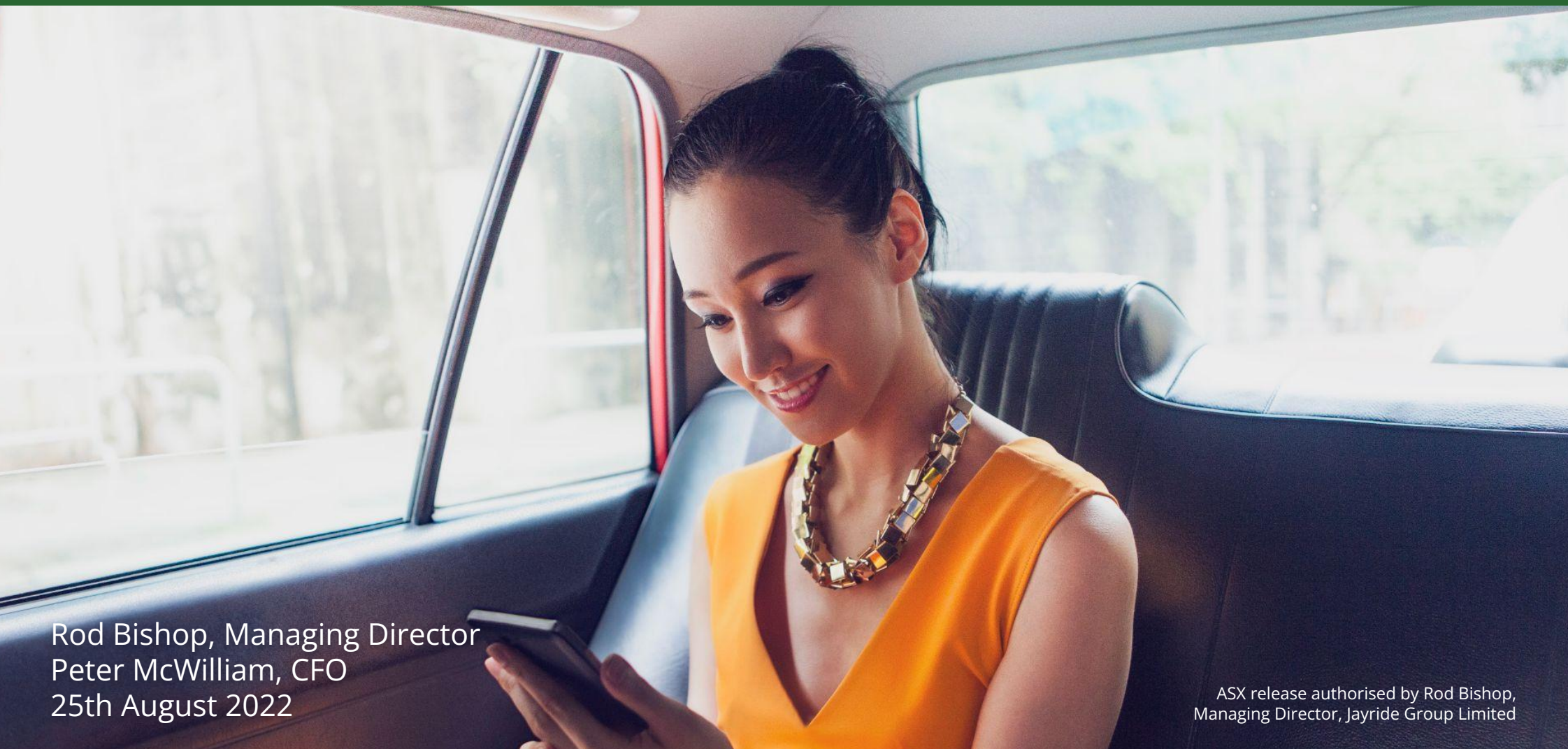




# BUILDING THE WORLD LEADER IN RIDES FOR TRAVELLERS

FY22 Results Presentation



Rod Bishop, Managing Director  
Peter McWilliam, CFO  
25th August 2022

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](http://www.jayride.com)

# RECORD RESULTS AND MOMENTUM IN 2H

*Outperforming the recovery with record revenue growth, contribution, and positive cash flow after stand-still operating costs.*

## 2H FY22



Trips Booked up **+191%**  
vs PCP to **211K**



Net Revenue per trip  
grows to **\$7.95**



Contribution Margin  
expands to **52%**



Net Revenue up **+208%**  
vs PCP to **\$1.7M**



Contribution Profit<sup>1</sup> up  
**+275%** vs PCP to **\$870K**



Stand-Still Cash Flow<sup>2</sup>  
up **+\$1M** to **+\$332K**



Stand-Still EBITDA<sup>2</sup> up  
**+\$476K** to **\$(132)K**



Europe market share  
expanded by **>490%**

## FY22



Trips Booked up **+216%**  
vs PCP to **327K**



Net Revenue up **+237%**  
vs PCP to **\$2.6M**



Contribution Profit<sup>1</sup> up  
**+353%** vs PCP to **\$1.2M**



Net Cash at 30th June  
**\$3.7M**, and no debt

*Jayride is larger and significantly more profitable than pre-pandemic.*

Movements compare 2H FY22 with 2H FY21, and FY22 with FY21

1. Contribution profit is net revenue minus all variable costs, including cost of customer acquisition and variable operating costs such as customer support.

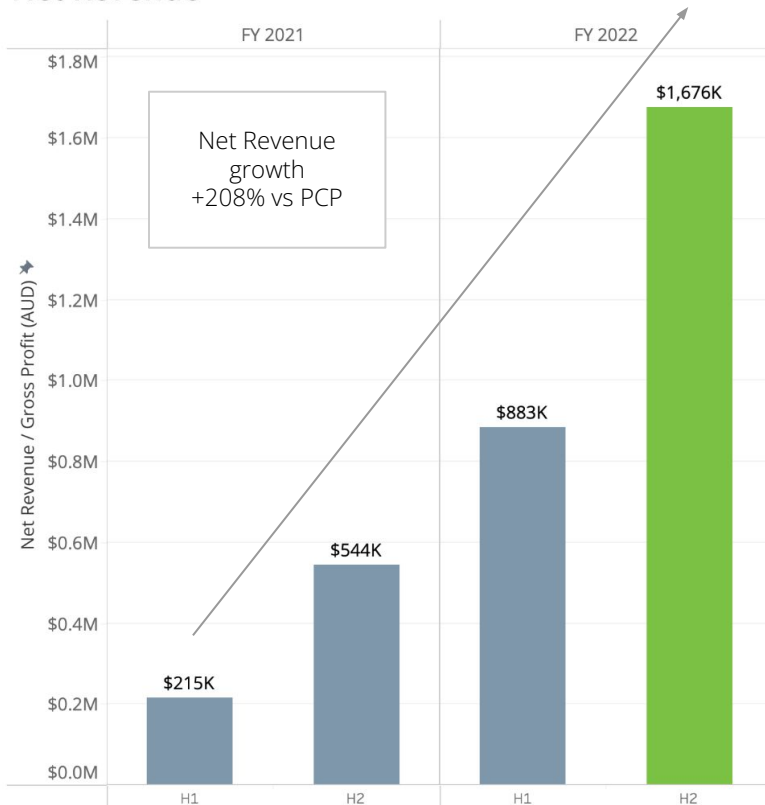
2. Stand-still cash flow and stand-still EBITDA are cash flows and profits after the operating costs of the Company, excluding the cost of long-term growth investments and capex.



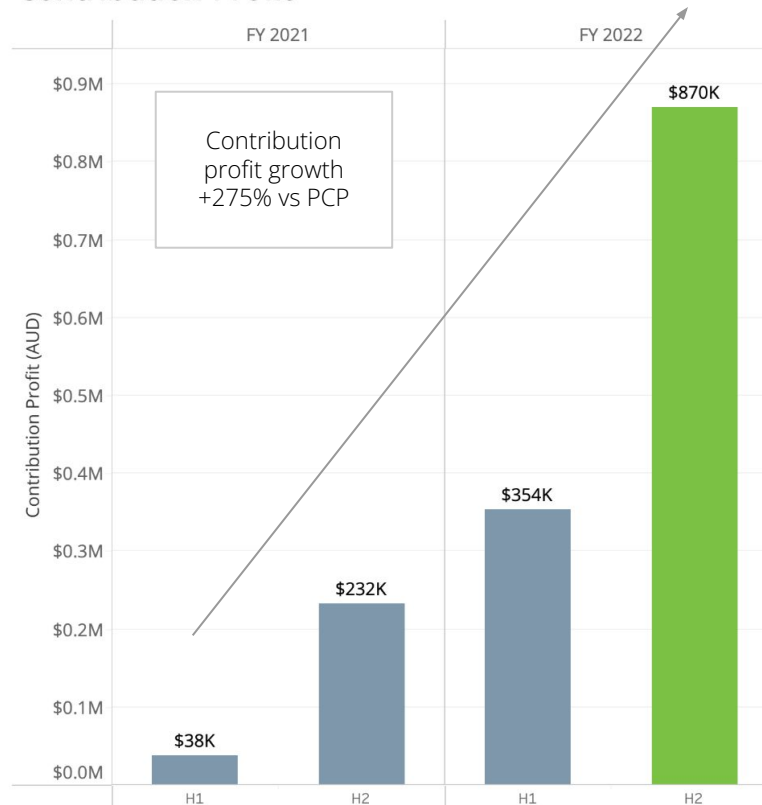
# RECORD CONTRIBUTION PROFIT AND GROWTH

*Record increases in net revenue and contribution profit<sup>1</sup> as trips growth and margin expansion continues.*

