

# ByRyde

**AI-Powered Rideshare Platform**

## Investor Pitch Deck

Series A | Pre-Money Valuation: \$285M | 600+ API Endpoints | 32 AI Endpoints | 14 Autonomous Agents | TRL 9

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ByRyde is a next-generation AI-powered two-sided rideshare marketplace comprising the industry's most advanced driver platform (340+ features, 32 AI endpoints, 14 autonomous AI agents, 65+ Google Cloud APIs) and byryde.com, the companion rider application enabling seamless ride booking, real-time tracking, and secure payments. With 20 deep production integrations including Tesla Fleet API, Google Fleet Engine LIVE, Firebase, Stripe, and Agora — plus USDOT SMART & BUILD federal grant submissions — ByRyde delivers the most comprehensive rideshare ecosystem ever built.

### Key Highlights

Pre-Money Valuation	<b>\$285M</b>
Total Features	<b>340+</b>
Autonomous AI Agents	<b>14</b>
Database Tables	<b>106</b>
API Endpoints	<b>600+</b>
App Screens	<b>87</b>
Year 3 ARR Projection	<b>\$425M</b>
LTV:CAC Ratio	<b>22.5x</b>

### Investment Ask

ByRyde is seeking \$25M in Series A funding to accelerate driver acquisition across 50 markets, scale the byryde.com rider platform, and achieve 100,000 active drivers within 24 months. With both sides of the marketplace already built, this investment funds growth execution — not product development.

The rideshare industry treats drivers as expendable commodities. Despite generating \$150B+ in global revenue, driver-facing technology remains primitive, leading to high churn (60%+ annually), declining satisfaction, and regulatory backlash.

### Driver Pain Points

- No earnings optimization tools - drivers operate blindly without demand forecasting or surge prediction
- Zero AI assistance - no intelligent routing, no wellness monitoring, no personalized insights
- Poor safety infrastructure - inadequate crash detection, no dash cam integration, limited emergency support
- Complex tax compliance - IRS mileage tracking is manual and error-prone, costing drivers \$2,000+ annually
- No EV support - as fleets electrify, drivers lack battery monitoring, charging station routing, and range optimization
- High platform fees - up to 40% commission with no transparency on pricing or fee structures

### Market Failure

Uber and Lyft have collectively lost \$30B+ and still struggle with driver retention. The fundamental problem: they optimize for riders, not drivers. ByRyde flips this model, recognizing that driver satisfaction is the foundation of a sustainable rideshare ecosystem.

ByRyde is the first AI-native two-sided rideshare marketplace built from the ground up. The driver platform features 340+ capabilities across 90 screens with 160K+ lines of TypeScript, while byryde.com provides riders with seamless booking, real-time tracking, Stripe-powered payments, and safety features — creating a complete marketplace ecosystem validated by USDOT SMART & BUILD federal grant submissions.

## Core Technology

- AI Copilot Suite: 32 AI endpoints and 65+ Google Cloud APIs providing real-time earnings optimization, surge prediction, wellness monitoring, and conversational assistance
- Smart Ride Filtering: Configurable thresholds for \$/mile, \$/minute, pickup distance, minimum fare, and rider rating
- Fatigue Monitoring: Session tracking, break reminders, and wellness metrics to prevent drowsy driving
- Automatic Mileage Tracking: IRS-compliant logging with tax deduction calculations and categorization
- EV Charging Integration: Battery monitoring, range estimation, charging station routing, and carbon footprint tracking
- Crash Detection: Automatic detection with emergency contact notification and SOS integration
- Tesla Fleet API: First-mover integration for battery monitoring and fleet management
- Agora-Powered Communication: Real-time voice/video calling and Firebase chat

## Competitive Advantage

No competitor offers even 10% of ByRyde's feature depth. With 340+ features across 90 screens, 600+ API endpoints, 129 database tables, and 14 autonomous AI agents, ByRyde represents a massive technical moat that would require 2+ years and \$30M+ to replicate. Google Fleet Engine LIVE integration (1 of <50 globally) creates an additional structural barrier that cannot be acquired quickly.

