

FY19 PRELIMINARY FINAL REPORT INVESTOR PRESENTATION

Rod Bishop, Managing Director Peter McWilliam, Chief Financial Officer August 2019



RECORD RESULTS CONTINUE

Record financial results with high growth from new destination countries launched in FY19. All destinations hit new record GPAPA.



Revenue growth

- Record Revenue
- Revenue growth stable for 24 straight quarters
- Growth in Revenue per passenger trip

GPAPA growth

- Record Gross Profit after Paid Acquisition (GPAPA)
- Growth in GPAPA per passenger trip



A STEP CHANGE IN LEAD INDICATORS

Unparalleled global expansion. Jayride destination countries step change from 5 countries in FY18 to 81 countries served in FY19 (15X growth)



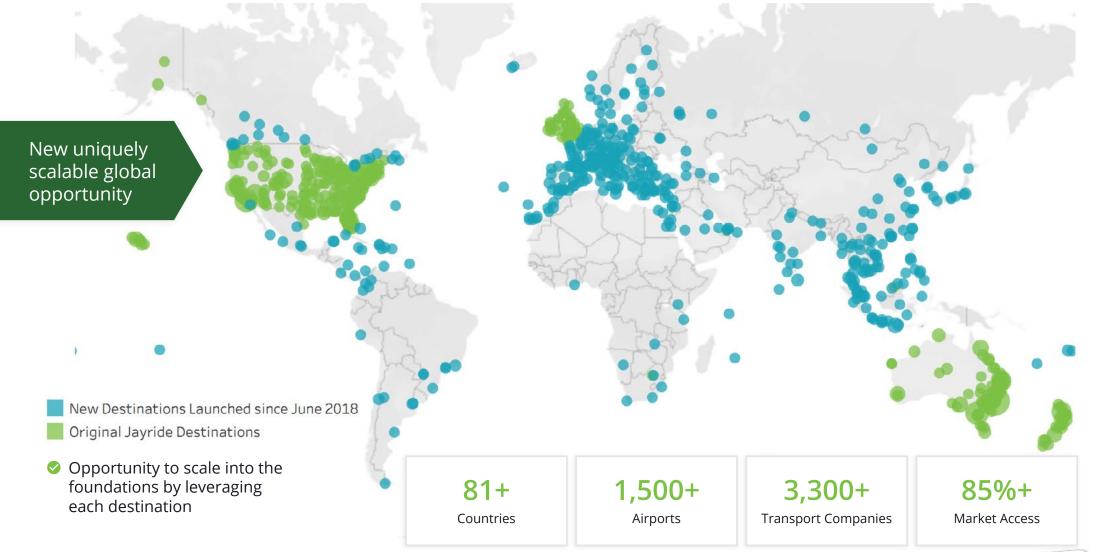
Global growth

- Step change in global market access
- Roll-out from 5 countries to 81 countries
- Jayride now serves 85% of world aviation markets
- Company focus shifted to leverage of new countries in 2H



UNLOCKED GLOBAL GROWTH

The entire global airport transfers industry now available through one source. The first ever global roll-out of this kind for the airport transfers industry.





GLOBAL FOOTPRINT TRIPS ACCELERATE

New destinations grow 5X in 2H VS 1H, accelerating Jayride's growth. Passenger trip revenues are now truly global (65%+ from outside Australia).





NEW AND EXISTING COUNTRIES DELIVER

Fast revenue growth in new destination countries (+443% 2H VS 1H). Strong profit growth across all destinations, to 50%+ GPAPA margin.

Original destination countries vs new destination countries launched during FY19

	Original five destination countries		New destination countries					
	2H FY19 AUD(000's)	1H FY19 AUD(000's)	Movement %		2H FY19 AUD(000's)	1H FY19 AUD(000's)	Movement %	
Passenger trips booked	140	143	-2%	▼	56	11	+388%	
Net Revenue from passenger trips booked (excl other Income)	1,525	1,346	+13%	A	346	64	+443%	A
Cost of customer acquisition	-748	-1155	+35%	A	-164	-175	+7%	A
Gross profit after paid acquisition (GPAPA)	777	191	+306%	A	183	-111	+264%	_
GPAPA margin	51%	14%			53%	-175%		



New countries:

- Passenger trips growth +388% 2H VS 1H, Net Revenue growth +443% 2H VS 1H
- Maintain GPAPA high-water mark

Original countries:

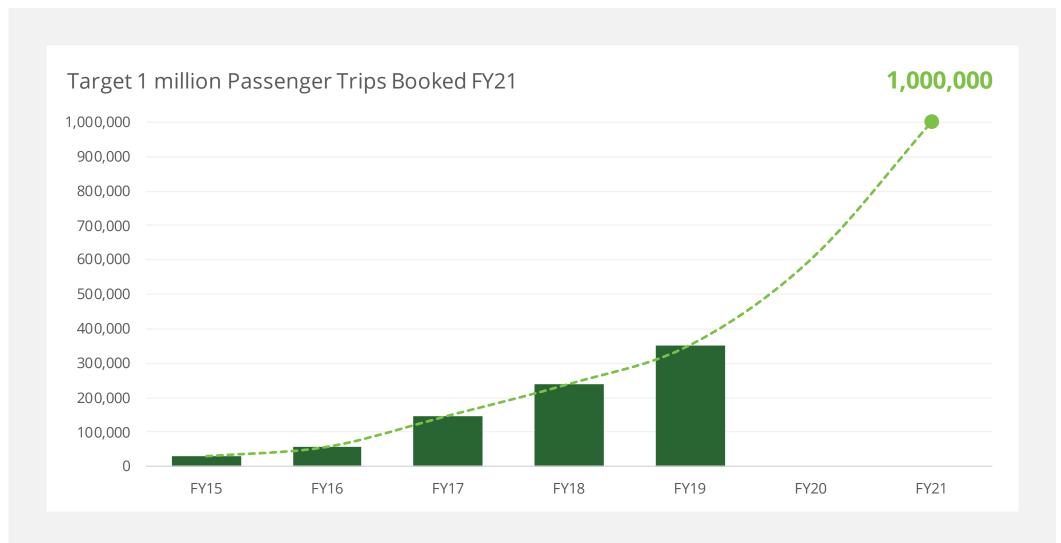
- Optimise to profitability
- New high-water mark GPAPA margin exceeds expectations (51% VS previous aspirational economics 35%)





TARGET 1M PASSENGER TRIPS BOOKED FY21

Jayride reaffirms its new core objective to organically grow Passenger Trips Booked to at least 1 million per year by 30 June 2021.





ASPIRATIONAL ECONOMICS

Aspirational Metrics Scenario Scenario 1: Global Scenario 2: Retaining rollout completed travellers at scale The aspirational scenarios are presented for 2.5X today's 100,000 Now targetting 40%+ illustrative purposes only trips per quarter EBITDA margin at scale Passenger trips booked 1,000,000 10,000,000 AUD(000's) AUD(000's) Net Revenue from passenger trips booked \$ 9.500 \$ 100,000 \$ 900 \$ 1,200 Other income \$ **Net Revenue** 10.400 \$ 101,200 Cost of customer acquisition (4,600) \$ (48,700)\$ Gross profit after paid acquisition (GPAPA) 5.800 \$ 52,500 Operational costs \$ (2,400) \$ (5,000)Gross profit after all operational costs \$ 3,400 \$ 47,500 Growth, corporate costs and share-based compensation (3,400) \$ (7,500)**EBITDA** \$ \$ 40,000 51% 51% GPAPA margin excl grants and other revenue 0% 40% **EBITDA Margin**

Global market share 0.13%

Note: The above scenarios are based on estimates and projections that rely upon various assumptions. These assumptions may or may not prove to be correct, accordingly no reliance should be made on this information.

2H FY19 has outperformed Jayride's previous aspirational model for GPAPA ratio and growth expenses.

Input Assumptions

Key Inputs:

Lastest run rates		2H FY19 Trips	Annua	lised Trips
Passenger trips booked		196,000		392,000
	2	H FY19 AUD(000's)	Annualised A	AUD(000's)
Net Revenue from passenger trips booked	\$	1,871	\$	3,742
Net Revenue per passenger trip booked	\$	10	\$	10
GPAPA margin excl grants and other revenue		51%		
GPAPA per passenger trip booked	\$	5		

Key Outputs:

Targeting profit before 1M passenger trips (2.5X today)

Targeting 40%+ EBITDA margin at 10M+ trips scale

Key changes to previous aspirational model:

- Net Revenue and GPAPA per trip have increased (\$10 and \$5)
- Growth expenses reduced to \$3.4M



INCREASING REVENUE DECREASING COST

2H FY19: Revenue growth, increased efficiency at creating free cash flow, and improvements to cost-base after global roll-out.

+71% ▲ 2H VS 1H

Revenue from passenger trips booked achieves 6 years of consistent growth.

+25% ▲ 2H VS 1H

New global foundation completed. Growth expenditure and capex now strongly reduced.





Even as revenue increases, cost of customer acquisition decreases, increasing free cashflow.



Revenue growth and cost reductions combine for strong path to profitability.