## Net Revenue



## Contribution Profit

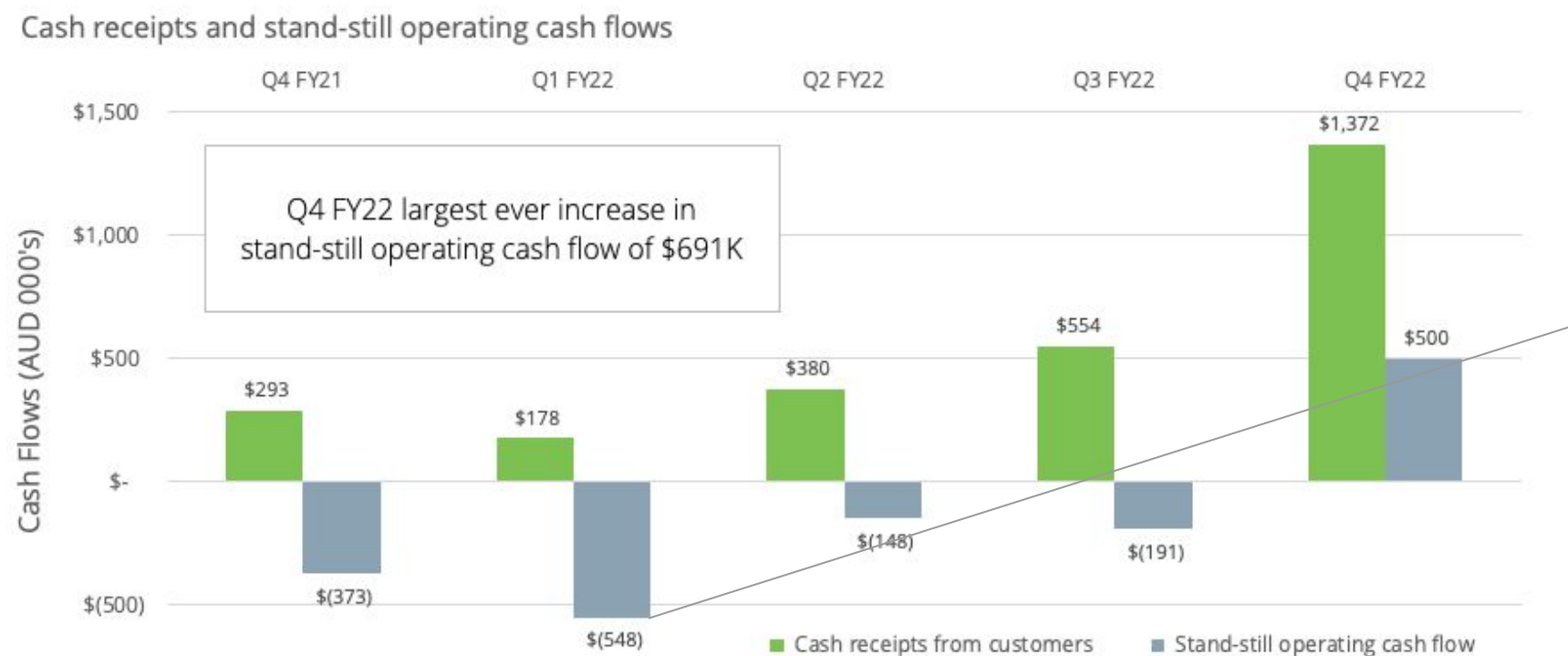


*Growth with improving unit economics drives record profit growth and operating leverage.*

3 1. Contribution profit is net revenue minus all variable costs, including cost of customer acquisition and variable operating costs such as customer support.

# INFLECTION POINT HIT CASH FLOW POSITIVE

*Jayride generates positive cash flow after stand-still operating costs for the first time, set to expand further.*



*Passenger trips booked now generate surplus after operating costs to fund accelerated growth.*



# OUTPERFORMING THE GLOBAL TRAVEL RECOVERY

*Accelerating growth and profit  
driven by volume recovery and  
market share gains.*



“

I am delighted to report Jayride has delivered **record revenue and contribution growth** in FY22. **We are outperforming the travel industry recovery and winning market share** as travel markets reopen. Our European operations are performing strongly and there is clearly more to come as Asia destination reopenings also gather pace.

Beyond recovery, the key take away for me is our ability to capture **a once-in-a-generation opportunity** to build a significantly larger and more profitable Jayride.

Travel customers are early in the transition to booking rides online – going forward the vast majority of **ride bookings will continue to move online** in the same way that flights, hotels and rental cars did in years past. For this transition, the pandemic has been a catalyst and accelerator of the change.

The improvements we have been executing on over the last two years have strengthened the business. **We are larger and more profitable than pre-pandemic.**

Our goal is to capture this once-in-a-generation opportunity to become the world's leader in rides for travellers. As traveller behaviour shifts online we can continue to gain market share driven by our superior offers to travellers and travel brands. I look forward to reporting on our ongoing progress as we **scale and deliver sustained growth and improved profitability.**

*– Managing Director and Co-founder, Rod Bishop*

”

**JAYRIDE**

# JAYRIDE OVERVIEW

## Outperforming the travel recovery

Jayride is building the world-leader in rides for travellers, globally

### Key Facts



Covering 95% of world airport trips



World's largest selection of ride-service brands



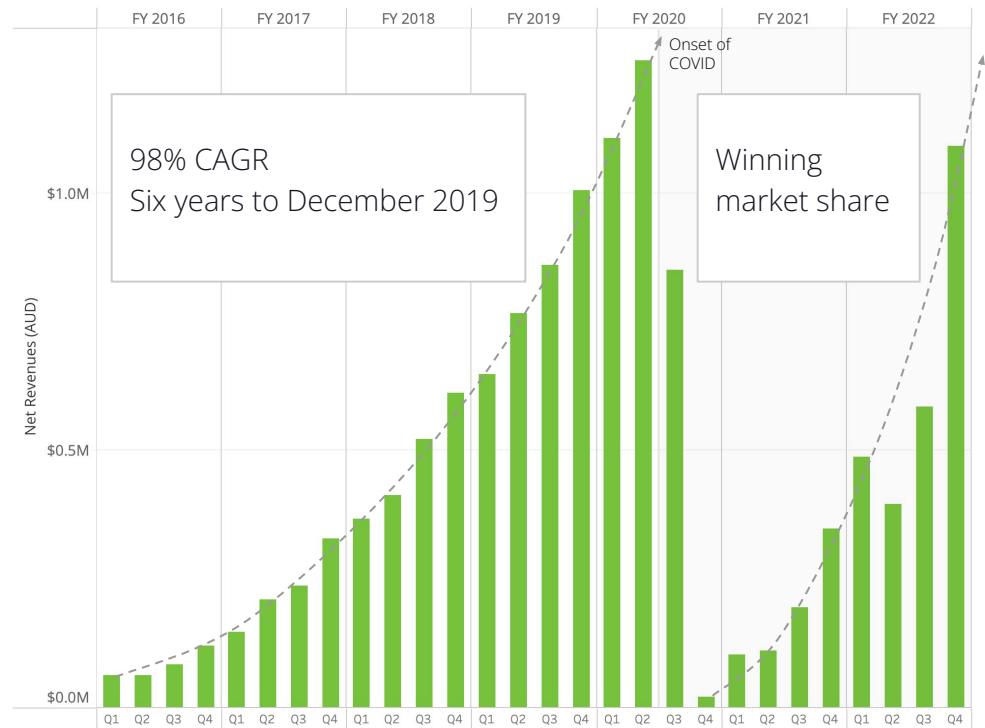
\$30M+ invested in scaling tech platform



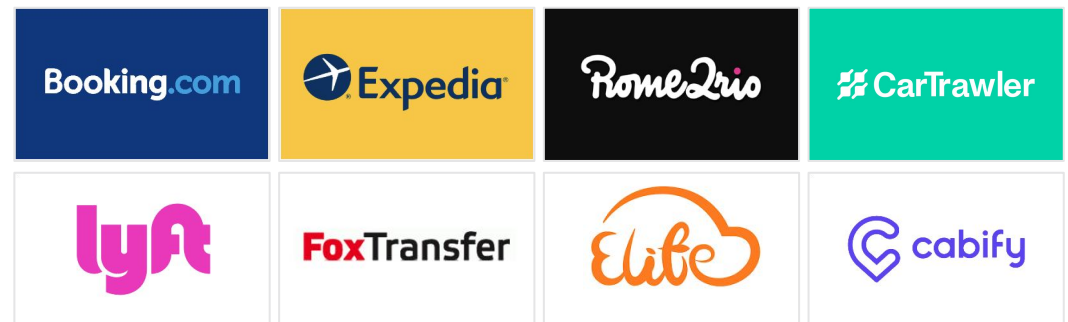
In partnership with the world's leading travel brands

- Travel technology company at an early stage in a long-term growth trajectory – scaling towards 10M+ trips per year
- Winning market share in a large and growing global market
- Highly-scalable capital-light model with negative working capital
- Positioned to benefit from multiple growth tailwinds including structural changes in travel, a superior product offering, and ongoing international tourism recovery, incl Asia reopening

