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20 April 2021

Freelancer Limited

1Q21 Results Presentation

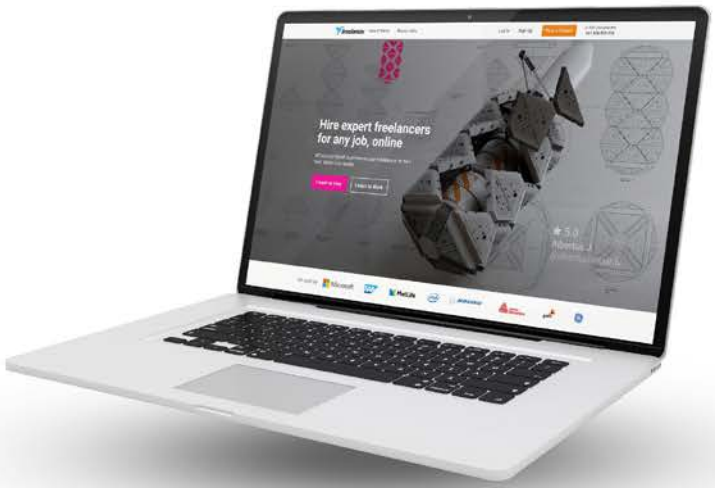


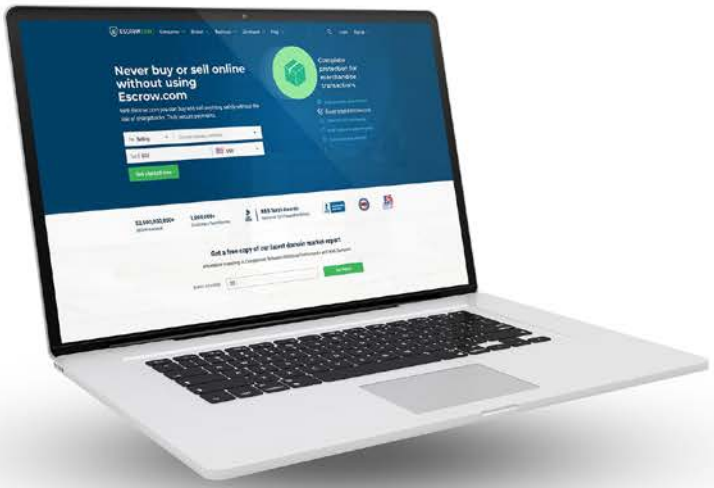
Matt Barrie
Chief Executive Officer

ASX: FLN
OTCQX: FLNCF

investor@freelancer.com

Powering the world's entrepreneurs & commerce





freelancer

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

ESCROW.COM

#1 for Secure Online Payments
Over US$5 billion in transactions secured

Freelancer Limited

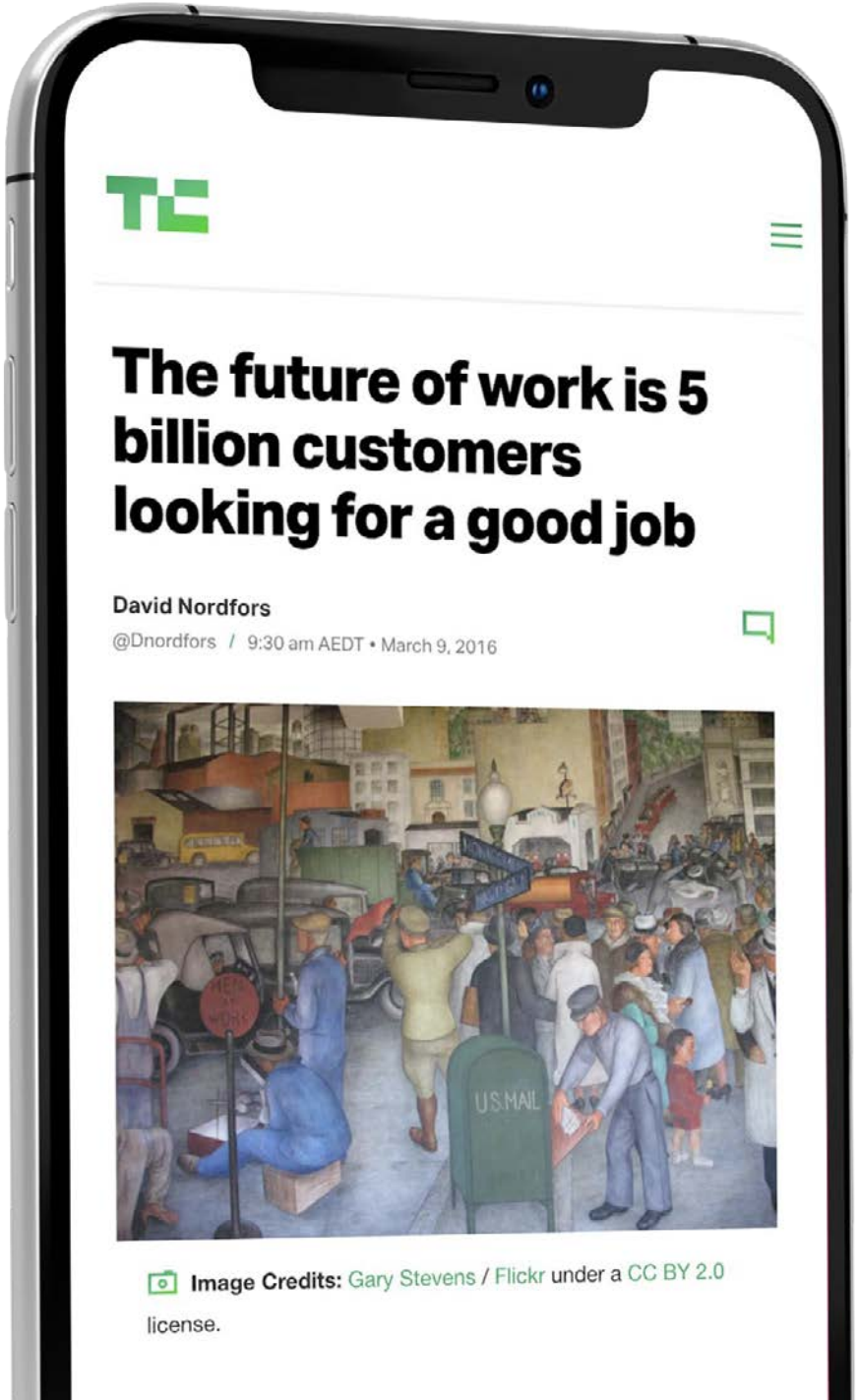
ASX: FLN, OTCQX: FLNCF

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Freelancer.com is your partner in the new world of work..

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.. solving a trillion dollar problem

freelancer









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Make it real.

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

This architectural design cost and took 12 days to make

$1613 USD

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





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freelancer

Create the Future.

Change Lives.

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



This Apple Car 3D concept cost
and had 190 entries in 15 days

$1500 USD

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

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FREELANCER LIMITED

1Q21 Results

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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)

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1Q21 Freelancer Group Results

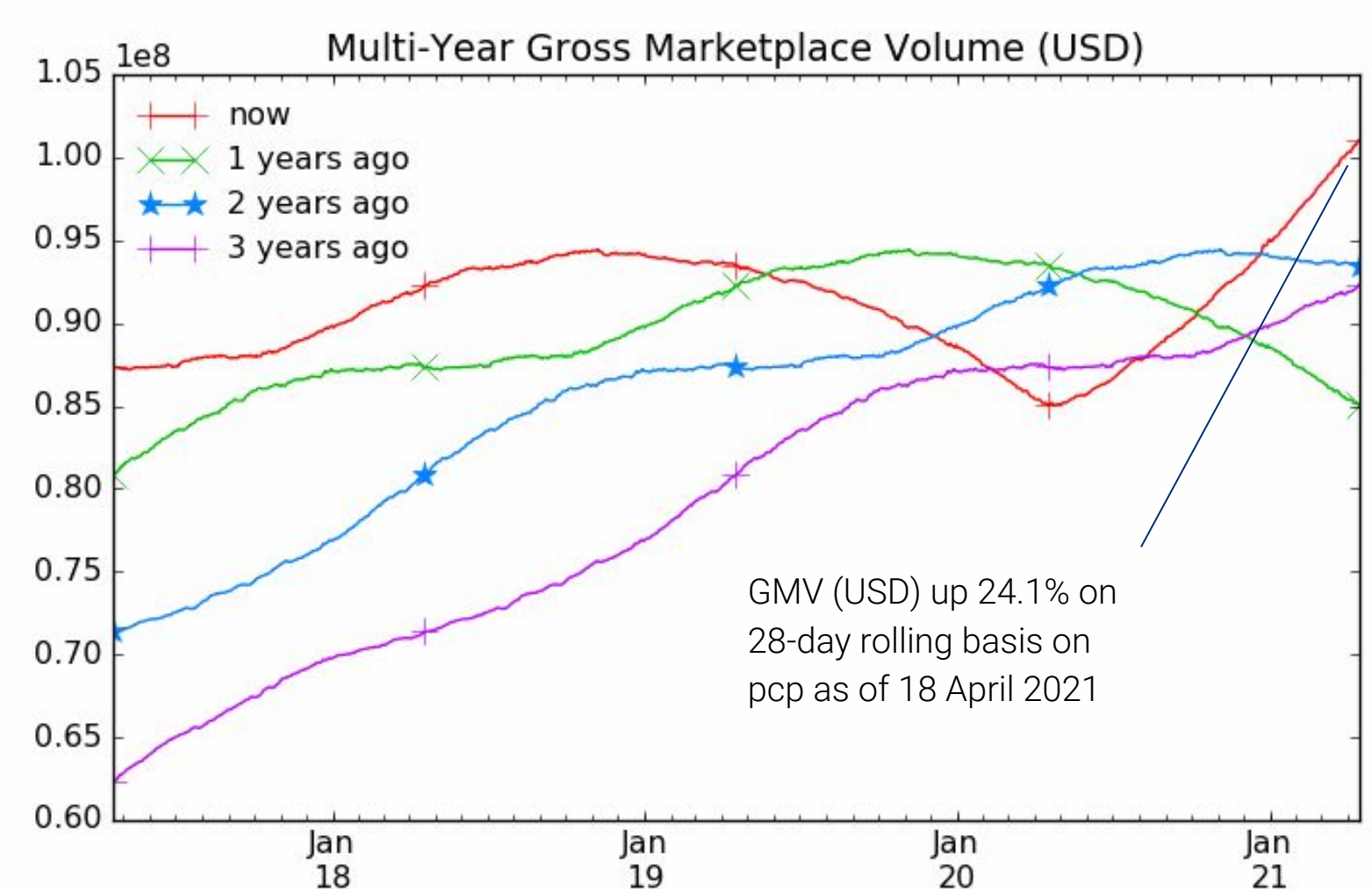
- FX headwind of -17.4% in 1Q21 as AUD/USD went 0.6581 to 0.7726
- Approximately 72% of group revenue is USD and 4% is AUD
- Positive net operating cash flow of $4.2 million (1Q20: $0.47 million)
- Break-even profitability:
  - Escrow, Freelancer & Group profitable in 2H20
  - Escrow was profitable in 1Q21
  - The jaws of operating leverage are ready to open
- Cash & cash equivalents at $37.8 million (up 8.2% on pcp)

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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 on rolling 365 day basis in USD



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Now ranked #561 globally for web traffic

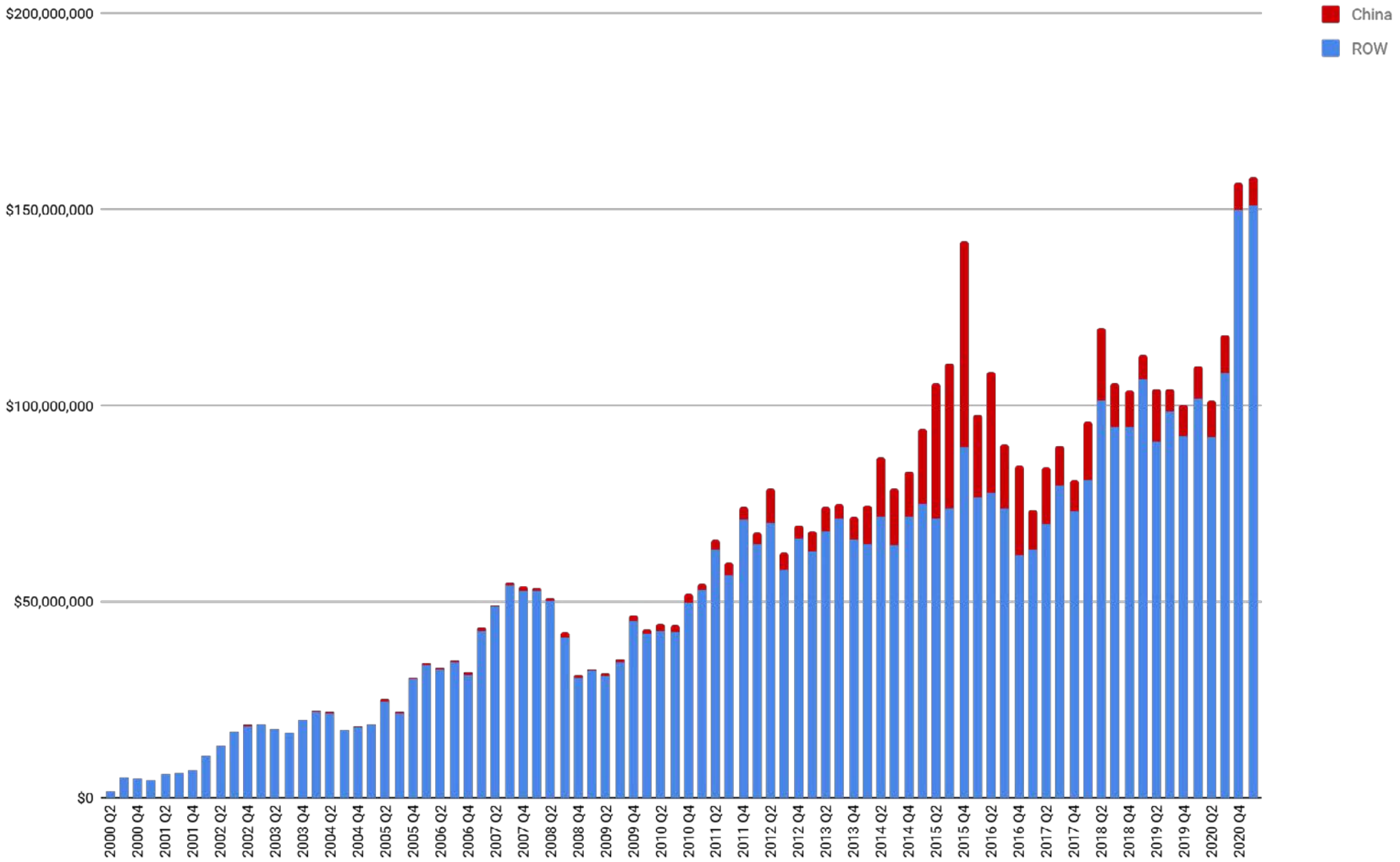


Web traffic (users) up 51% in FY20 to 81 million, page views up 95% on pcp to 1.2 billion.

