


26 November 2014

**Chief Executive Officer's Presentation  
Annual General Meeting – 26 November 2014**

Attached is a copy of the Chief Executive Officer's presentation to be delivered today at the Annual General Meeting of Cabcharge Australia Limited at the InterContinental Hotel, Sydney.

A handwritten signature in black ink, appearing to read "A. Lucchese".

Adrian Lucchese  
Company Secretary



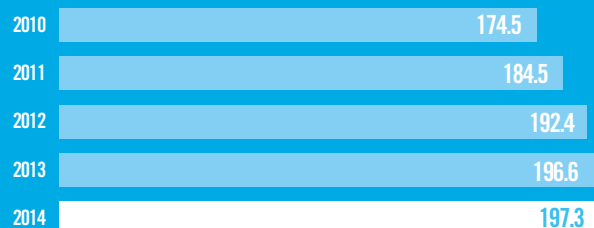
**ANDREW SKELTON**  
**CHIEF EXECUTIVE OFFICER**

**ON THE MOVE**

An abstract graphic consisting of several thin, light blue curved lines that radiate from a central point on the right side of the page, extending towards the left and top.

# FY14 FINANCIAL OVERVIEW

REVENUE (\$m)



NORMALISED PROFIT AFTER TAX (\$m)



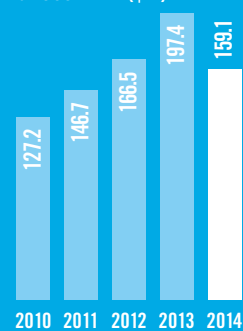
NET PROFIT AFTER TAX

**\$56.1m**

DIVIDEND (FULL YEAR FULLY FRANKED) PER SHARE

**25c**

GROSS DEBT (\$m)



<sup>^</sup> Before non-recurring items:  
– Impairment charges in FY12, FY13 and FY14  
– ACCC settlement in FY11

