Freelancer Limited

1Q21 Results Presentation

Matt Barrie
Chief Executive Officer

ASX: FLN
OTCQX: FLNCF

investor@freelancer.com
Powering the world’s entrepreneurs & commerce

#1 Online Services Marketplace
Over US$4.5 billion in jobs awarded

Freelancer Limited
ASX: FLN, OTCQX: FLNCF

#1 for Secure Online Payments
Over US$5 billion in transactions secured
Freelancer.com is your partner in the new world of work..
The future of work is 5 billion customers looking for a good job

David Nordfors
@Dnordfors / 9:30 am AEDT • March 9, 2016

Image Credits: Gary Stevens / Flickr under a CC BY 2.0 license.

.. solving a trillion dollar problem
Make it real.

We help small businesses, startups, entrepreneurs and large enterprises turn that spark of an idea into reality.

This architectural design cost $1613 USD and took 12 days to make.
Change lives.

“Coming from a third-world country and the smallest in West Africa where opportunities are very limited, Freelancer.com has helped me expand globally by helping me make a living from something that I really have a passion for, design.”

Sulayman Sanyang
Video & Motion Graphics
Banjul, Gambia

⭐⭐⭐⭐⭐
5.0/5.0 rating, 24 reviews
Create the Future.

We help entrepreneurs create products & services that will make a better world.

This Apple Car 3D concept cost $1500 USD and had 190 entries in 15 days.

https://www.freelancer.com/contest/Create-a-design-for-the-rumored-Apple-Electric-Car-159251
FREELANCER LIMITED

1Q21 Results
1Q21 Freelancer Group Results

- Freelancer Limited delivers Gross Payment Volume in 1Q21 of an all-time record of US$192.9 million (up 39.0% on pcp, unaudited) or AU$249.7 million (up 18.8% on pcp)
  - Freelancer GMV of US$25.9m (up 23.6% on pcp) or AU$33.6m (up 5.1% on pcp)
  - Escrow GPV an all-time record of US$158.2m (up 43.7% on pcp) or AU$204.8m (up 23% on pcp)
  - Escrow GPV ex-China an all-time record of US$151.1m (up 48.7% on pcp)

- Group net cash receipts for 1Q21 all-time records of US$12.0 million (up 32.1% on pcp) or AU$15.6 million (up 12.4% on pcp)
  - Freelancer cash receipts all-time record of US$10.1 million (up 31.4% on pcp) or AU$13.1 million (up 11.8% on pcp)
  - Escrow cash receipts all-time records of US$1.9 million (up 36.0% on pcp) or AU$2.4 million (up 15.8% on pcp)
1Q21 Freelancer Group Results

- FX headwind of -17.4% in 1Q21 as AUD/USD went 0.6581 to 0.7726
- Approximately 72% of group revenue is USD and 4% is AUD
- Positive net operating cash flow of $4.2 million (1Q20: $0.47 million)
- Break-even profitability:
  - Escrow, Freelancer & Group profitable in 2H20
  - Escrow was profitable in 1Q21
  - The jaws of operating leverage are ready to open
- Cash & cash equivalents at $37.8 million (up 8.2% on pcp)
Freelancer Gross Marketplace Volume (GMV) & Deposits US$ Deposits are flows in, GMV is flow out of the marketplace (rolling 28 day basis), 1e7 = US$10m

GMV (USD) up 24.1% on 28-day rolling basis as of 18 April 2021

Multi-Year Gross Marketplace Volume (USD)
Now ranked #561 globally for web traffic

Alexa Rank

This site ranks:

# 561 In global internet traffic and engagement over the past 90 days

Web traffic (users) up 51% in FY20 to 81 million, page views up 95% on pcp to 1.2 billion.

2. Note that this Alexa rank is only for freelancer.com and does not include 52 other regional websites like freelancer.in
Gross Payment Volume for 1Q21 was $204.8m (up 23.0% on pcp, unaudited) or US$158.2m (up 43.7% on pcp).
The Group completed 1Q21 with 52.7m users and 19.7m jobs

1.9 million registered users and 519,000 jobs were added to the group in 1Q21

1. Number of user accounts, and jobs (projects/contests posted) in the Freelancer marketplace as at 31 December 2020. User, project and contest data includes all users and projects from acquired marketplaces. Prior to 2009, all data is from acquired marketplaces. Jobs Posted (Filtered) is defined as the sum of Total Posted Projects and Total Posted Contests, filtered for spam, advertising, test projects, unwawardable or otherwise projects that are deemed bad and unable to be fulfilled. Includes Escrow.com unique users.
Note: Sample of projects awarded in 2020. The pink lines indicate where projects are being posted by employers, and the blue lines indicate where the projects are being performed by freelancers. Thicker lines indicate a higher volume of work. White dots indicate the location of Freelancer’s users. Edges are sampled data from awarded projects in the period indicated.
Freelancer’s Online Economy – United States

Note: Sample of projects awarded in 2018. The pink lines indicate where projects are being posted by employers, and the blue lines indicate where the projects are being performed by freelancers. Thicker lines indicate a higher volume of work. White dots indicate the location of Freelancer’s users. Edges are sampled data from awarded projects in the period indicated.
Freelancer’s Online Economy – Europe

Note: Sample of projects awarded in 2018. The pink lines indicate where projects are being posted by employers, and the blue lines indicate where the projects are being performed by freelancers. Thicker lines indicate a higher volume of work. White dots indicate the location of Freelancer’s users. Edges are sampled data from awarded projects in the period indicated.
Freelancer’s Online Economy – Australia