1. https://www.alexa.com/siteinfo/freelancer.com on 16 April 2021
2. Note that this Alexa rank is only for freelancer.com and does not include 52 other regional websites like freelancer.in

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Escrow.com quarterly Gross Payment Volume (GPV) US$



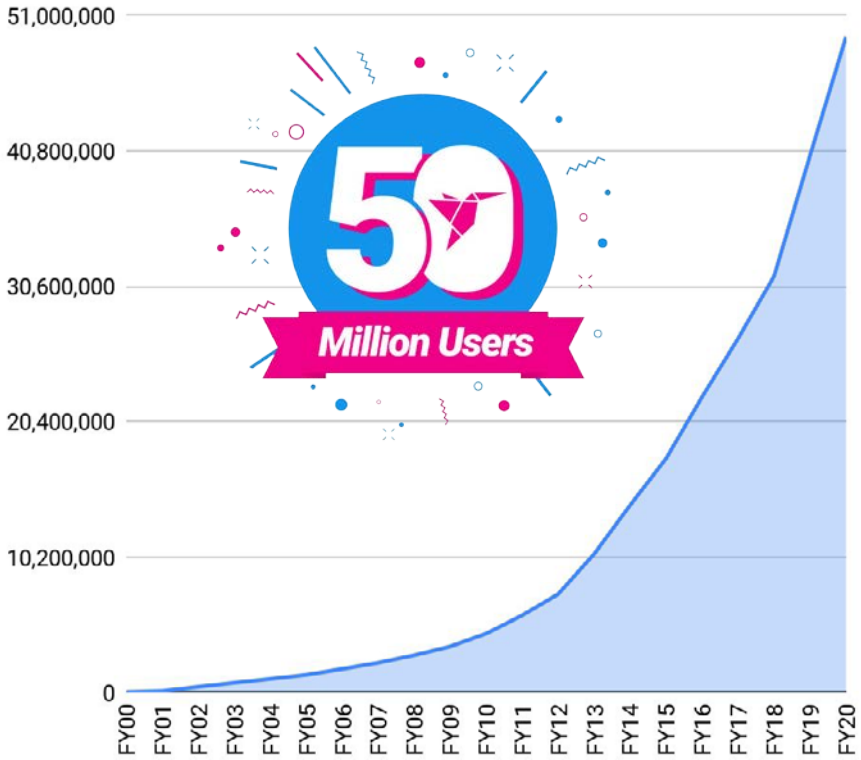
Gross Payment Volume for 1Q21 was $204.8m (up 23.0% on pcp, unaudited) or US$158.2m (up 43.7% on pcp).

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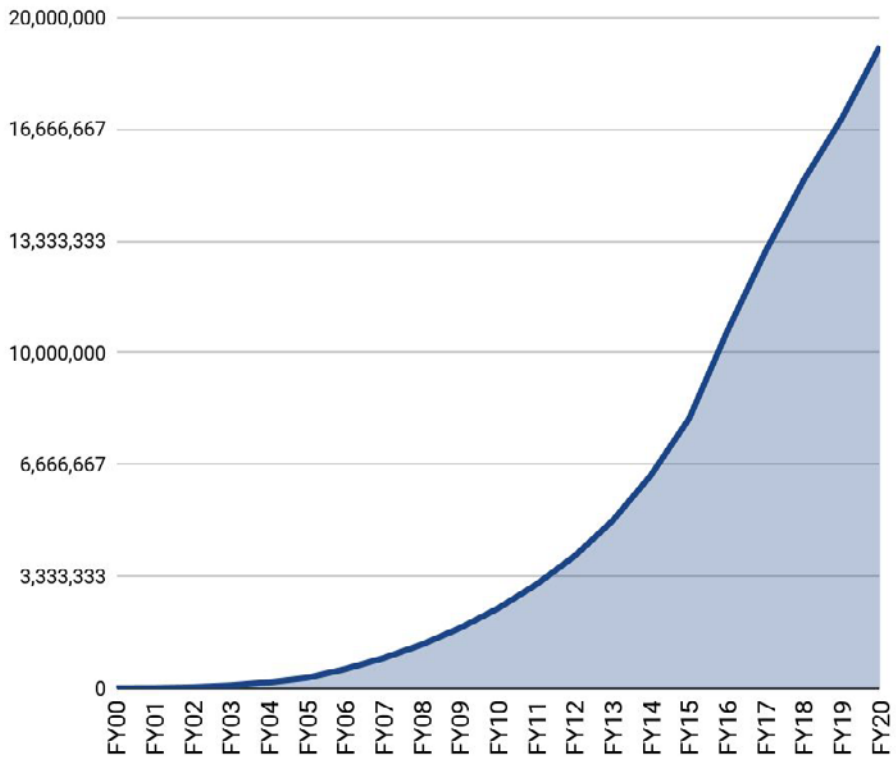
The Group completed 1Q21 with 52.7m users and 19.7m jobs

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

Total Registered Users



Total Jobs Posted (Filtered)



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, unawardable or otherwise projects that are deemed bad and unable to be fulfilled. Includes Escrow.com unique users.

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Freelancer's Online Economy



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.

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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.

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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.

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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.

Freelancer's Online Economy– India



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.

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53
Regional Websites

North America
- US (International)
- Canada
- Jamaica

Africa
- South Africa
- Kenya

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
- P.R. China
- Singapore
- Thailand
- Vietnam

Latin America
- Argentina
- Brazil
- Chile
- Colombia
- Ecuador
- Mexico
- Peru
- Uruguay

34
Languages

Languages
- Afrikaans
- Bahasa Indonesia
- Bahasa Malaysia
- বাংলা
- Català
- Čeština
- Dansk
- Deutsch
- ελληνικά
- English
- Español
- Suomi
- Filipino
- Français
- हिन्द
- 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)

39
Currencies

Currencies
- USD
- NZD
- AUD
- GBP
- HKD
- SGD
- PHP
- EUR
- CAD
- ZAR
- INR
- JMD
- CLP
- MXN
- IDR
- MYR
- SEK
- JPY
- PLN
- BRL
- CNY
- DKK
- VND
- AED
- ARS
- BDT
- COP
- PKR
- CHF
- HUF
- ILS
- KRW
- NOK
- QAR
- RON
- RUB
- SAR
- THB
- TRY

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Freelancer Statistics

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.

50m+

TOTAL REGISTERED USERS

19m+

TOTAL JOBS POSTED

68%

OF PROJECTS RECEIVE BIDS IN UNDER 60 SECONDS

26

AVERAGE BIDS PER PROJECT

freelancer

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."**

* Harvard Business Review, July 2020: "What Would It Take to Reskill Entire Industries?"
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"
https://www.mckinsey.com/business-functions/strategy-and-corporate-finance/our-insights/how-covid-19-has-pushed-companies-over-the-technology-tipping-point-and-transformed-business-forever#

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FY20

Compared to FY19 (pcp - unaudited).

51%
INCREASE IN WEB TRAFFIC

85%
INCREASE IN DIRECT WEB TRAFFIC

22%
INCREASE IN REGISTERED USERS

35%
NEW 5-STAR FREELANCERS

2.2m
INCREASE IN POSTED JOBS (up 17% on pcp)

9%
DECREASE IN ACQUISITION COST PER JOB

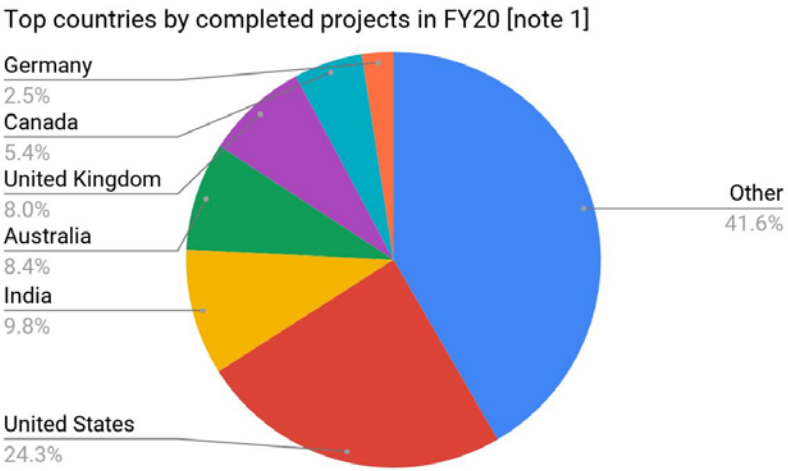
20%
INCREASE IN NEW FREELANCERS EARNING (CHANGED LIVES)

44%
INCREASE IN GMV FROM HOURLY JOBS

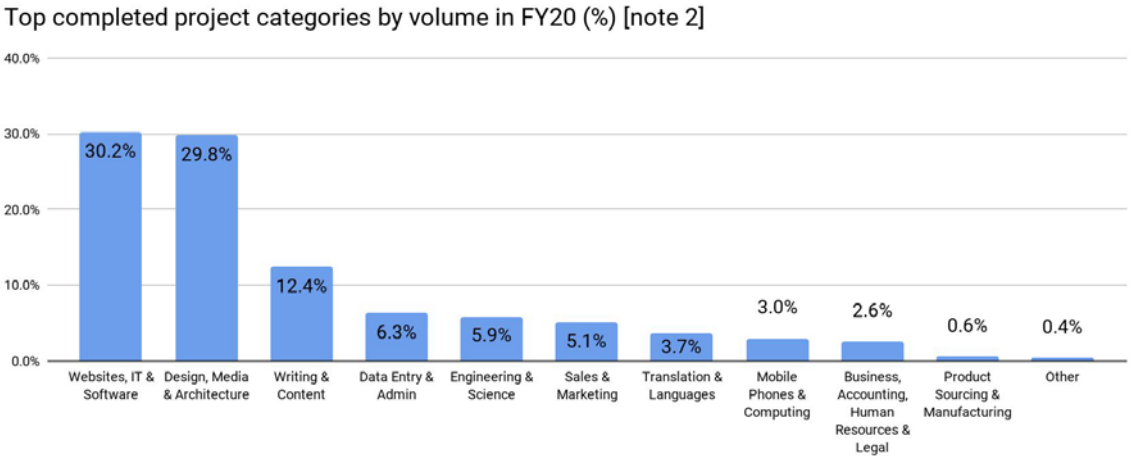
freelancer

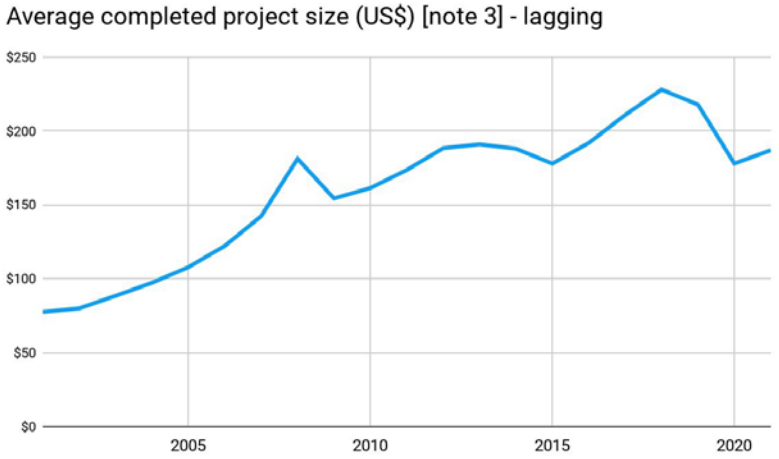
Marketplace dynamics FY21

“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.

