



H1 FY18 INVESTOR PRESENTATION

By Rod Bishop, Managing Director
February 2018



WHO IS JAYRIDE?

*Travel E-commerce
Marketplace for Ground
Transport.*

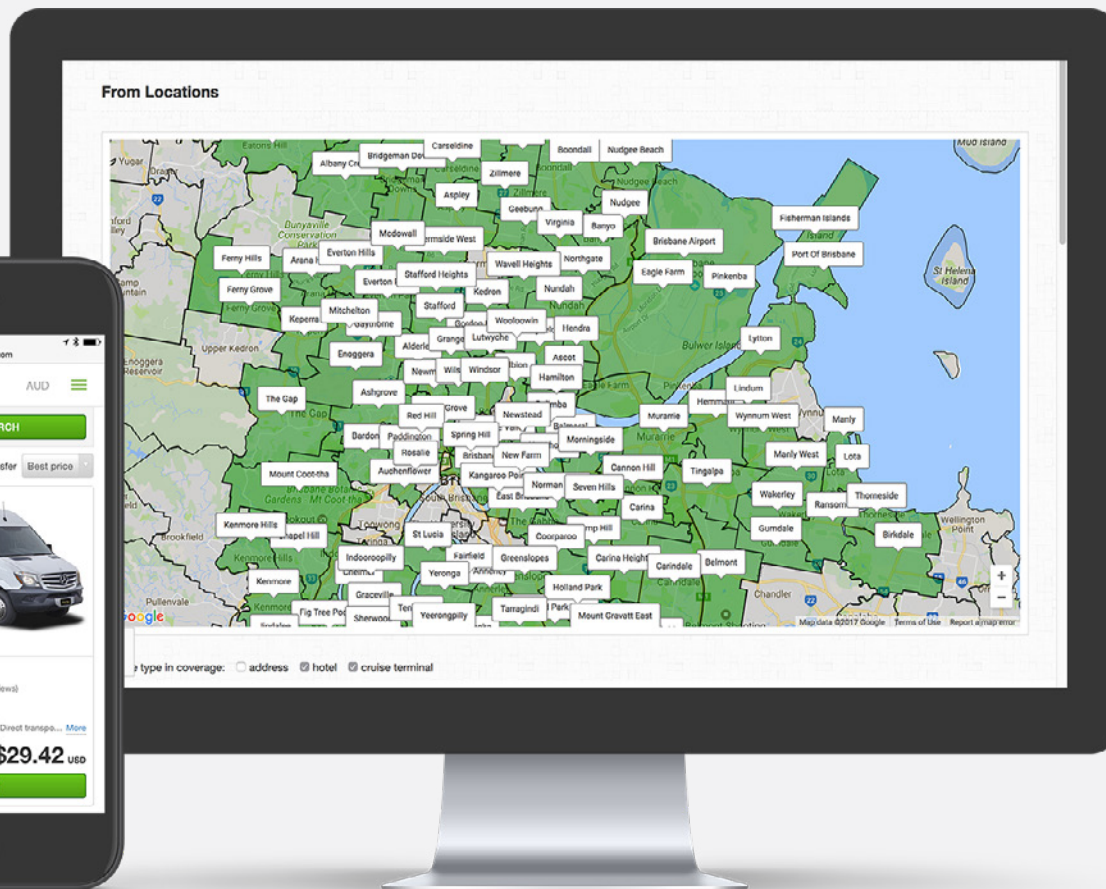
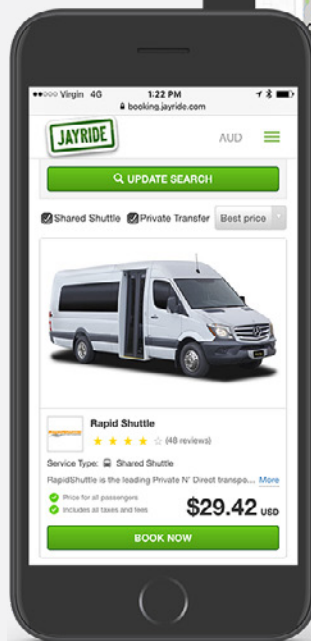
B2C Travel

Travellers use Jayride websites to compare and book ground transport including shared airport shuttles and private transfers.

B2B Travel

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

- ✓ AU head-office
- ✓ International destinations
- ✓ US largest market
- ✓ 2,000+ transport companies
- ✓ 500+ airports



Simple and powerful transport marketplace for travellers.

World's only geospatial extranet for passenger transport companies.

