INVESTOR PRESENTATION

Rod Bishop, Managing Director

December 2018

WHO IS JAYRIDE?

Pioneering the online ground transport market, worldwide.
Enabling every transport company to be booked online.

Travel E-commerce Marketplace for Ground Passenger Transport.

B2C Travel

Travellers use Jayride to compare and book ground transport including shared airport shuttles and private transfers.

B2B Travel

Travel brands use Jayride APIs to add new ancillary revenues by selling airport transfers to their travellers.

- AU head-office
- US largest market
- 3,000+ transport companies
- 500+ airports in 31 countries
- Launching 5-11 countries/month

World's only map-based marketplace technology for passenger transport companies.

Simple powerful transport marketplace for travellers.

Powering passenger transport bookings for the world's leading travel brands.

amadeus | FLIGHT CENTRE The Airfare Experts | Expedia | Rome2rio
skyscanner | Rideways | HolidayTaxis.com the smarter way to arrive | QBT Business travel made simple

EVERY TRAVELLER
EVERY AIRPORT
WORKS EVERY TIME

Welcome to Budapest! 4:09 PM

We have 12 transfer options available that can meet you at baggage claim today.

✕ NO THANKS → BOOK NOW

Today, no consumer travel brand can promise every traveller a seamless transport experience at every airport on earth. Jayride can be first.

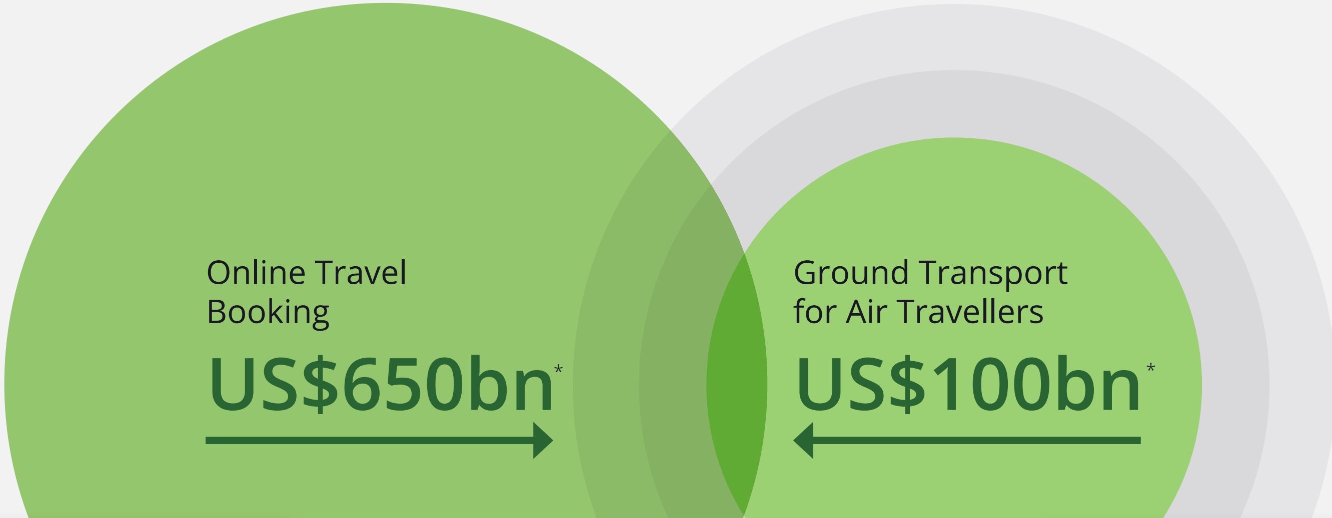
Concept artwork only.

JAYRIDE

JAYRIDE'S ADDRESSABLE MARKET OPPORTUNITY

Ground transport is a natural ancillary to online travel. Jayride's opportunity is to bring ground transport companies online.

Riding major industry change in travel and transport



- Low-Cost Carriers (LCC) reduce margins in airfare, and create a new drive towards ancillary revenues in travel.
- Travellers increasingly demand 'seamless' travel experiences, including door-to-door.

- Travellers have more choice in door-to-door and on-demand transport than ever before.
- "Driver apps" and dispatch technology become commodity and create new opportunities for transport companies.

 * Sources: $100bn TTV, Frost and Sullivan; $650bn TTV, ETOA

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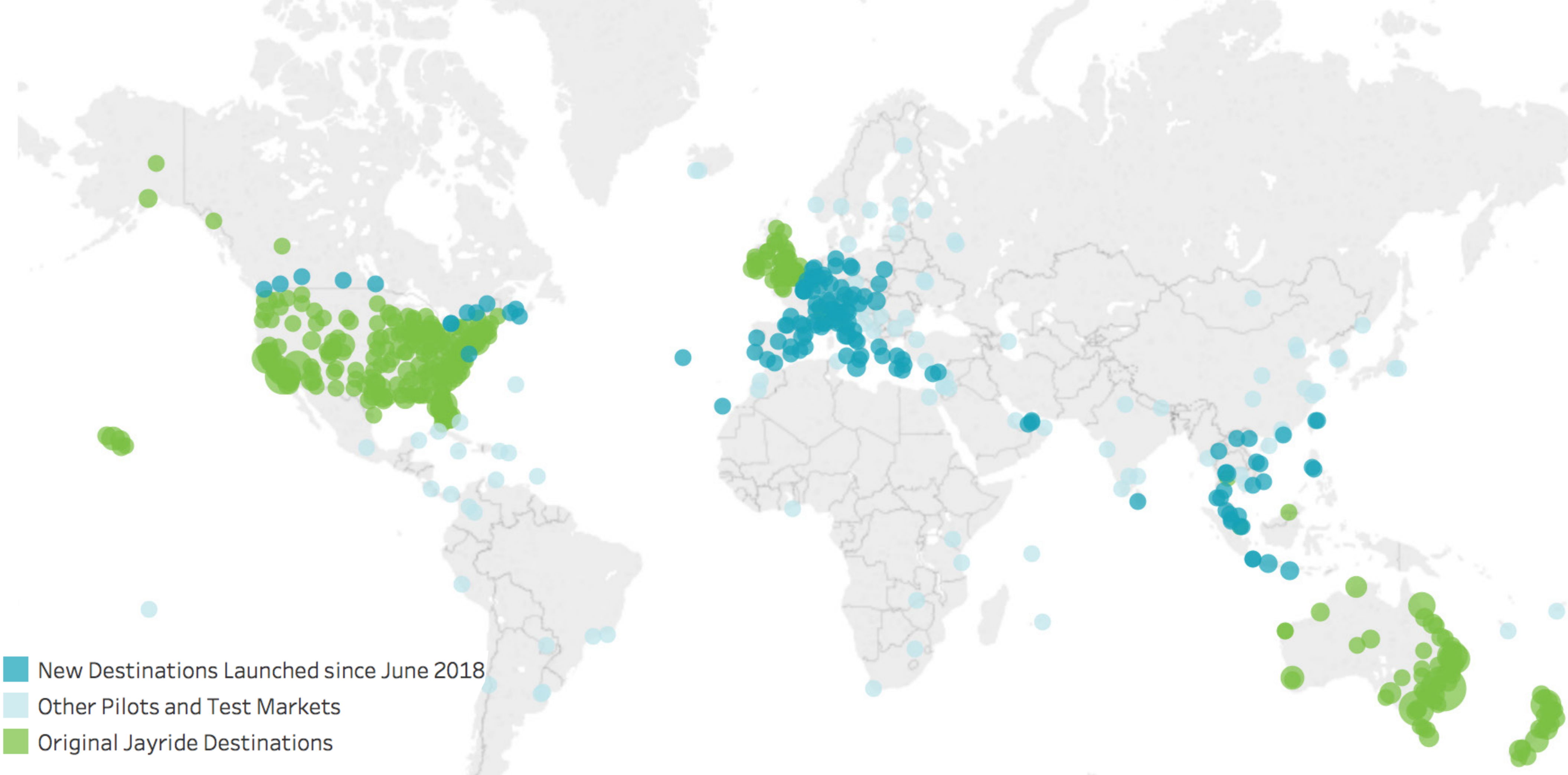
SERVING TRAVELLERS AT EVERY AIRPORT

New destinations selected according to demand from travellers and channel partners. Pilots graduate when key criteria are met.