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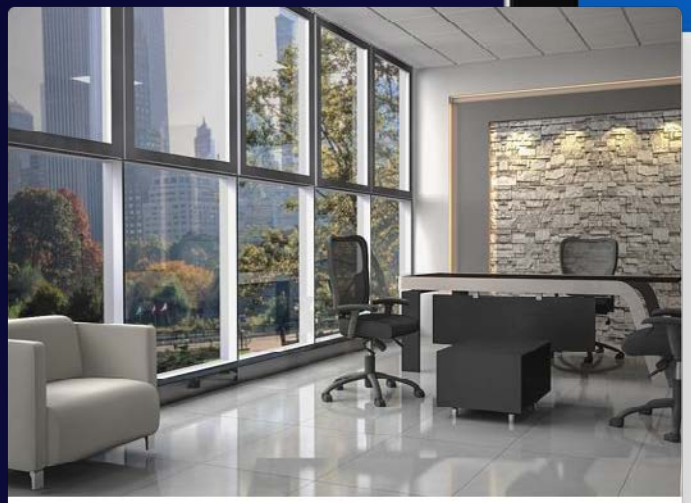
Freelancer is the **lowest cost** & **largest** cloud labour platform

- **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.**

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Projects



3D design for an office
By rajdesigner7031

$88.00 USD

68%

OF PROJECTS RECEIVE BIDS WITHIN 60 SECONDS

freelancer

Log In Sign Up Post a Project

COMPLETED

3D design for an office

BUDGET $30-250 USD

Freelancer › Jobs › 3D Modelling › 3D design for an office

AN 8x4 office , needs 3d design with rendering.

Skills: 3D Modelling, 3D Rendering, Building Architecture, Interior Design

See more: interior design 3 d rendering service company, d rendering interior design, d rendering for interior design, d rendering companies, d rendering cheap, d rendering cape town, d rendering buildings, d rendering architecture, d rendering architecture malaysia, d rendering animation design, d rendering and animation services, d plans for office design, d modelling design, d modelling contest, d modelling architecture, d modelling and autocad, d modelling and animation, d modelling 3d design, d modelling 3d animation 3d rendering 3ds max 3d design,, d modelling 3d animation 3d rendering 3ds max 3d design, d mechanical modelling, d max modelling, d jewellery modelling, d event modelling service, d do

About the Employer:

5.0 ★★★★★ (1 review) Saudi Arabia

Project ID: #12663042

Looking to make some money? PROJECT COMPLETED

Your email address

Email address Apply for similar jobs

✓ Set your budget and timeframe
✓ Get paid for your work
✓ Outline your proposal
✓ It's free to sign up and bid on jobs

Budget
$50.00 – $100.00 USD

Bids
52

Average bid
$89.00 USD

Similar jobs

- Looking for interior designers and architects (₹37500-75000 INR)
- interior design ($750-1500 USD)
- Design project (Rp100000-300000 IDR)
- Need a 3D modeling of building with floor plan,, 2 apartments, shopping mall, parking needs to be modeled ... ASAP ($30-250 USD)
- I need custom event designer to design special events and weddings ($30-250 USD)

< Previous Job Next Job >

Awarded to:



rajdesigner7031

Hi, I am Raj Gautam, Architect. My specialization in 3D Architectural . I have 11 years Experience, I offer you 3D Photo realistic rendering quality service. Please visit my 3D (Commercial/Building-Office) Exterio [More]

$88 USD in 4 days

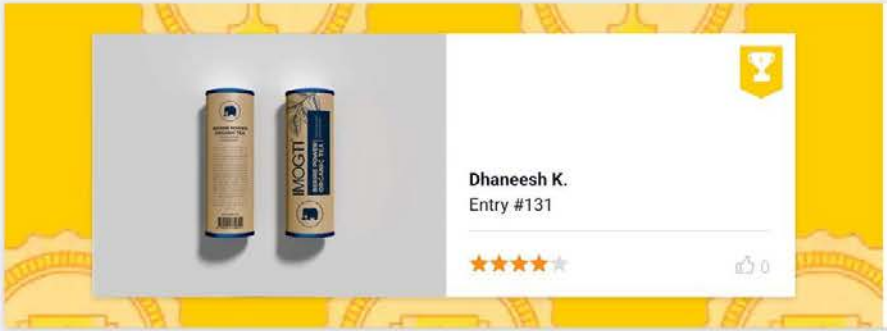
4.5 ★★★★½ (40 Reviews)

6.1

Product Design Template for new Product Line organic healthy tea

$260 USD

Description | Entries



A winner has been chosen!

With 186 entries from 73 freelancers, this employer had the work done for $260 in 7 days.

Post a Contest like this

186 Total Entries

View: (186) All Entries | Sort by: Default | Entries by: Filter by freelancer

#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.



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freelancer

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This packaging design cost and took 7 days to make

$260 USD

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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

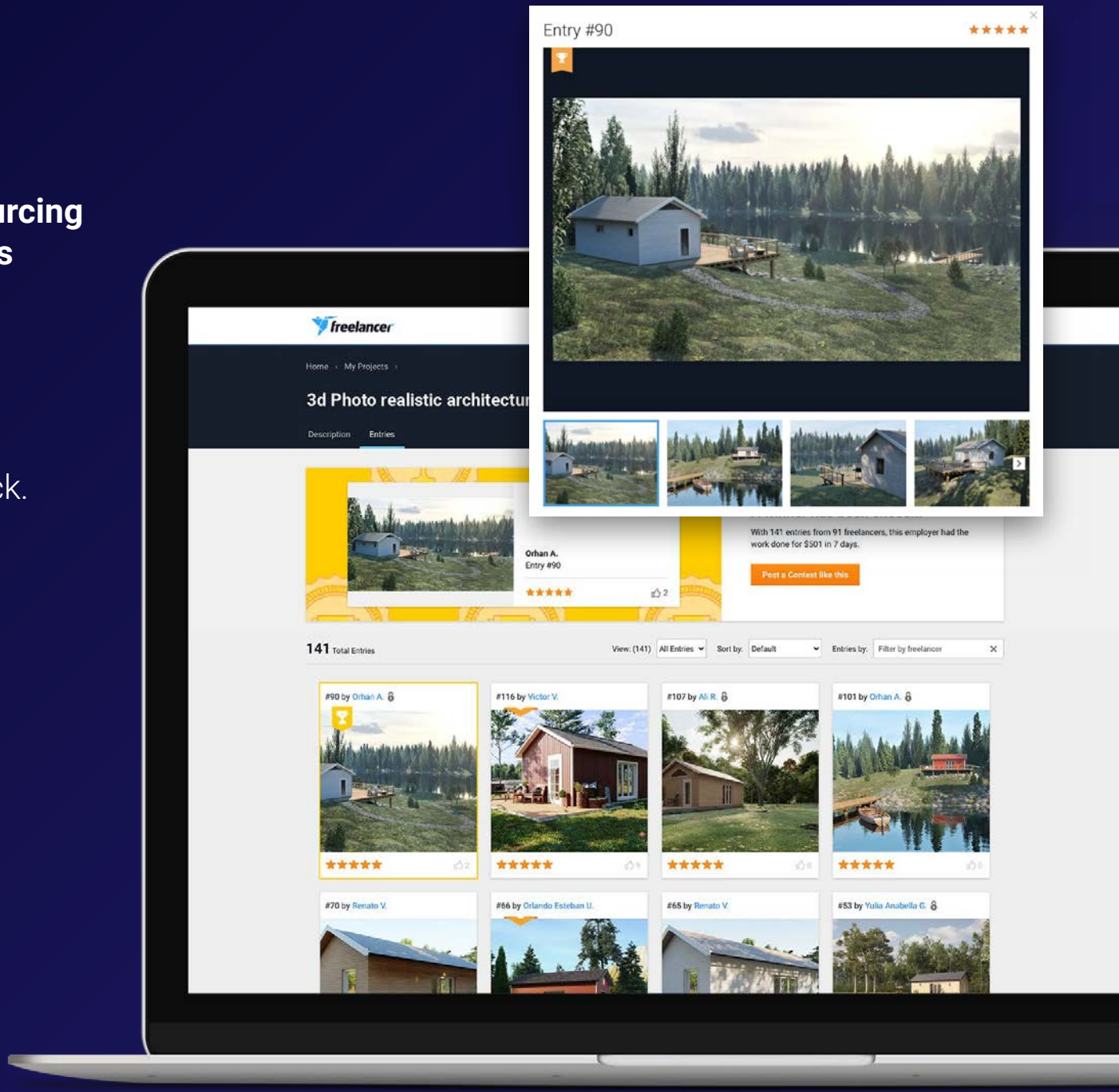
1,500,000+ participants per year

87%

OF CONTESTS RECEIVE ENTRIES IN 1 HOUR

220

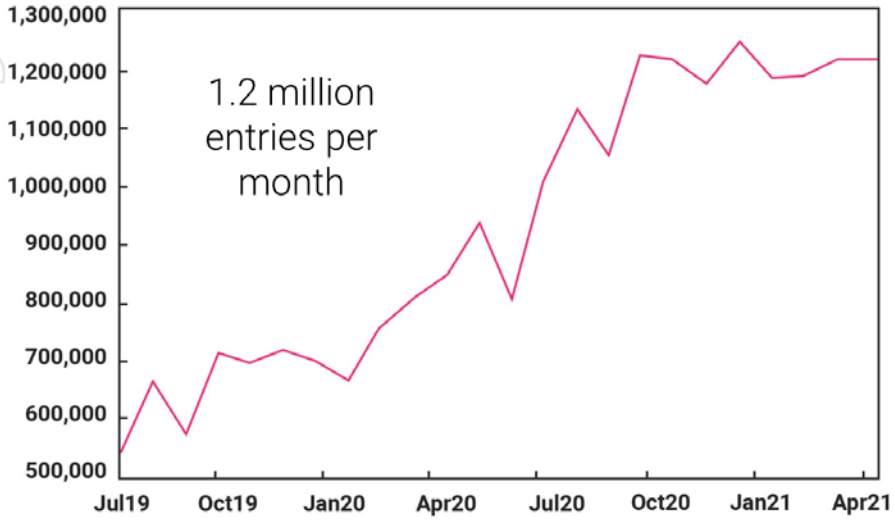
AVERAGE ENTRIES PER CONTEST



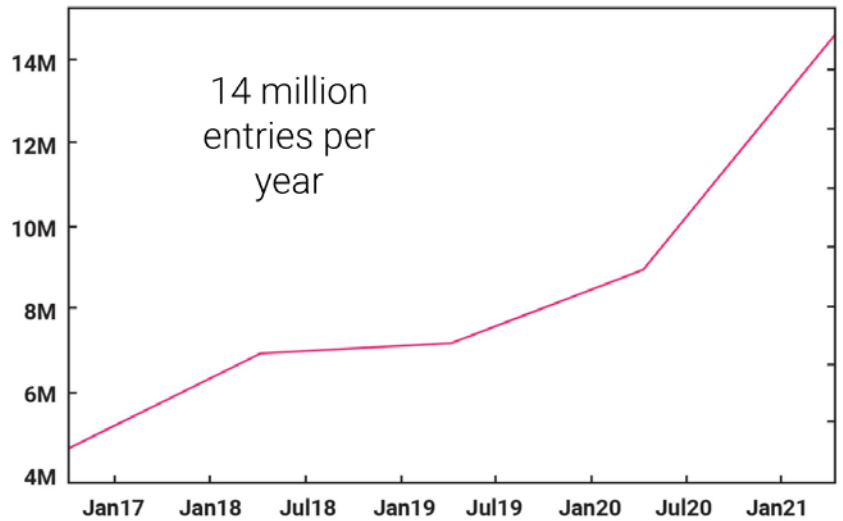
https://www.freelancer.com/contest/d-Photo-realistic-architectural-visualizations-of-a-Swedish-Attefallshus-1781998

Contests

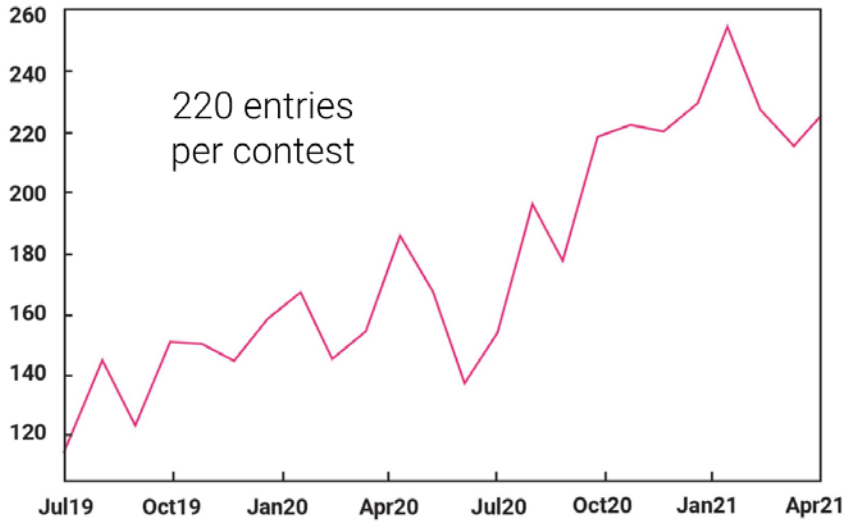
Total number of entries per month (rolling)



