



BUILDING THE WORLD LEADER IN RIDES FOR TRAVELLERS

Annual General Meeting Presentation



Rod Cuthbert, Chairman
Rod Bishop, Managing Director
23rd November 2022

ASX release authorised by Rod Bishop,
Managing Director, Jayride Group Limited

The world-leading global airport transfers marketplace

Jayride Group (ASX:JAY)
www.jayride.com



CHAIRMAN'S ADDRESS

FY22 RECORD RESULT WITH MOMENTUM IN 2H

Outperforming the travel industry recovery. Building the world leader in rides for travellers.

FY22



Trips Booked up **+216%**
vs PCP to **327K**



Net Revenue up **+237%**
vs PCP to **\$2.6M**



Contribution Profit¹ up
+353% vs PCP to **\$1.2M**



Net Cash at 30th June
\$3.7M, and no debt

2H FY22



Trips Booked up **+191%**
vs PCP to **211K**



Contribution Margin
expands to **52%**



Contribution Profit¹ up
+275% vs PCP to **\$870K**



Stand-Still EBITDA² up
+\$476K to **\$(132)K**



Net Revenue per trip
grows to **\$7.95**



Net Revenue up **+208%**
vs PCP to **\$1.7M**



Stand-Still Cash Flow²
up **+\$1M** to **+\$332K**



Europe market share
expanded by **>490%**

Jayride is larger and significantly more profitable than pre-pandemic.

Movements compare 2H FY22 with 2H FY21, and FY22 with FY21

1. Contribution profit is net revenue minus all variable costs, including cost of customer acquisition and variable operating costs such as customer support.

3 2. Stand-still cash flow and stand-still EBITDA are cash flows and profits after the operating costs of the Company, excluding the cost of long-term growth investments and capex.





MANAGING DIRECTOR'S ADDRESS

JAYRIDE OVERVIEW

Outperforming the travel recovery

Jayride is building the world-leader in rides for travellers, globally

Key Facts



Covering 95% of world airport trips



World's largest selection of ride-service brands



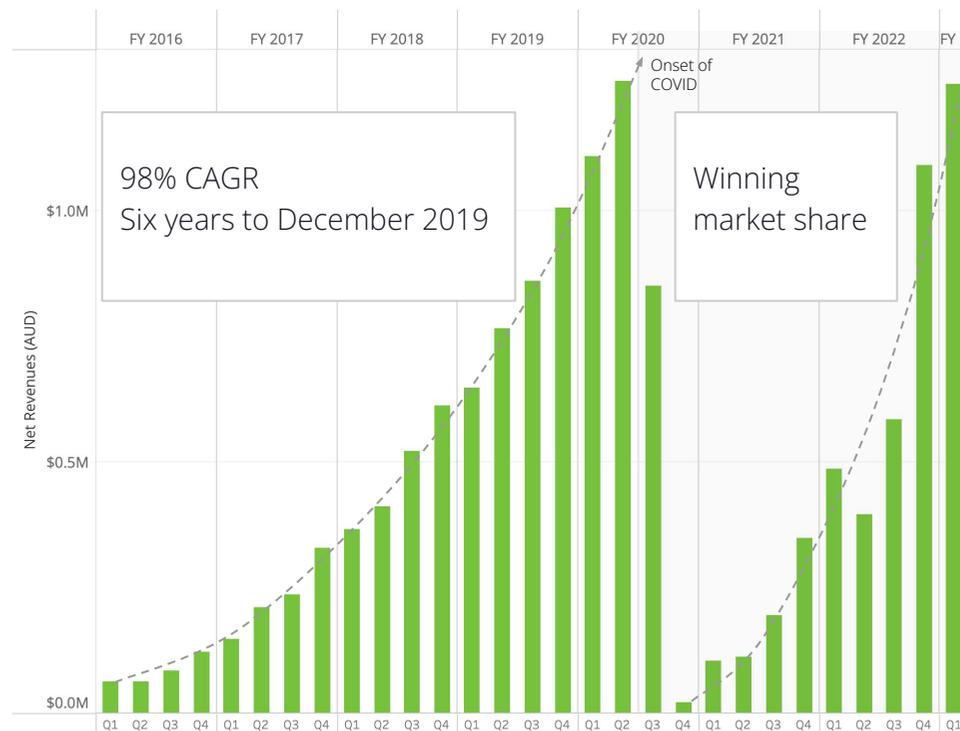
\$30M+ invested in scaling tech platform



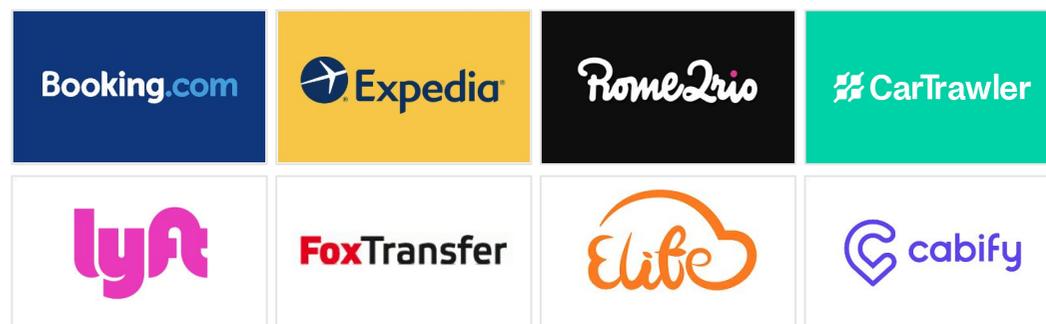
In partnership with the world's leading travel brands