FY19 CASH FLOW IMPROVEMENTS

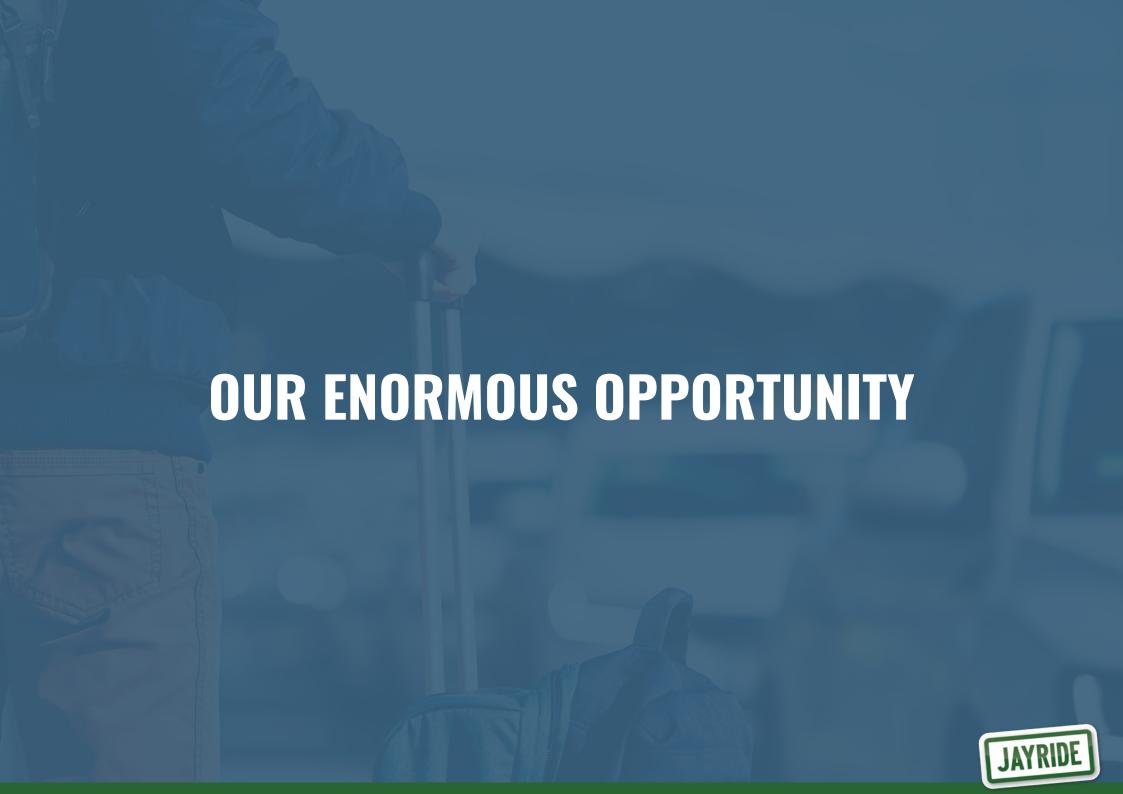
Jayride has operated a cash burn to build its global asset. Now strongly reducing cash burn to (\$0.9M) in Q4. Current Assets at \$3.4M in Q4



- Net operating cashflows (\$0.9M) in Q4 FY19 is the new baseline
- Strategy to continue reducing burn through leverage at scale

- Current asset position stable at \$3.4M in Q4 FY19
- Grants receivable (R&D Tax Incentive) already received during Q1 FY20
- \$1.0M of note remains to be drawn subject to the terms of the note
- \$9.0M of Stock Options at \$0.553 expire 31st March 2020







OUR PURPOSE

Let the traveller ride like a local 77



ADDRESSING OUR HUGE GLOBAL MARKET

7.7B trips at airports each year with no incumbent global marketplace. No transport company can ever service the whole world.

✓ **Total Addressable Market:** Billions of travellers go to and from airports each year. Every traveller needs transport.

FY19

Passenger Trips to/from Airports Globally

7.7B

Jayride Market Access: In FY19 Jayride unlocked global growth to cover 85% of the world's passenger trips.

Passenger Trips in Jayride Countries

6.6B

FY18-19 Focus

Jayride Current Demand: Today Jayride has 10M's of quote requests through its platform validating demand for transport options.

Passenger Trips Quoted

10M's

FY20-21 Focus

✓ **Jayride Revenue-Driver:** In FY20-21 Jayride will leverage its market access and demand to grow passenger trips booked and revenues.

Passenger Trips Booked

351K



OUR GROWTH ENGINE: TRANSPORT COMPANIES

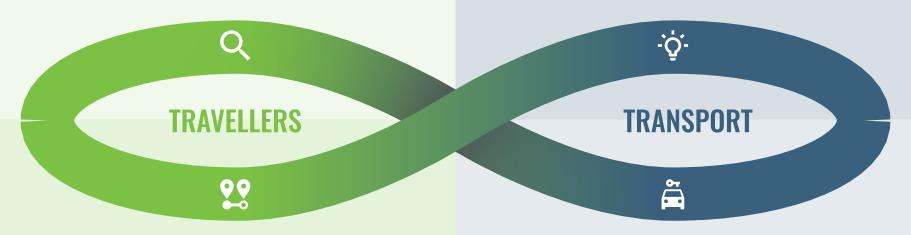
Delivering insight that drives value for every transport company, creating a global value-add ecosystem that can't be found anywhere else.

1. Travellers Search and Discover

Travellers search for airport transfers in a destination and discover improved coverage and pricing which creates an incentive for travellers to come back.

3. Generate Actionable Insights

Demand insights are discovered with big data analysis using geospatial business intelligence tools.



2. Traveller Quote Data Captured

Airport, address, passenger count, airline, travel date and time, extra requests and add-ons are captured every time a traveller makes a search.

4. Coverage and Price Optimization

Transport companies act on Jayride's coverage and price recommendations to optimise their services, and meet the traveller's needs



A THRIVING PARTNER ECOSYSTEM

Jayride's innovative technology and global supply is leveraged by some of the world's biggest travel brands.

Existing Partnerships

Newly Added Partners in FY 2019































































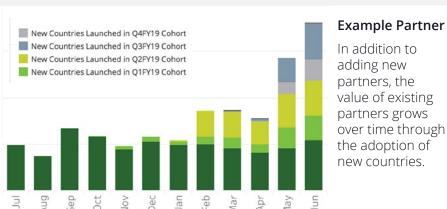














new countries.



