
DRIVEMYCAR DELIVERS 54% QUARTERLY BOOKING GROWTH WITH SUBARU AND UBER

Collaborate Corporation Limited (ASX:CL8 or the **Company**) is pleased to provide a business update for the March Quarter to date for its DriveMyCar business unit.

Following record results in the December 2016 Quarter, DriveMyCar has broken monthly sales records in January, February and already in the first 17 days of March and quarterly sales records before the end of the March 2017 Quarter.

Key March 2017 Quarter (to date) highlights include:

- + Net Rental Days Booked for the March 2017 Quarter as of 17 March had reached 16,766 days, **54% higher than the full December 2016 Quarter**.
- + 61% of the 101 Subaru Impreza's have been booked within 2 days of official availability. All vehicles are expected to be booked by the end of March.
- + **116% growth in Net Rental Days Booked for UberX rentals** for the March 2017 Quarter to date compared to the full December 2016 Quarter.
- + Gross Revenue for the March 2017 Quarter, as of 17 March, exceeds that achieved in the full December 2016 Quarter.
- + Given strong Net Rental Days Booked in the March Quarter to date, **revenue growth for June Quarter is also expected to be strong**.

DriveMyCar is on track to deliver another quarter of strong growth, with a number of sales records broken before the end of the March 2017 Quarter. The strong results have been seen across all aspects of the business and were assisted by improvements in marketing, the addition of luxury vehicles from Trivett Automotive, strong growth in rentals for UberX and exceptional demand for the fleet of 101 Subaru Imprezas, which have just been launched.

January produced a new record for Net Rental Days Booked and February then produced another new record result for Net Rental Days Booked. We have seen this record smashed yet again in March 2017 where the business has delivered the most impressive results to date, with 5,995 Net Rental Days Booked achieved in only the first 17 days of March 2017. **March Quarter to date Net Rental Days Booked are 54% higher than the December 2016 Quarter**, reflecting the strong results achieved in every month of the March 2017 quarter.

Net Rental Days Realised for the first 17 days of March 2017 have already exceeded the previous record achieved in December 2016 and for the March 2017 Quarter to date are 8% above the full December 2016 Quarter.

The fleet of 101 Subaru Impreza's have proven very popular with both Uber X drivers and general renters with 62 vehicles already booked 2 days following official launch on 15 March. The success of this initiative will contribute to a significant increase in DriveMyCar revenue and also provides Subaru with a strong boost to their experiential marketing campaign for the launch of the new Impreza model. As the rental periods for the Impreza vehicles only commenced on 15 March, the full impact of these rentals on revenue and cash flows in the DriveMyCar business will be realised after the March Quarter.

Gross Revenue in February 2017 was the second highest ever recorded, after the peak month of December 2016 which benefited from seasonal demand and price increases. Gross Revenue for the first 17 days of March 2017 already exceeds that achieved in the full month of February 2017. **Gross Revenue for March 2017 is expected to be a new record**, exceeding that of the month of December 2016. Gross Revenue increased in each month of the March 2017 Quarter such that quarter to date Gross Revenue already exceeds that generated in the full December 2016 Quarter. The recognition of Gross Revenue lags behind Net Rental Days Booked as the booked days are delivered over several months, therefore the full revenue benefit of the increased bookings will be realised in future months.

Rentals to UberX drivers continue to grow very strongly. **Net Rental Days Booked for the March 2017 Quarter to date have grown by 116% compared to the full December 2016 Quarter.** Gross Revenue for UberX rentals generated in the first 76 days of the March 2017 Quarter are equivalent to that generated in the previous two quarters combined. UberX rentals represent 23% of total Gross Revenue in the March 2017 Quarter to date, up from 18% in the December 2016 Quarter. It is very pleasing to see that the launch of the Subaru Impreza offer has shown few signs of cannibalisation of existing UberX rentals with the vast majority of Subaru Impreza rentals provided to UberX drivers being new customer relationships.

Chris Noone, Collaborate Corporation CEO commented "We are delighted to report these outstanding interim results achieved before the quarter has even closed. It is most pleasing that strong growth is being experienced in the March quarter which is traditionally weaker after the seasonally strong December quarter. With two weeks left to run in the March 2017 quarter, we look forward to reporting the full quarter results in our upcoming Appendix 4C due for release next month. The improved performance of DriveMyCar in a seasonally quiet period for the business gives validation to our strategy to engage partners and customers with innovative products and initiatives that also deliver a unique experience and value. The Board is exceptionally pleased with these results, with the growth in rentals being well above expectations".

Complete results for the full March 2017 Quarter will be provided in the Appendix 4C - March 2017 Quarterly to be released in April 2017.

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 two core business segments: www.DriveMyCar.com.au Australia's leading peer-to-peer car rental business and www.MyCaravan.com.au Australia's leading peer-to-peer caravan rental business and will launch www.Mobilise.com in 2017, a rental marketplace for under-utilised assets. 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 we create 'trust' between individuals and make it possible for people to safely transact with each other in the sharing economy.