



SPECIALIST RESEARCH SERVICE

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Black Komodo
Investments Holdings Limited

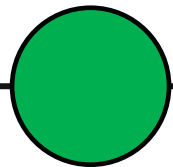
Archive Copy 2022

SRS Illustrative Research Report-UBER Technologies

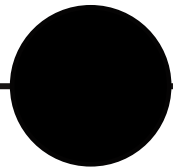
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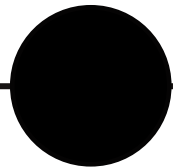
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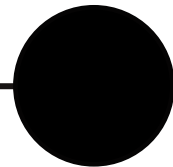
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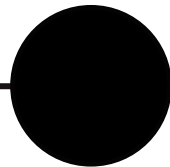
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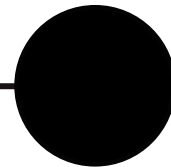
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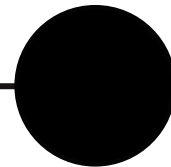
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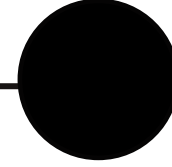
Financials



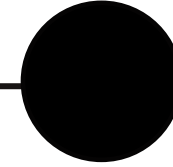
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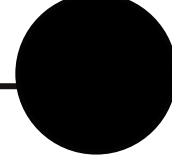
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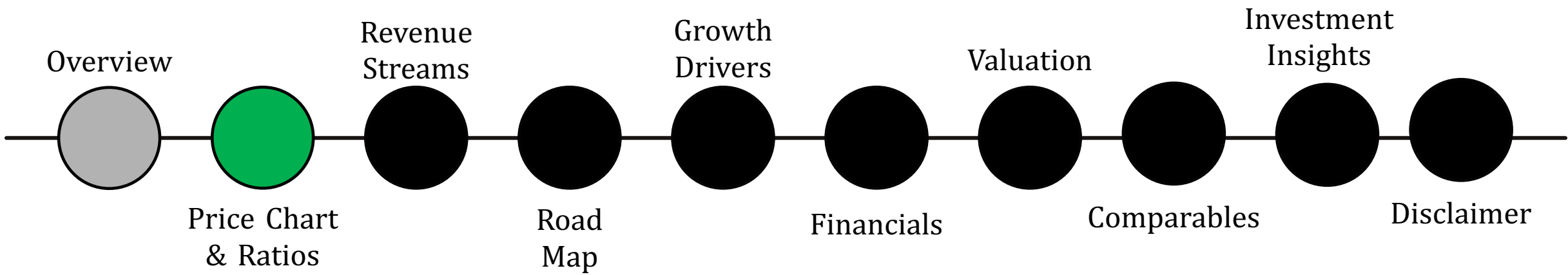
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OVERVIEW



- Uber Technologies formerly known as Uber Cab is a platform based ride hailing and food delivery company which also has diversified sub sectors into logistics through Uber Freight and Chartering.
- Uber holds the largest market share, dominant position in the gig economy for ride sharing and delivery services providing convenience on demand.
- Uber was one of the early pioneers of a platform service for convenience, ushering in the age of the gig economy.



PRICE CHART AND RATIOS



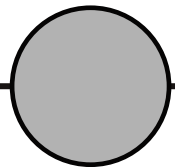
2019-2022 Uber Technologies (source: YahooFinance)

- **PE Ratio:** N/A (Loss making)
- **TTM EPS:** -5.21
- **Asset/Liability:** 0.98
- **Market Cap:** USD\$ 48B
- **RSI:** 37.06
- **IPO:** 2019
- **Public Age:** Early/3 years
- **Total Age:** 13 years
- **Founder:** Travis Kalanick and Garret Camp
- **CEO:** Dara Khosrowshahi(2017-present)