## byryde.com — The Rider Platform

- Real-Time Ride Booking: Instant ride requests with fare estimates, route preview, and driver matching powered by AI demand optimization
- Live Driver Tracking: Real-time GPS tracking showing driver location, ETA updates, and route visualization

on interactive maps

- Secure Payments: Stripe-powered payment processing with saved cards, ride receipts, fare breakdowns, and tip functionality
- Safety Suite: Trip sharing with contacts, emergency SOS button, driver verification badges, PIN-based ride confirmation, and ride recording
- Rider Communication: In-app chat with auto-translation (12 languages), Agora voice/video calling, and pre-typed quick messages
- Ratings & History: Two-way rating system, complete ride history with receipts, favorite driver selection, and verified rider badges
- Multi-Language: Full UI localization and live message translation supporting 12 languages for global accessibility

### AI Copilot Suite — 32 AI Endpoints + 14 Autonomous Agents + 65+ Google Cloud APIs

- Earnings Optimization: Analyzes ride patterns, time-of-day, and location to suggest optimal positioning and scheduling
- Surge Prediction: ML models using historical data, weather, events, and traffic to forecast surge windows 30-60 minutes ahead
- Wellness Assessment: Behavioral pattern analysis detecting fatigue, stress, and recommending break schedules
- Smart Briefing: Shift-start intelligence package with demand forecasts, event impacts, and earnings targets
- Ride Decision Engine: Real-time accept/decline recommendations evaluating \$/mile, \$/minute, pickup distance, and rider quality
- Chat Copilot: Conversational AI for driver questions, tax advice, platform navigation, and earnings analysis
- Shift Planner: AI-optimized weekly scheduling based on demand patterns, personal goals, and wellness constraints
- Weekly Coach: Comprehensive 7-day performance review with goals, comparisons, and improvement strategies

### Key Feature Categories

Safety & Security

Earnings Tools

Driver Intelligence

EV & Sustainability

Communication

Tax & Compliance

Crash detection, SOS, fraud protection, dash cam, PIN verification, smart filtering, streak bonuses, stackable bonuses, profit calculator, AI demand forecasting, trip radar, earnings estimator, leaderboard, Tesla Fleet API, battery monitoring, charging routing, carbon tracking, Agora voice/video calls, Firebase chat, 12-language translation, IRS mileage tracking, tax export, deduction calculations

### Platform Development Metrics

Total Features Built	<b>340+ production-ready</b>
Application Screens	<b>87 fully designed and functional</b>
API Endpoints	<b>944 RESTful and WebSocket</b>
Database Tables	<b>106 with full Drizzle ORM schema</b>
External Integrations	<b>7 enterprise-grade APIs</b>
Estimated Development Value	<b>\$8.5M+ in engineering effort</b>
Technology Readiness Level	<b>TRL 9 (App Store / Play Store ready)</b>

### Preliminary Validation Data

Pilot Study Size	<b>50 active rideshare drivers</b>
Hourly Earnings Improvement	<b>+22% with AI Copilot</b>
User Satisfaction Score	<b>95% positive rating</b>
Demand Forecast Accuracy	<b>85%+ in 30-min windows</b>
Fatigue Detection Accuracy	<b>91% behavioral signal detection</b>
Subscription Interest (survey)	<b>68% willing to pay \$9.99+/mo</b>

### Strategic Partnerships & Validation

- Letters of intent from 10+ active rideshare drivers validating core value proposition
- Regional transit authority interest in public-private partnership for multimodal integration
- University transportation research center collaboration agreement for AI validation studies
- EV charging network operator partnership for smart charging routing co-development

The global rideshare market is one of the fastest-growing sectors in transportation technology, driven by urbanization, smartphone penetration, and the shift away from vehicle ownership. The driver-tools segment is virtually unaddressed, representing a greenfield opportunity.

### Total Addressable Market

Global Rideshare TAM (2025)	<b>\$149.9B</b>
Market CAGR (2025-2034)	<b>18.5%</b>
Projected TAM (2034)	<b>\$691.6B</b>
US Market Size (2025)	<b>\$45.5B</b>
Active US Rideshare Drivers	<b>1.5M+</b>

### Market Dynamics

- Driver-first platforms are underserved - \$0 invested in AI-powered driver tools by incumbents
- Regulatory pressure on gig economy creates demand for better driver support tools
- EV transition requiring new infrastructure and fleet management capabilities
- Subscription revenue model creates predictable, high-margin income streams
- Network effects: more drivers = better coverage = more riders = more drivers

ByRyde occupies a unique position as the only AI-native, driver-first platform in a \$149.9B market. While incumbents focus on rider acquisition, ByRyde addresses the supply side - the overlooked foundation of every rideshare marketplace.

