

Grab Holdings

(NASDAQ: GRAB)

Fundamental Analysis and Investment Recommendation

March 23, 2026

Team Quantum Returns



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Southeast Asia's
Superapp



Recommendation **BUY** @ \$4.76 Target | 34% Upside



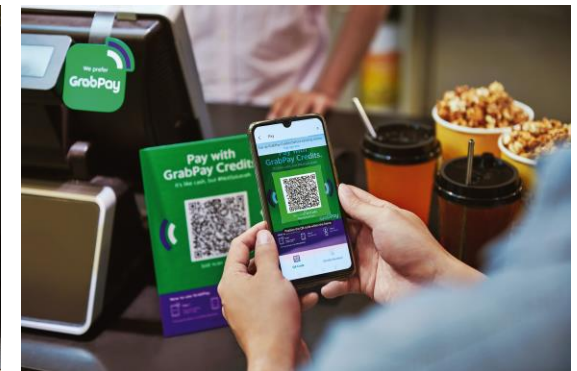
GRAB

- **Current Price:** \$3.56
- **12-Month Target Price:** ~\$4.76
- **Upside vs Downside:** +34% vs -25%
- **Valuation Method:** DCF + Comps (Blended)
- **WACC:** 9.9%
- **Terminal Growth:** 3.0%
- **Valuation Range:** \$2.67 – \$7.17 / share
- ~\$6.7K upside vs ~\$5.0K downside on a \$20K investment

Investment Thesis

- Leading super-app in Southeast Asia
- Profitability inflection underway
- Fintech drives long-term monetization
- Attractive entry after selloff

Undervalued super-app with improving profitability and monetization-driven upside.



Grab Holdings (NASDAQ: GRAB) – Company Snapshot



Overview

- Leading Southeast Asia super-app across mobility, delivery, and fintech
- 47M+ monthly transacting users across 8 markets

Business Model

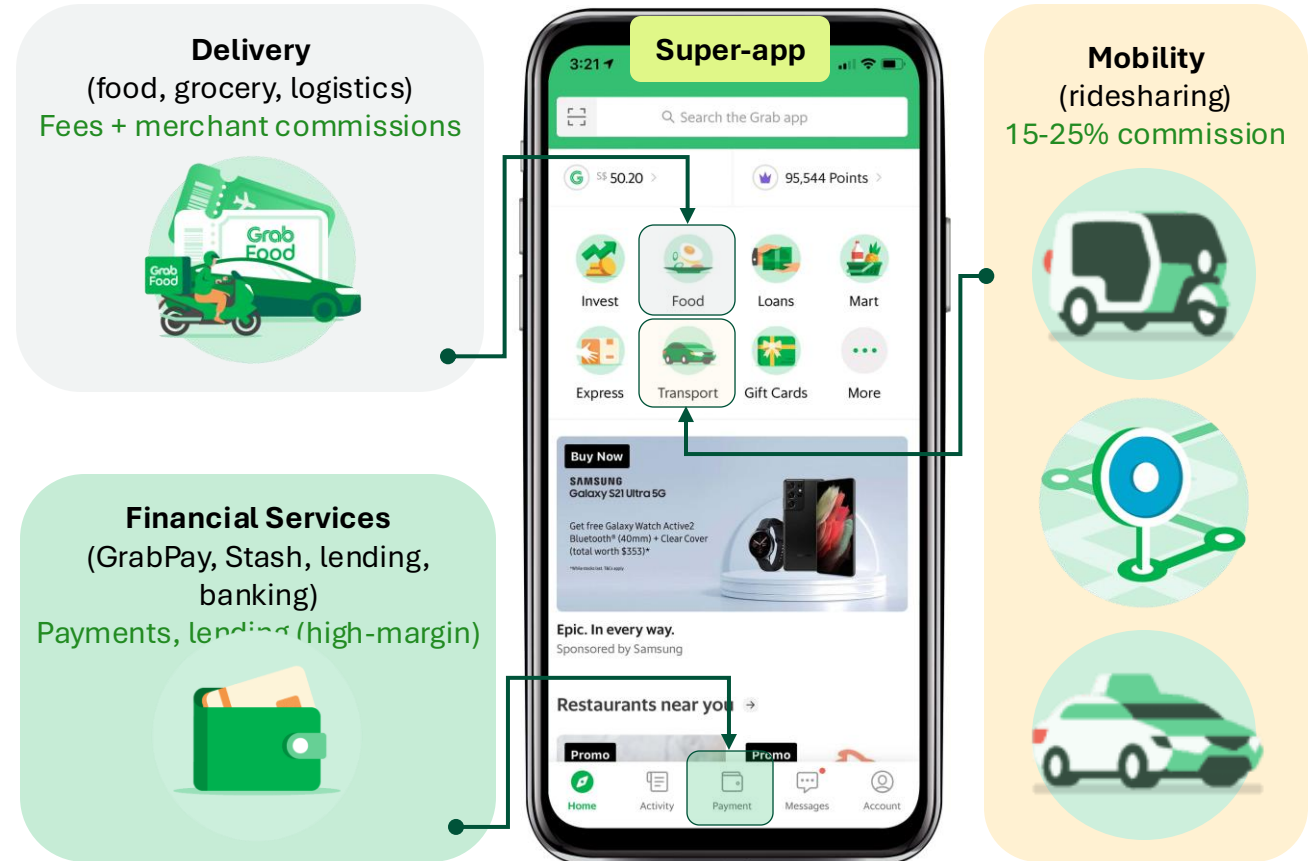
- Marketplace platform connecting:



Strategic Positioning

- Top 1–2 player across Southeast Asia
- Strong network effects (“Super-app” ecosystem)
- Exposure to high-growth digital economy

Core Segments & Monetization



The Grab Ecosystem: Southeast Asia



8 countries | 700M population

500+ cities → profit today

800+ cities → growth runway



Market Opportunity

700M+ population (3rd largest globally)

4–6% GDP growth (above developed markets)

Rapid digital adoption (mobile-first economy)