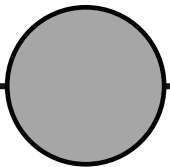
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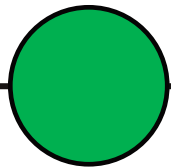
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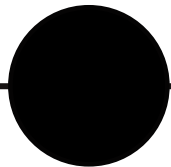
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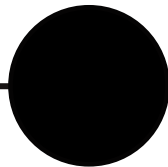
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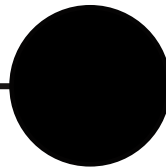
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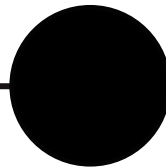
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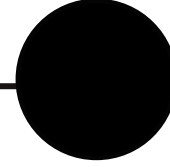
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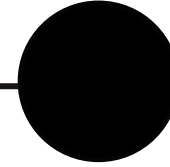
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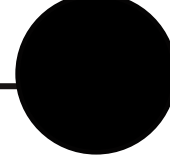
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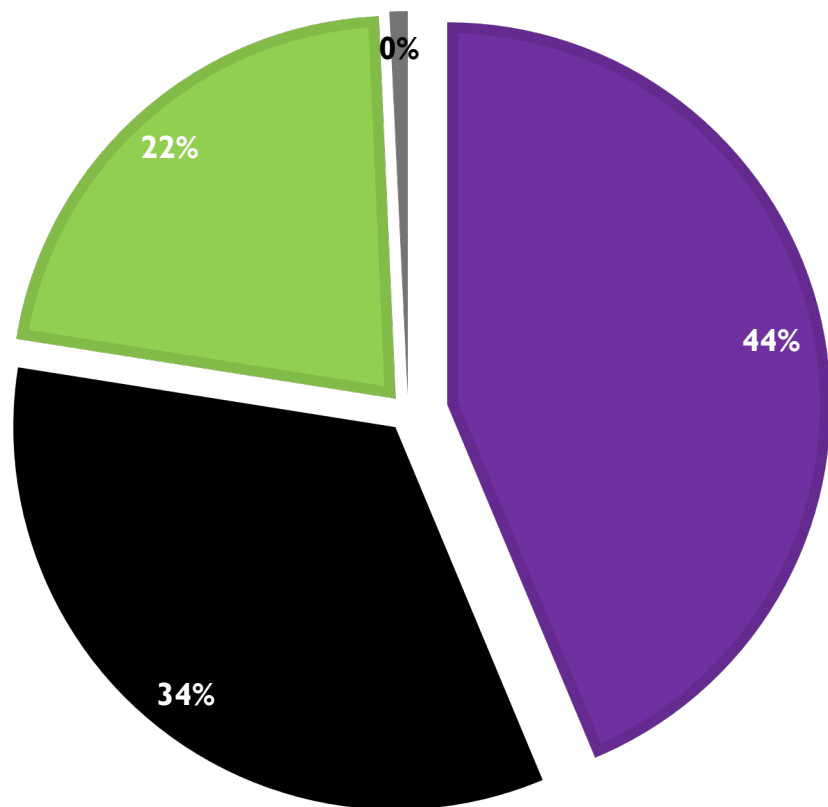
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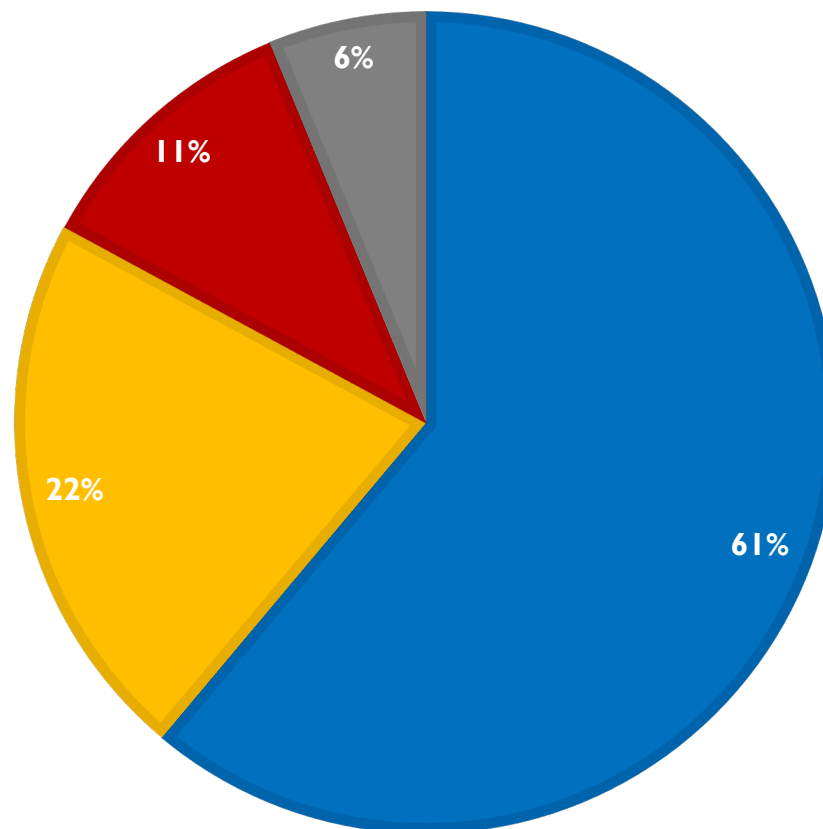
REVENUE STREAMS



