

LYFT 2022

# Economic Impact Report



## TABLE OF CONTENTS

 **3 Work that works for drivers**

- 4 Driving on the Lyft platform
- 6 Drivers work outside of Lyft
- 7 Drivers need the flexibility that independent contracting provides
- 9 Drivers choose app-based work because it works for them
- 10 Drivers want to maintain their independence
- 11 Lyft is fighting for policies that guarantee both independence and other benefits for drivers

 **12 A ride for everyone**

- 13 Lyft is accessible to users across the income distribution
- 14 Lyft provides transportation access to individuals with disabilities

 **15 A ride for every trip**

- 16 Providing access to jobs, interviews, airports, transit stations, healthcare, and the COVID-19 vaccine
- 18 A multimodal network
- 20 Toward environmentally sustainable transportation

 **21 Benefiting the communities in which we operate**

- 22 Lyft is associated with decreasing impaired driving incidents
- 24 Our commitment to community safety
- 25 Putting money back into communities and local businesses
- 26 Facilitating civic engagement

## DRIVERS

# Work that works for drivers<sup>1</sup>

Drivers have spoken, and they want independence. Across North America, drivers are using the Lyft platform to make work *work* for them.

They are busy people. Outside of Lyft, they work full time for other companies, are parents, small-business owners, students, and teachers. They need the independence to earn around their other commitments.



# Driving on the Lyft platform



## Independence is central to why people choose to drive on the Lyft platform. What does independence mean?

- Drivers simply turn the app on and off at will when they want to earn.
- Drivers can drive whenever, wherever, and for however long they want.
- Drivers can choose to accept or reject any ride they are offered.
- Drivers can earn on multiple platforms, including Lyft's competitors.



## Drivers don't work for Lyft, Lyft works for drivers.

- Parents can turn off their app at any time to pick up a sick child from school.
- Students can take time off from driving to study for finals.
- Freelance artists can sign on to Lyft to supplement their income, finding ways to make driving work with their busy schedules and unpredictable gigs.
- Employees with jobs outside of app-based work can select hours that don't conflict with their scheduled jobs.

“

Lyft gives me the opportunity to financially support myself with the flexibility to pursue my dream job in criminal justice, while taking care of my kids, and even training for the Boston Marathon.”

– EVER BARRERA, MA RIDESHARE DRIVER

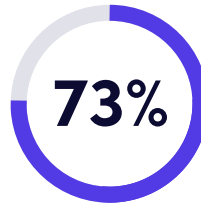


# 27%

of drivers are **over the age of 50.**

# 21%

of drivers are **female.**



of drivers identify as **members of racial and/or ethnic minority groups.**<sup>2</sup>

# 25%

**Black, African American/Canadian, or Afro-Caribbean,** compared with 14% of the U.S. population in 2019.<sup>3</sup>

# 33%

**Hispanic or Latin American,** compared with 18% of the U.S. population in 2019.<sup>4</sup>

# 12%

**Asian,** compared with 6.6% of the U.S. population in 2019.<sup>5</sup>

# 7.5%

of drivers identify as members of the **LGBTQ+ community,** compared to an estimated 5.6% of the U.S. population.<sup>6</sup>

# 35%

of drivers **speak a language other than English at home** — approximately two-thirds of these speak Spanish at home.

# 8.6%

of U.S. drivers are **veterans** of the U.S. armed forces.

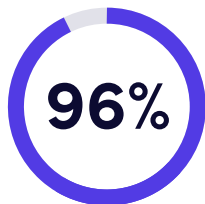
# 25K

We estimate almost 25K drivers **live with a disability.**

# 10%

of drivers are **retired.**

# Drivers work outside of Lyft



of drivers work or are students in addition to driving with Lyft.

66%

of drivers have a job or are looking for a job outside of app-based work.

18%

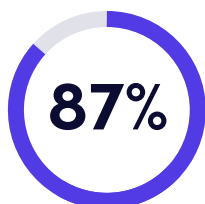
of drivers own a business in addition to driving on the Lyft platform.

57%

of drivers routinely provide care for family members or other loved ones.<sup>7</sup>

12%

of drivers are students.



of drivers say that Lyft and other app-based work allows them to earn money while pursuing other endeavors, such as starting a new business, pursuing education, or interviewing for full-time jobs. Including:

92%

of drivers who **own businesses** in addition to driving with Lyft.