amadeus

Technology
Partner

FLIGHT CENTRE
The Airfare Experts

Global Preferred
Supplier

Expedia

International
Supplier

Rome2rio

International
Supplier

JAYRIDE

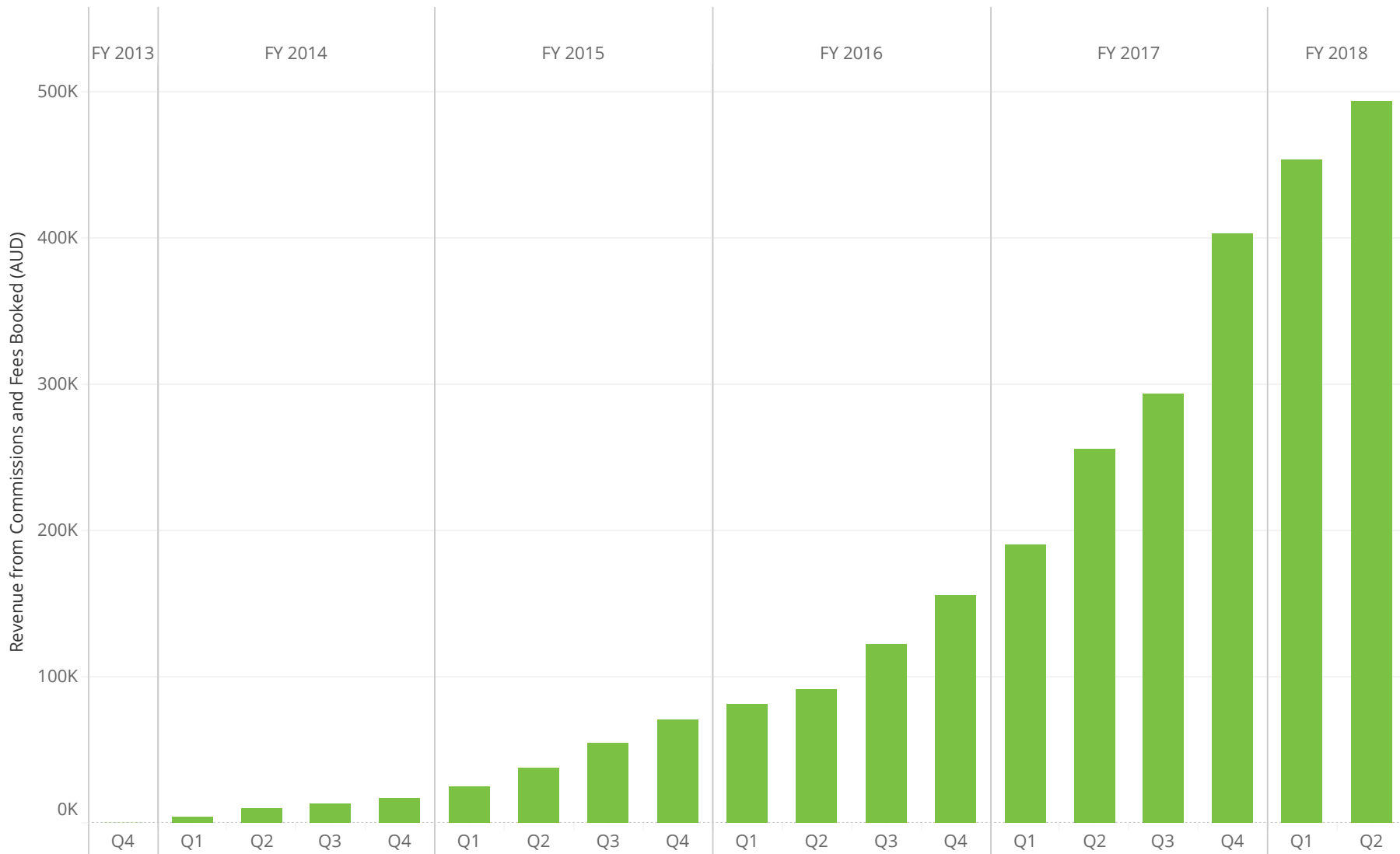
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GROWTH IN REVENUE

Growth of revenue from commissions and fees booked +10%-50% Quarter-over-Quarter for 18 straight quarters.

Revenue from Commissions and Fees Booked



Consistent
revenue
growth



GROWTH IN MARKET SHARE

Jayride outperforms the market in each destination as Jayride captures new market share.

Growth in passengers travelled

Jayride
+116% ▲

VS

All Airports *
+4.9% ▲

Growth in passengers travelled

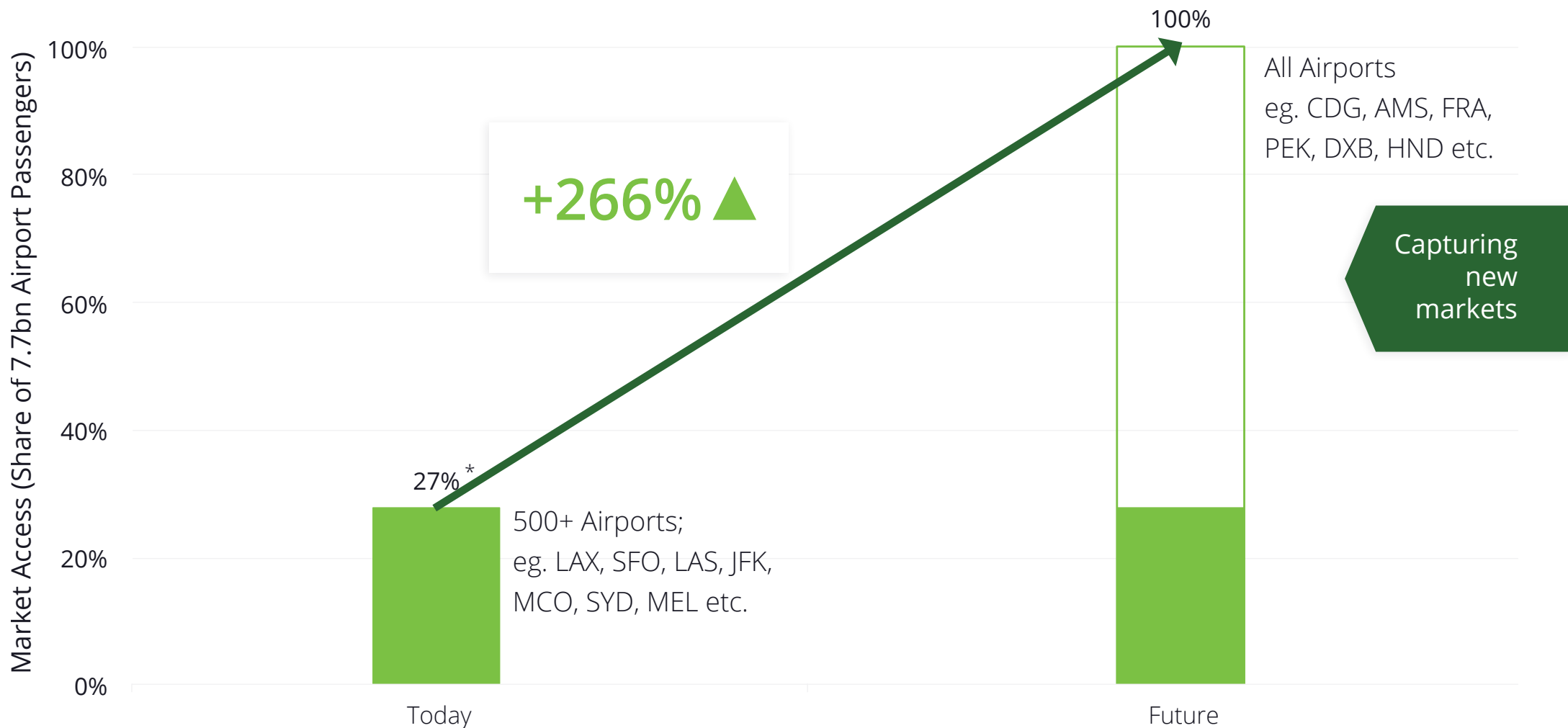
Regions	Airport	Jayride	Airport *
United States	LAX	+185% ▲	+4.5% ▲
	SFO	+119% ▲	+5.1% ▲
	LAS	+182% ▲	+2.2% ▲
	JFK	+254% ▲	+0.7% ▲
	MCO	+213% ▲	+6.4% ▲
Australia	SYD	+89% ▲	+3.6% ▲
	MEL	+143% ▲	+3.6% ▲
	OOL	+96% ▲	+2.1% ▲
United Kingdom	LHR	+170% ▲	+3.0% ▲
New Zealand	AKL	+70% ▲	+7.3% ▲

Capturing
share in
every market

GROWTH IN NEW DESTINATIONS

Jayride market access today is 27% of global airport passengers. Jayride will launch new destinations to scale access towards 100%.