Note: Sample of projects awarded in 2018. The pink lines indicate where projects are being posted by employers, and the blue lines indicate where the projects are being performed by freelancers. Thicker lines indicate a higher volume of work. White dots indicate the location of Freelancer’s users. Edges are sampled data from awarded projects in the period indicated.
Note: Sample of projects awarded in 2018. The pink lines indicate where projects are being posted by employers, and the blue lines indicate where the projects are being performed by freelancers. Thicker lines indicate a higher volume of work. White dots indicate the location of Freelancer's users. Edges are sampled data from awarded projects in the period indicated.
### Regional Websites
- **North America**: US (International), Canada, Jamaica
- **Europe**: United Kingdom, European Union, France, Germany, Greece, Portugal, Spain, Czech Republic, Sweden, Iceland, Ireland, Italy, Netherlands, Turkey, Poland, Romania, Russia, Ukraine, Norway, Hungary, Finland, Denmark, Albania, Slovenia
- **Asia Pacific**: Australia, New Zealand, Hong Kong, Bangladesh, India, Indonesia, Japan, Korea, Republic of Malaysia, Pakistan, Philippines, Singapore, Thailand, Vietnam
- **Latin America**: Argentina, Brazil, Chile, Colombia, Ecuador, Mexico, Peru, Uruguay
- **Africa**: South Africa, Kenya
- **US (International)**
- **Canada**
- **Jamaica**
- **United Kingdom**
- **European Union**
- **France**
- **Germany**
- **Greece**
- **Portugal**
- **Spain**
- **Czech Republic**
- **Sweden**
- **Iceland**
- **Ireland**
- **Italy**
- **Netherlands**
- **Turkey**
- **Poland**
- **Romania**
- **Russia**
- **Ukraine**
- **Norway**
- **Hungary**
- **Finland**
- **Denmark**
- **Albania**
- **Slovenia**
- **Argentina**
- **Brazil**
- **Chile**
- **Colombia**
- **Ecuador**
- **Mexico**
- **Peru**
- **Uruguay**
- **South Africa**
- **Kenya**
- **UK**
- **EU**
- **France**
- **Germany**
- **Greece**
- **Portugal**
- **Spain**
- **Czech Republic**
- **Sweden**
- **Iceland**
- **Ireland**
- **Italy**
- **Netherlands**
- **Turkey**
- **Poland**
- **Romania**
- **Russia**
- **Ukraine**
- **Norway**
- **Hungary**
- **Finland**
- **Denmark**
- **Albania**
- **Slovenia**
- **Argentina**
- **Brazil**
- **Chile**
- **Colombia**
- **Ecuador**
- **Mexico**
- **Peru**
- **Uruguay**

### Languages
- **Afrikaans**
- **Bahasa Indonesia**
- **Bahasa Malaysia**
- **বাংলা**
- **Català**
- **Čeština**
- **Dansk**
- **Deutsch**
- **ελληνικά**
- **English**
- **Español**
- **Suomi**
- **Filipino**
- **Français**
- **हिन्दी**
- **Magyar**
- **Italiano**
- **日本語**
- **한국어**
- **Norsk-Bokmål**
- **Nederlands**
- **Polski**
- **Português**
- **Română**
- **Русский язык**
- **Shqip**
- **Slovene**
- **Svenska**
- **Kiswahili**
- **Thai**
- **Türkçe**
- **Tiếng Việt**
- **Українська мова**
- **中文** (简体)

### Currencies
- USD
- NZD
- AUD
- GBP
- HKD
- SGD
- PHP
- EUR
- CAD
- ZAR
- INR
- JMD
- CLP
- MXN
- BRL
- USD
- NZD
- AUD
- GBP
- HKD
- SGD
- PHP
- EUR
- CAD
- ZAR
- INR
- JMD
- CLP
- MXN
- BRL
Freelancer is changing lives around the world, whether it be for entrepreneurs, small businesses or large organizations. We provide easy access to talented freelancers from all around the world, who offer a wide range of services at competitive prices.

**Freelancer Statistics**

- 50m+ TOTAL REGISTERED USERS
- 19m+ TOTAL JOBS POSTED
- 68% OF PROJECTS RECEIVE BIDS IN UNDER 60 SECONDS
- 26 AVERAGE BIDS PER PROJECT
Covid-19 is the new member of the C-suite responsible for digital transformation

“As of May 2020, 94% of the global workforce lives with active workplace closure measures (ILO).”*

“A new McKinsey survey finds that responses to COVID-19 have sped the adoption of digital technologies by 3 to 10 years — and that many of these changes could be here for the long haul.”**

  https://hbr.org/2020/07/what-would-it-take-to-reskill-entire-industries

** McKinsey, October 2020: “How COVID-19 has pushed companies over the technology tipping point—and transformed business forever”
### FY20

Compared to FY19 (pcp - unaudited).

<table>
<thead>
<tr>
<th>Percentage</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>51%</td>
<td>Increase in web traffic</td>
</tr>
<tr>
<td>85%</td>
<td>Increase in direct web traffic</td>
</tr>
<tr>
<td>22%</td>
<td>Increase in registered users</td>
</tr>
<tr>
<td>35%</td>
<td>New 5-star freelancers</td>
</tr>
<tr>
<td>2.2m</td>
<td>Increase in posted jobs (up 17% on pcp)</td>
</tr>
<tr>
<td>9%</td>
<td>Decrease in acquisition cost per job</td>
</tr>
<tr>
<td>20%</td>
<td>Increase in new freelancers earning (changed lives)</td>
</tr>
<tr>
<td>44%</td>
<td>Increase in GMV from hourly jobs</td>
</tr>
</tbody>
</table>
Marketplace dynamics FY21

“Every job, every country, every language, every currency, at any time”

- Over 1,800 job categories as diverse as Aerospace Engineering, Biotechnology, Sales, Manufacturing, Mechanical Engineering
- Complexity & sophistication growing each year
- Average completed project US$187 in FY21\(^3\). Note that this graph is lagging and this number will rise as further payments can increase over time for projects. Non-lagging value is approaching 2018 all-time high.

1. Based on the number of completed projects in FY20.
2. Based on the value of project payments for projects that were posted in FY20.
3. Average amount paid per completed project. Note that this number can continue to rise as further payments are made on these projects over time.
Freelancer is the lowest cost & largest cloud labour platform

- Access the world’s largest on-demand elastic cloud workforce of 50m users in 247 countries, regions & territories with over 1800+ skills, speaking 34 languages and transacting in 39 currencies.

- No crowdsourcing platform globally has the liquidity of Freelancer.com.

- For clients it’s free to post your job, free to review receive obligation-free quotes, free to chat with freelancers and review samples of work, portfolios etc.
  - 3% project commissions paid by clients when a project is awarded and accepted.

- For freelancers it’s free to view projects posted, free to bid on projects, free to chat to clients, free to fill in your profile, upload your portfolio & provide samples of work.
  - 10% project commissions paid by freelancers when a project is awarded and accepted

- Try it today by posting your job for free.
Projects

68% OF PROJECTS RECEIVE BIDS WITHIN 60 SECONDS
Product Design Template for new Product Line organic healthy tea

A winner has been chosen!
With 186 entries from 73 freelancers, this employer had the work done for $260 in 7 days.

186 Total Entries

#131 by Dhaneesh K.
#105 by Victor Manuel G.
#46 by Yasser A.
#133 by Maria Belen S.
#111 by So Y.
#91 by Roy P.
#39 by Maria Belen S.
#9 by Mohd Anas I.

For personal use only
This packaging design cost $260 USD and took 7 days to make.
Contests

Get the perfect design by crowdsourcing your ideas to millions of freelancers.

The larger the prize, the better the entries, and freelancers dynamically adapt their style to suit your feedback.

