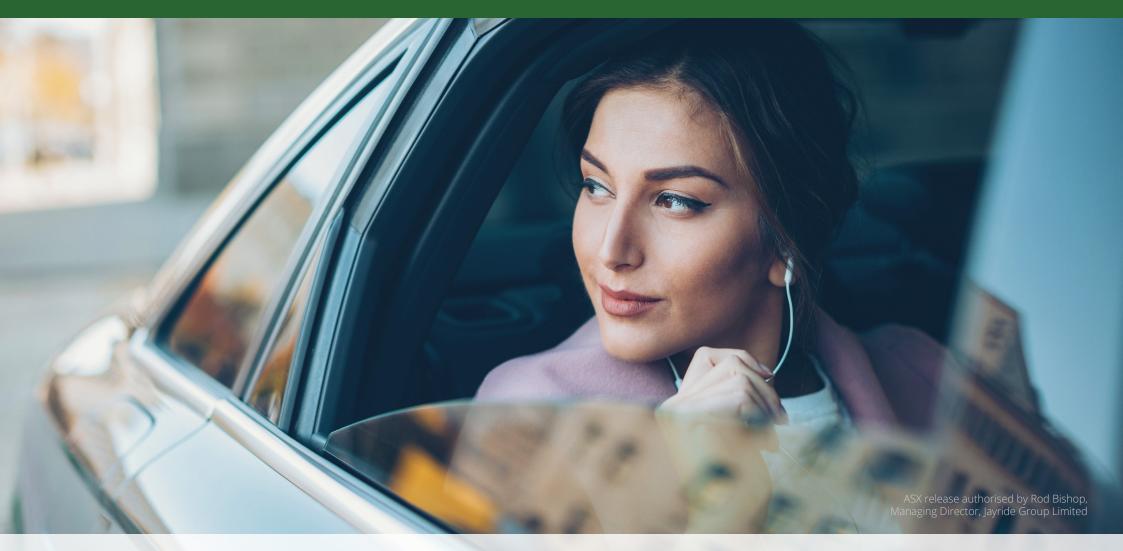


FY20 RESULTS PRESENTATION

Rod Bishop, Managing Director Peter McWilliam, Chief Financial Officer 27th August 2020



The world-leading global airport transfers marketplace

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

MESSAGE FROM THE MANAGING DIRECTOR





Today we deliver our FY20 result which shows the impact of COVID-19, and how we are positioned to rebound from it across FY21 and beyond.

Trading until March showed accelerating growth of up to +65% PCP and improving unit economics as Jayride began to build scale across its new global foundation in 109 countries.

Then at the onset of COVID-19, trips fell by 94%. We responded proactively to implement \$7 million of cost savings, in a way that retained key talent to continue to build our core IP for future scale. Also, we took deliberate action to take care of travellers and transport company payments, to strengthen our relationships, our market position, and our future earnings power.

Early signs of recovery continue since April, in particular July trips are up 111% vs June.

In our recovery, we are targeting Northern Hemisphere travellers and destinations – we are not limited to Australian outbound travellers – and now 90% of our trips are from outside Australia.

Overall for FY20 our result shows improvement despite COVID-19, driven by the enhancements to our platform. Revenue is stable, and contribution from trips turned positive for our first full financial year.

We expect continued improvement to go forward, and to retain our new lower non-variable cost base.

IATA.org forecasts 6.8bn trips to and from airports in 2021, an increase from today. We find our competitive position enhanced. And, we see both travellers and travel brand partners wanting our help to get a high duty-of-care, health-secure, door-to-door travel experience that rebuilds their traveller confidence.

Jayride has invested over \$21 million in technology and systems, in our team and talent, and in our relationships with our travellers and ride service companies. This solid foundation positions us to benefit from tailwinds as the travel industry continues to recover from the crisis.





WHO IS JAYRIDE?

Jayride is a world-leading global travel marketplace for airport transfers

Highlights

- Travellers compare and book rides on Jayride.com
- B2C and B2B marketplace
- Travel brands use Jayride API to sell global airport transfers
- 26 quarters of revenue growth until COVID-19 growth resuming
- Well positioned to capture growth tailwinds in 2021