Fragmented markets favor local scale

Low credit card penetration → fintech opportunity

Urban density supports ride + delivery economics

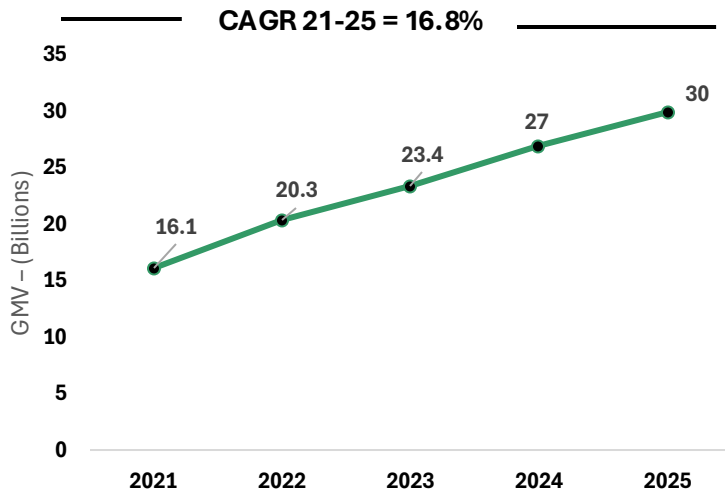
Key Insight

Southeast Asia = ideal market for super-app model

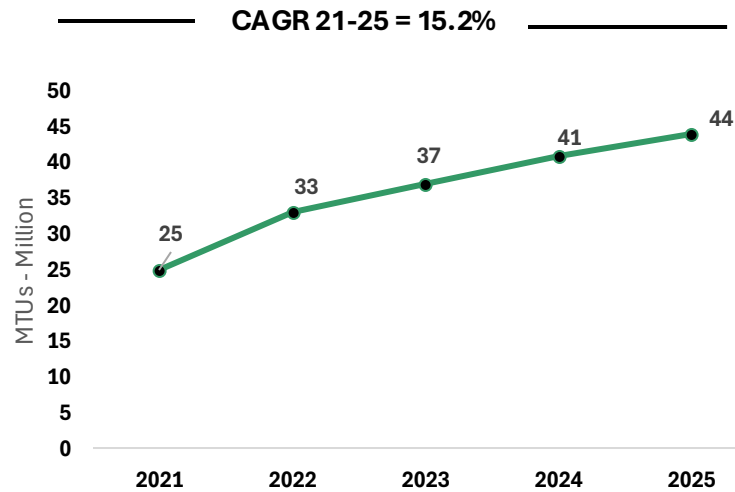
Historical Operational Performance



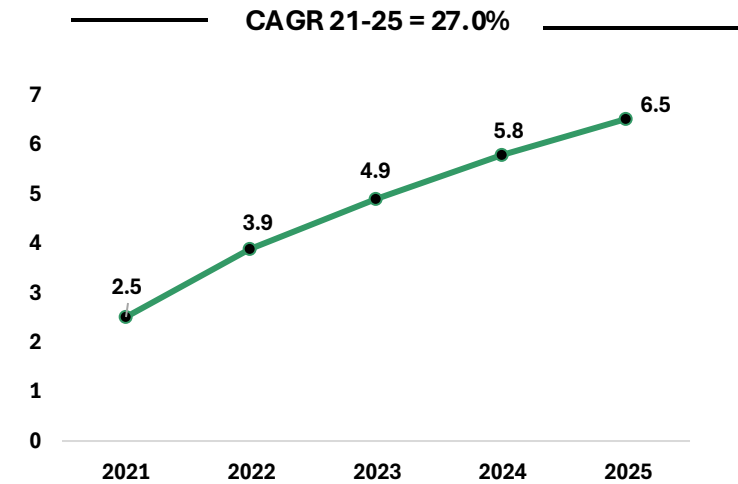
Gross Merchandise Value – GMV
(Billion)



Monthly Transacting Users – MTUs
(Million)



Total On demand transactions –
(Billion)