THE TRAVELLER EXPERIENCE

World-leading source of reviews for transport. Giving the traveller reviews they can use, and the local knowledge they need before they fly.

350,000+

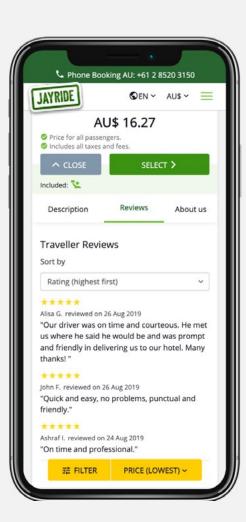
Passenger trips served in FY19

48,000+

Real traveller reviews now available on Jayride

4.2 / 5.0

Average review score of all transport reviews



- Jayride is a trusted source of reviews of transport companies for travellers to read and compare.
- The largest source of third-party reviews available anywhere
- Read reviews, compare, and select the transport option that is right for you.





INCOME STATEMENT FY19

FY19 1H Jayride invested heavily to deliver its new global foundations. In 2H Jayride leveraged this foundation toward profit.

lı .	ncome Sta	tement S	Summary	,				
	2H FY19 AUD(000's)		Movement %		FY19 AU\$(000's)	FY18 AU\$(000's)	Movement	
Passenger trips booked	196	154	+27%	A	351	236	+49%	A
Net Revenue from passenger trips booked	1,871	1,410	+33%	A	3,281	1,914	+71%	A
Other income	533	9			542	538		
Gross profit	2,404	1,419	+69%	A	3,823	2,451	+56%	A
Operational costs								
Cost of customer acquisition	-911	-1,330	+31%		-2,241	-1,413	-59%	•
Operational costs	-1,910	-1,267	-51%	•	-3,177	-1,933	-64%	•
Growth and corporate costs								
Corporate costs	-425	-387	-10%	\blacksquare	-812	-432	-88%	•
Growth costs (excl capitalised development costs)	-1,301	-1,777	+27%		-3,078	-2,734	-13%	
Share-based compensation	-1,267	-634	-100%	\blacksquare	-1,901	-1,162	-64%	•
Operating Profit	-3,410	-3,976	+14%	A	-7,386	-5,223	-41%	•
GPAPA from passenger trips margin (excl other incom	e) 51%	6%			32%	26%		
Gross profit after opex margin (excl other income)	-51%	-84%			-65%	-75%		
Operating profit before share-based compensation	-115%	-237%			-167%	-212%		
Operating profit margin	-182%	-282%			-225%	-273%		

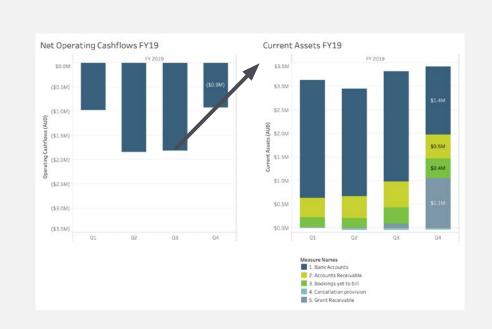
- Strong revenue growth in 2H from new countries and strong improvements to GPAPA profitability across all countries
- 71% growth in Net Revenue from Passenger Trips (FY19 VS FY18)
- 108% growth in GPAPA from Passenger Trips (FY19 VS FY18)
- Net Revenue growth in new destinations drives this result in the second half, up 443% in 2H VS 1H
- Net Revenue from Passenger Trips is now global (65% outside Australia)
- GPAPA margin increases to over 51% in 2H across all countries, strongly exceeds expectations
- Operating Profit margin before Share-based compensation improves from -237% to -115% in 2H VS 1H
- Trend continues: Q4 FY19 Operating Profit margin before Share-based compensation was the Company's best performance in two years
- Projects scoped for further improvements to revenue and operating costs



CASH PERFORMANCE FY19

Jayride has operated a cash burn to build its global asset. Now strongly reducing cash burn to (\$0.9M) in Q4. Current Assets at \$3.4M in Q4

Cash flow sun	nmary			
	FY19 AU\$(000's)	FY18 AU\$(000's)	Movement %	
Cash from Operating Activities				
Net receipts from customers	3,383	1,991	+70%	
Customer acquisition costs	-2,237	-1,413		
Operating and corporate costs	-5,377	-4,557		
Cash from Operating Activities	-4,231	-3,979	-6%	•
Cash from Investing Activities				
Growth costs (including capitalised development costs)	-1,859	-2,043		
R&D Tax Incentive & EMDG	485	489		
Cash from Investing Activities	-1,374	-1,554	-12%	A
Cash from Financing Activities				
Equity Investment	1,617	10,178		
Debt Finance	1,900	(1,829)		
Cash from Financing Activities	3,517	8,349	•	
Cash movement				
Cash inflow/outflow	-2,088	2,816		
FX Movements on cash balances	-26	-23		
Net Increase / (Decrease) in Cash	-2,114	2,793	•	
Cash Position at 30 June 2019	1446	3560	-	



- (\$0.9M) Net operating cashflows in Q4 FY19
- \$3.4M Current asset position in Q4 FY19
- Raised capital through \$1.7M placement in December 2018, and 2.0M convertible note in March 2019
- \$1.0M (R&D Tax Incentive receivable at 30 June 2019, already received during Q1 FY20
- Opportunity to further improve cash assets through enhanced collection of trade receivables



BALANCE SHEET FY19

Multiple pathways to improve Jayride's Balance Sheet as the Company reaches the end of its cash burn phase, and scales toward profit phase.

