



ASX Announcement
25th July 2018

Quarterly Business Review

Period Ending 30th June 2018

Jayride Group Limited (ASX:JAY) (“**Jayride**” or the “**Company**”) the e-commerce marketplace that allows travellers to compare and book airport transfers from 2,000+ transport companies, is pleased to report its activity highlights for the Q4 FY18 period ending 30th June 2018 along with Appendix 4C.

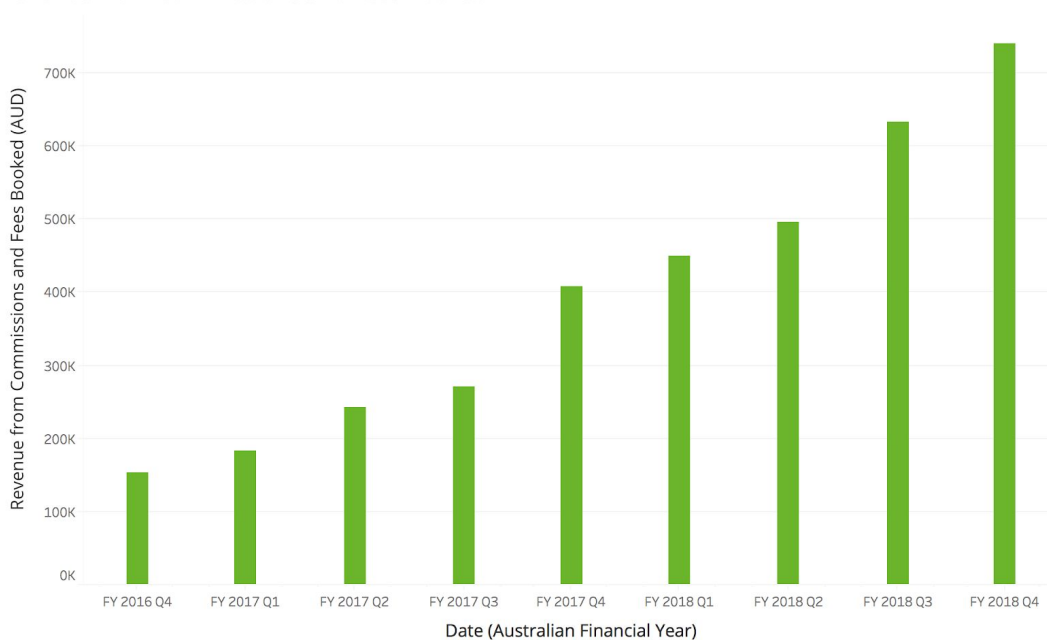
Jayride is pleased to report that at 30th June 2018 the Company held AUD\$3,560,000 in total cash, with net cash used for operating activities in Q4 FY18 of just AUD\$895,000.

Activity highlights

Revenue growth highlights

Revenues from Commissions and Booking Fees Booked, Jayride’s key performance metric, grew to AUD\$740,000 in Q4 FY18; which is growth of 17% over the previous quarter Q3 FY18. Jayride’s revenue has increased by 64% since IPO.

Revenue from Commissions and Fees Booked





International expansion highlights

The company launched its new international expansion strategy with highlights as follow:

- New transport technology platform launched,
- Transport company earnings surpass AUD\$10m milestone,
- 19 new countries enter pilot phase,
- The first pilots to officially launch will be announced this quarter, Q1 FY19.

Financial highlights

- Revenues from commissions and fees booked increases to AUD\$740,000, an improvement of 17% over the previous quarter,
- Net cash used for operating activities reduces to AUD\$895,000, an improvement of 35% over the previous quarter,
- Tax incentives and grants received to a total of AUD\$391,000,

Growth activity details

Jayride is scaling internationally and continues to focus on growth in commissions through new market capture, deploying its transport booking platform internationally.