■ Mobility ■ Delivery ■ Freight ■ Promotions etc



■ US ■ EMEA ■ Asia Pacific ■ Latin America

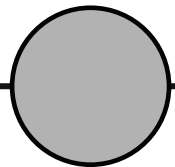


- Growing revenue streams, with large market share in the largest consumption base globally.
- Leader in ride hailing, delivery and emerging dominance in freight.
- On demand services, the “Uberisation effect” isn’t over.
- In fact, growing with robust demand post pandemic era.

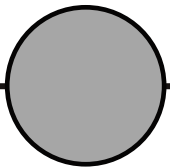
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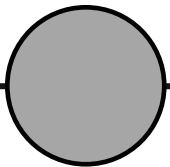
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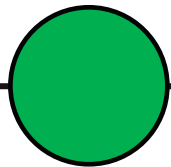
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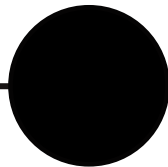
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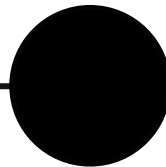
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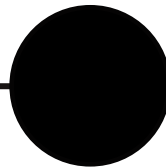
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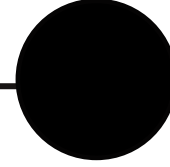
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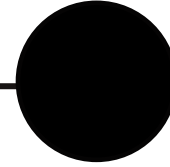
Valuation



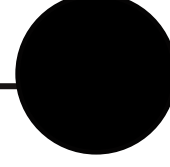
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ROAD MAP



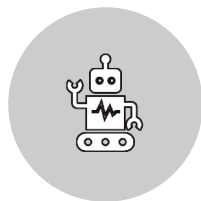
Uber + Uber Eats expansion into B2B growth: Hybrid work, corporate travel and remote needs.



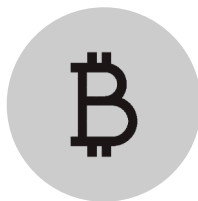
Autonomous and EV Pilot program: Strategic collaborations, platform for aggregation of autonomous vehicles.



Uber Freight and Logistics: Growth in freight, reduction in deadheading and idle time, optimization and structuring of unstructured logistic network. **Platform to move people and things from place to place.**



Platform integration and cross-selling: Cross product integration for Uber business with new dashboard offerings and One Uber using ML and AI to optimize and improve delivery, travel and freight logistics.



Growth in subscription offerings of Uber One: Partnerships with financial institutions and corporates, pushing growth for subscribers.