- Travel technology company at an early stage in a long-term growth trajectory – scaling towards 10M+ trips per year
- Winning market share in a large and growing global market
- Highly-scalable capital-light model with negative working capital
- Positioned to benefit from multiple growth tailwinds including structural changes in travel, a superior product offering, and ongoing international tourism recovery, incl Asia reopening

Net Revenues



The world's leading travel brands and ride-service brands use Jayride



KEY PRIORITIES DELIVERED

In the last 12 months, Jayride has grown to be a significantly larger and more profitable company, with more growth ahead.

Market share gains of 238% since July 2020,
outperforming travel recovery.

Europe and Asia markets at record levels
– 2019's launch investment is yielding returns.

New platform for larger vehicle types and
premium service classes launched.

New partnerships launched including
Booking.com and CarTrawler.

Record high passenger trips booked
of 141K in Q1 FY23, up 117% vs PCP.

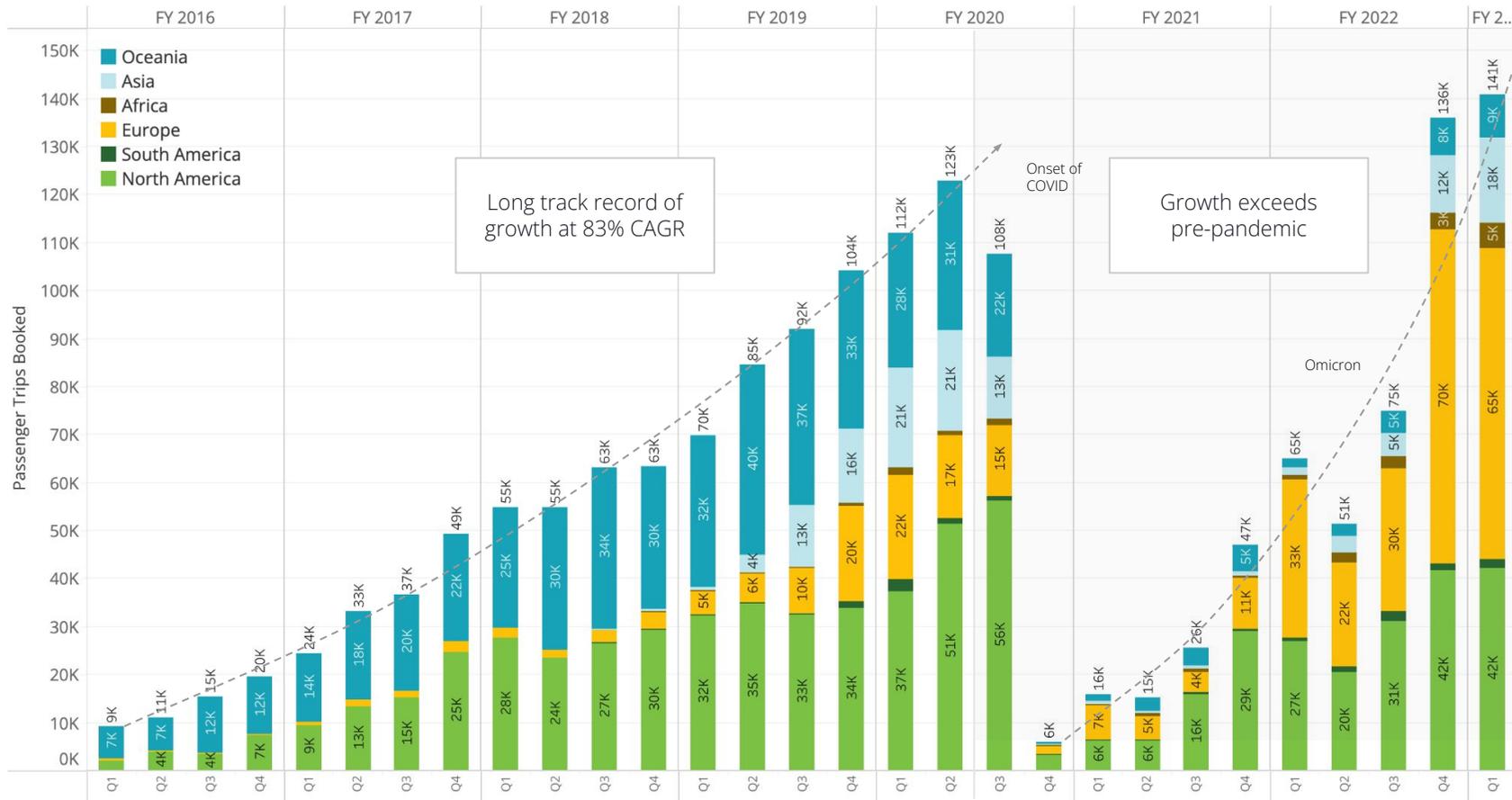
Record high contribution profits
of \$654K in Q1 FY23, up 250% vs PCP.

Customer service and traveller retention
levels at all time highs.

Cash flow positive and EBITDA profitable
after stand-still operating costs.