Today, Jayride offers transport at 500 airports, which transit 27% of the world's 7.7 billion annual airport passenger trips. Jayride's market capture strategy will see the company increase its market access by launching new airports around the world.



New transport platform launched

Jayride has launched its new international transport technology platform.

Using the new transport platform, Jayride is able to add new transport companies for travellers to compare and book anywhere around the world.

“Our partners and travellers are unanimous: They want Jayride in new countries. We’re very excited now to be able to deliver the service they’ve been asking for,” said Rod Bishop, Managing Director of Jayride.

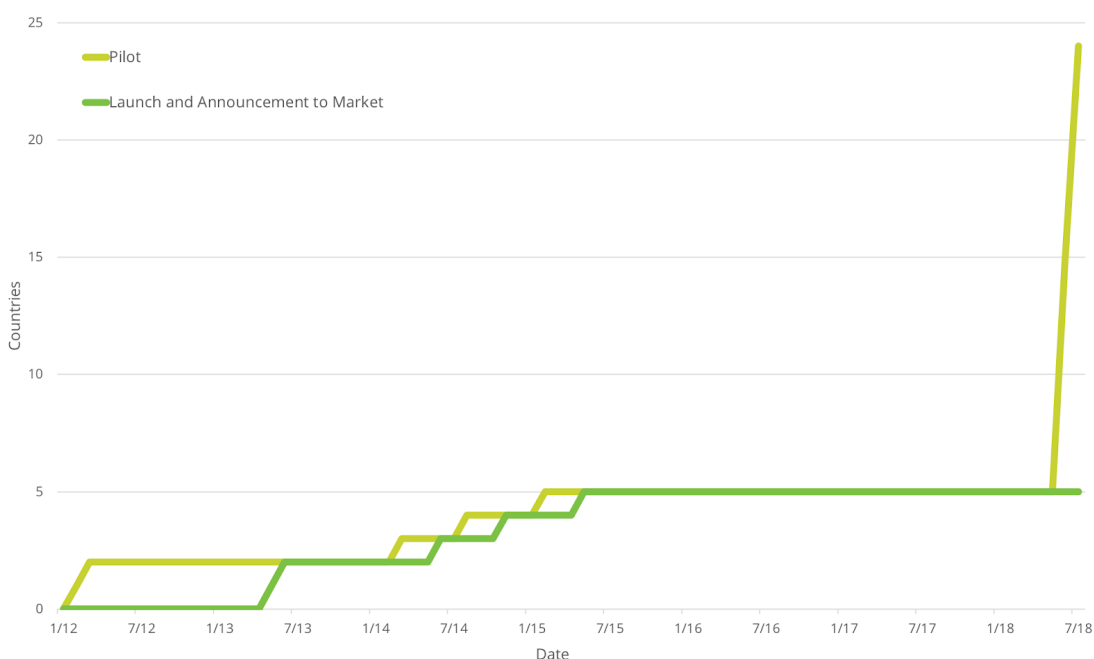
New countries enter pilot phase

Initial use of the platform sees Jayride conduct pilots which trial the solution with travellers to book transport in new countries around the world.

At present these pilots are being conducted in 19 unique countries simultaneously. For context, in the previous six years of operation, Jayride was able to launch in 5 countries total, and to launch only one at a time.

This is a significant increase in scale of Jayride market access, as shown below.

Countries where you can book and travel with Jayride





Transport companies earnings milestone

Transport company earnings from the Jayride platform have now exceeded AUD\$10m.

Transport company earnings – the money paid by Jayride to transport companies – is a key internal metric at Jayride. The more transport companies earn, the more they engage and contribute to the Jayride system.

It took Jayride 66 months (from January 2012 to July 2017) to generate AUD\$5m in total earnings for transport companies, and only 11 months to generate the next AUD\$5m.

“\$10 million in cumulative earnings for transport companies is an important milestone,” said Rod Bishop, Managing Director of Jayride Group. “Transport company earnings are directly correlated with the growth of the Jayride business.”