- Highly fragmented market with no truly global transport companies,
- 3,000+ direct contracts held with transport companies globally.

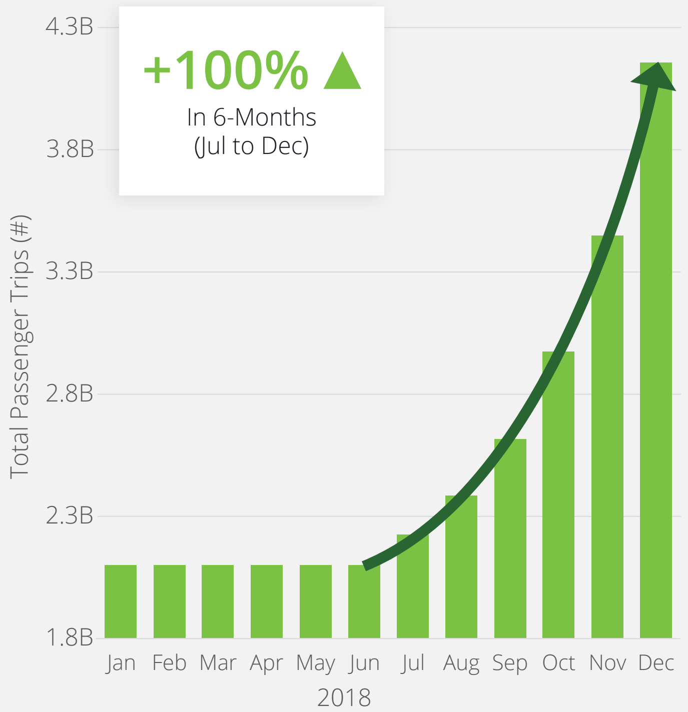
 * For a complete list of new countries launched, see Appendix

JAYRIDE

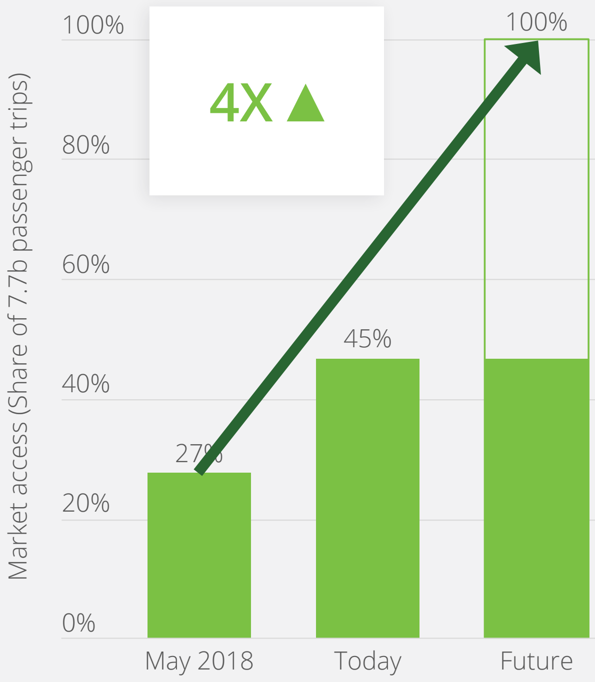
LAUNCH INTO NEW **AIRPORTS**

Jayride is launching 5-11 new countries per month to access new markets around the world. This strategy will increase Jayride's Market Access by 4X.