Key Statistics



109 countries & 1,600 airports



3,700 ride-service companies



\$21M invested in technology



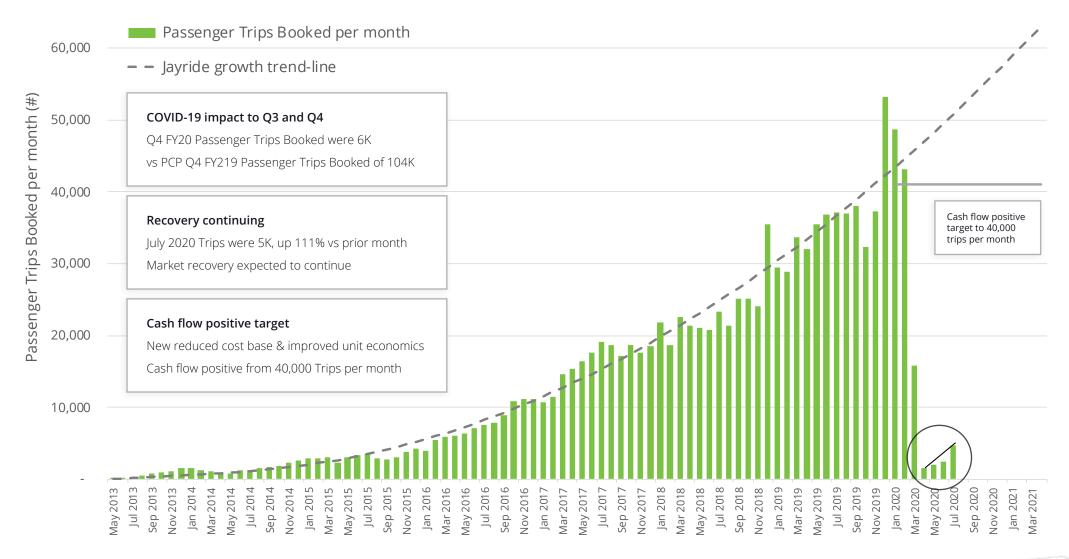
\$13.5M FY20 Total Transaction Value

Empowering the world's leading travel and ride-service brands FLIGHT CENTRE The Airfare Experts Expedia* HolidayTaxis.com RemeQuio Cabify



COVID-19 IMPACT PASSENGER TRIPS

COVID-19 impacted trips in Q4, down 94% year-on-year. Recovery commenced in April 2020 and has continued: July 2020 is +111% vs June.





COVID-19 DECISIVE RESPONSE

Through COVID-19 Jayride made decisions to preserve relationships, retain talent, enhance competitive position and increase future earnings power.

Initial impacts



Cancellation and refund event at COVID-19 onset

Jayride took an intentional approach to protect travellers and transport companies with refunds and payment, so as to enhance future earnings power and strengthen competitive position.



Reset costs for lower travel volume - savings retained

Jayride implemented \$7M of total savings: Variable costs reduced by \$4M, and non-variable costs by \$3M. Cash burn decreased despite lower trip volume. Key talent retained to build core IP for future growth and scale.

Impacts since March



Recovery commenced in April and continuing

Net revenues bottom in March, Passenger Trips booked bottom in April, initial recovery since April.



Return to positive contribution margin in June

Positive contribution margin and free cash flows from June due to normalising refund rates and reduced variable costs.



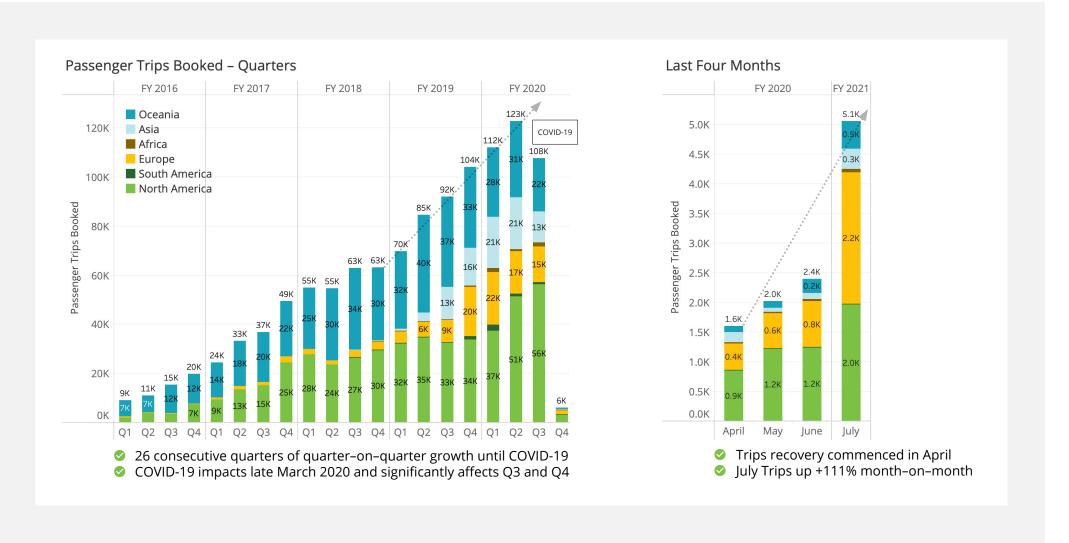
Northern Hemisphere drives recovery

90% of Jayride Passenger Trips are now booked and travel from outside of Australia. Key focus on Europe and North American markets.



NORTHERN HEMISPHERE DRIVES RECOVERY

Jayride Trips now 90%+ outside Australia. Demand for trips in Jayride's US and EU destinations delivers initial recovery.





