	na
Controversy Score <sup>3</sup>	na

# **Business Model & Industry Issues**

- Grab established to be both a viable business while creating a social impact.
- Grab's mobility and delivery businesses are fundamentally sharing economy businesses, which have a positive impact environmentally by reducing car ownership and greenhouse gas emissions.
- As a whole, Grab has been promoting digitisation of businesses and the gig economy, creating livelihoods for people across the region. Notwithstanding, the economic security of gig-workers is likely to continue to be a key social issue.

# Material E issues

- Grab reported that it avoided more than 349,986 tonnes of GHG emissions in 2023 and made contributions to reducing congestion in its markets.
- In 2023, 6.3% of all distance travelled was on low or zero emission modes of transport (EVs, hybrid vehicles, cyclists and walkers). Since 2021, Grab has also introduced a carbon offset feature, which allows consumers to contribute USD0.10 per ride to reforestation and conservation efforts in their country.
- Grab signed on to the WWF-Singapore (Plastic Action) Pact in 2020 committing to the 'No Plastic in Nature by 2030' pledge and encouraging the adoption of eco-friendly packaging and reduction of single-use plastics.

# Material S issues

- Grab has proliferated the gig economy across the region, opening up new employment opportunities. Notably, 46% of driver-partners did not earn an income before joining Grab and there are 1,100 deaf and physically impaired partners on the platform.
- Grab's promotion of price transparency in ride-hailing has helped to curtail profiteering by unscrupulous taxi drivers.
- On the flipside, gig economy workers are not currently considered as employees under most laws and are not entitled to certain protections, such as for work injury, but legislation to reform this is underway in some markets.
- Grab has aided F&B establishments and street food sellers/hawkers to digitise in order to survive.
- However, Grab charges up to a 30% commission and requires partners to charge the same price on their platform as their physical stores, which the media reported was resulting in consistent losses for hawkers in Singapore. This situation has been mitigated somewhat through rebates by Grab and the Singapore government since the issue was raised. However, we remain concerned whether these issues will rise again when these rebates are curtailed.

# Key G metrics and issues

- The board consists of 7 members, 5 independent and the remaining 2 are co-founder Anthony Tan and Ong Chin Yin.
   There are 2 women and 5 men on the board.
- There are 2 tranches of shares, with Class B carrying 45 votes and class A shares carrying 1 vote. As of March 2024, Mr. Tan controlled approximately 64.1% of the total voting power of all issued and outstanding ordinary shares voting together as a single class, even though he and his permitted entities only beneficially owned 3.9% of outstanding ordinary shares.
- KPMG is and has been Grab's auditor since 2015.

<u>Risk Rating & Score</u> - derived by Sustainalytics and assesses the company's exposure to unmanaged ESG risks. Scores range between 0 - 50 in order of increasing severity with low/high scores & ratings representing negligible/significant risk to the company's enterprise value, respectively, from ESG-driven financial impacts. <u>\*Score Momentum</u> - indicates changes to the company's score since the last update - a <u>negative</u> integer indicates a company's myoring risk score; a <u>positive</u> integer indicates a deterioration. <u>\*Scort reversy Score</u> - reported periodically by Sustainalytics in the event of material ESG-related incident(s), with the impact severity scores of these events ranging from Category 0-5 (0 - no reports; 1 - negligible risks; ...; 5 - poses serious risks & indicative of potential structural deficiencies at the company).