# TAXI NETWORKS

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# FLEET STATISTICS

TOTAL FLEET SIZE OF CABCHARGE OPERATED NETWORKS

6,650  
END OF FY14

6,959  
CURRENT

SOUTH AUSTRALIA

299 / 297  
END OF FY14      CURRENT

NEW SOUTH WALES

4,104 / 4,158  
END OF FY14      CURRENT

VICTORIA

2,247 / 2,504  
END OF FY14      CURRENT

# BUREAU SERVICES

MILDURA TAXIS ASSOCIATED: 2014



ZERO200



CABXPRESS: 2011



GREATER SHEPPARTON TAXIS: 2014



MELTON BACCHUS MARSH TAXIS: 2014



YARRA VALLEY TAXIS: 2012



BELLARINE PENINSULA TAXIS: 2014



EMERALD TAXIS: 2012



COASTAL TAXIS: 2013



WARRNAMBOOL: 2013



PHILLIP ISLAND TAXIS: 2013



MORWELL TAXIS: 2012



# APPS

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# TECHNOLOGY

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**PARTNERS:**





# FY14 TECHNOLOGY

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PAYMENT TERMINALS

21,553

TRANSACTIONS PROCESSED

40m

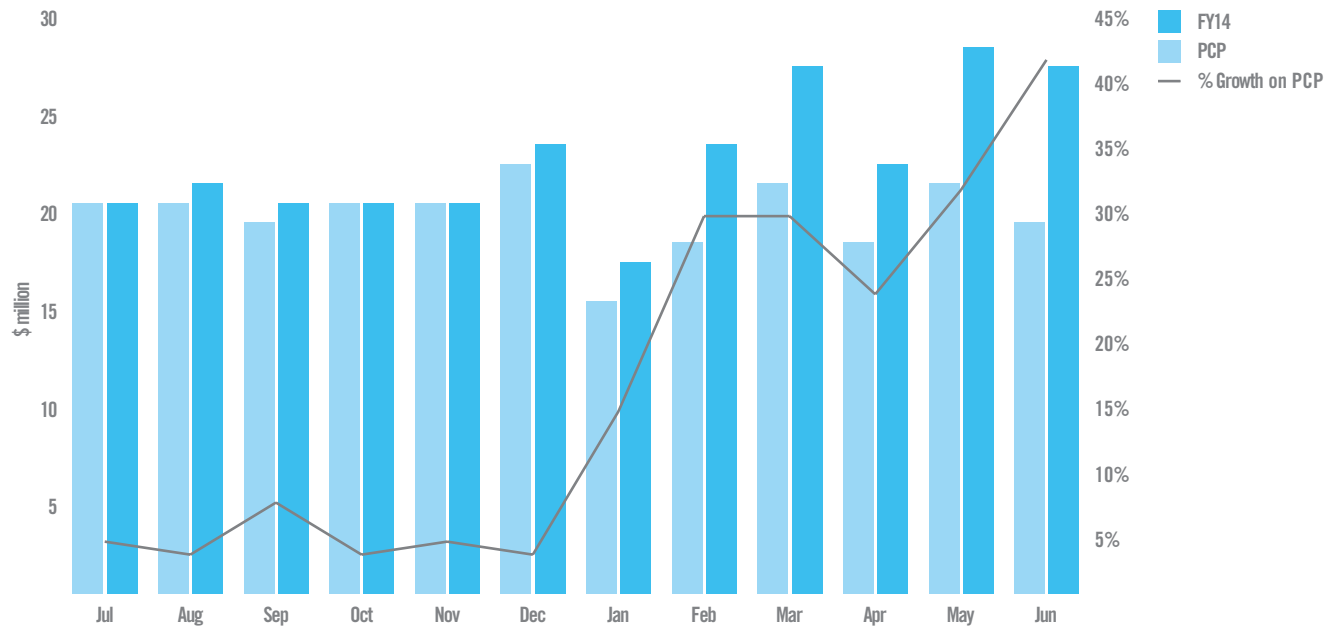
TURNOVER

\$1.1b

CONTACTLESS TRANSACTIONS

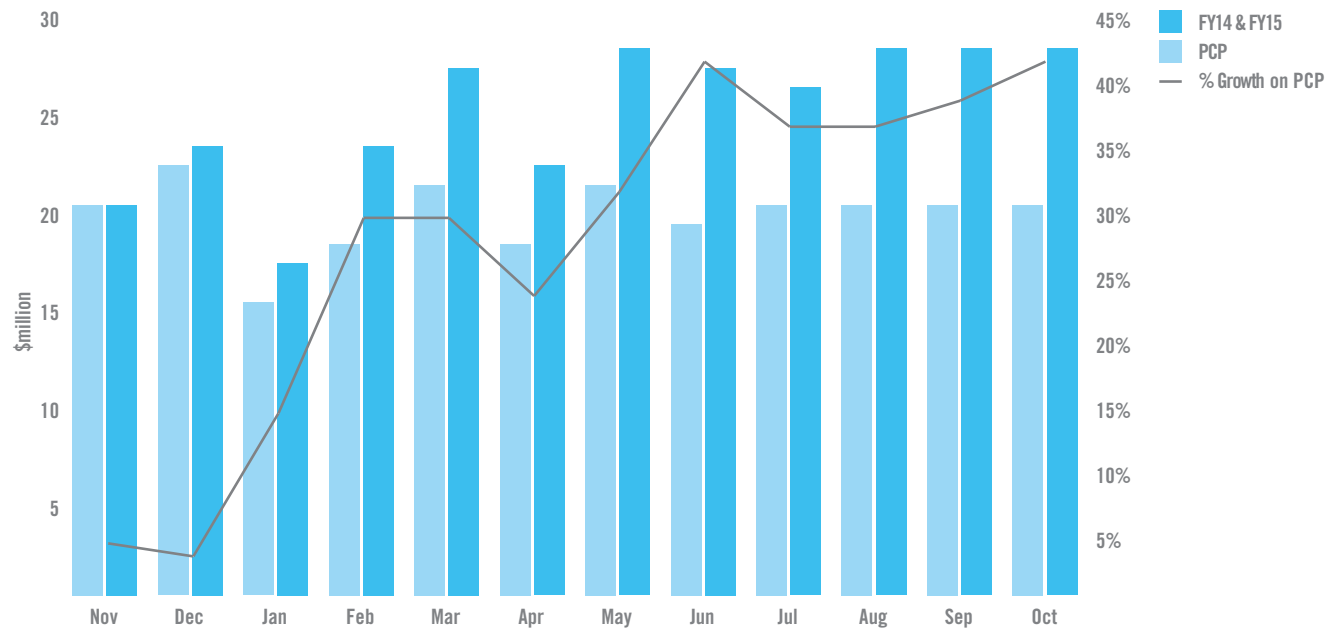
50%+

# VICTORIA



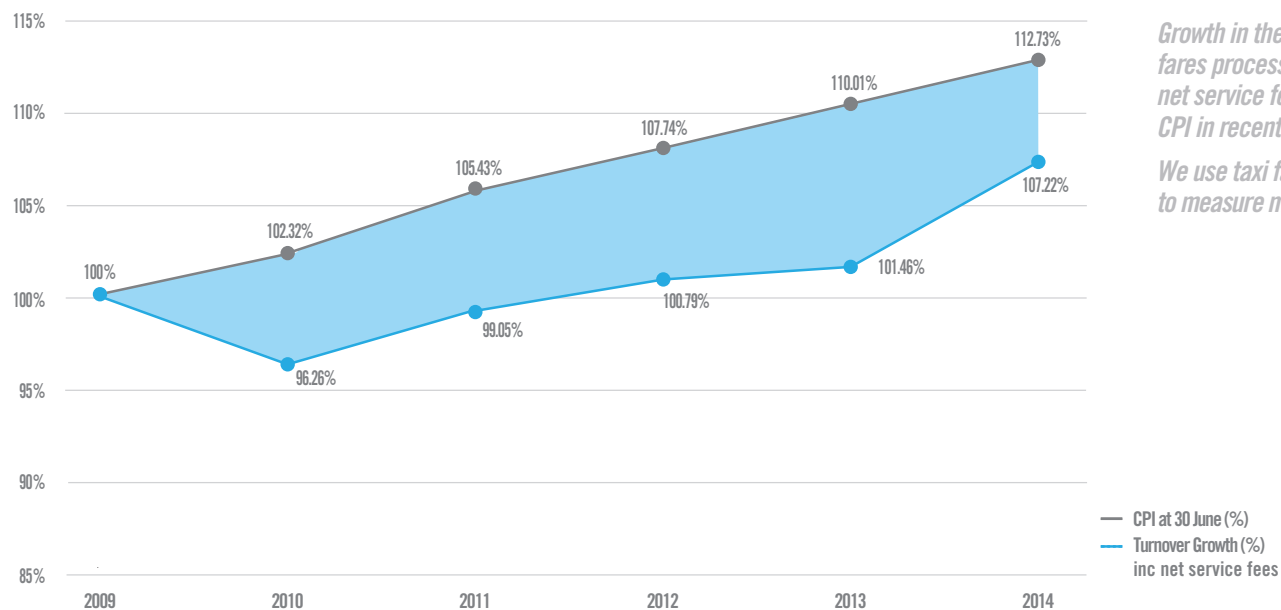
*Turnover through Cabcharge terminals in Victoria increased by approximately \$30m or 31% during the first 5 months from commencement of the service fee cap (Feb 14 – Jun 14).*

# VICTORIA



*The combination of increased turnover and the cap on service fee has resulted in taxi service fee income lowering by approximately \$7m in Victoria during the 9 months from commencement (Feb 14 – Oct 14).*

# OUR BUSINESS vs CPI



*Growth in the value of taxi fares processed including net service fees has trailed CPI in recent years.*

*We use taxi fares processed to measure market share.*

# FAREWAYplus

## Benefits and Opportunities

Fully Integrated Passenger experience from booking to payment.  
Transparency. Fares, itemised Extras, tolls and trip routing.