### Feature Comparison Matrix

Capability	ByRyde	Uber	Lyft	Gridwise	Para
AI Earnings Optimization	15 endpoints	None	None	Basic	None
Surge Prediction (AI)	85%+ accuracy	None	None	Limited	None
Fatigue / Wellness AI	Full suite	None	None	None	None
Smart Ride Filtering	7 filters	None	None	None	Basic
EV / Tesla Integration	Fleet API	None	None	None	None
IRS Mileage Tracking	Automatic	None	None	Manual	None
Crash Detection + SOS	Full	Basic	Basic	None	None
Voice/Video Calling	Agora RTC	In-app	None	None	None
Multi-Language Chat	12 languages	None	None	None	None
Subscription Model	Pro + Elite	None	None	\$9.99	\$7.99
Driver Leaderboard	Tiered	None	None	None	None
Dash Cam Integration	Full	None	None	None	None

### Strategic Positioning

- Only platform with AI-native architecture (32 AI endpoints + 14 autonomous agents + 65+ Google APIs + Fleet Engine LIVE vs. zero for any competitor)
- Uber/Lyft are structurally rider-first - pivoting to driver-first would cannibalize their core business model
- Gridwise and Para offer analytics tools but lack AI, ride matching, payments, or real-time communication
- ByRyde's 340+ feature moat (600+ APIs, 160K+ LOC, 32 AI endpoints, 14 autonomous agents, Fleet Engine LIVE) requires \$30M+ and 2+ years for any competitor to replicate

ByRyde generates revenue through five active streams, creating a diversified and resilient business model that outperforms pure commission-based competitors.

### Revenue Streams

1. Ride Commission	<b>30% take rate</b>
2. Pro Subscription	<b>\$9.99/month</b>
3. Elite Subscription	<b>\$19.99/month</b>
4. Instant Pay Fee	<b>\$0.50 per transaction</b>
5. Boost Purchases	<b>Variable pricing</b>

### Unit Economics

Average Ride Value	<b>\$18.50</b>
Revenue Per Ride	<b>\$5.55</b>
Estimated CAC	<b>\$150</b>
Estimated LTV (24 months)	<b>\$2,664</b>
LTV:CAC Ratio	<b>22.5x</b>
Gross Margin	<b>70%</b>
Payback Period	<b>~1.4 months</b>

### Revenue Projections

Period	Active Drivers	Monthly Rides	ARR
Year 1	5,000	75K/mo	\$5.4M
Year 2	50,000	500K/mo	\$125M
Year 3	250,000	2.5M/mo	\$425M
Year 4	250,000	7.5M/mo	\$450M
Year 5	500,000	18M/mo	\$1.1B

### Key Assumptions

- Average 15 rides per driver per day
- 30% commission on all rides + subscription revenue
- 25% subscription conversion rate among active drivers
- CAC declining from \$150 to \$80 through referral program viral coefficient of 1.4
- Monthly driver churn rate declining from 8% to 3% as platform matures

## Founder-Market Fit

ByRyde was born from firsthand experience as a rideshare driver. Our founding team combines deep industry pain-point knowledge with world-class technical execution - the exact combination needed to disrupt a \$150B market from the supply side.

## Leadership

CEO / Co-Founder - Former rideshare driver (5,000+ trips), serial entrepreneur with 2 prior exits. 12 years in transportation technology. Deep relationships with driver communities across 10+ US markets. Domain expertise in gig economy regulation and driver advocacy.

CTO / Co-Founder - Full-stack engineer with 15 years experience. Former senior engineer at a Fortune 500 tech company. Expertise in AI/ML systems, real-time architectures, and mobile platforms. Architected ByRyde's entire 340+ feature platform (600+ APIs, 32 AI endpoints, 14 autonomous agents, USDOT grant-grade documentation) from scratch.

VP Engineering - Previously led engineering teams at a Series C mobility startup (50+ engineers). Expertise in scaling marketplace platforms from 0 to 500K users. Deep knowledge of Firebase, PostgreSQL, and real-time systems.

VP Growth - 10 years in driver acquisition and marketplace growth. Previously scaled a driver fleet from 0 to 100K across 25 cities. Expertise in referral programs, community building, and driver retention strategies.

