



GAINING MARKET SHARE IN THE GLOBAL TRAVEL RECOVERY

Q4 and FY21 Revenue Update

Rod Bishop, Managing Director
Peter McWilliam, CFO
13th July 2021

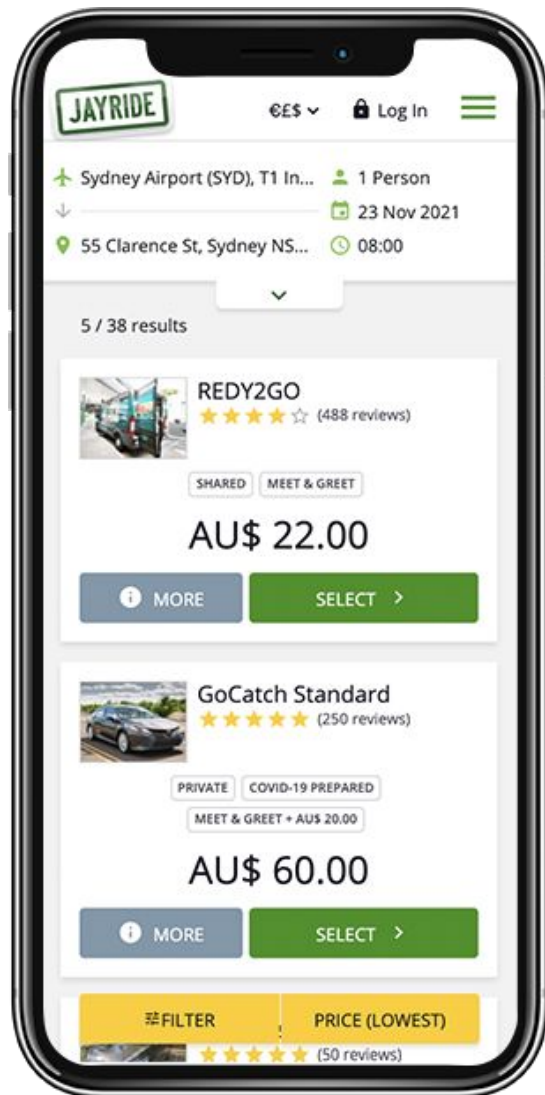
ASX release authorised by Rod Bishop,
Managing Director, Jayride Group Limited

The world-leading global airport transfers marketplace

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

GAINING MARKET SHARE IN THE GLOBAL TRAVEL RECOVERY

*Accelerating growth driven
by ongoing recovery in
Northern Hemisphere travel*



We are delighted to report **growth is accelerating** as the recovery in Northern Hemisphere travel markets continues to gather pace.

Passenger trips grew 83% in Q4 vs prior quarter; 208% higher than in Q2. June was the strongest month of the year with trips up 30% on May.

Net revenue grew 79% in Q4 vs prior quarter. The ongoing global travel recovery is supporting this robust revenue growth and provides momentum as we enter FY22.

Over 85% of our revenues coming from North America and Europe, we are in a strong position as these markets continue to reopen and recovery builds.

Most importantly, the strategies we put in place during the pandemic, to enhance our leverage to recovery and to increase our market share, are working. **We are continuing to outperform the US recovery** and in June our **US trips are now above 2019 PCP**. Our focus on unrivalled service delivery, with technology enhancements to improve traveller experience and operating excellence, are driving **lower cost customer acquisition, higher conversion and improved traveller retention**.

The \$10m equity capital raise conducted in June will provide funds for growth through key valuation inflection points: **COVID recovery, Market Leadership and Cash Flow Positive**. We have a once in a lifetime opportunity to win global market leadership within 12 months.

With our strengthened balance sheet, increased online penetration and a market expanded to record size, we are **positioned to be a significantly larger and more profitable company** compared to pre-pandemic.

