

LYFT 2024

Economic Impact Report



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INTRODUCING

Lyft's 2024 Economic Impact Report¹

In the 12 years since its founding, Lyft has become a pillar of the American economy. More than one million drivers earned more than \$8 billion on our platform last year. We stimulated local economies by making it easier for riders to get to work, the store, or out on the town. And we provided vital support to communities that lack transportation access, making it possible for millions of riders to get groceries, go on job interviews, or show up for medical appointments.

Much of this economic activity would not exist without our platform. Lyft provides drivers the opportunity to earn according to their own needs and around their other commitments, be they full- or part-time jobs, caregiving, school, or other responsibilities. For many riders — particularly those without their own vehicles or access to public transit — rideshare provides a uniquely reliable and convenient way to get to the places they need and/or want to go. And we make it easier for people of all ages, abilities, and backgrounds to get out into their communities together.

For our 9th Economic Impact Report, we talked to almost 100,000 riders and drivers to better understand the role that Lyft plays in their lives. Thousands of adults of every age, race, and background told us how they rely on Lyft's transportation network to get to the places that matter to them. Here's what we learned:



Drivers continued to use Lyft's platform to earn money, in ways that fit around their busy lifestyles. We saw and heard firsthand that drivers from all walks of life are leveraging the flexibility of the Lyft platform to support their families and achieve their dreams, and Lyft is re-imagining models of work to meet their needs. This is why the overwhelming majority of drivers support policies like Washington State's HB 2076 and California's Prop 22, under which drivers remain independent contractors, maintain the flexibility they enjoy, and receive additional benefits.



Millions of riders, from communities across the U.S. and Canada, rely on Lyft as an integral part of their life. In 2023, more than 40 million people used the Lyft platform to find a driver, a bike, or a scooter. Riders tell us they use Lyft to find transportation to work, play, and run errands, but not all riders have the same needs. Lower-income riders and riders with disabilities are more likely than other riders to use Lyft to find transportation for work, errands, and healthcare-related trips.



Communities are stronger — economically and socially — because of Lyft. Whether through our long-running LyftUp programs or expanding transportation access, riders have gotten to job interviews, attended community events, and made it to the polls on Election Day by using Lyft to find transportation. And, third-party research shows that when the Lyft network enters a market, DUI incidents decrease.⁴



The future of transportation is green and leaves communities more connected than ever. Lyft is contributing to that future by providing viable alternatives to car ownership and working to ensure these alternatives are cleaner. This work is paying dividends. Lyft riders own over 9 million fewer cars because of rideshare and are using Lyft's network of rideshare, bikes, and scooters as a complement to public transit. At the same time, we are giving drivers support that paves the way for a fully electric future that benefits everyone.

Our 2024 Economic Impact Report leverages surveys of drivers and riders, third-party research, and our firsthand observations to better understand the impact Lyft has on communities. People are out living their lives, together, and we're proud to be a part of the ride.



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

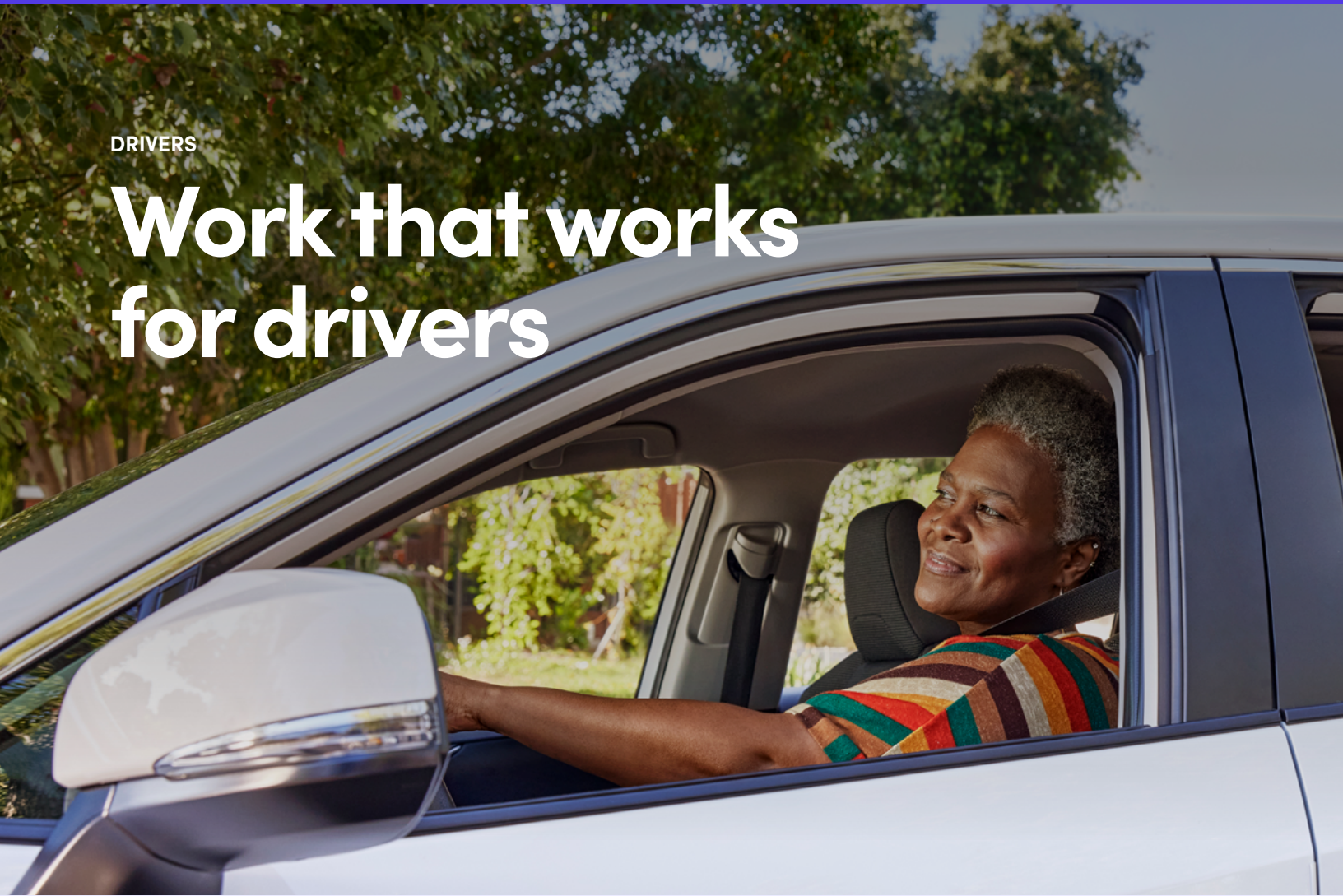
²Casanova Powell Consulting and Dr. Ryan C. Smith, "[Rideshare Volume and DUI Incidents in Target California Communities](#)," NDAA, Sept. 28, 2020.