94%

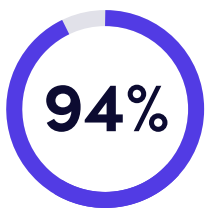
of drivers who are also **students**.

91%

of drivers who are **looking for a job** outside of app-based work.

# Drivers need the flexibility that independent contracting provides

Flexibility is crucial to drivers as it allows them to earn around their numerous other commitments. Minute-by-minute work flexibility is unique to independent work, and exists in sharp contrast with the rigid schedules imposed on employees.



**94%**  
of drivers say a flexible schedule is very or extremely important.



**72%**

For 72% of those who **work full time** in addition to driving, it's because they can drive hours that *do not conflict with their work schedule.*



**62%**

For **full-time students**, 62% say it's because they can drive hours that *do not conflict with their classes.*



**54%**

For 54% of those who **routinely provide care for loved ones**, it's because the flexibility allows them to be *available for those in their care.*

Earning on the Lyft platform and other app-based work is a lifeline for people who are excluded from the traditional labor market.

## 57%

of drivers routinely provide care for family members or other loved ones. Of these drivers:

- 96% say that app-based work provides them with the **freedom and flexibility** to work around their other commitments or constraints.
- 78% say that **app-based work is better for them** because it is difficult for them to work a job that requires a set schedule.



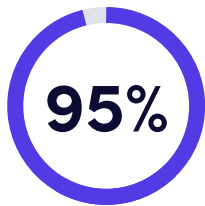
## 25K

Among the estimated almost 25,000 drivers living with a disability:

- 83% say that it is difficult for them to **work a job that requires a set schedule**
- 96% say that Lyft and other app-based work provides them with the **freedom and flexibility** to work around their other commitments or constraints

# Drivers choose app-based work because it works for them

Drivers use the Lyft platform when it suits their needs.



drive fewer than 20 hours per week. **These** drivers give the majority of rides on the Lyft platform.



**65%**

of drivers worked on other app-based platforms in 2021.



**51%**

have worked on other ridesharing platforms.



**39%**

have worked on delivery platforms.



Lyft is accessible to drivers when times are tough.

**24%**

of drivers said that they drove more with Lyft during the pandemic because they were laid off, furloughed, or had their hours or pay cut because of COVID-19.

**16%**

of drivers said they signed up to drive with Lyft to get through temporary unemployment.

# Drivers want to maintain their independence

We wanted to understand whether drivers want to be independent contractors, employees, or something else. We asked them, and the results were clear.



## Drivers want to maintain their independence.

**92%**

of drivers **support a policy proposal** under which drivers would remain independent contractors, maintain the current flexibility they enjoy, and be given some, but not all, of the benefits that employees receive.

**6x**

Drivers are nearly **6 times as likely** to **prefer a work arrangement** that includes both flexibility and benefits, as with California's landmark Prop 22, than they are to prefer being an employee.

## Flexibility is central to why drivers want independence.

**66%**

of drivers would **stop driving with app-based platforms** if they lost their independence.



**The ability to drive when, where, and for how long they want** is the most important factor for drivers when choosing between work arrangements.



# Lyft is fighting for policies that guarantee both independence and other benefits for drivers

Lyft is committed to advocating for **what the overwhelming majority of drivers want and rely on to earn around their other commitments**. To this end, we have been at the forefront of advocating for policy solutions that allow drivers to maintain the independence that they need while also earning the benefits they want.

## Research on California drivers shows that they are happy with Prop 22.



### Protected driver independence.

California drivers on the Lyft platform are almost 4 times more likely to say that Prop 22 has been good for drivers like them.



### Increased hourly earnings.

Median hourly earnings of drivers on the Lyft platform in California were 48% higher in 2021 than in 2019.



### Unlocked new benefits.

Thousands of California drivers on the Lyft platform have already received the Prop 22 healthcare benefit.

Across North America, Lyft is engaging with drivers, partners, stakeholders, and policymakers at the local, state, and federal levels to secure the independence drivers need alongside the benefits they want.

<sup>1</sup>Detailed information on the data sources and methodology used throughout this report are presented in the accompanying [Methodological Supplement](#).