Hyper Growth



2017-2020

Scale



2021

Monetization



2022-2023

Efficiency



2024-2025

Profitability



> 2025

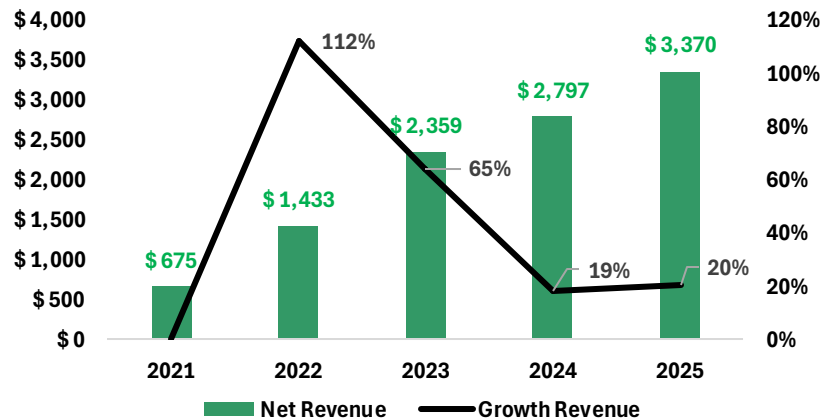


Historical Financial Performance

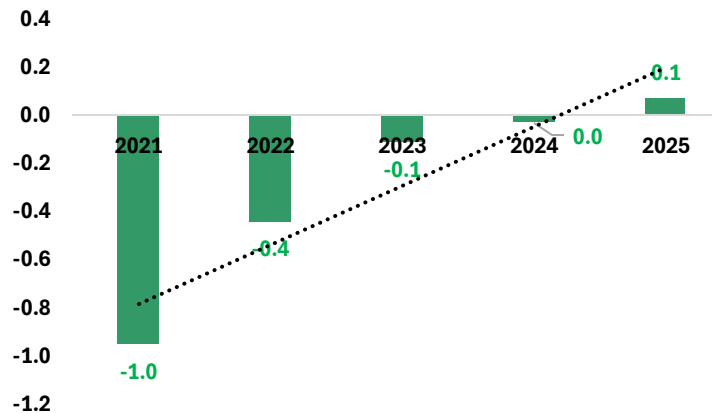


NET REVENUE & GROWTH

CAGR 21-25 = 49.5%



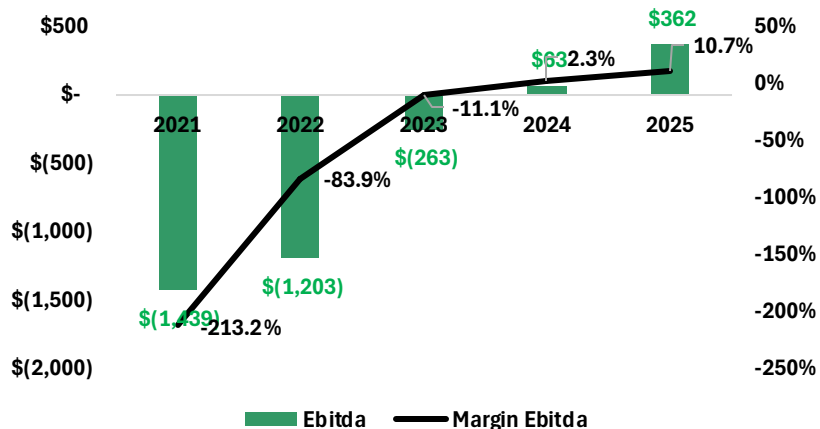
EPS



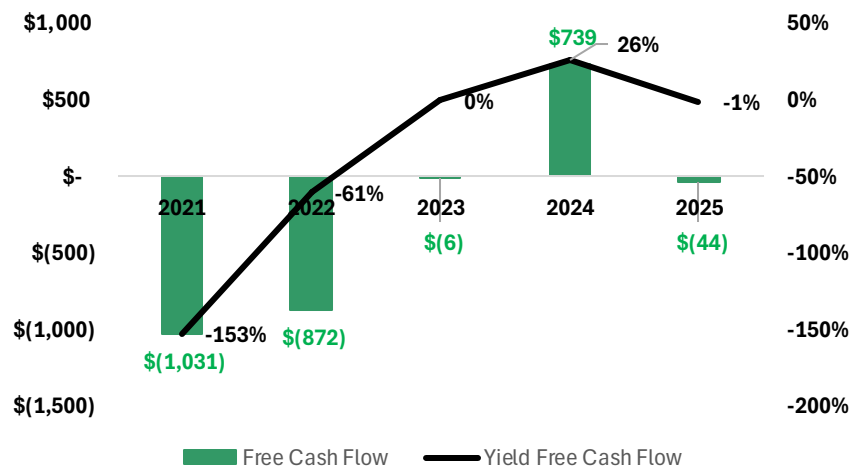
Key Notes

- **Revenue Growth:** Net revenue rose from \$675M to \$3.37B (2021–2025), CAGR 49.5%, with growth slowing after the 2022 peak.
- **EPS Recovery:** EPS improved from -1.0 (2021) to +0.1 (2025), confirming a full earnings turnaround.
- **EBITDA Turnaround:** EBITDA increased from -\$1.43B to \$362M (2021–2025), turning positive after 2023.
- **FCF Improvement:** Free cash flow rose from -\$1.03B to +\$739M (2024), stabilizing near break-even in 2025.
- **Shift to Efficiency:** Revenue growth slowed from 112% (2022) to 20% (2025), indicating transition to profitability.

EBITDA



FREE CASH FLOW



Industry Overview & Market Opportunity



MARKET

CAGR 2024 – 2034
7% - 10%

Delivery



CAGR 2024 – 2034
9%-12%

Mobility Market

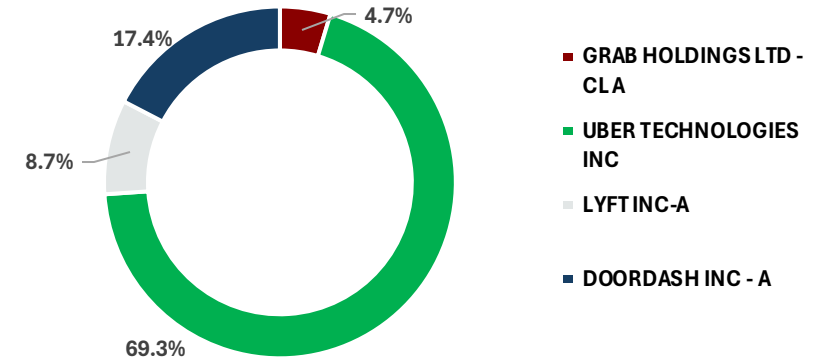


CAGR 2024 – 2034
15%-20%

Fintech Services



TOP 4 COMPANIES BY REVENUE



1 OVERVIEW

- Exposure to three large industries gives Grab a > \$1T combined TAM, supporting long term growth optionality.
- Super-app structure enables cross-selling and higher lifetime value per user.
- Southeast Asia remains underpenetrated vs global averages.
- Profitability driven by scale, not market expansion.

Assumptions & Forecast



BASE KEY DRIVERS:

- Stable growth
- Consistent user engagement
- FCF becomes stable
- Retains market share

BEAR KEY DRIVERS:

- Stash acquisition under delivers
- Competitors take larger market share
- Oil prices surge

BULL KEY DRIVERS:

- GoTo merger takes place
- Stash acquisition over delivers
- Oil prices stabilize
- Footprint continues to grow in Southeast Asia

Stock Price Forecast



WACC:

- 9.9%** — Base
- 9.0%** — Bull
- 10.5%** — Bear

PERPETUITY GROWTH RATES :