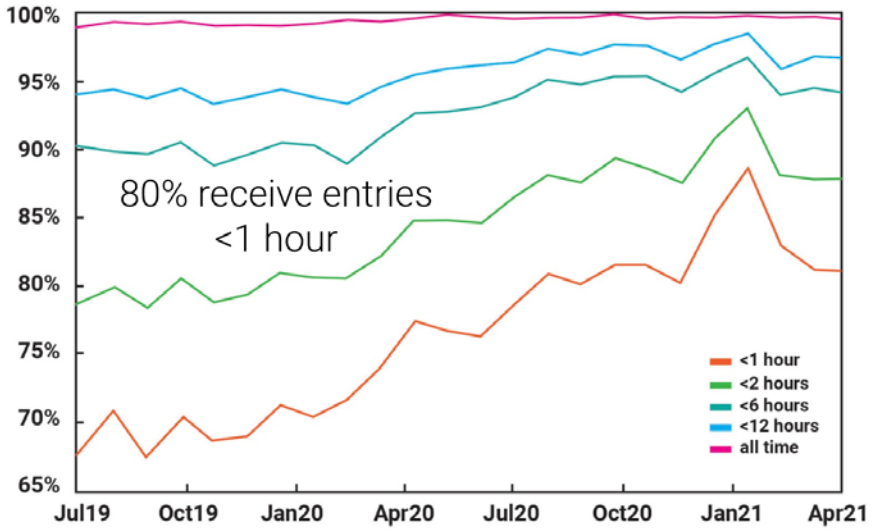
Total number of entries per year (rolling)



Average number of entries per contest



% of contests with first entry in time segment



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This logo design cost
and took 2 days to make

$30 USD

personal use only



This 3D shop design for Uniqlo cost and took 14 days to make

$200 USD



This 70s style logo cost
and took 6 days to make

$70 USD

personal use only

personal use only



This t-shirt design cost
and took 8 days to make

$75 USD

personal use only



This branding cost
and took 1 day to make

$109 USD

personal use only



This skateboard design cost
and took 12 days to make

$50 USD

personal use only



This logo design cost
and took 1 days to make

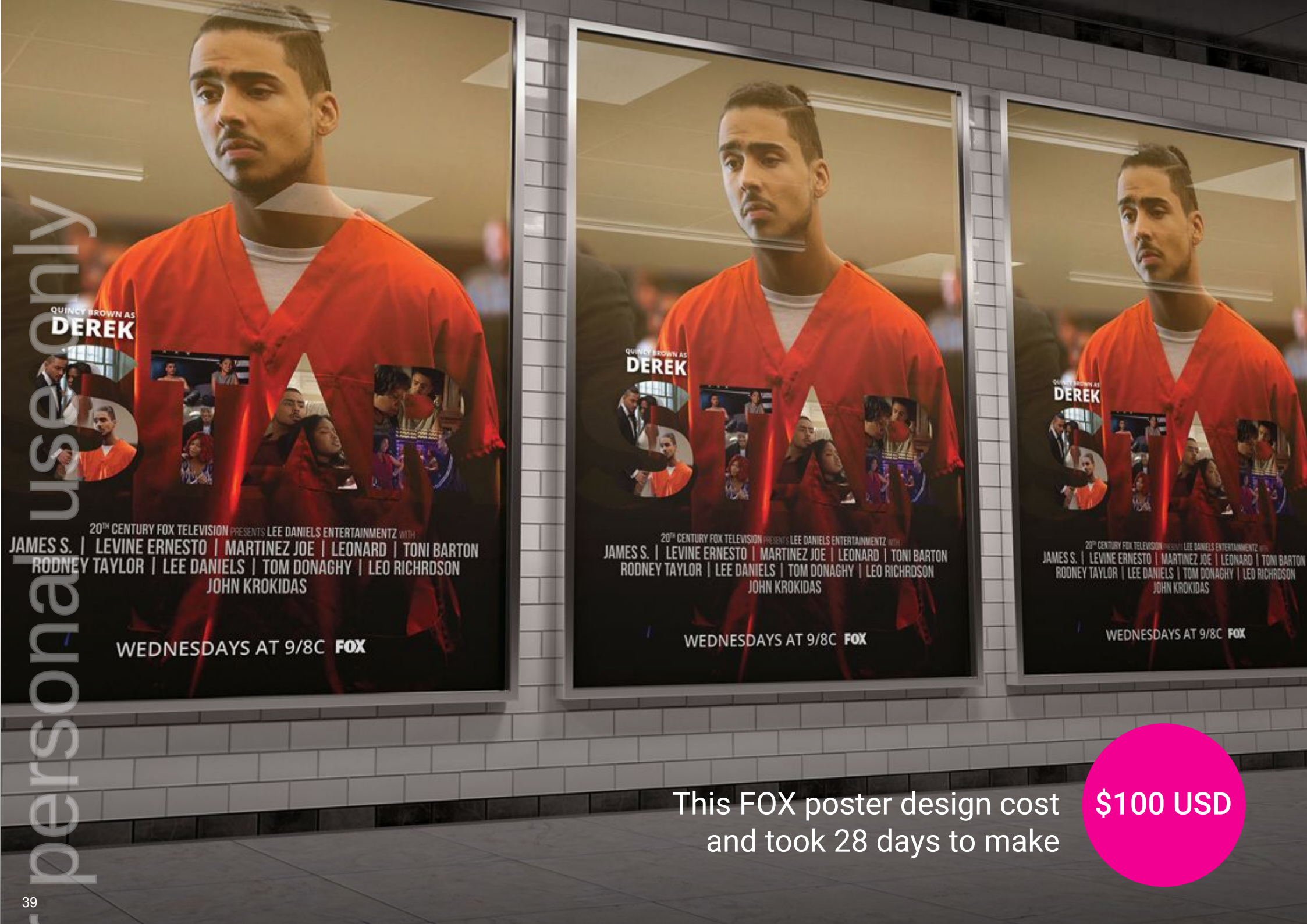
$50 USD

personal use only



This t-shirt design cost
and took 9 days to make

$85 USD



This FOX poster design cost and took 28 days to make

$100 USD

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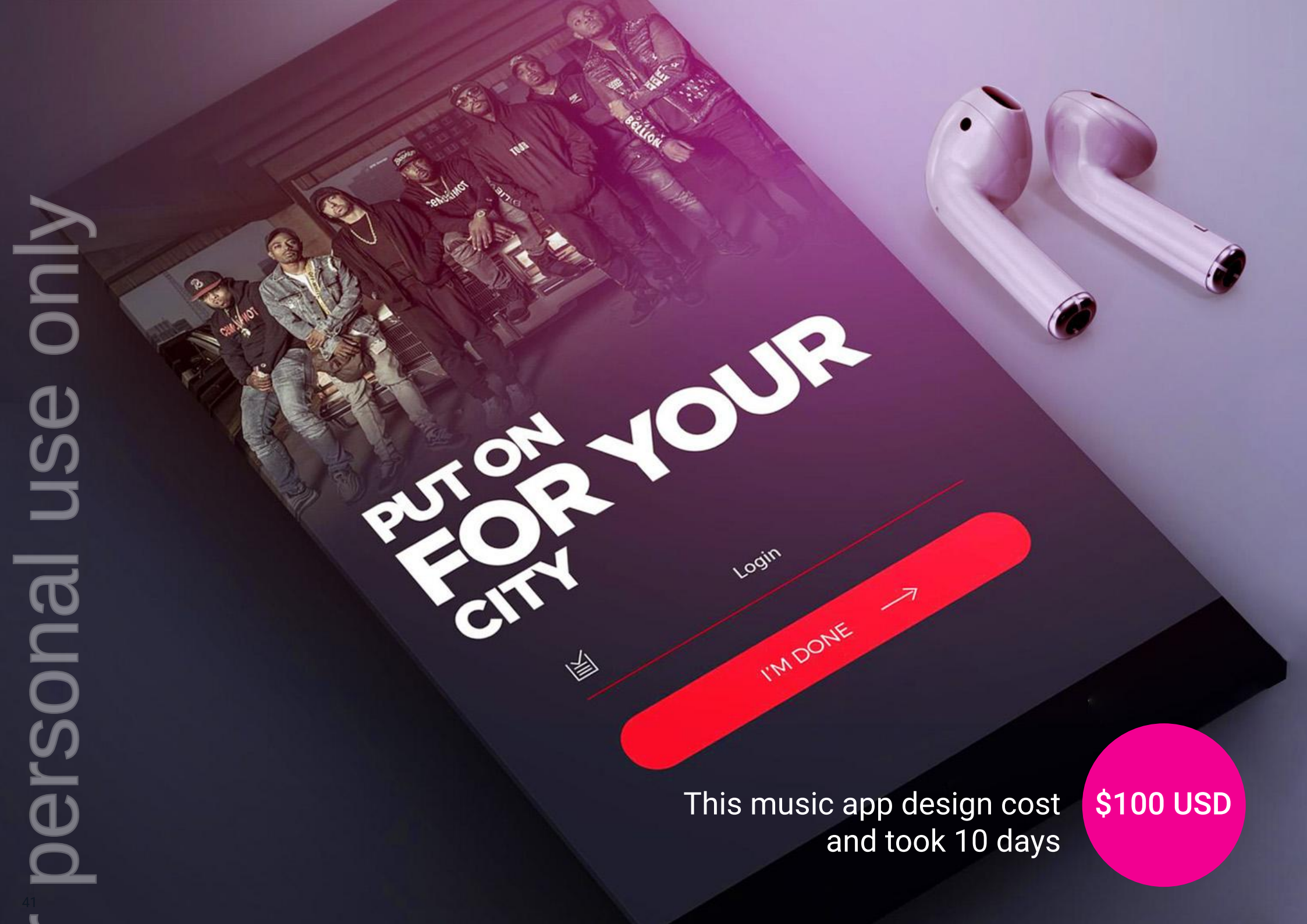
personal use only



This 3D model cost
and took 8 days to make

$340 USD

personal use only



This music app design cost
and took 10 days

$100 USD

personal use only



This container architecture design cost and took 9 days to make

$110 USD



This logo design cost
and took 17 days to make

$150 USD

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Deloitte

This **Telecommunications Infrastructure** project cost

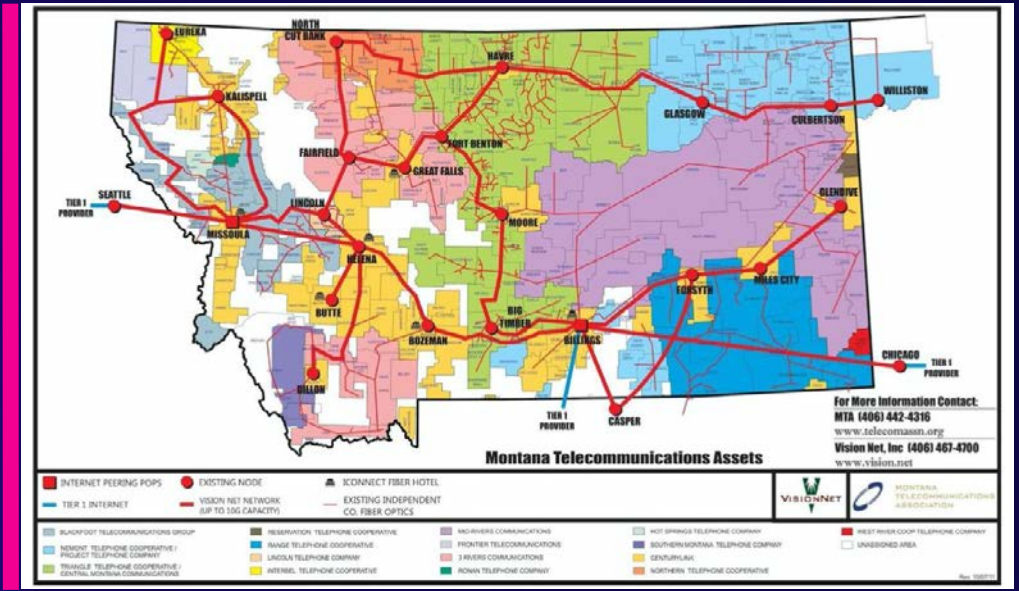
$1,500

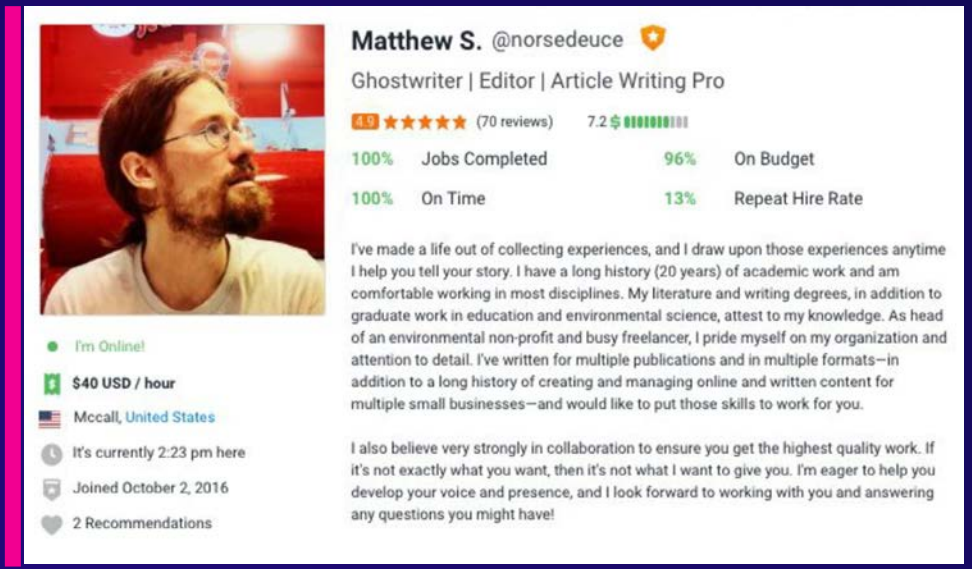
and was done in

2 weeks

Deloitte.

