



## ASX Announcement

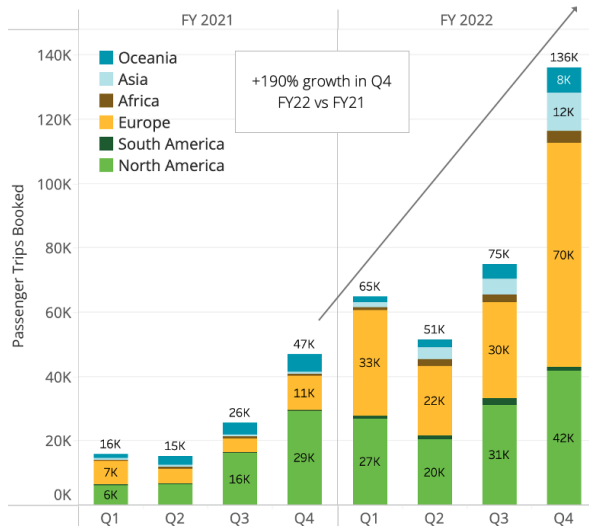
7th July 2022

# Record Trips Booked – Q4 FY22 Market Update

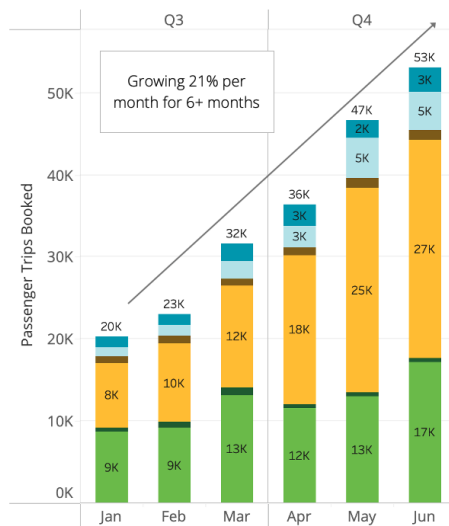
Jayride Group Limited (ASX:JAY) (“Jayride” or the “Company”) the world leading global travel marketplace for airport transfers today provides the following market update.

- Record high passenger trips booked of 136,000 in Q4 FY22; up 81% vs Q3 FY22, up 190% vs Q4 FY21; above pre-pandemic levels,
- Net Revenue of \$1.09M in Q4 FY22; an all-time high revenue increase of \$506K in a single quarter; up 86% vs Q3 FY22; up 213% vs Q4 FY21,
- Full-year FY22 net revenue grew to \$2.56 million, up +237% vs FY21,
- For Q4 FY22 Jayride expects to report its first quarter with positive cash flow after stand-still operating costs, delivering one of the Company’s key milestones,
- Q1 FY23 outlook is positive with growth set to continue – Jayride is winning market share and is positioned to leverage US and Europe summer travel season, and the continued reopening of Asia and Oceania travel destinations.

Passenger Trips Booked – Quarters



Months



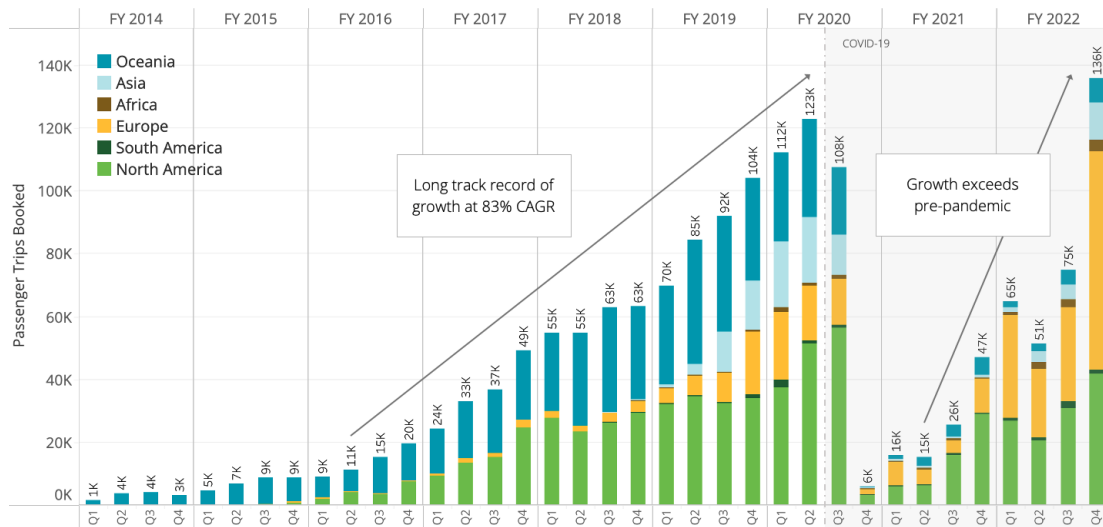
**Managing Director, Rod Bishop, said** “We are delighted to report an all-time high volume of trips booked, and our largest ever increase in revenues in a quarter – an increase of \$506K. This growth is a direct result of our strategies to expand our traveller offer and win market share. With this momentum, we will continue to invest in growth to capture the once-in-a-generation market opportunity in front of us.