Casanova Powell Consulting and Dr. Ryan C. Smith, "[Rideshare Volume and DUI Incidents in Atlanta, Georgia; Chicago, Illinois; and Fort Worth, Texas](#)," NDAA, Mar. 26, 2021.

Casanova Powell Consulting and Dr. Ryan C. Smith, "[Rideshare Volume and DUI Incidents in Boston, Worcester, and Northampton, Massachusetts](#)," NDAA, Jul. 25, 2023.

DRIVERS

Work that works for drivers



Drivers are busy people. Outside of Lyft, they are full-time workers at other companies, parents, small-business owners, students, and teachers. They need flexibility to earn on their terms and pursue their dreams.

They tell us time and again: They want independence. Across North America, drivers are using the Lyft platform to make work *work* for them.

16%

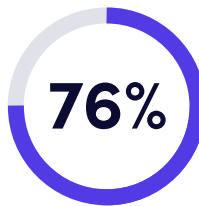
aged 55 and over.

23%

women.

8%members of the
LGBTQ+ community.**8%**veterans of the
U.S. armed forces
(among U.S. drivers).**41%**speak a language other than
English at home — for almost
three-fourths of this group,
that language is Spanish.**65K**We estimate that more than
65K live with a disability.**9%**

retired.

**members of a community of color.³****36%**Hispanic or Latin American,
compared with 19% of the
U.S. population in 2022.⁴**23%**Black or African American/
Canadian, compared with 14%
of the U.S. population in 2022.⁵**12%**Asian, Asian American/
Canadian, Native Hawaiian, or
Pacific Islander, compared with
7% of the U.S. population in 2022.⁶**4%**Middle Eastern,
Arab, or Persian.⁷**3%**Native American, Alaskan
Native, First Nation, Indigenous,
or Métis, compared with 2% of
the U.S. population in 2022.⁸

Product Spotlight: Women+ Connect

*Women+ Connect offers more choice, opportunity, and peace of mind for the **46%** of riders and **24%** of drivers who identify as women or nonbinary.*

Launched in select cities in September 2023 and currently available nationwide, Women+ Connect puts women and nonbinary people in the driver's seat — literally — by letting them choose to match with more women and nonbinary riders. The feature offers the option to turn on a preference in the Lyft app to prioritize matches with other nearby women and nonbinary riders.

AS OF FEBRUARY 2024:



Millions of **Women+ Connect** rides had been completed.

67%

of eligible drivers had opted in to Women+ Connect.



Women+ Connect is one of our **highest-rated** driver features.

For more information about Women+ Connect, please visit our [website](#).



Drivers need the flexibility that independent contracting provides

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

Drivers have busy lives.

 **91%** work or are students in addition to engaging in app-based work.⁹


72%
have a job or are looking for a job outside of app-based work.

18%
own a business in addition to driving on the Lyft platform.

56%
routinely provide care for family members or other loved ones.¹⁰

13%
are students.

They tell us that the flexibility of platform work is important ...

 **92%**
say a flexible schedule is very or extremely important.



... because they can earn around their other commitments.

68%
For 68% 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*.

53%
For **full-time students**, 53% say it's because they can drive hours that *do not conflict with their classes*.

52%
For 52% of those who **routinely provide care for loved ones**, it's because the flexibility allows them to *be available for those in their care*.

39%
For 39% of those **with a disability**, flexibility is important because it allows them to *respond to their healthcare needs*.

Drivers choose app-based work because it works for them

App-based work provides people with access to **uniquely flexible opportunities** that allow them to earn around their other commitments. Data shows that drivers on the Lyft platform make use of that flexibility.

Drive when you want, take the breaks you want, and return when you want without negative consequences.

In 2023, drivers took substantial breaks and then returned to driving.

61%

took a break of more than 2 consecutive weeks.

43%

took a break of more than 4 consecutive weeks.

15%

took a break of more than 12 consecutive weeks.

They choose hours and days that work for their schedules.

13%

drive only outside of traditional working hours.

3%

drive only between 9 AM and 5 PM on weekdays.

10%

drive only on weekdays.

And, they drive when their other income sources are insufficient.

18%

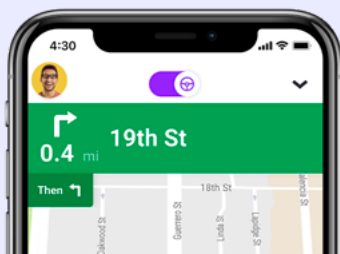
said they signed up to drive with Lyft to get through temporary unemployment.

26%

said flexibility is important because they drive when they need to supplement freelance, unpredictable, or unstable work income.

With Lyft, drivers can log on and off the app at any time.

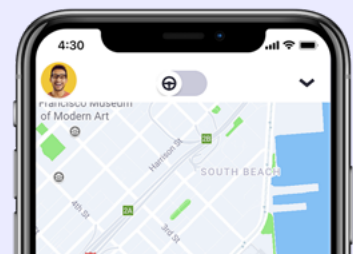
Driver app is on...



...but when something comes up...



...driver can turn off the app.



Drive where you want with as much or as little transition time as you want.

45%

drive in **2 or more metro areas**.

16%

drive in **2 or more states**.

Drive however long — or short — you want.

91%

drive **fewer than 20 hours per week**.

These drivers give the majority of rides on the Lyft platform.



Drivers come online for **an average of 1 hour and 25 minutes** at a time.