<sup>2</sup>Minority group is defined as the total population less non-Hispanic whites. The enumerated groups are neither mutually exclusive nor exhaustive.

<sup>3</sup>Source: U.S. Census Bureau, [2019 American Community Survey 5-Year Estimates](#). (The most recently available data.) The values describe the percent of drivers and of the U.S. population who identify as a member of the enumerated group either alone or in combination with one or more other races irrespective of Hispanic or Latin American heritage.

<sup>4</sup>Source: U.S. Census Bureau, [2019 American Community Survey 5-Year Estimates](#). (The most recently available data.) The values describe the percent of drivers and of the U.S. population who identify with Hispanic or Latin American identity irrespective of race.

<sup>5</sup>Source: U.S. Census Bureau, [2019 American Community Survey 5-Year Estimates](#). (The most recently available data.) The values describe the percent of drivers and of the U.S. population who identify as a member of the enumerated group either alone or in combination with one or more other races irrespective of Hispanic or Latin American heritage.

<sup>6</sup>Jeffrey M. Jones, "LGBT Identification Rises to 5.6% in Latest U.S. Estimate," Gallup.com (Gallup, November 20, 2021), <https://news.gallup.com/poll/329708/lgbt-identification-rises-latest-estimate.aspx>.

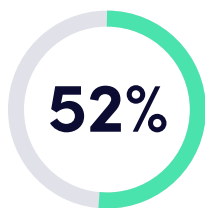
<sup>7</sup>Caregiving is included in this list as an important form of unpaid work that is not only conducted by the majority of drivers on the Lyft platform, but also increases a driver's need to earn with an unpredictable schedule. Unpaid work is identified by the OECD as "the production of goods and services by family members that are not sold on the market" under the condition that "a third person could be paid to do the activity."

See "Society at a Glance 2011: OECD Social Indicators," OECD, 2011, 10, <https://www.oecd.org/els/soc/47571423.pdf>

## RIDERS

# A ride for everyone

Riders of all incomes and identities — especially those who have been historically underserved — rely on the Lyft platform when they need a ride.



**52%** of riders identify as members of racial and/or ethnic minority groups.<sup>8</sup>

**20%**

**Black, African American/Canadian, or Afro-Caribbean**, compared with 14% of the U.S. population in 2019.<sup>9</sup>

**25%**

**Hispanic or Latin American**, compared with 18% of the U.S. population in 2019.<sup>10</sup>

**6.2%**

**Asian**, compared with 6.6% of the U.S. population in 2019.<sup>11</sup>

**16%**

of riders identify as members of the **LGBTQ+ community**, compared to an estimated 5.6% of the U.S. population.<sup>12</sup>

**19%**

of riders are **students**.

# Lyft is accessible to users across the income distribution

## 46%

of rides start or end in **low-income areas**. (Does not include Ottawa, Toronto, or Vancouver.)

## \$54K

median household **income** of U.S. Lyft riders.

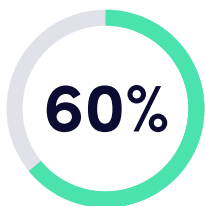
## \$63K

CAD median household **income** of Canadian Lyft riders.



## 90%

of riders believe that Lyft increases access to transportation in their communities.



of riders with an **annual household income of less than \$25,000** reported that it would have been **difficult or even impossible** for them to **access essential services during the COVID-19 pandemic** without the availability of Lyft and other ridesharing services.



# Lyft provides transportation access to individuals with disabilities

We estimate that over 3 million riders living with a disability use the Lyft platform. Of those riders:

**33%**

reported having motor function impairment.

**15%**

reported having cognitive impairment.

**11%**

reported having vision loss.



**82%**

of riders living with a disability state that Lyft has **increased their independence**.

**94%**

of riders living with a disability state that Lyft has **increased their access** to transportation.

**58%**

of riders living with a **disability** reported that it would have been **difficult or even impossible** for them to **access essential services during the COVID-19 pandemic** without the availability of Lyft and other ridesharing services.

<sup>8</sup>Minority group is defined as the total population less non-Hispanic whites. The enumerated groups are neither mutually exclusive nor exhaustive.

