



FY18 PRELIMINARY FINAL REPORT INVESTOR PRESENTATION

Rod Bishop, Managing Director
August 2018



WHO IS JAYRIDE?

*Travel E-commerce
Marketplace for Ground
Transport.*

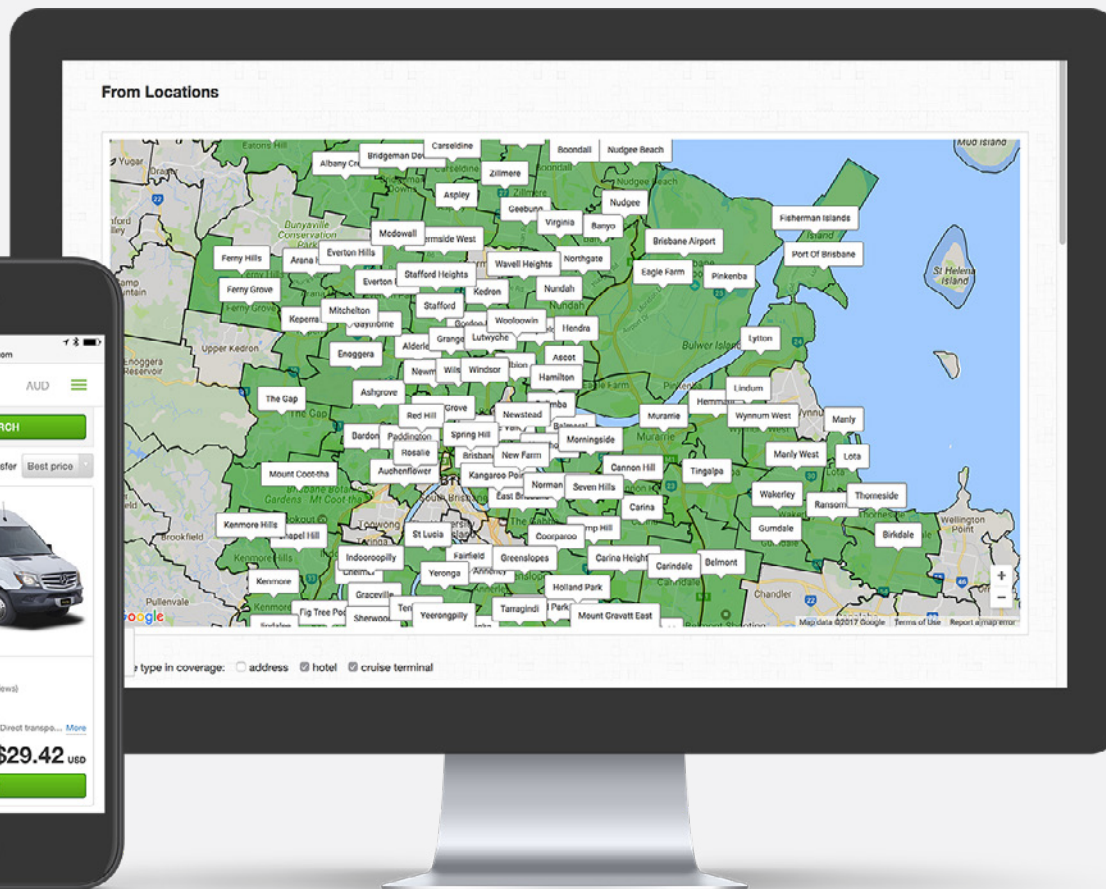
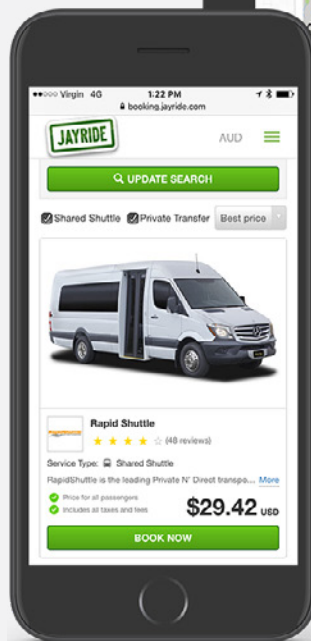
B2C Travel

Travellers use Jayride websites 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
- ✓ Scaling internationally
- ✓ US largest market
- ✓ 2,000+ transport companies
- ✓ 500+ airports



Simple and powerful transport marketplace for travellers.

World's only geospatial extranet for passenger transport companies.