The median driver spent only **133 hours on the platform** in 2023. Across an entire year, that's less than four weeks on a traditional full-time job.



Drive with whichever apps you want.

70%

work on other **app-based platforms**.

53%

work on other
ridesharing platforms.

41%

work on
delivery platforms.

Cash out when you want.

61%

In 2023, 61% used Lyft's Express Pay feature, which allows drivers to cash out their earnings immediately rather than wait for payday.¹¹



"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, MASSACHUSETTS RIDESHARE DRIVER

Lyft is fighting for policies that drivers say work best for them

Lyft is committed to advocating for *what the overwhelming majority of drivers want and need to be able to earn around their other commitments*. We are on the forefront of advocating for novel policy solutions that provide drivers with the benefits they want while preserving the independence they need.



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.

91%

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 employees receive.

4x

Drivers are more than **4 times as likely to prefer a work arrangement** that includes both flexibility and benefits than they are to prefer being an employee.

59%

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



Lyft has been advocating for policies that preserve driver independence while providing drivers with additional protections and benefits.

We are engaging with drivers, partners, and policymakers to figure out what works best for drivers and how to forge those policies into durable solutions for the future.

The result has been novel policy solutions that benefit drivers.

Through this engagement, we have been at the forefront of crafting policies that meet drivers' needs.



Washington State's HB 2076. In 2023, Washington drivers on the Lyft platform were more than **8 times more likely** than not to say HB 2076 has been good for drivers like them.



The result of extensive collaboration between Lyft, drivers, labor unions, and elected officials.



Preserves and guarantees driver independence.



Establishes a minimum earnings guarantee.



Provides additional benefits, including insurance for on-the-job injuries, paid sick leave, and a driver resource center.

California's Prop 22. In 2023, California drivers on the Lyft platform were almost **4 times more likely** than not to say Prop 22 has been good for drivers like them.



Passed by California voters by a 17 percentage point margin.



Preserves and guarantees driver independence.



Establishes a minimum earnings guarantee.



Provides additional benefits, including insurance for on-the-job injuries and a healthcare benefit.



²The phrase communities of color may include Black, Indigenous, Hispanic, Asian, Pacific Islander, and Native Hawaiian populations. We use this phrase while acknowledging each community has its unique history and experience of racism in North America. Please see the accompanying [Methodological Supplement](#) for further details. The enumerated groups are neither mutually exclusive nor exhaustive.

⁴U.S. Census Bureau, [2022 American Community Survey 5-Year Estimates](#). The values describe the percentages of drivers and the U.S. population who identify with Hispanic or Latin American identity irrespective of race.

⁵U.S. Census Bureau, [2022 American Community Survey 5-Year Estimates](#). The values describe the percentages of drivers and the U.S. population who identify as members of the enumerated groups either alone or in combination with one or more other races, irrespective of Hispanic or Latin American heritage.

⁶U.S. Census Bureau, [2022 American Community Survey 5-Year Estimates](#). The values describe the percentages of drivers and the U.S. population who identify as members of the enumerated groups either alone or in combination with one or more other races, irrespective of Hispanic or Latin American heritage.

⁷Comparisons against the U.S. population are excluded from this data point because the U.S. Census Bureau includes these groups as white or Caucasian.

⁸U.S. Census Bureau, [2022 American Community Survey 5-Year Estimates](#). The values describe the percentages of drivers and the U.S. population who identify as members of the enumerated groups either alone or in combination with one or more other races, irrespective of Hispanic or Latin American heritage.

⁹We have changed this statistic from the version published in prior years to focus exclusively on driver commitments outside of app-based work. Had we maintained the same version published in the 2022 EIR, the statement in this EIR would read: 97% work or are students in addition to driving with Lyft. Please see the [Methodological Supplement](#) for additional information.

¹⁰Caregiving 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.

¹¹For more information about Lyft's Express Pay feature, please visit [our website](#).

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.



22%
Hispanic or Latin American, compared with 19% of the U.S. population in 2022.¹³

20%
Black or African American/Canadian, compared with 14% of the U.S. population in 2022.¹⁴

7%
Asian, Asian American/Canadian, Native Hawaiian, or Pacific Islander, compared with 7% of the U.S. population in 2022.¹⁵

1%
Middle Eastern, Arab, or Persian.¹⁶

2%
Native American, Alaskan Native, First Nation, Indigenous, or Métis, compared with 2% of the U.S. population in 2022.¹⁷

15%
 members of the **LGBTQ+ community**, compared with an estimated 7% of the U.S. population.¹⁸

18%
 students.

\$59K
 median household income of U.S. Lyft riders.

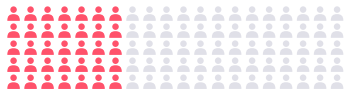
\$80K CAD
 median household income of Canadian Lyft riders.



A ride for every trip

Riders use Lyft to find transportation to access economic opportunities, make essential trips, enjoy their leisure time, and connect to other transportation modes.

ECONOMIC OPPORTUNITIES

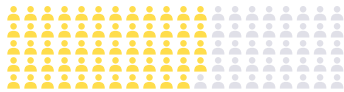


35%
Work commute



18%
Go to job interviews

CONNECT TO OTHER MODES

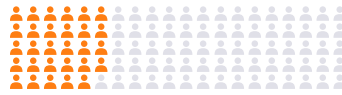


59%
Travel to/from airports

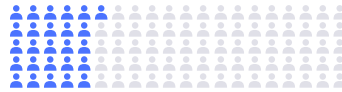


48%
Connect to public transit

ESSENTIAL TRIPS

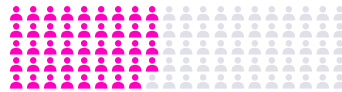


29%
Run errands



26%
Healthcare-related trips

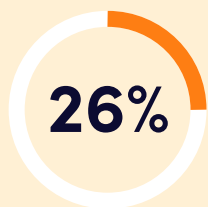
LEISURE TIME



44%
Get around on vacation



58%
Get to/from entertainment and recreation



Of the 26% of riders who have used the Lyft platform to access healthcare services:¹⁹

87%

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

23%

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.

Lower-income riders rely on Lyft to find transportation for important trips



42%

of riders report having an annual household income of less than \$50,000.