Balance	Sheet	Summary
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	,		
	30-Jun-19 AU\$(000's)	30-Jun-2018 AU\$(000's)	Movement AU\$(000's)
Cash and cash equivalents	1,446	3,560	(2,114)
R&D Tax Incentive	959	854	105
Trade and other receivables	972	735	237
Total current assets	3,376	5,149	(1,773)
Non current assets	2,943	2,737	206
Total assets	6,319	7,886	(1,567)
Trade and other payables	1,874	1,092	782
Future transport supplier payments	850	499	351
Other current liabilities	214	140	73
Total current liabilities	2,938	1,731	1,207
Non-current liabilities	1,626	45	1,581
Total liabilities	4,564	1,776	2,788
Net asset position	1,755	6,110	(4,355)

- \$18M invested to build world-leading global platform with strong strategic value
- Immediate opportunity to scale toward profit through growing revenues and decreasing costs
- Optionality on further capex investment
- Additional \$1M convertible note available January 2020 at the Company's election subject to the terms of the note
- Potential \$9M Stock Options from Pre-IPO investors exercise price at \$0.553 expiring March 2020
- \$3M current asset position including \$1.4M cash assets at 30th June 2019



JAYRIDE MARKET CAPITALISATION

	Shares and Option	ons as issued	
Shares on issue	(#)	Market capitalisation and EV	(AUD\$)
Ordinary shares not escrowed	62,144,112	Market capitalisation (at \$0.330 per share)	\$27,828,000
Ordinary shares under escrow	22,184,259 *	Cash at 30 June 2019	\$1,445,000
Total Shares on Issue	84,328,371	Enterprise Value	\$26,383,000
Share Options on Issue	(#)		
Options at \$0.553 from Pre-IPO expiring 31/03/2020	16,334,738 */**		
Options at \$0.553 from Converible Note	3,616,637 ***		
Options from ESOP	2,378,198 ****		

Pro-forma Shares and O	ptions, fully	diluted, assumi	ng Opti	ons exercise
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Shares on issue	(#)
Ordinary shares	84,328,371
Shares issued on Options exercise	22,329,573
Total Shares on Issue after Options exercise	106,657,944

Market capitalisation and EV	(AUD\$)
Market capitalisation (at \$0.553 per share)	\$58,982,000
Cash at 30 June 2019	\$1,445,000
Cash through Options from Pre-IPO	\$9,033,000
Cash through Options from Convertible Note	\$2,000,000
Cash through Options from ESOP	\$1,268,000
Total Cash	\$13,746,000
Enterprise Value	\$45 236 000

Pro-forma section is illustrative only to show the effect including the Options exercise

Total Options on Issue



^{*} Shares and Options include those issued to Founders and Directors

^{**} Options from Pre-IPO expire at 31 March 2020 with an exercise price of \$0.553. Founders and Directors Options are under Escrow until 29/01/2020, the remainder are under Escrow until 18/12/2018

^{***} Options from Convertible Notes expire 20 March 2022 with an exercise price of \$0.553

^{****} Options from ESOP expire 30 June 2023, vesting over 4-years, with an exercise price of \$0.533

FORWARD OUTLOOK

A strong start to FY20 - July

- ✓ July Net Revenue from Passenger Trips up 75% over PCP
- July GPAPA from Passenger Trips up 231% over PCP
- Research and Development tax incentive of \$959,000 approved and received
- Export Market Development Grant of \$150,000 approved
- Very strong increase in partner demand Multiple new partners are currently developing on the Jayride API to add airport transfers to their applications. The increase in demand is triggered by the completion of global roll-out

Looking ahead to FY20-21

- Huge opportunity to add more partnerships to increase passenger trips quoted
- Huge opportunity to convert passenger trips quoted to booked
- Reaffirm 1M passenger trips booked objective





THANK YOU



WHO IS JAYRIDE?

World-leading
Travel E-commerce
Marketplace for
Passenger Transport.

B2C Travel

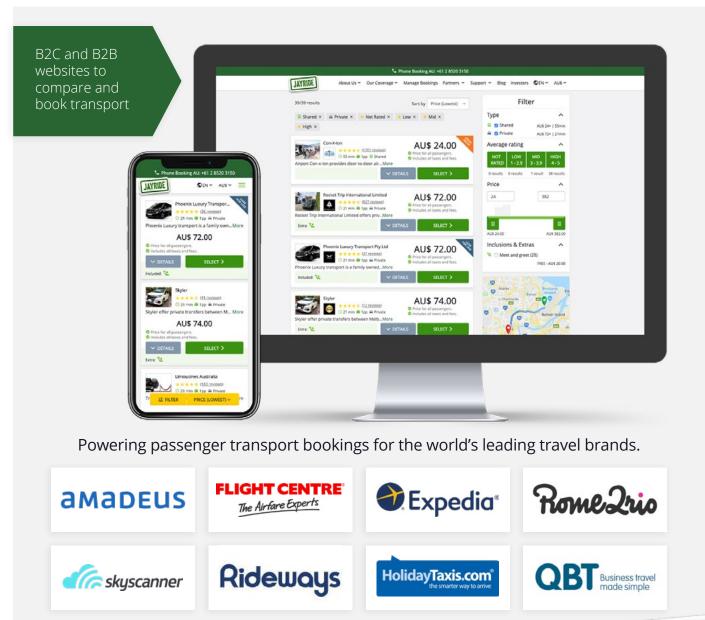
Travellers read reviews, compare and book rides around the world, including rideshares, shared airport shuttles and luxury private transfers.