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GROWTH DRIVERS



Q1 2022 Bookings Growth: 39% YOY growth in bookings, with a record performance, driven by 18% increase in trips and 15% increase in MAUs to 115M.



Uber One Membership: Launched earlier in the year, aimed to increase MAU retention and increase recurring sticky subscription revenue.



Uber Travel: Growth in bookings across 10,000+ cities.



Uber Charter: Growth in chartering in 20+ cities.



Uber Carshare: Carshare expanded to Australia, increasing use case and dependence on convenience.

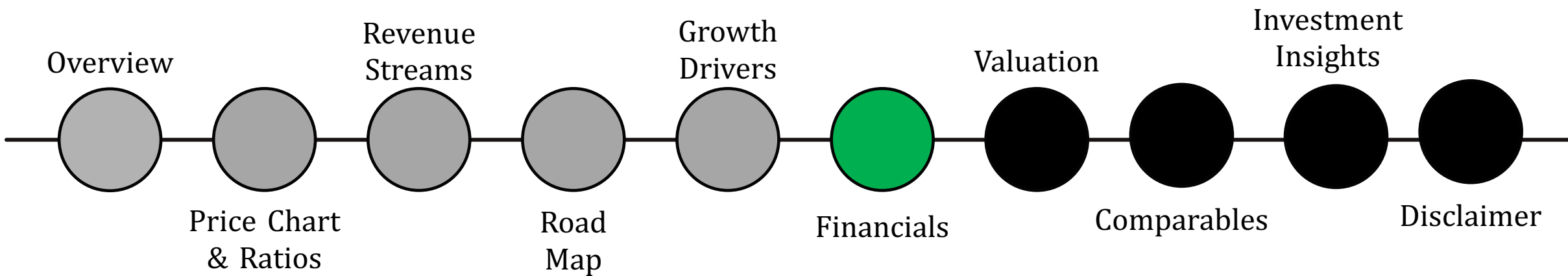


EV and AV Delivery Pilots



Uber for Business: 91% growth YOY with managed bookings at 27% in total.

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FINANCIALS



Quarterly Data Millions of US \$ except per share data		2020-03-31	2019-12-31	2019-09-30	2019-06-30	2019-03-31	2018-12-31	2018-09-30	2018-06-30	2018-03-31
Revenue	📊	\$3,248	\$2,922	\$3,813	\$3,166	\$3,099	\$2,137	\$2,944	\$2,768	\$2,584
Cost Of Goods Sold	📊	\$1,491	\$780	\$1,860	\$1,740	\$1,681	\$778	\$1,510	\$1,342	\$1,156
Gross Profit	📊	\$1,757	\$2,142	\$1,953	\$1,426	\$1,418	\$1,359	\$1,434	\$1,426	\$1,428
Research And Development Expenses	📊	\$645	\$608	\$755	\$3,064	\$409	\$730.635	\$434	\$365	\$340
SG&A Expenses	📊	\$2,247	\$2,404	\$2,202	\$3,724	\$1,897	\$1,937	\$1,632	\$1,702	\$1,478
Other Operating Income Or Expenses		-	-	-	-	-	-	-	-	-
Operating Expenses	📊	\$3,020	\$3,113	\$3,059	\$6,911	\$2,452	\$2,776.635	\$2,197	\$2,165	\$1,906
Operating Income	📊	\$-1,263	\$-971	\$-1,106	\$-5,485	\$-1,034	\$-1,417.635	\$-763	\$-739	\$-478
Total Non-Operating Income/Expense	📊	\$-1,913	\$-86	\$-41	\$247	\$43	\$-148	\$-215	\$-97	\$4,805
Pre-Tax Income	📊	\$-3,176	\$-1,057	\$-1,147	\$-5,238	\$-991	\$-1,201	\$-978	\$-836	\$4,327
Income Taxes	📊	\$-242	\$25	\$3	\$-2	\$19	\$-322	\$1	\$28	\$576
Income After Taxes	📊	\$-2,934	\$-1,082	\$-1,150	\$-5,236	\$-1,010	\$-879	\$-979	\$-864	\$3,751
Other Income		-	-	-	-	-	-	-	-	-
Income From Continuous Operations	📊	\$-2,946	\$-1,091	\$-1,159	\$-5,246	\$-1,016	\$-889	\$-994	\$-878	\$3,748
Income From Discontinued Operations		-	-	-	-	-	-	-	-	-
Net Income	📊	\$-2,936	\$-1,096	\$-1,162	\$-5,236	\$-1,012	\$-887	\$-986	\$-878	\$876
EBITDA	📊	\$-1,135	\$-870	\$-1,004	\$-5,362	\$-888	\$-1,308.635	\$-632	\$-641	\$-390
EBIT	📊	\$-1,263	\$-971	\$-1,106	\$-5,485	\$-1,034	\$-1,417.635	\$-763	\$-739	\$-478
Basic Shares Outstanding	📊	1,724	1,248	1,700	1,111	454	443	446	441	437
Shares Outstanding	📊	1,724	1,248	1,700	1,111	454	479	446	441	475
Basic EPS	📊	\$-1.70	\$0.82	\$-0.68	\$-4.72	\$-2.23	\$4.45	\$-2.21	\$-1.99	\$2.00
EPS - Earnings Per Share	📊	\$-1.70	\$0.85	\$-0.68	\$-4.72	\$-2.26	\$4.46	\$-2.21	\$-2.01	\$1.84