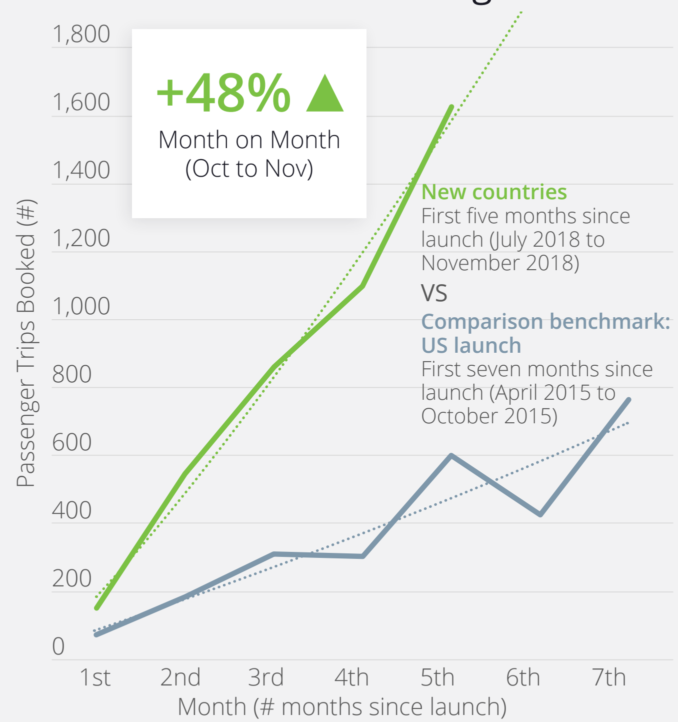
Global Market Access is Growing



4X Market Access Available



Launches Out-Performing Benchmark

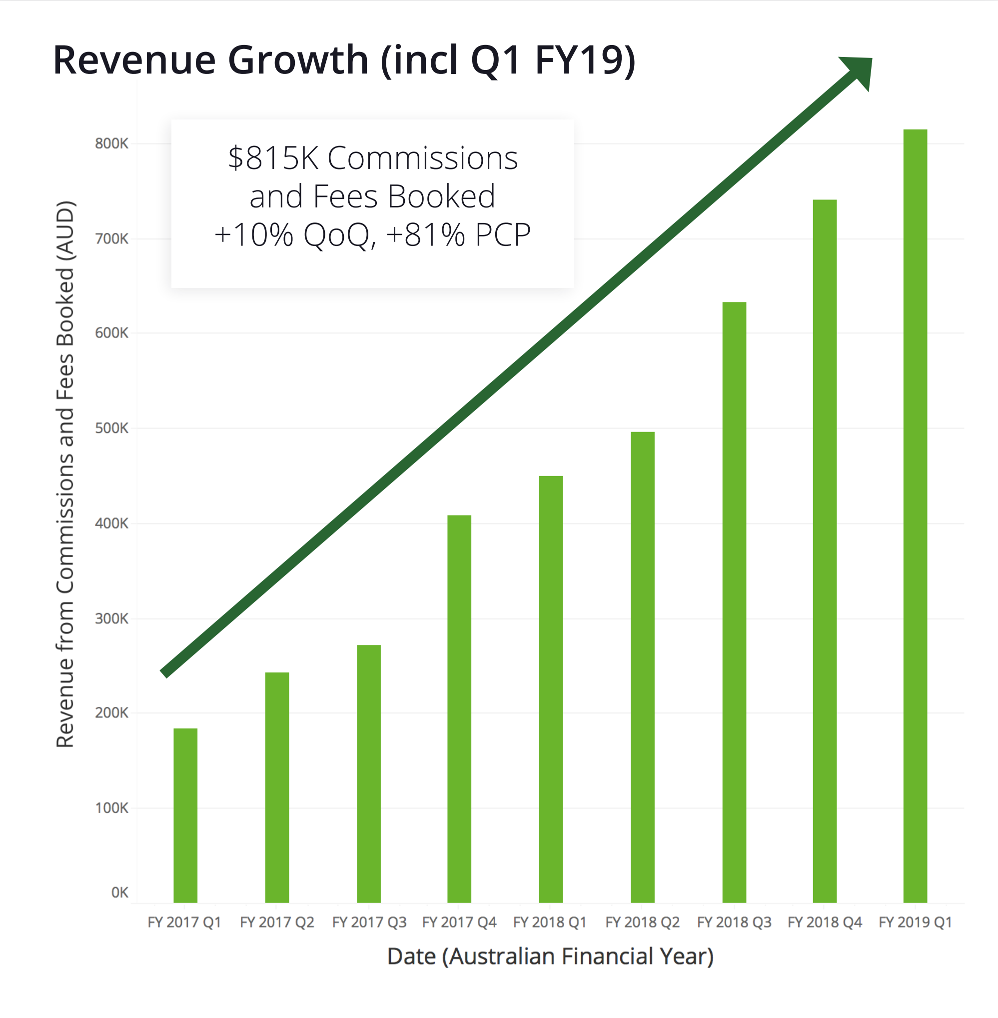


Today run-rates	**280k trips** AU$12.6m TTV.	/	Total addressable market	**7.7bn trips** US$100bn TTV. *

 * Sources: 7.7bn trips, Airport Councils International (ACI); $100bn TTV, Frost and Sullivan

JAYRIDE

Q1 FY19 TRACTION



Latest results: Q1 FY19

$3.14M ▲
$12.6M run rate
TTV

$815K ▲
$3.2M run rate
Commissions booked

70K ▲
280K run rate
Passenger trips booked

3,000 ▲
Transport companies

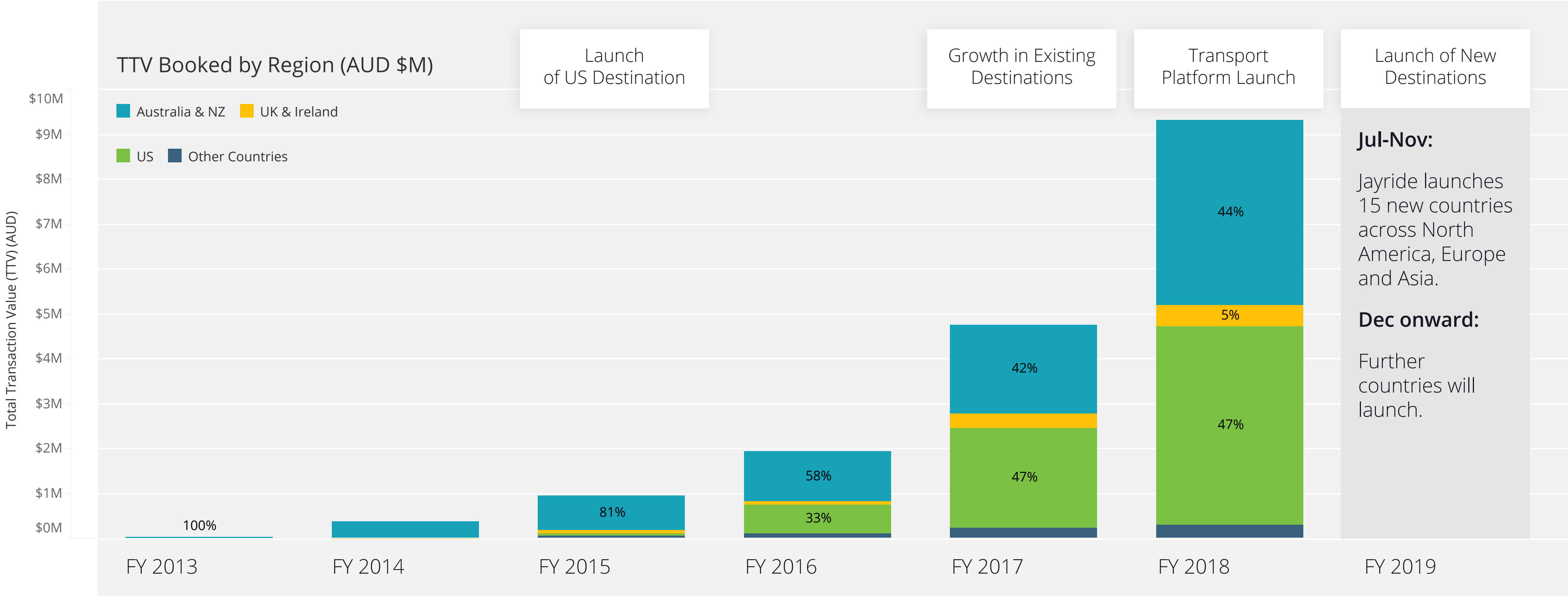
+26
New countries launched

+11/mo
New countries in December

 * For more latest announcements see Jayride.com/Investors

EXISTING AND NEW **DESTINATIONS**

Two ways to grow: Launching new destinations, and retaining travellers to repeat purchase. Each amplifies the other.



FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019
Australia	Australia	Australia	Australia	US	US	US
New Zealand	New Zealand	New Zealand	US	Australia	Australia	Australia
	UK	UK	New Zealand	New Zealand	New Zealand	New Zealand
	Ireland	Ireland	UK	UK	UK	UK
		US	Ireland	Ireland	Ireland	Ireland
						North America
						Europe
						Asia Pacific

Growth in international destinations

ASPIRATIONAL ECONOMICS

Global expansion, and traveller retention, with network effects. Jayride targets break-even at 4X TTV, and 20% EBITDA Margin at scale.

Aspirational Metrics

Scenario		**Scenario 1: Global rollout completed**		**Scenario 2: Retaining travellers at scale**
The aspirational scenarios are presented for illustrative purposes only		Breakeven at 4X TTV		20% EBITDA margin at scale
Passenger trips Market Access		7.7bn		7.7bn
Passenger trips booked		1,120,000		10,000,000
TTV	**$**	**50,240,000**	**$**	**400,000,000**
Revenue from commissions and fees booked	**$**	**13,040,000**	**$**	**100,000,000**
Commission and fees refunded	$	(2,672,000)	$	(20,000,000)
Other income	$	540,000	$	1,500,000
Net Revenue	**$**	**10,908,000**	**$**	**81,500,000**
Cost of customer acquisition	$	(5,804,000)	$	(45,000,000)
Gross profit after paid acquisition (GPAPA)	**$**	**5,104,000**	**$**	**36,500,000**
Operational costs	$	(2,370,000)	$	(5,000,000)
Gross profit after all operational costs (GPAAOC)	**$**	**2,734,000**	**$**	**31,500,000**
Growth and corporate costs	$	(2,734,000)	$	(11,500,000)
EBITDA	**$**	**-**	**$**	**20,000,000**
Commissions and fees booked to TTV margin		26.0%		25.0%
GPAPA margin excl grants and other revenue		35.0%		35.0%
Operating EBITDA Margin		0.0%		20.0%
Global market share				**0.13%**

Input Assumptions

Key inputs:

Lastest run rates		**Q1 FY19**		**Annualised**
Passenger trips booked		70,000		280,000
TTV	**$**	**3,140,000**	**$**	**12,560,000**
Revenue from commissions and fees booked	**$**	**815,000**	**$**	**3,260,000**
Commission and fees refunded	$	(167,000)	$	(668,000)
Other income incl R&D tax incentive, EMDG	$	2,000	$	540,000
Net Revenue	**$**	**650,000**	**$**	**3,132,000**
Latest audit period		**Q4 FY18**		
GPAPA margin excl grants and other revenue		35%		

Key outputs:

Targeting break-even at 4X TTV

Targeting 20% EBITDA margin at scale

Note: The above scenarios are based on estimates and projections that rely upon various assumptions. These assumptions may or may not prove to be correct, accordingly no reliance should be made on this information.