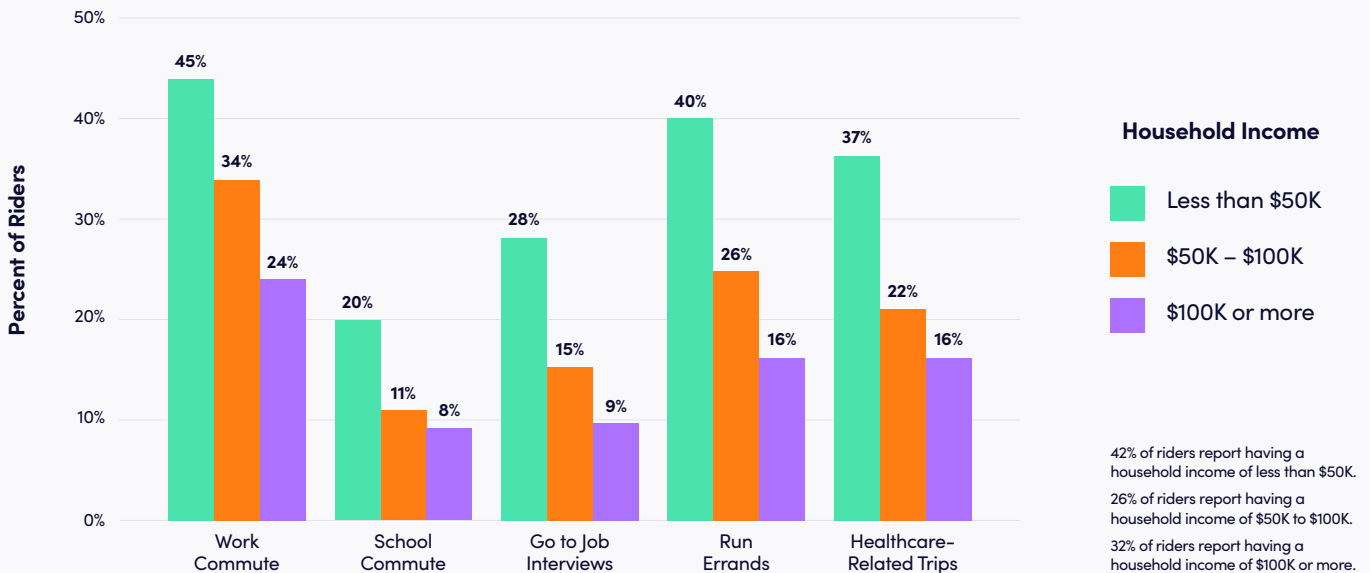
Lower-income riders²⁰ are significantly more likely than higher-income riders²¹ to use Lyft to find transportation for work, interviews, and healthcare:

90%

Almost 90% more likely to use Lyft to find transportation to work.

2x

Over 2x more likely to use Lyft to find transportation to healthcare-related trips.



43%

of U.S. rides start or end in low-income areas.



91%

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

Lyft provides transportation access to individuals with disabilities

4M

We estimate that over 4 million riders living with a disability use the Lyft platform.

OF THOSE RIDERS:

35% report having motor function conditions.

16% report having cognitive conditions.

14% report having vision loss.



81%

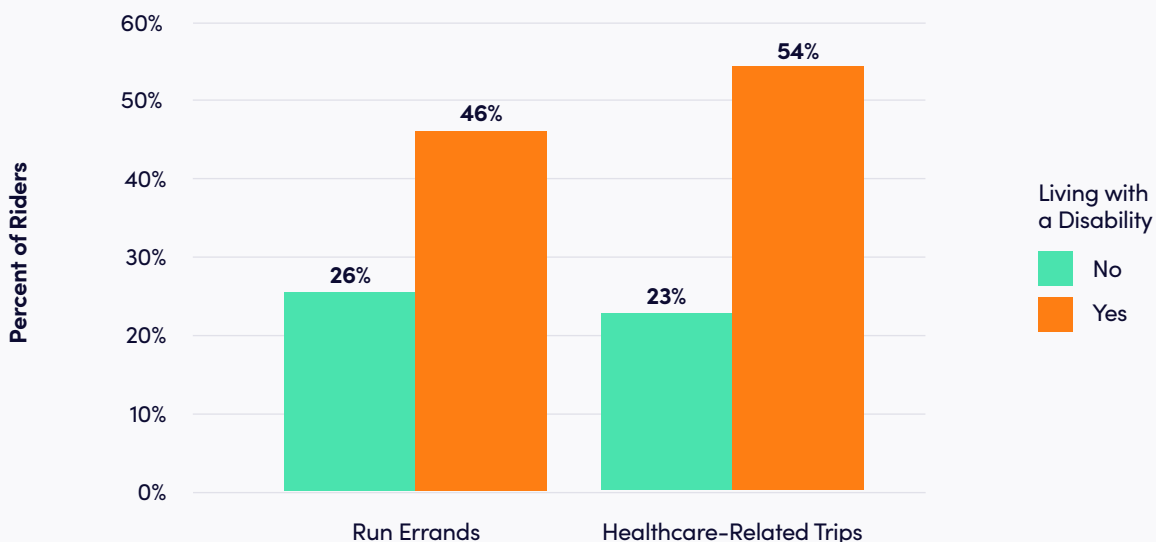
of riders living with a disability say that Lyft has **increased their independence.**



92%

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

Riders living with a disability are significantly more likely than other riders to use Lyft to find transportation for healthcare-related trips and to run errands.





¹²The phrase communities of color may include Black, Indigenous, Hispanic, Asian, Pacific Islander, and Native Hawaiian populations. We use this phrase acknowledging each community has its own history and experience of racism in North America. Please see the accompanying [Methodological Supplement](#) for further details. The enumerated groups are neither mutually exclusive nor exhaustive.

¹³U.S. Census Bureau, [2022 American Community Survey 5-Year Estimates](#). The values describe the percentages of drivers and the U.S. population who identify with Hispanic or Latin American identity, irrespective of race.