2018-2020 Uber Technologies Financials

(source: Macrotrends)

FINANCIALS



Quarterly Data Millions of US \$ except per share data		2022-06-30	2022-03-31	2021-12-31	2021-09-30	2021-06-30	2021-03-31	2020-12-31	2020-09-30	2020-06-30
Revenue		\$8,073	\$6,854	\$5,778	\$4,845	\$3,929	\$2,903	\$3,165	\$2,813	\$1,913
Cost Of Goods Sold		\$5,153	\$4,026	\$3,104	\$2,438	\$2,099	\$1,710	\$1,441	\$1,298	\$924
Gross Profit		\$2,920	\$2,828	\$2,674	\$2,407	\$1,830	\$1,193	\$1,724	\$1,515	\$989
Research And Development Expenses		\$704	\$587	\$558	\$493	\$488	\$515	\$483	\$493	\$584
SG&A Expenses		\$2,686	\$2,469	\$2,420	\$2,268	\$2,304	\$1,990	\$1,938	\$2,000	\$1,883
Other Operating Income Or Expenses		-	-	-	-	-	-	-	-	-
Operating Expenses		\$3,633	\$3,310	\$3,224	\$2,979	\$3,018	\$2,717	\$2,601	\$2,631	\$2,596
Operating Income		\$-713	\$-482	\$-550	\$-572	\$-1,188	\$-1,524	\$-877	\$-1,116	\$-1,607
Total Non-Operating Income/Expense		\$-1,843	\$-5,686	\$1,341	\$-1,955	\$1,828	\$1,595	\$-55	\$39	\$-154
Pre-Tax Income		\$-2,556	\$-6,168	\$791	\$-2,527	\$640	\$71	\$-932	\$-1,077	\$-1,761
Income Taxes		\$77	\$-232	\$-97	\$-101	\$-479	\$185	\$23	\$23	\$4
Income After Taxes		\$-2,633	\$-5,936	\$888	\$-2,426	\$1,119	\$-114	\$-955	\$-1,100	\$-1,765
Other Income		-	-	-	-	-	-	-	-	-
Income From Continuous Operations		\$-2,616	\$-5,918	\$879	\$-2,439	\$1,112	\$-122	\$-962	\$-1,108	\$-1,772
Income From Discontinued Operations		-	-	-	-	-	-	-	-	-
Net Income		\$-2,601	\$-5,930	\$892	\$-2,424	\$1,144	\$-108	\$-968	\$-1,089	\$-1,775
EBITDA		\$-470	\$-228	\$-188	\$-370	\$-962	\$-1,296	\$-293	\$-978	\$-1,478
EBIT		\$-713	\$-482	\$-550	\$-572	\$-1,188	\$-1,524	\$-877	\$-1,116	\$-1,607
Basic Shares Outstanding		1,964	1,954	1,893	1,899	1,875	1,859	1,753	1,755	1,739
Shares Outstanding		1,969	1,958	1,896	1,899	1,956	1,859	1,753	1,755	1,739
Basic EPS		\$-1.32	\$-3.03	\$0.47	\$-1.28	\$0.61	\$-0.06	\$-0.52	\$-0.62	\$-1.02
EPS - Earnings Per Share		\$-1.33	\$-3.04	\$0.47	\$-1.28	\$0.58	\$-0.06	\$-0.52	\$-0.62	\$-1.02