70 page report researching national broadband landscape and solutions.





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Airbus

This **Andon Manufacturing Consulting** project cost

$21,000

and was done in

3 months

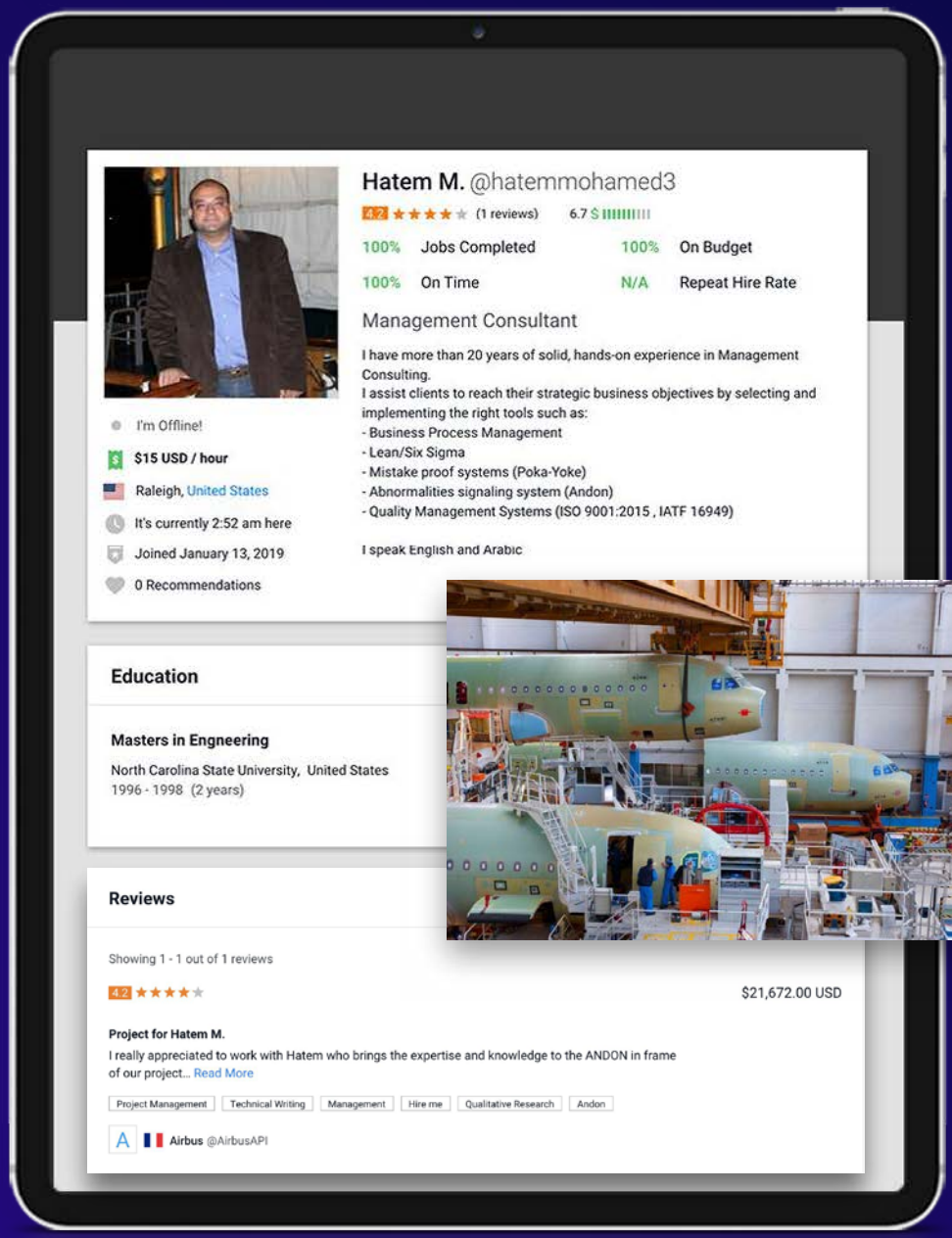
AIRBUS

Main Industrial Architect Cross Program for Airbus Helicopter

Main Component Assembly Manager for Airbus Helicopter

Airbus told it us a 3 month RFI process would take 5 months, costing ~$200k.

freelancer Enterprise



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Fujitsu

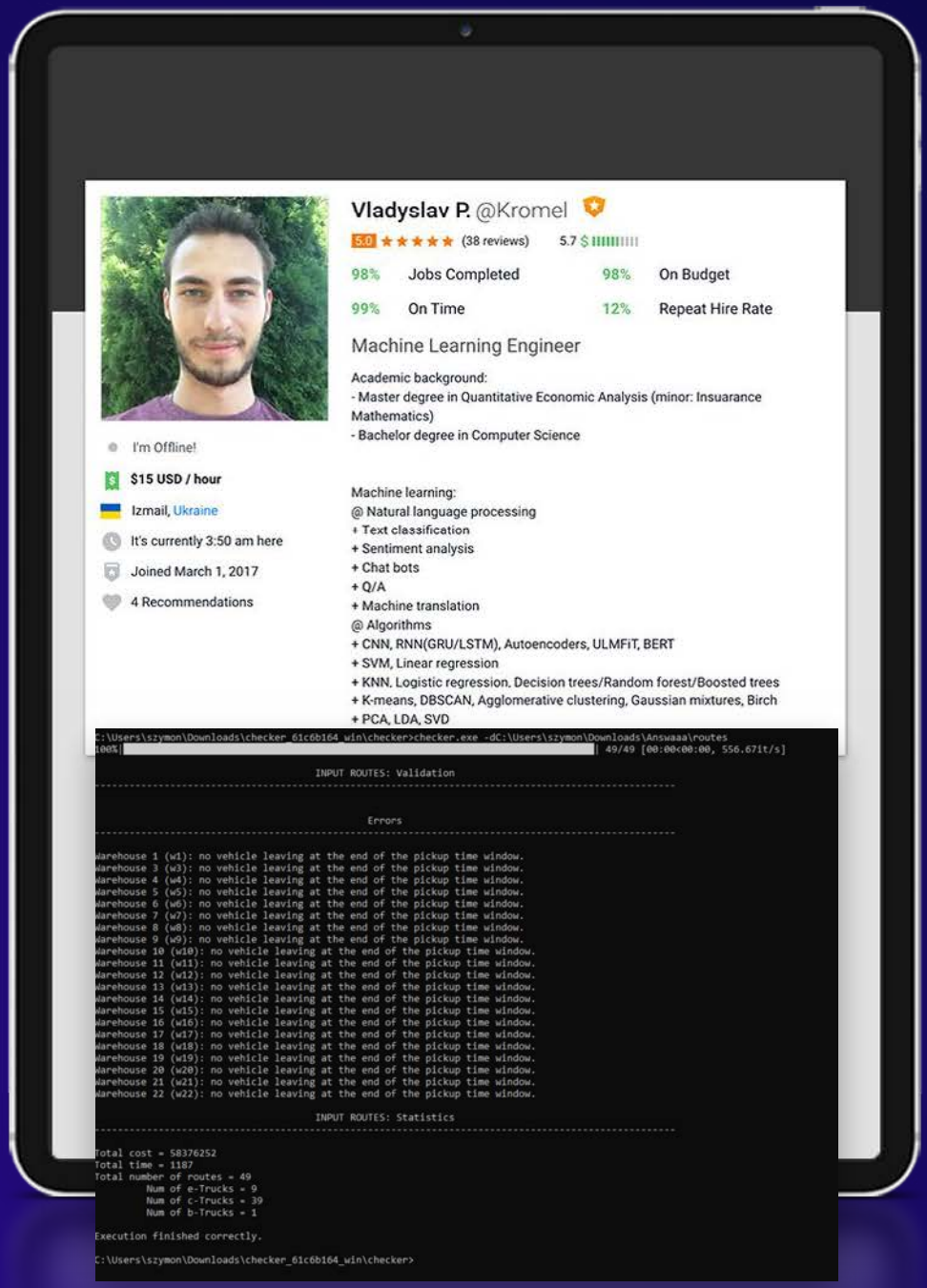
This **Combinatorial Algorithm** project cost

$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.





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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"*

NASA Tournament Lab

http://freelancer.com/nasa



* Excerpt from "Surprising results from large crowds using Micro-Purchase Challenges- using contests on freelancing communities to source innovative, impactful and cost-effective solutions" which is available for download at the Laboratory for Innovation Science at Harvard. Authored by S Tang, P. Phillips (Freelancer.com) and S. Radar, Johnson Space Center Deputy Manager, Center for Excellence in Collaborative Innovation (CoECI)
https://innovationscienceguide.org/resources/surprising-results-from-large-crowds-using-micro-purchase-challenges-using-contests-on-freelancing-communities-to-source-innovative-impactful-and-cost-effective-solutions

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This radiation shield design for NASA cost and took 15 days to make

$500 USD

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In June 2020, Freelancer.com jointly won the US$25 million **NASA Open Innovations Series 2** tender.



National Aeronautics and
Space Administration
Lyndon B. Johnson Space Center
2101 NASA Parkway
Houston, Texas 77058-3696

June 1, 2020

Reply to Attn of: BH4-20-085

Freelancer International Pty Limited
ATTN: Robert Matthew Barrie, CEO
Level 20, 680 George St
Sydney NSW 2000
Australia

Subject: RFP 80JSC020R0030, Source Selection Notification, NASA Open Innovation Services 2 (NOIS2)

Congratulations on your selection for award of the NOIS2 Contract. A copy of the source selection statement that describes the basis for this selection is enclosed.

A Post-award Conference will be conducted in the near future to present the overall contract requirements and to introduce the team members. NASA will contact you regarding a date and an agenda for the conference.

If you would like to request a Post-award Debriefing, please contact the undersigned in writing within 3 days after receipt of this notice. Written requests should be sent electronically via email to [redacted] If a timely request is not received, a debriefing may not be provided. If a debriefing is requested, please include a list of attendees (name, title, and company). Please limit the number of your team's representatives to no more than six (6) attendees. It is the Government's goal for the debriefing to occur within five days after receipt of a written request. The rules governing Post-award Debriefings are described in FAR 15.506, *Post-award debriefing of offerors*.

One electronic copy of your proposal will be retained in the permanent contract file, and all remaining copies will be destroyed.

If you have any questions regarding the content of this letter, please contact the undersigned at [redacted]

[redacted]

Enclosure
NOIS2, Source Selection Statement

First challenge won: ***No-outage testing of hydropower generation transformers*** for the US Bureau of Reclamation valued at US$365,000 - launch in 2021.



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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.



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U.S. DEPARTMENT OF ENERGY

MANUFACTURING INNOVATOR CHALLENGE

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

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AIRBUS

AEROSPACE CHALLENGES

Airbus and Freelancer.com have teamed up to help crowdsource innovations in the global aerospace sector.

http://www.freelancer.com/airbus





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novo nordisk®

INNOVATION CHALLENGES

Novo Nordisk and Freelancer.com have teamed up to help crowdsource solutions to **defeat diabetes** and other serious chronic conditions.

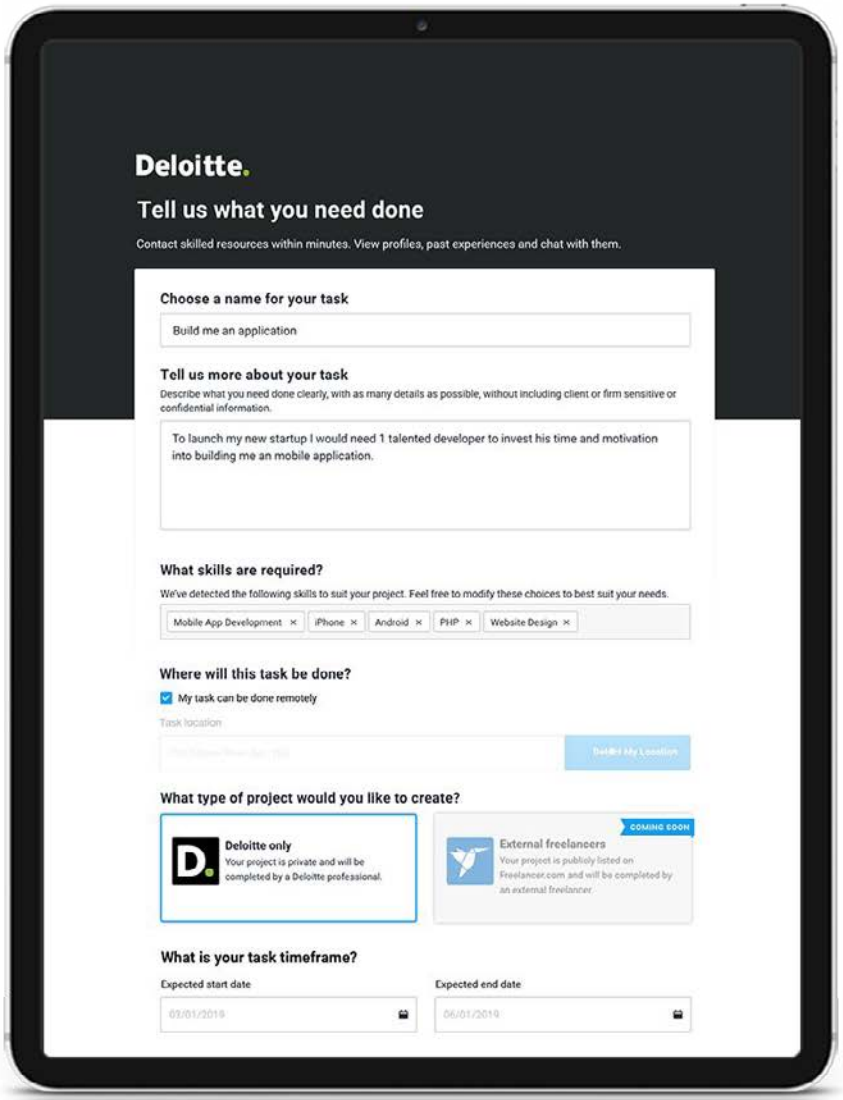
http://www.freelancer.com/novo-nordisk



Deloitte.