TRIPS GROWTH ACCELERATING

Rapid growth in trips, above pre-pandemic levels, with growth continuing into FY23.



- Trips exceed pre-pandemic levels – **outperforming travel recovery** with market share gains – growth set to continue,
- Europe destinations expanded to multiple of pre-pandemic levels, **Asian destinations reopening**, already above pre-pandemic,



WINNING GLOBAL MARKET SHARE

Jayride is outperforming the travel industry recovery, with scope for substantial market share gains.

Jayride Market Share



- **Major tailwinds** – international tourist arrival growth continuing, destinations reopening to international travellers right now,
- Growth towards **1 million trips booked per year at \$10 net revenue each** makes Jayride cash flow positive.



HIGH PERFORMANCE ON KEY DRIVERS

Operating leverage grows as trips, revenues per trip, and profit margins expand. Key profit and cash flow inflection points hit.

Passenger Trips Booked

▲ 117%



Contribution Margin

▲ 37%



Cash Receipts

▲ 686%



Net Revenue per Trip

▲ \$1.39



Positive Stand-Still
EBITDA

▲ \$268K



Positive Stand-Still
Cash Flows

▲ \$821K

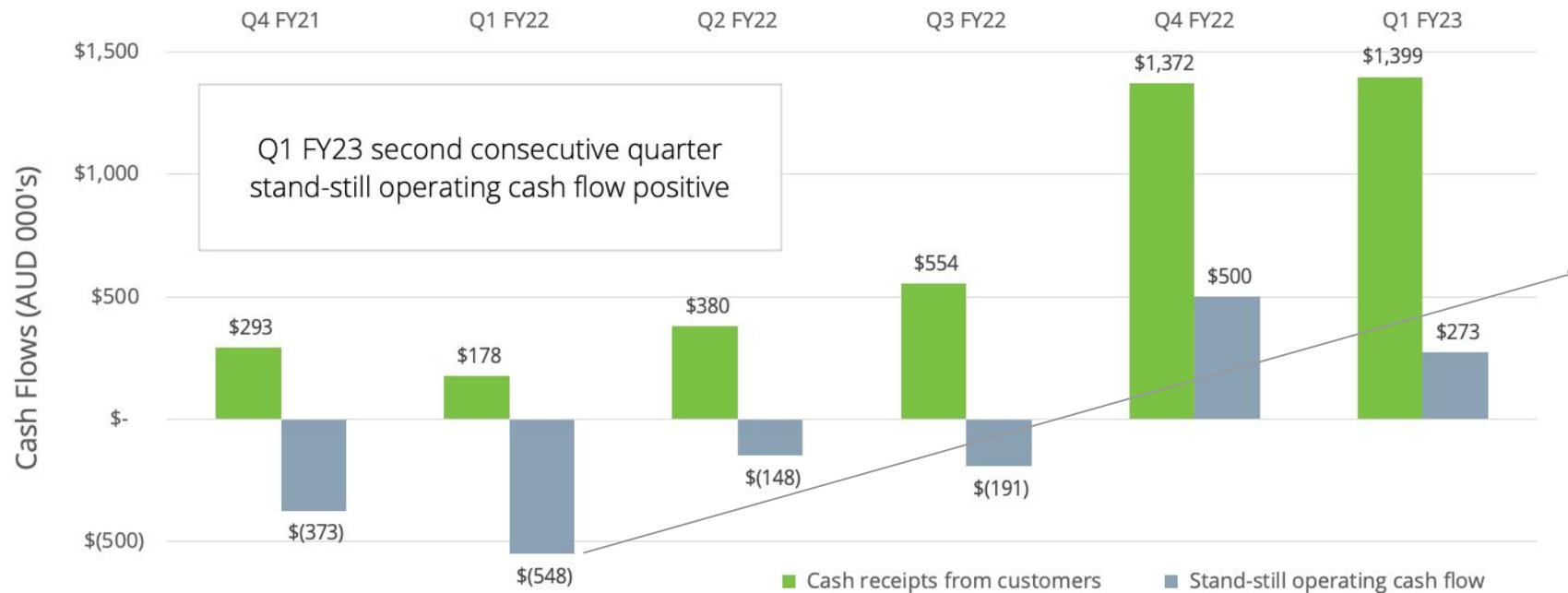


INFLECTION POINT HIT

CASH FLOW POSITIVE

Jayride generates positive cash flow after stand-still operating costs for its first two consecutive quarters.

Cash receipts and stand-still operating cash flows



Passenger trips booked now generate surplus cash flow after operating costs to fund growth.



JAYRIDE'S VISION

Door-to-door rides to suit every traveller's needs
in every country, from anywhere to anywhere.



DELIVERING THE VISION

Building the world-leader in rides for travellers, through two growth horizons.

Delivering the vision:
Door-to-door rides to suit every traveller's needs in every country, from anywhere to anywhere.