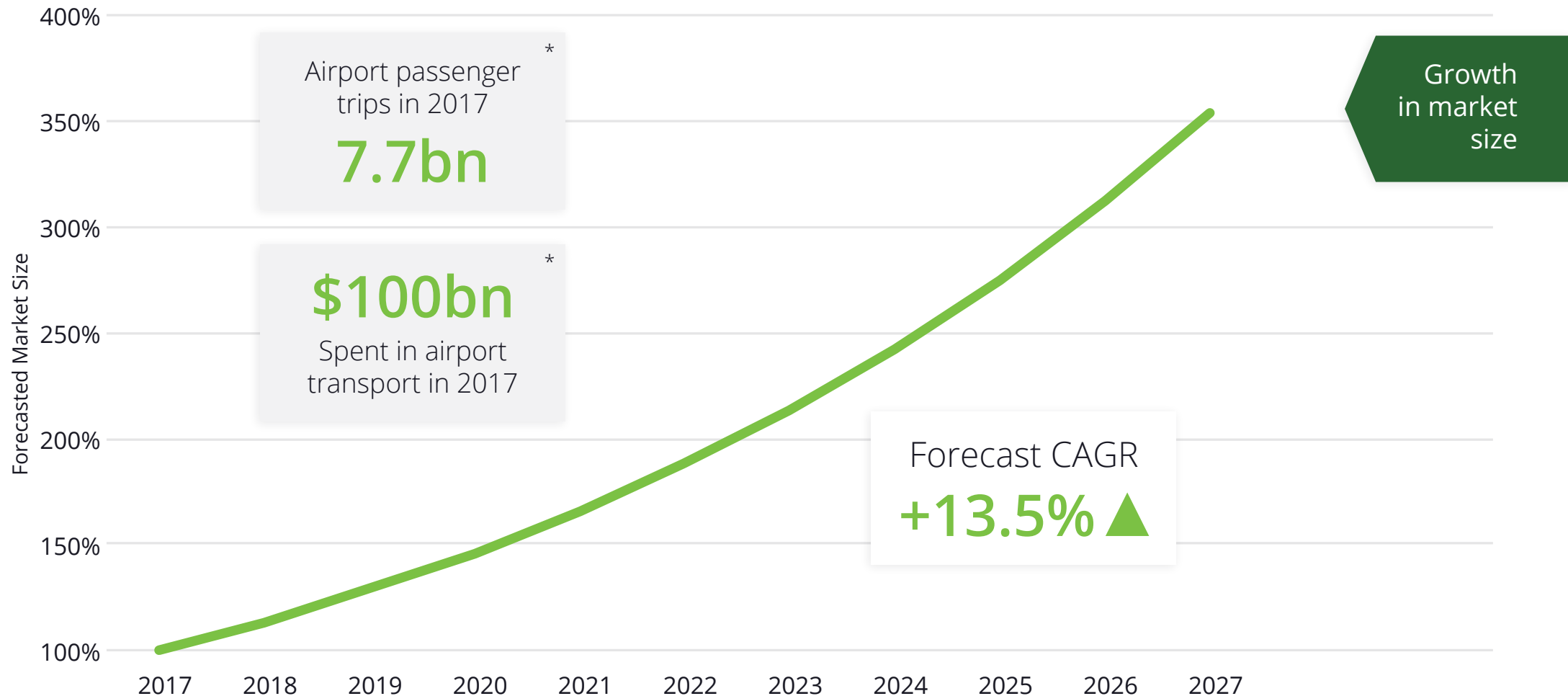
Jayride Global Market Access to Airport Passengers



GROWTH IN MARKET OPPORTUNITY

Growth in market opportunity as more travellers fly, and more transport is booked online in the online travel industry.

Market Growth Forecast for Online Booking of Airport Passenger Transport



OUR VISION

“ Every traveller will demand a door-to-door experience, and every travel brand will want to offer one. ”