2020-2022 Uber Technologies Financials

(source: Macrotrends)

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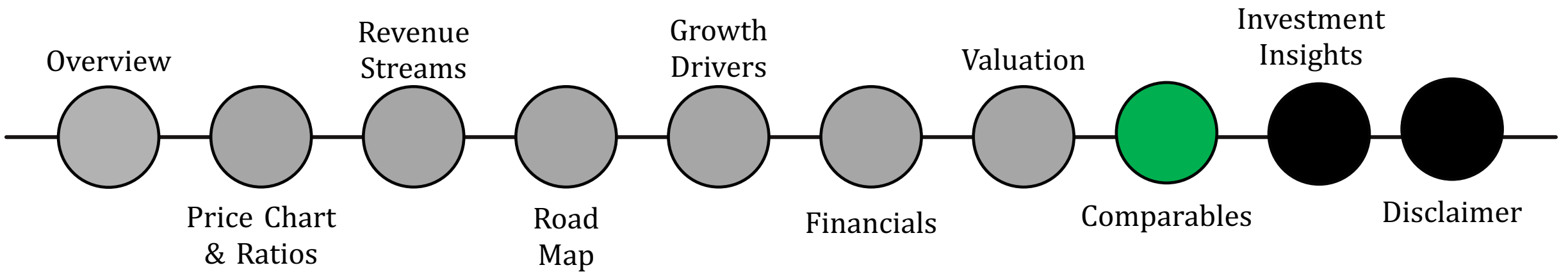
Disclaimer

VALUATION



- Revenue Growth of circa **177%** in 3 years (2019-2022), with massive surge post pandemic as convenience demand and consumptions comes back with revenge travel and revenge demand.
- Gross Profit growth of circa **100%** in 3 years (2019-2022), as cost of goods sold increases with further advertisements, discounted rides as well as expansion costs into new countries and regions.
- Net income and EPS stabilizing as few positive quarters begin showing as revenue increases, expansion furthers and profit making is in sight as the product reaches scale with new, stickier and recurring revenue streams to stabilize income and costs from the current cyclical nature.
- IPO price of USD\$40, revenue at IPO was 1/3 of current revenue, grows profit half of current gross profit, profitable quarters from IPO of over 2x pre IPO profitability.
- Current price of USD\$21.6 is extremely undervalued. With profitability in sight, and EPS turning positive will lead to increased investor confidence and the realization of intrinsic value of a minimum of back to IPO price at least.
- We see Uber as a **buy** now more than before for a long term investment horizon of 5-10 year + as we see them not only reaching their IPO level valuation, but rather growing to a larger growth driver of an industry that they pioneered ushering in and solidifying the gig economy as well as on demand convenience at scale. We see expansion into other regions globally through M&A of local similar platform businesses such as in India, UAE, Singapore and other high population regions and penetration of their own Uber platform apps. Additionally , we see potential for autonomous vehicle partnerships and EV partnerships with Uber as the platform aggregator, service and platform provider of transportation in the future with route optimization, fleet usage optimization and servicing. That is a future that is coming and we see Uber as being a large driver for that future.