amadeus

Technology
Partner

FLIGHT CENTRE
The Airfare Experts

Global Preferred
Supplier

Expedia®

International
Supplier

Rome2Rio

International
Supplier

JAYRIDE

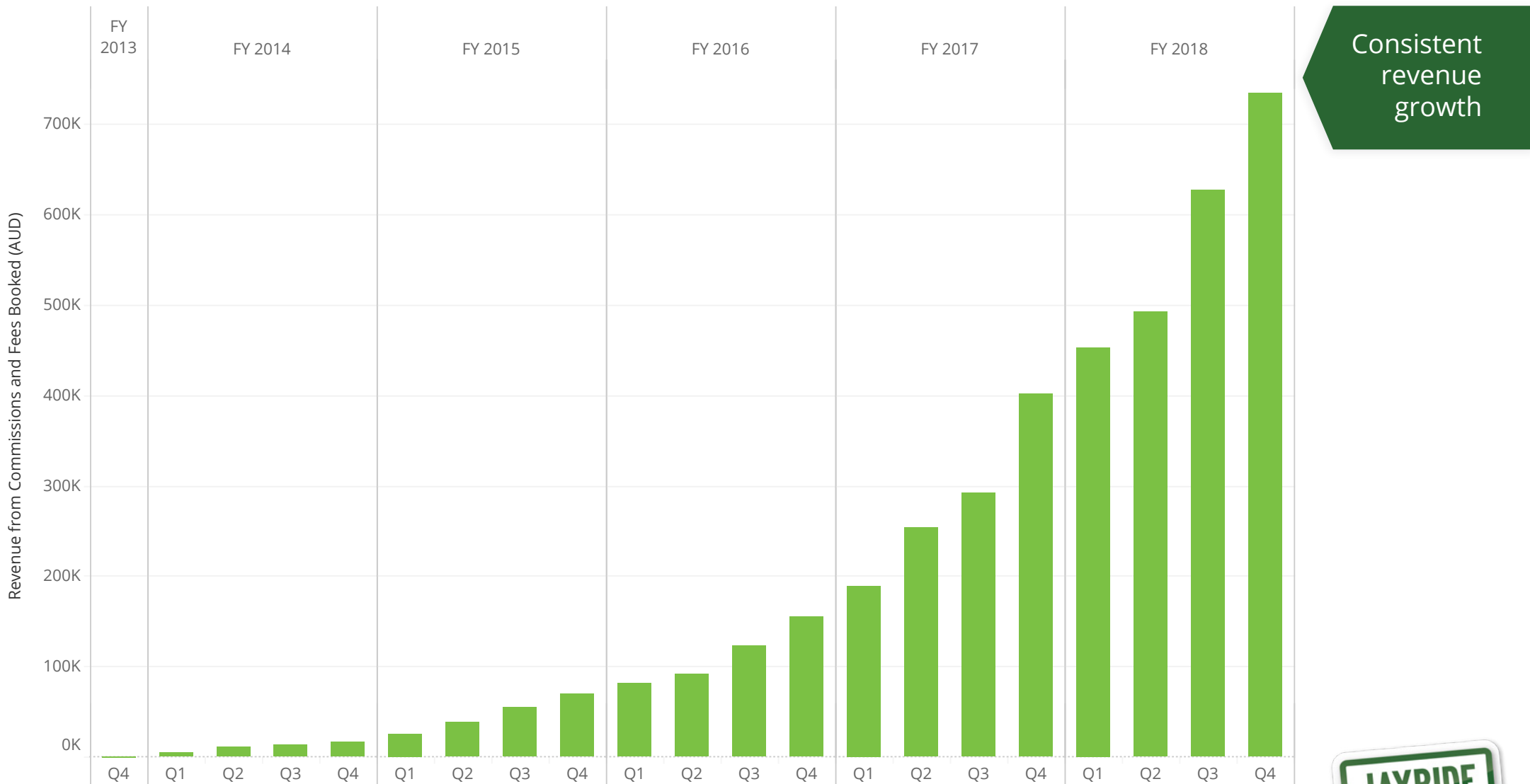
TABLE OF CONTENTS

Growth Summary	4
Jayride's Vision and Execution	8
Latest Financial Summary	18
Appendix	20

GROWTH IN REVENUE

Revenue from commissions and fees booked
has shown continuous growth
Quarter-over-Quarter for 20+ quarters.

Revenue from Commissions and Fees Booked



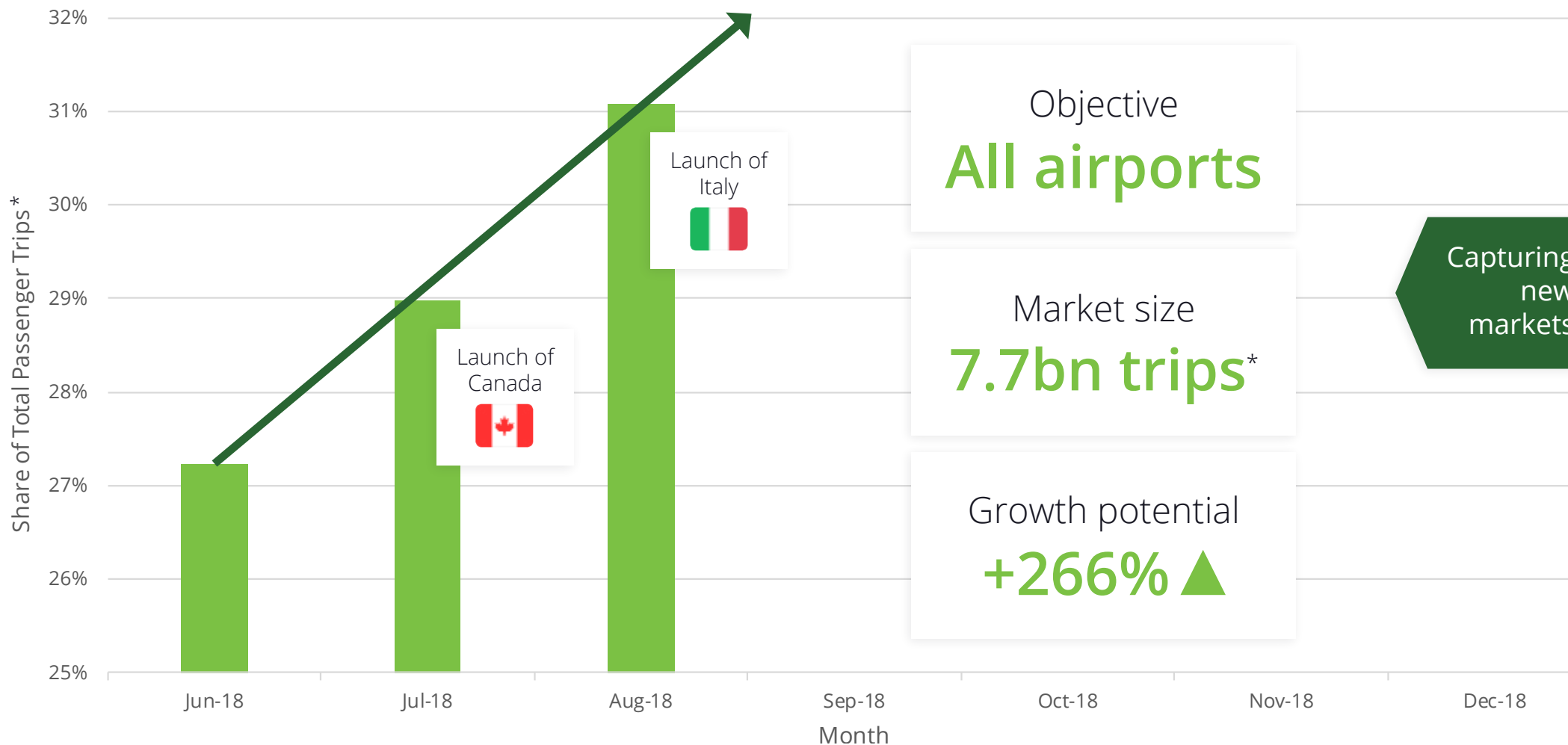
Consistent
revenue
growth



GROWTH IN NEW DESTINATIONS

Jayride is scaling out internationally with a repeatable market capture strategy, to rapidly launch new airports around the world.

Jayride World Market Access



5 * Source: Airports Council International (ACI), "World Airport Traffic Dataset," <http://www.aci.aero>.

GROWTH IN MARKET SHARE

Jayride outperforms the market in each destination as Jayride captures new market share.