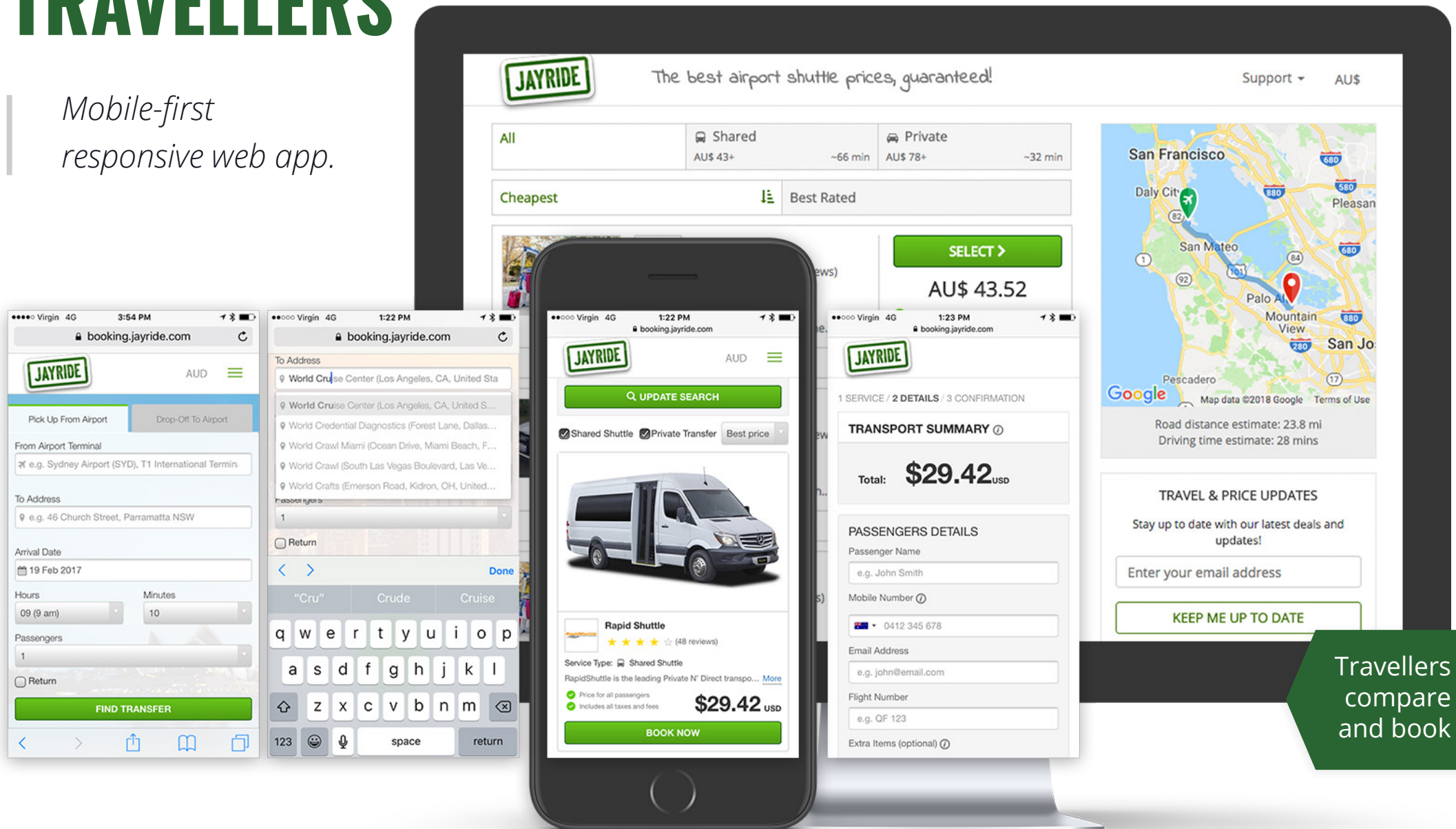
OUR MISSION

“ Give travellers access to seamless transport to every destination. ”

JAYRIDE

WEBSITES FOR TRAVELLERS

Mobile-first responsive web app.



Travellers
compare
and book

www.jayride.com



MAKING TRANSPORT ACCESSIBLE AND ONLINE

Ground transport is a natural ancillary to travel. Jayride brings ground transport and online travel together.

