



BUILDING THE WORLD LEADER IN RIDES FOR TRAVELLERS

Emerging ASX Gems Conference



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ASX release authorised by Rod Bishop,
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The world-leading global airport transfers marketplace

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

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



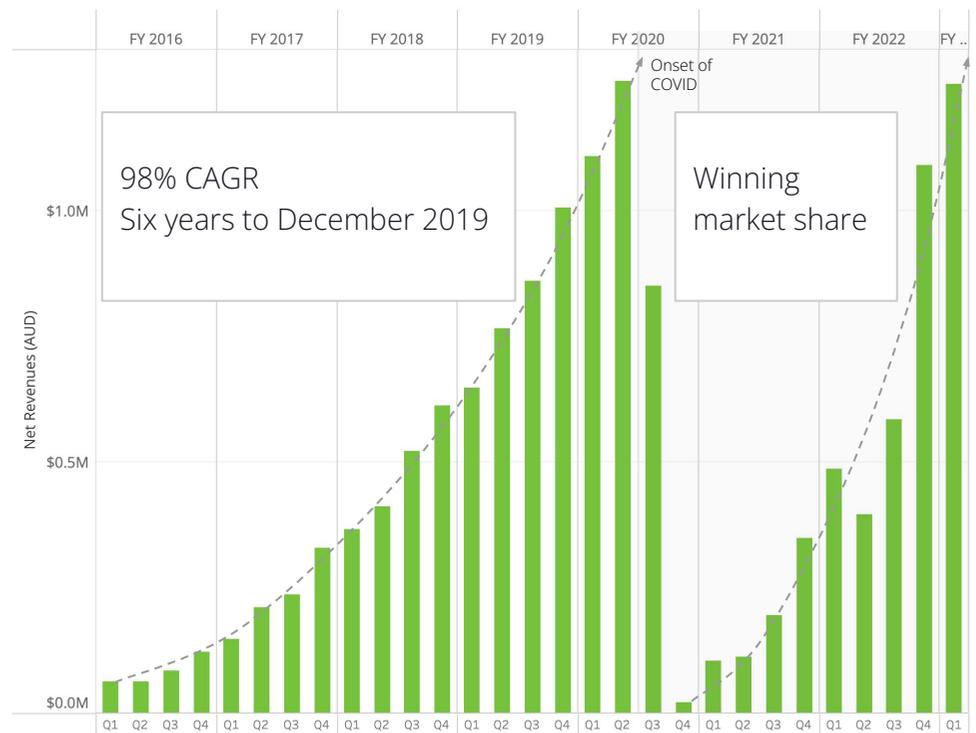
\$30M+ invested in scaling tech platform



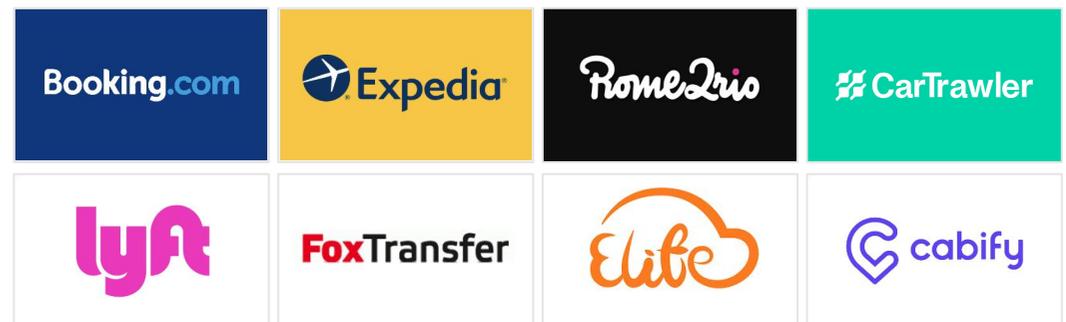
In partnership with the world's leading travel brands