B2B Travel

Travel brands use Jayride APIs to create new ancillary revenues by selling airport transfers to their travellers.

- 1,500+ airports in 81 countries
- 3,300+ transport companies

Connecting travellers with ground transport companies, worldwide.

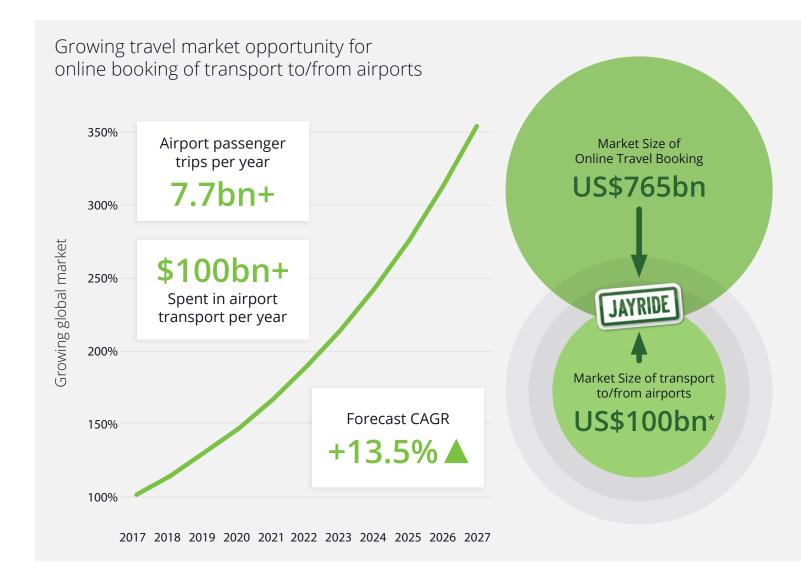




THE FUTURE OF TRAVEL IS DOOR-TO-DOOR

Travel and transport are converging to a future of new connected, seamless, traveller experiences on the ground.





Travel industry needs a global ground transport solution

- Demand for transport from travellers seeking seamless, connected experiences
- Travel Management Companies and Online Travel Agencies seeking solutions
- Key drivers of transport adoption: Ancillary revenue and traveller experience

Transport industry needs technology to tap global demand

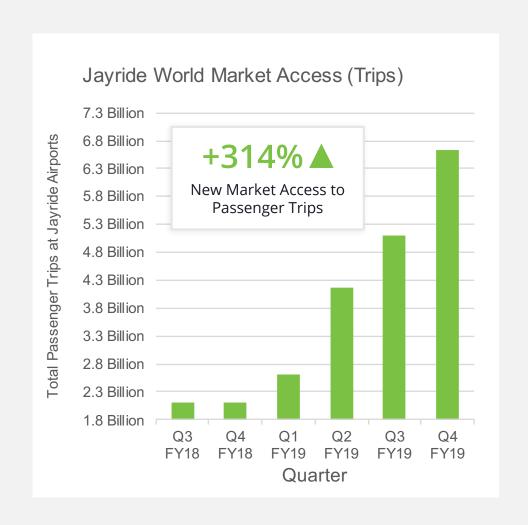
- A dynamic and fragmented industry needs specialist distribution
- Increasing fragmentation with new options coming to market every day
- Transport companies need future focussed technology that can keep up

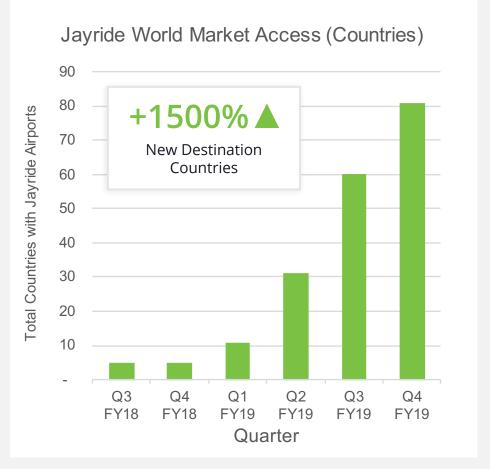


FY19 STEP CHANGE IN MARKET ACCESS

Jayride has unlocked global growth potential with a world-first roll-out to cover 85%+ of the worlds aviation trips