		Quantitative Paramet	ters (Score: 3	7)		
	Particulars	Unit	2020	2021	2022	2023
	Scope 1	tCO2e	nm	nm	14,913	36,186
	Scope 2	tCO2e	9,414	10,338	51,208	59,090
	Total	tCO2e	9,414	10,338	66,121	95,276
	Scope 3	tCO2e	1,475,107	1,489,200	3,317,244	2,382,927
	Total	tCO2e	1,484,521	1,493,248	3,383,365	2,478,203
	Total Energy usage	kWh	13,972,485	16,651,127	78,461,833	90,496,000
	Renewable Energy	kWh	0	7,127,538	8,944,649	10,135,552
E	Emission per revenue	tCo2e /USDm	NA	2,222	2,366	1,051
	Emission per employee	FTE	NA	169	182	234
	Net water consumption	m m3	NA	NA	NA	NA
	Use of recycled water instead of portable water	m m3	NA	NA	NA	NA
	Waste saved from operation	m tons	571	774	810	NA
	Customer E-waste Recycling	tons	NA	NA	NA	NA
	% of women in workforce	%	NA	NA	43%	44%
S	% of women in management roles	%	NA	NA	34%	36%
3	No. of nationalities among employees	number	NA	58	57	56
	Total compensation of women to men	ratio	NA	98%	98%	98%
	CEO salary as % of net profit	%	Nm	Nm	Nm	Nm
G	Key management salary as % of profit	%	Nm	Nm	Nm	Nm
0	Independent director on board	%	NA	67%	67%	67%
	Women directors on board	%	NA	33%	33%	33%

### Qualitative Parameters (Score: 83)

a) Is there an ESG policy in place and is there a standalone ESG committee or is it part of the risk committee?

The company has various policies covering different aspects of ESG. There are KPIs, business objectives, governance enablers and risks for each of the segments.

b) Is the senior management salary linked to fulfilling ESG targets?

No

- c) Does the company follow the task force of climate-related disclosures (TCFD) framework for ESG reporting? Yes
- e) Does the company have a mechanism to capture Scope 3 emissions which parameters are captured?

Yes. Scope 3 includes Purchased Goods & Services, Capital Goods, Business Travel and Use of sold products.

f) What are the 2-3 key carbon mitigation/water/waste management strategies adopted by the company?

The company has initiated various measures to manage carbon emission such as switching to low-emission vehicles, and fully electric vehicles, using renewable energy for Grab's premises, carbon avoidance and removal programmes.

g) Does carbon offset form part of the net zero/carbon neutrality target of the company? Yes

Target (Score: 60)		
Particulars	Target	Achieved
Zero Packaging Waste by 2040	0%	
Carbon Neutral by 2040	0%	
More than 4,200 number of partners with disabilities by 2025	4,200	3,184
100% renewable energy by 2030 for all electricity used in premises occupied and under direct control	100%	11%
Increase women in leadership to 40% by 2030	40%	36%
Less than 0.5 accidents per 100,000 trips	0.5	0.08
Impact		
NA		
Overall Score: 46		
As per our ESG matrix, Grab Holding (Grab US) has an overall score of 46.		

ESG score	Weights	Scores	Final Score
Quantitative	50%	0	0
Qualitative	25%	83	21
Target	25%	100	25
Total			46

As per our ESG assessment, Grab has established sustainability policies with various time-based targets set for the period. Its quantitative disclosures on 'E' parameters on emissions, resource usage as well as 'S' parameters on workforce and management diversity are robust. Grab's overall ESG score is 46, which makes its ESG rating above average in our view (average ESG rating = 50).