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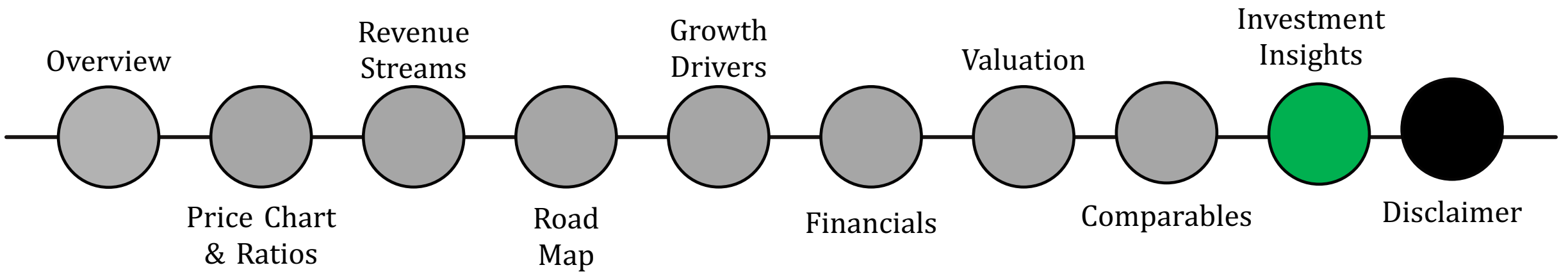
COMPARABLES



Financials (2019-2022)	UBER	LYFT	DASH	ROO	DHER
Market Cap 2022	USD\$ 48B	USD\$ 11B	USD\$ 32B	USD\$ 2.5B	USD\$ 12.7B
Rev Growth (%)	-14.57,57.7 and 82.3	-34.6,35.6,27.7	226.1,69.5,34.7	66.3,36.4,4.3	99.7,136.9,44.8
Net Income (USD\$B)	-6.7,-0.47,+2.2	-1.7,-1.06,-1.5	-0.46,-0.46,-1.4	-0.22,-0.21,-0.22	-1.7,-1.2,-3.1

- Uber had the most consistent revenue growth across all 5 comparable firms going from -14.57% in 2020 to 82.3% growth in 2022, while all other firms either showed signs of a slowdown after initial success or rangebound progress.
- Uber was the only profitable platform gig economy firm out of all 5 while all other firms dwindled further into losses, despite the revenue spending in the economy or remained range bound loss making
- Other firms' products were either solely delivery services or solely ride hailing, while Uber managed to scale into a combined platform service providing total all around convenience both in deliveries as well as ride hailing.
- Other services and products provided hefty discounts to compete with Uber's large market share, leading to further losses and worsening financial viability.

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SCENARIO MAPPING - 3 YEARS



Scenario	Revenue CAGR	2025 Revenue	EPS 2025	P/E	Implied Price	Mkt Cap	3-Yr CAGR
Bull	20%	\$62 B	\$3.00	25×	\$75	\$142 B	+35%
Base	14%	\$52 B	\$1.60	20×	\$32	\$61 B	+8%
Bear	8%	\$40 B	\$0.50	15×	\$7.50	\$14 B	-32%

- **Bull:** Fast recovery in core rides, strong Eats/Freight growth, AV optionality, profit margin expansion at scale as well as sticky recurring subscription revenue.
- **Base:** Steady but moderate improvement; profitability gradually increases.
- **Bear:** Growth stalls due to competition/regulation, margins improve only slightly.