JAYRIDE'S SOURCE MARKETS ARE GLOBAL

Northern Hemisphere markets are more open than Australia. In July, Australia represents only 8% of Jayride travellers.



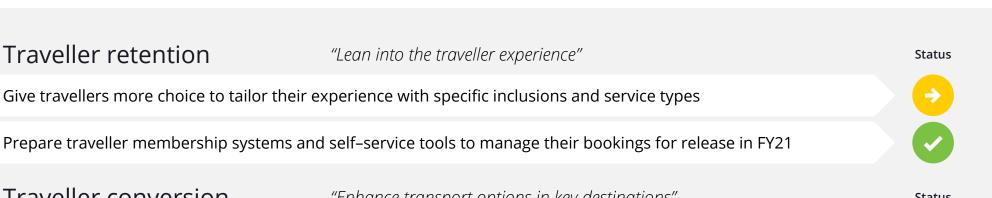


2H FY20 STRATEGIC PRIORITIES DELIVERED

Traveller retention

Continuing to execute on key strategies through volatile markets: Traveller retention, conversion and acquisition.

Complete / On Track



Prepare traveller membership systems and self-service tools to manage their bookings for release in FY21 Traveller conversion "Enhance transport options in key destinations" **Status** Targeted transport contracting across Europe and Asia to improve conversion Improvements to traveller booking websites, especially on mobile (delivered ahead of schedule) Traveller acquisition "Grow travel partners and organic search" Status Launch new travel partners and grow existing partner accounts Continuous improvement to organic search (delivered reduced scope)

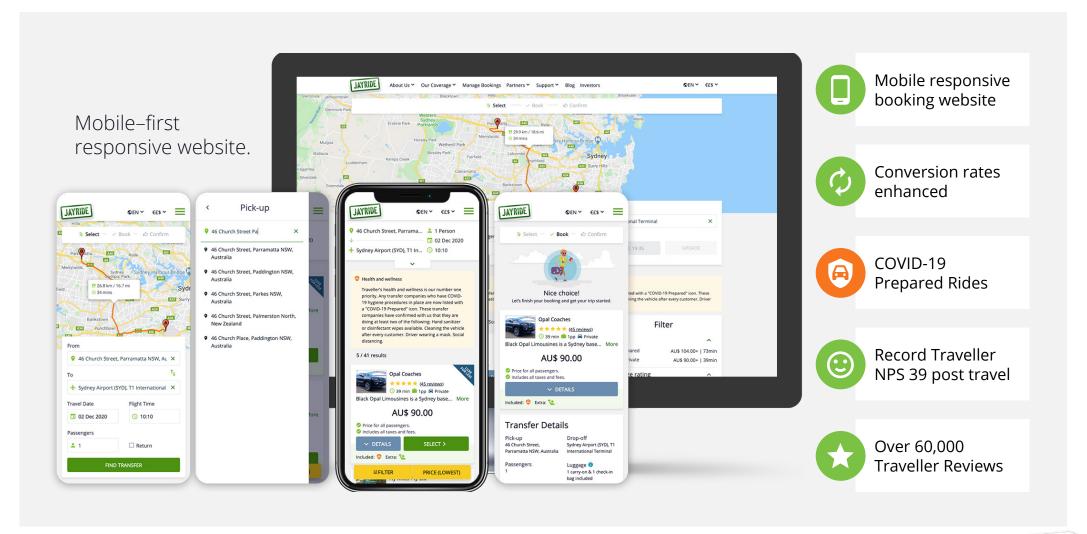
"Lean into the traveller experience"



Deferred to 1H FY21

MAJOR IMPROVEMENTS TO MOBILE WEBSITE

Continuing to improve traveller experience and conversion rates with new mobile booking website and COVID-19–Prepared Rides.







INCOME STATEMENT FY20

Positioned to capitalise on emerging recovery.

1H improved contribution margin, 2H saved costs. Operating Loss improved +33%.