Online Travel
Booking

US\$650bn*

- ✓ Margin compression
- ✓ Drive for ancillaries

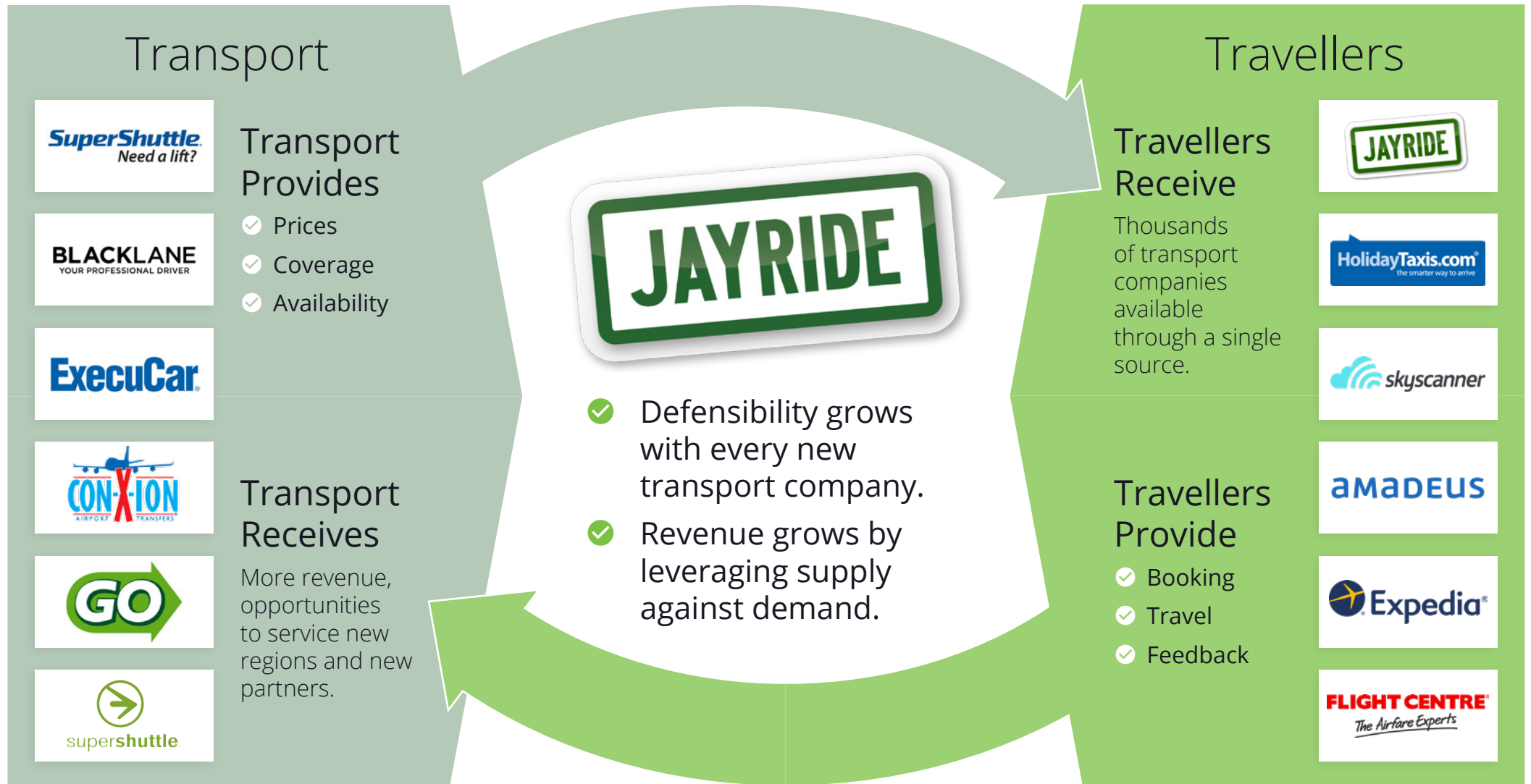
Ground Transport
for Air Travellers

US\$100bn*

- ✓ New entrants, new modes
- ✓ Natural ancillary to travel

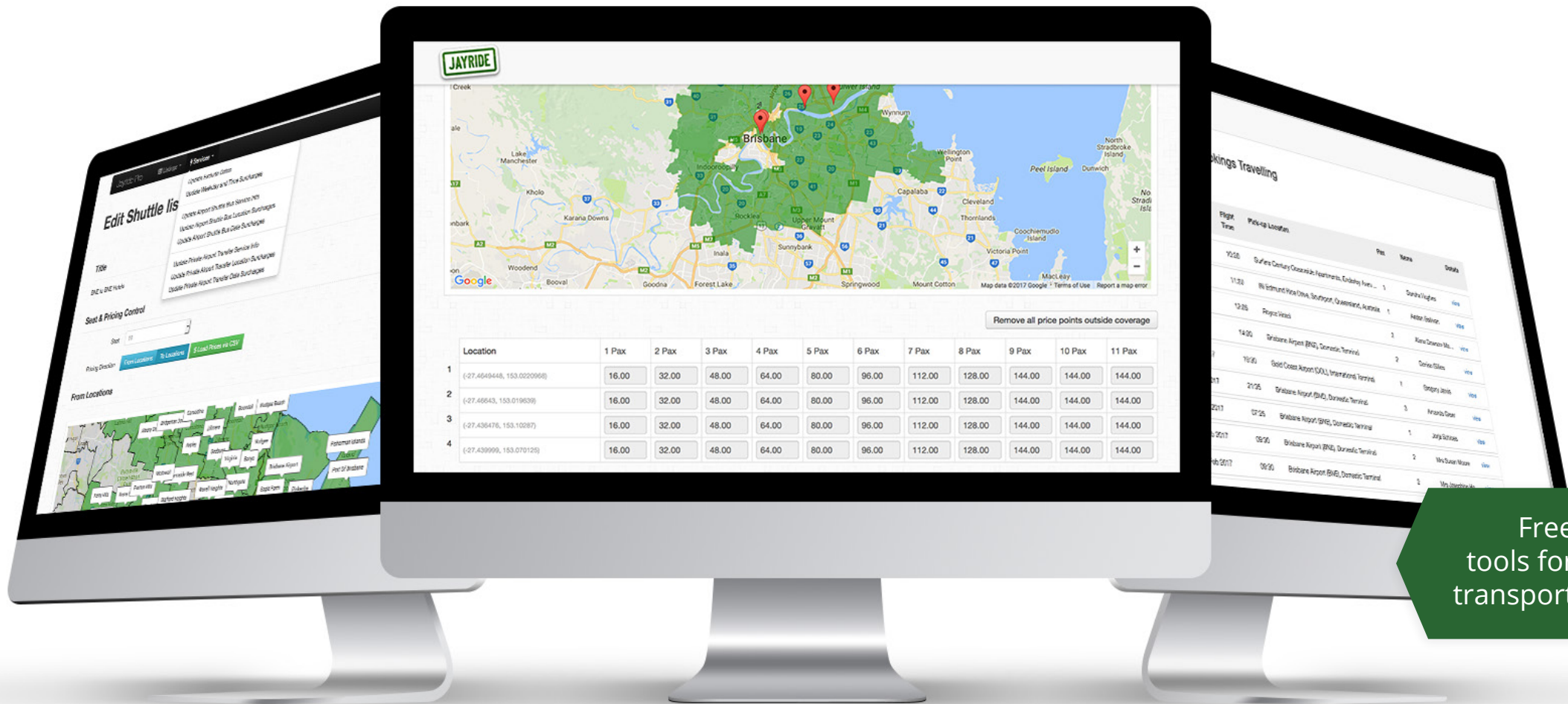
HOW JAYRIDE WORKS

Jayride is a two-sided marketplace with a world-leading database of transport information.



TECHNOLOGY FOR TRANSPORT

World's only geospatial extranet for transport companies enables the fastest, cheapest, and widest aggregation of airport transport information.

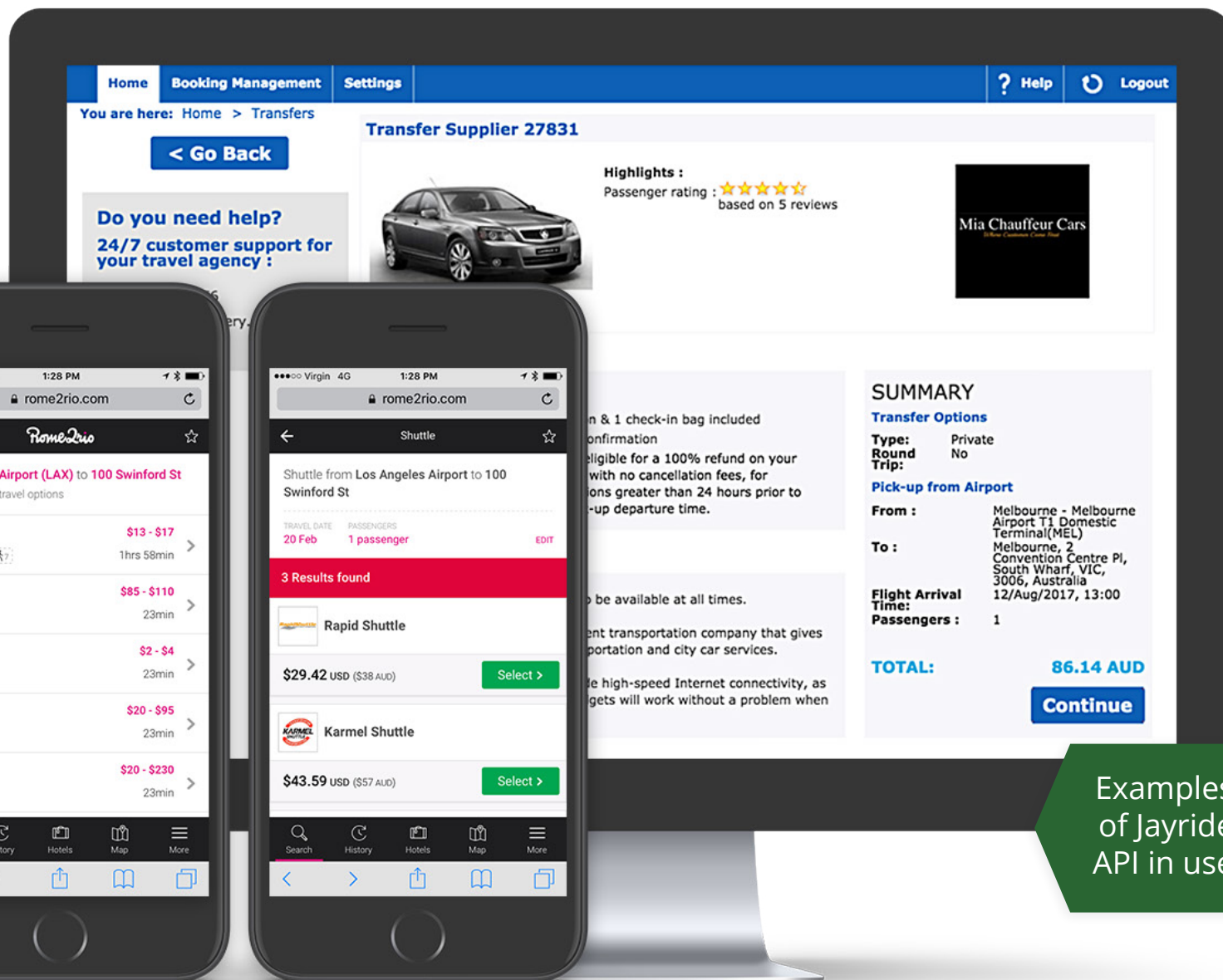


Free
tools for
transport



API FOR PARTNERS

Add airport transfers for new ancillary revenues.