<sup>9</sup>Source: U.S. Census Bureau, *2019 American Community Survey 5-Year Estimates*. (The most recently available data.) The values describe the percent of drivers and of the U.S. population who identify as a member of the enumerated group either alone or in combination with one or more other races irrespective of Hispanic or Latin American heritage.

<sup>10</sup>Source: U.S. Census Bureau, *2019 American Community Survey 5-Year Estimates*. (The most recently available data.) The values describe the percent of drivers and of the U.S. population who identify with Hispanic or Latin American identity irrespective of race.

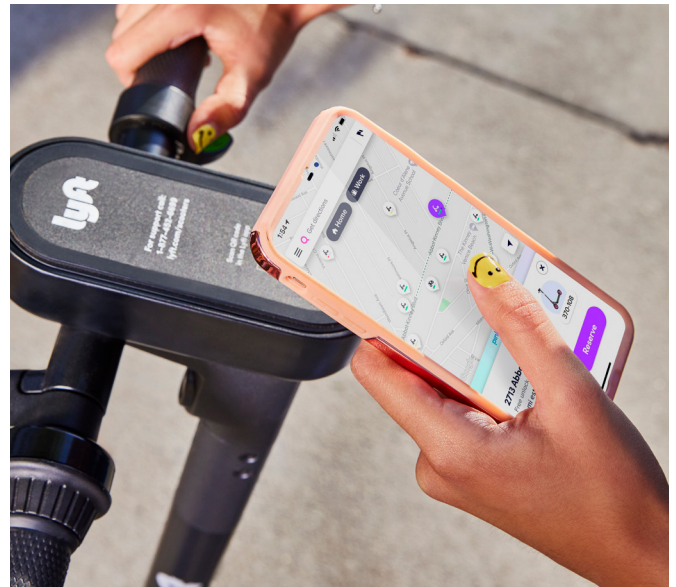
<sup>11</sup>Source: U.S. Census Bureau, *2019 American Community Survey 5-Year Estimates*. (The most recently available data.) The values describe the percent of drivers and of the U.S. population who identify as a member of the enumerated group either alone or in combination with one or more other races irrespective of Hispanic or Latin American heritage.

<sup>12</sup>Jeffrey M. Jones, "LGBT Identification Rises to 5.6% in Latest U.S. Estimate," Gallup.com (Gallup, November 20, 2021), <https://news.gallup.com/poll/329708/lgbt-identification-rises-latest-estimate.aspx>.

## MOBILITY

# A ride for every trip

With our unique integration of transit, bikes, scooters, and rideshare, Lyft is among the most resilient personal mobility networks. As the world begins to move again, people are turning to Lyft's personal mobility network to get where they need to go.



# Providing access to jobs, interviews, airports, transit stations, healthcare, and the COVID-19 vaccine



## Accessing economic opportunities

Percentage of riders who have used Lyft to find transportation for ...



**38%**

their work commute.



**19%**

interviews.



**15%**

their school commute.

## Reconnecting with friends and family

Percentage of riders who have used Lyft to find transportation ...



**59%**

to or from  
entertainment and  
recreation.



**42%**

to visit **family and**  
friends.



**36%**

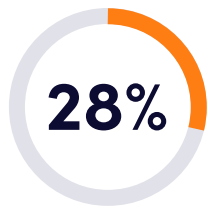
for friends or family  
when they are  
**unavailable to give**  
them a ride.



**44%**

while on **leisure trips**.

## Accessing healthcare services



of riders have used the Lyft platform to access healthcare services.<sup>13</sup>  
Of those riders:



**84%**

say they have used Lyft for **doctor's appointments**.