¹⁴U.S. Census Bureau, [2022 American Community Survey 5-Year Estimates](#). The values describe the percentages of drivers and the U.S. population who identify as a member of the enumerated groups either alone or in combination with one or more other races, irrespective of Hispanic or Latin American heritage.

¹⁵U.S. Census Bureau, [2022 American Community Survey 5-Year Estimates](#). The values describe the percentages of drivers and the U.S. population who identify as a member of the enumerated groups either alone or in combination with one or more other races, irrespective of Hispanic or Latin American heritage.

¹⁶Comparisons against the U.S. population are excluded from this datapoint because the U.S. Census Bureau includes these groups as white or Caucasian.

¹⁷U.S. Census Bureau, [2022 American Community Survey 5-Year Estimates](#). The values describe the percentages of drivers and the U.S. population who identify as a member of the enumerated groups either alone or in combination with one or more other races, irrespective of Hispanic or Latin American heritage.

¹⁸Jones, Jeffrey M., "U.S. LGBT Identification Steady at 7.2%," Gallup, Feb. 22, 2023.

¹⁹This 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.

²⁰Defined as riders who report an annual household income of less than \$50,000.

²¹Defined as riders who report an annual household income of \$100,000 or more.

COMMUNITIES

Benefiting the communities in which we operate

Lyft benefits the communities in which we operate economically, socially, and civically. We help riders find access to transportation so they can get to work and look for work, buy groceries and get healthcare, vote, get disaster relief, engage in community events — or when they are simply unable to drive

Helping people access essential needs and economic opportunities

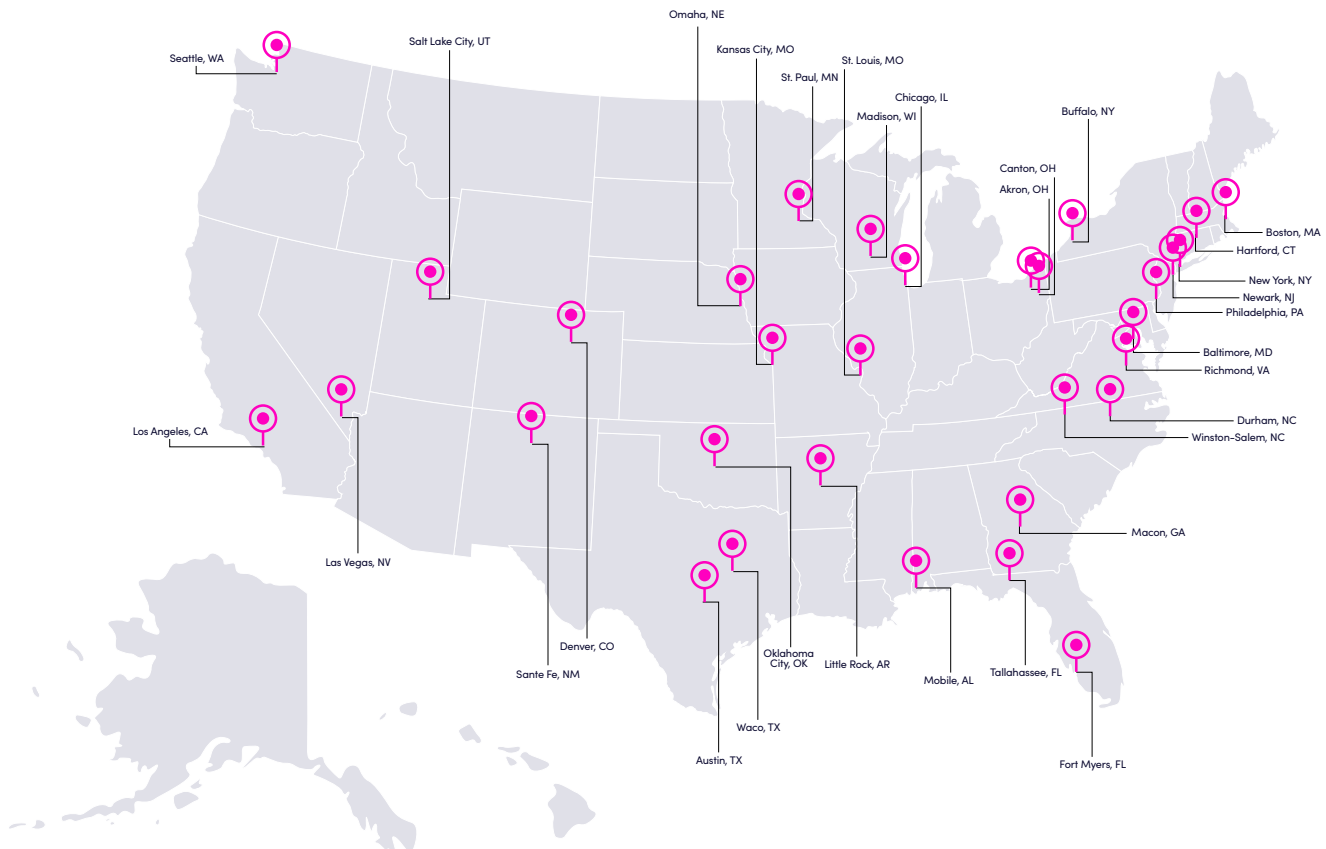
 **6M**

Our long-running LyftUp programs provide access to free or discounted rides for low-income individuals to access essential needs such as groceries and interviews. In 2023, we estimate that we provided access to over **6 million** discounted or donated car, bike, and scooter rides to help under-resourced communities access key resources, like food and employment.

 **40k**

In 2023, job seekers accessed more than **40,000 rides** to job trainings, job interviews, or new jobs through our Jobs Access program.²²

Lyft's Jobs Access program operates in 32 locations across the U.S.



Strengthening community ties

100K

Lyft helped almost **100,000** people get to the polls during the 2022 election by providing access to free and discounted rideshare, bikeshare, and scooter rides.²³

3M

Almost **3 million** riders have used Lyft to find a rideshare driver to go to a polling location, drop off their ballot in a dropbox, or go to a voter registration drive or related event.²⁴

1M

More than **one million** riders have used Lyft to find a rideshare driver to reach shelter during a natural disaster, such as a hurricane or wildfire.²⁵



47%

of riders **explore more areas of their city** as a result of using the Lyft platform.