Unmatched liquidity:
1,200,000+ entries per month
~12,000,000 entries per year from
1,500,000+ participants per year

87% OF CONTESTS RECEIVE ENTRIES IN 1 HOUR
220 AVERAGE ENTRIES PER CONTEST

https://www.freelancer.com/contest/d-Photo-realistic-architectural-visualizations-of-a-Swedish-Attefallshus-1781998
Contests

Total number of entries per month (rolling)
- 1.2 million entries per month

Total number of entries per year (rolling)
- 14 million entries per year

Average number of entries per contest
- 220 entries per contest

% of contests with first entry in time segment
- 80% receive entries <1 hour
This logo design cost $30 USD and took 2 days to make.
This 3D shop design for Uniqlo cost $200 USD and took 14 days to make.
This 70s style logo cost $70 USD and took 6 days to make.
This t-shirt design cost $75 USD and took 8 days to make.
This branding cost $109 USD and took 1 day to make.
This skateboard design cost $50 USD and took 12 days to make.
This logo design cost $50 USD and took 1 days to make.
This t-shirt design cost $85 USD and took 9 days to make.
This FOX poster design cost $100 USD and took 28 days to make.
This 3D model cost $340 USD and took 8 days to make.
This music app design cost $100 USD and took 10 days.
This container architecture design cost $110 USD and took 9 days to make.
This logo design cost $150 USD and took 17 days to make.
Deloitte

This **Telecommunications Infrastructure** project cost

$1,500

and was done in

2 weeks

70 page report researching national broadband landscape and solutions.
Airbus

This Andon Manufacturing Consulting project cost $21,000 and was done in 3 months.

Airbus told it us a 3 month RFI process would take 5 months, costing ~$200k.
This **Combinatorial Algorithm** project cost $300 and was done in **1 week**.

Fujitsu told us that their solver technology cost $50,000 to solve this problem and was within 2.3% of this solution.
NASA MOBILIZED 4,534 DESIGNERS FOR 7,820 DESIGNS

Be the Uber of your industry. frelancer enterprise
We push the boundaries of human innovation

NASA and Freelancer have been working together since 2015 to crowdsource solutions to the most complex problems being faced by astronauts on the cutting edge of space exploration.

6,391 FREELANCERS PARTICIPATING
137 COUNTRIES PARTICIPATING
14,069 DESIGNS TO DATE

“[NASA saw] extraordinary cost-savings (80-99%) when compared to traditional methods... implemented.. 30% faster than standard agencies or vendors.. 97% across a wide range of federal space programs”**

http://freelancer.com/nasa
This radiation shield design for NASA cost $500 USD and took 15 days to make.
In June 2020, Freelancer.com jointly won the US$25 million NASA Open Innovations Series 2 tender.

First challenge won: **No-outage testing of hydropower generation transformers** for the US Bureau of Reclamation valued at US$365,000 - launch in 2021.
Freelancer is running a first-of-its-kind contest with a total prize purse of US$250,000. The Automated Maintenance of Protection Systems Challenge (AMPS Challenge) invites innovators and engineers from all over the world to contribute their ideas and solutions to further Reclamation’s mission of managing, developing and protecting water and related resources.

Part of the NASA Open Innovations Series 2 tender (total value US$365,000).
In February 2021, Freelancer won a NASA task order under Open Innovation Services 2 Contract for the National Institute of Child Health.

As part of this US$400,000 in prizes will be made available to freelancers including our largest contest grand prize yet: US$200,000.
The U.S. Department of Energy (DOE) and Freelancer.com have teamed up to help crowdsource solutions to increase manufacturing energy productivity in the U.S.

http://www.freelancer.com/doe
Airbus and Freelancer.com have teamed up to help crowdsource innovations in the global aerospace sector.

http://www.freelancer.com/airbus
Novo Nordisk and Freelancer.com have teamed up to help crowdsource solutions to defeat diabetes and other serious chronic conditions.

http://www.freelancer.com/novo-nordisk
Deloitte MyGigs

- Enables Deloitte consultants globally to more efficiently match skills set with opportunities
- Provides greater visibility into projects and resource needs
- Over 20,000 consultants on boarded and 100,000 hours posted
- Expanding to over 50,000 users
- Deloitte’s goal: 20% of all US consulting projects through MyGigs
"We accelerated the launch of the MyGigs Platform, a self-service short-term staffing app connecting our internal talent pool to open project opportunities, in an effort to create the #1 remote talent experience. Since March 2020, the number of gig workers has more than doubled to a total of 16,800 and the number of job posts has increased by 10x for a total of 100k hours. As we begin to navigate the “new normal,” we will focus on onboarding another 35,000 internal resources and drive to delivering 20% of all projects* through this platform. MyGigs is changing the way we deliver work on our projects to our firm, our clients, and our society!"

Nishita Henry,
Chief Innovation Officer @ Deloitte

* US Consulting projects
Guides innovation for over 200,000 leading technology manufacturers and service providers

Arrow Electronics (NYSE: ARW)

Ranked #110 in 2020 Fortune 500 with revenue of US$29 billion

ArrowPlus powered by Freelancer solves technology problems spanning consumer electronics, transportation, healthcare, industrial, Internet of Things (IoT), telecommunications, biomedical, cloud security, firmware, hardware, and connected products.
Next year’s new electronics products are just a click away.

- Ideation & prototyping
- Analog & digital design
- Printed circuit board design
- Bill of Materials (BOM) part selection
- Custom requirements to product delivery
- Component consolidation and cost reduction
- Redesign for smaller size
- Documentation & translation
- Development of firmware, drivers & middleware
- Real-time embedded software development
- Integrated circuit design
- Manufacturing
Natural Disaster Innovation Contest

ArrowPlus powered by Freelancer and IBM teamed up to crowdsource solutions helping improve community well-being through during natural disaster.

https://freelancer.arrow.com/ibm/
Freelancer Enterprise

Over 70% of Fortune 500 companies use Freelancer.com to get work done.

Private Talent Cloud and Success Managers ensure quality work delivery.

For Freelancer Enterprise there are:
- No access or signup fees
- No compulsory monthly or annual subscription fees
- No fees to post a project or set up an account
- The 3% commission is waived for volume customers.

NASA saw “extraordinary cost savings” of 80-99%*.  

* Surprising Results from Large Crowds Using Micro-Purchase Challenges - Using Contests on Freelancing Communities to Source Innovative, Impactful and Cost-Effective Solutions.

Freelancer Enterprise

**Highlights include:**

- Enterprise GMV in USD grew 83.4% year on year in 1Q21 on pcp.
- Average spend by Key Accounts is up 2.3x versus the same period last year.
- Masters Services Agreement closed with a $17B global business process outsourcing company and executed a first successful engagement of 318 freelance hires. The majority of these hires were assessed and onboarded within two weeks of pilot kick-off, which has led to discussions about building a bespoke branded community of 50,000 freelancer for the customer to hire.
- SOW delivered for engineering services with a Fortune 50 technology business, to integrate a branded community of freelancers into their cloud platform, to connect directly with their customers. Secured $300,000 USD in GMV to test other use cases in their business. This agreement is not take or pay (we need to provide the talent to generate the GMV).
Freelancer Enterprise

- We signed a $400,000 USD GMV agreement to help a large IT company manage and pay their contingent workers in a more efficient and cost effective way. Likewise, this agreement is not take or pay (we need to provide the talent to generate the GMV).