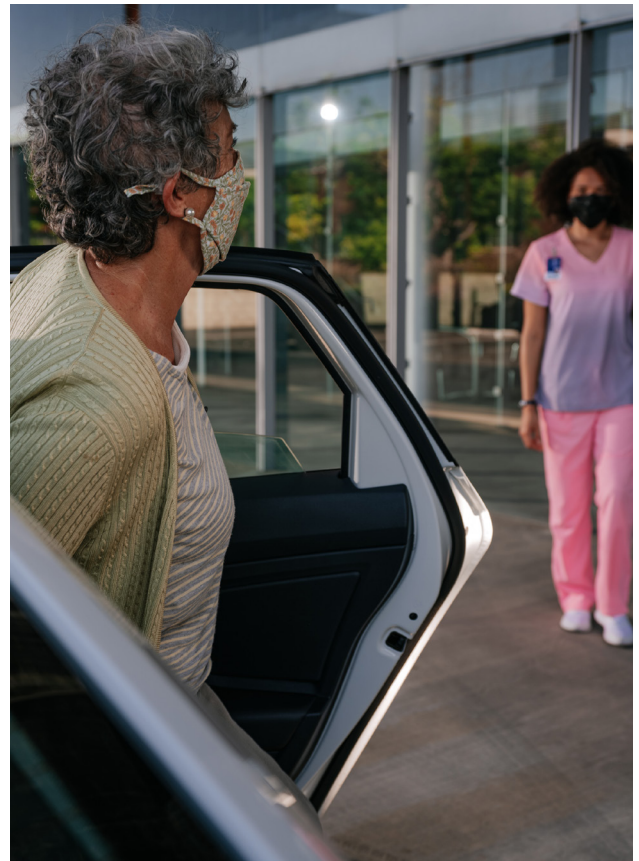
**25%**

say they have used Lyft for a **vaccination appointment**.



**24%**

say they would be **less likely to make it to their healthcare-related appointments** regularly if they did not have access to Lyft or other ridesharing services.



# A multimodal network



In 2018, Lyft began expanding beyond rideshare. Today, we operate an extensive multimodal network that includes transit integration, bikes, scooters, and car rentals in addition to rideshare.



The Lyft platform is a critical part of the transportation ecosystem.

**53%**

of riders have used a Lyft service to get to or from **public transit**.

**41%**

of riders have used Lyft to get around when **public transit does not operate**.

**58%**

of riders have used Lyft to get to or from an **airport**.

**8.8%**

**Late-night rides** account for 8.8% of rides on the platform.



**86.5M**

In 2021, people biked over 86.5 million miles using Lyft's bikeshare services.

**Lyft operates the largest shared micromobility network in the United States.**

As of 2021, Citi Bike — the Lyft-operated bikeshare system in New York and New Jersey — is the largest docked bikeshare system in the world outside of China.

People are using Lyft-operated shared micromobility as an **integral part of their daily commute**.

**> 40%**

In New York City, over **40%** of Lyft commute-hour rides were by Citi Bike in 2021.

**10%-20%**

In Chicago; Washington, D.C.; San Francisco; and Boston, **10% to 20%** of Lyft commute-hour rides are by bikeshare where available.

# Toward environmentally sustainable transportation

Lyft has committed to reaching 100% electric vehicles on the Lyft platform by 2030.<sup>14</sup> At the same time, riders report that they own fewer vehicles than they would in the absence of ridesharing. By offering cleaner alternatives<sup>15</sup> and shifting people away from car ownership, Lyft is contributing to a greener future.



Lyft users own over **6.6 million fewer vehicles** because of rideshare, even when accounting for vehicles acquired by drivers.

- We estimate that riders have sold, donated, or otherwise discarded more than **1.7 million** vehicles because of the availability of Lyft and other ridesharing services.
- We estimate that if Lyft and other ridesharing services did not exist, our riders would have purchased more than **5.1 million** more vehicles.
- We estimate that drivers on the Lyft platform purchased fewer than **300,000** additional vehicles in order to drive with Lyft or any other ridesharing platform.

## 39%

of Lyft riders **do not own or lease** a personal vehicle.

## 34%

of riders who have access to a personal vehicle **use that car less** because of Lyft and other ridesharing services.

<sup>13</sup>This figure does not include healthcare rides provided by the Lyft Concierge Platform, which allows health plans and health systems to request rides on behalf of riders.