KEY DESTINATIONS ARE SELF-FUNDING

In FY18, 219+ Jayride airports had contribution above target levels – with more international expansion airports coming online every month.

Self-Funding Airports provide contribution to company

FY18		**Self-Funding Airports**		**Developing Airports**
FY18 Income statement extract split by Self-Funding Airports, and Developing Airports, shows that 40% of Jayride's Airports are self-funding.		Airports where GPAPA margin has reached 35%+ and which yield a contribution to the company		
Airports that are Self-Funding or Developing		**219**		**330**
Share of total Airports on the Jayride platform		40%		60%
Passenger trips booked		**99,600**		**138,500**
Median growth rate YoY in trips booked (FY18 v FY17)		115%		76%
TTV	**$**	**4,028,000**	**$**	**5,280,000**
Revenue from commissions and fees booked	$	1,002,000	$	1,314,000
Commissions and fees refunded	$	(191,000)	$	(211,000)
Net Revenue excl grants and other revenue	**$**	**811,000**	**$**	**1,103,000**
Cost of customer acquisition	$	(448,000)	$	(965,000)
GPAPA excl grants and other revenue	**$**	**363,000**	**$**	**138,000**
GPAPA margin (%) excluding grants and other revenue		***36.5%***		***10.5%***

219+ Airports

with average 35%+ GPAPA

- Jayride targets breakeven at 4X TTV (Total Transaction Value) with 35%+ GPAPA (gross profit after paid acquisition),
- In FY18 this average profit level was achieved at 219+ airports (Self-funding Airports),
- As airports become profitable, Jayride accelerates marketing.

2,700 Airports

available for expansion

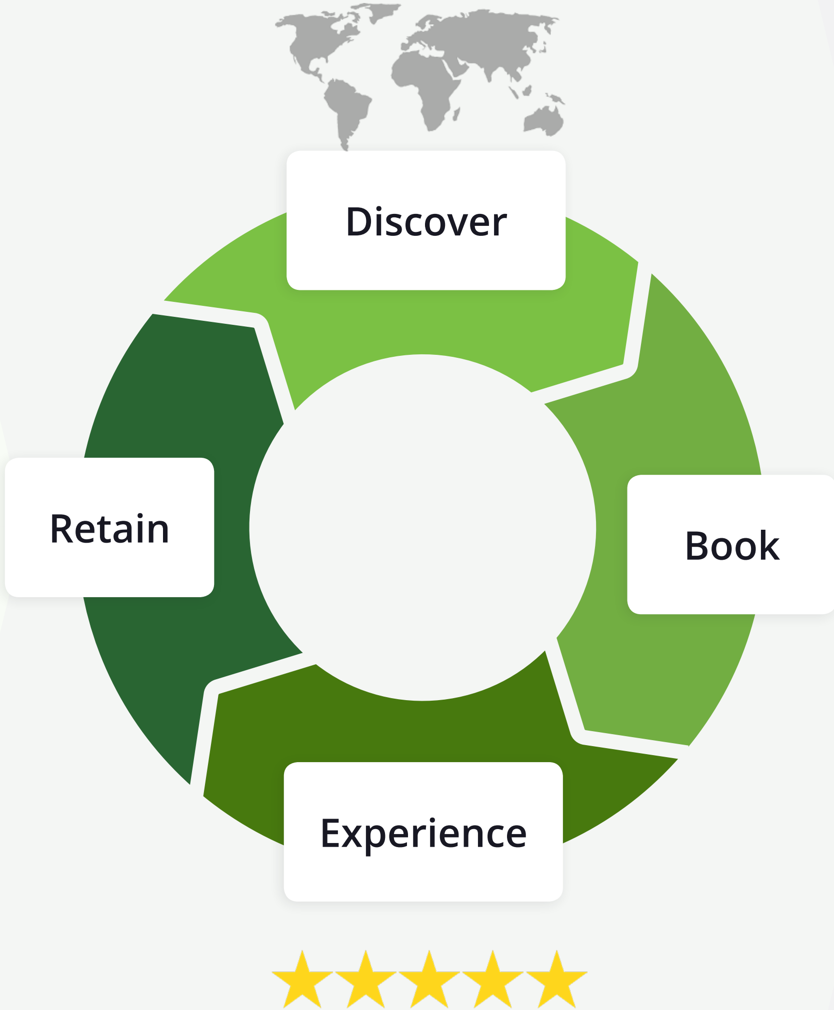
- Jayride at 500+ airports with more launching every month,
- In FY18, 40% of Jayride's airports were Self-Funding,
- Self-Funding airports grow at 115% YoY,
- Total market of 2,700+ airports available for launch.

TRAVELLER RETENTION

As Jayride serves more destinations, more travellers are retained to travel around the world. Higher LTV improves unit economics and profitability at scale.

Key Drivers of Retention

- Most Destinations!
- Best Discovery
- Most Choice
- Best Experience



Latest 12-months

62K ▲	Travellers
260K ▲	Passenger trips booked
4.2 ▲	Trips per traveller

THE TRAVELLER EXPERIENCE

World-leading source of reviews on transport. Giving the traveller the best selection and best service, to compare and make the right choice.

260,000+

Passenger trips booked in latest 12 months

37,000+

Real traveller reviews now available on Jayride*

3,000+

Transport companies reviewed by travellers

4.4 / 5.0

Average review score in latest month

The most reviews of the most transport companies

- Jayride is a trusted third-party source of unbiased reviews of transport companies for travellers to read and compare.
- There is no better source of reviews on transport services, with as many reviews from real travellers, as Jayride.

- In addition, Jayride's own website is rated 4.3 / 5.0 from 1,800+ reviews at Feefo.com/reviews/Jayride

Feefo benchmarks e.g.: Expedia.com 4.3/5.0; Hotels.com 4.5/5.0

 * Only travellers who have booked and travelled with a transport company can leave a review on Jayride.

NEW LAUNCH
MEDICAL ASSIST

Demonstrating our ability to provide large scale access to ground transport booking services, at non-airport origins and destinations.

Insurance and Medical Assist Passenger Trips Booked

7,500+

during pilot period

Approximate number of Americans who miss or delay medical care in the US because of transportation issues.*

3.6 Million

Fast tracked global opportunity through existing partnerships

- Two national insurance providers have completed pilot in AU/NZ
- Additional insurance providers currently in negotiation in AU/NZ
- International expansion in near-term plans, including to US
- Customer-centric
- Custom vehicles
- Extra service
- Centralised booking service

 Source: Wallace and Hughes, Cost Benefit Analysis of Providing Non-emergency Medical Transportation.

ONGOING PILOT
RIDESHARE BOOKING

Validation of the rideshare aggregation concept. Unique, scalable and bookable rideshare aggregator.