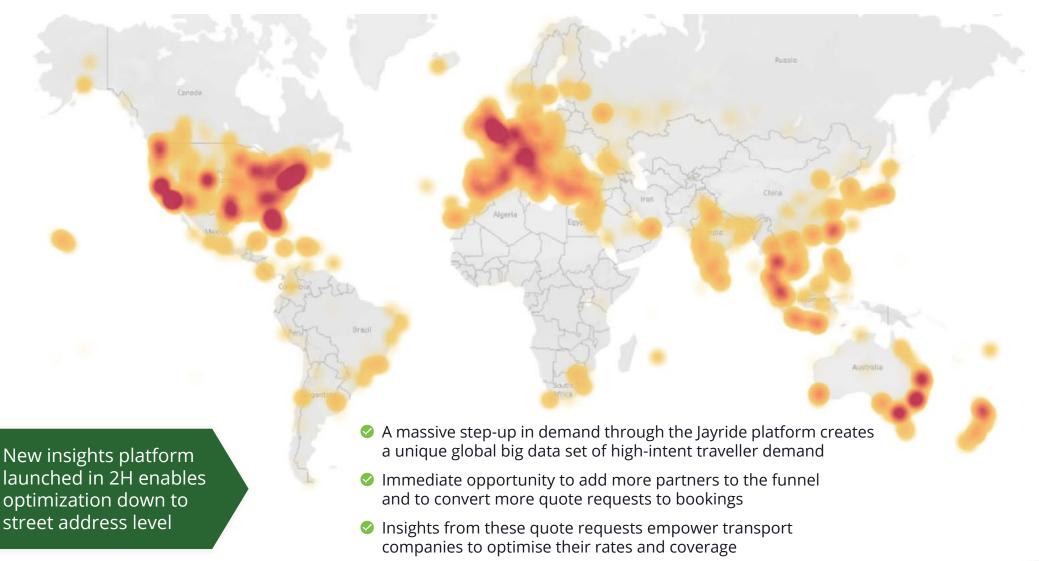




10M'S TRIPS QUOTED BIG DATA INSIGHTS

Massive traveller demand follows the global roll-out. Trips quoted number 10M's with opportunities to optimise.



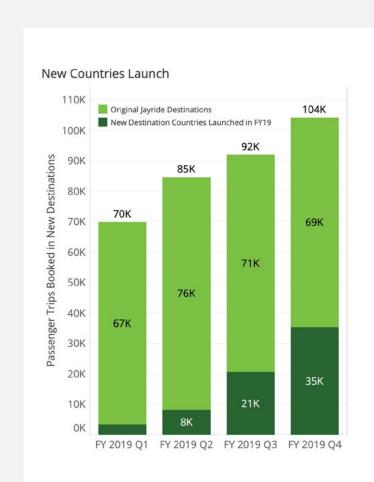


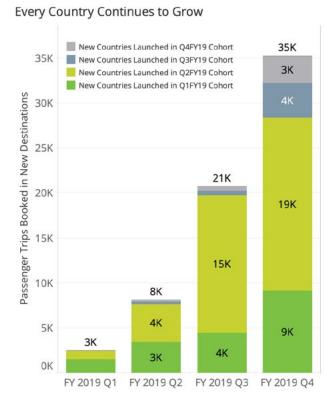


TRIPS BOOKED ACCELERATE

Jayride's next step is to drive revenues with conversion of passenger quotes to Passenger Trips Booked.







- ✓ 10M's of quotes creates a huge opportunity to scale Passenger Trips Booked
- Passenger Trips Booked in new countries is Jayride's fastest growth segment
- 70% quarter-onquarter growth in new destinations (to 35K passenger trips booked)
- Every cohort of new countries is growing continuously since launch
- Major new countries, China and Japan, launched in Q4 and don't contribute to FY19 revenues
- Jayride's FY20-FY21 strategy is to leverage our new countries to maximise revenues



TRAVELLER RETENTION

As Jayride serves more destinations, more travellers are retained to travel around the world. Higher traveller LTV improves Jayride's unit economics for profitability at scale.

Key Drivers of Retention

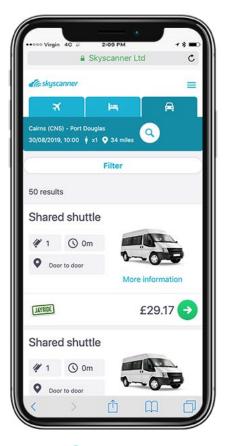
- Most Destinations!
- Best Discovery
- Most Choice
- Best Experience

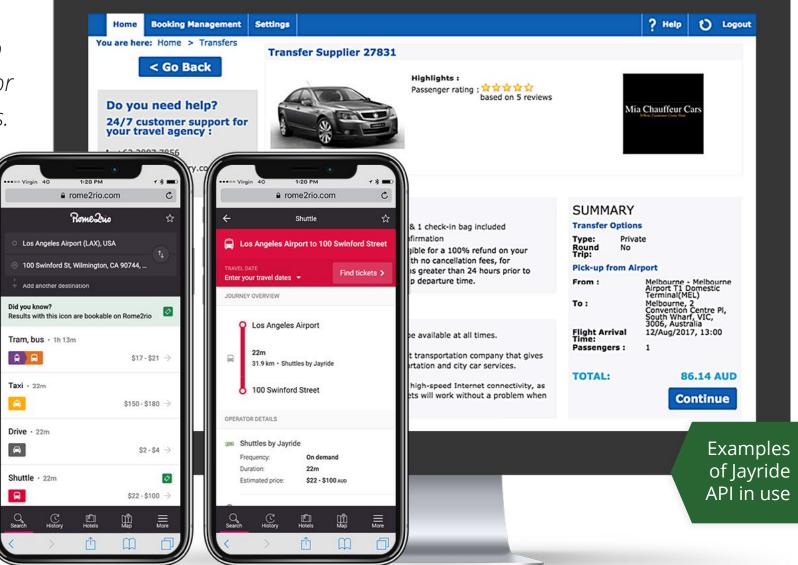




API FOR PARTNERS

Partners use Jayride to sell airport transfers for new ancillary revenues.