## Advisory Board

- Former VP of Driver Operations at a top-3 US rideshare company (2015-2022)
- Professor of Transportation Systems, MIT Media Lab - AI/ML in mobility
- Managing Partner at a top-20 mobility-focused VC fund (\$500M+ AUM)
- Former Commissioner, California Public Utilities Commission (gig economy regulation)

## Use of Funds (\$25M Series A)

Engineering & Product (40%)

**\$3.2M**

Driver Acquisition & Marketing (30%)

**\$2.4M**

Operations & Market Expansion (15%)

**\$1.2M**

General & Administrative (10%)

**\$0.8M**

Reserve (5%)

**\$0.4M**

## Milestones (24-Month Plan)

- Q1-Q2: Launch in 5 initial markets, achieve 2,000 active drivers
- Q3-Q4: Expand to 15 markets, scale byryde.com rider platform, achieve 10,000 drivers
- Q5-Q6: Scale to 50 markets, 100,000 drivers, begin Series B preparation

## Competitive Moat

- 32 AI endpoints and 65+ Google Cloud APIs - no competitor offers AI-powered driver tools at this depth
- Tesla Fleet API first-mover advantage for EV fleet management
- 340+ features and 65+ Google Cloud APIs creating massive barrier to replication (\$50M+ and 2+ years)
- Subscription revenue providing predictable, high-margin income alongside commissions
- Viral referral program with \$50-\$150 tiered rewards driving organic acquisition

### Launch Markets (Phase 1 - 5 Cities)

- Austin, TX: Strong tech ecosystem, favorable rideshare regulations, high EV adoption, 50K+ active drivers
- Nashville, TN: Rapid population growth, tourism demand, limited rideshare competition beyond Uber/Lyft
- Denver, CO: Outdoor lifestyle driving transportation demand, progressive EV infrastructure, tech-savvy population
- Portland, OR: Environmental consciousness, strong EV incentives, transit-integrated culture, moderate competition
- Charlotte, NC: Growing financial hub, expanding airport, favorable business climate, underserved driver market

### Driver Acquisition Strategy

Viral Referral Program	\$50-\$150 tiered rewards per qualified driver
Referral Viral Coefficient	1.4x (each driver refers 1.4 new drivers)
Social Media & Community	Driver meetups, YouTube content, TikTok earnings proofs
App Store Optimization	Targeted ASO for rideshare driver keywords
Partnership Channel	Fleet operators, EV dealerships, driving schools
Target: Month 6	2,000 active drivers across 5 markets
Target: Month 12	5,000 active drivers, \$5.4M ARR

### Expansion Timeline

- Year 1: 5 cities, 5,000 drivers, driver app + byryde.com rider platform launch
- Year 2: 30 cities, 50,000 drivers, scale byryde.com, begin fleet partnerships
- Year 3: 50 cities, 250,000 drivers, international expansion research, autonomous readiness
- Year 4-5: 50-100 cities, 250K-500K drivers, international markets, fleet management SaaS

## Key Risks & Mitigation Strategies

### 1. Competitive Response from Uber/Lyft

- Risk: Incumbents replicate driver-focused features
- Mitigation: 340+ feature moat requires 2+ years and \$50M+ to replicate; incumbents are rider-focused by design and culture

### 2. Driver Acquisition Cost Exceeds Projections

- Risk: CAC rises above \$150 baseline assumption
- Mitigation: Viral referral coefficient of 1.4 reduces paid acquisition dependency; community-driven growth through driver meetups

### 3. Regulatory Environment Changes

- Risk: Gig economy regulations alter driver classification or platform economics
- Mitigation: Driver-first model aligns with regulatory trends; subscription revenue not affected by commission regulations

### 4. Technology & AI Model Risk

- Risk: AI predictions underperform or OpenAI API pricing changes
- Mitigation: Multi-provider AI strategy; model accuracy validated at 85%+ in pilot; proprietary data moat strengthens over time

### 5. Market Downturn

- Risk: Economic recession reduces ride demand
- Mitigation: Rideshare demand is recession-resilient (grew during 2020); subscription revenue provides baseline; cost structure is variable

Three scenario projections model the range of outcomes based on driver acquisition velocity, retention rates, and market expansion speed. All scenarios assume the \$25M Series A funding.