Cashflow highlights

The attached Appendix 4C covers cashflow for Q4 FY18.

Jayride net cash towards operating activities improved significantly to AUD\$895,000 for the quarter, that is an improvement of AUD\$486,000 (35%) over the previous quarter, and ahead of target.

Jayride’s net cash used for operating activities is improving as a result of:

- Increasing revenues;
- Improving unit economics, especially return on advertising and marketing;
- Research and Development Tax Incentive and Export Market Development Grant.

During Q4 FY18 quarter, the Company received its FY17 Research and Development Tax Incentive and Export Market Development Grant, to a total of AUD\$391,000 (comprised of AUD\$361,000 and AUD\$30,000 respectively).

The Company expects to be eligible for both the Incentive and Grant again for FY18, and for the total amount received to be greater than in previous periods.

Significant measures

Cash receipts during Q4 FY18 totalled AUD\$835,000, that is an improvement of AUD\$293,000 (54%) over the previous period.



Cash payments towards operating activities during Q4 FY18 totalled AUD\$2,136,000, inline with the forecast in the previous quarter's Appendix 4C of AUD\$2,116,000.

The Company is pleased to report that at 30th June 2018 the Company held AUD\$3,560,000 in total cash.

Cash receipts method detail

Cash receipts from customers is the net amount as follows:

- Cash received from retail fares booked, usually received at the booking date;
- Less cash refunded for retail fares refunded, usually paid at the refund date;
- Less cash payments to transport companies, usually paid after the travel date.

Cash receipts from customers therefore differ from revenue due to the timing of the cash movements. Cash receipts timing has seasonal effects, for example, during quarters where larger volumes of advanced booking coincide with smaller volumes of travel.

Advanced bookings detail

Of the AUD\$3,560,000 cash held at 30th June 2018, AUD\$498,000 is cash held on behalf of transport companies for bookings that have yet to travel at 30th June 2018.

Forward outlook

The Company remains focussed on profitable growth in commissions booked and passengers travelled while optimising unit economics.

Growth in commissions over the next quarters will be driven by the Company's international expansion for new market capture.

Further improvement to booking profitability will be driven by enhancements to the Company's booking products and optimisation of return on advertising spend.

The Company is well positioned to achieve these growth objectives by deploying the funds raised in the Pre-IPO and IPO investment rounds, booking profits, Research and Development tax incentives, and other sources of capital.



During Q1 FY19

During Q1 FY19, the Company intends to deploy funds in the following areas:

- **New international rollouts** – The launch of new international countries allowing passengers to book and travel with transport companies.
- **Improvements to traveller acquisition** – Continued optimisation of the Company's B2C websites, especially in favour of improved session values, conversion rates, and organic traffic.

During Q1 FY19 payments for research and development, and for operational costs related to international growth in transport, will increase to support these objectives.

For clarity, the Research and Development Tax Incentive received this quarter was for the FY17 period. The Company expects to be eligible again for the FY18 period ended June.

Looking ahead, the Company expects that the FY18 claim amount should be significantly in excess of the prior period's AUD\$361,000 claim, as a result of increased eligible Research and Development expenditure following the Company's Pre-IPO.

For more information please contact

Rod Bishop

Managing Director

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About Jayride Group Limited

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 the US, UK, Ireland, Australia, and New Zealand.

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

Forward-looking statements

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.

Appendix 4C

Quarterly report for entities subject to Listing Rule 4.7B

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10, 01/09/16

Name of entity

Jayride Group Limited

ABN

49 155 285 528

Quarter ended ("current quarter")

30 June 2018

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (12 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers (1)	835	1,956
1.2 Payments for		
(a) research and development	(241)	(873)
(b) product and manufacturing	-	-
(c) advertising and marketing	(338)	(1,392)
(d) leased assets	-	-
(e) staff costs	(860)	(2,716)
(f) administration and corporate costs	(697)	(2,292)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	15	39
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	391	431
1.8 Other (provide details if material)		
1.9 Net cash from / (used in) operating activities	(895)	(4,847)

Notes

1.2 (a) Research and development is the proportion of engineering cost recognised as an intangible asset on the balance sheet. Each period, Jayride may be eligible for a research and development tax incentive; for that purpose, the eligible amount that may be claimed for the R&D tax incentive also includes other non-capitalised expenses.