- 3%** — Base
- 2.5%** — Bear
- 3.5%** — Bull

Outcomes

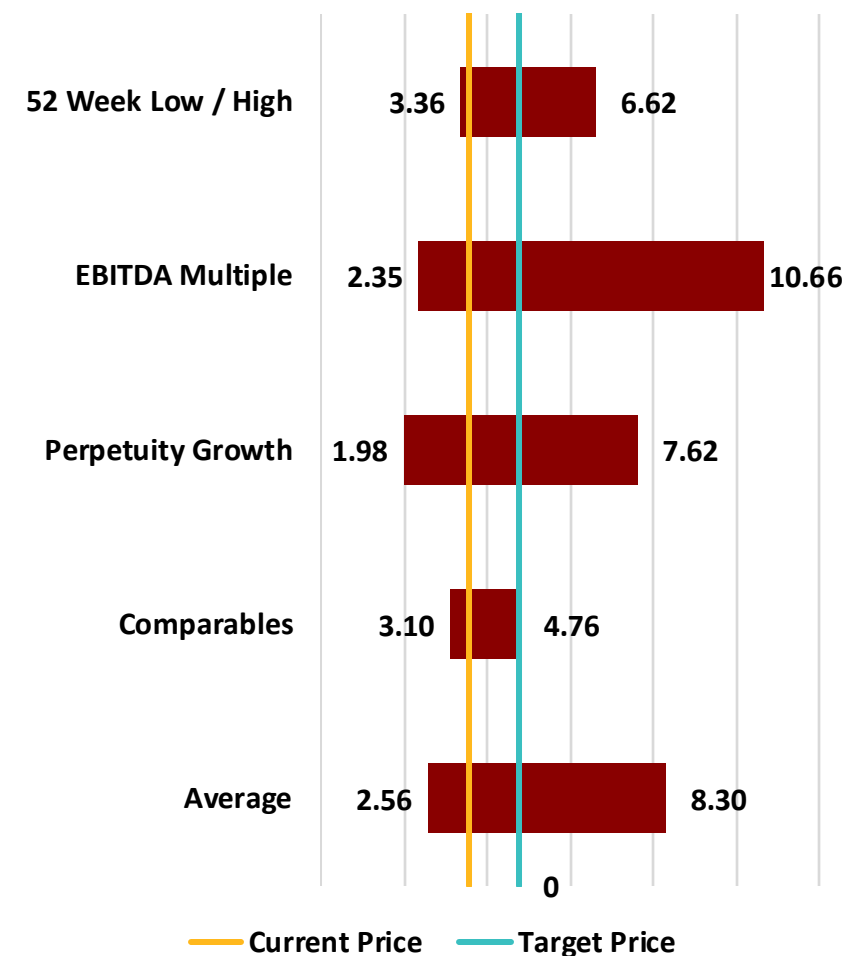


Overview					
Valuation Date	3/22/2026	Company Name	GRAB	52 Week High	6.62
Team Name	Quantum Returns	Company Ticker	GRAB	52 Week Low	3.36
Analyst Name	Andrew Richardson	Sector	Technology	Current Stock Price	3.56
Recommendation	BUY	Industry	Mobility, Delivery Fintech	Shares Outstanding	4.1 B

Valuation Scenarios					
Model	Base	Bear	Spread	Bull	Valuation Weight
Average	5.11	2.56	5.74	8.30	
Comparables	3.91	3.10	1.66	4.76	30.0%
Perpetuity Growth	5.22	1.98	5.64	7.62	30.0%
EBITDA Multiple	5.12	2.35	8.31	10.66	20.0%
52 Week Low / High	4.99	3.36	3.26	6.62	20.0%
Target Price	4.76	2.67		7.17	100.0%

Upside (Downside)				
	Current	Bear	Base	Bull
Stock Price	3.56	2.67	4.76	7.2
Upside (Downside)		(0.89)	1.20	3.61
Upside (Downside) %		-25.1%	33.8%	101.5%

Valuation Range and Implied Share Price



Weighted Average Cost of Capital 9.9%

Equity

Cost of Equity

Risk Free Rate	6.68%
+ Equity Risk Premium	4.09%
Beta	0.89
x Country / Region Premium	4.60%
Expected Market Return	11.28%
- Risk Free Rate	6.68%

Total Cost of Common Equity 10.77%

Market Cap	14,557
% of Total Capital	87.6%
Share Price	3.56
Shares Outstanding	4,089.00

+ Debt

Cost of Debt

1 - Effective Tax Rate	74.07%
Effective Tax Rate	25.93%
x Total Pre-Tax Cost of Debt	5.51%
Note Rate x ST Debt as % of Total Debt	4.30%
Short Term Debt as % of Total Debt	81.83%
x Note Rate	5.25%
+ Bond Rate x LT Debt as % of Total Debt	1.21%
Long Term Debt as % of Total Debt	18.17%
Bond Rate	6.68%
x Debt Adjustment Factor	.96

Total Cost of Debt 4.08%

Total Debt	2,053.00
% of Total Capital	12.4%
+ ST Debt	1,680.00
+ LT Debt	373.00

+ Preferred Equity

Cost of Preferred Equity

Preferred Dividend	-
/ Preferred Equity	-

Total Cost of Preferred Equity 0.0%

Total Preferred Equity	-
% of Total Capital	0.0%
+ Preferred Equity and Hybrid Capital	-
Total Capital	<u>16,610</u>

PEER COMPARISON

Company	Enterprise Value	LTM Revenue	LTM EBITDA	LTM EBIT	P / E	EV / Sales	EV / EBITDA	EV / EBIT
GRAB HOLDINGS LTD - CL A	9,876	3,370	412	6,500	57.1	4.7x	24.0x	1.5x
UBER TECHNOLOGIES INC	157,785	50,200	7,201	556,499	28.0	3.4x	19.3x	23.6x
LYFT INC-A	4,866	6,300	232	(18,836)	1.8	1.1x	21.0x	-0.3x
DOORDASH INC - A	65,009	12,600	1,836	72,300	6.2	6.9x	35.4x	0.9x
Mean	237,536	72,470	9,681		32.7x	3.9x	22.5x	16.6x

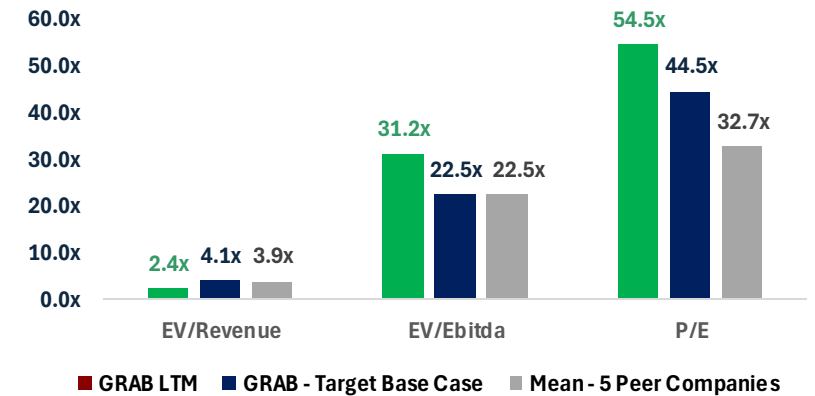
KEY NOTES

- Trading above peers due to growth stage: Grab trades at **4.7x EV/Revenue** and **24.0x EV/EBITDA**, slightly above peer averages of **3.9x** and **22.5x**, reflecting its earlier profitability stage.
- Attractive vs forward multiples: Base case implies compression to **2.9x EV/Revenue** and **15x EV/EBITDA**, making valuation attractive relative to projected growth.