- 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

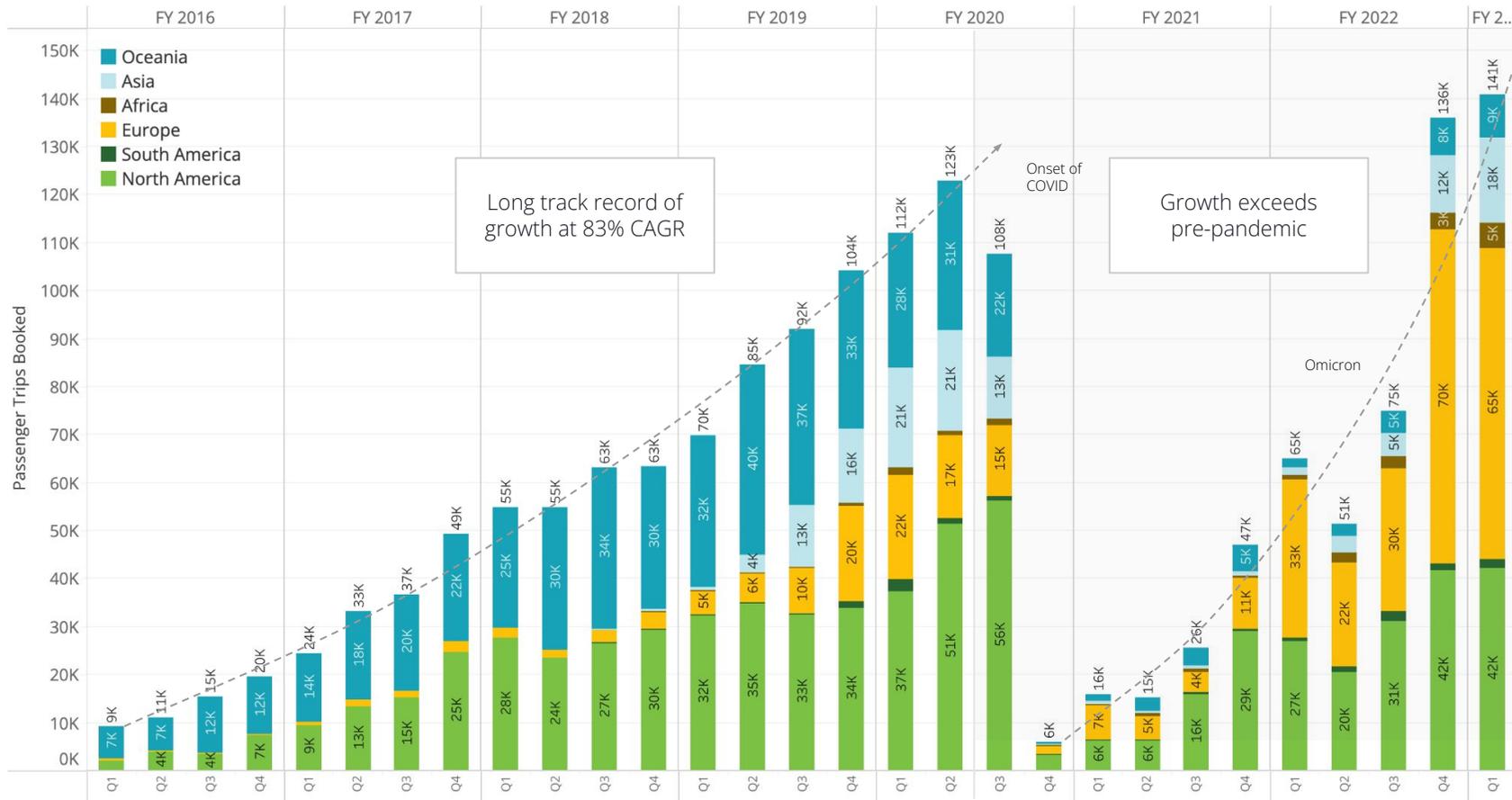


The world's leading travel brands and ride-service brands use Jayride



TRIPS GROWTH ACCELERATING

Fastest trips growth rate, above pre-pandemic levels, with growth continuing into FY23.