SCENARIO MAPPING - 5 YEARS



Scenario	Revenue CAGR	2027 Revenue	EPS 2027	P/E	Implied Price	Mkt Cap	5-Yr CAGR
Bull	17%	\$118 B	\$5.50	25×	\$137.50	\$261 B	+32%
Base	12%	\$56 B	\$2.50	20×	\$50	\$95 B	+15%
Bear	6%	\$42 B	\$1.00	12×	\$12	\$22.8 B	-19%

- **Bull:** Uber establishes itself as a dominant global mobility/logistics platform, profit margin improves further and stabilises due to tech innovations, platform maker for AV integrations drives profitability.
- **Base:** Continued steady growth; Uber scales delivery and Freight, nearing stable 15% margins.
- **Bear:** Growth dampened, regulatory/regional setbacks, margin plateaus.

INVESTMENT RISKS



■ **Regulatory Crackdowns on Gig Work**

- Looming legislation in the U.S. (e.g., California's AB5), UK, and EU could reclassify drivers as employees, drastically increasing Uber's cost base and undermining the flexible model.

■ **Sustained Profitability Uncertainty**

- Despite strong revenue growth, Uber is just on the path to turning free cash flow positive and is still reporting GAAP net losses. High R&D and incentive costs threatened future earnings consistency.

■ **Execution Risk in New Verticals**

- Uber Freight, Eats, and initiatives like autonomous vehicle partnerships or grocery delivery posed integration and profitability risks due to thin margins and intense competition.

■ **Macro Weakness or Recession**

- Rising interest rates, inflation, and fears of a global slowdown could suppress mobility demand and consumer delivery spending—especially among price-sensitive users.

■ **Competitive Pressure**

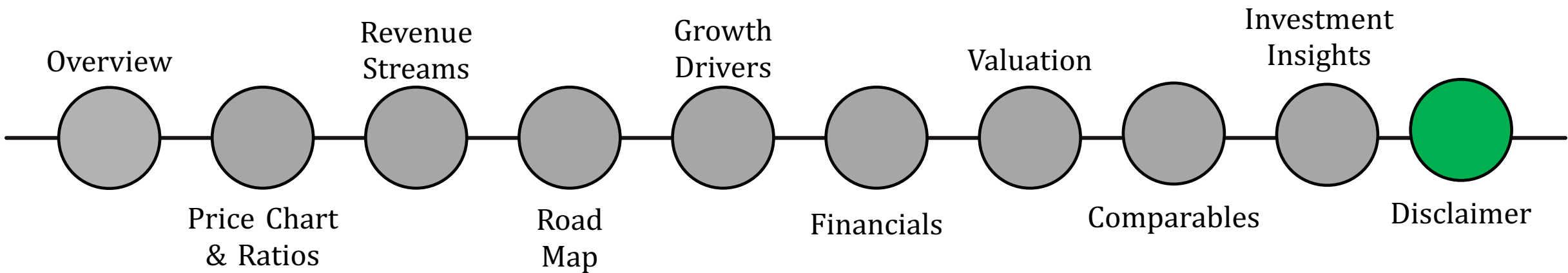
- Lyft, DoorDash, Didi (China), and regional players continued to price aggressively, threatening Uber's market share and margin structure in key geographies.

INVESTMENT CATALYSTS



- **Mobility Recovery Post-COVID**
 - As economies reopened, revenge travel and urban commuting demand offered a strong tailwind for ride-hailing volumes globally, especially in North America and EMEA.
- **Uber One Subscription Growth**
 - The all-in-one subscription service providing sticky and recurring revenue, customer retention, and cross-selling potential across Mobility and Eats.
- **Ad Business Monetization**
 - Early-stage investments in in-app advertising and sponsored listings (particularly in Eats) promise high-margin incremental revenue growth.
- **Autonomous & EV Integration**
 - Strategic partnerships with Aurora, Waymo partnership possibility, Tesla FSD and AV partnership and other AV EOMs position Uber to benefit from autonomy and electrification trends without heavy capital commitments.
- **Profitability Milestones and FCF**
 - 2022 1H show a path to profitability and Uber's first full year of **positive free cash flow**, setting the stage for potential valuation re-rating as it signalled business model maturity and operational leverage and visibility for further profitability and improving and stabilising financials.

CONTENTS



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