- Under the $25M USD NOIS2 joint tender, we launched our first task order for the US Bureau of Reclamation valued at $365,000 USD in partnership with Arrow Electronics (Link to competition), to improve the reliability of hydropower plant generation.

- We also won our second task order with the US National Institutes of Health (NIH) for $474,500 USD in partnership with Adiona to develop algorithms or models that spur new research hypotheses in maternal morbidity or mortality.

- Operationally the team invested in improving account representative productivity by streamlining internal systems and refining role specific operating metrics to assess performance. As evidenced by the overall growth in Enterprise GMV the focus on operational excellence is paying dividends.

- Product enhancements relating to improved project tracking, talent management and shared payments. These new features are very valuable for organisations who need to manage $1M+ annual spends across various business divisions and functions.
Mobile 2.0

The full power of Freelancer in any browser and any device.

For the first time, users can access every Freelancer feature from the convenience of their mobile device, whilst ensuring existing users have a world class experience on mobile. Live for mobile web and iOS, and Android by end of 2Q21.

110.6%

INCREASE IN MOBILE WEB FEES ON PCP IN 1Q21
Managed Services

Our elite managed services teams operate 24x7 to help you work with the top 1% of our talent. They ensure that your projects get done smoothly, on time and on budget.

36% GROWTH IN RECRUITER PROJECTS IN 1Q21 ON PCP

23% GROWTH IN PREFERRED TALENT EARNINGS IN 1Q21 ON PCP

Record-breaking revenue achieved in 1Q21
Freelancer API

Freelancer is a game-changer for entrepreneurs, small businesses, and large organisations. We provide easy access to talented freelancers from all around the world, who offer a wide range of services at competitive prices.

Make an API call to the cloud workforce from your website, app or software

Built by developers, for developers. www.freelancer.com/api

Automate your workforce at scale across the globe while cutting costs.

A perfect companion to Freelancer Enterprise customers.
Introducing Photo Anywhere

Give us a location, we’ll send you photos in 24-48 hours.

Built on top of the Freelancer API, the Photo Anywhere app allows users to order photographs from anywhere in the world.

Give it a try, you’ll be amazed.

www.photoanywhere.com

**Journalism**
You now have a global photojournalism team.

**Retail**
Check how your products are displayed in stores.

**Ecommerce**
Get photos taken and QA before you buy online.

**Real Estate**
Get recent photos taken of a property.

**Market Research**
Check up on competitors, commodity stockpiles.

**Travel Planning**
Or virtual travelling in the age of Covid.

And more..
Freelancer Global Fleet

Delivering expertise anywhere in the world at scale - on demand.

The world's largest network of freelancers combines with the world's best on-demand vehicle-routing and management platform.

We empower enterprises building and operating global fleets of professional talent.

- Photography
- Computer repairs
- Transport maintenance
- Billboard flyovers
- Property listings
- 5G site selection & installation
- Metro delivery & freight
- Other field services tasks
Neil Katz is the Chief Financial Officer at Freelancer and is responsible for the finance and administration functions of the Company. Neil has over 20 years experience in finance, accounting and general management. Neil has held CFO roles at a number of technology companies, including IPscape, Threatmetrix, Sensory Networks and Aptrix.

Andrew is responsible for leading the global engineering teams, defining and executing the company's long-term technical roadmap, and aligning engineering excellence with business goals. Andrew holds first-class honours degree in Software Engineering, a Mathematics degree, and a Ph.D. in Computer Science from the University of New South Wales, Australia, and serves on the board of directors for two residential colleges at the same university.

Adam Byrnes is responsible for product leadership at Freelancer. He advises on the product direction and strategy of the Freelancer marketplace, and provides mentorship to other product managers in the business. Adam holds first class honours degrees in Advanced Physics and Electrical Engineering from the University of Sydney.

Thomas George is the Director and Head of Compliance at Freelancer. Thomas oversees the overall compliance environment within the Company. In this role, Thomas is responsible for the development and maintenance of the governance and compliance risk programs to support the business. Before joining Freelancer, Thomas worked for American Express as Director of Compliance.

Sarah Z. Tang is the Vice-President of Enterprise, where she oversees the go-to-market strategy and engagements with Freelancer’s Fortune 500 clients. She is a Canadian National Merit Scholar and on SIA’s 2017 Global Power 50 most influential women’s list. She collaborates closely with NASA and Harvard Business School / Lab of Innovation Science on publications and thought-leadership to advance the crowdsourcing and human cloud industry.

Sebastián Siseles is responsible for creating, communicating, maintaining, and aligning the company’s international expansion strategy for long-term. An Argentine entrepreneur with an MBA from the University of Pittsburgh, Sebastián has a background in law specialising in corporate finance and M&A.

Laurent Goudet is the Chief Technology Officer at Freelancer and is responsible for the technical direction of the company, ensuring alignment with its business goals. Prior transitioning from Software Architect to Chief Technology Officer in early 2021, Laurent has been leading multiple technical initiatives, transforming the Web & native clients into mobile-friendly, fast, and reliable web applications, lifting the user experience and reducing the engineering costs.
Board of Directors

Technology focused entrepreneurial board with successful exits to major global corporations.

Matt Barrie
Chief Executive Officer & Chairman

BE (Hons I) BSc (Hons I) GDipAppFin MAAppFin MSEE (Stanford) GAICD SEP FiEAust
Matt Barrie is an award winning technology entrepreneur. Matt was Adjunct Associate Professor at the Department of Electrical and Information Engineering at the University of Sydney where he taught Cryptography for fifteen years and, later, Technology Venture Creation. He is the co-author of over 20 US patent applications. Previously he founded and was CEO of Sensory Networks Inc., a vendor of high performance network security processors which sold to Intel Corporation (NASDAQ:INTC).

Darren Williams
Non-Executive Director

BSc (Hons I) PhD (Computer Science) MAICD
Darren transitioned from Executive Director and Chief Technology Officer of Freelancer to Non-Executive Director in late 2015. In his time as an executive he was responsible day-to-day for strategic leadership of the company’s operating and technical direction. Darren has experience in computer security, protocols, networking and software. Prior to joining Freelancer, Darren was a co-founder of Sensory Networks, where he held the roles of Chief Technology Officer and subsequently Chief Executive Officer. In 2013 Sensory Networks sold to Intel Corporation (NASDAQ:INTC).