- Managing Director, Rod Bishop

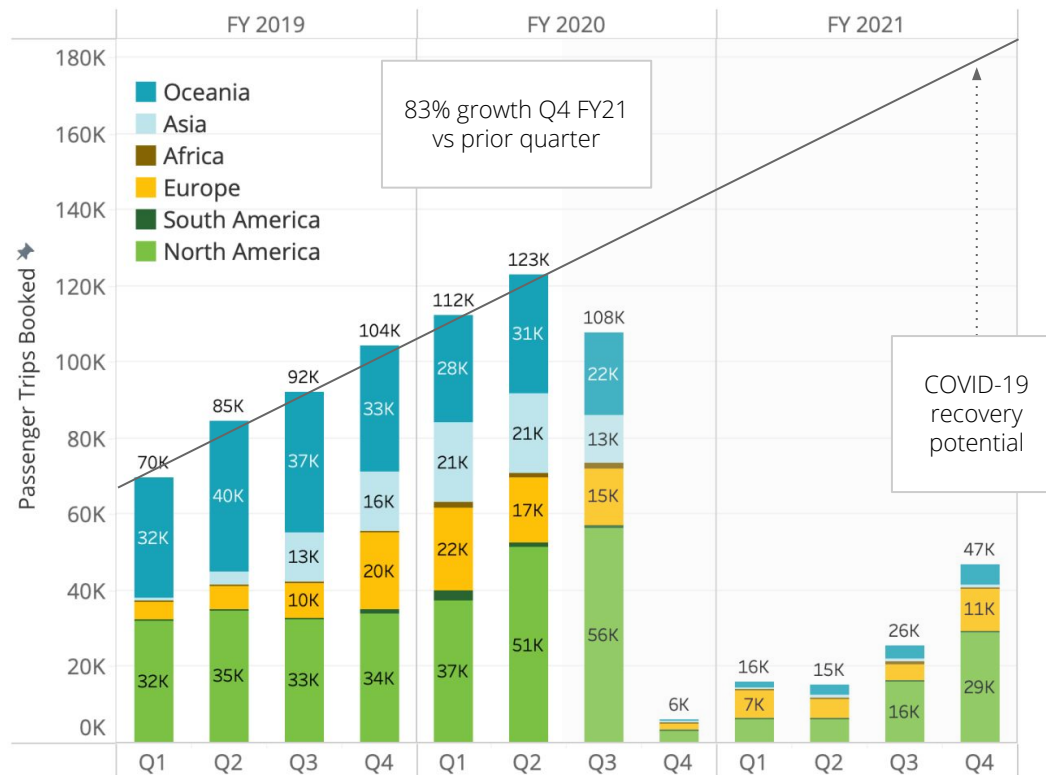


JAYRIDE

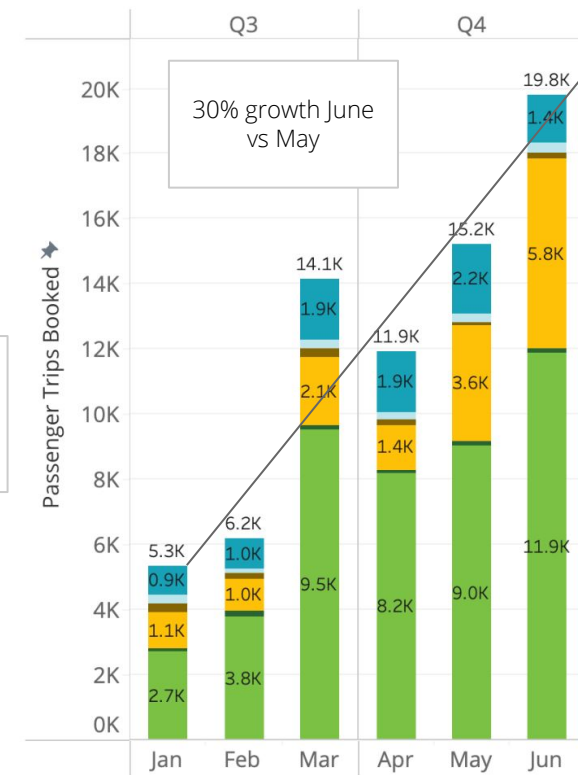
TRIPS GROWTH ACCELERATING IN Q4

Growth accelerates in Northern Hemisphere markets with vaccination programs and reopenings