37%

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

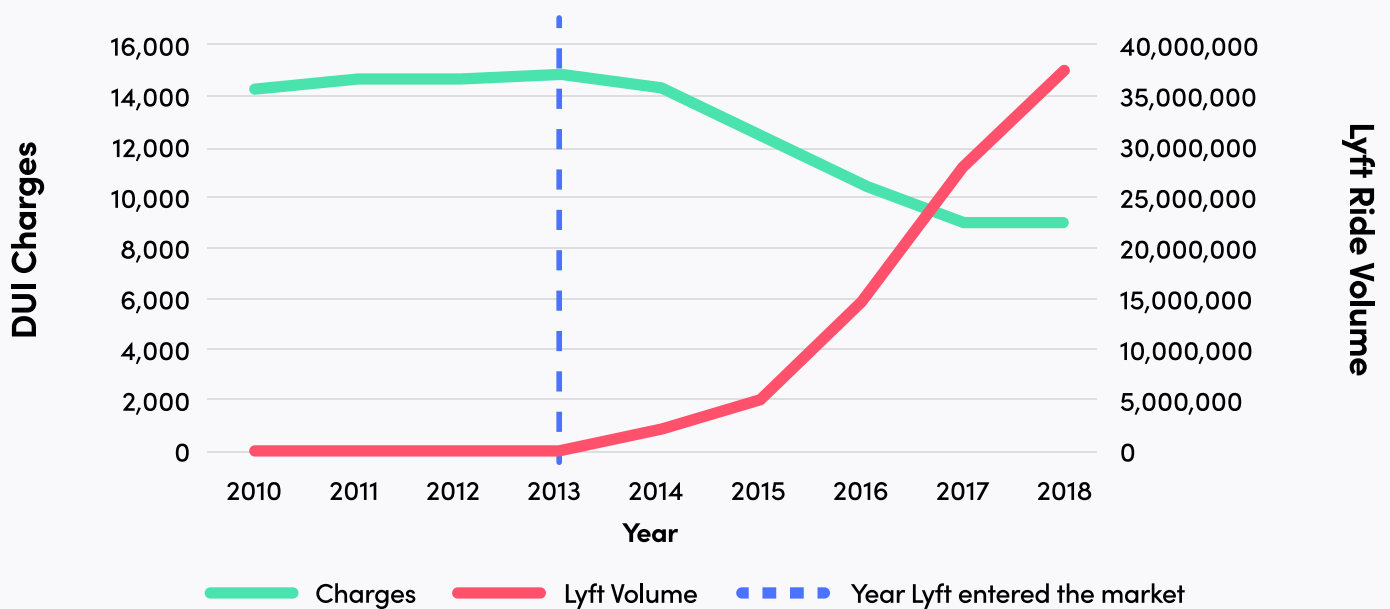
\$3M

In 2023, Lyft riders donated **over \$3 million** through our Round Up and Donate program. These donations have benefitted numerous deserving organizations across North America, including:



Lyft is associated with decreasing impaired driving incidents

Los Angeles Lyft Ride Volume and DUI Charges



Studies commissioned by the National District Attorneys Association²⁶ found rideshare was associated with:

↓ **52%**

decrease in DUI charges in Atlanta, GA

↓ **47%**

decrease in DUI arrests in Boston, MA

↓ **40%**

decrease in DUI arrests in Chicago, IL

↓ **7.5%**

decrease in DUI arrests in Fort Worth, TX

↓ **40%**

decrease in DUI charges in Los Angeles, CA

↓ **39%**

decrease in DUI arrests in Northampton, MA

↓ **25%**

decrease in DUI arrests in San Diego, CA

↓ **31%**

decrease in DUI bookings in San Francisco, CA

↓ **53%**

decrease in DUI arrests in Worcester, MA

"There is never an excuse to drive while impaired by alcohol or other drugs. We know that access to rideshare gives people options to make the right choice, which **helps reduce drunk and drug-impaired driving, save lives, and prevent injuries.**"

– ALEX OTTE, MADD NATIONAL PRESIDENT (2021-2023)





45%

of riders are aged 18 to 34, part of the age group (15 to 34) involved in nearly half of all alcohol-involved fatal crashes in the U.S. where the driver was over the legal limit (0.08).²⁷

- **64%** 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.



59%

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.





²²For more information on the LyftUp Jobs Access program, please visit our [website](#).

²³"Lyft Announces 50% off Rideshare, Bikeshare, and Scooter Rides to the Polls on Election Day," Lyft, Oct. 20, 2022.

²⁴Measured as the total number of riders in the population multiplied by the share of riders who reported they have used Lyft's network to find a rideshare driver to go to a polling location, drop off their ballot in a dropbox, or go to a voter registration drive or related event.

²⁵Measured as the total number of riders in the population multiplied by the share riders who reported they have used Lyft's network to find a rideshare driver to get to shelter during a natural disaster, such as a hurricane or wildfire.

²⁶While the 2020 and 2021 reports estimated the relationship between rideshare and impaired driving using Lyft data, the 2023 report used data from both Lyft and our largest competitor. While the National District Attorneys Association and the authors of the report had access to certain data from both companies, neither company had access to data from the other company at any time.

Casanova Powell Consulting and Dr. Ryan C. Smith, "[Rideshare Volume and DUI Incidents in Target California Communities](#)," NDAA, Sept. 28, 2020.

Casanova Powell Consulting and Dr. Ryan C. Smith, "[Rideshare Volume and DUI Incidents in Atlanta, Georgia; Chicago, Illinois; and Fort Worth, Texas](#)," NDAA, Mar. 26, 2021.

Casanova Powell Consulting and Dr. Ryan C. Smith, "[Rideshare Volume and DUI Incidents in Boston, Worcester, and Northampton, Massachusetts](#)," NDAA, Jul. 25, 2023.

²⁷NHTSA, "[Traffic Safety Facts: Alcohol-Impaired Driving](#)," June 2023.

SUSTAINABILITY

Toward environmentally sustainable transportation

Lyft is building the future of low-carbon transportation. Through decreasing personal car ownership and creating a multimodal network of cleaner²⁸ alternatives, Lyft is contributing to a greener, more sustainable world.