INDUSTRY & PEER COMPARISON

GRAB Comps	2022	2023	2024	2025	GRAB LTM	GRAB - Target Base Case 2026	GRAB - Target Base Case 2027	GRAB - Target Base Case 2028	Mean - 5 Peer Companies
EV/Revenue	47.7x	6.3x	3.5x	4.7x	2.4x	4.1x	3.4x	2.9x	3.9x
EV/Ebitda	-39.7x	-4.5x	-14.3x	-181.1x	31.2x	22.5x	20.5x	15.1x	22.5x
P/E	-8.9x	-5.3x	-15.4x	-198.0x	54.5x	44.5x	35.0x	23.0x	32.7x

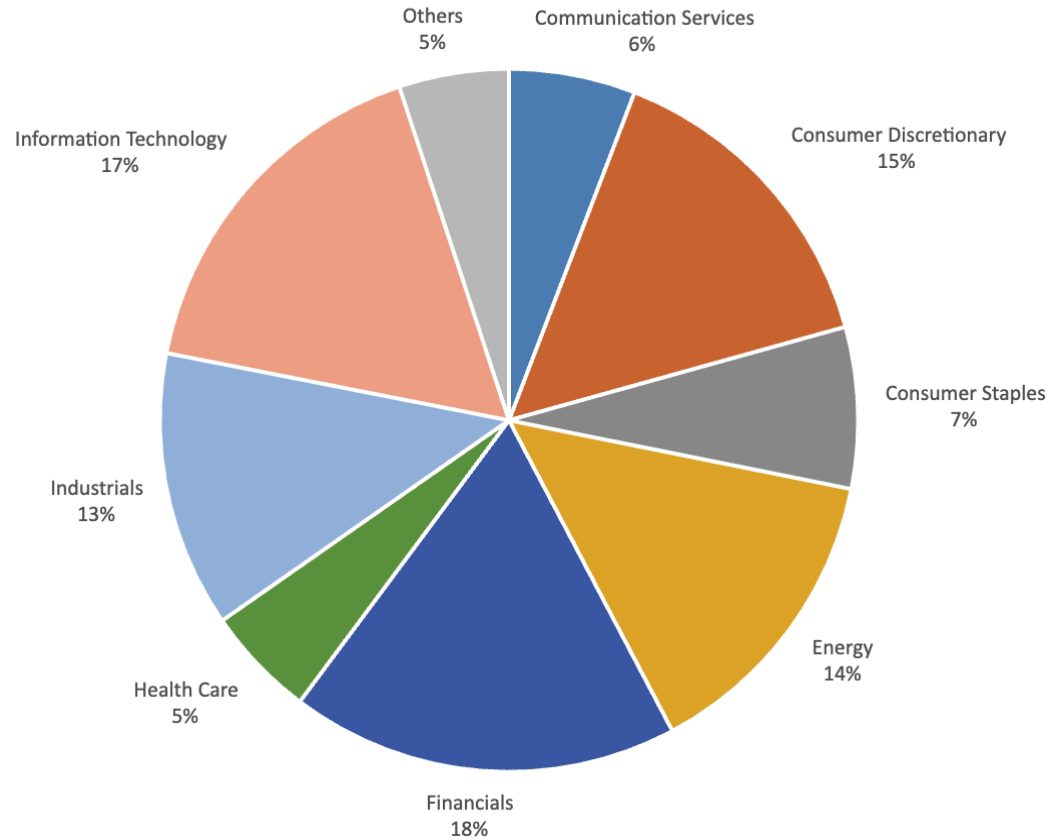
Industry & Peer Comparison



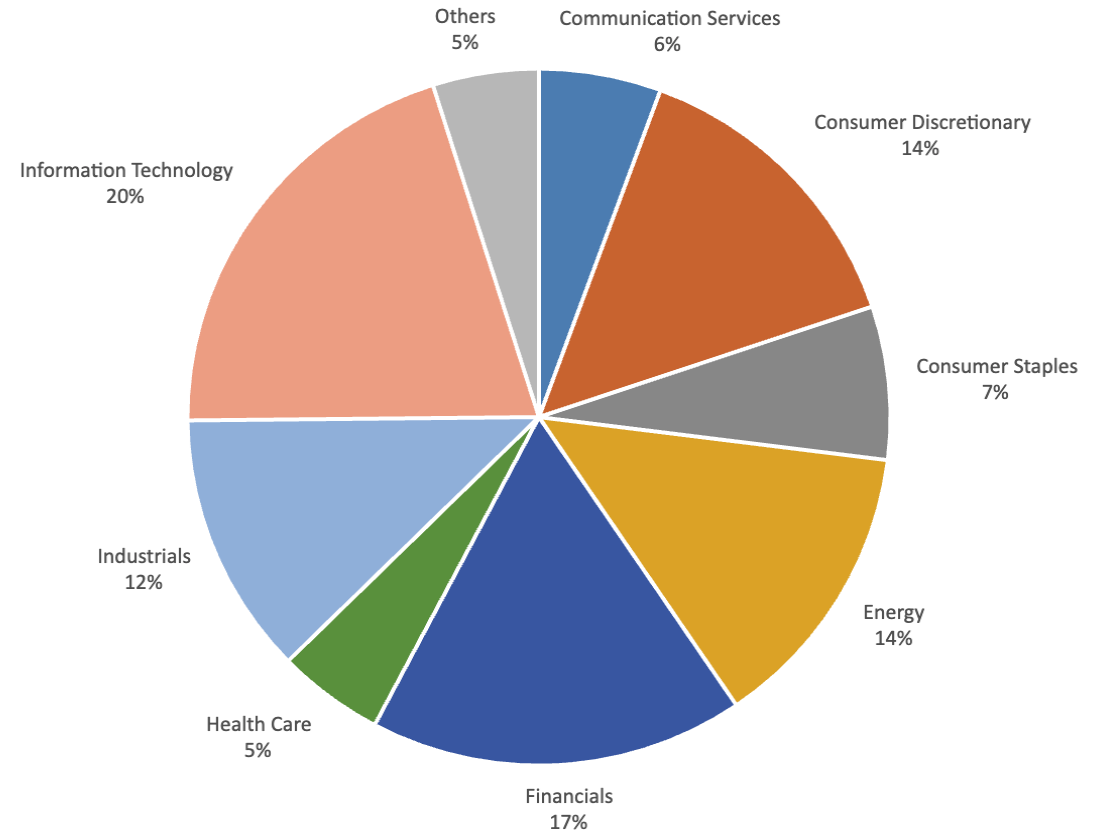
Portfolio Allocation



Current Portfolio Allocation



After Portfolio Allocation



Risks

- **Intense competition ★★★★★**
 - Competitors like GoTo, ShopeeFood limit pricing power
- **Regulatory complexity ★★★★★☆**
 - Different regulatory rules across 8 markets
- **Low switching costs ★★★★★☆**
 - Price-driven users limit loyalty