Passenger Trips Booked – Quarters



Months



- Jayride sources travellers globally, 90%+ in US and EU
- Jayride US Trips in June are above 2019 PCP (102% of 2019 PCP)
- Jayride EU Trips growth accelerating. UK international travel reopened on May 17th. “Freedom day” on July 19th confirmed
- Key growth opportunities in domestic and regional travel recovery around the world

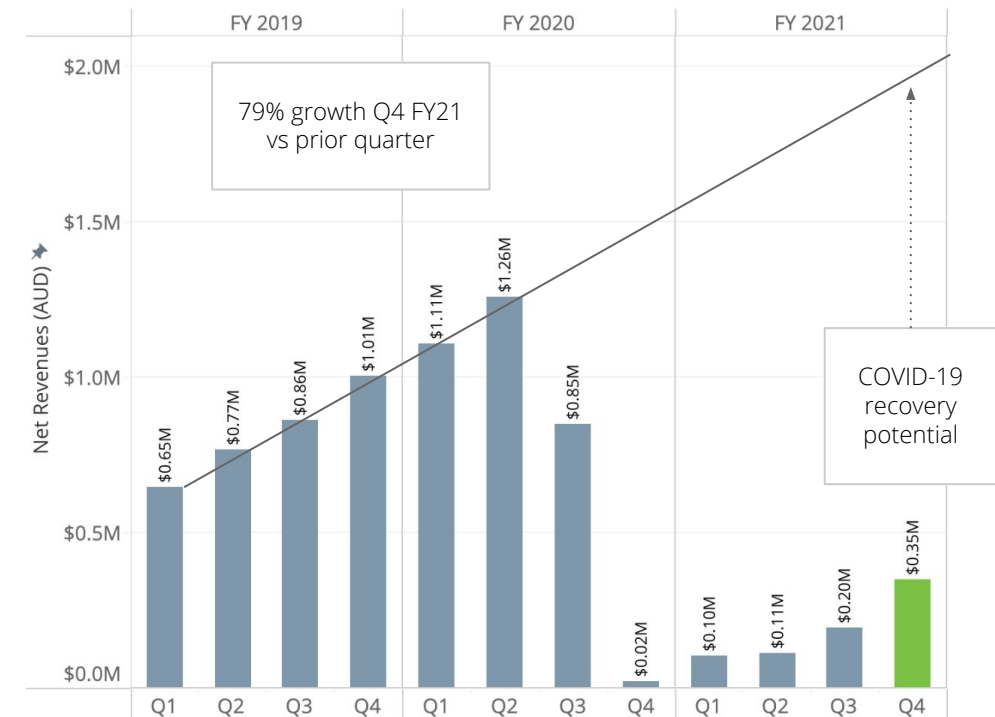
REVENUE GROWTH ACCELERATING IN Q4

Net Revenue growth rate increases to 79% growth vs prior quarter with further opportunities ahead

Net Revenues

FY21	Trips	Revenue Booked	Revenue Refunded	Net Revenue	Net Rev / Trip	Net Revenue Growth vs Prior Quarter
Q1	15,900	\$185,000	\$(81,000)	\$104,000	\$6.55	397%
Q2	15,200	\$176,000	\$(64,000)	\$111,000	\$7.31	7%
Q3	25,700	\$274,000	\$(78,000)	\$195,000	\$7.62	76%
Q4	46,900	\$498,000	\$(148,000)	\$349,000	\$7.45	79%
FY21	103,700	\$1,133,000	\$(371,000)	\$760,000	\$7.33	