Today

- ✓ 580K trips/year run-rate @ \$8.89/trip
- ✓ 50%+ contribution profit margin
- ✓ Stand-still C/F +ve & EBITDA +ve

- ✓ Pre-booked only
- ✓ Airports only
- ✓ English only

- ➔ Europe localisation
- ➔ Asia reopening
- ➔ Non-airport destinations
- ➔ Last-minute bookings
- ➔ Extras and ancillaries

Growth horizon 1

- ✓ 1M+ trips/year @ \$10+/trip
- ✓ \$10M+ net revenue
- ✓ 50%+ contribution profit margin
- ✓ Overall C/F +ve & EBITDA +ve

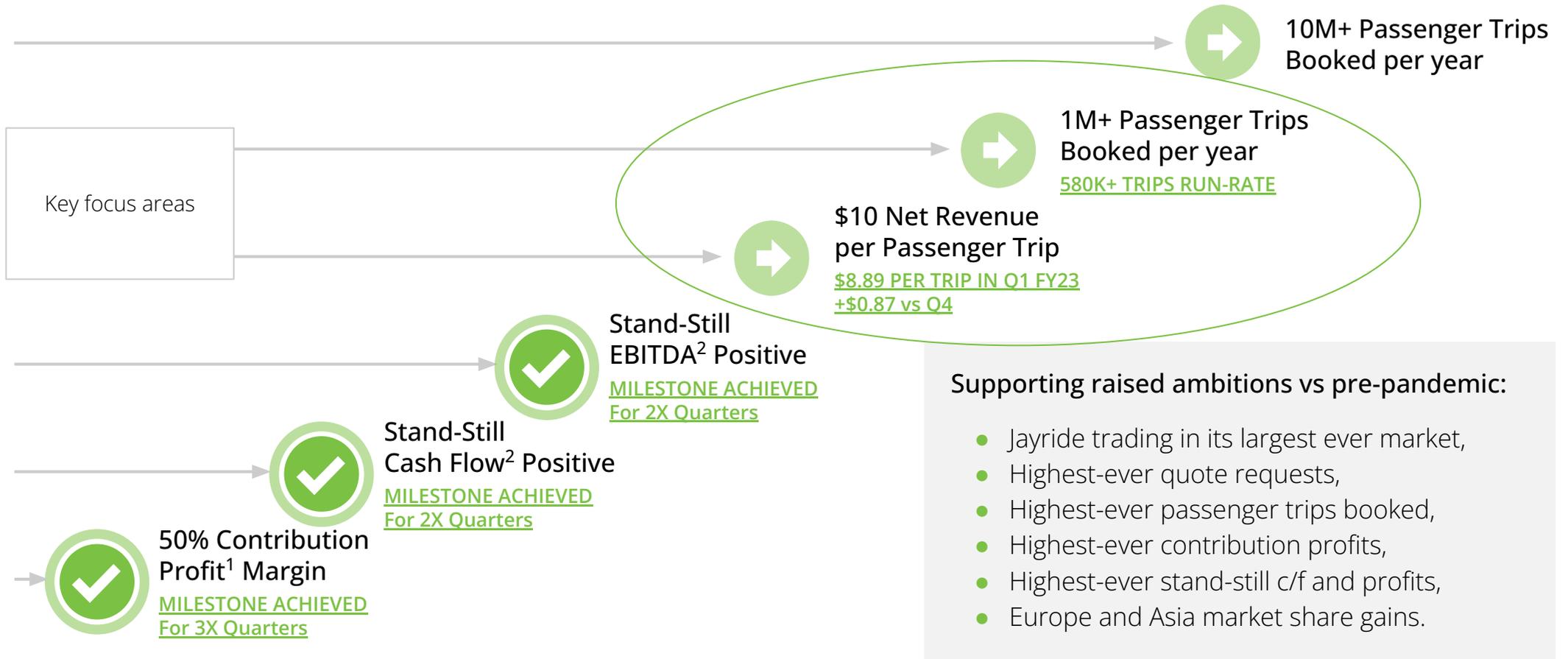
- ➔ Full multi-lingual
- ➔ Global source markets
- ➔ Anywhere to anywhere
- ➔ In-destination book/hail

Growth horizon 2

- ✓ 10M+ trips/year @ \$10+/trip
- ✓ \$100M+ net revenue
- ✓ 50%+ contribution profit margin
- ✓ Overall C/F +ve & EBITDA +ve

MAJOR MILESTONES BEING DELIVERED

Jayride is achieving major milestones including stand-still EBITDA positive. The next milestones are 1 million trips per year at \$10 revenue ea.



Achieving major new milestones beyond recovery – Significantly above pre-pandemic levels.