Challenges

- **Growth slows down ★★★★★☆**
 - Growth stabilizes at ~20%
- **Profitability vs growth trade-off ★★★★★☆**
 - Balancing incentives vs margin expansion
- **Structural margin constraints ★★★★★☆**
 - Lower margins vs Uber/DoorDash due to price-sensitive consumers in the markets

STRENGTHS +

WEAKNESSES -

INTERNAL FACTORS

- Leading super-app in Southeast Asia
- Multi-service ecosystem (mobility, delivery, fintech)
- Strong network effects across users, drivers, merchants
- Strong regional brand and scale

- Limited pricing power
- Low switching costs / low user loyalty
- Structural margin pressure
- Dependence on incentives (~10% of revenue)

OPPORTUNITIES +

THREATS -

EXTERNAL FACTORS

- A larger user base improves efficiency and spreads costs in a platform-based model
- Low penetration in ride-hailing and delivery leaves room for growth

- Intense competition (GoTo, ShopeeFood) harms margins.
- Regulatory complexity across markets
- Autonomous driving might disrupt ride-hailing

1

INVESTMENT SUMMARY

- **Recommendation:** **BUY**
- **Current Price:** \$3.56
- **Target Price:** \$4.76
- **Upside:** +34%
- **Downside:** -25%
- **Proposed Investment:** **\$20,000 (Cash)**
- **Shares Purchased:** 5,600 (Shares)
- **Valuation:** DCF + Comps

2

INVESTMENT THESIS

- Grab is an undervalued super-app in Southeast Asia, with improving profitability and fintech-driven monetization creating a compelling entry opportunity.

3

KEY CATALYSTS

- Continued EBITDA / FCF expansion
- Fintech monetization growth
- Increased user engagement & frequency

4

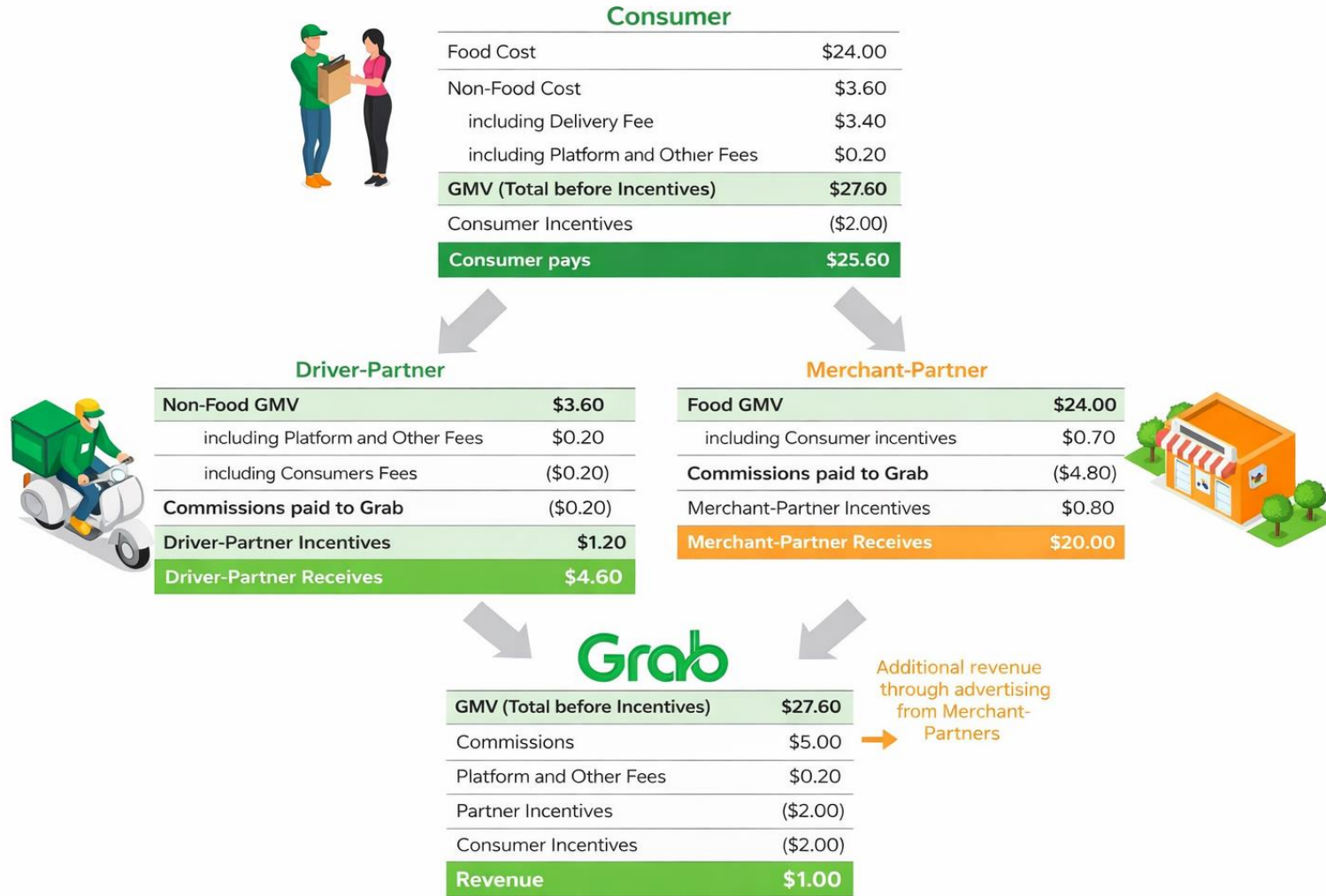
KEY RISKS

- Competitive pricing pressure (GoTo, Shopee)
- Regulatory complexity across markets
- Margin trade-off vs growth

~\$6.7K upside vs ~\$5.0K downside on a \$20K investment

Appendix

Appendix: Grab Delivery Unit Economics (Illustrative Transaction)



Appendix: Grab Delivery Unit Economics (Illustrative Ride)



Consumer

Cost of Ride	\$13.00
Tolls and Other Fees	\$0.20
Grab Platform Fee	\$0.80
GMV (Total before Incentives)	\$14.00
Consumer Incentives	(\$1.00)
Consumer pays	\$13.00



Driver-Partner

GMV (Total before Incentives)	\$14.00
<i>including Grab Platform Fee</i>	\$0.80
<i>including Consumer Incentives</i>	(\$1.00)
Commissions or Fees to Grab	\$2.60
Driver-Partner Incentives	\$1.20
Driver-Partner Receives	\$12.40