Fundamentally improved rideshare experience for travellers

- Local currency
- Fixed price
- Pre-booked
- No membership
- No app, no data roaming
- Trusted reviews
- Comparison
- The only Single Global Solution

Rideshare Passenger Trips Booked

1,500+

at pilot airports since Oct 2018

US Roll-out In Progress

Fundamentally enhances Jayride's value proposition for travellers

- Point-to-point, on-demand
- Catering to new customer segments
- Significantly improves Jayride network effects
- Significantly improves the value proposition for travellers

Launched	Launched	More in final stages of negotiation	
lyft	Gett		

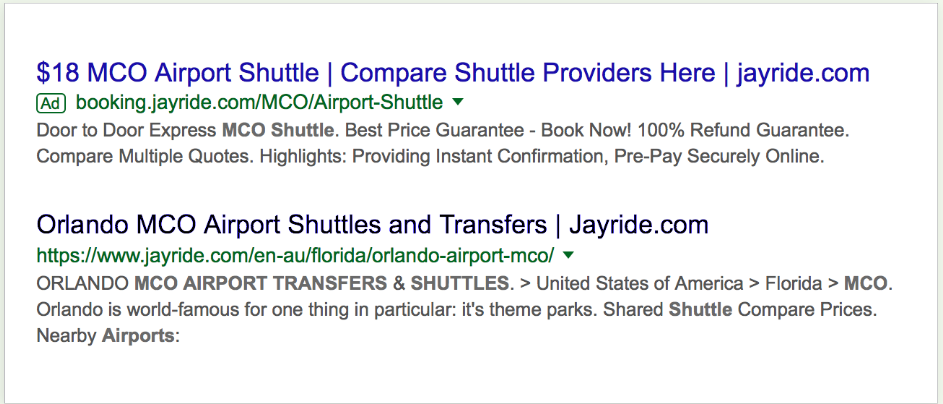
- Rideshare prices sit between bargain shared shuttle and premium private transfer services – gives Jayride a more comprehensive value proposition for the traveller.

FUTURE INITIATIVES
OPTIMISATION

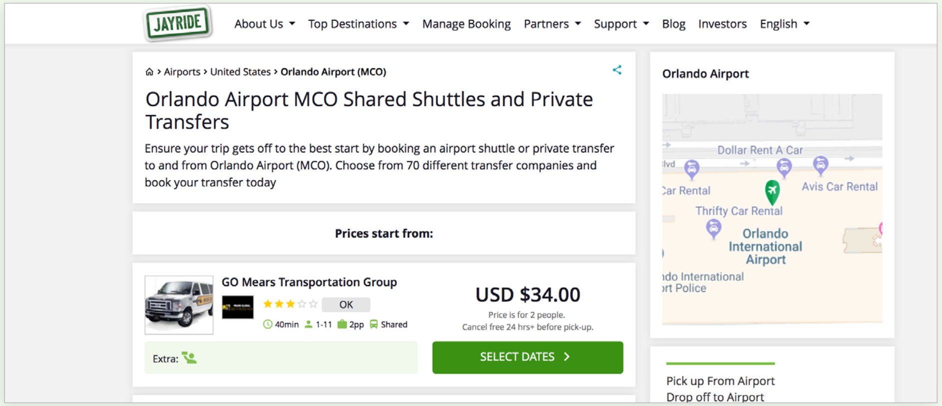
Objective to be a global travel brand, serving travellers around the world within their country, currency, language, and payment methods.

SEO optimisation

Search results (today)



Landing pages (today)



Localising our service

- Currency (e.g. RMB, HKD, JPY)
- Payment preference (e.g. Alipay)
- Language (e.g. Mandarin)
- Support (e.g. Mandarin)

FURTHER EXPANSION
M&A OPPORTUNITIES

Potential to accelerate growth with acquisitions of smaller transport brands or transport technology platforms

Acquisitions to accelerate growth in New Travellers

- Opportunity to acquire adjacent businesses in attractive destinations,
- When integrated, the opportunity is to monetise traffic with booking revenue,
- Potential acquisitions should have low CAC and high revenue potential,
- Acquisitions will accelerate growth towards larger scale and breakeven,
- Acquisitions will be EPS accretive in year one.

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APPENDIX

LATEST
NEW COUNTRY LAUNCHES

Date	Major Milestone	Jayride market access in passenger trips (% to target of 7.7 Bn trips)
Dec 18	Launch of Luxembourg	4.2 Billion (54.0%)
	Launch of Sri Lanka	4.2 Billion (54.0%)
	Launch of Poland	4.1 Billion (53.9%)
	Launch of Switzerland	4.1 Billion (53.4%)
	Launch of The Philippines	4.1 Billion (52.8%)
	Launch of United Arab Emirates	4.0 Billion (52.0%)
	Launch of Belgium	3.9 Billion (50.5%)
	Launch of Portugal	3.9 Billion (50.1%)
	Launch of Taiwan	3.8 Billion (49.5%)
	Launch of Malaysia	3.8 Billion (48.8%)
	Launch of Germany	3.7 Billion (47.7%)

Previous Months	Major Milestone	Jayride market access in passenger trips (% to target of 7.7 Bn trips)
Nov-18	Launch of Singapore, Indonesia, Thailand, Hong Kong, Vietnam	3.5 Billion (44.8%)
Oct-18	Launch of Spain, Netherlands, Austria, Cyprus	3.0 Billion (38.6%)
Sep-18	Launch of France, Greece, Hungary, Malta	2.6 Billion (34.0%)
Aug-18	Launch of Italy	2.4 Billion (31.0%)
Jul-18	Launch of Canada	2.2 Billion (28.9%)
Jun-18	Pilots commence in 19x countries	
May-18	Launch of new transport technology platform	2.1 Billion (27.2%)

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FY19 PROGRESS TO OBJECTIVES

Jayride is growing in new and existing destinations. Key pilots have been brought forward with successful outcomes.

New Market Capture

Latest update from YTD FY19 (November 2018):

- 26 New Countries launched across North America, Europe, Asia, and the Middle East
- Further pilots commenced,
- Currently launching 5-11+ countries per month (run rate),
- Expected that this run rate will be maintained.

New Market Share

Latest update from YTD FY19 (November 2018):

- New transport service pilot underway – Rideshare,
- New business vertical launched – Medical Assist,
- Success with SEO in core destinations,
- Retention is increasing as new destinations are launched.

FY19 growth initiatives:

Launch further new international destinations.	Enables long-term revenue growth.
Launch further supporting technologies e.g. currency, language, transportation modes.	Amplify success in new and existing destinations.
Launch further new traveller acquisition channels and trade channels for B2C and B2B.	Grow profit and market share in existing destinations.

FY18
INCOME STATEMENT

Income Statement Summary

	30-Jun-18 AU$(000's)	30-Jun-17 AU$(000's)	Movement %	
TTV	**9,307**	**4,744**	**+96%**	▲
Revenue from commissions and fees booked	2,316	1,107	+109%	▲
Commissions and fees refunded	-402	-184	-118%	▼
Other income	538	241	+123%	▲
Net Revenue	**2,451**	**1,164**	**+111%**	▲
Cost of customer acquisition	-1,413	-845		
Gross profit after paid acquisition (GPAPA)	**1,038**	**319**	**+225%**	▲
Operational costs	-1,933	-1,096		
Gross profit after all operational costs (GPAAOC)	**-895**	**-777**	**-15%**	▼
Corporate costs (including IPO costs)	-432	0		
Gross profit after operational and corporate costs	**-1,327**	**-777**	**-71%**	▼
Growth costs (excluding capitalised development costs)	-2,734	-1,249		
Growth costs paid as shares (including IPO costs)	-1,162	-181		
Operating EBITDA	**-5,223**	**-2,207**	**-137%**	▼
Commissions and fees booked to TTV margin	25%	23%	+7%	▲
GPAPA margin	45%	29%	+56%	▲
GPAAOC margin	-39%	-70%	+45%	▲
Operating EBITDA margin	-226%	-199%	-13%	▼

+109% ▲
Commissions & fees booked

+96% ▲
TTV

+111% ▲
Net Revenue

+225% ▲
GPAPA

 * For Balance Sheet and Cash Flow see slides 20 & 21

JAYRIDE

FY18
BALANCE SHEET

Growth generates cash

- Payment received from travellers in advance of travel.
- Jayride holds payment until after travel, then pays transport company.
- Growth generates positive working capital for the company.

Cash position

- Cash position increased +364%.
- $854,000 Research and Development tax incentive receivable.