Net Revenues

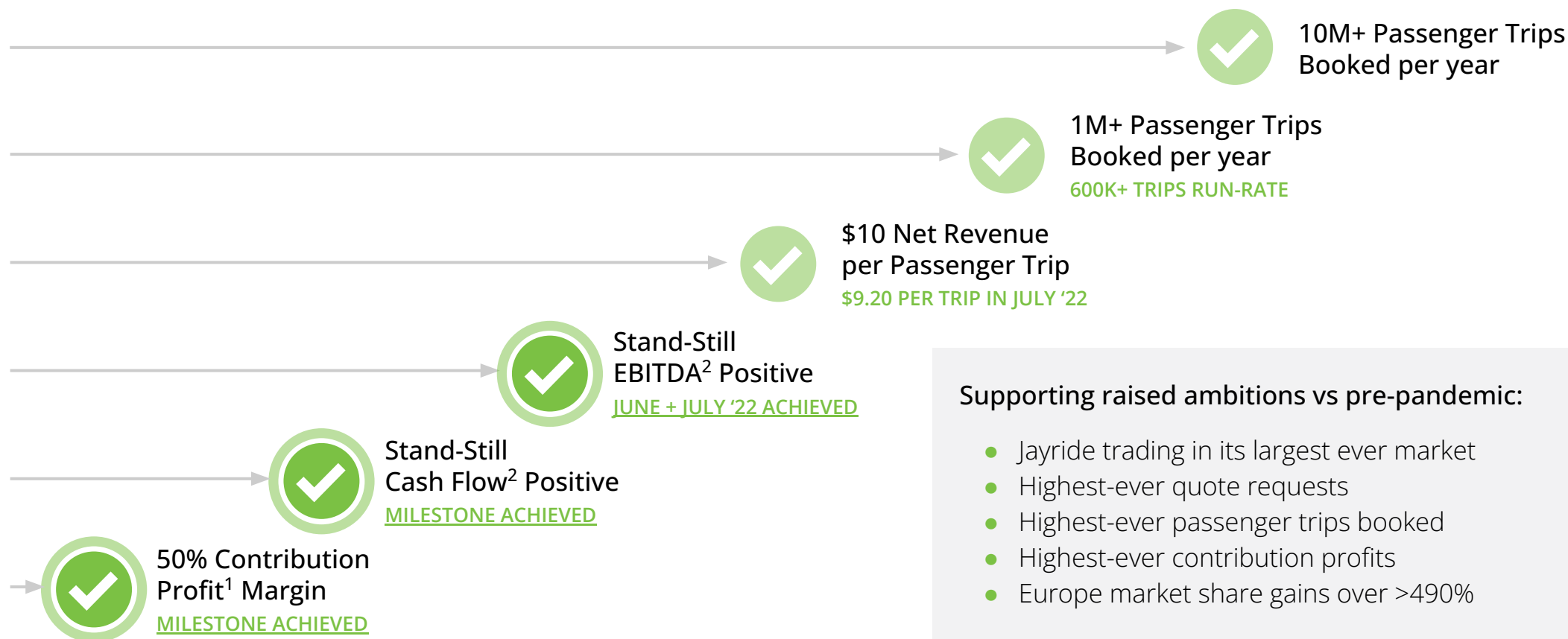


The world's leading travel brands and ride-service brands use Jayride



# MAJOR MILESTONES BEING DELIVERED

*Jayride is achieving major milestones including stand-still EBITDA positive, towards millions of trips booked per year.*



*Achieving major new milestones beyond recovery – Significantly above pre-pandemic levels.*

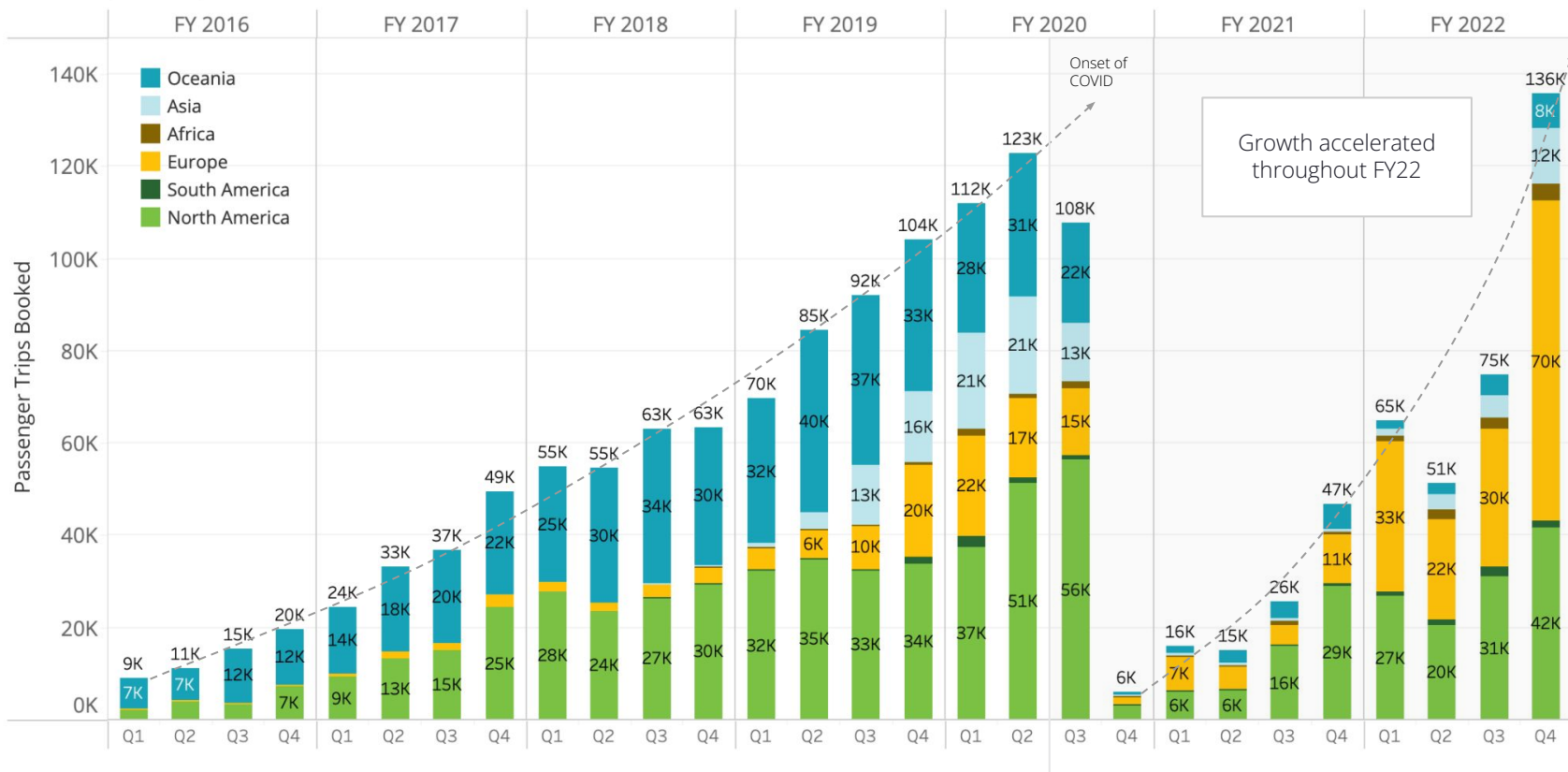
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7 2. Stand-still cash flow and stand-still EBITDA are cash flows and profits after the operating costs of the Company, excluding the cost of long-term growth investments and capex.

# TRIPS GROWTH ACCELERATING

*Fastest trips growth rate, above pre-pandemic levels, with growth continuing into FY23.*

Passenger Trips Booked



- Trips exceed pre-pandemic levels, on largest ever quarterly growth, with growth set to continue,
- Significant gains to market share in Europe, set to gain share in Asia as international tourist arrivals continue to expand,
- International tourist arrival growth remains a significant tailwind, set to benefit Asia and Oceania destinations in FY23,
- Growth continues into FY23 with European summer, and with Asia and Oceania reopenings ahead.



# WINNING MARKET SHARE IN EUROPE AND GLOBALLY

*Jayride is outperforming the travel industry recovery, with scope for substantial market share gains.*



Global Market Share	Q4 FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22
Jayride Passenger Trips Travelled	1,000	7,000	10,000	12,000	26,000	46,000	38,000	39,000	91,000
Total Airport Passenger Trips (OAG)	14,700,000	96,300,000	93,200,000	95,900,000	167,100,000	269,100,000	269,900,000	265,000,000	433,600,000
Jayride Market Share	0.006%	0.007%	0.010%	0.012%	0.016%	0.017%	0.014%	0.015%	0.021%
Jayride Global Market Share Gains	0%	28%	83%	119%	180%	208%	151%	161%	275%
Europe Market Share	Q4 FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22
Jayride Passenger Trips Travelled	100	2,400	2,900	400	2,800	22,000	18,700	12,600	47,100
Total Airport Passenger Trips (OAG)	2,400,000	38,400,000	19,500,000	8,000,000	21,500,000	94,900,000	79,900,000	74,600,000	146,800,000
Jayride Market Share	0.005%	0.006%	0.015%	0.005%	0.013%	0.023%	0.023%	0.017%	0.032%
Jayride Europe Market Share Gains	0%	14%	178%	-12%	138%	327%	332%	212%	492%

Total airport passenger trips travelled is sourced from OAG flight data. The count of Jayride trips travelled varies slightly from the count of booked due to e.g. timing of trips booked in advance.



# 2H FY22 PRIORITIES DELIVERED

*Expanded traveller offer of premium vehicle types and service classes launches through Booking.com, CarTrawler, and other global travel brands.*

## Traveller retention

*"Improve the traveller experience"*

✓ Complete → Ongoing  
Status

Enhance traveller membership platform to increase awareness and repeat purchase for travellers and travel agents



Improve refund rates with traveller rebooking features and enhanced customer service



## Traveller conversion

*"Enhance our offer for travellers"*

Enhance traveller user experience, branding and messaging



Enhance transport supplier contracting engine to further enhance our traveller offer



Expand business and luxury supplier offers globally across all channels



## Traveller acquisition

*"Win market share in the Northern Hemisphere"*

Roll-out expanded traveller offer to travel brand partners including Booking.com



Launch new travel brand partners including CarTrawler



Enhance SEO for Northern Hemisphere destination markets

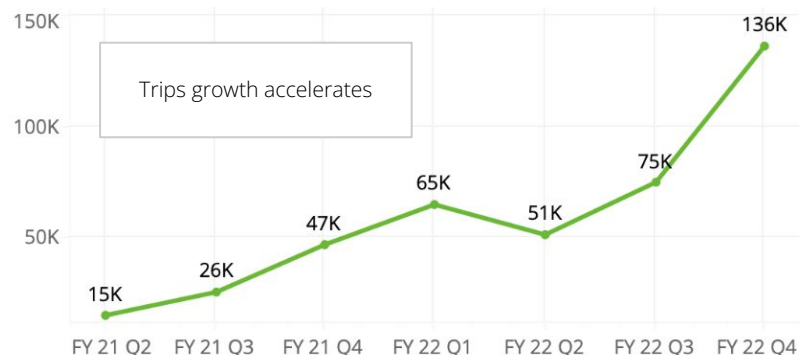


# FINANCIALS

# FY22 PERFORMANCE DASHBOARD

*Operating leverage grows. Trips, revenues per trip, and profit margins expand, while all non-variable operating costs remain stable.*