Net Revenues – Quarters

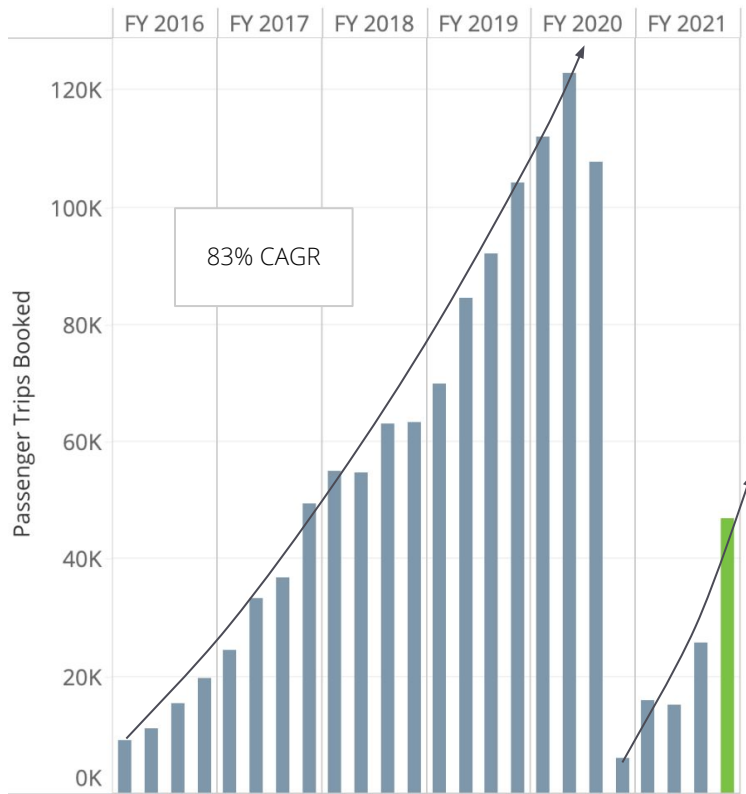


- Net Revenue growth rate increases to 79% growth vs prior quarter
- Refund rates remain elevated at 30% of revenue vs 17% historical average
- Further opportunity for revenue growth as refund rates return to historical average and increase revenue / trip

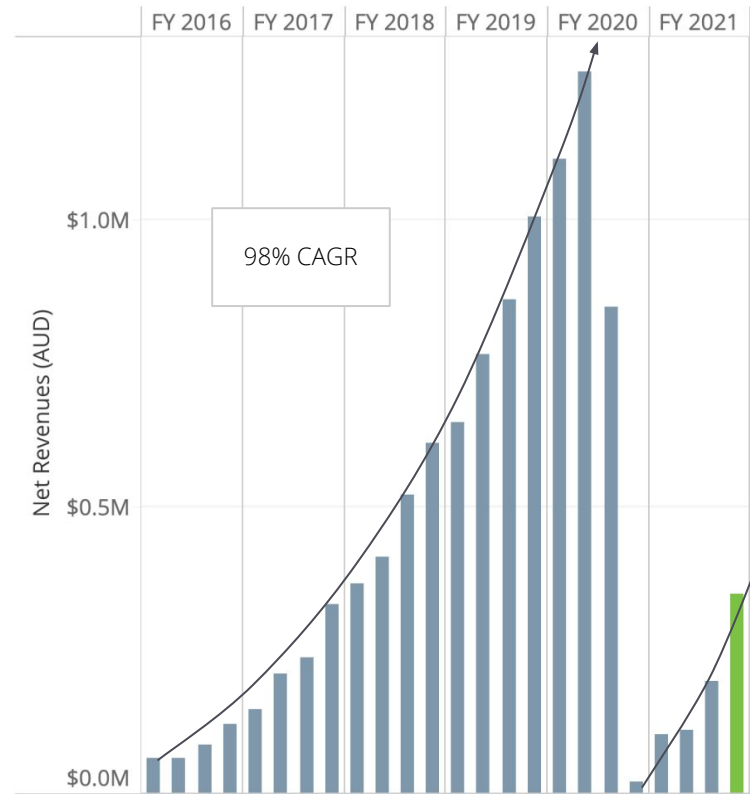
FY21 TRIPS AND REVENUES

Recovery continues towards pre-pandemic growth trend with significant potential ahead

Passenger Trips Booked



Net Revenues



- Passenger Trips Booked 104K in FY21, vs 349K in FY20
- Net Revenues \$0.8M in FY21, vs \$3.2M in FY20
- +260% revenue recovery ahead return to pre-pandemic levels
- Recovery accelerating back to pre-pandemic growth trend

	Trips	Net Revenue	Net Revenue vs PCP	Net Revenue vs Prior Half
1H FY21	31,100	\$215,000	-91%	-75%
H2 FY21	72,600	\$545,000	-63%	153%



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 109 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

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