Non-current assets

- $554,000 of additional growth investment recognised as an intangible asset on the balance sheet after amortisation and R&D tax incentive adjustments.

Net asset position

- Net asset position increased by +771%

+364% ▲

Cash position

+771% ▲

Net asset position

Balance Sheet Summary

	30-Jun-18 AU$(000's)	30-Jun-17 AU$(000's)	Movement %	
Cash and cash equivalents	3,560	767	+364%	▲
R&D Tax Incentive	854	356	+140%	▲
Trade and other receivables	735	280	+163%	▲
Total current assets	**5,149**	**1,403**	**+267%**	▲
Non current assets	2,737	2,183	+25%	▲
Total assets	**7,886**	**3,587**	**+120%**	▲
Trade payables	1,092	759	+44%	▲
Future transport supplier payments	499	359	+39%	▲
Borrowings	-	425	-100%	▼
Other current liabilities	140	88	+59%	▲
Total current liabilities	**1,731**	**1,631**	**+6%**	▲
Non-current liabilities	45	1,253	-96%	▼
Total liabilities	**1,776**	**2,884**	**-38%**	▼
Net asset position	**6,110**	**702**	**+771%**	▲

FY18
CASH POSITION

Cash flow summary

	30-Jun-18 AU$(000's)	30-Jun-17 AU$(000's)	Movement %
Operating cash flows			
Net receipts from customers	1,991	1,083	+84% ▲
Customer acquisition costs	-1,413	-845	+67% ▲
Operating and corporate costs	-2,318	-912	+154% ▲
Total operating cash flows	**-1,740**	**-674**	**+158%** ▲
Investing cash flows			
Growth costs (including capitalised development costs)	-4,279	-1,348	+218% ▲
R&D Tax Incentive & EMDG	485	266	+82% ▲
Total investing cash flows	**-3,794**	**-1,082**	**+251%** ▲
Financing cash flows			
Net cash from financing	8,350	1,828	+357% ▲
Total financing cash flows	**8350**	**1828**	**+357%** ▲
Cash movement			
Cash inflow/outflow	2,816	72	+3811% ▲
FX Movements	-23	3	+867% ▼
Total cash inflow/outflow	**2,793**	**75**	**+4678%** ▲
Cash position	3,560	767	+364% ▲
R&D Tax Incentive Receivable	854	356	+140% ▲
Cash Position + R&D Tax incentive	**4,414**	**1,123**	**+293%** ▲

FY18 deployment of funds into growth

- Management strategy to deploy Pre-IPO and IPO funds into growth,
- 14 headcount of technology product and engineering team members,
- Significant new transport and service platforms launched in FY18,
- Operating and investing cash burn decreased every quarter.

FY19 forward outlook

- $854k R&D Tax Incentive received in Q1 FY19,
- Management strategy to continue to deploy current resources into growth,
- Resources available for growth are up to $4.4m +/- FY19 operating cash flows,

FY20 forward outlook

- Expected receipt of additional R&D tax incentive for FY19 and beyond,
- $9m of Options from Pre-IPO available for exercise at $0.55.

Operating and investing cashflows	
Q1 FY18	-1,657
Q2 FY18	-1,556
Q3 FY18	-1,409
Q4 FY18	-912

Cash burn <$1m quarter-on-quarter

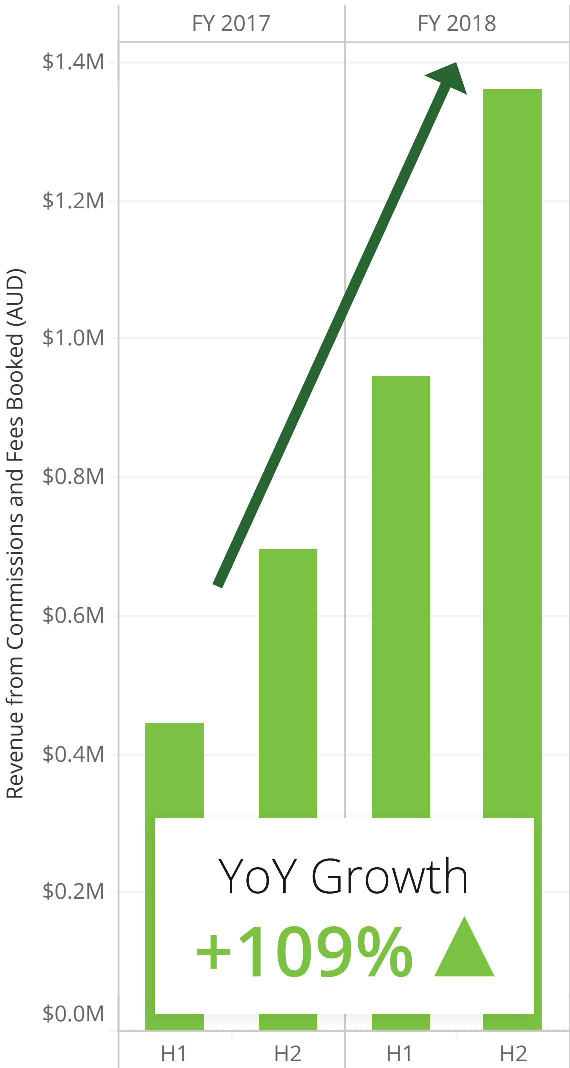
Operating and investing cashflows	
Q1 FY19	
Operating cashflow	-974
Cash in bank	2,530
See Appendix 4C	

Latest update at end of Q1 FY19

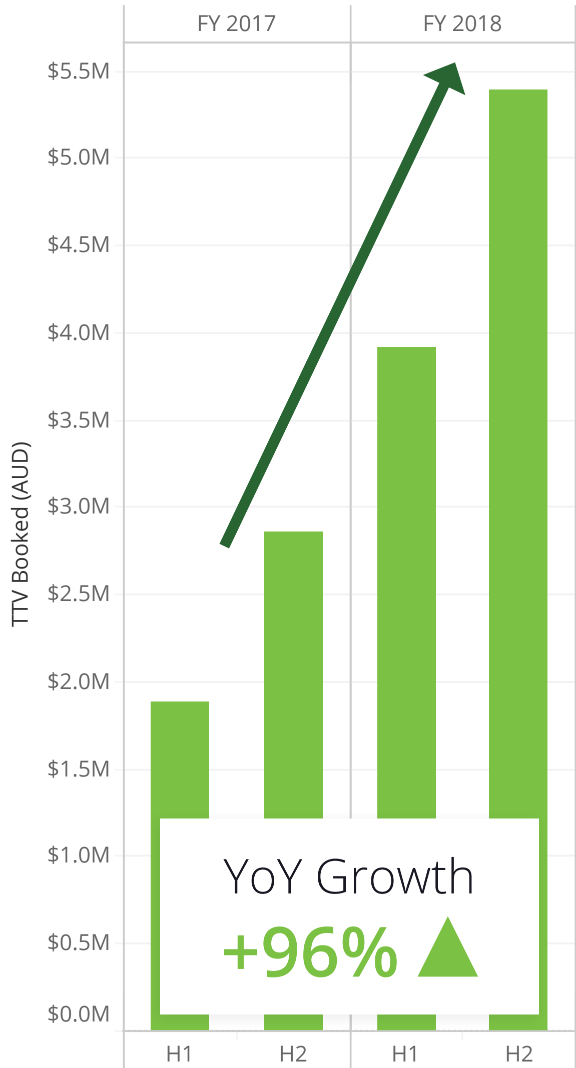
FY18 GROWTH
IN KEY METRICS

Strong track record of growth across all key metrics. Increasing return on every passenger trip booked.