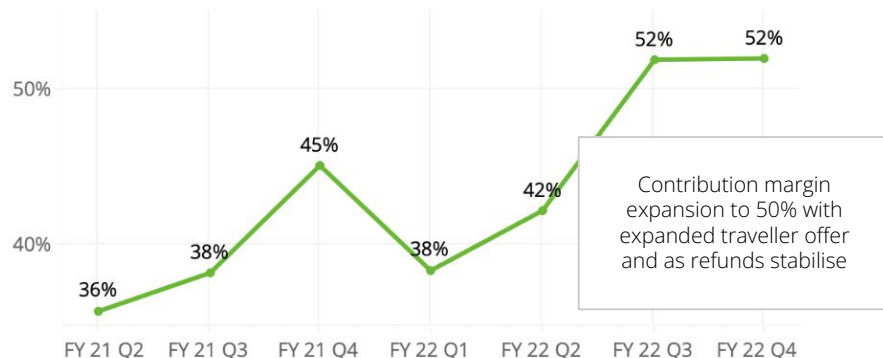
Passenger Trips Booked



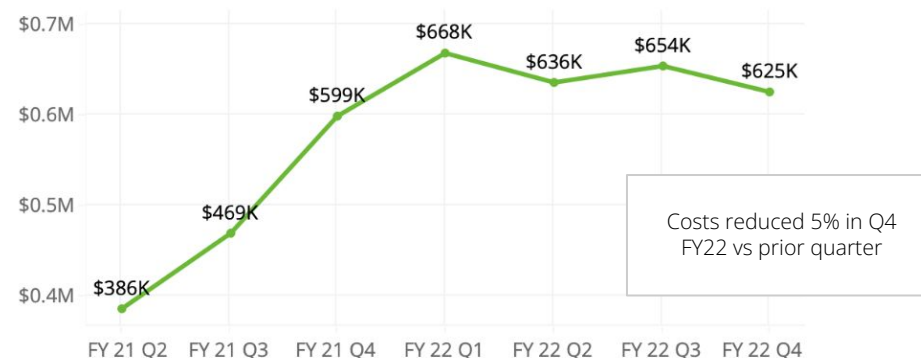
Net Revenue Per Trip



Contribution Margin



Operating and Corporate Costs<sup>1</sup>



**Stand-Still EBITDA:** (Passenger Trips Booked x Net Revenue per Trip x Contribution Margin) – Operating and Corporate Costs + Grants.

**Achieved positive Stand-Still EBITDA in June and July 2022**

# FY22 INCOME STATEMENT

## Income Statement Summary

	2H FY22 AUD(000's)	1H FY22 AUD(000's)	2H FY21 AUD(000's)	Movement HoH %	Movement PCP %
<b>Net revenue from Passenger Trips Booked</b>	<b>1,676</b>	<b>883</b>	<b>544</b>	<b>+90%</b>	<b>+208%</b>
Marketing and variable costs	(806)	(529)	(312)		
<b>Contribution</b>	<b>870</b>	<b>354</b>	<b>232</b>	<b>+146%</b>	<b>+275%</b>
Other Income and Grants	264	362	223		
Non variable operating and corporate costs	(1,266)	(1,324)	(1,077)		
<b>Stand Still EBITDA</b>	<b>(132)</b>	<b>(608)</b>	<b>(622)</b>	<b>+78%</b>	<b>+79%</b>
<b>Other Costs</b>					
Growth costs	(1,500)	(889)	(825)		
Share-based payments	(241)	(267)	(216)		
<b>Total other costs</b>	<b>(1,741)</b>	<b>(1,156)</b>	<b>(1,041)</b>	<b>-51%</b>	<b>-67%</b>
<b>EBITDA</b>	<b>(1,873)</b>	<b>(1,764)</b>	<b>(1,663)</b>	<b>-6%</b>	<b>-13%</b>
Depreciation and amortisation (excl. leases)	(635)	(579)	(509)		
Financing and other costs	(43)	(205)	(168)		
<b>Net profit before income tax</b>	<b>(2,551)</b>	<b>(2,548)</b>	<b>(2,340)</b>	<b>-0%</b>	<b>-9%</b>
<b>Net profit after tax</b>	<b>(2,551)</b>	<b>(2,548)</b>	<b>(2,340)</b>	<b>-0%</b>	<b>-9%</b>
Contribution Margin on Net Revenue from Passenger Trips (1)	52%	40%	43%	30%	21%
Stand Still EBITDA Margin on Total Revenue (2)	-7%	-49%	-81%	86%	91%

*Improving profitability supports investments for future growth and scale.*



1. Contribution profit is net revenue minus all variable costs, including cost of customer acquisition and variable operating costs such as customer support.

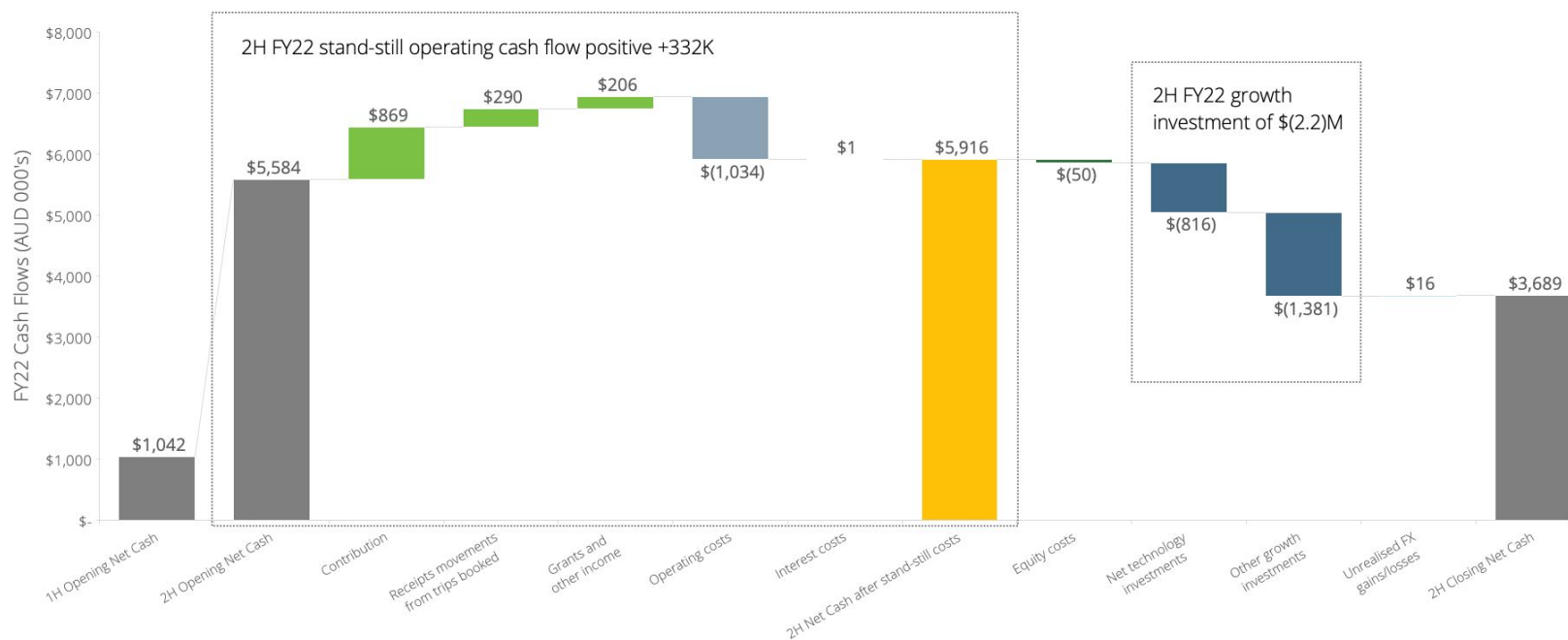
13 2. Stand-still cash flow and stand-still EBITDA are cash flows and profits after the operating costs of the Company, excluding the cost of long-term growth investments and capex.





# FY22 CASH FLOW WATERFALL

Jayride was \$332K cash flow positive after stand-still operating costs in 2H FY22, and invested \$2.23M into future growth.



## Stand-still cash flow positive +\$332K

### Receipts

- Record Contribution of \$869K
- Negative working capital increases cash float by \$290K
- Grants and stimulus continue to be received for \$206K

### Operational costs

- Operating leverage improves, costs reduce to \$1.03M

## Growth investments of \$(2.23)M

### Growth investments

- Investment to improve operations from Q1
- Expanded traveller offer globally across all channels including Booking.com, CarTrawler, and others
- Website enhancements increase conversion rates
- Platform enhancements to increase efficiency
- Enhanced SEO for Northern Hemisphere markets

# OUTLOOK

A woman with dark hair tied back is sitting in the driver's seat of a car. She is looking down at a tablet computer she is holding with both hands. The car's interior, including the steering wheel and dashboard, is visible. The background outside the car is blurred. The entire image has a green tint.

## JAYRIDE'S VISION

Door-to-door rides to suit every traveller's needs  
in every country, from anywhere to anywhere.



# DELIVERING THE VISION

*Building the world-leader in rides for travellers, through two growth horizons.*

## ***Delivering the vision:***

*Door-to-door rides to suit every traveller's needs in every country, from anywhere to anywhere.*

### **Today**

- ✓ 600K trips/year run-rate @ \$9.20/trip
- ✓ 50%+ contribution profit margin
- ✓ Stand-still C/F +ve & EBITDA +ve

- ✓ Pre-booked only
- ✓ Airports only
- ✓ English only

- ➔ Europe localisation
- ➔ Asia reopening
- ➔ Non-airport destinations
- ➔ Last-minute bookings
- ➔ Extras and ancillaries

### **Growth horizon 1**

- ✓ 1M+ trips/year @ \$10+/trip
- ✓ \$10M+ net revenue
- ✓ 50%+ contribution profit margin
- ✓ Overall C/F +ve & EBITDA +ve

- ➔ Full multi-lingual
- ➔ Global source markets
- ➔ Anywhere to anywhere
- ➔ In-destination book/hail

### **Growth horizon 2**

- ✓ 10M+ trips/year @ \$10+/trip
- ✓ \$100M+ net revenue
- ✓ 50%+ contribution profit margin
- ✓ Overall C/F +ve & EBITDA +ve

# STRATEGY TO WIN MARKET SHARE

*Building the world-leader in rides for travellers, a once-in-a-generation opportunity.*

## Market landscape

- ✓ New travel brands are seeking transfers. The world's leading OTAs use Jayride.
- ✓ Traveller behaviours have changed and travellers demand door-to-door service.
- ✓ Travel revenues have changed and OTAs demand ancillary offers.
- ✓ Jayride has an enhanced competitive position as the leading, trusted, counterparty to the industry.