	Income State	ement Sum	nmary			
	2H FY20 AUD(000's)	1H FY20 AUD(000's)	Movement %	FY20 AUD(000's)	FY19 AUD(000's)	Movemen
Net Revenue from Passenger Trips Booked	871	2,365		3,236	3,281	
Interest Revenue	16			16	9	
Other Income and Grants	570	40		610	532	
Total Revenue	1,456	2,406	-39%	3,862	3,822	+1%
Marketing and variable costs						
Cost of customer acquisition	(525)	(1,097)		(1,622)	(2,241)	
Variable operational costs	(562)	(1,018)		(1,580)	(1,303)	
Total marketing and variable costs	(1,087)	(2,115)	-49%	(3,202)	(3,544)	-10%
GPAPA Margin (excl Other Income and Grants)	40%	54%		50%	32%	
Contribution Margin (excl Other Income and Grants)	-25%	11%		1%	-8%	
Non-variable cash costs						
Non-variable operating costs	(794)	(1,091)		(1,885)	(1,874)	
Corporate costs	(281)	(372)		(653)	(812)	
Growth costs (excl capitalised development costs)	(655)	(962)		(1,617)	(3,078)	
Depreciation of leases	(294)	(286)		(580)	-	
Total non-variable cash costs	(2,024)	(2,711)	-25%	(4,735)	(5,764)	-18%
Operating profit before non-cash costs	(1,655)	(2,420)	+32%	(4,075)	(5,486)	+26%
Non-variable non-cash costs						
Depreciation and amortisation (excluding operating leases)	(432)	(399)		(831)	(681)	
Share-based payments	(423)	(948)		(1,371)	(1,901)	
Total non-variable non-cash costs	(855)	(1,347)	-37%	(2,202)	(2,582)	-15%
Operating profit	(2,510)	(3,767)	+33%	(6,277)	(8,068)	+22%
Non-operating costs						
Currency movements	(26)	(55)		(81)	(21)	
Finance costs	(207)	(292)		(499)	(112)	
Total non-operating costs	(233)	(347)	-33%	(1,411)	(814)	+73%
Net profit before income tax	(2,743)	(4,114)	+33%	(7,688)	(8,882)	+13%
Operating Profit Margin	-288%	-159%		-194%	-246%	

- 1H growth in Total Revenue was offset by 2H impacts of COVID-19. FY20 Gross Profit flat vs FY19
- In 2H Total Revenue was down 39% on 1H, impacted by refunds at the onset of COVID-19 and reduced travel volume
- Contribution Margin remained positive despite COVID-19, Jayride first FY with positive Contribution in a long-term growth trajectory
- \$3M of non-variable cost saved in March helps the company outlast a prolonged downturn
- Operating Loss significantly improved +33% in FY20 vs FY19
- Cash cost base at June is approximately ~\$3M per year

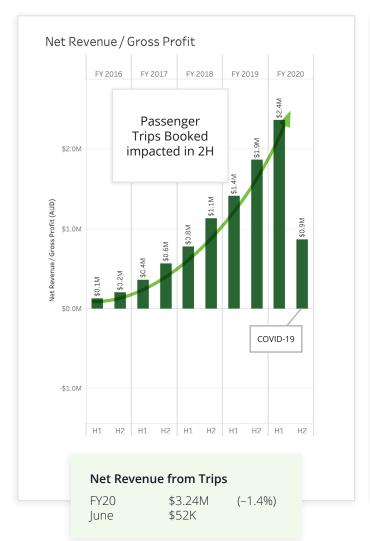
2. Contribution after Variable Operating Costs is Net Revenue minus all variable costs, including Cost of Customer Acquisition and Variable Operating Costs such as customer support.

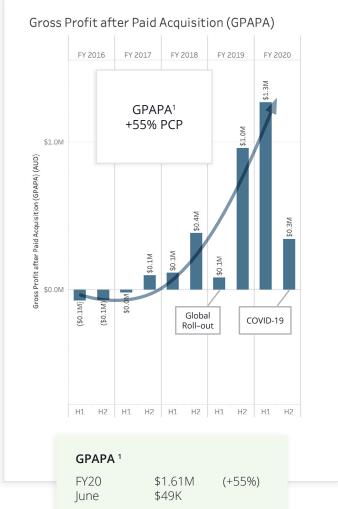


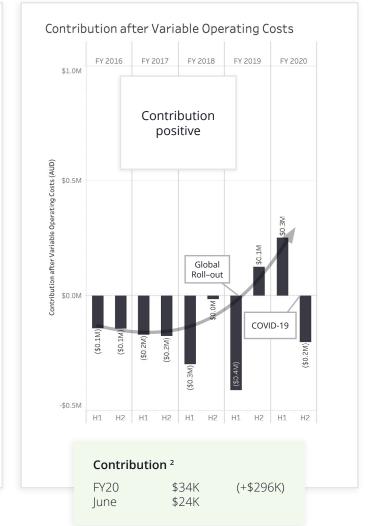
^{1.} Gross Profit after Paid Acquisition (GPAPA) is Net Revenue minus all Cost of Customer Acquisition.

FY20 UNIT ECONOMICS MAJOR IMPROVEMENT

Improvements to unit economics driven by platform enhancements deliver positive contribution in FY20







^{2.} Contribution after Variable Operating Costs is Net Revenue minus all variable costs, including Cost of Customer Acquisition and Variable Operating Costs such as customer support.



^{1.} Gross Profit after Paid Acquisition (GPAPA) is Net Revenue minus all Cost of Customer Acquisition.

FY20 PERFORMANCE DASHBOARD

Passenger Trips recovering with a reduced cost base. Operational gearing to drive margin expansion into FY21.