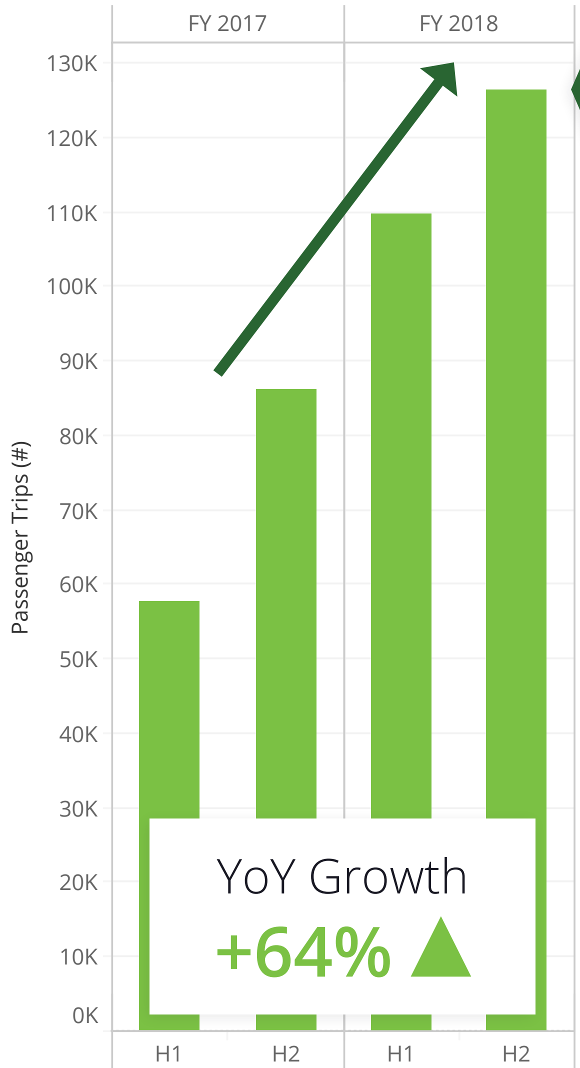
Commissions and Fees Booked



TTV Booked



Passenger Trips Booked

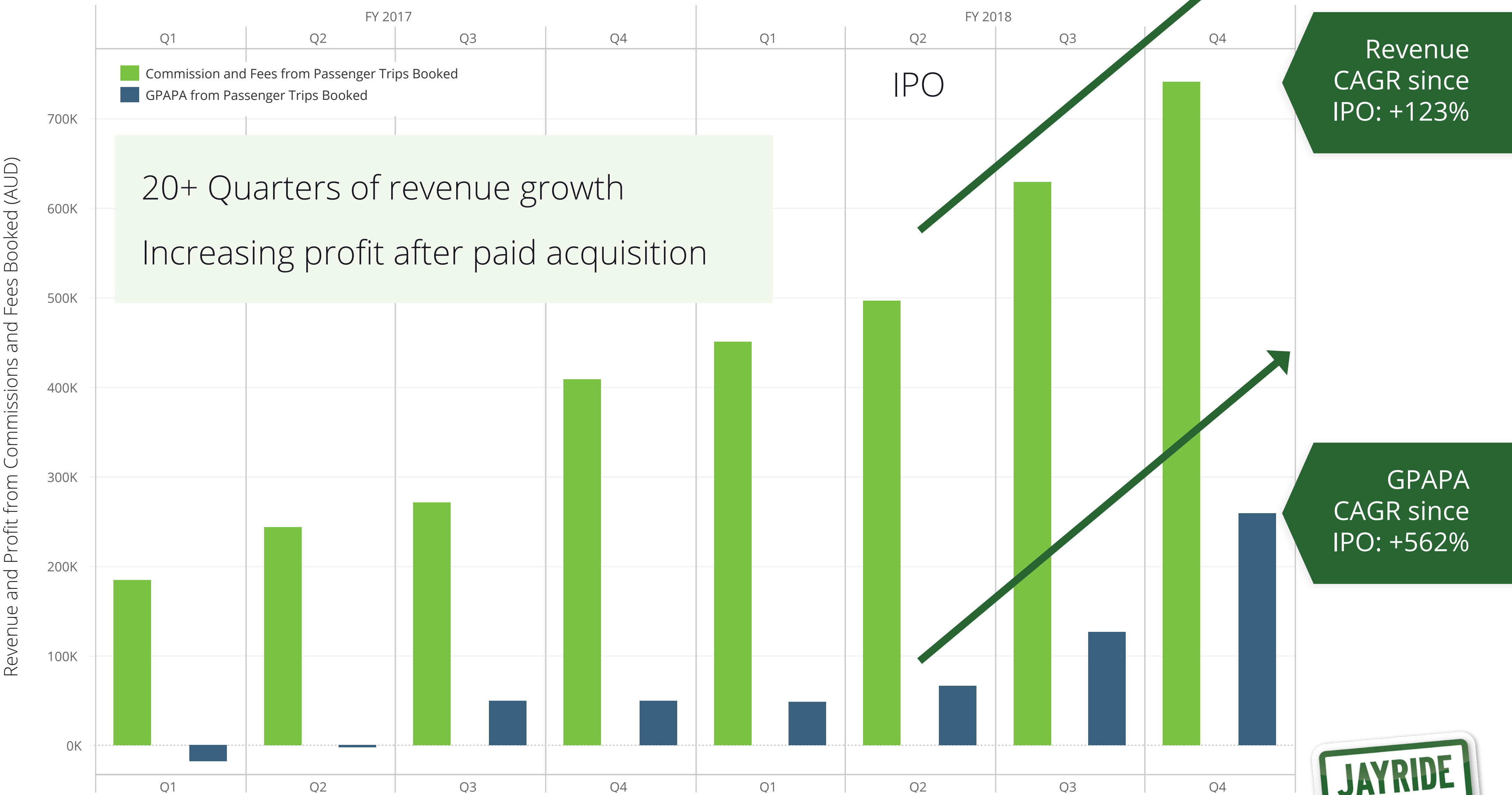


Continued year-over-year (YoY) growth

FY18 TRIPS
REVENUE AND PROFIT

Commissions and Fees from passenger trips continue to grow revenue and Gross Profit after Paid Acquisition (GPAPA)