Deloitte MyGigs

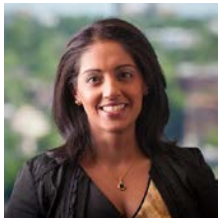
- Enables Deloitte consultants globally to more efficiently match skills set with opportunities
- Provides greater visibility into projects and resource needs
- Over 20,000 consultants onboarded and 100,000 hours posted
- Expanding to over 50,000 users
- Deloitte's goal: 20% of all US consulting projects through MyGigs



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Deloitte.

"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

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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

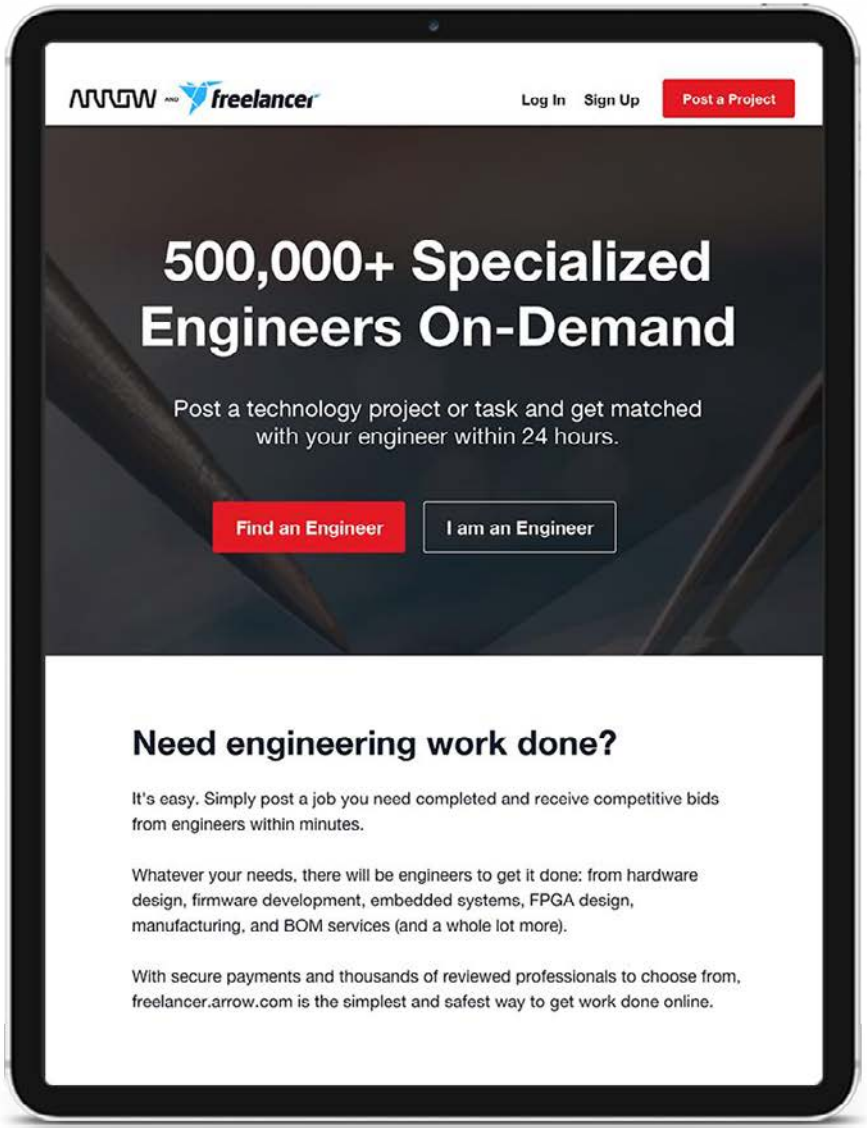
ArrowPlus powered by Freelancer solves technology problems spanning consumer electronics, transportation, healthcare, industrial, Internet of Things (IoT), telecommunications, biomedical, cloud security, firmware, hardware, and connected products.



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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



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ARROW AND freelancer



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/

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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.
https://innovationscienceguide.org/resources/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).

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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.

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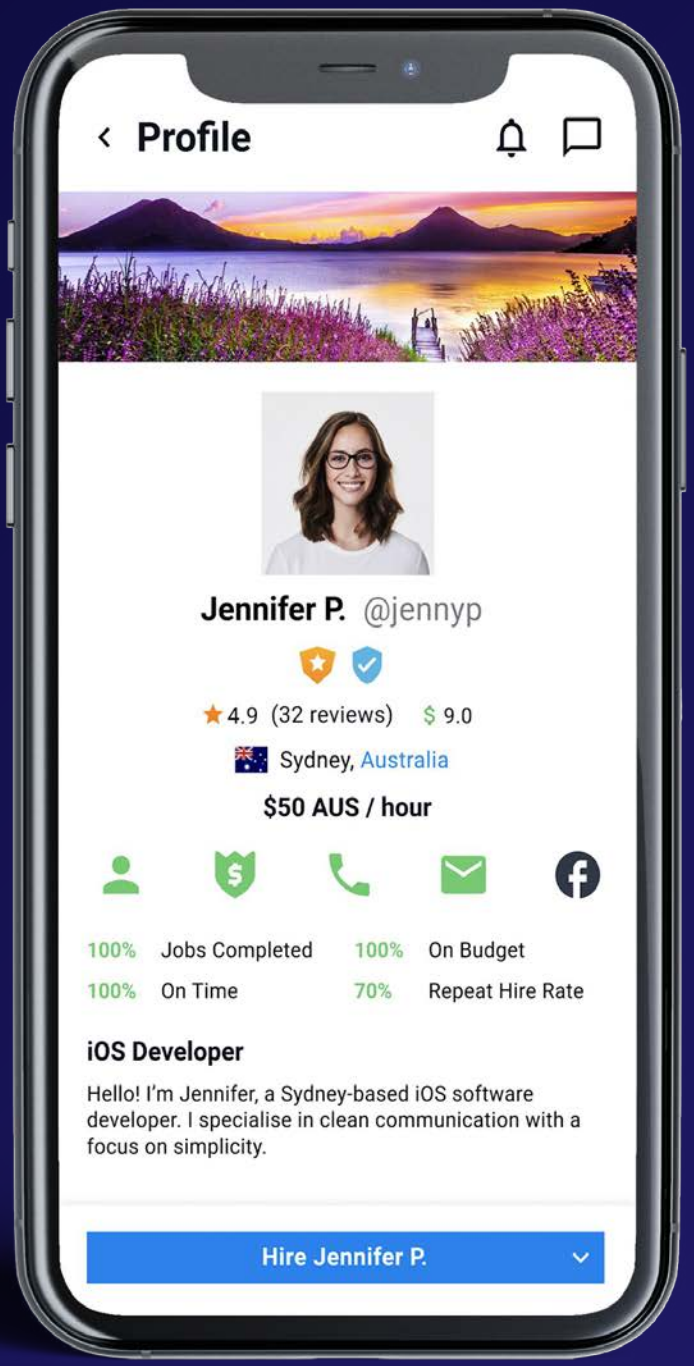
Mobile 2.0

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



freelancer

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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.

Recruiter • Preferred Freelancer Program

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

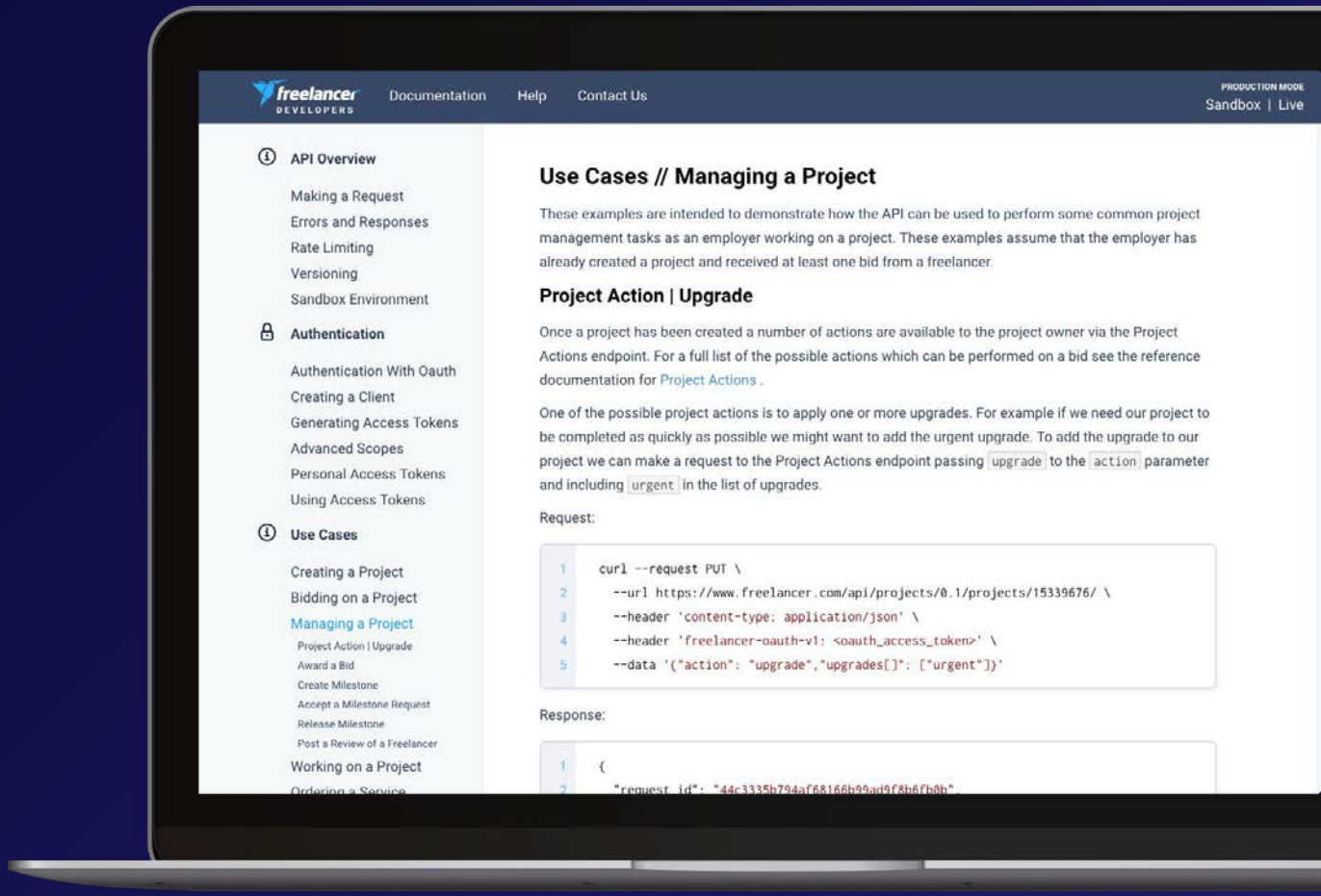


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Freelancer API

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.

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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.

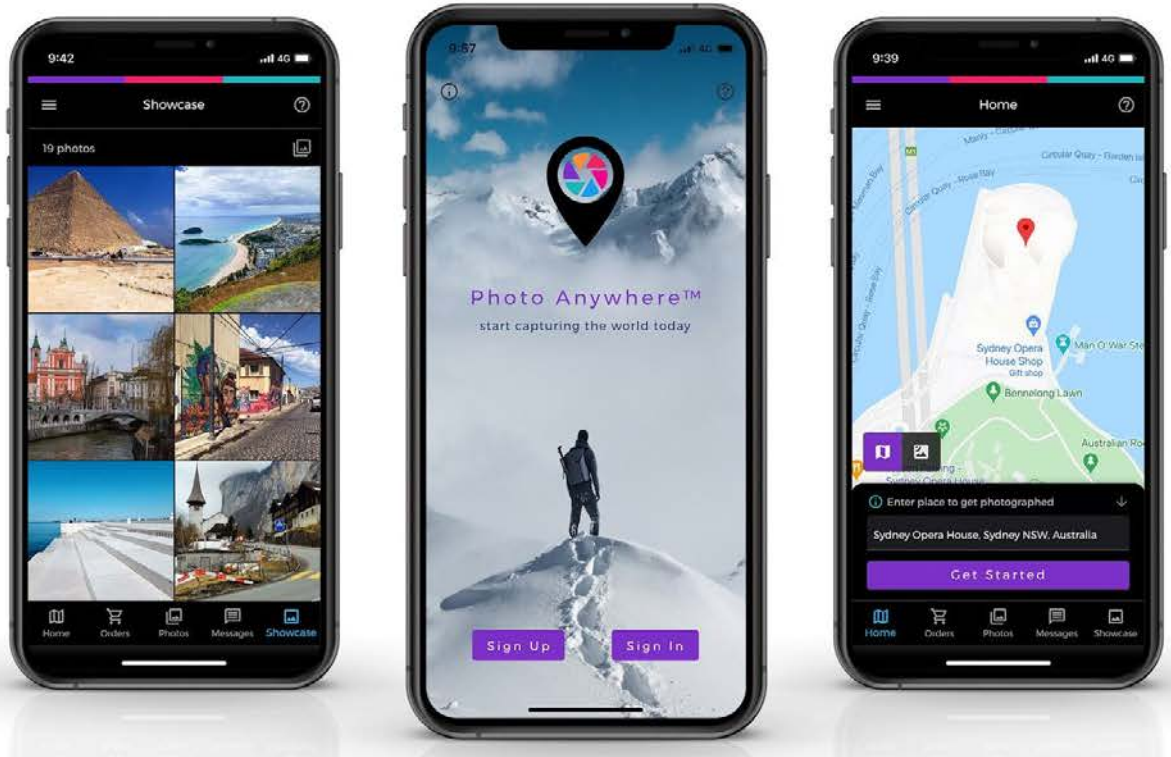
Ecommerce
Get photos taken and QA before you buy online.