ENABLING TRAVEL BRANDS

Travel partners can now book with thousands of transport companies through a single integration.

Technology platforms

amadeus



Online Travel Agencies & Travel Search Engines

Expedia®

skyscanner

Rome2Rio

TRIPGO



Wholesalers & Brands

HolidayTaxis.com
the smarter way to arrive

Rideways

Cabforce

Suntransfers.com



Travel Management Companies

FLIGHT CENTRE®
The Airfare Experts

CORPORATE
TRAVELLER®

FCM
TRAVEL
SOLUTIONS™

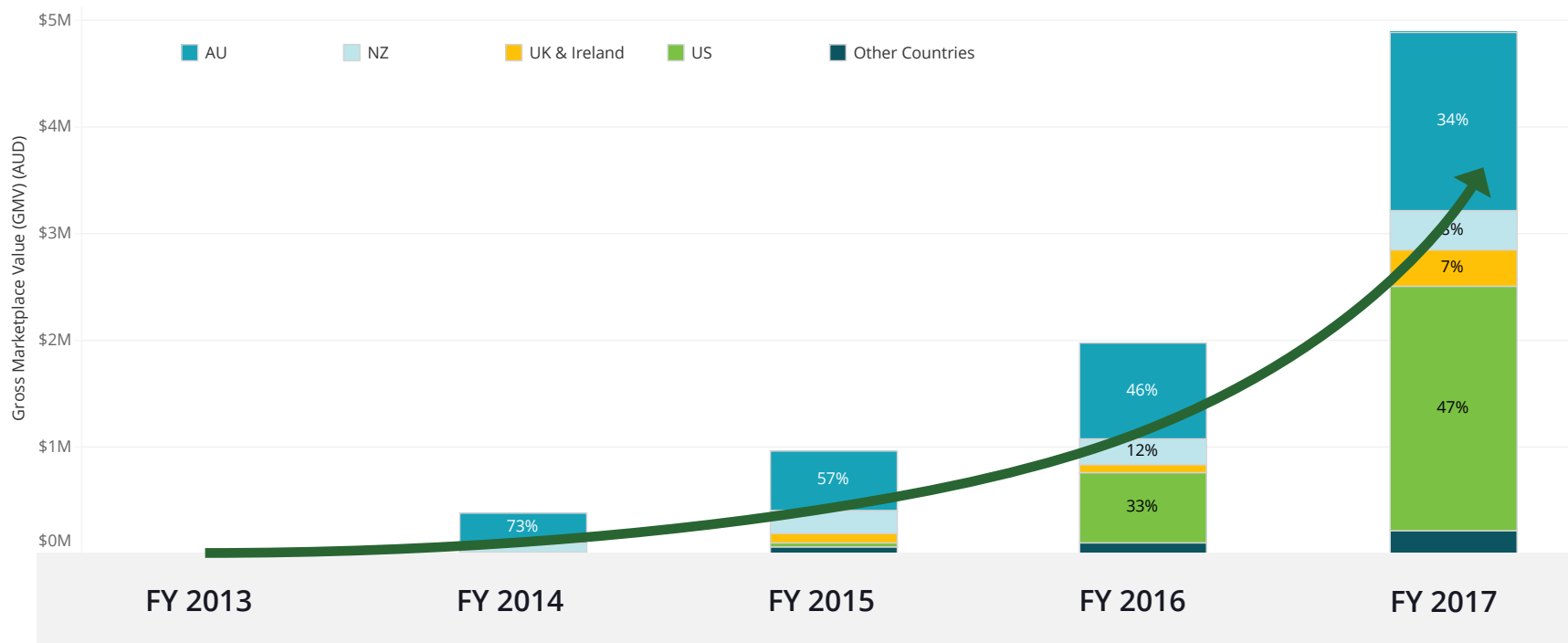
Travel
Managers
As individual
as you are

MTA
mobile
travel
agents™



FY17 GROWTH

Growth by launching new regions and by capturing additional market share within existing regions.



66%
International

FY 2017: 66% of GMV booked outside of Australia.

FY 2018: New international growth into new regions.