<sup>14</sup>"Leading the Transition to Zero Emissions: Our Commitment to 100% Electric Vehicles by 2030," Lyft, June 17, 2020, <https://www.lyft.com/blog/posts/leading-the-transition-to-zero-emissions>

<sup>15</sup>See the Environment section of Lyft's 2021 ESG Report for additional details: <https://investor.lyft.com/static-files/3dd29ca2-6c60-451b-b69a-021bfb3551f0>

COMMUNITIES

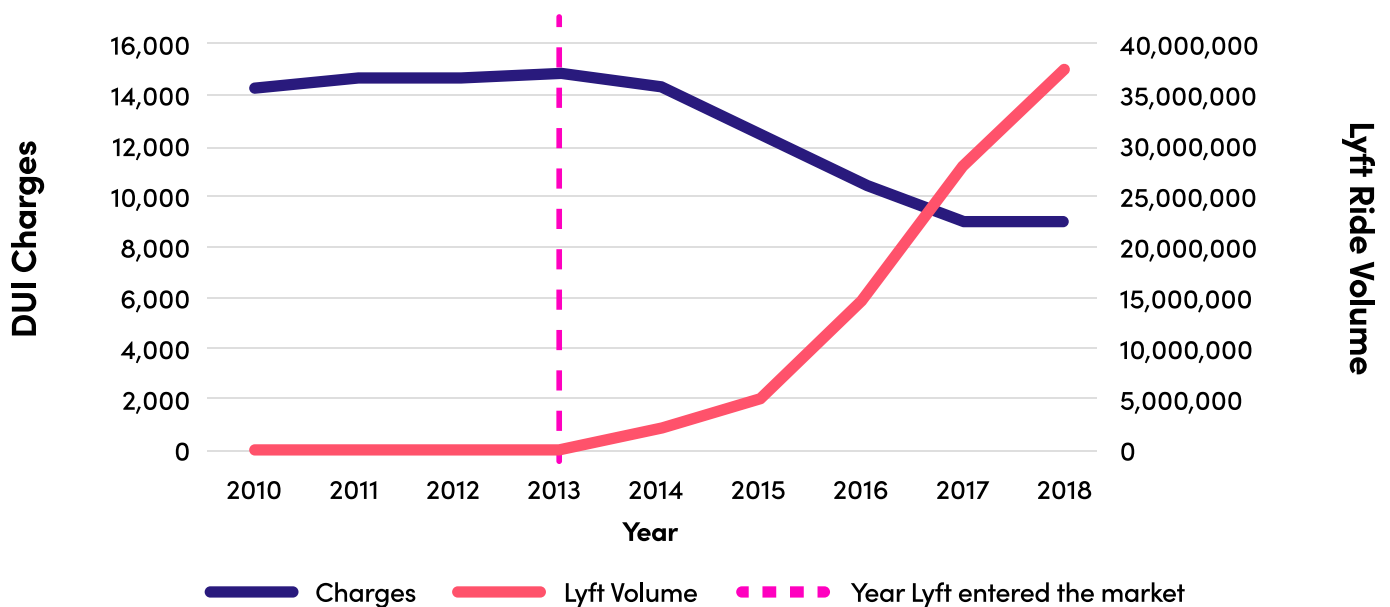
# Benefiting the communities in which we operate

Lyft benefits the communities in which we operate by stimulating spending, facilitating civic engagement, and helping riders find access to transportation when their other options feel unsafe.



# Lyft is associated with decreasing impaired driving incidents

## Los Angeles Lyft Ride Volume and DUI Charges



Studies commissioned by the National District Attorneys Association<sup>16</sup> found that Lyft was associated with:

**40%**  
decrease in DUI charges in Los Angeles

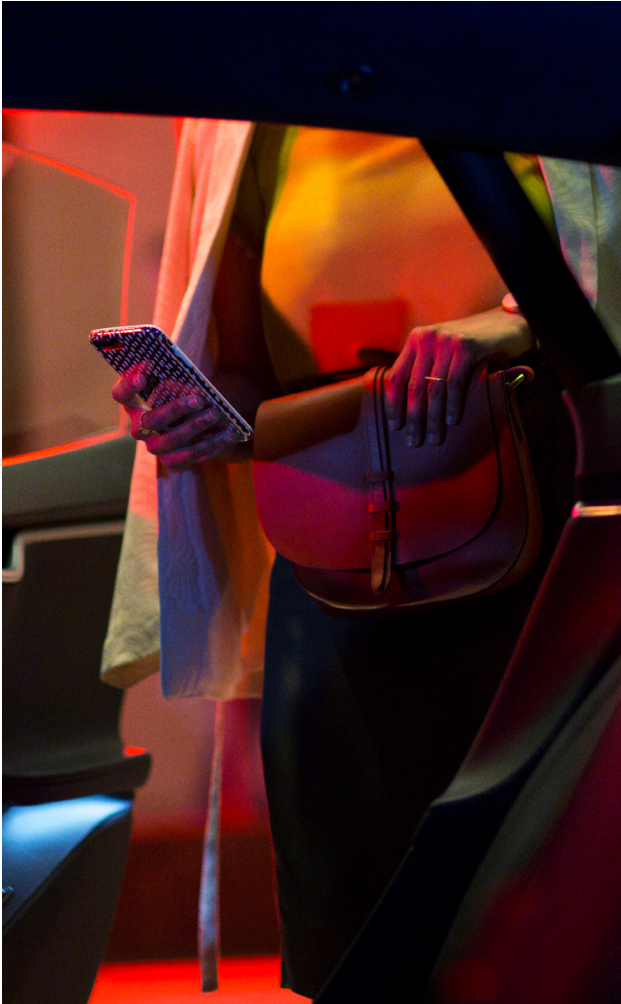
**25%**  
decrease in DUI arrests in San Diego

**31%**  
decrease in DUI bookings in San Francisco

**52%**  
decrease in DUI charges in Atlanta

**40%**  
decrease in DUI arrests in Chicago

**7.5%**  
decrease in DUI arrests in Fort Worth



“

“All three locations<sup>17</sup> experienced significant declines in outcomes related to impaired driving charges, arrests, and bookings following the introduction of Lyft. Furthermore, results showed that increases in ridesharing volume were significantly associated with decreases in these DUI outcomes.”<sup>18</sup>

– CASANOVA POWELL CONSULTING  
AND DR. RYAN C. SMITH

“We know that access to ridesharing helps reduce drunk and drug-impaired driving, keeping our roads and communities safe.”<sup>18</sup>

– HELEN WITTY, MADD NATIONAL PRESIDENT



**49%**

of riders **are aged 18 to 34**, part of the age group (16 to 34) involved in nearly half of alcohol-involved fatal crashes in the U.S. in which the driver was over the legal limit (0.08).<sup>20</sup>

- **70% of these riders** use Lyft to find a rideshare driver when they are planning to drink alcohol or use another substance that could impair driving ability.



**65%**

of riders use Lyft to **find a rideshare driver when they are planning to drink alcohol** or use another substance that could impair driving ability.

# Our commitment to community safety



90%

of riders believe that Lyft provides them with access to transportation when their other mobility options feel unsafe, including:

93%

of LGBTQ+ Lyft riders.

92%

of female Lyft riders.



Both drivers and riders are required to wear a face mask and leave the front seat empty to help keep the Lyft community safe and healthy.



75%

of drivers report being **fully vaccinated** against COVID-19.



7%

of Lyft riders report using Lyft to get to a **vaccine appointment**.

# Putting money back into communities and local businesses

🕒 **136M**      💵 **\$5.5B**

Riders saved **136 million hours** compared with other transportation modes. The estimated combined value of that time savings and travel cost savings as a result of Lyft is **\$5.5 billion**.<sup>21</sup>

**46%** of riders **explore more areas of their city** as a result of using Lyft.



Our long-running LyftUp programs provide free or discounted rides for low-income individuals to access essential needs such as groceries, interviews, and vaccines.



🚗 🚲 🛴 **1.5M+**

Over the last two years, we estimate that we provided access to over 1.5 million discounted or donated car, bike, and scooter rides to help under-resourced communities of color access key resources, like food and employment.

# Facilitating civic engagement



## 7.1%

of riders have used Lyft to find a rideshare driver to go to a **polling location**, to **drop off their ballot in a dropbox**, or to go to a **voter registration drive** or related event.