FYE 31 Dec	FY23A	FY24A	FY25E	FY26E	FY27E
Key Metrics			10E 0	EE 0	24.0
P/E (reported) (x)	nm	nm	105.9	55.9	34.0
Core P/E (x)	nm 2.0	nm 2.9	105.9 3.4	55.9 3.2	34.0
P/BV (x)	2.0	3.5	3.4 4.1	3.8	3.0 3.4
P/NTA (x) Net dividend yield (%)	0.0	0.0	0.0	0.0	0.0
FCF yield (%)	0.0	4.1	nm	2.8	4.6
EV/EBITDA (x)	nm	51.8	42.2	26.1	17.4
EV/EBIT (x)	nm	97.6	64.0	34.2	21.2
INCOME STATEMENT (USD m)					
Revenue	2,358.7	2,797.0	3,436.2	4,178.3	4,972.5
EBITDA	(22.0)	313.0	486.3	762.0	1,081.8
Depreciation	(128.0)	(122.0)	(141.2)	(156.1)	(169.2)
Amortisation	(17.0)	(25.0)	(25.0)	(25.0)	(25.0)
EBIT	(167.0)	166.0	320.2	580.9	887.5
Net interest income /(exp)	60.0	81.0	122.8	143.7	171.0
Associates & JV	(56.0)	(14.0)	(14.0)	(14.0)	(14.0)
Exceptionals	(72.0)	(95.0)	(115.0)	(125.0)	(135.0)
Other pretax income	(231.3)	(233.0)	(103.4)	(120.6)	(73.3)
Pretax profit	(466.3)	(95.0)	210.6	464.9	836.2
Income tax	(19.0)	(63.0)	(44.2)	(97.6)	(192.3)
Minorities	51.0	53.0	47.7	38.2	22.9
Discontinued operations	0.0	0.0	0.0	0.0	0.0
Reported net profit	(434.3)	(105.0)	214.1	405.4	666.8
Core net profit	(434.3)	(105.0)	214.1	405.4	666.8
BALANCE SHEET (USD m)					
Cash & Short Term Investments	3,138.0	2,964.0	3,942.5	4,549.7	5,566.6
Accounts receivable	676.0	878.0	1,069.4	1,150.5	1,213.5
Inventory	49.0	59.0	59.0	59.0	59.0
Property, Plant & Equip (net)	512.0	567.0	501.3	419.2	322.4
Intangible assets	916.0	975.0	950.0	925.0	900.0
Investment in Associates & JVs	0.0	0.0	0.0	0.0	0.0
Other assets	3,501.0	3,852.0	3,653.8	3,562.7	3,465.0
Total assets	8,792.0	9,295.0	10,176.0	10,666.1	11,526.5
ST interest bearing debt	125.0	123.0	123.0	123.0	123.0
Accounts payable	0.0	0.0	0.0	0.0	0.0
LT interest bearing debt	668.0	241.0	1,741.0	1,741.0	1,741.0
Other liabilities	1,531.0	2,580.0	1,795.0	1,917.0	2,134.0
Total Liabilities	2,324.0	2,944.0	3,658.6	3,781.4	3,997.9
Shareholders Equity Minority Interest	6,449.0	6,399.0	6,613.1	7,018.5	7,685.3
Total shareholder equity	19.0 <b>6,468.0</b>	(48.0) <b>6,351.0</b>	(95.7) <b>6,517.4</b>	(133.9) <b>6,884.7</b>	(156.8) <b>7,528.6</b>
Total liabilities and equity	8,792.0	9,295.0	10,176.0	10,666.1	11,526.5
CASH FLOW (USD m)					
Pretax profit	(466.3)	(95.0)	210.6	464.9	836.2
Depreciation & amortisation	145.0	147.0	166.2	181.1	194.2
Adj net interest (income)/exp	0.0	0.0	0.0	0.0	0.0
Change in working capital	188.0	843.0	(907.6)	(6.2)	102.2
Cash taxes paid	0.0	0.0	0.0	0.0	0.0
Other operating cash flow	0.0	0.0	0.0	0.0	0.0
Cash flow from operations	86.0	852.0	(398.3)	719.3	1,112.2
Capex	(71.0)	(77.0)	(75.5)	(74.0)	(72.5)
Free cash flow	15.0	775.0	(473.8)	645.3	1,039.8
Dividends paid	0.0	0.0	0.0	0.0	0.0
Equity raised / (purchased)	0.0	0.0	0.0	0.0	0.0
Change in Debt	(572.0)	(429.0)	1,500.0	0.0	0.0
Other invest/financing cash flow	1,744.0	(496.0)	(47.7)	(38.2)	(22.9)
Effect of exch rate changes	0.0	0.0	0.0	0.0	0.0
•	1,187.0	(150.0)	978.5	607.2	1,016.9