Simon Clausen
Non-Executive Director

Simon is a founding investor of Freelancer. Simon has more than 17 years experience in high growth technology businesses in both Australia and the United States. His technical expertise includes proficiency in multiple software development languages, computer security and vulnerability analysis, and he is co-author and inventor of a number of technology patents. Simon founded and was CEO of PC Tools, which he grew to over $100 million in revenue, more than 250 employees and offices in 7 countries. PC Tools was acquired by Symantec Corporation (NASDAQ:SYM) in October 2008 in one of Australia’s largest ever technology acquisitions.
2019/2020 Awards | Freelancer.com

- **Gold Stevie**
  - Communications, Investor Relations or PR Executive of the Year: Sebastian Siseles
  - The International Business Stevie Awards 2019

- **Gold Stevie**
  - Executive of the Year: Matt Barrie - for Business or Professional Services
  - The International Business Stevie Awards 2019

- **Gold Stevie**
  - Technical Innovation of the Year: At Organizations with up to 1,000 Employees
  - The International Business Stevie Awards 2019

- **People's Voice Award**
  - Employment Website
  - The 23rd Annual Webby Awards 2019

- **Gold Stevie**
  - Innovative Management in Technology Industries (for more than 100 Employees)
  - The Asia-Pacific Stevie Awards 2019

- **Gold Stevie**
  - Innovation in Technology Management, Planning & Implementation (for Other Service Industries)
  - The Asia-Pacific Stevie Awards 2019

- **Silver Stevie**
  - Award for Innovative Management in Technology Industry
  - The 24th Annual Webby Awards 2020

- **Silver Stevie**
  - Award for Excellence in Innovation in Technology Industry
  - The Asia-Pacific Stevie Awards 2020

- **Silver Stevie**
  - Award for Innovation in Technology Management, Planning, and Implementation
  - The Asia-Pacific Stevie Awards 2020

- **Bronze Stevie**
  - Most Innovative Communications Professional of The Year: Helma Kusuma
  - The Asia-Pacific Stevie Awards 2020
Online payments that powers the world’s trade. Inspect goods & services before releasing funds.

OVER US$5,000,000,000 IN TRANSACTIONS SECURED SINCE 1999
Most **payments** innovation revolves around trying to buy a cup of coffee rather than selling anything of real **value**, like a car.
Escrow.com is used to secure a wide range of valuable transactions
Escrow.com secures transactions from $100 to $100,000,000 USD, EUR, CAD, AUD support

2012 Ferrari Scaglietti securely sold through Escrow.com
2004 Fountain 38 LX securely sold through Escrow.com
2007 Robinson R44 securely sold through Escrow.com
Piper PA-23-250 Aztec F securely sold through Escrow.com
Aerocruiser 1100 hovercraft securely sold through Escrow.com
Don Pedro houseboat securely sold through Escrow.com
2012 Ferrari Scaglietti securely sold through Escrow.com
2004 Fountain 38 LX securely sold through Escrow.com
NOTE: SAMPLE OF TRANSACTIONS. THE PINK LINES INDICATE WHERE ESCROW TRANSACTIONS ARE BEING ORIGINATED BY BUYERS, AND THE BLUE LINES INDICATE WHERE TRANSACTIONS ARE BEING FULFILLED BY SELLERS. THICKER LINES INDICATE HIGHER VOLUME. WHITE DOTS INDICATE THE LOCATION OF ESCROW.COM’S USERS. ALL TIME DATA.
1. Buyer and seller agree to terms

2. Buyer pays Escrow.com

3. Seller ships merchandise

4. Buyer accepts the merchandise

5. Escrow.com pays the seller
Benefits of using Escrow.com

**Increase Trust**
Allow your customers to transact on e-commerce, marketplaces & classifieds sites with higher trust & safety greatly reducing fraud and with no chargebacks, ever.

**Increase Liquidity**
Physical inspection & acceptance happen on delivery, meaning valuable items can ship across state or country lines before the transaction completes, allowing you & your customers to expand beyond local to global markets safely.

**Increase Fulfillment**
Greater liquidity means sellers can access more buyers and buyers more sellers, resulting in better choice, pricing and increasing the probability of a successful transaction.

**Increase Support**
Your customers benefit from our world class transaction support. Experienced Escrow.com personnel can check shipping documentation, title, liens, and more.
Benefits of using Escrow.com

**Increase Compliance**
Escrow.com provides “compliance as a service” performing know-your-customer & anti-money laundering verification for high value transactions.

**Increase Insights**
Escrow.com “closes the loop” providing insight into what happens to your customers after they match on your site.

**Increase Conversion**
Campaigns and ad targeting can run more effectively. Know which listings are up to date and which are expired, creating a more relevant experience for your audience.

**Increase Revenue**
Revenue share is available for volume partners of $1 million per month or more.
Escrow.com has 51 financial services licenses granted or in-application (Hawaii, Nevada and the territories are the only US licenses remaining to be granted). Four U.S. states do not require Escrow.com to hold licenses (Indiana, Massachusetts, Tennessee, Wisconsin). Additionally Ecrow.com holds an Australian Financial Services License #501215 and is licensed as a MSB in Quebec, Canada #904468.

The oldest, most trusted and licensed online escrow service in the world
Cars, boats & airplanes are the perfect match for Escrow.com

Escrow.com solves trust problem

Buyer & seller have to physically meet to transact
Seller accepting cards has to risk charge backs
Buyer using cash or wire has to risk delivering cash safely and trust the seller to deliver a vehicle in good standing

With Escrow.com one can ship across state lines, physical inspection and acceptance happen on delivery.

Value-add services include:

- Checking shipping documents
- Title collection
- Lienholder payoff
- Lease swap arrangements
- Post inspection sale adjustments
Escrow.com is the only online payment method for eBay Motors listings in the United States.
Escrow.com is the only online payment method for eBay Motors listings in the United States.
Escrow.com & eBay Motors’ first transaction enabled the secure sale of a 1930 Ford Model A from Poway, California to Farmington, New York - a distance that would normally be complicated to transact over.
eBay Watches has selected Escrow.com as the recommend payment provider for their new Authenticity Guarantee service.
eBay Watches has selected Escrow.com as the recommended payment provider for their new Authenticity Guarantee service.
Escrow.com protects fine art, antiques, collectibles, watches, jewelry, gemstones from forgeries and fakes

Whether it’s by Warhol, Picasso or Hirst, we’ve sold it securely through Escrow.com

Shipping documentation is tracked, and buyers receive & inspect the goods before accepting, opening up international markets and protecting against forgery and fakes

Andy Warhol “Queen Elizabeth Suite”, “Mao” and “John Wayne” securely sold through Escrow.com
Securely order and receive vital Personal Protective Equipment with Escrow.com

Secure transactions and confirm the quality of the product prior to releasing funds- in times of distress and when traditional supply chains have been disrupted.