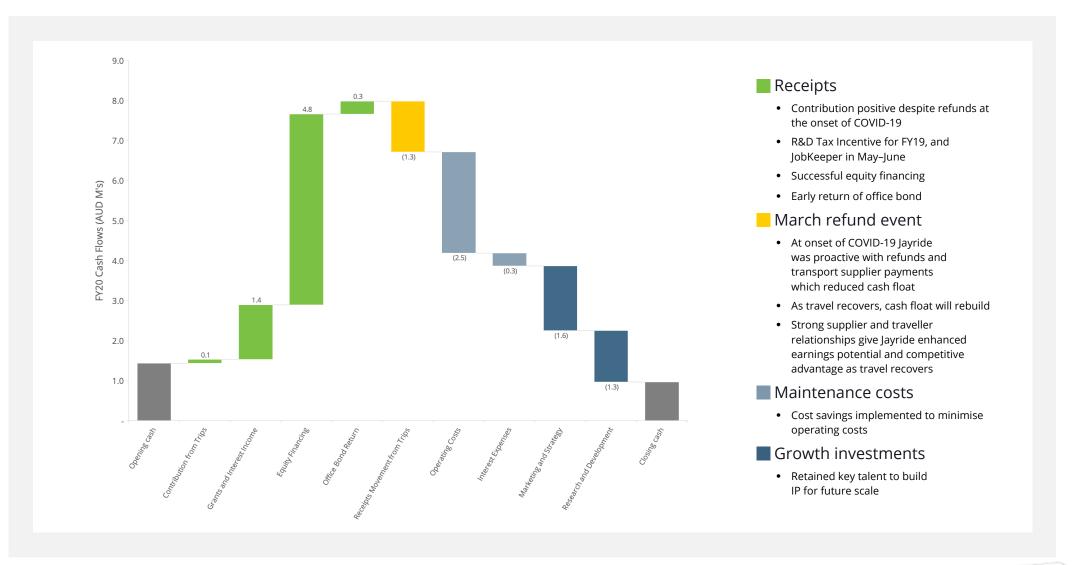






INVESTING FOR GROWTH

Jayride is at an early stage in a long-term growth trajectory – making selective investments to drive scale and higher returns.





BALANCE SHEET FY20

Funding in place to support FY21 organic growth. \$3.1M of cash, grants and insured trade receivables; plus contribution from passenger trips.

Balance S	heet Summary		
	30-Jun-2020 AU\$(000's)	30-Jun-19 AU\$(000's)	Movement AU\$(000's)
Assets			
Cash and cash equivalents	963	1,433	(470)
R&D Tax Incentive	619	959	(340)
Trade and other receivables	919	972	(53)
Total current assets	2,501	3,364	(863)
Non current assets	2,894	2,943	(49)
Total assets	5,395	6,306	(911)
Liabilities			
Trade and other payables	1,641	1,862	(221)
Future transport supplier payments	188	850	(662)
Lease liability	338	0	338
Other current liabilities	374	213	161
Total current liabilities	2,541	2,925	(384)
Non-current liabilities	1,783	1,626	157
Total liabilities	4,324	4,551	(227)
Net asset position	1,071	1,755	(684)
Equity			
Issued capital	24,317	18,361	5,956
Reserves	3,365	3,147	219
Accumulated losses	(26,611)	(19,753)	(6,858)
Total Equity	1,071	1,755	(684)

- \$1.0M of Cash at 30th June
- \$1.2M of Grants expected to be received over 1H FY21, including R&D Tax Incentive of \$620K which is lodged and expected to be received in September
- \$0.9M of Trade and Other Receivables. Amounts are overdue and remain payable. Jayride has insurance on key accounts with limits in excess of a combined \$900K
- Opportunity to increase cash reserves by drawing down on debt facilities





HUGE ADDRESSABLE GLOBAL MARKET

Jayride's market is huge, and set for recovery to 6.8B Trips in 2021. We are well placed to capture this market as recovery continues.

Airport Rides Market		CY19	CY20	CY21	Source
Total Addressable Market Passenger Trips to/from Airports Globally		9.1B Trips	4.5B Trips	6.8B Trips	IATA.org ¹
Jayride Market Access Passenger Trips in Jayride Countries		8.2B Trips	4.0B Trips	6.1B Trips	Jayride serves 90% of world airports by passenger volume ²
Jayride Demand Passenger Trips Quoted	Market Capture Strategies		Tailwind	ds to Accelerate Rebound	
	Target re-openings		Cyclical	al recovery in market	
	Launch new partners		Reduce	ed competition	
Jayride Revenue Passenger Trips	Deliver a superior traveller experience		Struct	ural trend to online	