Platform for new Taxi applications for passengers and drivers.  
All bases covered for new forms of payment – NFC, Bluetooth.



68

JUN 2013

1244

JUN 2014

2433

NOV 2014

# PARTNERSHIP *with ComfortDelGro*



## COMFORTDELGRO CABCHARGE



# *PARTNERSHIP* with ComfortDelGro



TOTAL BUS FLEET AT SEPTEMBER 2014

**1,599**

QUARTER ENDED 30 SEP 2014  
OPERATING PROFIT DOWN

**35%**

CDC BALLARAT

CDC GEELONG

WERRIBEE (WESTRANS)

KATOOMBA DEPOT

VALLEY HEIGHTS DEPOT

EMU PLAINS DEPOT

SINGLETON DEPOT

QUEANBEYAN

ALTONA (WESTRANS)

SUNSHINE (WESTRANS)

OAKLEIGH (EASTRANS)

THORNTON DEPOT

EDGEWORTH DEPOT

TORONTO DEPOT

MORISSET DEPOT

HILLSBUS DURAL

HILLSBUS NORTHMEAD

HILLSBUS FOUNDRY RD

HILLSBUS SEVEN HILLS

○ Finalisation of acquisition  
subject to conditions precedent

# CONTRACTS AND AREAS



OUTER METRO REGION 2  
HUNTER VALLEY BUSES  
**2017**  
1 YEAR OPTION

BLUE MOUNTAINS  
**2017**

OUTER METRO REGION 4  
HUNTER VALLEY BUSES  
**2017**  
1 YEAR OPTION

METROPOLITAN REGION 4  
HILLSBUS  
**2019**  
3 YEAR OPTION

QUEANBEYAN  
QCITY TRANSIT AND  
TRANSBORDER XPRESS  
**2015**

CDC BALLARAT  
**2018**  
3 YEAR OPTION

CDC MELBOURNE  
**2015**  
3 YEAR OPTION

CDC GEELONG  
**2018**  
3 YEAR OPTION

○ Finalisation of acquisition  
subject to conditions precedent



# ***PARTNERSHIP*** with *ComfortDelGro – UK*



**ComCab**



**westbus**



**COMFORTEXECUTIVE**



**COMFORTCARS**

**CityFleet**

**DataCab**

# ***PARTNERSHIP*** with ComfortDelGro – UK



QUARTER ENDED 30 SEP 2014  
OPERATING PROFIT UP

# 15%

ComCab Taxis  
Comfort Executive Private Hire  
ComfortCars Private Hire  
Westbus Coaches Charter

ABERDEEN



EDINBURGH



TOTAL TAXI / HIRE CAR FLEET

# 2,970

TOTAL COACH FLEET

# 37

LIVERPOOL



BIRMINGHAM



LONDON



# STRATEGIC TASKS

**INTEGRATING NETWORKS**



**COMMITTING TO A KEY BRAND**



**LINKING BOOKINGS AND PAYMENTS**

**SUPPORTING OUR MERCHANT PARTNERS**

**LOOKING AFTER OUR CUSTOMERS**



## **OPERATORS**

Source a vehicle and a taxi licence and choose a Taxi Network to affiliate with

## **DRIVERS**

Taxi Drivers drive taxis either as an owner/operator or typically by taking a taxi on bailment from a Taxi Operator

## **PASSENGERS**

Use taxis for transport, predominantly of people but in some cases of parcels

# Disclaimer

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The material contained in this document is a presentation of general information about the Cabcharge Group's activities current as at the date of this presentation. It is provided in summary and does not purport to be complete. You should not rely upon it as advice for investment purposes as it does not take into account your investment objectives, financial position or needs. These factors should be considered, with or without professional advice, when deciding if an investment is appropriate.

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