Immediate opportunities to win market share and capture recovery. Opportunities to retain business with unrivaled traveller experience led by enhanced technology.

## Jayride strategy

- ✓ Win market share in new markets (i.e. Europe, Asia) – Retain repeat customers through unrivaled service.
- ✓ Create new paths to market by winning new travel brands. Target brands that are new to airport transfer offers, and also those with a current alternative.
- ✓ Set the bar for the “traveller offer” so high that it is unrivaled – more choices, more destinations, better prices, enhanced technologies, higher service levels, fuller and more flexible refund policies.



Execution focuses on low-cost acquisition, high conversion offers, traveller retention systems, plus self-service and automation for excellent experience at high margins.



# EXPANDING WITH GLOBAL OPPORTUNITY

*Successfully winning market share in large global markets – Europe, US and capture reopenings of Asian destinations.*

## Europe

- ✓ Today: UK travellers to Europe
- ✓ Launch of Europe Growth Hub
- ✓ Expand TAM with localisation to win share in new EU source markets

## Asia Pacific

- ✓ Capture reopenings of destinations with international tourist arrivals set to accelerate (incl. ex Australia)
- ✓ Win multi-times increase in share with destinations launched during 2019 (Repeat our EU-style growth in Asia)







## NASA

- ✓ Today: US travellers in North America
- ✓ Win share with international arrivals and major new travel brand partners

# EXPANDING WITH NEW TRAVELLER OFFERS

Successfully expanding our traveller offer with new vehicles, service classes, and more. Opportunities to continue to expand.

Jayride is launching new product offers for an expanded market opportunity

Today		Growth Horizon 1		Growth Horizon 2
<div>FY21</div> <div>  <ul style="list-style-type: none"> <li>Private and Shared</li> <li>Airport rides only</li> <li>Standard vehicles and economy class</li> </ul> </div>	<div>FY22 Launched</div> <div>  <ul style="list-style-type: none"> <li>New vehicle types</li> <li>New service classes</li> </ul> </div> <div>More quotes. Higher AOV</div>	<div>Roadmap of new traveller offers</div> <div> <div>  <ul style="list-style-type: none"> <li>Extras and Ancillaries</li> </ul> </div> <div>  <ul style="list-style-type: none"> <li>Non-airport destinations</li> </ul> </div> <div>  <ul style="list-style-type: none"> <li>Last-minute bookings</li> </ul> </div> <div>  <ul style="list-style-type: none"> <li>In-destination book/hail</li> </ul> </div> </div> <div>Increased TAM, conversion, retention, and AOV for improved profitability</div>		

Expanded offers are increasing quote volume, quote conversion rate, and customer service levels.



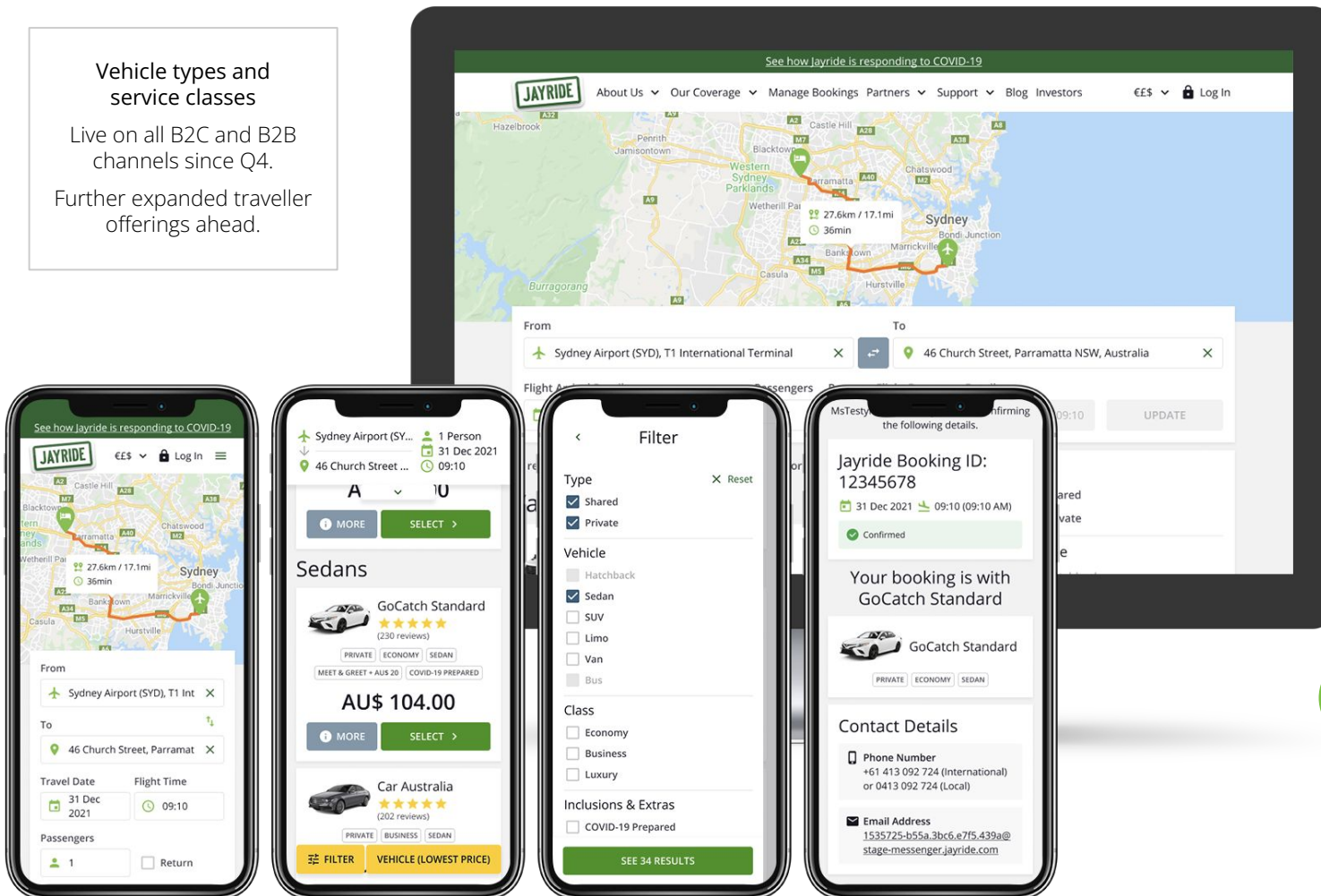
# EXPANDED OFFER WINS MARKET SHARE

*Expanded traveller offer – new vehicle types and service classes give travellers confidence with a trusted door-to-door experience.*

## Vehicle types and service classes

Live on all B2C and B2B channels since Q4.

Further expanded traveller offerings ahead.



Enhancements to mobile at booking and travel



Travellers to select their vehicle and service class



Inclusions and add-ons like "COVID-19 Prepared Rides"



60,000+ Traveller Reviews average 4.5/5.0



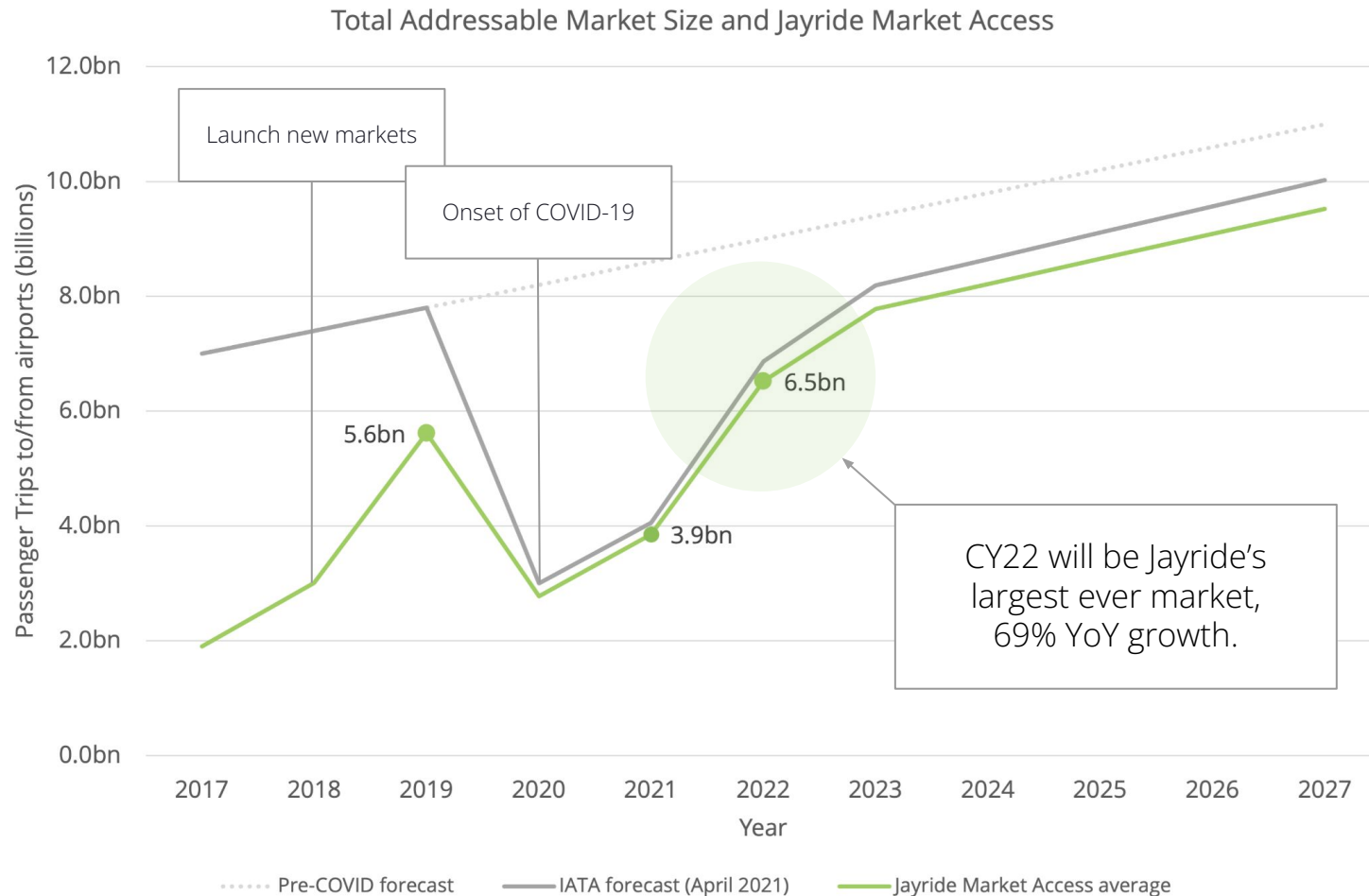
Driving increased retention of travellers and brands