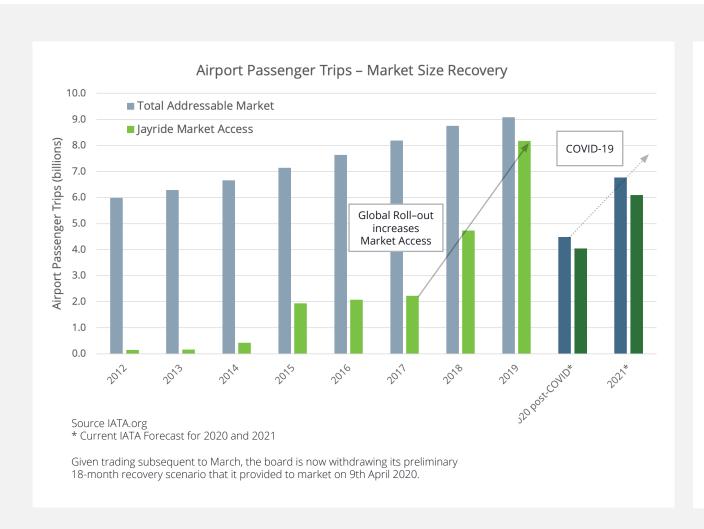


^{1.} Global airport passengers are expected to fall 55% in 2020 compared to 2019. Passenger numbers are expected to rise 62% in 2021 off the depressed 2020 base. Domestic markets are expected to open ahead of international markets. Source IATA.org.

^{2.} Jayride has launched at airports that serve 90% of the world's airport passenger trips, comprised of over 1,600 airports in 109 countries.

COVID-19 RECOVERY CYCLE

Jayride's Total Addressable Market (TAM) in 2021 expected to be 6.8 Billion Trips, Jayride trips should at least increase inline with the market.



Timeline

- 2021 COVID-19 recovery IATA.org forecasts TAM to increase 60% YoY to 6.8 billion trips. Jayride Market Access would recover to 6.1 billion trips.
- 2020 COVID-19 onset
 TAM and Market Access was impacted by COVID-19. Current 2020 forecast is 4.5 and 4.0 billion trips respectively.
- 2018 − 2019

 Jayride launched in over 100 new countries, at airports that serve 90% of world airport passenger trips.

Sensitivity Analysis¹

Assuming air travel market recovers inline with IATA.org forecast across Jayride markets in 2021: Jayride TAM 6.8 billion trips (75% of 2019) Jayride Market Access 6.1 billion trips (75% of 2019) Jayride Trips Booked should recover at least inline to market, 75% of January 2020, in the range of 30,000–40,000 trips per month.



COMPETITIVE POSITION ENHANCED

Jayride has the opportunity to build significant market share and leapfrog competing distressed online brands.

Decisions to improve earnings power	TIAYRIDE	General Market Position
Refunded travellers in full for cancelled travel at onset of COVID-19	SATINIZED OF	×
Met obligations to transport companies at onset of COVID-19		⊗
Retained key talent to develop core IP for future scale		×
Public company with access to further capital		8
Effect on market position	JAYRIDE	General Market Position
Retained transport companies on platform		×
Winning new travel brand partnerships throughout 2H and into FY21		8
Opportunities to leapfrog other brands and gain market share		8
Stronger earnings potential in market recovery		8



STRUCTURAL TREND TO ONLINE

90% Bookings made online by travel vertical 81% 80% 71% 70% 64% 60% 50% 40% 40% 30% 20% 20% 10% 0% Ride-hailing and Taxis 1 Limos and Shuttles 2 Car Rentals ¹ Flights Accommodation Major Online Comparison Marketplaces and Search Engine Brands Booking.com Rentalcars.com **Expedia*** KAYAK CarRentals Skyscanner **Tripadvisor car**trawler

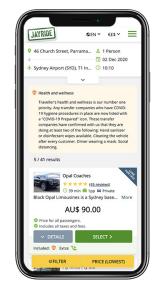
Online penetration of ride service in the travel industry is low and accelerating driven by changing traveller needs.

Travellers needs met better online

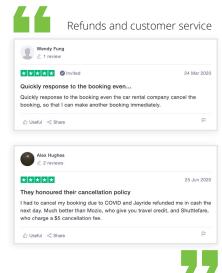
- Health secure, high duty-of-care
- Comparison and choice
- Friendly cancellation and refund policies
- Reviews for confidence and reliability

Travel Brands needs met better online

- Package rides for a door-to-door experience
- Defend core business by increasing traveller confidence









1H FY21 STRATEGIC DELIVERY

Build momentum and capture market share with superior delivery



Ongoing

Def

Deferred to 2H FY21

Traveller retention	"More choices for travellers in the new–normal"
Give travellers more choice to tailor th	neir experience with inclusions and service types eg. COVID-19 Prepared Rides
Create traveller membership systems	
Create traveller self–service tools to m	nanage their bookings
Traveller conversion	"Target global re-openings"
Enhancements to traveller booking jo	urney, especially on mobile
Targeted transport contracting for tra	veller needs eg. COVID-19 Prepared and relaxed restrictions
Traveller acquisition	"Capture market share and help brands to build their traveller confidence"
Launch new travel partners and grow	existing partner accounts
Help partner brands to build traveller	confidence with health-secure door-to-door travel