FYE 31 Dec	FY23A	FY24A	FY25E	FY26E	FY27E
Key Ratios					
Growth ratios (%)					
Revenue growth	64.7	18.6	22.9	21.6	19.0
EBITDA growth	nm	nm	55.4	56.7	42.0
EBIT growth	nm	nm	92.9	81.4	52.8
Pretax growth	nm	nm	nm	120.7	79.9
Reported net profit growth	nm	nm	nm	89.4	64.5
Core net profit growth	nm	nm	nm	89.4	64.5
Profitability ratios (%)					
EBITDA margin	nm	11.2	14.2	18.2	21.8
EBIT margin	nm	5.9	9.3	13.9	17.8
Pretax profit margin	nm	nm	6.1	11.1	16.8
Payout ratio	0.0	0.0	0.0	0.0	0.0
DuPont analysis					
Net profit margin (%)	nm	nm	6.2	9.7	13.4
Revenue/Assets (x)	0.3	0.3	0.3	0.4	0.4
Assets/Equity (x)	1.4	1.5	1.5	1.5	1.5
ROAE (%)	(6.7)	(1.6)	3.3	5.9	9.1
ROAA (%)	(4.8)	(1.2)	2.2	3.9	6.0
Liquidity & Efficiency					
Cash conversion cycle	nm	nm	nm	nm	nm
Days receivable outstanding	93.9	100.0	102.0	95.6	85.6
Days inventory outstanding	11.6	12.0	12.2	10.3	8.9
Days payables outstanding	nm	nm	nm	nm	nm
Dividend cover (x)	nm	nm	nm	nm	nm
Current ratio (x)	3.9	2.5	4.4	4.5	4.6
Leverage & Expense Analysis					
Asset/Liability (x)	3.8	3.2	2.8	2.8	2.9
Net gearing (%) (incl perps)	net cash				
Net gearing (%) (excl. perps)	net cash				
Net interest cover (x)	2.8	na	na	na	na
Debt/EBITDA (x)	nm	1.2	3.8	2.4	1.7
Capex/revenue (%)	3.0	2.8	2.2	1.8	1.5
Net debt/ (net cash)	(2,345.0)	(2,600.0)	(2,078.5)	(2,685.7)	(3,702.6)

Source: Company; Maybank IBG Research

# **Research Offices**

#### **ECONOMICS**

Suhaimi ILIAS Chief Economist Malaysia | Philippines | Global (603) 2297 8682 suhaimi\_ilias@maybank-ib.com

CHUA Hak Bin

Regional Thematic Macroeconomist (65) 6231 5830 chuahb@maybank.com

Erica TAY China | Thailand (65) 6231 5844 erica.tay@maybank.com

Brian LEE Shun Rong Indonesia | Singapore | Vietnam (65) 6231 5846 brian.lee1@maybank.com

Malaysia | Philippines | Global (603) 2082 6818 azril.rosli@maybank-ib.com

Luong Thu Huong (65) 6231 8467 hana.thuhuong@maybank.com

(65) 6231 5843 jiayu.lee@maybank.com

#### FΧ

Saktiandi SUPAAT Head of FX Research (65) 6320 1379 saktiandi@maybank.com

Fiona I IM (65) 6320 1374 fionalim@maybank.com

Alan LAU, CFA (65) 6320 1378 alanlau@maybank.com

Shaun LIM (65) 6320 1371 shaunlim@maybank.com

## STRATEGY

Anand PATHMAKANTHAN

ASEAN (603) 2297 8783 anand.pathmakanthan@maybank-ib.com

#### FIXED INCOME

(603) 2074 7606

Winson PHOON, FCA Head of Fixed Income (65) 6231 5831

winsonphoon@maybank.com

## erine.yu@maybank.com PORTFOLIO STRATEGY

ONG Seng Yeow (65) 6231 5839

ongsengyeow@maybank.com Sean LIM

(603) 2297 8888 lim.tzekhang@maybank.com

Miranda CHENG (852) 2268 0641 miranda.cheng@mib.com.hk

### MIBG SUSTAINABILITY RESEARCH

Jigar SHAH Head of Sustainability Research (91) 22 4223 2632 iigars@maybank.com

Neerav DALAL (91) 22 4223 2606 neerav@maybank.com

#### **REGIONAL EQUITIES**

Anand PATHMAKANTHAN Head of Regional Equity Research (603) 2297 8783 anand.pathmakanthan@maybank-ib.com