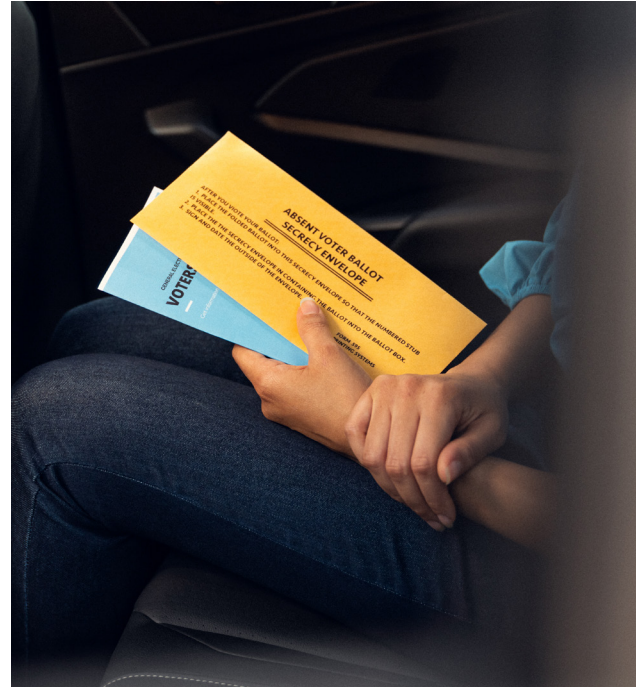
## 2.5%

of riders have used Lyft to find a rideshare driver to get to **shelter during a natural disaster**, such as a hurricane or wildfire.



## 35%

of riders are more likely to **attend community events** as a result of using Lyft.



In 2021, Lyft riders donated **millions of dollars** through our Round Up and Donate program. These donations have benefited numerous deserving organizations across North America, including:



<sup>16</sup>Casanova Powell Consulting and Dr. Ryan C. Smith, "Rideshare Volume and DUI Incidents in Target California Communities," NDAA, Sept. 28, 2020, [http://ndaa.org/wp-content/uploads/NDAA\\_Lyft\\_FinalReport.pdf](http://ndaa.org/wp-content/uploads/NDAA_Lyft_FinalReport.pdf)

Casanova Powell Consulting and Dr. Ryan C. Smith, "Rideshare Volume and DUI Incidents in Atlanta, Georgia; Chicago, Illinois; and Fort Worth, Texas," NDAA, March 26, 2021, [https://ndaa.org/wp-content/uploads/NDAA\\_Lyft\\_Final-Report\\_Round2\\_3-29-20.pdf](https://ndaa.org/wp-content/uploads/NDAA_Lyft_Final-Report_Round2_3-29-20.pdf)

<sup>17</sup>This quote refers to Los Angeles, San Diego, and San Francisco, which were the subject of Casanova Powell and Smith's 2020 report for the NDAA. The same, however, holds true for Atlanta, Chicago, and Fort Worth, the locations examined in Casanova Powell and Smith's 2021 report for the NDAA.

<sup>18</sup>Casanova Powell Consulting and Dr. Ryan C. Smith, "Rideshare Volume and DUI Incidents in Target California Communities," NDAA, Sept. 28, 2020, [http://ndaa.org/wp-content/uploads/NDAA\\_Lyft\\_FinalReport.pdf](http://ndaa.org/wp-content/uploads/NDAA_Lyft_FinalReport.pdf)

<sup>19</sup>Helen Witty, "An Open Letter to Californians: Vote Yes on Proposition 22," MADD, Oct. 12, 2020, <https://www.madd.org/press-release/an-open-letter-to-californians-vote-yes-on-prop-22/>

<sup>20</sup>Traffic Safety Facts: 2018 Data," NHTSA, December 2019, <https://crashstats.nhtsa.dot.gov/Api/Public/ViewPublication/812864>

<sup>21</sup>Analysis conducted by Land Econ Group using operational and survey data provided by Lyft.



Various statements in this report, including estimates, projections, objectives, and expected results, are "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995, Section 27A of the Securities Act of 1933, and Section 21E of the Securities Exchange Act of 1934 and are generally identified by the words "believe," "expect," "anticipate," "intend," "opportunity," "plan," "project," "will," "should," "could," "would," "likely," and similar expressions, and include statements about our strategies, markets, business, and opportunities. Forward-looking statements are based on current assumptions that are subject to risks and uncertainties that may cause actual results to differ materially from the forward-looking statements, including the risks and uncertainties more fully described in our filings with the Securities and Exchange Commission, including our Quarterly Report on Form 10-Q for the quarter ended Sept. 30, 2021. We undertake no obligation to update or revise publicly any forward-looking statements, except as required by applicable law.