SUMMARY OUTLOOK

Summary

- FY20 Passenger Trips Booked impacted by COVID-19 in Q4, initial recovery underway
- FY20 Contribution Margin Positive for first full FY
- Operating Profit/Loss Improved +33% in 2H vs 1H
- Retained key talent, traveller and supplier relationships for future earnings power
- Reduced cash cost base ~\$3M per year (at June 2020)
- Cash flow positive target 40K trips per month (vs Pre-COVID-19 49K trips/mo; July 2020 5K trips/mo)

Outlook

- Continuing recovery since April
- July Passenger Trips Booked +111% vs June (month-on-month growth), August inline with July
- Northern Hemisphere drives recovery with 90% of trips booked outside Australia
- Three key recovery drivers: Cyclical recovery / Enhanced competitive position / Structural trend to online
- Well placed to capitalise on major trading opportunity in December holiday period



INVESTMENT PROPOSITION

Jayride is a growth company with a proven track record at building revenue in a huge, and recovering, 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
- Travel brands choose Jayride to turn-key the entire global ride service industry

B2C and **B2B** Business

- Building the traveller's trusted transfers brand at Jayride.com
- Mobile responsive 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 brand 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 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 restrictions relax, Jayride's existing travellers return in existing destinations



Recovery tailwinds

Opportunity to capture share in a distressed competitive landscape



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





A GLOBAL TRAVEL MARKETPLACE

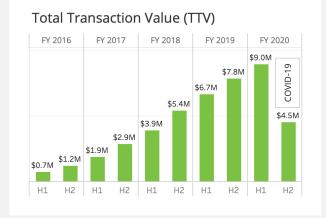
A net increase in the number of transport companies (3,700) and airports served (1,600) in 2H FY20.















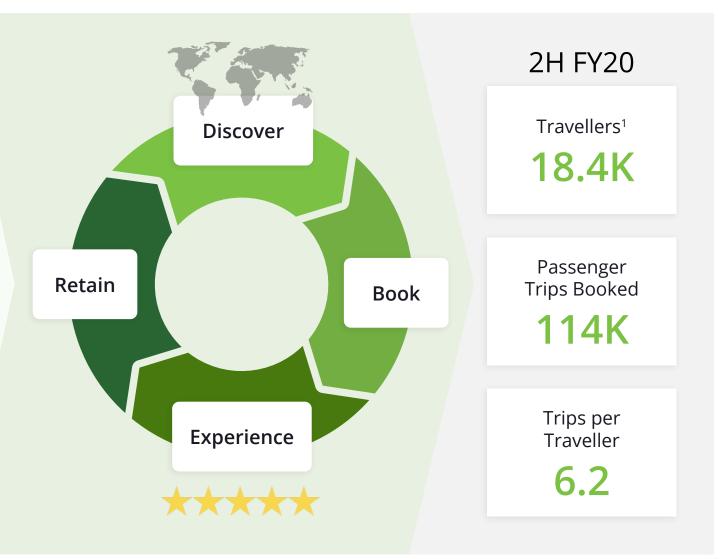
TRAVELLER RETENTION

As Jayride improves traveller experience, more travellers are retained. Higher traveller LTV improves Jayride's unit economics.



Key Drivers of Retention

- Best Experience!
- Most Destinations
- Best Discovery
- Most Choice





NEW TRAVEL BRAND PARTNERS

A broad, diversified and growing list of travel brand partners that sell airport transfers for Jayride.





















































































Plus more coming...



API FOR TRAVEL BRANDS

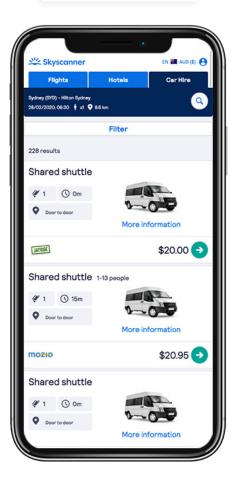


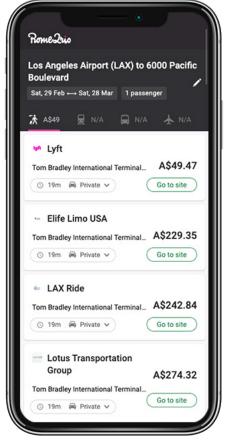


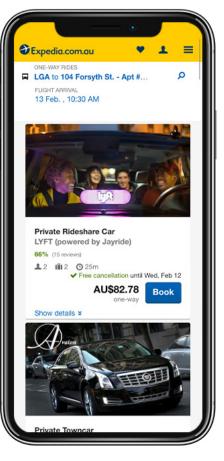
Jayride travel brand partners implement the Jayride API to sell airport transfers and add new ancillary revenue to their travel business.