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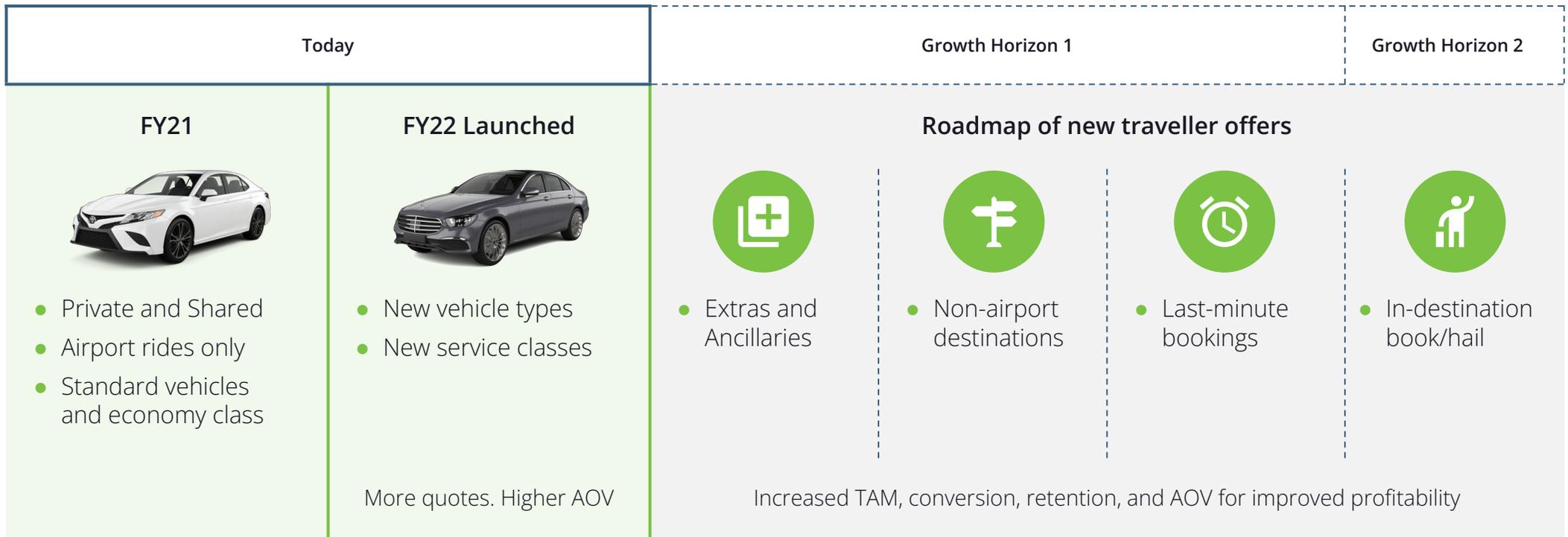
13 2. Stand-still cash flow and stand-still EBITDA are cash flows and profits after the operating costs of the Company, excluding the cost of long-term growth investments and capex.



EXPANDING WITH NEW TRAVELLER OFFERS

Successfully expanding our traveller offer and enhancing our customer experience with new vehicle types and service classes.

Jayride is launching new product offers for an expanded market opportunity



Expanded offers are increasing quote volume, quote conversion rate, and customer service levels.

EXPANDING WITH GLOBAL OPPORTUNITY

Successfully winning market share in large global markets – Europe, US and capture reopenings of Asian destinations.

Europe

- ✓ Today: UK travellers to Europe
- ✓ Launch of Europe Growth Hub
- ✓ Expand TAM with localisation to win share in new EU source markets

Asia Pacific

- ✓ Capture reopenings of destinations with international tourist arrivals set to accelerate (incl. ex Australia)
- ✓ Win multi-times increase in share with destinations launched during 2019 (Repeat our EU-style growth in Asia)

North & South America

- ✓ Today: US travellers in North America
- ✓ Win share with international arrivals and major new travel brand partners

SUMMARY OUTLOOK

Result Summary

- We are a **fundamentally improved and more profitable** business compared to pre-pandemic.
- **Record results in FY22:** Highest contribution profit in Company history with growth of +353% vs PCP. Highest passenger trips growth with +216% vs PCP.
- **Delivered on major milestones** as we build for scale and improved profitability. **Cash-flow positive and EBITDA profitable after stand-still operating costs for first two quarters.**
- Jayride is **outperforming** the broader travel recovery by **winning market share**, with scope for further significant market share gains.
- **Fast growth in market share in European and Asian destinations** set to continue.
- Results show trajectory toward **cash flow positive**.