Growth in passenger trips

Jayride
+116% ▲

VS

All Airports *
+4.9% ▲

Growth in passenger trips

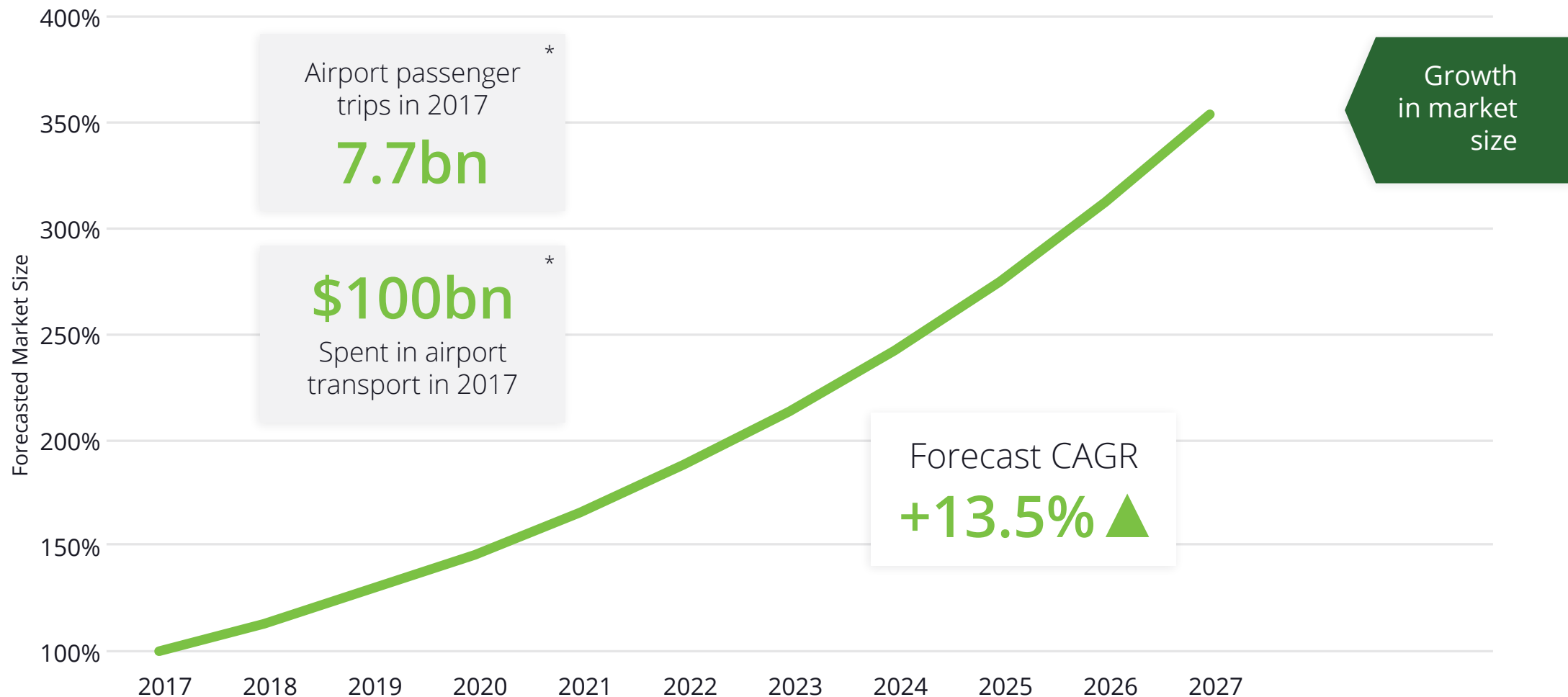
Regions	Airport	Jayride	Airport *
United States	LAX	+185% ▲	+4.5% ▲
	SFO	+119% ▲	+5.1% ▲
	LAS	+182% ▲	+2.2% ▲
	JFK	+254% ▲	+0.7% ▲
	MCO	+213% ▲	+6.4% ▲
Australia	SYD	+89% ▲	+3.6% ▲
	MEL	+143% ▲	+3.6% ▲
	OOL	+96% ▲	+2.1% ▲
United Kingdom	LHR	+170% ▲	+3.0% ▲
New Zealand	AKL	+70% ▲	+7.3% ▲

Capturing
share in
every market

GROWTH IN MARKET OPPORTUNITY

Jayride's market is growing as more travellers fly, and more transport is booked online in the online travel industry.

Market Growth Forecast for Online Booking of Airport Passenger Trips



OUR VISION

“ Every traveller will demand a door-to-door experience, and every travel brand will want to offer one. ”





