



ASX Announcement

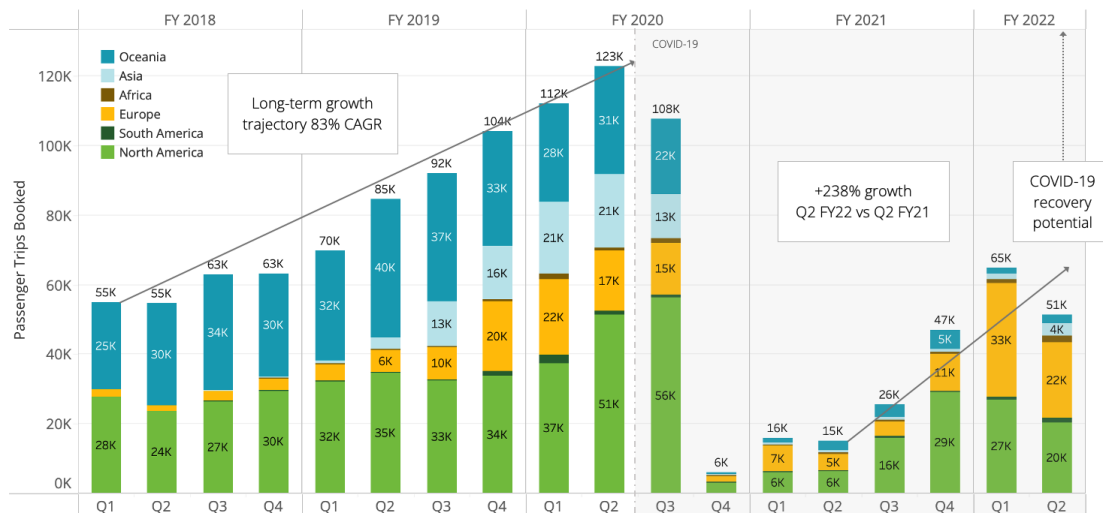
12th January 2022

Q2 FY22 Market Update

Jayride Group Limited (ASX:JAY) (“Jayride” or the “Company”) the world leading global travel marketplace for airport transfers, today provides the following market update.

- Trips Booked 51,400 in Q2 FY22; down 21% vs Q1 FY22, up 238% vs Q2 FY21,
- Net Revenue \$396K in Q2 FY22; down 19% vs Q1 FY22, up 255% vs Q2 FY21,
- Expanded traveller offer grows market size, satisfaction, and net revenue per trip,
- Upcoming deployment of new offer into Booking.com and other travel brands,
- Positioned for growth as further travel restrictions lift.

Passenger Trips Booked – Quarters



Managing Director, Rod Bishop, said “Trips were modestly impacted in Q2 with winter in the northern hemisphere, Europe lockdowns, and omicron-related border closures.

“Q2 FY22 was our second-best quarter since the onset of the pandemic with trips up 238% versus the prior corresponding period of Q2 FY21. We continue to win share in Europe, as evidenced by trips which are above pre-pandemic all-time highs at 22K.

“We remain focused on executing our growth strategies to capture reopenings and increase market share, and are selectively deploying the proceeds from our \$11M capital raise to build a larger and more profitable Jayride.

“Our new vehicle types and service classes product offers have expanded our total addressable market, improved customer satisfaction, and increased net revenue per trip.



“These new offers have more to deliver in the coming quarters. In Q3 we are continuing to deploy our expanded offer to Booking.com and other key travel brand partners to generate additional growth in Q3 and future quarters.

“These initiatives are adding to growth, as well as enhancing our future earnings potential. Our strong balance sheet positions us for growth in 2H FY22 and beyond.”

Trips and revenues

Quarter	Trips	Revenue Booked	Revenue Refunded	Net Revenue	Net Rev / Trip	Net Rev V PCP
Q2 FY21	15,200	\$176,000	\$(64,000)	\$111,000	\$7.31	-91%
Q3 FY21	25,700	\$274,000	\$(78,000)	\$195,000	\$7.62	-77%
Q4 FY21	46,900	\$498,000	\$(149,000)	\$349,000	\$7.43	+1,568%
Q1 FY22	64,900	\$637,000	\$(150,000)	\$487,000	\$7.50	+369%
Q2 FY22	51,400	\$548,000	\$(153,000)	\$395,000	\$7.68	+255%

- New vehicles and service classes launched in December are beginning to increase net revenue per trip. In Q2 FY22 net revenue per trip increased to \$7.68,
- Refunds grew to \$153K in Q2, due to lockdowns and delayed reopenings. Jayride continues to retain its flexible refund policy as a central part of its traveller offer,
- The company remains confident that refund rates will trend towards the historical rate of 17% of revenue booked as border policies normalise.

Contribution profits and cash flows

Contribution profits in Q2 FY22 are estimated to be above pre-pandemic all-time highs for the third consecutive quarter, through increased net revenues per trip, and increased operating leverage.

Cash receipts from customers in Q2 FY22 are estimated to have improved compared to the prior quarter Q1 FY22, through successful enhancements to collections, and improvements to operating processes that have led to reduced debtor days.

The Company expects to release its Q2 FY22 Quarterly Business Review and Appendix 4C with full details of contribution and cash flows during the week of 24th January 2022.



For more information please contact

Rod Bishop

Managing Director

Email: corporate@jayride.com

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

About Jayride Group Limited (ASX:JAY)

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

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.