

## DRIVEMYCAR ACCELERATING IN 2016 WITH STRONG SALES AND DEAL MOMENTUM

- + March 2016 recorded second highest monthly revenue to date.
- + 42% increase in DriveMyCar Rental Transaction Value in Mar Qtr 2016 vs Mar Qtr 2015.
- + 71% increase in DriveMyCar gross profit in Mar Qtr 2016 vs Mar Qtr 2015.
- + Gross profit margin increased to approximately 61% in Mar Qtr 2016 vs 48% in Mar Qtr 2015.
- + Record quarter for key leading indicators of calculator enquiries and vehicle activations.
- + Northern Motor Group to provide vehicles for Melbourne Airport rental service.

Collaborate Corporation Limited (ASX:CL8) is pleased to report that the DriveMyCar business unit has delivered strong increases across a range of metrics in the third quarter of the 2016 financial year, based on unaudited figures, and recorded its second highest month of revenue in March 2016 (after the peak seasonal month of December 2015).

Period	Rental Transaction Value <sup>1</sup> '000	Gross Revenue <sup>2</sup> '000	Gross Profit '000	Gross Profit %	Net Rental Days Realised <sup>3</sup>	Net Rental Days Booked	Total Vehicle Activations	Calculator Enquiries	New Renter Registrations
<b>Mar Qtr 2016</b>	<b>\$380</b>	<b>\$147</b>	<b>\$89</b>	<b>61%</b>	<b>9,613</b>	<b>10,633</b>	<b>193</b>	<b>3,041</b>	<b>893</b>
Mar Qtr 2015	\$268	\$109	\$52	48%	6,671	7,197	102	1,856	474
Jun Qtr 2015	\$276	\$109	\$59	54%	6,598	5,678	149	2,434	581
Sep Qtr 2015	\$362	\$136	\$86	63%	8,344	9,220	152	3,000	851
Dec Qtr 2015	\$390	\$147	\$98	67%	9,834	8,580	139	2,698	1,149
Mar Qtr 2016 % growth vs Dec Qtr 2015	(2%)	0%	(9%)		(2%)	24%	39%	13%	(22%)
<b>Mar Qtr 2016 % growth vs Mar Qtr 2015</b>	<b>42%</b>	<b>35%</b>	<b>71%</b>		<b>44%</b>	<b>48%</b>	<b>89%</b>	<b>64%</b>	<b>88%</b>

1. Rental Transaction Value is the total amount paid by the customers during the period.
2. Gross Revenue is the component of the Rental Transaction Value excluding the value of payments to owners that is charged by DriveMyCar and recognised as revenue for accounting purposes.
3. Net Rental Days Realised is the sum of rental days billed in the period.

Generally, the March quarter is subject to considerable variability as holiday demand declines post-Christmas and long term rentals only begin to increase later in the quarter. The overall revenue results for the March 2016 Quarter were slightly below the December 2015 Quarter, which is expected and is due to the seasonally driven record sales posted in December 2015. Nevertheless, vehicle activations grew by 39% and net rental days booked grew by 24%, compared to the prior quarter. These metrics lay a solid foundation for increasing revenue in the coming months.

Rental Transaction Value increased by 42% from the March 2015 Quarter to the March 2016 Quarter and gross profit increased by 71%. The greater proportional increase in gross profit is an indication of the efficiencies in a marketplace platform with higher levels of supply and liquidity. This was further demonstrated by the growth in Net Rental Days Realised of 44% in the March 2016 Quarter compared to the March 2015 Quarter.

March 2016 was a particularly strong month with 4,493 net rental days booked, the second highest result to date and an increase of 68% from December 2015. Booked days are recorded in the month of booking, however the revenues from the bookings are recognised starting in the booking commencement month and are spread over the full period of the booking (e.g. the revenues from a 90 day booking are recognised across 3 months).

As at 31 March 2016, a total of 651 vehicles were listed on the DriveMyCar website, representing a 52% increase from 31 March 2015. This takes into account vehicles removed from the website due to those vehicles no longer meeting minimum standards for age and mileage or no longer being available due to changes in the circumstances of the vehicle owner. Vehicles listed on the DriveMyCar website include vehicles that are available or on rental as well as those which are not currently available due to other commitments for the vehicle as identified by the vehicle owner (e.g. the owner may want to use the vehicle themselves or for family or is being serviced).

### **Business Development Update**

The ASX release dated 4 April 2016 announcing the launch of the Melbourne Airport pick up service with Easy Airport Parking has accelerated negotiations with owners of corporate fleets. Fleet owners are attracted by the higher income potential, professional handover services and storage availability at the highly visible Tullamarine Freeway location. The first of these agreements was signed late on 15 April 2016 with Northern Motor Group for the supply of a fleet of Nissan Pulsar's to be situated at the Melbourne Airport location. Additional vehicles and models will be made available in due course. Staff training has now been completed and the Pulsar's are now on site and available for rent.

<http://www.drivemycar.com.au/vic/melbourne-airport>

The Board and Management are mindful of the prolonged time it is taking to conclude vehicle supply agreements with corporate fleet owners. While the financial and productivity benefits are immediately evident, the innovative nature of the DriveMyCar service requires the involvement of multiple parties and various levels of approval within each company. Due to the size of many of the organisations that DriveMyCar is engaging with, the conclusion of these agreements takes a considerable time, but the numerous negotiations are progressing well.

The Australasian Fleet Management Association will hold its annual conference in Melbourne on 21 & 22 April 2016. DriveMyCar and GoGet will co-present one of the four Plenary Sessions to be attended by all delegates on the topic of car sharing and how it can be of benefit to fleet managers. This will be an excellent opportunity for DriveMyCar to educate the fleet industry on the DriveMyCar platform and how it can monetise underutilised vehicles and supply additional vehicles at a lower cost to corporate and government customers.

Collaborate's CEO Chris Noone commented: "We are very pleased to see continuing improvements in a range of metrics and an increasing engagement with automotive manufacturers, dealers, government, corporates and other service providers which all acknowledge the benefits of the car sharing economy and support the growth of the DriveMyCar platform".

**Authorised by:**

**Chris Noone**  
**CEO and Director**  
**Collaborate Corporation Limited**

**About Collaborate Corporation Limited**

Collaborate Corporation Limited is listed on the Australian Securities Exchange (ASX:CL8). It is Australia's leading listed company focused on 'collaborative consumption', 'peer-to-peer' or 'sharing economy' businesses. Collaborate currently has three core business segments: [www.DriveMyCar.com.au](http://www.DriveMyCar.com.au) Australia's leading peer-to-peer car rental business; [www.MyCaravan.com.au](http://www.MyCaravan.com.au) Australia's leading peer-to-peer caravan rental business and [www.Rentoid.com](http://www.Rentoid.com), one of Australia's leading peer-to-peer 'rent anything' platforms. Collaborate has a material investment in FundX, a peer-to-peer invoice discounting and SME lending platform. Through our proprietary trust and reputation platform, [www.peerpass.com.au](http://www.peerpass.com.au) we create 'trust' between individuals and make it possible for people to safely transact with each other in the sharing economy.