Winning market share through superior offer

# EXPANDED MARKET TO RECORD MARKET SIZE

*This year will be Jayride's largest ever market.  
Est. total market size (TAM) of 6.5bn trips  
to-and-from airports that Jayride serves.*



*An expanded market opportunity supports raised ambitions.*

1. Today Jayride covers airports that serve 95% of world airport passenger trips, in 2022 IATA forecast this to be 6.5bn trips. Jayride global roll-out in 2018-19 launched new airports around the world. In 2019, market access rose from 54% of world airport trips to 90%, an average of 72% for the year. 2019 total addressable market was an average of 7.8bn trips, with Jayride market access to an average of 5.6bn trips. IATA forecast at <https://www.iata.org/en/iata-repository/publications/economic-reports/an-almost-full-recovery-of-air-travel-in-prospect/>.

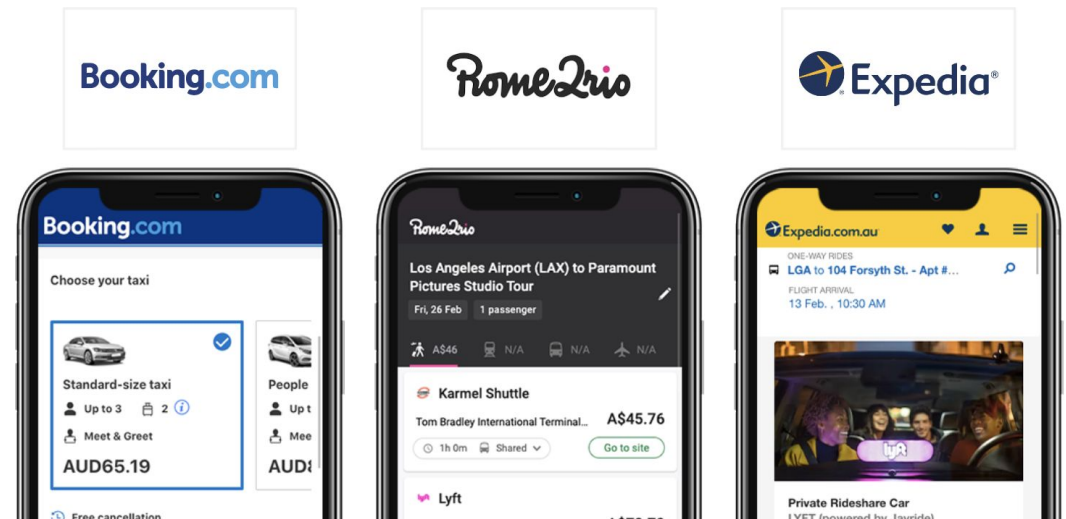
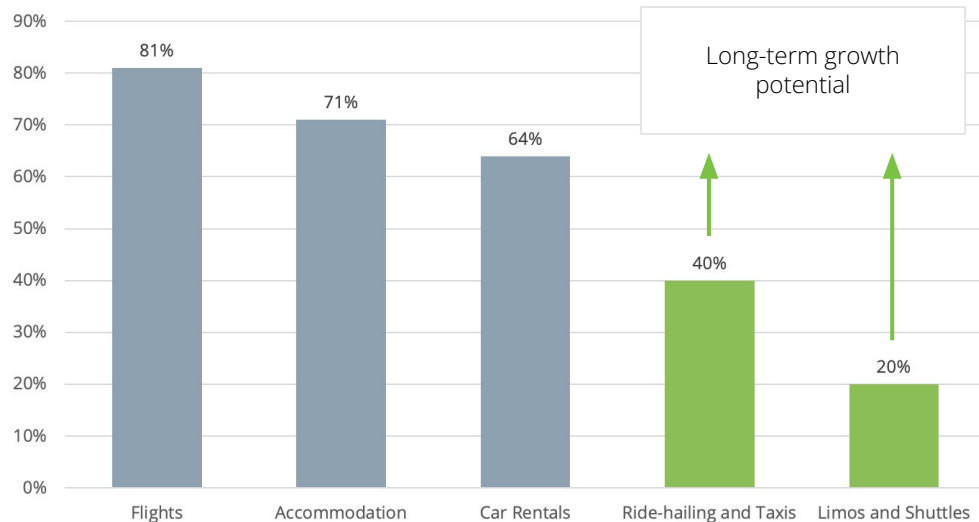


# A STRUCTURAL TREND TO BOOKING RIDES ONLINE

*Travel brands are adopting pre-booked rides at accelerating rates.*

Online penetration of rides is at an early stage compared to other travel verticals<sup>1</sup>.

Increased take-up from large travel brands using Jayride to book rides online.

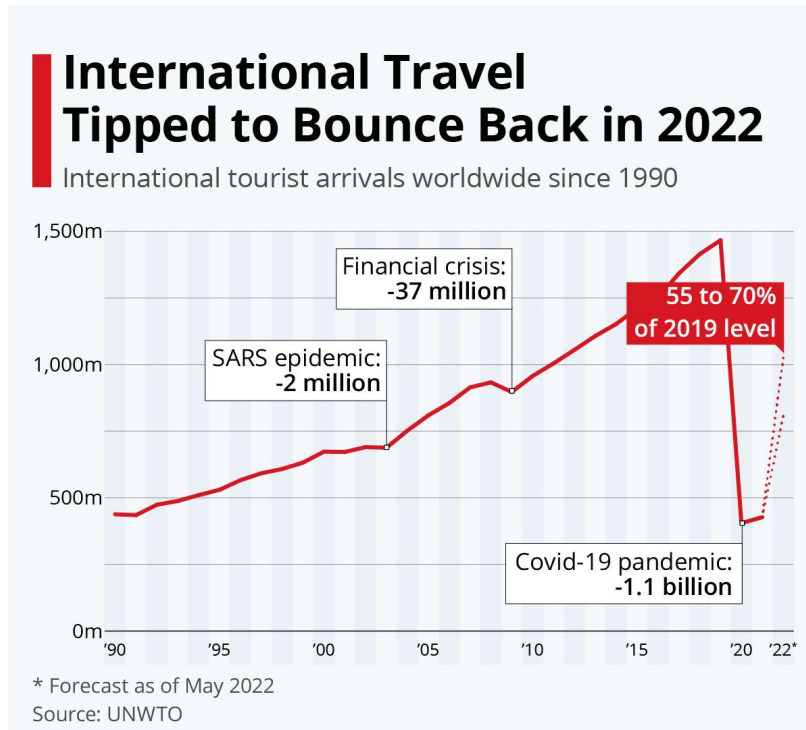


*Jayride quote requests from large travel brands are at a multiple of pre-pandemic levels.*

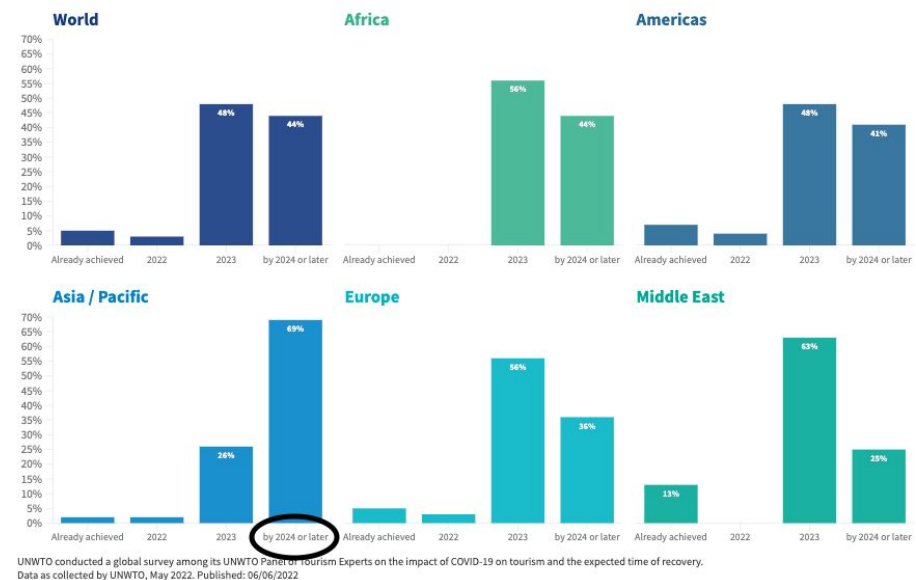


# INTERNATIONAL TOURIST RECOVERY ACCELERATES

*International tourist arrivals recovery trend will accelerate into 2023 and 2024 – significant upside ahead.*



When do you expect international tourism to return to pre-pandemic 2019 levels in your country?



- International tourist travel growth to continue at fast rates into 2023 and 2024 (Source: UNWTO),
- Global opportunity to continue to trade the travel recovery, especially in Asia Pacific,
- Significant recovery upside remains (up to 82%), plus structural gains and competitive market share gains.