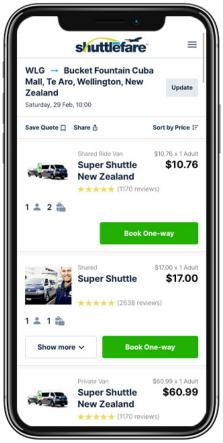












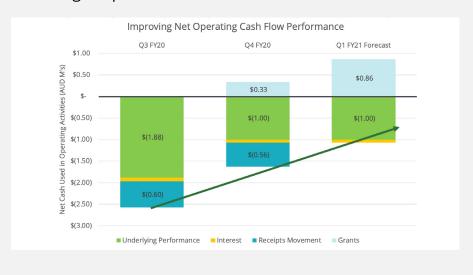


CASH PERFORMANCE FY20

Improved operating cash flows despite COVID-19 through proactive cost savings measures in March. Cash cost base at June is ~\$3M/year.

Cash Flow Su	ımmary		
	FY20 AU\$(000's)	FY19 AU\$(000's)	Movement %
Cash from Operating Activities			
Net receipts from customers	1,895	3,324	
Operating and corporate costs	(7,158)	(8,481)	
Grants funding for operating activities	866	428	
Cash from Operating Activities	(4,397)	(4,729)	+7%
Cash from Investing Activities			
Plant, property and equipment	(16)	(60)	
Capitalised technology costs	(1,266)	(1,321)	
Grants funding for investing activities	489	485	
Other	324	7	
Cash from Investing Activities	(469)	(889)	+47%
Cash from Financing Activities			
Proceeds from issue of equity (net of issue costs)	4,803	1,612	
Proceeds from borrowings	(39)	1,905	
Net payments related to office lease	(338)	-	
Cash from Financing Activities	4,426	3,517	+26%
Cash movement			
Cash inflow/outflow	(440)	(2,101)	
FX Movements on cash balances	(30)	(26)	
Net Increase / (Decrease) in Cash	(470)	(2,127)	+78%
Cash Position at 30 Jun 2020	963	1,433	

- The company holds \$1.0M of Cash at 30th June, \$1.2M of Grants expected to be received over 1H FY21 and \$0.9M of insured Receivables
- Opportunity to increase cash reserves by drawing down on debt facilities
- Net Receipts were impacted by \$(1.3)M of working capital movements related to COVID-19 traveller refunds and transport supplier payments which landed in 2H
- Operating cash flows improved by 7% as a result of cost savings implemented in March





JAYRIDE MARKET CAPITALISATION

Shares and	Options	as issued
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Shares on issue	(#)	
Ordinary shares not escrowed	101,603,470	
Ordinary shares under escrow (Employee Shares)	3,498,794	*1
Total Shares on Issue	105,102,264	
Share Options on Issue	(#)	
Options at \$0.553 from Converible Note expires at 20/03/2022	3,616,637	*2
Options from ESOP (Class A and B Employee Options)	3,879,411	*3
Total Options on Issue	7,496,048	

Enterprise Value	\$ 16,800,000	
Debt from Convertible Note matures at 20/03/2022	\$ (2,000,000) *2	٠2
Net Cash at 30/6/2020	\$ 1,000,000	
Market capitalisation (at \$0.150 per share)	\$ 15,800,000	
Market capitalisation and EV	(AUD\$)	

Pro-forma Shares and Options, fully diluted, assuming Options exercise

Total Shares on Issue after Options exercise	112,598,312
Shares issued on Options exercise	7,496,048
Ordinary shares	105,102,264
Shares on issue	(#)

Market capitalisation and EV	(AUD\$)	
Market capitalisation (at \$0.553 per share)	\$ 62,300,000	
Net Cash at 30/6/2020	\$ 1,000,000	
Repayment of Debt from Convertible Note	\$ (2,000,000)	*2
Cash through conversion of Options from Convertible Note	\$ 2,000,000	*2
Cash through conversion of Options from ESOP	\$ 2,100,000	*3
Net Cash on fully diluted basis	\$ 3,100,000	
Enterprise Value	\$ 59,200,000	

Pro-forma section is illustrative only to show the effect of Options exercise if all Options are exercised



^{*1} Shares under escrow are those issued under the Jayride Employee Share Scheme

^{*2} Options from Convertible Notes expire at 20 March 2022 with an exercise price of \$0.553. Debt from Convertible Notes matures on the same date, repayment funded by Options exercise

^{*3} Employee Share Options (ESOP) vest over 4-years. 2,394,830 Class A Options have an exercise price of \$0.533 and expire on 30 June 2023; 1,484,581 Class B Options have an exercise price of \$0.553 and expire on 30 June 2024

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 110+ 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.



FOR MORE INFORMATION

corporate@jayride.com