Grab

GMV (Total before Incentives)	\$14.00
Commissions or Fees to Grab	\$2.60
Driver-Partner Incentives	(\$1.20)
Consumer Incentives	(\$1.00)
Revenue	\$0.40

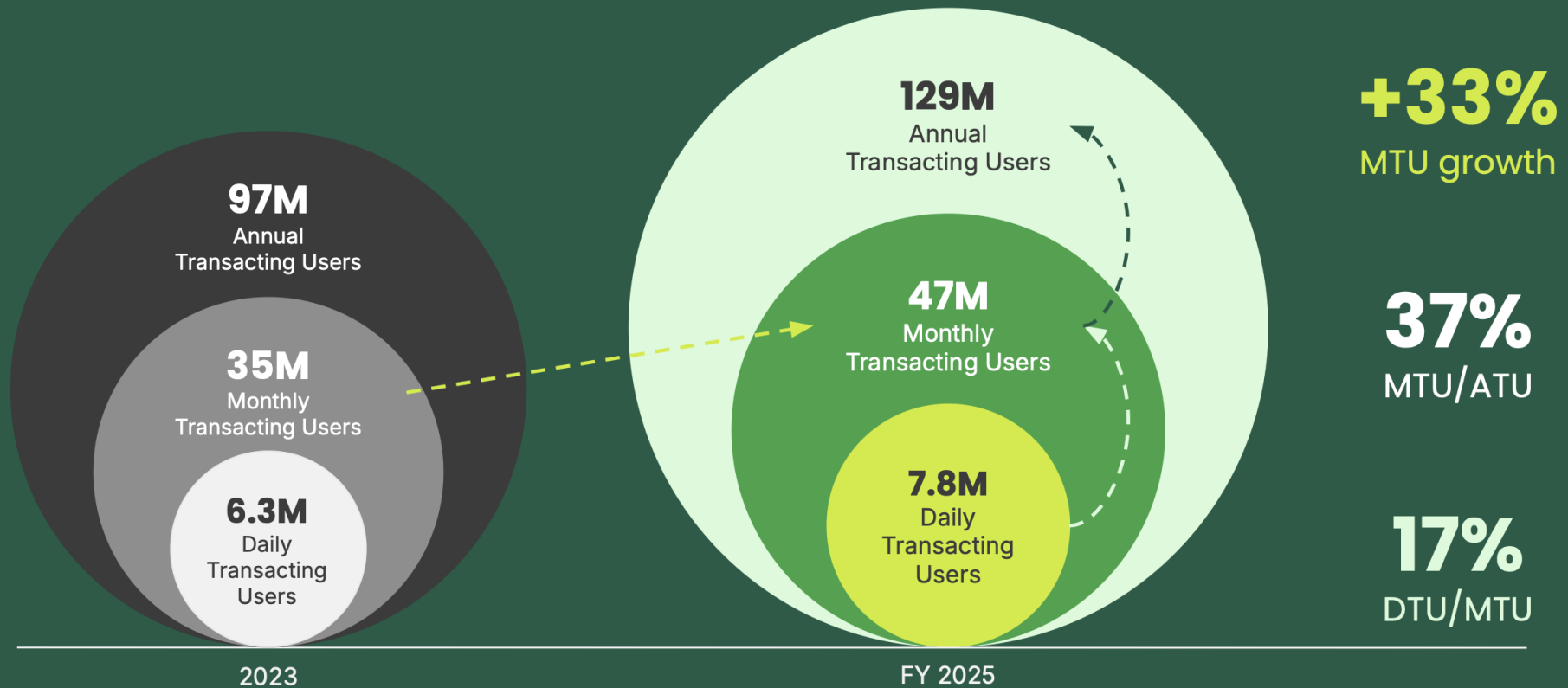
Appendix: User Growth (Illustrative MTUs)



GRAB

INVESTOR UPDATE

Growing the number of users as our services expand



Appendix: Expanding Market (Illustrative Products)



Appendix: Growth (Illustrative On-Demand Cohort GMV)



GRAB
INVESTOR UPDATE

Leveraging the strength of our ecosystem to accelerate growth

Over **1 in 15** people in Southeast Asia transact on Grab monthly

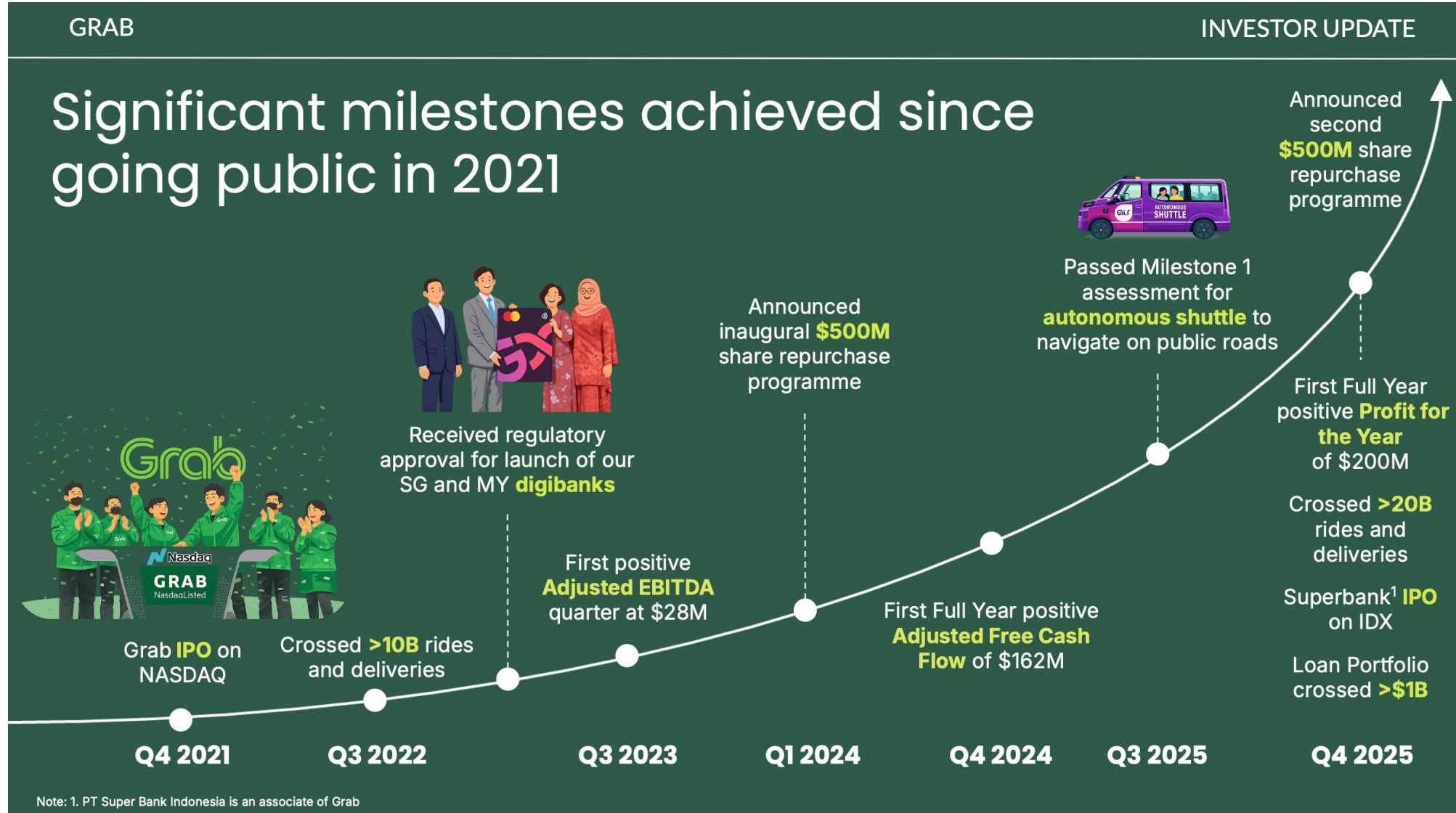
Leveraging our scale to deliver compounding, profitable growth