- ✓ Australia
- ✓ New Zealand

- ✓ Australia
- ✓ New Zealand
- ✓ UK & Ireland

- ✓ Australia
- ✓ New Zealand
- ✓ UK & Ireland
- ✓ US
- ✓ Others

- ✓ Australia
- ✓ US
- ✓ New Zealand
- ✓ UK & Ireland
- ✓ Others

- ✓ US
- ✓ Australia
- ✓ New Zealand
- ✓ UK & Ireland
- ✓ Others

- ✓ US
- ✓ Australia
- ✓ New Zealand
- ✓ UK & Ireland
- ✓ Others
- ✓ New Regions

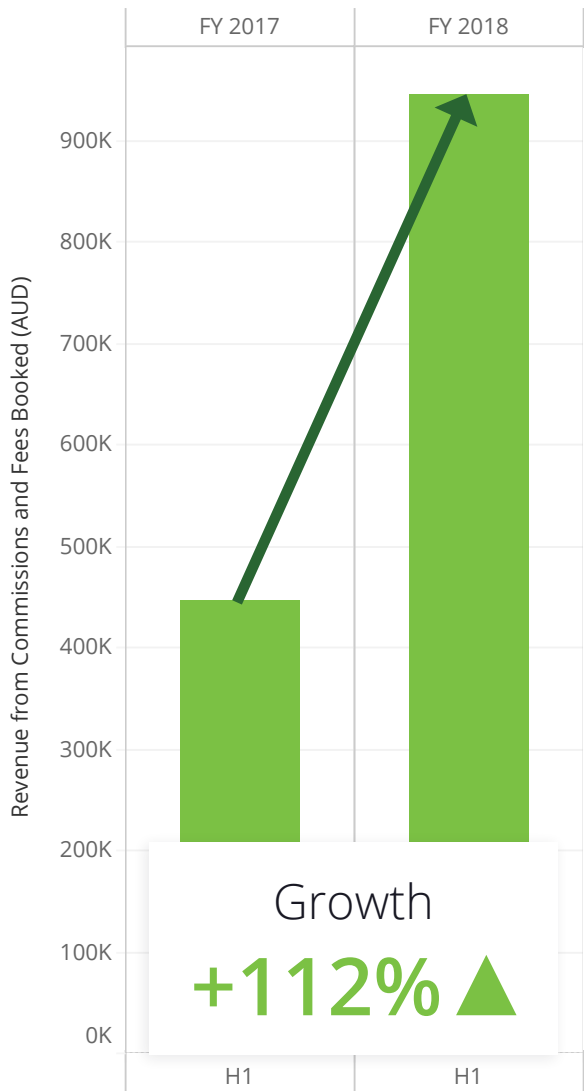
Growth in international regions



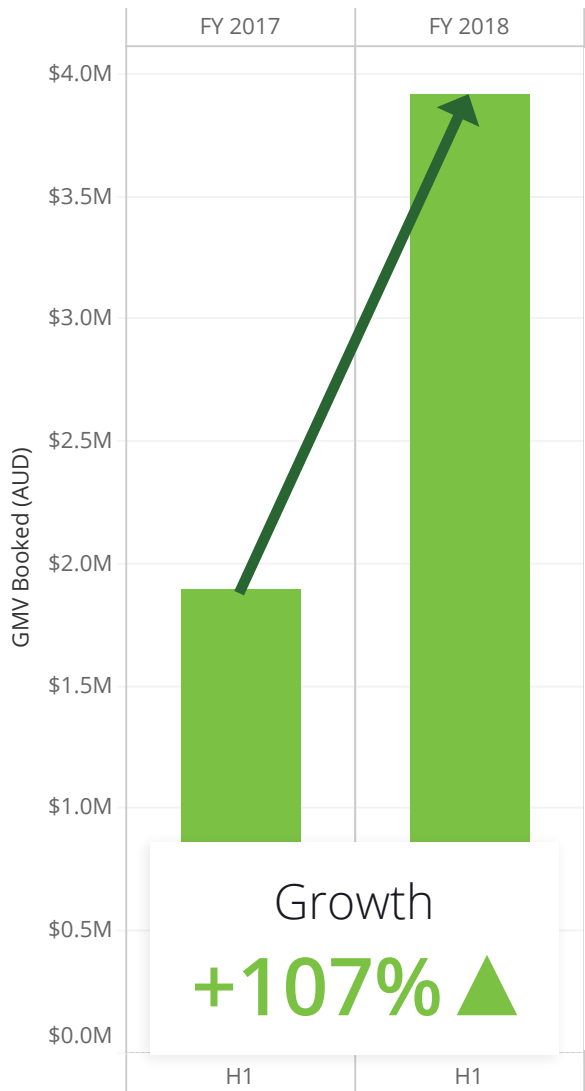
LATEST H1 FY18 GROWTH

Continued growth across all metrics during IPO period, expected to continue as partners mature, and new regions come online.

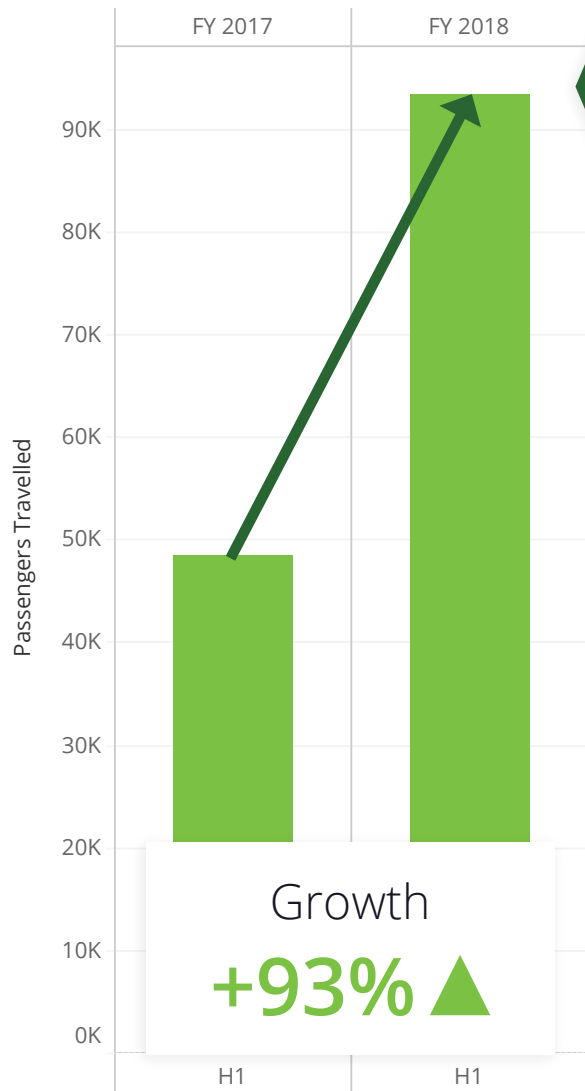
Commissions and Fees Booked



GMV Booked



Passengers Travelled



Continued growth across all metrics



FINANCIALS

P&L H1 FY18

Strong revenue growth and improvements to unit economics.

Income Statement Summary

	H1 FY18 AU\$(000's)	H1 FY17 AU\$(000's)	Movement %
GMV	3,917	1,891	107% ▲
Commissions and fees booked	947	427	122% ▲
Commissions and fees refunded	-168	-70	
Gross profit	779	357	118% ▲
Advertising and marketing	-664	-378	
Gross profit after paid acquisition (GPAPA)	115	-21	648% ▲
Operations and support	-916	-457	
Gross profit after operations and support (GPAPAOS)	-801	-478	-68% ▼
Growth costs exlucing capitalised technology investment	-2,222	-747	
Operating EBITDA	-3,023	-1,225	-147% ▼
Commissions and fees booked to GTV	24.2%	22.6%	7% ▲
GPAPA	12.1%	-4.9%	347% ▲
GPAPAOS	-84.7%	-111.9%	24% ▲
Operating EBITDA margin	-319.4%	-286.7%	-11% ▼

+122% ▲

Commissions & fees booked

+107% ▲

GMV

+118% ▲

Gross Profit

+648% ▲

GPAPA



FINANCIALS

BALANCE H1 FY18

Cash balance

- ✓ Cash position increased 492% following Pre-IPO funding round.
- ✓ Subsequent to the end of the period an additional \$1.5m received in IPO funding round.

Non current assets

- ✓ \$372,000 of additional growth investment recognised as an intangible asset on the balance sheet before amortisation.

Liabilities

- ✓ Current and non current borrowings converted to equity in Pre-IPO funding round.

Balance sheet strengthened with Pre-IPO and IPO funding.