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..



Available on the App Store

Get it on Google play

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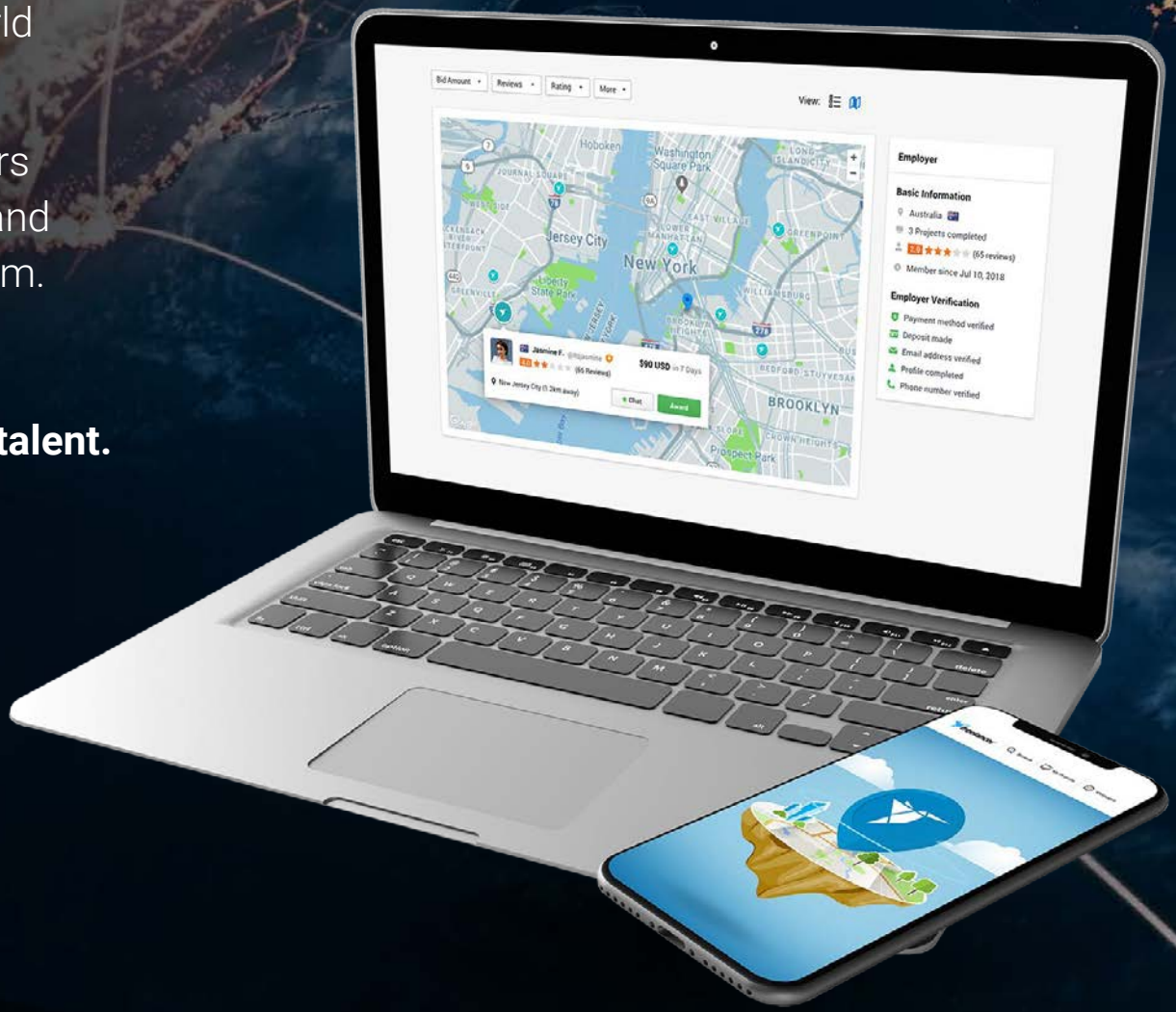
Freelancer Global Fleet

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



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Senior Management Team | Freelancer

Specialists in growth, finance, operations, infrastructure, international execution, compliance and engineering



Neil Katz
Chief Financial Officer
B Com (Hons) ACA
EPGC (Stanford)

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 Boyton
A/Vice President, Engineering
BE (Software)
BSc (Maths), PhD (Formal verification)

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.



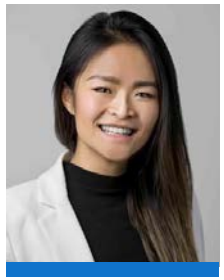
Adam Byrnes
Vice President, Product & Growth
BE (Electrical) (Hons I) / BSc (Adv) (Physics)

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
Director, Compliance
B Com, Dip Law (LPAB)

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
Vice President, Enterprise
MSc / MA (Wien) MA BCom (Queens)

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
Vice President, International
JD (University of Buenos Aires) / MBA (Pittsburgh) / Marketing Diploma (FAECC, Argentina)

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.



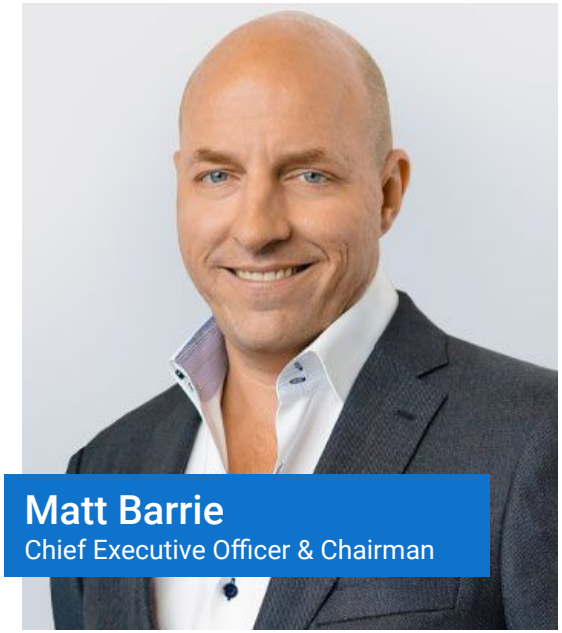
Laurent Goudet
Chief Technology Officer
BSc (Mathematics and Computer Science) (Honours) / MSc (Embedded Systems) (Honours)

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.

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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 MAppFin 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:SYMC) in October 2008 in one of Australia's largest ever technology acquisitions.

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2019/2020 Awards | Freelancer.com

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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

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



Official Webby Honoree

Best Employment Website

24th Annual Webby Awards 2020



Silver Stevie

Award for Innovative Management in Technology Industry

The Asia-Pacific Stevie 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

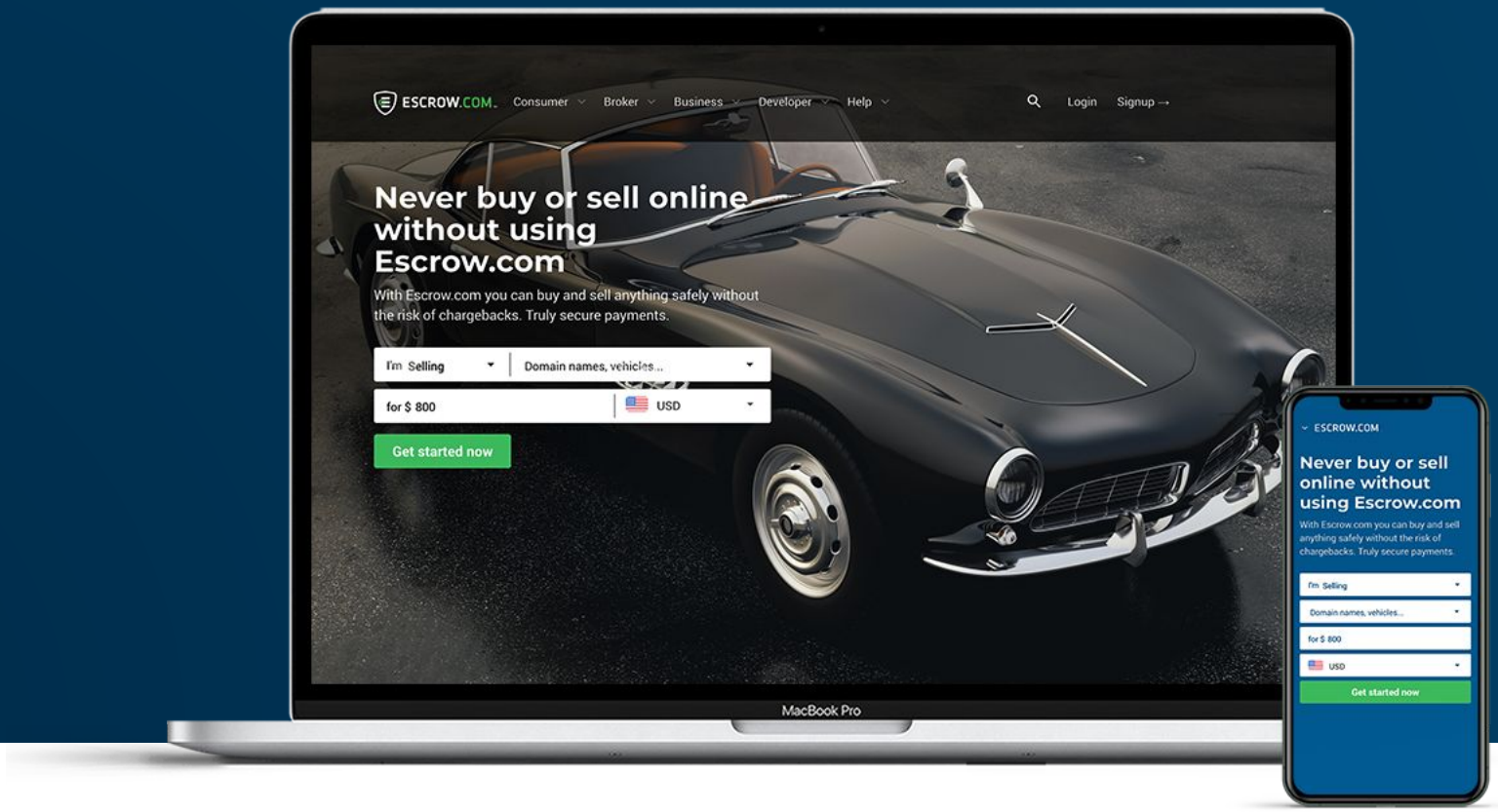
Most Innovative Communications Professional of The Year : Helma Kusuma

The Asia-Pacific Stevie Awards 2020

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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

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CARS



BOATS



AIRPLANES



MOTORCYCLES



DOMAINS



COLLECTIBLES



COMPUTERS, TV & HIFI



MACHINERY & ROBOTICS



ANTIQUES



NETWORK EQUIPMENT



GEMSTONES & JEWELRY



GENERAL MERCHANDISE



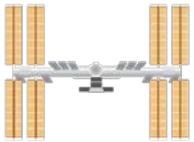
HEAVY EQUIPMENT



INTELLECTUAL PROPERTY



IMPORT/EXPORT



SPACE STATION DEPOSITS



BUSINESS ASSETS



SERVICES & CONTRACTORS



WEBSITES



ELECTRONICS

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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



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Aerocruiser 1100 hovercraft securely sold through Escrow.com



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Piper PA-23-250 Aztec F securely sold through Escrow.com



2012 Ferrari Scaglietti securely sold through Escrow.com



2004 Fountain 38 LX securely sold through Escrow.com

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Escrow.com Economy



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.

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Escrow.com

The only licensed, bonded & audited secure online solution that protects both the buyer and the seller with a simple 5-step trust process



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.

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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.

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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.