Large orders of medical masks securely sold through Escrow.com
Industrial, network, construction & heavy equipment sold through Escrow.com

Transact beyond the local area to a global market

Sellers access more buyers, buyers access more sellers

Escrow.com makes it easier to agree to larger contracts
Escrow.com makes import / export simple

- No expensive & complicated letters of credit
- Removes need to perform customer credit checks
- Automates payments to international suppliers
- Increases competitiveness of exporters through facilitating supplier & customer diversity

Shipment of 28 Ford F250 securely sold through Escrow.com
Service contracts including freelancing through Escrow.com

We support milestone payments against a time or deliverables schedule

Ensure your last invoice gets paid

Medical solar system installation in Yuba City, CA securely sold through Escrow.com
All these domains, and tens of thousands more sold through Escrow.com

Escrow.com is where the Internet is bought and sold
The Escrow.com Platform API

With no minimum fee and priced as low as 0.89%, integrate Escrow.com into your website, mobile app, classified site or marketplace.

Beautiful Docs
Our step-by-step integration guides, code examples and centralized API reference make it simple to understand and easy to integrate so you can spend less time writing code.

Real-time Insights
Stay up to date on the progress of each of your transactions through our portal or use our webhooks to get real-time granular updates on the progress of each transaction.

Versioning
Time to take control of your roadmap – your integration will work the same as it does today as it will tomorrow.

Developers First
With a new developer portal, interactive documentation, and real-time dashboards, we are putting developers first. We can’t wait to see what your build!
Escrow Offer empowers buyers and sellers to negotiate a price for domain names, cars, boats, aircraft or any high-value item online.
ESCROW Pay

Secure online payment processing for cars, boats, airplanes, domains & anything of value, in one line of code.
Escrow.com powers galleries, fairs, and institutional partners of Artsy's Fine Art Marketplace
Shopify Exchange

Escrow.com is the only payment method for Shopify's marketplace of stores.

Fuel your business ambitions

Exchange is Shopify's marketplace to buy and sell businesses for entrepreneurs like you.

Established stores for sale

Use your expertise to grow a business to the next level.

- eSportsChairs.com - A Gaming C...
  - ONLINEPRESALES
  - CraftsNinja (Multi-Million Dollar ...
  - fourth.world

$550,000 USD
$55,000 USD
$79,000 USD
$60,000 USD
Flippa.com uses Escrow.com to buy & sell businesses

One of the largest platform to buy and sell online businesses securely with Escrow.com

Welcome to the Sales Completion Area

This area is a place to communicate with the other party, and organize the transfer of funds, files and assets.

Flippa in partnership with Escrow.com

US$300

Submit funds into secure Escrow Account

Start with ESCROW.COM.

Discussion with Seller

Marcos Alcantara

0% positive feedback | 5 transactions totalling $25,200

Due Diligence

Flippa is not responsible and does not verify the contents of any listing, or claims made about a business or asset. Buyers are responsible for performing due diligence.

Documents

Flippa strongly recommends a Buyer and Seller negotiate and enter into a written contract specifying the terms and conditions of a transaction prior to the transfer of assets and funds.

To help facilitate a safe, secure transaction, Flippa has made available a Letter of Offer Template and Sale Agreement Template for use by Buyers and Sellers.
Wingform uses Escrow.com to deliver a turnkey solution

Thanks to Escrow.com, if you find an aircraft on Wingform, you know the seller is serious about selling their aircraft.
The Aurora Space Station uses Escrow.com to take deposits.

Deposits are already flowing for the $10 million luxury Space Hotel by Orion Span (www.orionspan.com).
Jackson Elsegood is responsible for directing the strategic development of Escrow.com and execution of escrow activities. Previously with First Data and PwC, Jackson brings over ten years of international payments experience to the team and is dedicated to working closely with our customers to help them to do business all over the world. Jackson is a member of the Institute of Chartered Accountants in Australia and holds a bachelor’s degree from Sydney’s Macquarie University.

Neil Katz is the Chief Financial Officer at Freelancer and is responsible for the finance and administration functions of the Company. Neil has over 20 years experience in finance, accounting and general management. Neil has held CFO roles at a number of technology companies, including IPscape, Threatmetrix, Sensory Networks and Aptrix.

Thomas George is the Director and Head of Compliance at Freelancer. Thomas oversees the overall compliance environment within the Company. In this role, Thomas is responsible for the development and maintenance of the governance and compliance risk programs to support the business. Before joining Freelancer, Thomas worked for American Express as Director of Compliance.

Raffaela Maiorano is the Director, Legal & Compliance at Freelancer and responsible for the legal and compliance functions of the Company. Raffa is a Compliance (and Legal) professional with over 18 years experience in regulatory compliance, asset management, private equity and capital markets in the United Kingdom, Europe, United States, Hong Kong and Australia. Raffaela has previously worked at the Royal Bank of Scotland, Bank of America Merrill Lynch, Deutsche Asset Management (UK) and GLG Partners (formerly Societe Generale AM (UK) Limited).
Freight anything, anywhere
Freightlancer is using technology to connect freight owners with transport operators at a global scale.
Newcrest Mining Case Study

Over $1.2 million worth of freight moved in 12 months

- Cat 785 dump truck: $55,000 plus GST
- Rockhampton QLD to Cadia NSW (1,303 km)
- 50% saving on previous movement

- B Double Full Load Urgent Hotshot: $12,500 plus GST
- 2up Drivers Perth to Cadia (3,685 km)
- Previous price $21,500 plus GST
- 40% saving on previous movement

On average saving at least 30% on previous movements
Redpath Mining Case Study

Six figures worth of freight moved in 12 months

- RVD crates hotshot return load: $19,033 plus GST
- Kalgoorlie to Cadia, 2 up drivers (6,304 kms)
- 30% saving on previous movement (saving $6,700 per leg)

- Full trailer of equipment (18 tonne): $5,000 plus GST
- Maddington Perth to Orange NSW (3685 km)
- Flat top semi - $1.35/km plus GST
EMS Group Case Study

Over $3,000,000 worth of freight movements in 12 months

- Meyco Potenza: $4,760 plus GST
- Perth to Dubbo (3,556 kms)
- Drop Deck load @ $1.34/km plus GST
- Over 50% saving on previous movement

- Cat R1700G loader: $1,740 plus GST
- Woods Point Vic to Dubbo NSW (794 km)
- Float load @ $1.89/km plus GST
- Over 60% saving on previous movement
Industrial
- Mining
- Infrastructure
- Construction
- Rail
- Urgent/Express freight
- International shipping
- Heavy machinery
- General freight
- Manufacturing
- Oil & Gas
- Line haul
- Vehicles
- Perishables
- Shipping containers

Retail
- Food delivery
- Furniture delivery
- Courier
- General freight
- Motorcycle courier
- Bike courier
- Pickup & delivery
- Removal services
- Packing & shipping
Freightlancer manages it all for you

- Permits
- Pilots
- Road closures
- Import / export taxes & duties
- Marine Insurance
- Customs clearance
- Quarantine
- Shipping documents
- Packing
- Washing / cleaning
- Cranage
- Container rental
- Vessel booking
- Multi-currency
- Escrow payments
Advantages of using Freightlancer

Live tracking while your cargo is on the move
We use real-time GPS load tracking to show you exactly where your load is at all times.