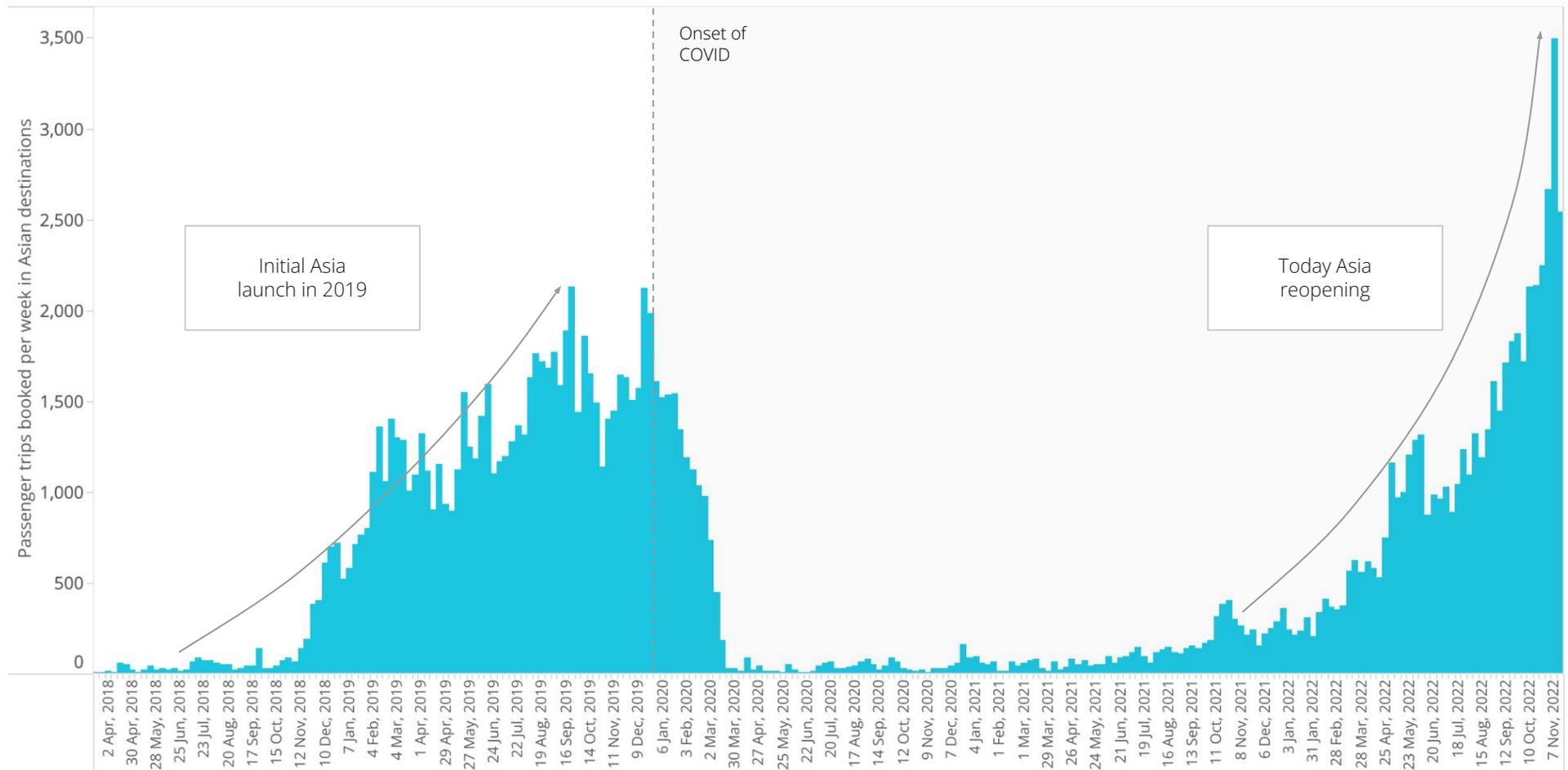
Positive Outlook

- Continued execution of growth strategy to capture **once-in-a-generation opportunity** and become the **world leader in rides for travellers**.
- Focused on delivering on next major milestones: **1M+ trips at \$10 each**, then onwards to 10M+ trips.
- **Q2 continues growth** vs Q1: Europe seasonality as expected, all other continents continue growth; seasonally strong holiday season still to come.
- October trips 49K, net revenue \$424K (145K trips and \$1.26M net revenue/quarter run-rates), net revenue per trip \$8.72. November trips exceeding October, **run-rates increasing towards holiday season**.
- Momentum supports continued **disciplined growth investments** including selective acquisitions to complement strong organic growth.
- Positioned to be a **much larger and more profitable** company.

LATEST NEWS

ASIA REOPENING

Asian destination markets have reopened to Australian travellers including in Indonesia, Thailand, Japan, Hong Kong.

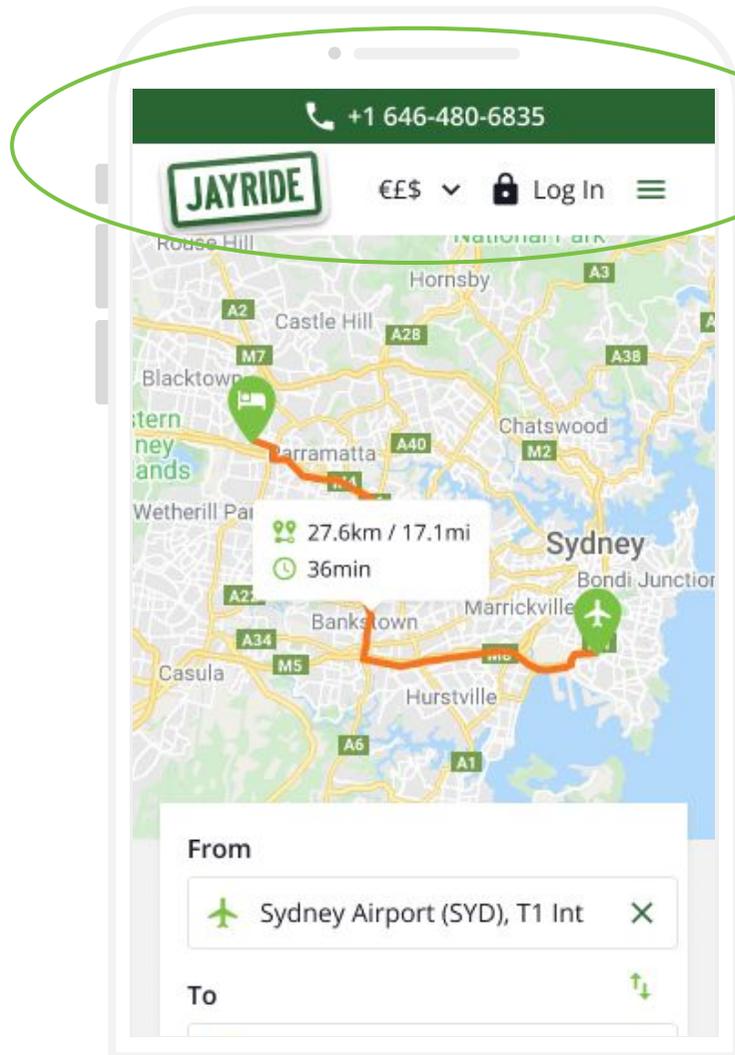


Rapid growth in passenger trips booked as Asian markets begin to reopen – with more to come.