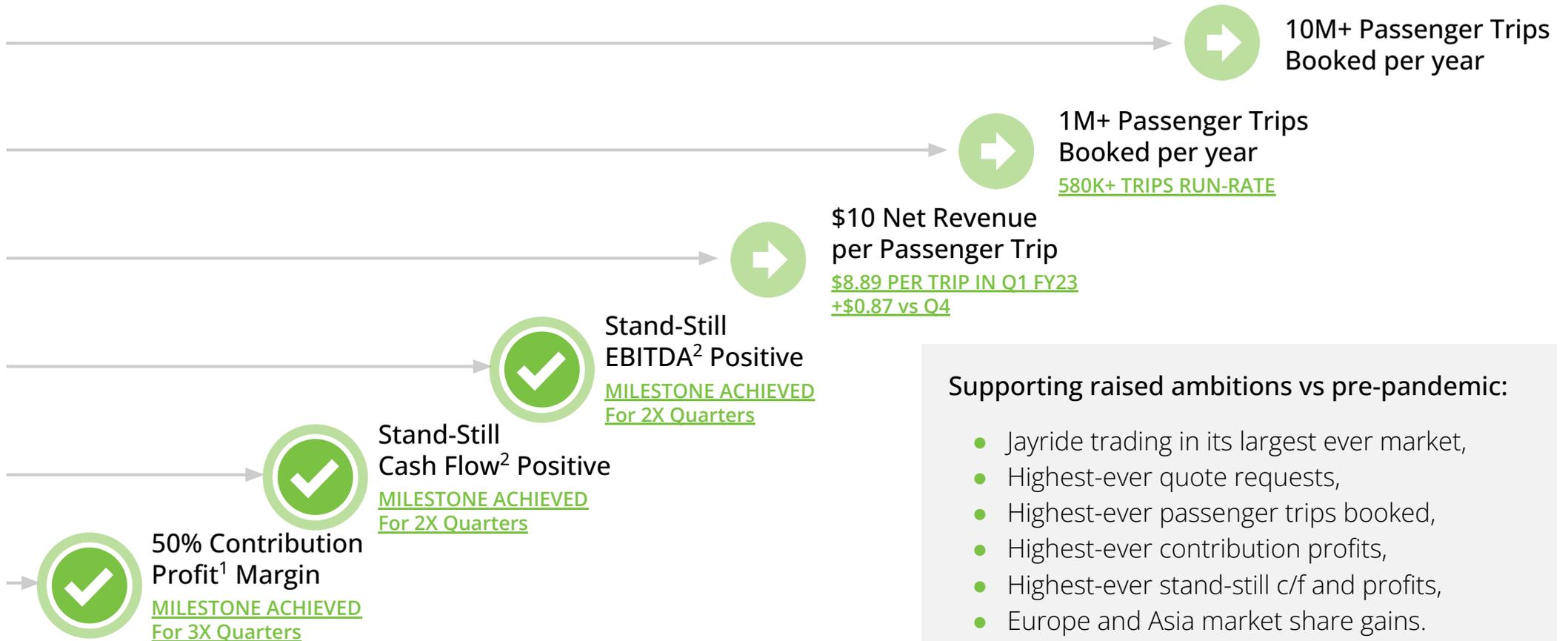


- Trips exceed pre-pandemic levels – **outperforming travel recovery** with market share gains – growth set to continue,
- Europe destinations expanded to multiple of pre-pandemic levels, **Asian destinations already exceeding pre-pandemic**,
- **Major tailwinds** – international tourist arrival growth continuing, destinations reopening to international travellers right now,
- Growth towards 250K trips per quarter at **\$10 net revenue each** makes Jayride c/f +ve.



MAJOR MILESTONES BEING DELIVERED

Jayride is achieving major milestones including stand-still EBITDA positive, towards millions of trips booked per year.



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

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

4 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.



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

- ✓ 600K trips/year run-rate @ \$9.20/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

INVESTMENT PROPOSITION

Jayride is a growth company with a proven record at building profitable revenue in a huge and growing global market.

A Global Leader

- Jayride is a global leader in rides for travellers as part of the global online travel industry
- More ride service companies, and more traveller reviews than any other website. NPS of 56
- Travel brands choose Jayride to turn-key a global ride service offer

B2C and B2B Business

- Building the traveller's trusted transfers brand at Jayride.com
- Mobile website for travellers to book rides around the world
- Delivering a turn-key solution for travel brands to add airport transfers and make every travel experience truly "door-to-door"

A Key Strategic Asset

- The leading catalog of ride service suppliers for the global travel industry, this asset has strategic value to the world's largest travel brands
- Through building unbeatable dominance in supply, Jayride has built a defensible and strategic travel technology asset

Clear strategy



Retain travellers with world-leading door-to-door travel experience and service



Convert travellers to book with the best selection that simply works, everywhere



Acquire travellers and share through travel brand partnerships and organic search



As the travel recovery continues, Jayride's existing travellers return in existing destinations



Opportunity to capture market share in a distressed competitive landscape



An accelerating trend to online booking. Travellers can build their confidence online



**FOR MORE
INFORMATION**

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