“Later in July we will report on the Company’s improved contribution profit, and our first quarter of positive cash flow after stand still operating costs, for Q4. We look forward to delivering ongoing growth and progress across the FY23 year ahead.”



## Record high passenger trips booked, and record revenue increase

Passenger Trips Booked above Pre-Pandemic



- Q4 FY22 net revenue grew to \$1.09M, up 86% vs the previous quarter Q3 FY22, and up +213% vs prior corresponding period of Q4 FY21.

Quarter	Trips	Revenue Booked	Revenue Refunded	Refund Rate %	Net Revenue	Net Rev / Trip	Net Rev V PCP
Q4 FY21	46,900	\$498K	\$(149)K	30%	\$349K	\$7.43	+1,568%
Q1 FY22	64,900	\$637K	\$(150)K	24%	\$487K	\$7.50	+369%
Q2 FY22	51,400	\$548K	\$(152)K	28%	\$396K	\$7.71	+256%
Q3 FY22	75,000	\$795K	\$(209)K	26%	\$585K	\$7.81	+200%
<b>Q4 FY22</b>	<b>136,000</b>	<b>\$1,457K</b>	<b>\$(366)K</b>	<b>25%</b>	<b>\$1,091K</b>	<b>\$8.02</b>	<b>+213%</b>

- For the full FY22 year, net revenue grew to \$2.56 million, up +237% vs FY21.

Year	Trips	Revenue Booked	Revenue Refunded	Refund Rate %	Net Revenue	Net Rev / Trip
FY21	104K	\$1,132K	\$(373)K	33%	\$759K	\$7.30
<b>FY22</b>	<b>327K</b>	<b>\$3,437K</b>	<b>\$(877)K</b>	<b>26%</b>	<b>\$2,560K</b>	<b>\$7.83</b>
<b>Q4 Run-rate</b>	<b>544K</b>	<b>\$5,828K</b>	<b>\$(1,463)K</b>	<b>25%</b>	<b>\$4,364K</b>	<b>\$8.02</b>



## **Q4 FY22 passenger trips and net revenues**

- Net revenue per trip grew to \$8.02 in Q4 FY22, up 27% from \$7.81 in the previous quarter, due to improving refund rates and Jayride's expanded traveller offer of larger vehicles and premium service classes,
- Jayride is winning market share, including in Europe and US where the Company is larger than the pre-pandemic Q4 FY19 PCP. The Company is positioned to be a significantly larger and more profitable company than before,
- Jayride's passenger trips booked are now above pre-pandemic levels, with US and Europe summer and Oceania and Asia recovery still ahead.

## **Q4 FY22 contribution profit and cash flows**

- Contribution profit in Q4 FY22 is expected to have set a new record, above pre-pandemic highs for the fifth consecutive quarter, driven by growth in trips, increased net revenue per trip, and operating leverage leading to high contribution profit margins,
- As announced on 9th June 2022, Jayride expects to have been cash-flow positive after stand-still operating costs for the full quarter of Q4 FY22,
- The Company expects to release its Q4 FY22 Quarterly Business Review and Appendix 4C with full details of contribution profit and cash flows during the week of 25th July 2022.

## **Q1 FY23 outlook**

- Jayride expects continued growth in Q1 FY23 in passenger trips booked, net revenue, and contribution profits compared to the prior quarter and PCP,
- Growth is supported by Jayride's enhanced competitive advantages, the structural changes in the industry, the US and Europe summer peak travel season, and further reopenings in Oceania and Asia,
- Jayride is well positioned to be cash flow positive after stand-still operating costs in Q1 FY23 and each quarter going forward,
- With Jayride's momentum and the substantial market opportunity, the Company intends to continue to invest in growth initiatives including its expanded traveller offer and launch of enhanced travel partnerships.



## **For more information please contact**

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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](http://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.