# 1H FY23 STRATEGIC PRIORITIES AHEAD

*Win market share with expanded traveller offer, revenue optimisation, yield generation, offline sales and retention, from our new Europe growth hub.*

✓ Complete → Ongoing

## Traveller retention

*"Improve the traveller experience"* Status

Enhance traveller membership platform to increase awareness and repeat purchase for travellers and travel agents



Improve refund rates with **traveller rebooking features** and **enhanced customer service**



## Traveller conversion and revenue optimisation

*"Enhance our offer for travellers"*

Enhance traveller user experience, branding and messaging



Expand supply strategy for enhanced prices, new destinations, and quality of service



**Launch new revenue optimisation and yield generation strategies**



## Traveller acquisition

*"Win market share in northern hemisphere summer and Asia reopening"*

Expand organic, paid search, and growth marketing channels, including to expand **Europe Growth Hub** capabilities



Expand travel agents business to leverage new membership platform, new vehicle types and service classes



**Launch new offline sales and retention strategies**



# SUMMARY OUTLOOK

## Strong start to FY23 – July 2022 update:

- **\$451K** net revenue (+**159%** growth vs PCP)
- **49K** trips booked at **\$9.20** net revenue per trip
- **\$231K** contribution profit (**51%** contribution margin)
- **Stand-still EBITDA positive** for second ever month

## Result Summary

- We are a **fundamentally improved and more profitable** business compared to pre-pandemic.
- **Record results in FY22:** Highest contribution profit in Company history with growth of +353% vs PCP. Highest passenger trips growth with +216% vs PCP.
- **Delivered on major milestones** as we build for scale and improved profitability: **Cash-flow positive after stand-still operating costs for first time** in Q4 FY22 (+\$691K improvement vs Q3).
- Jayride is **outperforming** the broader travel recovery by **winning market share**, with scope for further significant market share gains.
- **Fast market share gains in European destinations** and positioned for market share gains in Asian destination markets as they reopen.

## Positive Outlook

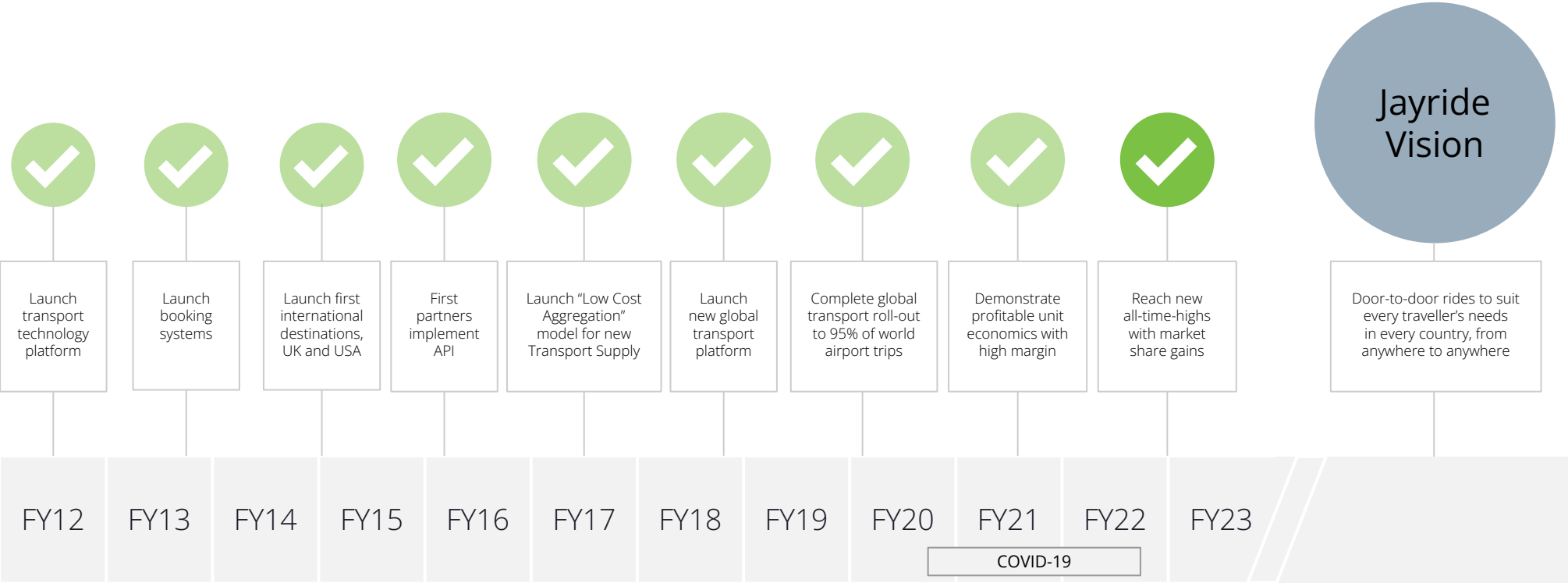
- Continued execution of growth strategy to capture **once-in-a-generation opportunity** to become the **world leader in rides for travellers**.
- **Raised ambitions:** Market size growth, competitive strength and record margins enable disciplined reinvestment, and scope for significant **increases in market share, scale and profitability**.
- Focused on delivering on next major milestones: **1M+ trips, then onwards to 10M+ trips**.
- **Strong start to FY23** with growth continuing in Q1 and set to continue for CY23 and CY24 ahead.
- Momentum supports continued **disciplined growth investments** including selective acquisitions to complement strong organic growth.
- Positioned to be a **much larger and more profitable** company.

# APPENDIX

# LONG-TERM STRATEGIC PRIORITIES DELIVERED

*Delivering on key milestones in long-term strategy to build the world's leading marketplace for traveller rides.*

✓ Previous Milestones Complete    ✓ Latest Milestones Complete    ○ Jayride Vision

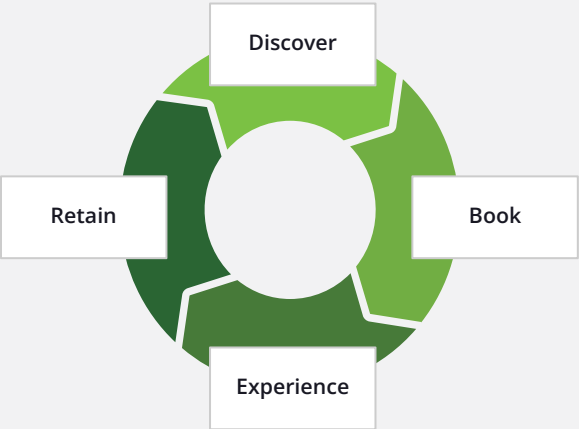




# REPEAT PURCHASE CONTINUES TO GROW

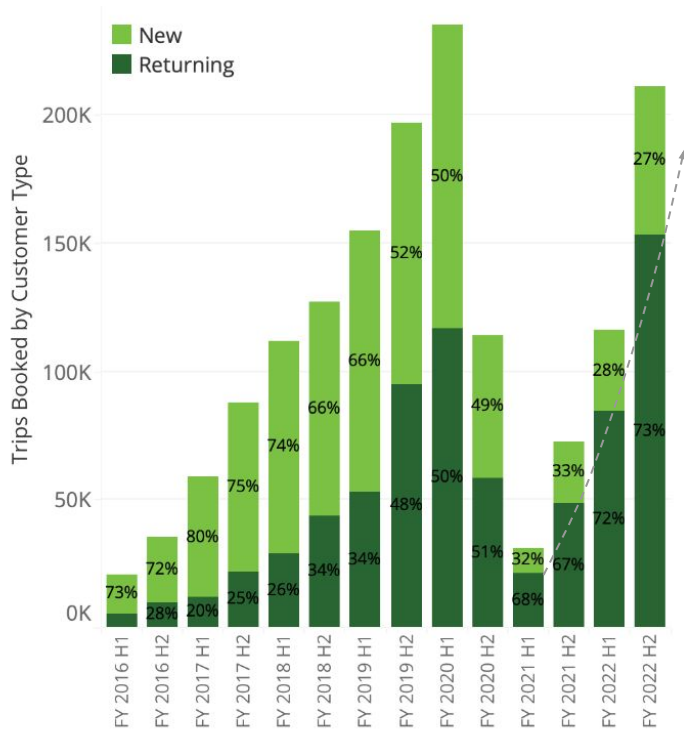
*Repeat purchase at record levels and defensible with high service, refund policies, track record and more.*

## Key Competitive Advantages



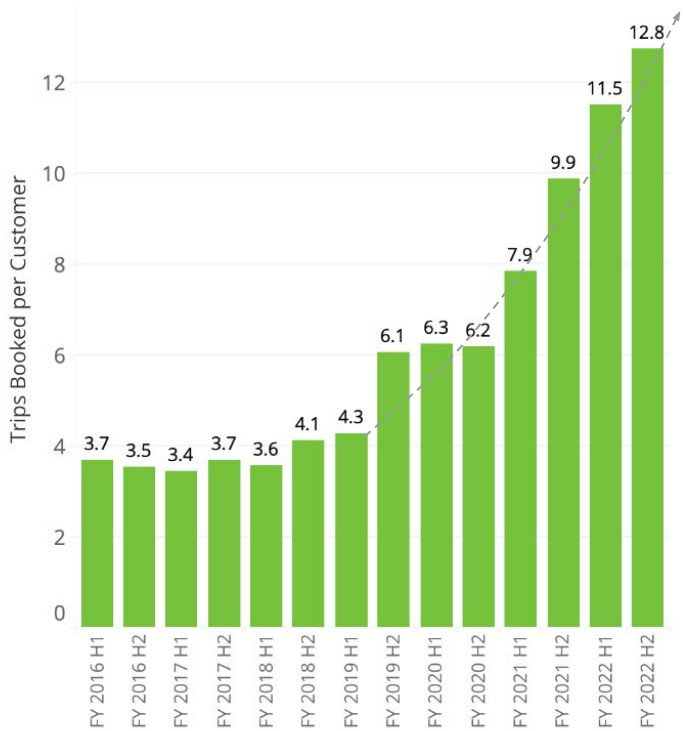
- Best Experience!
- Best Customer Service
- Best Refund Policy
- Best Track Record through COVID
- Expanded Traveller Offer
- Most Destinations
- Most Choice