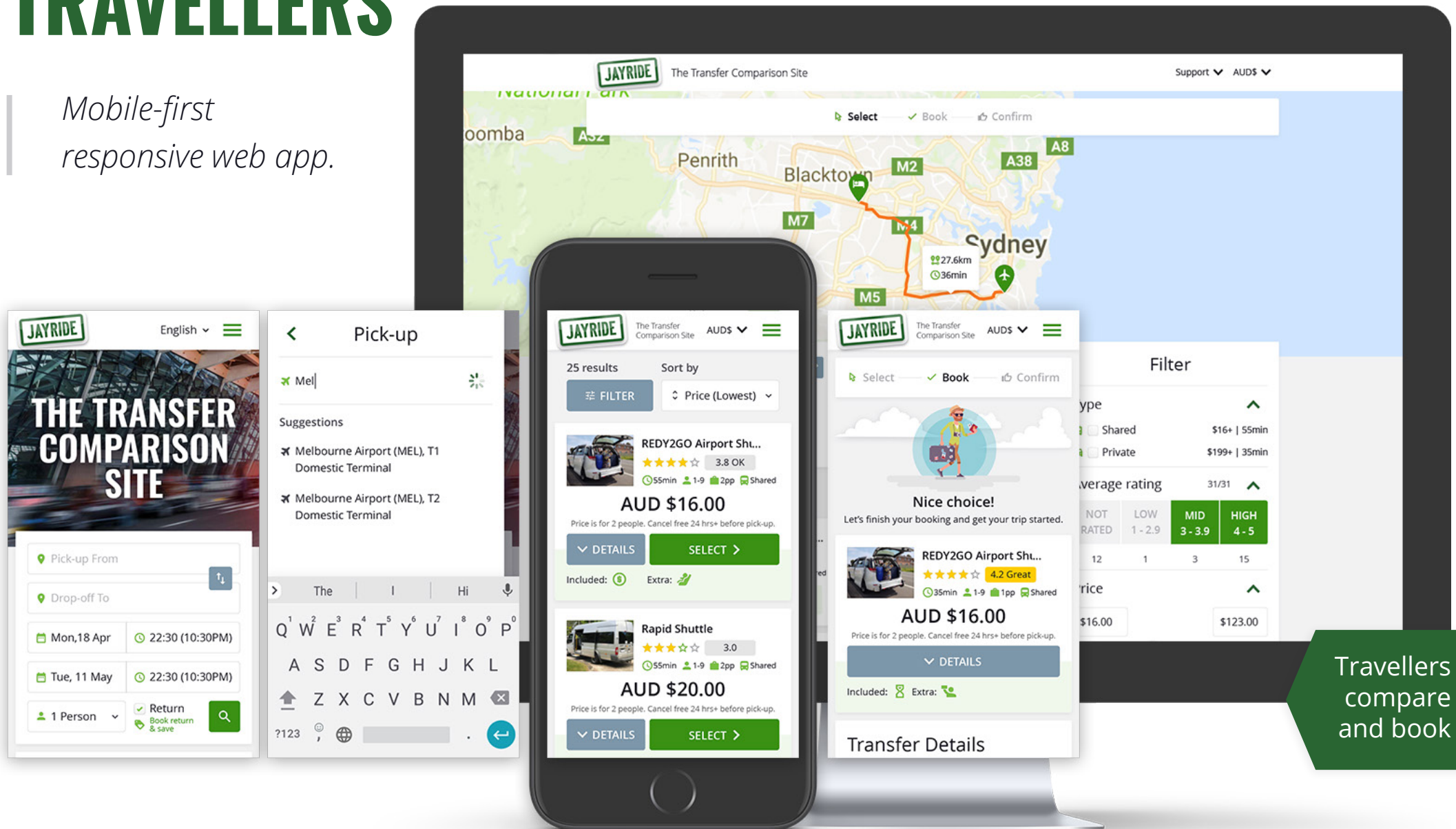
OUR MISSION

“ Give travellers access to seamless transport to every destination. ”

JAYRIDE

WEBSITES FOR TRAVELLERS

*Mobile-first
responsive web app.*



Travellers
compare
and book

www.jayride.com



MAKING TRANSPORT ACCESSIBLE AND ONLINE

Ground transport is a natural ancillary to travel. Jayride brings ground transport and online travel together.