Vetted Transport Operators for compliance obligations
Choose from a range of vetted drivers and see past ratings to ensure reliability and quality.

Secure payments ensure the delivery and on-time payment
Powered by Escrow.com, payment is kept in trust until it has been delivered exactly where it should be.

Real-time bidding gets competitive quotes fast
Upload a photo, dimensions, weight and delivery address to have drivers respond in a click.

Communicate directly with your Transport Operator
Keep in contact with the operator to coordinate collections and deliveries.

Compliance peace of mind
Turnkey solution for compliance obligations including Chain of Responsibility.
Safer for everyone

**Trip reports**
Notification when collection and drop off has been made, minimum, maximum and average speeds traveled.

**Freightlancer audit**
Freightlancer will regularly conduct audits on operators and loads to ensure compliance.

**Save time**
Manage booking, tracking, monitoring and cross-checking compliance in the one place. No paperwork, no time wasted on the phone.

**Safe**
Meet compliance & chain of responsibility requirements including load tracking, load restraint methods, fatigue management, controlling speed and licence, registration & insurance.

**Rated**
Quality and reliability are ensured through detailed rating system updated after every load.
Mining

Ship anything, anywhere. Urgent or unique, Freightlancer can handle it.

Whether sending CAT loaders to Tanzania, a drill to South Korea or hotshotting a transmission to Papua New Guinea, we’ve done it.

ASX 50 listed mining company reported saving over 30% on heavy haulage and urgent freight movements for an underground gold mine using Freightlancer, whilst also achieving huge efficiency gains.
Infrastructure / Construction

Strict deadlines and challenging locations are a speciality.

Know when machines are on and off site. Ensure only vetted personnel access. Project requirements can change quickly, Freightlancer ensures that you are not held up by transport.
International Shipping

Use freightlancer to handle all of your import / export or shipping needs.

Direct rates with some of the biggest shipping lines

Extensive network of freight forwarders and customs brokers all over the world.

Ensure loads are shipped safely to destination with payment secured by Escrow.com.
Retail / Consumer / Metro

Why build costly infrastructure when you can make an API call to the human cloud to deliver your product, food, furniture or package.

Powered by the world’s largest human labor cloud of 50 million freelancers via Freelancer.com.

Retail point to point delivery with Freightlancer is powered by the world’s largest human labor cloud.
Testimonials

“We've been using Freightlancer for a few years now, this service provided is second to none, the team is great and always accommodating”

– Benjamin Carter, Redpath Mining

“The Freightlancer team have been fantastic. I'd recommend Freightlancer to anyone, it's changed the way I move freight and it works for me.”

– Jordy Dickerson, Assets Manager
EMS Group
Leadership Team

Matt Barrie
Executive Chairman

Matt Barrie is an award winning technology entrepreneur. Matt was Adjunct Associate Professor at the Department of Electrical and Information Engineering at the University of Sydney where he taught Cryptography for fifteen years and, later, Technology Venture Creation. He is the co-author of over 20 US patent applications. Previously he founded and was CEO of Sensory Networks Inc., a vendor of high performance network security processors which sold to Intel Corporation (NASDAQ:INTC).

Neil Katz
Chief Financial Officer

Neil Katz is the Chief Financial Officer at the Freelancer Group and is responsible for the finance and administration functions of the Company. Neil has over 20 years experience in finance, accounting and general management. Neil has held CFO roles at a number of technology companies, including IPscape, Threatmetrix, Sensory Networks and Aptrix.

Mike Liedtke
Head of Product

Michael Liedtke has been building SaaS products and services for the past 16 years. As head of product for Freelancer Global Fleet, he splits his time between engineering, product, business development, and sales, working closely with partners to help ensure their success. Michael has a Bachelor of Arts in Computer Science from Colby College and a Master of Public Health in Epidemiology from the University of Colorado Denver.

Thomas George
Head of Compliance

Thomas George is the Director and Head of Compliance for the Freelancer Group. Thomas oversees the overall compliance environment within the Company. In this role, Thomas is responsible for the development and maintenance of the governance and compliance risk programs to support the business. Before joining Freelancer, Thomas worked for American Express as Director of Compliance.

Scott North
Account Executive

Scott is an all-round Logistics Professional and brings over 13 years of expertise in international and domestic freight, with experience across road, air, sea, rail and warehousing. He has vast knowledge in all aspects of the supply chain, including day to day operational roles, sales and strategic logistics management. Away from logistics he enjoys spending time with his family and spending time in the ocean.

Drew Davis
Account Executive

Drew is one of a new breed of tech entrepreneurs striving to take the internet start-up world beyond the hype into traditional 'on-the-tools' industries. Graduating from Sydney University with a Bachelor of Commerce, Finance, Drew initially founded leading boutique Australian technology firm, dripcreative. Formerly General Manager of Loadshift, Drew rejoins the company as an experienced Account Executive.
Global freight market is massive

- **US $6,537 Billion**: Global Logistics Market (2025)¹
- **41,000~**: Businesses
- **213,590 Million**: Tonnage moved per year
- **50,000+**: Merchant ships worldwide
- **17,000,000,000**: Kilometers travelled per annum
- **US $13+ Billion**: In annual wages

¹ https://www.imarcgroup.com/global-logistics-market
The #1 Internet Marketing Forum Since 1997

1,567,512+ USERS 9,011,708+ POSTS 778,421+ THREADS
Unique Investment Thematics

**Freelancer Limited (ASX:FLN) is unique exposure to:**

- Massive market: $5 trillion TAM
- The on-demand and crowdsourced economy
- Increasing internet penetration of emerging markets
- Rising sophistication in emerging markets labour
- Software & mobile eating the world
- Structural imbalances in global labour markets
- Thrives in economic crises. The global financial crisis led to the original emergence of the online crowdsourcing and freelancing industries:
  - Employers looked online to hire freelancers rather than full time staff
  - Workers looked to the Internet to find new sources of employment
- Incredibly deflationary
- Fintech & transition of global commerce to online (Escrow.com)
- Global Income (>90% of revenue is outside Australia: USD, GBP, EUR, CAD, etc.)
How big is the market?
“160 million jobs, or about 11% of the projected 1.46 billion services jobs worldwide, could in theory be carried out remotely, barring any constraints in supply”*

Estimated demand for Web Design services (mid-high OECD)

Freelancer's global web design revenue opportunity estimated as $2.7 billion per annum ($10.5b GPV)