Year	On-Demand GMV	YoY Growth
2022	\$14.1B	23% YoY
2023	\$15.8B	12% YoY
2024	\$18.4B	16% YoY
2025	\$22.1B	21% YoY

Annual user cohorts are spending more each year

Year	2021	2022	2023	2024	2025
2021	1.0x	1.3x	1.4x	1.5x	1.7x
2022	1.0x	1.2x	1.4x	1.5x	
2023	1.0x	1.2x	1.4x		
2024	1.0x	1.2x			
2025	1.0x				

Appendix: Achievements (Illustrative Milestones)





Grab Holdings

Q3'25 INCOME STATEMENT

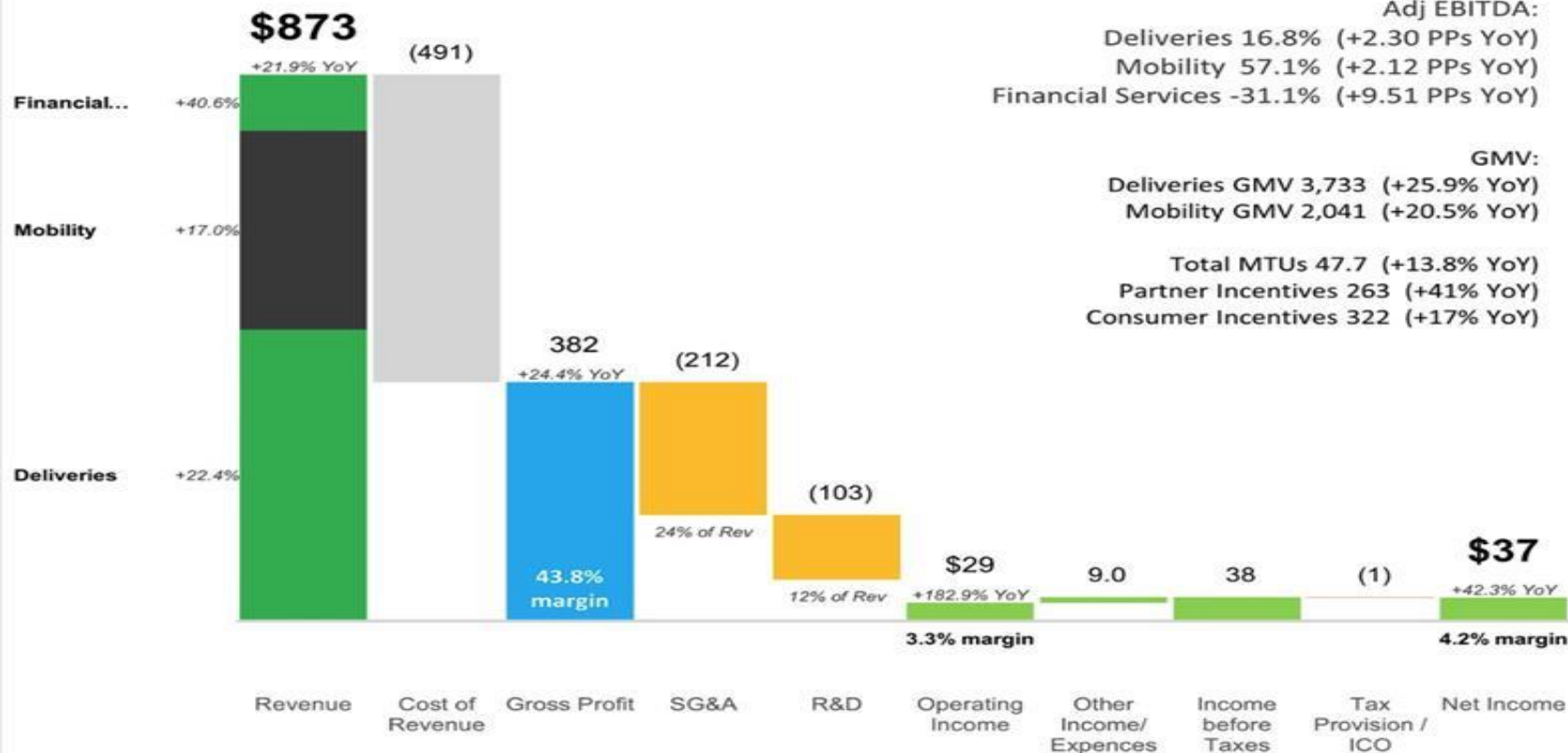


Additional information:

Adj EBITDA:
 Deliveries 16.8% (+2.30 PPs YoY)
 Mobility 57.1% (+2.12 PPs YoY)
 Financial Services -31.1% (+9.51 PPs YoY)

GMV:
 Deliveries GMV 3,733 (+25.9% YoY)
 Mobility GMV 2,041 (+20.5% YoY)

Total MTUs 47.7 (+13.8% YoY)
 Partner Incentives 263 (+41% YoY)
 Consumer Incentives 322 (+17% YoY)



Source: 10-Q

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