Online Travel
Booking

US\$650bn*

- ✓ Margin compression
- ✓ Drive for ancillaries

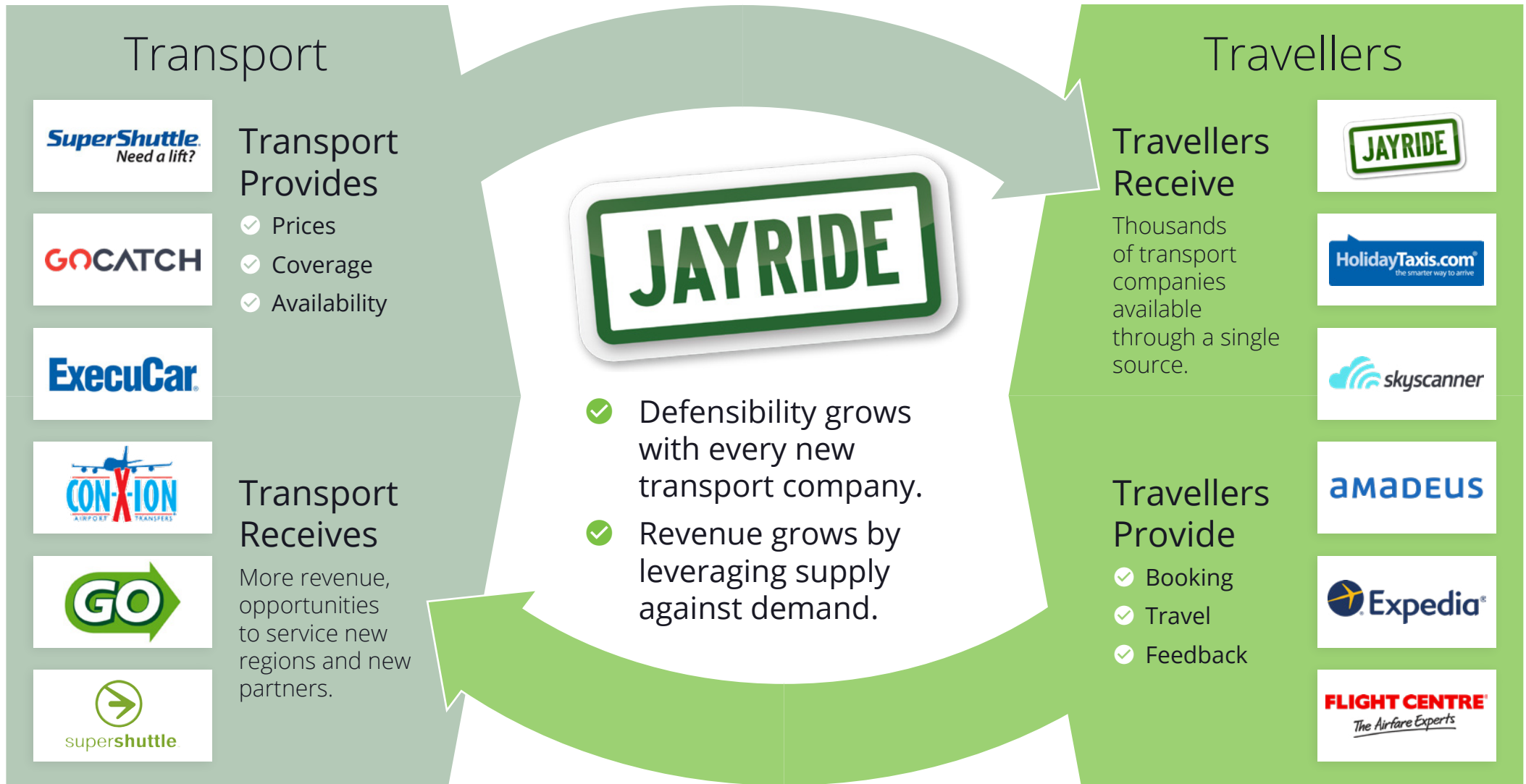
Ground Transport
for Air Travellers

US\$100bn*

- ✓ New entrants, new modes
- ✓ Natural ancillary to travel

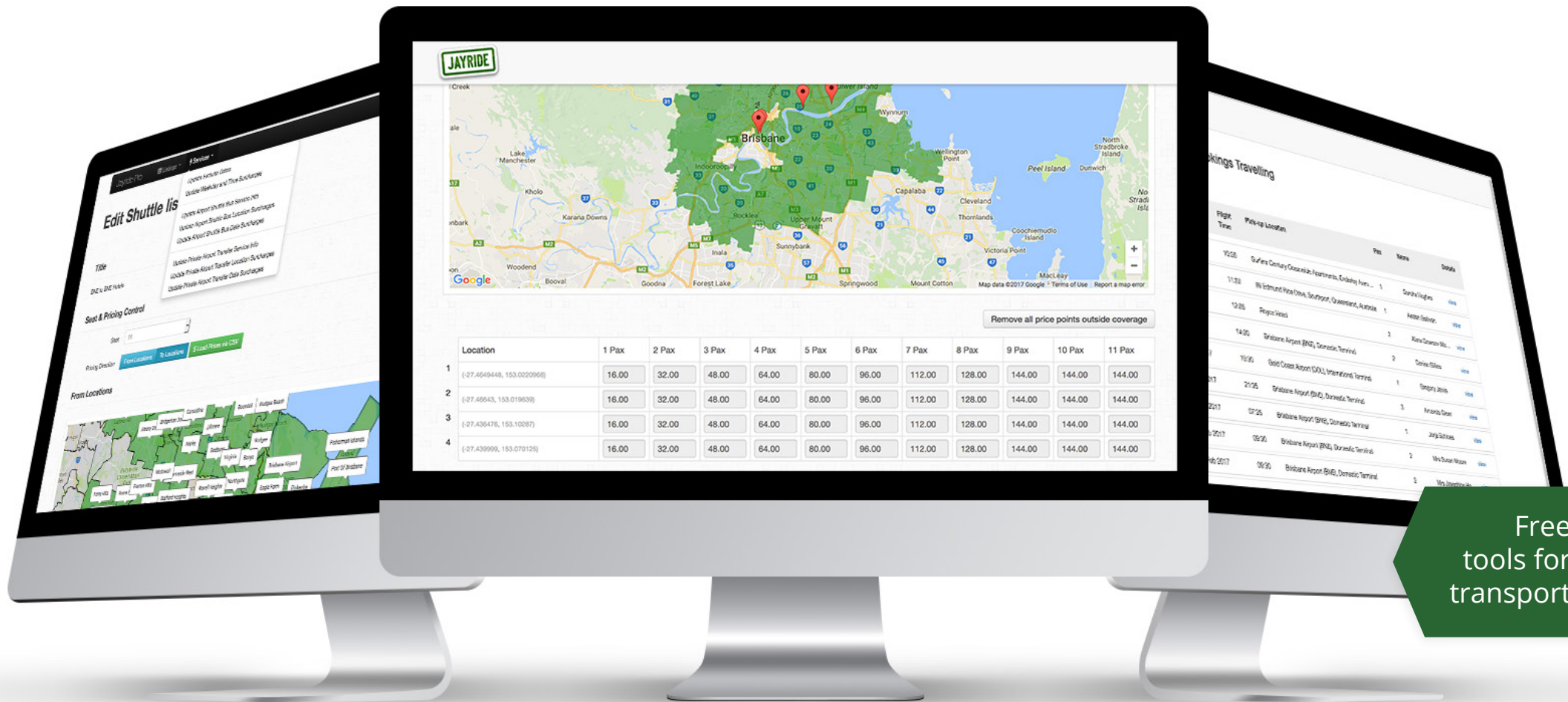
HOW JAYRIDE WORKS

Jayride is a two-sided marketplace with a world-leading database of transport information.



TECHNOLOGY FOR TRANSPORT

World's only geospatial extranet for transport companies enables the fastest, cheapest, and widest aggregation of airport transport information.

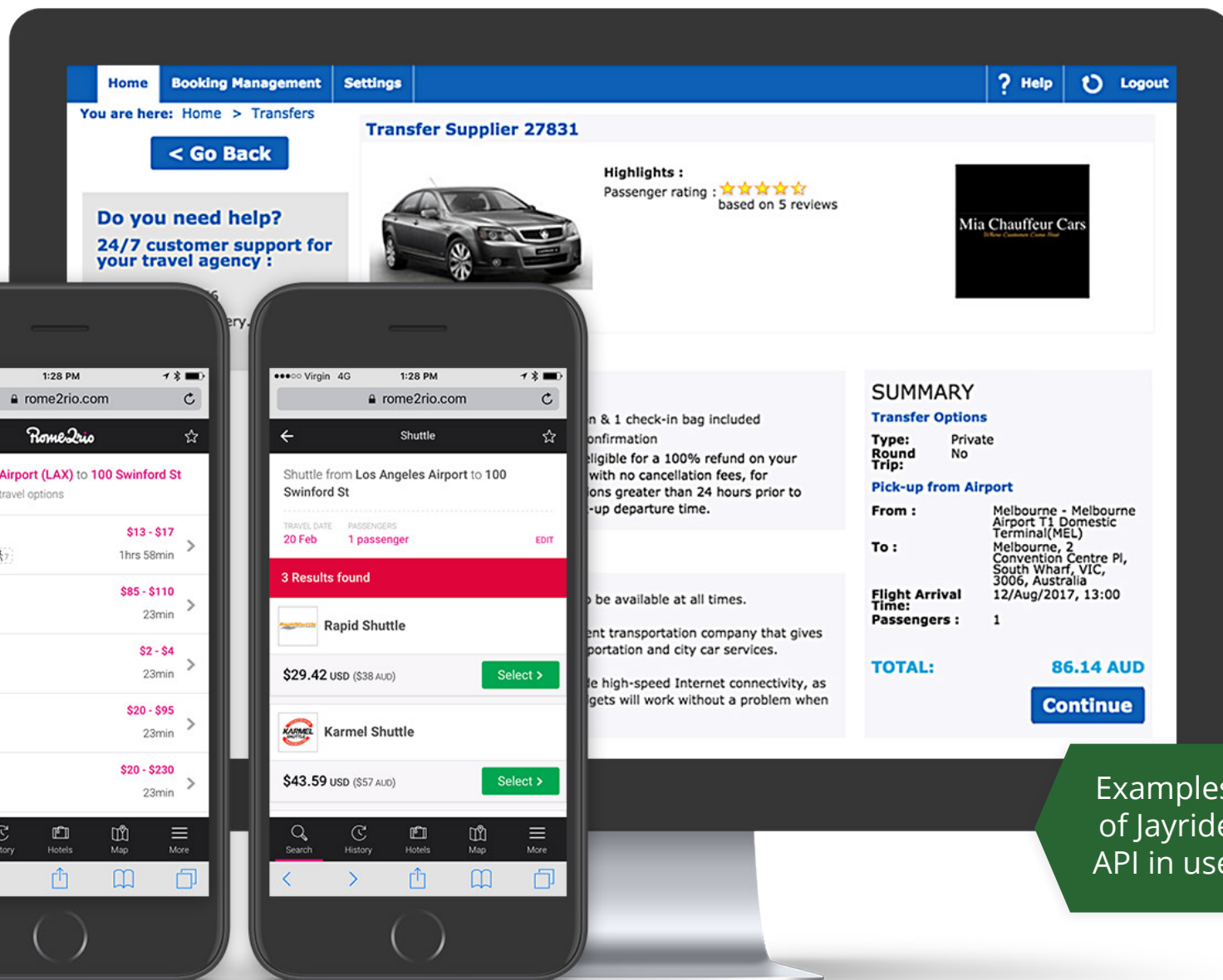


Free
tools for
transport



API FOR PARTNERS

Add airport transfers for new ancillary revenues.