## Returning Customers



Returning Customers continues to increase

## Trips Booked per Customer

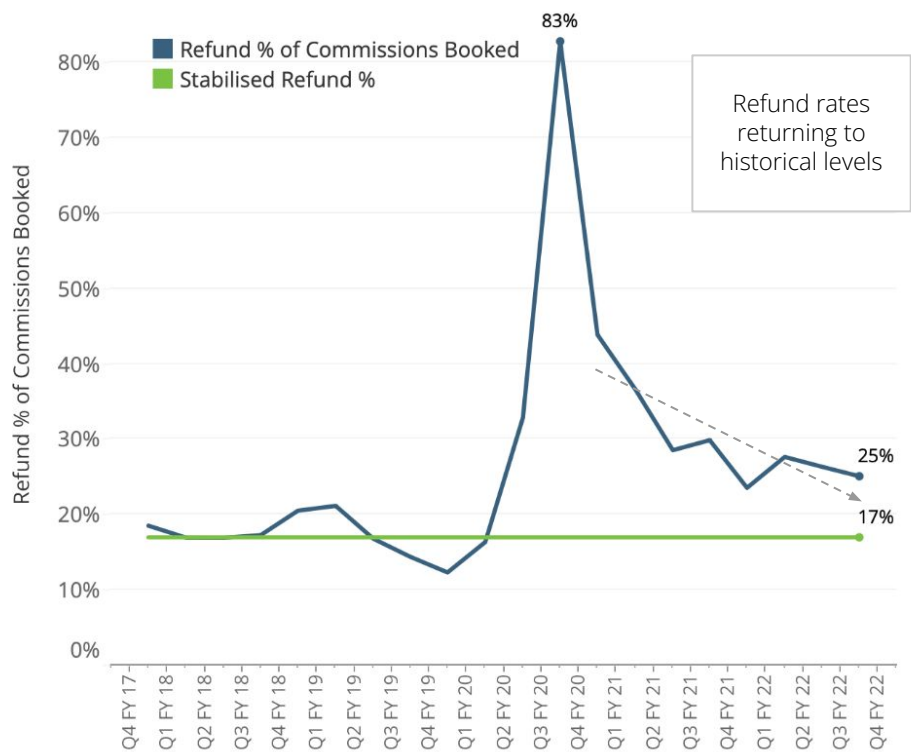


Trips Booked per Customer continues to increase

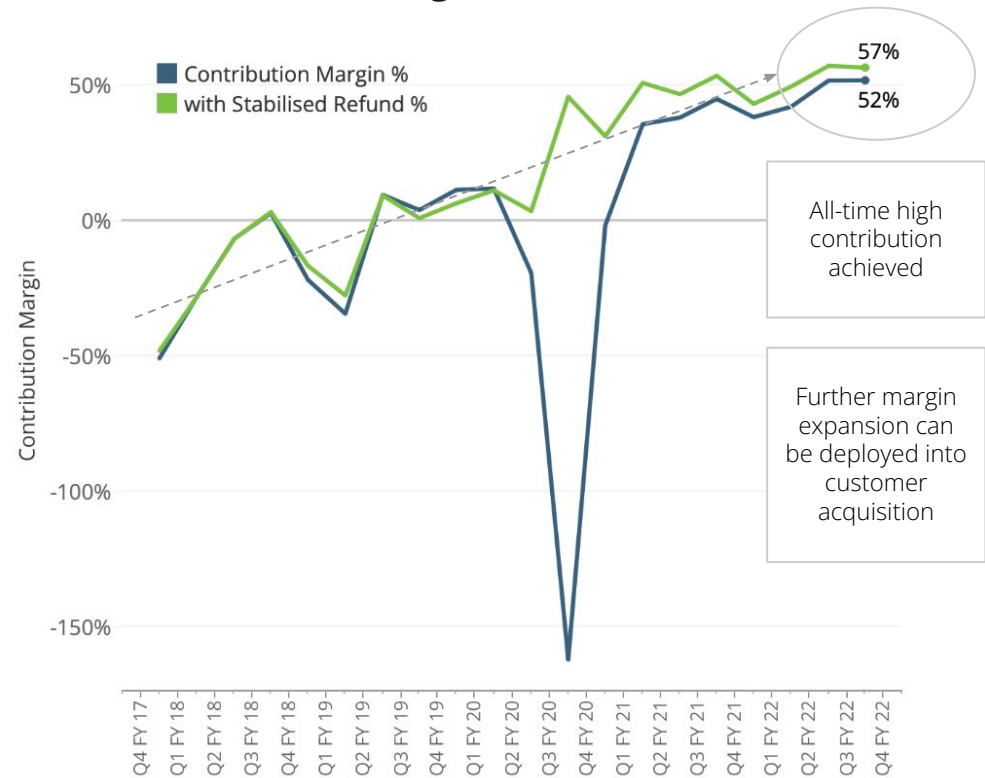
# MARGIN EXPANSION ACHIEVED PEAK LEVEL

Contribution profit margin successfully reaches peak levels. Further margin expansion will be deployed to increase customer acquisition.

Refund Rates



Contribution Profit Margins <sup>1</sup>



Contribution profit margin at all-time-high as refund rates continue towards historical levels

30 1. Contribution profit is net revenue minus all variable costs, including cost of customer acquisition and variable operating costs such as customer support.

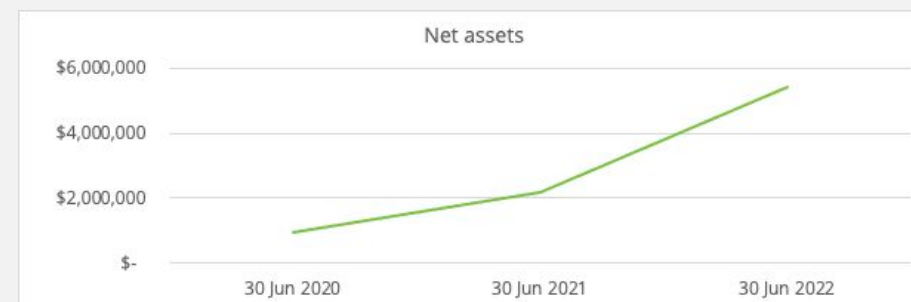
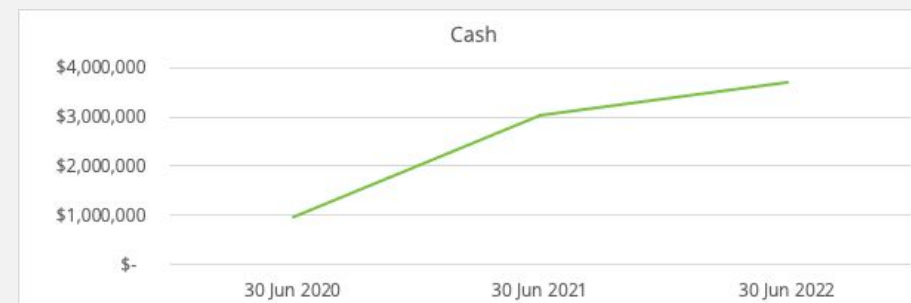


# FY22 BALANCE SHEET

## Balance Sheet Summary

	30-Jun-2022 AU\$(000's)	30-Jun-2021 AU\$(000's)	30-Jun-2020 AU\$(000's)
<b>Current assets</b>			
Cash and cash equivalents	3,689	3,042	963
Trade and other receivables	1,831	982	1,469
Deposits	113		
Prepayments and other assets	132	190	69
<b>Total current assets</b>	<b>5,765</b>	<b>4,214</b>	<b>2,501</b>
<b>Non-current assets</b>			
Jayride website and technologies	2,800	2,180	2,344
Other non current assets	58	41	405
<b>Total non-current assets</b>	<b>2,858</b>	<b>2,221</b>	<b>2,749</b>
<b>Total assets</b>	<b>8,623</b>	<b>6,435</b>	<b>5,250</b>
<b>Current liabilities</b>			
Trade and other payables	1,748	1,714	1,641
Borrowings	0	1,889	116
Future transport supplier payments	1,007	341	188
Other current liabilities	405	252	613
<b>Total current liabilities</b>	<b>3,160</b>	<b>4,197</b>	<b>2,558</b>
<b>Non-current liabilities</b>			
Borrowings	0	0	1,744
Other non-current liabilities	68	41	22
<b>Total non-current liabilities</b>	<b>68</b>	<b>41</b>	<b>1,766</b>
<b>Total liabilities</b>	<b>3,228</b>	<b>4,238</b>	<b>4,324</b>
<b>Net asset position</b>	<b>5,395</b>	<b>2,197</b>	<b>926</b>

*Jayride is resourced to capitalise on the significant market opportunity with investments in growth and scale.*



# JAYRIDE MARKET CAPITALISATION

## Shares and Options as issued at 30/06/2022

Shares on issue	(#)	Market capitalisation and EV	(AUD\$)
Ordinary shares not escrowed	175,861,841	Market capitalisation (at \$0.210 per share)	\$ 37,000,000
Ordinary shares - held in Employees' Trust	522,418 *1	Net cash	\$ 3,689,000
<b>Total Shares on Issue</b>	<b>176,384,259</b>	<b>Enterprise Value</b>	<b>\$ 33,311,000</b>
Share Options on Issue	(#)		
Warrants	0 *2		
Options issued under employee share scheme - Directors	1,525,000 *3		
Options issued under employee share scheme - MD, KMP and Team Members	6,038,226 *3		
<b>Total Options on Issue</b>	<b>7,563,226</b>		

\*1 Shares held by the trustee of Jayride's Employee Share Scheme for future remuneration.

\*2 All warrants previously issued have expired, all debt connected to those warranties have been repaid.

\*3 See the FY2022 Annual Report for details on shares and options held by directors, KMP and high performers.

# INVESTMENT PROPOSITION

*Jayride is a growth company with a proven record at building profitable revenue in a huge and growing 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. NPS of 56
- Travel brands choose Jayride to turn-key a global ride service offer

## B2C and B2B Business

- Building the traveller's trusted transfers brand at Jayride.com
- Mobile 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 experience 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 travel technology 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

## Growth tailwinds



As the travel recovery continues, Jayride's existing travellers return in existing destinations



Opportunity to capture market share in a distressed competitive landscape



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



# 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](http://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.



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**INFORMATION**

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