Reducing personal car ownership

↓ **9M**

Lyft riders own over 9 million fewer vehicles because of rideshare²⁹



Riders are ditching their cars.

Riders have sold, donated, or otherwise discarded almost 2 million cars because of the availability of Lyft and other ridesharing services.³⁰



And they're not getting new ones.

If Lyft and other ridesharing services did not exist, our riders would have purchased more than 7 million more cars.³¹



It all adds up to fewer vehicles.

Drivers on the Lyft platform acquired approximately 600K additional cars to drive with Lyft or any other ridesharing platform.³² This means that even when accounting for cars acquired by drivers, Lyft users own over 8 million fewer cars.



39%

of Lyft riders **do not own or lease** a car.

29%

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



A multimodal network

More than a rideshare company, Lyft operates an extensive multimodal network that in addition to rideshare includes bikes, scooters, and public transit integration. Through this network, the Lyft platform meets the diverse needs of riders and supports more connected, healthier communities.

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

48%

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

39%

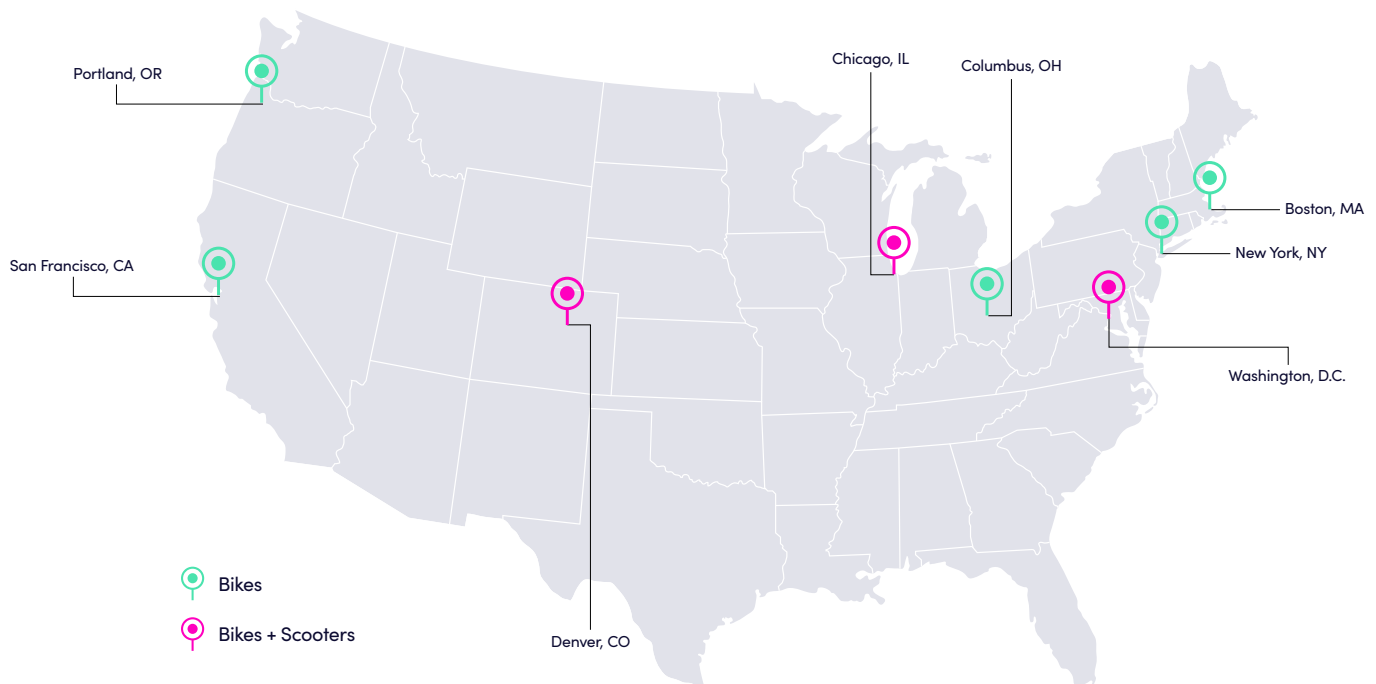
of riders have used Lyft to get around when **public transit does not operate.**

59%

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

10%

Late-night rides, **which occur when public transit services are often limited or unavailable**, account for 10% of rides on the Lyft platform.