ENABLING TRAVEL BRANDS

Travel partners can now book with thousands of transport companies through a single integration.

Technology platforms

amadeus



Online Travel Agencies & Travel Search Engines

Expedia

skyscanner

Rome2rio

TRIPGO

mozo



Wholesalers & Brands

HolidayTaxis.com

Rideways

CabForce

Suntransfers.com

TT
Airports Taxi Transfers

CITYAIRPORTTAXIS

PICKUP SCANNER



Travel Management Companies

FLIGHT CENTRE
The Airfare Experts

CORPORATE TRAVELLER

FCM
TRAVEL SOLUTIONS

Travel Managers
As individual as you are

MTR mobile travel agents

QBT Business travel made simple

orbit
WORLD TRAVEL

gilpintravel

1000 MILE

TRAVEL PARTNERS
EXCELLENCE IN TRAVEL

TRAVEL ASSOCIATES

travel managers

NZ TRAVEL BROKERS

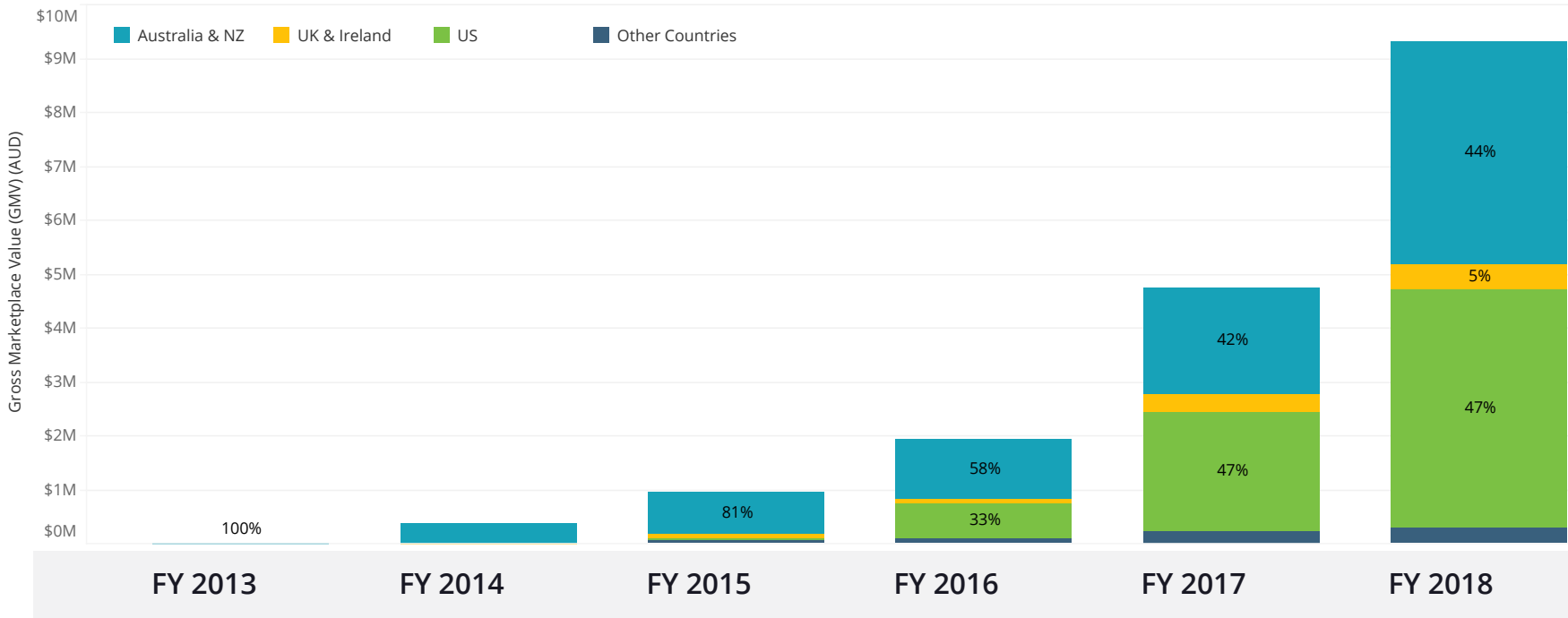
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FY17 GROWTH

Growth by launching new regions and by capturing additional market share within existing regions.

GMV Booked by Region (AUD \$M)



Growth in new Countries

July: Jayride launches Canada.

August: Jayride launches Italy

September and onward: Further countries will launch.

- ✓ Australia
- ✓ New Zealand

- ✓ Australia
- ✓ New Zealand
- ✓ UK
- ✓ Ireland

- ✓ Australia
- ✓ New Zealand
- ✓ UK
- ✓ Ireland
- ✓ US
- ✓ Others

- ✓ Australia
- ✓ US
- ✓ New Zealand
- ✓ UK
- ✓ Ireland
- ✓ Others

- ✓ US
- ✓ Australia
- ✓ New Zealand
- ✓ UK
- ✓ Ireland
- ✓ Others

- ✓ US
- ✓ Australia
- ✓ New Zealand
- ✓ UK
- ✓ Ireland
- ✓ Others

- ✓ US
- ✓ Australia
- ✓ New Zealand
- ✓ UK
- ✓ Ireland
- ✓ Canada
- ✓ Italy
- ✓ Others
- ✓ New Regions