WONG Chew Hann, CA Head of ASEAN Equity Research (603) 2297 8686 wchewh@maybank-ib.com

#### ΜΑΙ ΔΥSΙΔ

LIM Sue Lin, Head of Research (603) 2297 8612 suelin.lim@maybank-ib.com Equity Strategy

Desmond CH'NG, BFP, FCA (603) 2297 8680 desmond.chng@maybank-ib.com • Banking & Finance • Insurance

ONG Chee Ting, CA (603) 2297 8678 ct.ong@maybank-ib.com
• Plantations - Regional

YIN Shao Yang, CPA (603) 2297 8916 samuel.y@maybank-ib.com • Gaming - Regional • Construction • Aviation • Non-Bank Financials

TAN Chi Wei, CFA (603) 2297 8690 chiwei.t@mavbank-ib.com Utilities • Telcos

WONG Wei Sum, CFA (603) 2297 8679 weisum@maybank-ib.com
• Property • Glove

Jade TAM (603) 2297 8687 jade.tam@maybank-ib.com
• Consumer Staples & Discretionary

Nur Farah SYIFAA (603) 2297 8675 nurfarahsyifaa.mohamadfuad@maybank-ib.com

LOH Yan Jin (603) 2297 8687

lohvaniin.loh@mavbank-ib.com • Ports • Automotive

REITs

(603) 2297 8688 jeremie.yap@maybank-ib.com
• Oil & Gas • Petrochemicals

Nur Natasha ARIZA (603) 2297 8691

natashaariza.aizarizal@maybank-ib.com
• Healthcare • Media Lucas SIM

(603) 2082 6824 lucas.sim@maybank-ib.com Technology

THONG Kei Jun (603) 2297 8677 keijun.thong@maybank-ib.com Renewable Energy

TEE Sze Chiah Head of Retail Research (603) 2082 6858 szechiah.t@maybank-ib.com
• Retail Research

(603) 2082 8769 amirah.azmi@maybank-ib.com
• Retail Research

Amirah AZMI

Aseela ZAHARI (603) 2082 8767 aseela.za@maybank-ib.com Retail Research

Amirul RUSYDY, CMT (603) 2297 8694 rusydy.azizi@maybank.com Chartist

#### SINGAPORE

Eric ONG

Thilan WICKRAMASINGHE Head of Research (65) 6231 5840 thilanw@maybank.com
• Strategy • Consumer
• Banking & Finance - Regional

(65) 6231 5849 ericong@maybank.com
• Healthcare • Transport • SMIDs

Jarick SEET (65) 6231 5848 jarick.seet@maybank.com • Technology • SMIDs

Krishna GUHA (65) 6231 5842 krishna.guha@maybank.com • REITs • Industrials

(65) 6231 5837 hussaini.saifee@maybank.com
• Telcos • Internet • Consumer

#### PHILIPPINES

Kervin Laurence SISAYAN Head of Research (63) 2 5322 5005 kervin.sisayan@maybank.com • Strategy • Banking & Finance • Telcos

Daphne SZE (63) 2 5322 5008 daphne.sze@maybank.com Consumer

Raffy MENDOZA (63) 2 5322 5010

joserafael.mendoza@maybank.com
• Property • REITs • Gaming

Germaine GUINTO (63) 2 5322 5006 germaine.guinto@maybank.com
• Utilities

Ronalyn Joyce LALIMO (63) 2 5322 5009 rona.lalimo@maybank.com

SMIDs

# VIETNAM

Quan Trong Thanh Head of Research (84 28) 44 555 888 ext 8184 thanh.quan@maybank.com • Strategy • Banks