2. Cash flows from investing activities		
2.1 Payments to acquire:		
(a) property, plant and equipment	(3)	(192)
(b) businesses (see item 10)	-	-
(c) investments	-	-
(d) intellectual property	-	-
(e) other non-current assets	-	-
2.2 Proceeds from disposal of:		
(a) property, plant and equipment	-	-
(b) businesses (see item 10)	-	-
(c) investments	-	-
(d) intellectual property	-	-
(e) other non-current assets	-	-
2.3 Cash flows from loans to other entities	-	-
2.4 Dividends received (see note 3)	-	-
2.5 Other	-	(286)
2.6 Net cash from / (used in) investing activities	(3)	(478)

Notes

2.5 Other Movements for the Year to Date is the net movement of bank guarantees related to all office space across the period.

Quarterly report for entities subject to Listing Rule 4.7B

3.	Cash flows from financing activities		
3.1	Proceeds from issues of shares	(0)	8,700
3.2	Proceeds from issue of convertible notes	-	-
3.3	Proceeds from exercise of share options	-	-
3.4	Transaction costs related to issues of shares, convertible notes or options	(50)	(560)
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	-	-
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
3.10	Net cash from / (used in) financing activities	(50)	8,140

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of quarter/year to date	4,511	767
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(895)	(4,847)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(3)	(478)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(50)	8,140
4.5	Effect of movement in exchange rates on cash held	(3)	(22)
4.6	Cash and cash equivalents at end of quarter	3,560	3,560

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	2,155	1,756
5.2	Call deposits	1,405	2,755
5.3	Bank overdrafts	-	-
5.4	Other (bank guarantee)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	3,560	4,511

Notes

5.2 The company continues to hold funds in a 90 day interest bearing term deposit account.

6.	Payments to directors of the entity and their associates	Current quarter \$A'000
6.1	Aggregate amount of payments to these parties included in item 1.2	130
6.2	Aggregate amount of cash flow from loans to these parties included in item 2.3	-

6.1 Director fees, including managing director fees.

7.	Payments to related entities of the entity and their associates	Current quarter \$A'000
7.1	Aggregate amount of payments to these parties included in item 1.2	-
7.2	Aggregate amount of cash flow from loans to these parties included in item 2.3	-

8.	Financing facilities available Add notes as necessary for an understanding of the position	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
8.1	Loan facilities	-	-
8.2	Credit standby arrangements	-	-
8.3	Other (please specify)	-	-

9. Estimated cash outflows for next quarter	\$A'000
9.1 (a) research and development	(361)
9.2 (b) product and manufacturing	-
9.3 (c) advertising and marketing	(355)
9.4 (d) leased assets	-
9.5 (e) staff costs	(958)
9.6 (f) administration and corporate costs	(669)
9.7 Other (provide details if material)	-
9.8 Total estimated cash outflows	(2,343)

10. Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)	Acquisitions	Disposals
10.1 Name of entity	-	-
10.2 Place of incorporation or registration	-	-
10.3 Consideration for acquisition or disposal	-	-
10.4 Total net assets	-	-
10.5 Nature of business	-	-

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Sign here:

Date:

(Director/Company secretary)

Print name:

Notes

- 1 The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity that wishes to disclose additional information is encouraged to do so, in a note or notes included in or attached to this report.
- 2 If this quarterly report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, AASB 107: Statement of Cash Flows apply to this report. If this quarterly report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
- 3 Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.