- Freelancer's estimated global web design revenue opportunity at c.$2.7 billion ($10.5b GPV).
- This is as a replacement of existing business only—there is also potential upside from opening up of new demand from lower cost labour services
  - e.g. for the first time, a café can get a website for c.$100
- Indicative calculation:
  - web design in the US alone is US$20 billion + industry¹
  - wages constitute US$12 billion of this
  - more than 50% of software engineering jobs can be outsourced at 30% of US wages²
  - US$1.74 billion in wages outsourced @ 27.8% monetisation rate = c.A$678 million revenue opportunity for Freelancer in the US (Total Available Market)⁴
  - there are 28 million small businesses in the US, but at least 96 million more in other mid-high income OECD countries³
  - from this we estimate the global opportunity is (96+28)/28 = c.4.4x larger than the US market

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3. Based on 28m SMEs in the US, 96m MSMEs outside the US in mid-high income OECD countries.
4. Based on AUD/USD exchange rate of 0.7132.
Estimated demand from mid-high income OECD SMEs

Global small business revenue opportunity estimated as $48 billion per annum (620 million projects, $181 billion GPV)

- There are about 28 million small businesses in the US
  - 22 million of these are informal non-employers (yet generate >$1 trillion per annum in revenue)\(^1\)
- US job posters who posted more than one project posted on average 4.97 projects in 2016\(^2\)
- Average project size in FY19 was US$216, generating revenue of $60 to Freelancer (27.8% monetisation rate)\(^2\)
  - Implies A$11.7 billion TAM (A$42 billion GPV, 140 million projects) from US SMEs
- But there are 420 – 510 million micro, small and medium enterprises (MSMEs) globally\(^3\)
- 96 million are formal employer MSMEs outside the US in mid-high income nations\(^4\)
  - Additional A$40 billion TAM (A$144 billion GPV, 480 million projects)
- Estimated global TAM from MSME market of c.$52 billion (A$186 billion GPV, 620 million projects)
- This excludes another 100m+ informal (unregistered) MSMEs in high income nations globally including non-employer firms, sole proprietors and partnerships which could add materially to Freelancer’s revenue opportunities

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2. Based on Freelancer internal statistics. Average paid value of completed project was US$216 in FY19. Monetisation rate = $50.4m / 181.41m = 27.8%.
3. McKinsey Global Institute, “Two trillion and counting: Assessing the credit gap for micro, small, and medium-size enterprises in the developing world” (October, 2010).
Estimated demand from consumers

Product marketplaces as proxy of consumer demand indicates TAM of US$108 billion (2b projects, US$410b GPV)

~400 million active consumers on average across eBay, Amazon and Alibaba

180 million active consumer buyers on eBay (sellers are SMEs)

Taking 180m buyers as consumer proxy

GPV of US$403 billion

Global Total Available Market (TAM)
US$112 billion (2b projects)

<table>
<thead>
<tr>
<th>eBay</th>
<th>Amazon.com</th>
<th>Alibaba.com</th>
<th>Freelancer</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019/TTM Revenue</td>
<td>US$10.9 billion</td>
<td>US$281 billion</td>
<td>US$64 billion</td>
</tr>
<tr>
<td>2018 GMV/GPV</td>
<td>US$94.6 billion</td>
<td>US$258 billion²</td>
<td>US$547 billion⁴</td>
</tr>
<tr>
<td>2019 Users</td>
<td>182 million active buyers</td>
<td>310 million active buyers</td>
<td>552 million active buyers</td>
</tr>
<tr>
<td>Geography</td>
<td>Global</td>
<td>Global</td>
<td>Predominantly China</td>
</tr>
</tbody>
</table>

Source: Company reports, Bloomberg, Statistica, Nasdaq.
1 TTM 12 Months revenue
2 Based on analyst estimates
3 Google Finance 31 December 2018
4 Trailing 12 months as at 30 June 2018, company disclosure
Estimated supply of professional labour in the developing world

370 million people, or 10% of the 3.7 billion working age population in the developing world have a tertiary qualification

- 2019 global working age population: 4.8 billion, labour force: 3.5 billion\(^1\)
- 2030 projected global labour force: 3.5 billion\(^1\)
- Of the 4.8 billion working age in the developing world:
  - 46% have a secondary education\(^2\)
  - 10% have a tertiary education
- In the Philippines, tertiary education rose from 9% to 22% (13m) 1980-2010
  - Brazil, China, India @ 7 to 9%, yet produce c.5m STEM grads per annum\(^3\)
- There are 220 million people with a tertiary degree between India, China, Brazil, Philippines, Malaysia, Indonesia, Egypt, Sri Lanka and Nigeria
- c.5 billion people to join the Internet over next decade that earn <$10/day
- They have very little assets however are educated and can sell their services
- Freelancer.com is the first stop on the Internet for these people to raise their wages from $10/day to $10/hour +

### Educational attainment (2010)

<table>
<thead>
<tr>
<th>Cluster</th>
<th>Tertiary</th>
<th>Secondary</th>
<th>Primary or lower</th>
</tr>
</thead>
<tbody>
<tr>
<td>Workers (mil)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Young Developing</td>
<td>322</td>
<td>640</td>
<td>640</td>
</tr>
<tr>
<td>Young Middle-Income</td>
<td>469</td>
<td>783</td>
<td>783</td>
</tr>
<tr>
<td>India</td>
<td>7,000</td>
<td>141</td>
<td>141</td>
</tr>
<tr>
<td>China</td>
<td>280,000</td>
<td>60</td>
<td>60</td>
</tr>
<tr>
<td>Young Advanced (Russia &amp; CEE)</td>
<td>160,000</td>
<td>80</td>
<td>80</td>
</tr>
<tr>
<td>Southern Europe</td>
<td>100</td>
<td>145</td>
<td>145</td>
</tr>
</tbody>
</table>

\(GDP\ per\ capita\)  
\(<3,000\)  
\(3,000-20,000\)  
\(20,000-60,000\)  
\(60,000-30,000\)  
\(30,000-45,000\)

1. World Bank https://data.worldbank.org/indicator/SL.TLF.TOTL.IN  
3. Accenture Institute for High Performance: Where will all the STEM talent come from? (May 2012)
Estimated demand from Local Jobs in the US

Freelancer’s expansion into 100 categories of Local Jobs expands the total addressable market by up to $800 billion

- Online services is already a huge market, with enormous future potential
  - McKinsey Global Institute has estimated that “160 million jobs, or about 11% of the projected 1.46 billion services jobs worldwide, could in theory be carried out remotely, barring any constraints in supply”

- In the US alone, the temporary labour market is estimated to be in the order of $100 billion
  - MBO Partners also found that in 2013 in the US there were 17.7 million independent workers
  - these generated $1.2 trillion in total income per annum
  - Angie’s List estimates the home services industry, which includes electricians, plumbers, dog walkers and other manual labour, alone is worth $400 billion per annum
  - others put it at $800 billion per annum

Thank you

Freelancer Limited
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