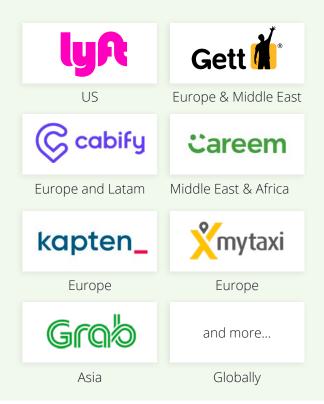
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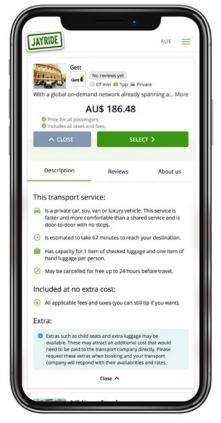
NEW LAUNCH RIDESHARE BOOKING

Re-imagined rides for travellers. Jayride travellers can compare and book the best local ride-hail and rideshare services at fixed prices.

- Compare different ride-hails
- Quoted in traveller currency
- Pre-book at fixed prices
- No app download required
- No data roaming required
- Real trusted reviews







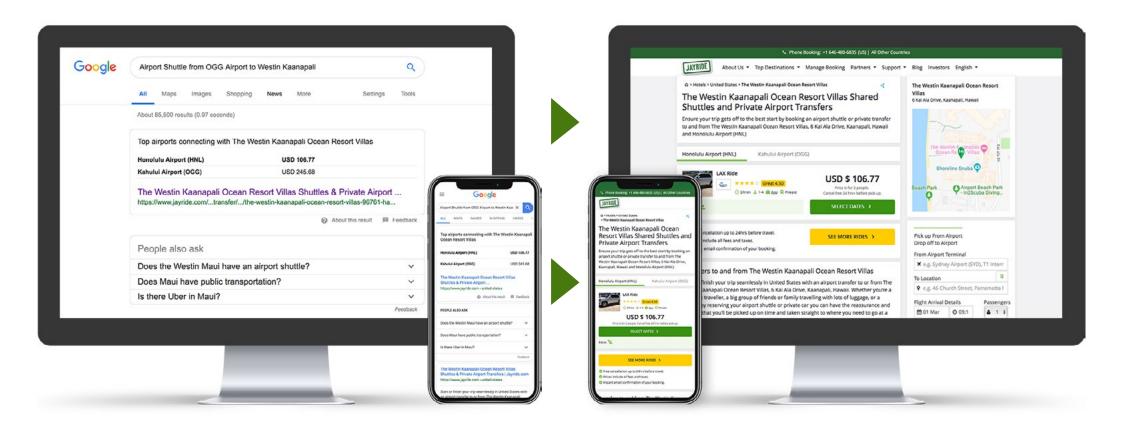


- Ride-hailing for travellers compare and pre-book in advance
- Lyft is a top-seller on Jayride, and distributed to Expedia
- Now serving ride-hail and rideshare globally



NEW LAUNCH TRAVELLER SEO

Travellers now discover Jayride on Google organic search results. Cheapest cost of traveller acquisition (CAC) currently in country-by-country global roll-out.



Major Search Engine Optimization (SEO) platform launched in December 2018

 Travellers can now find transfers on Google including Google Knowledge Graph SEO is now Jayride's top traveller acquisition channel.



NEW LAUNCH MEDICAL ASSIST

Travellers with unique needs struggle with ground transport services. Jayride delivers large-scale solutions for medical traveller needs, including non-airport origins and destinations.

Insurance and Medical Assist Passenger Trips Booked

15K+

Approximate number of Americans who miss or delay medical care in the US because of transportation issues.*

3.6M +



Fast tracked global opportunity through existing partnerships

- Two national insurance providers have completed pilot in AU/NZ
- Additional insurance providers currently in negotiation in AU/NZ
- International expansion in near-term plans, including to US
- Customer-centric
- Custom vehicles
- Extra service
- Centralised booking service



ABOUT JAYRIDE GROUP

Jayride.com is a world leading global airport transfers marketplace, which creates seamless experiences for travellers by allowing them to compare and book airport transfers around the world. With Jayride.com, travellers can compare and book with 3,300+ transport companies, servicing 1,500+ airports around the world, including the Americas, Europe, Middle East, Africa, Asia and the Pacific.

The Jayride.com platform aggregates ground transport companies and distributes them to travellers at Jayride.com; and via partnerships with other travel technology platforms, travel agencies and wholesalers. These partners implement Jayride.com APIs to sell ground transport and add new incremental ancillary revenue to their travel businesses.

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.

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