Balance Sheet Summary

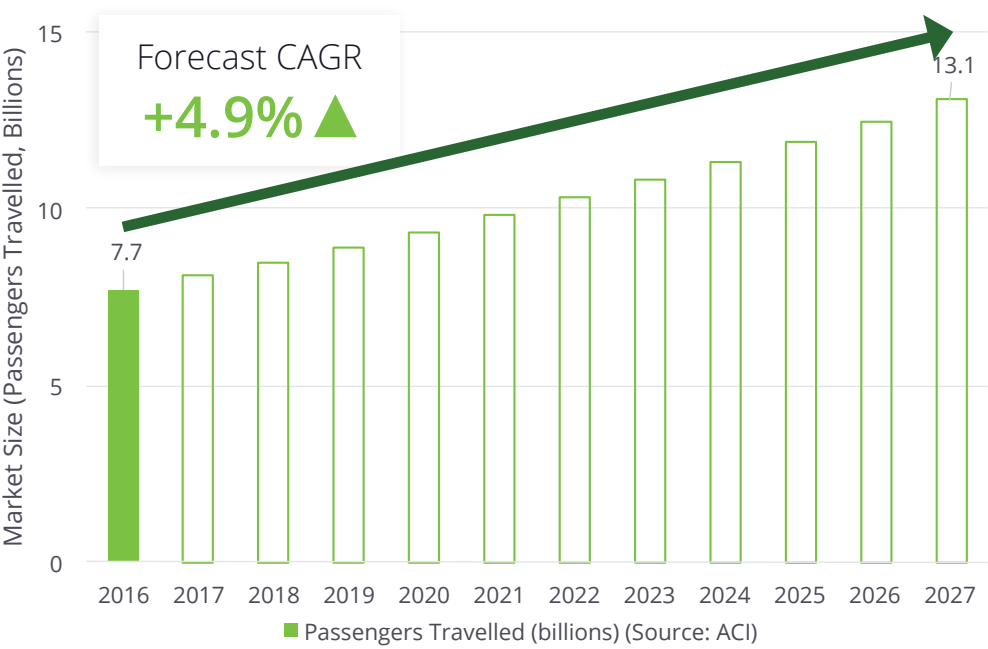
	H1 FY18 AU\$(000's)	H2 FY17 AU\$(000's)	Movement %
Cash and cash equivalents	4,543	767	492% ▲
Trade and other receivables	914	635	44% ▲
Total current assets	5,457	1,403	289% ▲
Non current assets	2,873	2,183	32% ▲
Total Assets	8,331	3,586	132% ▲
Trade payables	740	759	-3% ▼
Future transport supplier payments	316	359	-12% ▼
Borrowings		425	-100% ▼
Other current liabilities	117	88	33% ▲
Total current liabilities	1,173	1,631	-28% ▼
Non current liabilities	35	1,253	-97% ▼
Total Liabilities	1,208	2,884	-58% ▼
Equity	7,122	702	915% ▲

APPENDIX

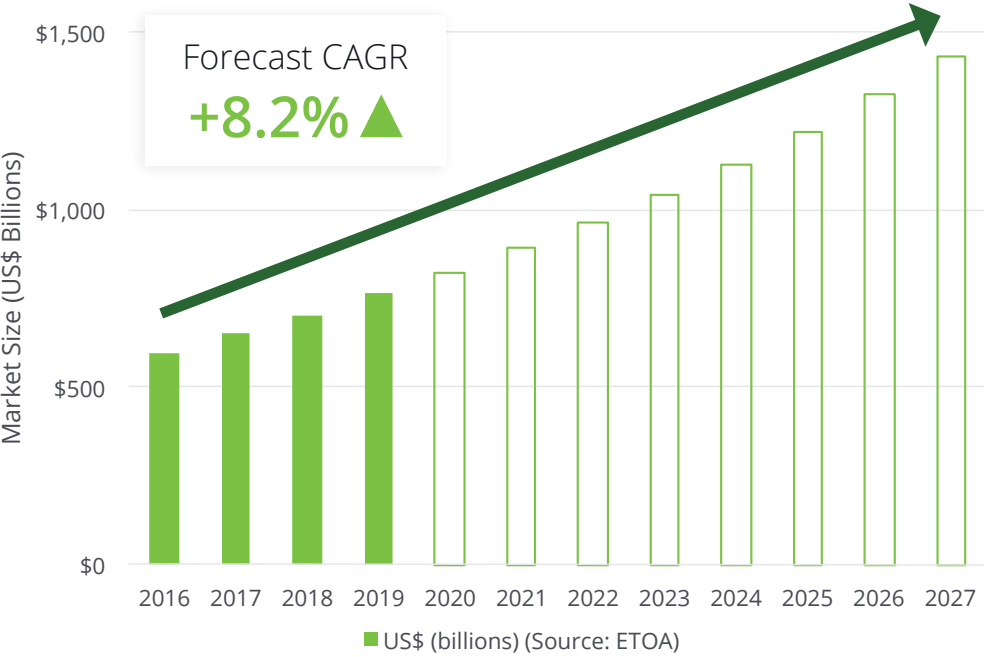
MARKET GROWTH

7.7bn passenger trips to and from airports annually, growing at 4.9% per annum. \$100bn spent in airport transport annually, with growth of online booking.

Growth in Passengers at Airports (10-year forecast)



Growth in Online Travel Booking (10-year forecast)



Frost and Sullivan reports that the estimated size of passenger transport to and from airports is US\$100bn. Airport Councils International (ACI) reports that passenger transport to and from airports reached 7.7bn passengers in 2016, and forecasts this number to double by 2031 based on a projected growth rate of +4.9% per annum. In parallel, travel booking is moving online with European Tourism Association reporting that online travel booking is growing at a projected growth rate of +8.2% per annum.

FURTHER READING

Welcome to Jayride

blog.jayride.com/insights/welcome-to-jayride

Jayride Debuts on the ASX

www.jayride.com/hubfs/resources/asx-announcements/jayride-debuts-on-the-asx.pdf

Jayride Quarterly Review and Appendix 4C

www.jayride.com/hubfs/resources/asx-announcements/quarterly-business-review-and-appendix-4c.pdf

Investor Announcements

www.jayride.com/investors

ABOUT JAYRIDE

Jayride.com provides seamless transport experiences for travellers by allowing them to compare and book airport transfers around the world. With Jayride.com, travellers can compare and book with 2,000+ transport companies, servicing destinations from over 500+ airports across the US, UK, Ireland, Australia, and New Zealand.

The Jayride.com platform aggregates airport transfer 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 airport transfers 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.



FOR MORE INFORMATION

Please contact Rod Bishop, Managing Director
corporate@jayride.com