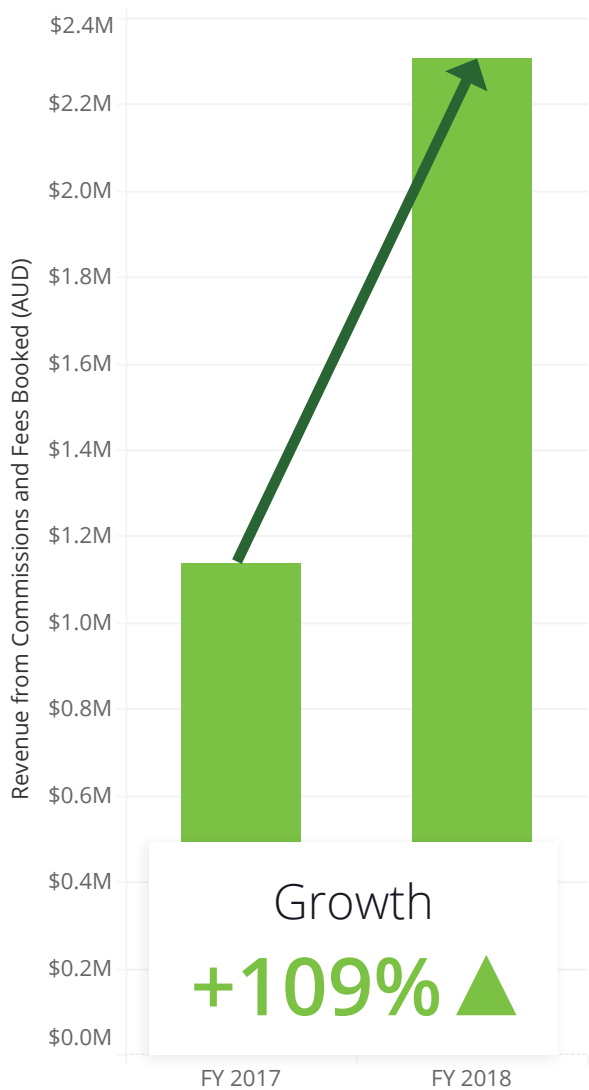
Growth in international regions



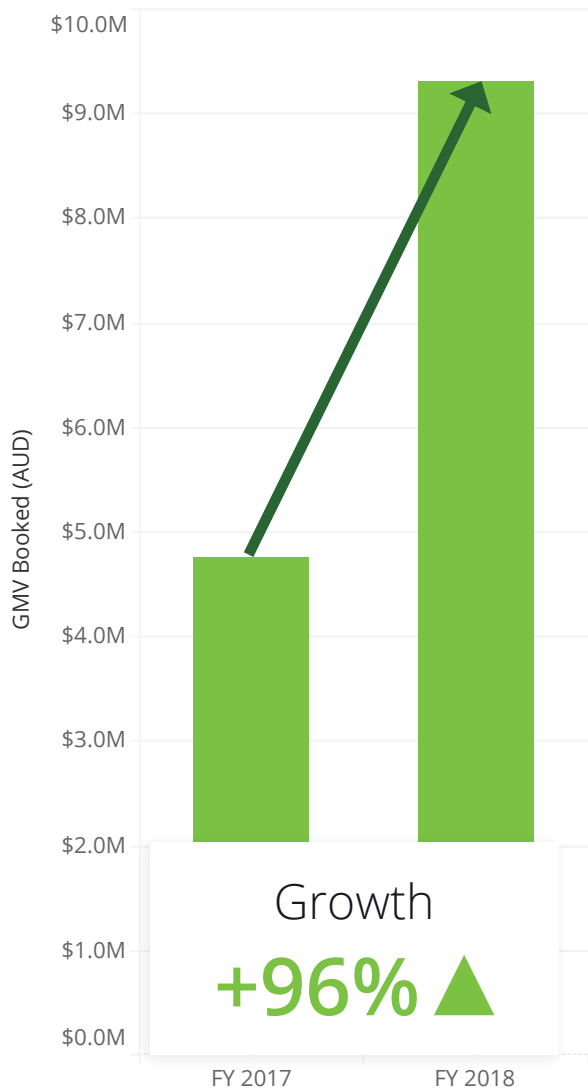
FY18 GROWTH

Continued growth across all metrics during the period, expected to continue as partners mature, and new regions come online.

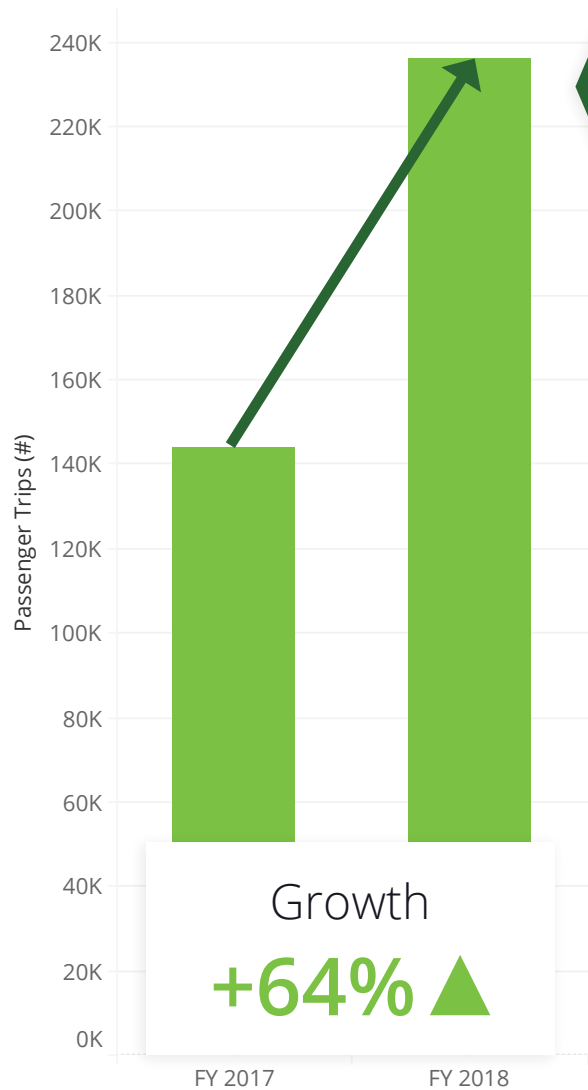
Commissions and Fees Booked



GMV Booked



Passenger Trips Booked



Continued growth across all metrics



FINANCIALS

P&L FY18

Income Statement Summary

	30-Jun-18 AU\$(000's)	30-Jun-17 AU\$(000's)	Movement %
GMV	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% ▲
Gross profit	2,451	1,164	+111% ▲
Advertising and marketing costs	-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	-432	0	
Gross profit after operational and corporate costs	-1,327	-777	-71% ▼
Growth costs (excluding capitalised costs)	-3,896	-1,429	
Operating EBITDA	-5,224	-2,207	-137% ▼
Commissions and fees booked to GMV	25%	23%	+7% ▲
GPAPA	45%	29%	+56% ▲
GPAAOC	-39%	-70%	+45% ▲
Operating EBITDA margin	-226%	-199%	-13% ▼

Strong revenue growth and improvements to unit economics.