LATEST NEWS

SALES AND SUPPORT

Today we launch phone sales and live booking support – building our advantage with unrivalled traveller experience.



Launches today

- New phone sales and support line
- Global destination support
- Local dialling from 40+ countries
- Full service team available 24/7
- Real-time support including at pickup

Sets the foundation to support

- Last-minute booking
- Multilingual sales (e.g. Spanish)

LATEST NEWS

NEW JAYRIDE BRAND LAUNCH



JAYRIDE

Home

JAYRIDE

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Pick me up
Melbourne Airport - Domestic Terminal

Date: Mon, 12 Jan, 2022 Time: 8:30 am People: 4 Bags: 4

Drop me off
193 Chapel Street, Prahran, VIC

Find my ride

Book airport transfers in 120 countries
To and from hotel or home. Choose from 3000 independent ride services at 1500 airports.

Mel C just booked a premium ride in Paris for 4 people

See our airport coverage >

Safe, reliable and easy

Choose private ride services, airport transfers, airport shuttles, vans, and transfer companies. Get to and from the airport with ease. Compare, choose and book from more than 3000 safe, reliable transport companies. Jayride's global reach gets you where you need to be.

Compare Book Connect Relax

Choose your ride. Limos, shared vans and everything in between. Instant booking. Easy meeting instructions for on-time pickup. Driver contact. Details to stay in touch when you arrive. Enjoy the ride. No meter. No currency exchange. No surprises.

Booking

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Pick me up: Melbourne Airport - Domestic Terminal
Date: Mon, 12 Jan, 2022
Time: 8:30 am
People: 4
Bags: 4

Drop me off: 193 Chapel Street, Thomastown, VIC

10 results Sort by Best value

Vehicle type: SUV, Sedan, Van, Bus

Class: Economy, Business, Luxury

Ride share?: Include ride share (Eg. Lyft)

Rating: 5 stars and up, 4 stars and up, 3 stars and up

Price (one way): \$0 to \$200+

Currency: AUD change

Star Car Service: \$29 US (\$41.05 AUD)*

Star Car Service: \$36 US (\$41.05 AUD)*

Silverado Car Service: \$41 US (\$41.05 AUD)*

Search

JAYRIDE

How it works Our coverage Manage bookings Support Blog Sign in Join

Pick me up: Narita Airport - Domestic Terminal

Date: Mon, 12 Jan, 2022 Time: 8:30 am People: 4 Bags: 4

Drop me off: Enter location

Find my ride

1 million+ travellers have chosen Jayride

Get quotes from all top rated transport companies in Tokyo with one search. Book online and travel with peace of mind that getting to and from Tokyo airport is taken care of.

Compare economy, business and luxury rides in sedans, SUVs, vans and buses.

20 transport services in Tokyo

4.1 average rating for our service listings in Tokyo

\$165 for transfers to downtown Tokyo

Find my ride

Tokyo destination and airport guide

With millions of visitors descending into Japan every year, it's important to book airport transportation so that you can ensure you get directly to and from your destination and Narita Airport Tokyo NRT at a fare and convenience that suits you. Whether you're a business traveller, a big group of friends or family travelling with lots of luggage, or a couple, by reserving your airport shuttle or private car you can have the reassurance and security that you'll be picked up on time and taken straight to where you need to go.

When booking your airport transfer, it is important to know which terminal you are travelling from/to. Narita Airport Tokyo NRT has 3 terminals:

- Terminal 1
- Terminal 2
- Terminal 3

What's included in the price?