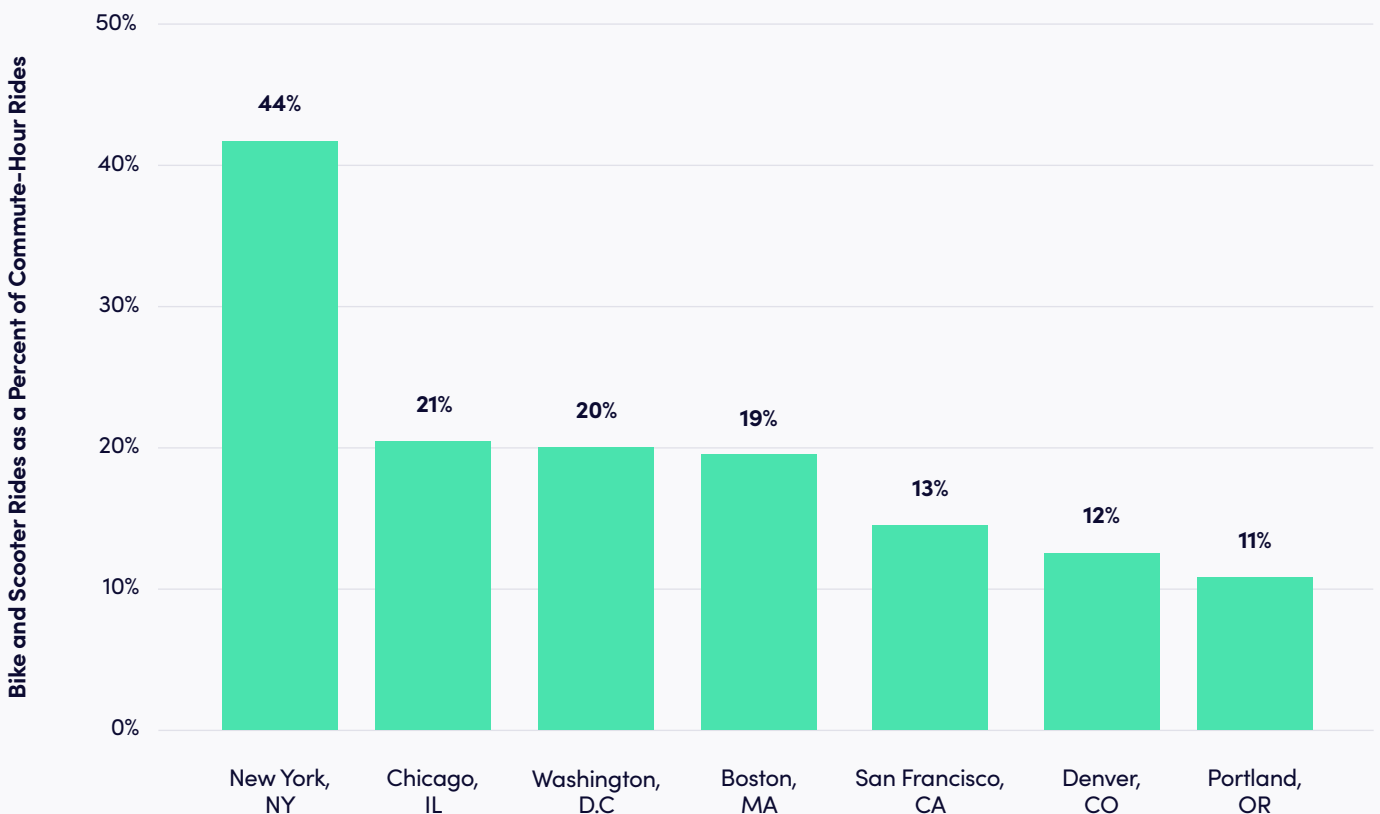
100M

In 2023, **people biked over 100 million miles** on Lyft-operated bikeshare systems.

Lyft operates one of the largest shared micromobility networks in North America. Citi Bike — the Lyft-operated bikeshare system in New York and New Jersey — is the largest docked bikeshare system outside of East Asia.



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



The future is electric

Lyft is committed to supporting the transition to EVs — on our platform *and off*. Between now and the end of 2025 alone, we will invest an additional \$80 million³³ to support EV drivers and encourage gas-powered drivers to make the switch. We're giving drivers support that paves the way to an electric future that benefits everyone.

Because rideshare EVs have higher utilization per vehicle, each rideshare EV can reduce up to **3x** more emissions annually than a personally owned EV.³⁴ As a result of Lyft's efforts to help drivers transition to EVs:

- We expect to reach **100 million all-time EV rides** on the platform by the end of 2025.
- The share of platform miles driven by EVs in 2023 almost **tripled** from 2022.
- **Over 20%** of rides on the Lyft platform are currently in a hybrid or an EV.
- Over **8 million** riders rode in an EV in 2023.
- Rides in EVs generally get **higher ratings and tips** compared with rides in hybrids and gas cars.
- Riders are **41%** more likely to consider purchasing an EV if they have previously taken a ride in an EV, as compared with those who have never ridden in one. (Excludes all riders who own EVs.)
- Among drivers who do not currently own an EV, the **majority** say they would consider purchasing one.



Product Spotlight: Green

In April 2023, we launched Green specifically for business travelers, and in January 2024, we expanded the program to nearly 40 airports in North America. When riders request a Green ride, they are matched with an EV or hybrid vehicle, for a lower-emission trip.



We're doing our part to support drivers' goals.

Lyft provides a suite of offerings to make it easier, more cost-effective, and more lucrative for drivers to transition to an EV.



Earnings incentive

Drivers in select states and provinces can earn weekly bonuses by giving 50 rides in their personal EV.³⁵



Fast charging discounts

U.S. drivers on Lyft's network can access discounts on fast charging on the EVgo, Electrify America, and EVCS networks, which collectively make up almost 20% of public fast chargers in the U.S.



Cashback

Drivers can get 1-7% cash back on public charging with the Lyft Direct debit card.



Home charging discounts

Drivers can get a Lyft-specific discount on home charger hardware through our program partner, Wallbox.³⁶

In addition to showing up for our drivers *on* the platform, we're advocating *off* the platform for additional improvements to EV policy, infrastructure, and affordability for everyone.



²⁸ See the Environment section of Lyft's [2023 ESG Report](#) for additional details.

²⁹ Please see the accompanying [Methodological Supplement](#) for measurement details.

³⁰ Measured as the total number of riders in the population multiplied by the share of riders who reported they have sold, donated, or otherwise discarded their cars, and the number of cars they reported discarding, because of the availability of Lyft and other ridesharing services. Please see the accompanying [Methodological Supplement](#) for further details.

³¹ Measured as the total number of riders in the population multiplied by the share of riders that reported that the availability of Lyft and other ridesharing services impacted their decision to not acquire a car. Please see the accompanying [Methodological Supplement](#) for further details.

³² Measured as the total number of drivers in the population multiplied by the share of drivers that reported acquiring a car in order to drive on the Lyft platform. Please see the accompanying [Methodological Supplement](#) for further details.

³³ \$80 million will be spent on incentives for drivers of EVs on the Lyft platform over the course of 2024 and 2025, at a rate of approximately \$40 million per year. See the Environment section of Lyft's [2023 ESG Report](#) for additional details.

³⁴ Jenn, Alan. 2020. "Emissions benefits of electric vehicles in Uber and Lyft ride-hailing services." *Nature* 5:520-525.

³⁵ For more information on the Electric Vehicle Ride Challenge program, see our [website](#).

³⁶ For more information on the home charging discount partnership with Wallbox, please see Wallbox's [website](#).



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Various statements in this report, including statements about Lyft's strategies, product offerings, commitment to electric vehicles, plans to implement such commitment, and statements about the future of transportation, car ownership, electric vehicle adoption and the pervasiveness of micromobility, 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. We undertake no obligation to update or revise publicly any forward-looking statements, except as required by applicable law.