+109% ▲

Commissions & fees booked

+96% ▲

GMV

+111% ▲

Gross Profit

+225% ▲

GPAPA

FINANCIALS

BALANCE FY18

Cash balance

- ✓ Cash position increased +364%.
- ✓ \$854,000 Research and Development grant lodged and accounted for in trade and other receivables.

Non current assets

- ✓ \$554,000 of additional growth investment recognised as an intangible asset on the balance sheet after amortisation.

Net asset position

- ✓ Net asset position increased by +771%

+364% ▲

Cash position

+771% ▲

Net asset
position

Balance sheet strengthened with Pre-IPO and IPO funding.

Balance Sheet Summary

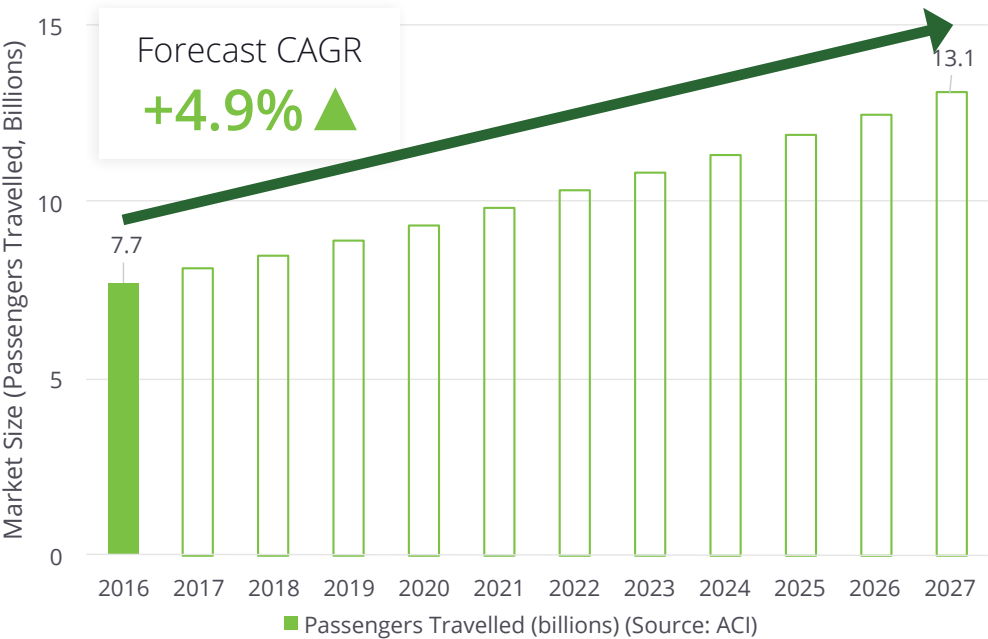
	30-Jun-18 AU\$(000's)	30-Jun-17 AU\$(000's)	Movement %
Cash and cash equivalents	3,560	767	+364% ▲
Trade and other receivables	1,588	635	+150% ▲
Total current assets	5,149	1,403	+267% ▲
Non current assets	2,737	2,183	+25% ▲
Total assets	7,886	3,586	+120% ▲
Trade payables	1,092	759	+44% ▲
Future transport 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% ▲

APPENDIX

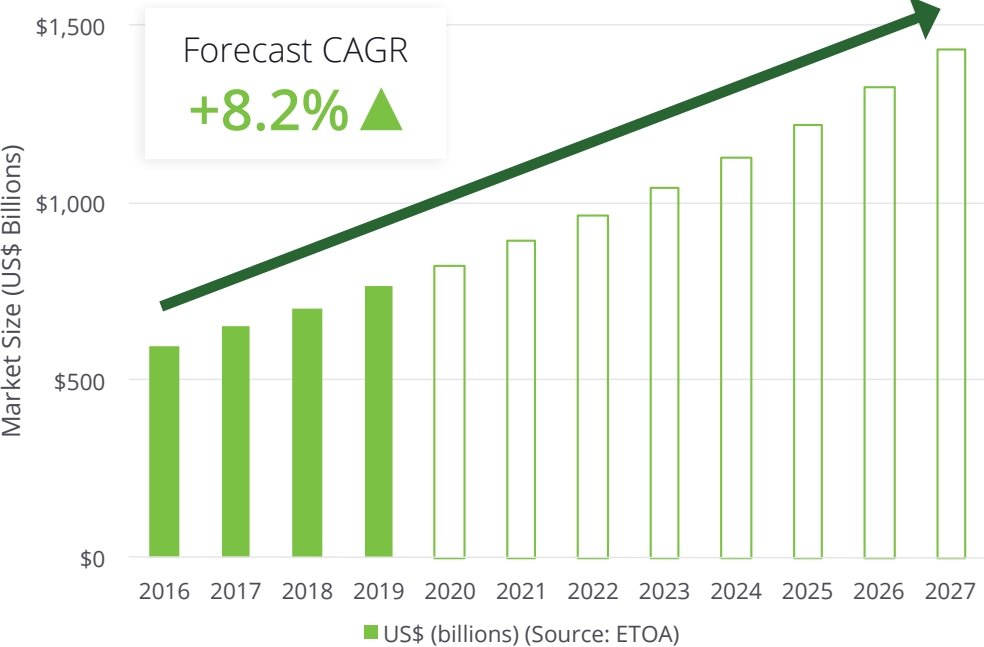
MARKET GROWTH

7.7bn passenger trips to and from airports annually, growing at 4.9% per annum. \$100bn spent in airport transport annually, with growth of online booking.

Growth in Passengers at Airports (10-year forecast)



Growth in Online Travel Booking (10-year forecast)



Frost and Sullivan reports that the estimated size of passenger transport to and from airports is US\$100bn. Airport Councils International (ACI) reports that passenger transport to and from airports reached 7.7bn passengers in 2016, and forecasts this number to double by 2031 based on a projected growth rate of +4.9% per annum. In parallel, travel booking is moving online with European Tourism Association reporting that online travel booking is growing at a projected growth rate of +8.2% per annum.

ABOUT JAYRIDE

Jayride.com provides seamless transport experiences for travellers by allowing them to compare and book airport transfers around the world. With Jayride.com, travellers can compare and book with 2,000+ transport companies, servicing destinations from over 500+ airports across North America, Europe 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.



FOR MORE INFORMATION

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