Hoang Huy, CFA (84 28) 44 555 888 ext 8181 hoanghuy@maybank.com
• Strategy • Technology

Le Nguyen Nhat Chuyen (84 28) 44 555 888 ext 8082 chuyen.le@maybank.com • Oil & Gas • Logistics

Nguyen Thi Sony Tra Mi (84 28) 44 555 888 ext 8084 trami.nguyen@maybank.com · Consumer Discretionary

Tran Thi Thanh Nhan (84 28) 44 555 888 ext 8088 nhan.tran@maybank.com
• Consumer Staples

Nguyen Le Tuan Loi (84 28) 44 555 888 ext 8182 loi.nguyen@maybank.com
• Property

Nguven Thanh Hai

(84 28) 44 555 888 ext 8081 thanhhai.nguyen@maybank.com • Industrials

Vu Viet Linh (84 28) 44 555 888 ext 8201 vietlinh.vu@maybank.com Strategy

Nguyen Thanh Lam (84 28) 44 555 888 ext 8086 thanhlam.nguyen@maybank.com
Retail Research

#### INDONESIA

Jeffrosenberg CHENLIM Head of Research (62) 21 8066 8680 jeffrosenberg.lim@maybank.com • Strategy • Banking & Finance • Property

Willy GOUTAMA (62) 21 8066 8688 willy.goutama@maybank.com • Consumer

Etta Rusdiana PUTRA (62) 21 8066 8683 etta.putra@maybank.com
• Telcos • Internet • Construction

Paulina MARGARFTA (62) 21 8066 8690 paulina.tjoa@maybank.com • Autos • Healthcare

Hasan BΔRΔKWΔN (62) 21 8066 2694 hasan.barakwan@mavbank.com • Metals & Mining • Oil & Gas

Faiq ASAD (62) 21 8066 8692 faig.asad@maybank.com Banking & Finance

Kevin HALIM (62) 21 8066 2687 kevin.halim@maybank.com • Property • Cement

Satriawan HARYONO, CEWA, CTA (62) 21 8066 8682 satriawan@maybank.com Chartist

#### THAILAND

Chak REUNGSINPINYA Head of Research (66) 2658 5000 ext 1399 chak.reungsinpinya@maybank.com
• Strategy • Energy

Jesada TECHAHUSDIN, CFA (66) 2658 5000 ext 1395 jesada.t@maybank.com
Banking & Finance

Wasu MATTANAPOTCHANART

(66) 2658 5000 ext 1392 wasu.m@maybank.com

Telcos • Technology (Software) • REITs
 Property • Consumer Discretionary

Suttatip PEERASUB (66) 2658 5000 ext 1430 suttatip.p@maybank.com
• Consumer Staples & Discretionary Natchaphon RODJANAROWAN

(66) 2658 5000 ext 1393 natchaphon.rodjanarowan@maybank.com

Utilities • Property

Boonyakorn AMORNSANK (66) 2658 5000 ext 1394 boonyakorn.amornsank@maybank.com • Services (Hotels, Transport)

Nontapat SAHAKITPINYO (66) 2658 5000 ext 2352 nontapat.sahakitpinyo@maybank.com · Healthcare · Construction · Insurance

Yugi TAKESHIMA (66) 2658 5000 ext 1530 yugi.takeshima@maybank.com • Technology (EMS & Semicon)

Tanida JIRAPORNKASEMSUK (66) 2658 5000 ext 1396 tanida.jirapornkasemsuk@maybank.com
• Food & Beverage

Aomsub NGOWSIRI (66) 2658 5000 ext 2518 aomsub.ngowsiri@maybank.com Industrials

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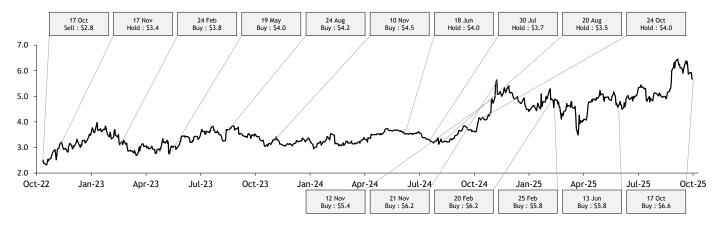
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#### Reminder