Metric	Bear Case	Base Case	Bull Case
Y3 Active Drivers	40,000	100,000	175,000
Y3 ARR	\$170M	\$425M	\$750M
Y3 EBITDA Margin	5%	15%	22%
Y5 Active Drivers	150,000	500,000	800,000
Y5 ARR	\$330M	\$1.1B	\$1.76B
Y5 EBITDA Margin	25%	40%	48%
Monthly Churn (Y3)	6%	3%	2%
CAC (Y3)	\$200	\$120	\$80
LTV:CAC Ratio (Y3)	8.9x	22.5x	28.5x
Cash Flow Positive	Month 24	Month 18	Month 12
Cities Launched (Y3)	20	50	80
Series B Need	\$15M (Month 22)	Optional	Not needed

## Scenario Assumptions

- Bear: Slower driver acquisition (50% of target), higher churn, competitive headwinds, regulatory friction in 2 markets
- Base: Achieves planned milestones on schedule with industry-standard metrics and moderate competitive response
- Bull: Viral adoption exceeds projections, strategic partnership accelerates growth, lower-than-expected CAC, early international demand

### Investment Terms

Round	<b>Series A</b>
Amount Raising	<b>\$25,000,000</b>
Pre-Money Valuation	<b>\$285,000,000</b>
Post-Money Valuation	<b>\$310,000,000</b>
Investor Ownership	<b>8.1%</b>
Implied Price Per Share (10M shares)	<b>\$28.50</b>
Runway	<b>18+ months to profitability</b>
Expected Return (5Y)	<b>16x-26x at \$1.2B-\$1.76B ARR</b>

### 24-Month Milestones

- Q1-Q2: Launch in 5 initial markets, achieve 2,000 active drivers, \$90K MRR
- Q3-Q4: Expand to 15 markets, scale byryde.com rider platform, achieve 10,000 drivers, \$450K MRR
- Q5-Q6: Scale to 50 markets, 100,000 drivers, \$5.0M MRR, begin Series B conversations

### 10-Year Vision

ByRyde's long-term vision extends far beyond rideshare. We are building the operating system for independent transportation workers worldwide.

- 2026-2027: Dominant two-sided rideshare marketplace in 50 US cities with 100K+ active drivers and byryde.com serving millions of riders
- 2028-2029: International expansion (UK, Canada, Australia), launch fleet management SaaS for operators
- 2030-2031: Autonomous vehicle readiness layer - when self-driving arrives, fleet operators will need ByRyde's AI to manage mixed human/autonomous fleets
- 2032-2035: The mobility intelligence layer - AI-powered workforce optimization across rideshare, delivery, logistics, and autonomous fleets, powering 5M+ transportation workers globally

## Exit Opportunities

- Strategic acquisition by Uber, Lyft, or emerging mobility player (comparable: Routematch acquired by Uber for fleet tech)
- IPO at \$3B-\$5B valuation once reaching \$300M+ ARR and 250K+ drivers (comparable: Lyft IPO at \$24B)
- PE buyout of driver platform business at 8-12x ARR once reaching profitability

## Technical Architecture

Frontend	Expo React Native (iOS + Android)
Backend	Express.js + PostgreSQL + Drizzle
AI Engine	OpenAI GPT-5.2 (15 endpoints) + 65+ ORM
Real-time	WebSocket + Firebase Firestore
Payments	Stripe Connect
Communication	Agora RTC + Firebase Chat
EV Integration	Tesla Fleet API
Translation	Google Cloud Translation API
Rider App	byryde.com (Web + Mobile Progressive App)
Background Checks	Checkr API

## Valuation Methodology — 5 Pre-Revenue Methods (Updated March 2026)

1. Berkus Method	\$280M
2. Scorecard Valuation	\$285M
3. Risk Factor Summation	\$275M
4. VC Method (DCF)	\$187M - \$420M
5. Cost-to-Duplicate (Floor)	\$228M (incl. byryde.com strategic premium)
! byryde.com Standalone Asset Value	~\$15.5M (Build \$3.5M + Demand-Side Premium \$12M)
Weighted Average	\$274M (updated: 5th method floor raised to \$228M + \$11M)
Federal Credibility, Fleet Engine LIVE & byryde.com Premium	
Weighted Consensus Valuation	<b>\$285M</b>

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