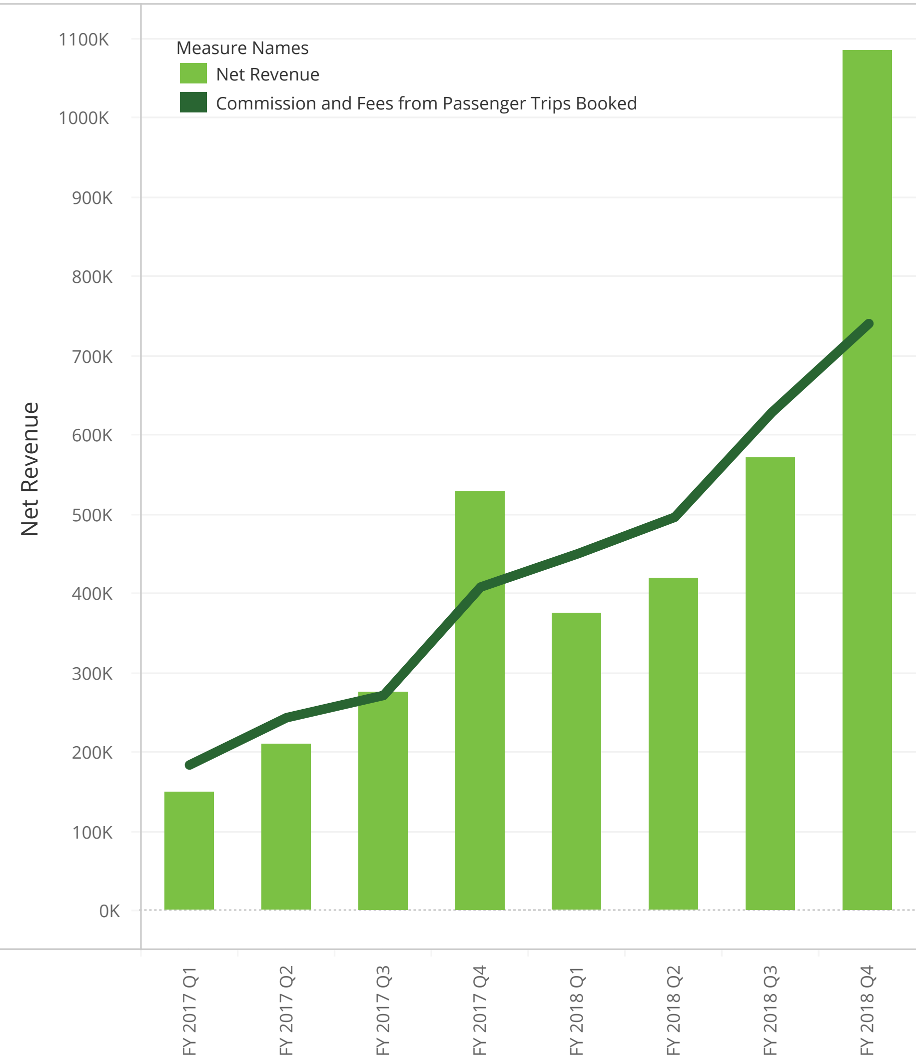
Revenue and Profit from Commissions and Fees Booked



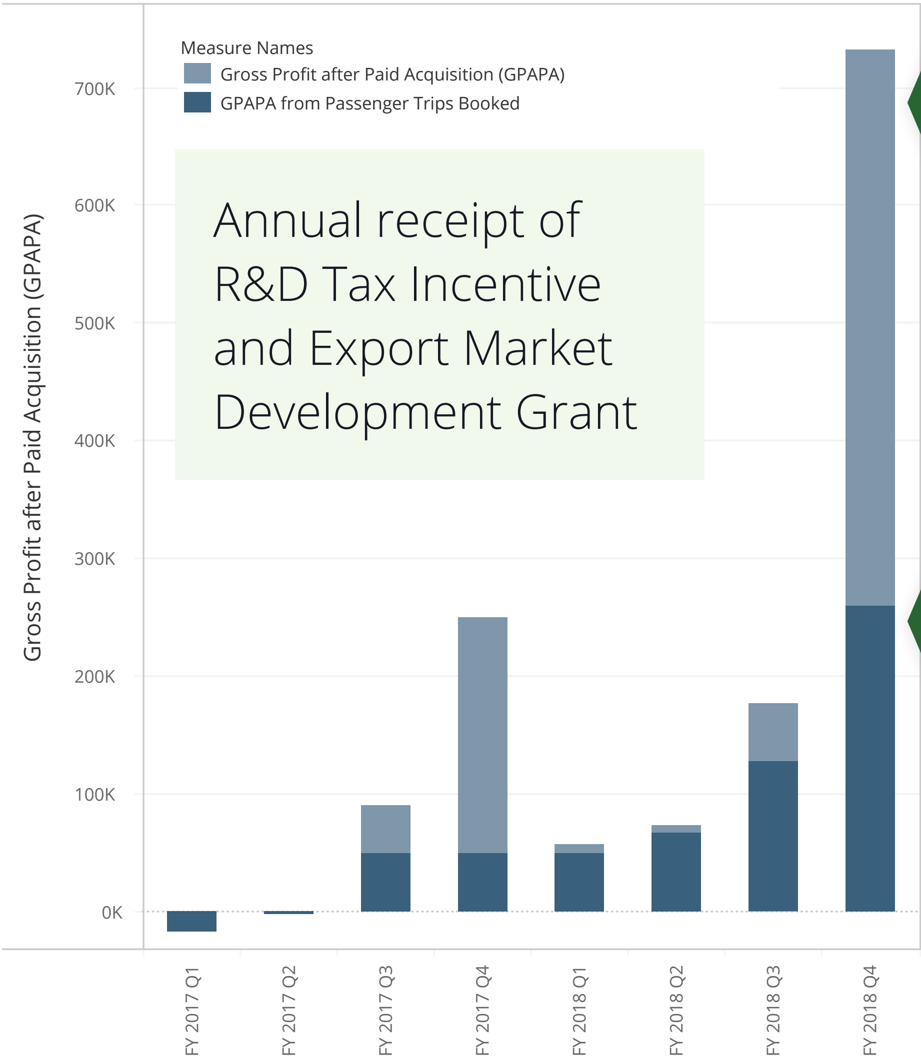
FY18 TOTAL GROUP
REVENUE AND PROFIT

New record Net Revenue and Gross Profit after Paid Acquisition (GPAPA) in FY18, with breakout performance in Q4.

Revenue



Profit



Increase from R&D tax incentive and EMDG grant

R&D tax incentive receipt in Q1 FY19

Increase from passenger trips booked

WEBSITES FOR TRAVELLERS

B2C model: Jayride sells passenger transport direct to travellers at Jayride.com

Mobile-first responsive web app.

Travellers compare and book

www.jayride.com

ENABLING TRAVEL BRANDS

B2B model: Jayride sells transfers through the world's largest travel brands.

	FY 2017	Newly added in FY 2018
Technology platforms	Amadeus	
Online Travel Agencies & Travel Search Engines	Expedia, Skyscanner, Rome2rio	Mozio, TripGo
Wholesalers & Brands	HolidayTaxis.com, CabForce	Rideways, Suntransfers.com, ATT Airports Taxi Transfers, Pickup Scanner, CityAirportTaxis
Travel Management Companies	Flight Centre, Corporate Traveller, FCM Travel Solutions, MTA mobile travel agents, Travel Managers	QBT, Orbit World Travel, Gilpin Travel, 1000 Mile Travel Group, Travel Partners, Travel Associates, travel managers, NZ Travel Brokers, Williment

JAYRIDE

ABOUT JAYRIDE

Jayride.com provides seamless transport experiences for travellers by allowing them to compare and book transport around the world. With Jayride.com, travellers can compare and book with 3,000+ transport companies, servicing destinations including over 500+ airports across North America, Europe, Middle East, Asia and the Pacific.

The Jayride.com platform aggregates airport transfer companies and distributes them to travellers at Jayride.com; and via partnerships with other travel technology platforms, travel agencies and wholesalers. These partners implement Jayride.com APIs to sell airport transfers and add new incremental ancillary revenue to their travel businesses.

Founded in 2012, Jayride.com is headquartered in Sydney, Australia.

For more information, please visit www.jayride.com .

Disclaimer

This announcement contains forward-looking statements that involve risks and uncertainties. Indications of, and guidelines or outlook on, future earnings, distributions or financial position or performance and targets, estimates and assumptions in respect of production, prices, operating costs, results, capital expenditures, reserves and resources are also forward-looking statements. These statements are based on an assessment of present economic and operating conditions, and on a number of assumptions and estimates regarding future events and actions that, while considered reasonable as at the date of this announcement and are expected to take place, are inherently subject to significant technical, business, economic, competitive, political and social uncertainties and contingencies. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties, assumptions and other important factors, many of which are beyond the control of the Company, the directors and management. We cannot and do not give any assurance that the results, performance or achievements expressed or implied by the forward-looking statements contained in this announcement will actually occur and readers are cautioned not to place undue reliance on these forward-looking statements. These forward-looking statements are subject to various risk factors that could cause actual events or results to differ materially from the events or results estimated, expressed or anticipated in these statements.

MORE INFORMATION

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