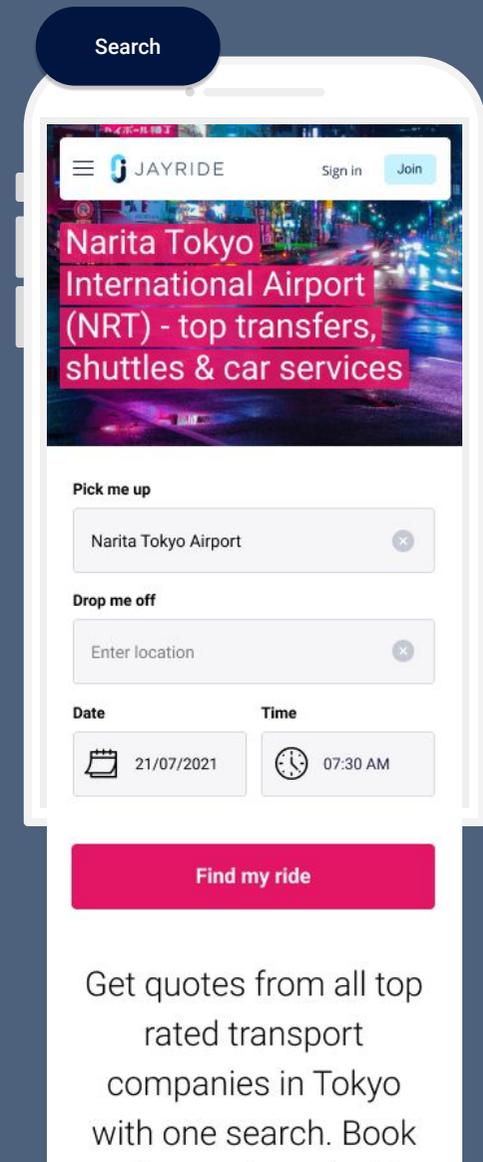
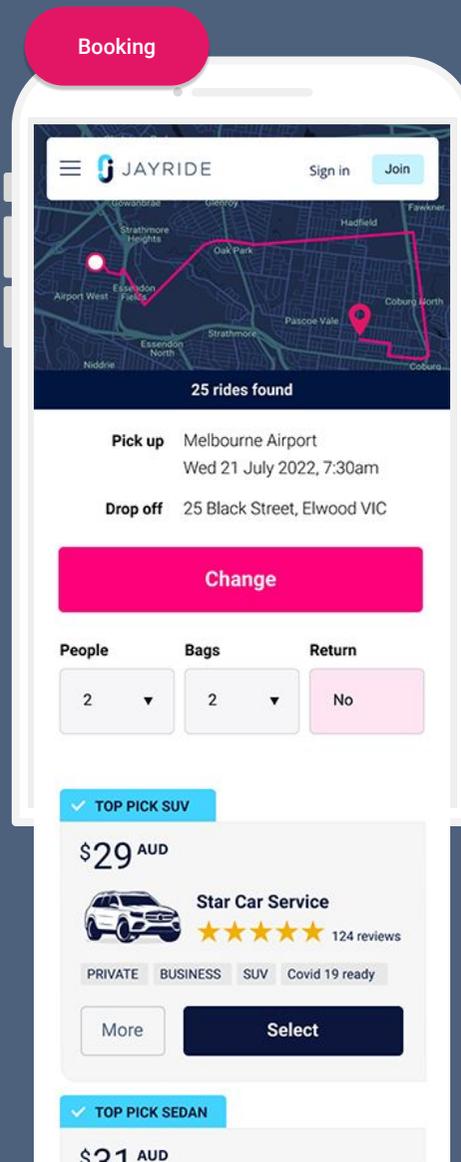
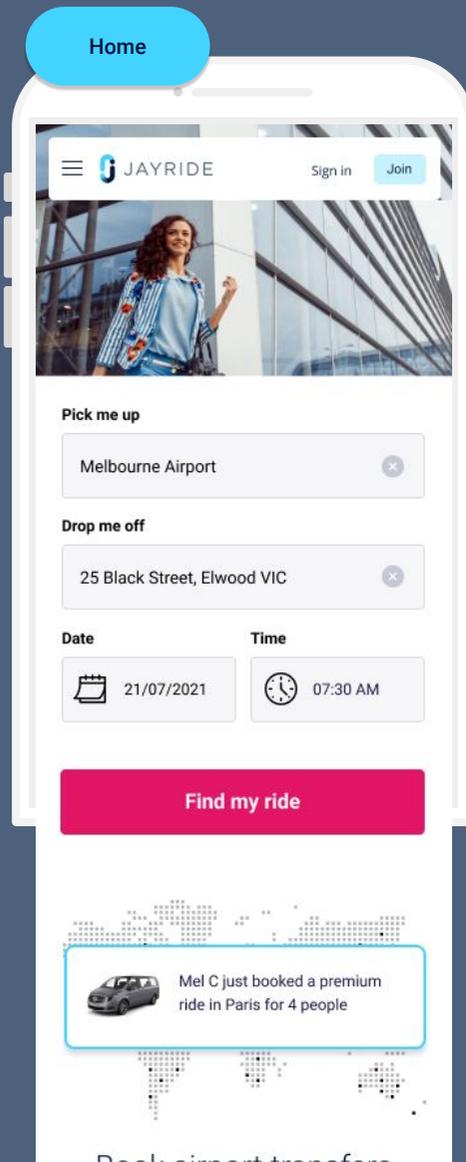
All prices listed on Jayride.com are inclusive of taxes, tolls, airport parking, admin fees, fuel, environmental surcharges and any other standard fees typically included for a standard point-to-point transfer.

You don't pay any extra for these. Any additional requirements such as child seats or extra luggage may incur an additional cost. Your transfer company will confirm this with you when you make your booking.

Where do I meet my driver?

With Jayride.com, you can compare and book an airport transfer from over 18 transfer companies servicing Narita Airport Tokyo NRT with an average customer rating of 4.9. With over 11 booking options for shared shuttles and private cars.

Rebrand – more confident, global, trusted, in motion 24/7, more fit for business and private rides.



Rebrand – more confident, global, trusted, in motion 24/7, more fit for business and private rides.

ABOUT JAYRIDE GROUP

Jayride.com is the world's leading publicly listed airport transfers marketplace, where travellers compare and book rides around the world. With Jayride.com, travellers can compare and book with 3,700+ ride service companies, servicing 1,600+ airports in 109 countries around the world, including the Americas, Europe, Middle East, Africa, Asia and the Pacific.

The Jayride.com platform aggregates ride service companies and distributes them to travellers at Jayride.com; and via travel brand partners including other technology platforms, travel agencies and wholesalers. These travel brands implement Jayride APIs to sell door-to-door ride services that build traveller confidence and defend their core travel business.

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.





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INFORMATION**

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