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### Historical recommendations and target price: Grab Holdings (GRAB US)



- Grab Holdings

# **Definition of Ratings**

Maybank IBG Research uses the following rating system

BUY Return is expected to be above 10% in the next 12 months (including dividends) HOLD Return is expected to be between 0% to 10% in the next 12 months (including dividends) **SELL** 

Return is expected to be below 0% in the next 12 months (including dividends)

### Applicability of Ratings

The respective analyst maintains a coverage universe of stocks, the list of which may be adjusted according to needs. Investment ratings are only applicable to the stocks which form part of the coverage universe. Reports on companies which are not part of the coverage do not carry investment ratings as we do not actively follow developments in these companies.

# Malaysia

Maybank Investment Bank Berhad (A Participating Organisation of Bursa Malaysia Securities Berhad) 33rd Floor, Menara Maybank, 100 Jalan Tun Perak, 50050 Kuala Lumpur

Tel: (603) 2059 1888; Fax: (603) 2078 4194

Stockbroking Business:

Level 8, Tower C, Dataran Maybank, No.1, Jalan Maarof 59000 Kuala Lumpur

Tel: (603) 2297 8888 Fax: (603) 2282 5136

# Singapore

Maybank Securities Pte Ltd Maybank Research Pte Ltd 50 North Canal Road Singapore 059304

Tel: (65) 6336 9090

# Indonesia

PT Maybank Sekuritas Indonesia Sentral Senayan III, 22nd Floor Jl. Asia Afrika No. 8 Gelora Bung Karno, Senayan Jakarta 10270, Indonesia

Tel: (62) 21 2557 1188 Fax: (62) 21 2557 1189

# Thailand

Maybank Securities (Thailand) PCL 999/9 The Offices at Central World, 20th - 21st Floor, Rama 1 Road Pathumwan. Bangkok 10330, Thailand

Tel: (66) 2 658 6817 (sales) Tel: (66) 2 658 6801 (research)

# Sales Trading

Indonesia Helen Widjaja helen.widjaja@maybank.com Tel: (62) 21 2557 1188

**Philippines** 

Keith Roy keith\_roy@maybank.com Tel: (63) 2 5322 3184 London

**Greg Smith** gsmith@maybank.com Tel: (44) 207 332 0221

Sanjay Makhija sanjaymakhija@maybank.com Tel: (91) 22 6623 2629 London

Maybank Securities (London) Ltd PNB House 77 Queen Victoria Street

London EC4V 4AY, UK

Tel: (44) 20 7332 0221 Fax: (44) 20 7332 0302

# India

MIB Securities India Pte Ltd 1101, 11th floor, A Wing, Kanakia Wall Street, Chakala, Andheri -Kurla Road, Andheri East, Mumbai City - 400 093, India

Tel: (91) 22 6623 2600 Fax: (91) 22 6623 2604

# Vietnam

Maybank Securities Limited Floor 10, Pearl 5 Tower, 5 Le Quy Don Street, Vo Thi Sau Ward, District 3 Ho Chi Minh City, Vietnam

Tel: (84) 28 44 555 888 Fax: (84) 28 38 271 030

# Hong Kong

MIB Securities (Hong Kong) Limited 28/F, Lee Garden Three, 1 Sunning Road, Causeway Bay, Hong Kong

Tel: (852) 2268 0800 Fax: (852) 2877 0104

# Philippines

Maybank Securities Inc 17/F, Tower One & Exchange Plaza Ayala Triangle, Ayala Avenue Makati City, Philippines 1200

Tel: (63) 2 8849 8888 Fax: (63) 2 8848 5738

www.maybank.com/investment-banking www.maybank-keresearch.com