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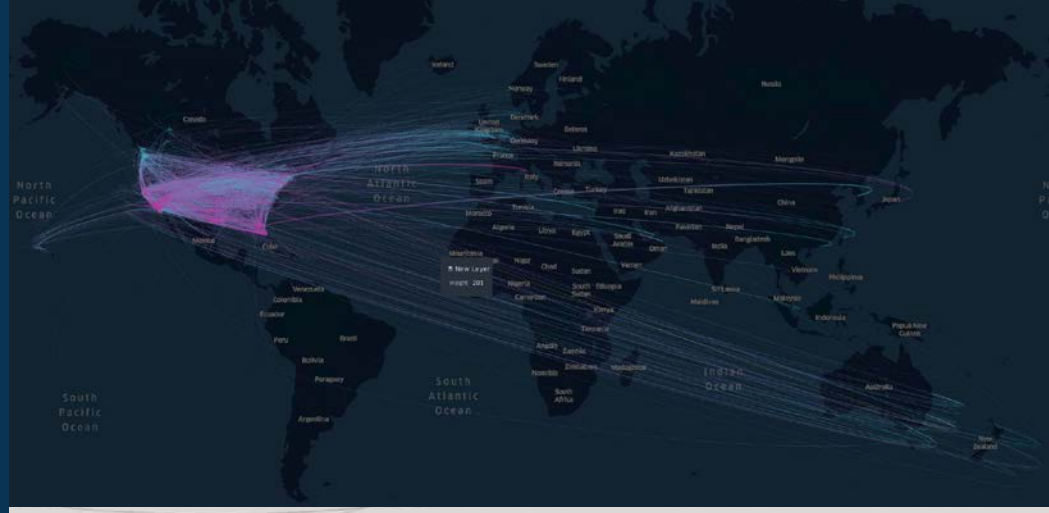
Escrow.com solves trust problem

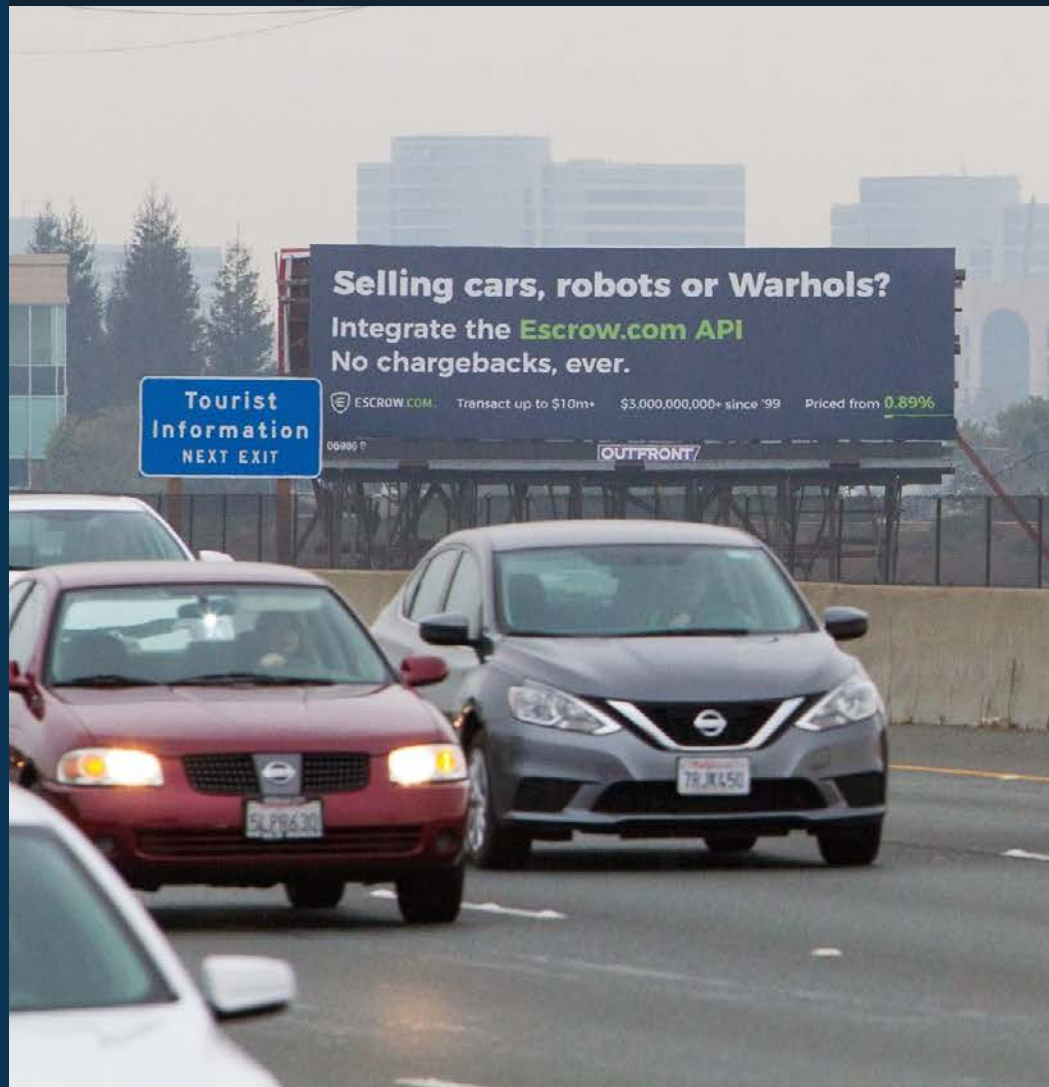
- Buyer & seller have to physically meet to transact
- Seller accepting cards has to risk charge backs
- Buyer using cash or wire has to risk delivering cash safely and trust the seller to deliver a vehicle in good standing

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





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eBay Motors listings in the United States

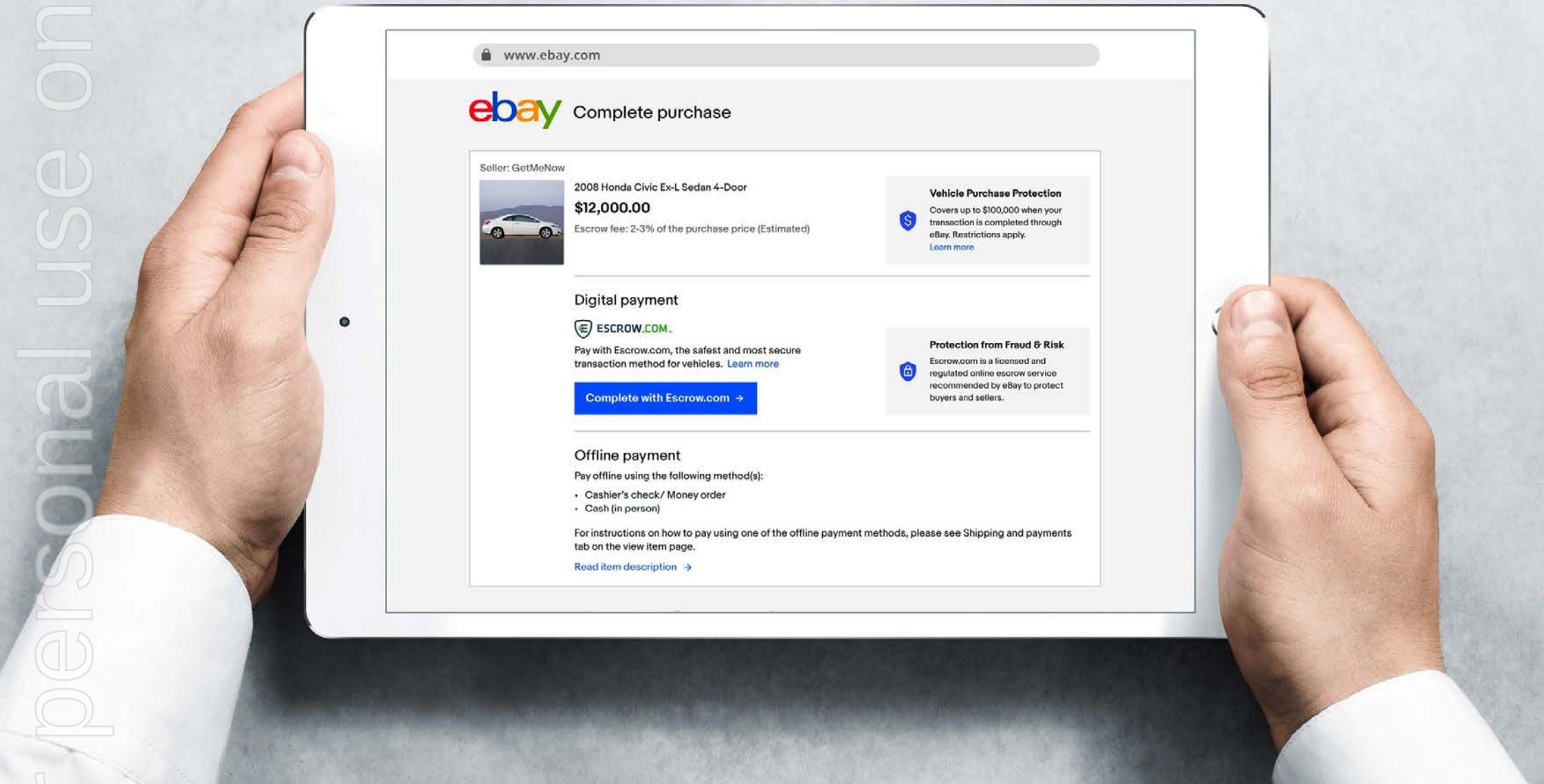


ebay
MOTORS

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ESCROW.COM™ + ebay™ MOTORS

Escrow.com is the only online payment method for eBay Motors listings in the United States



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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.



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ebay

eBay Watches has selected Escrow.com as the recommend payment provider for their new Authenticity Guarantee service.



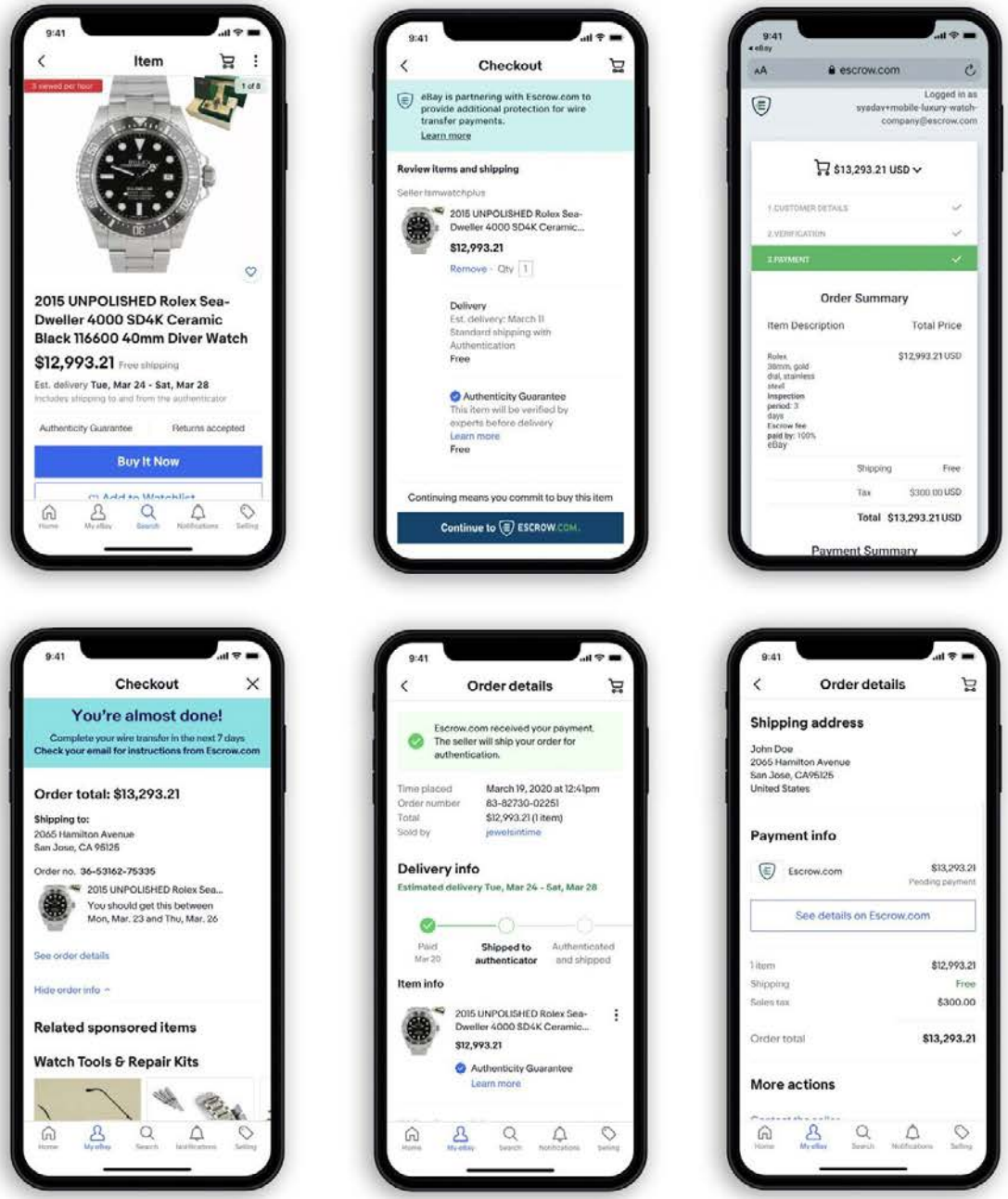
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ESCROW.COM™

+

ebay™

eBay Watches has selected Escrow.com as the recommended payment provider for their new Authenticity Guarantee service.





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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

For personal use only

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



ESCROW.COM

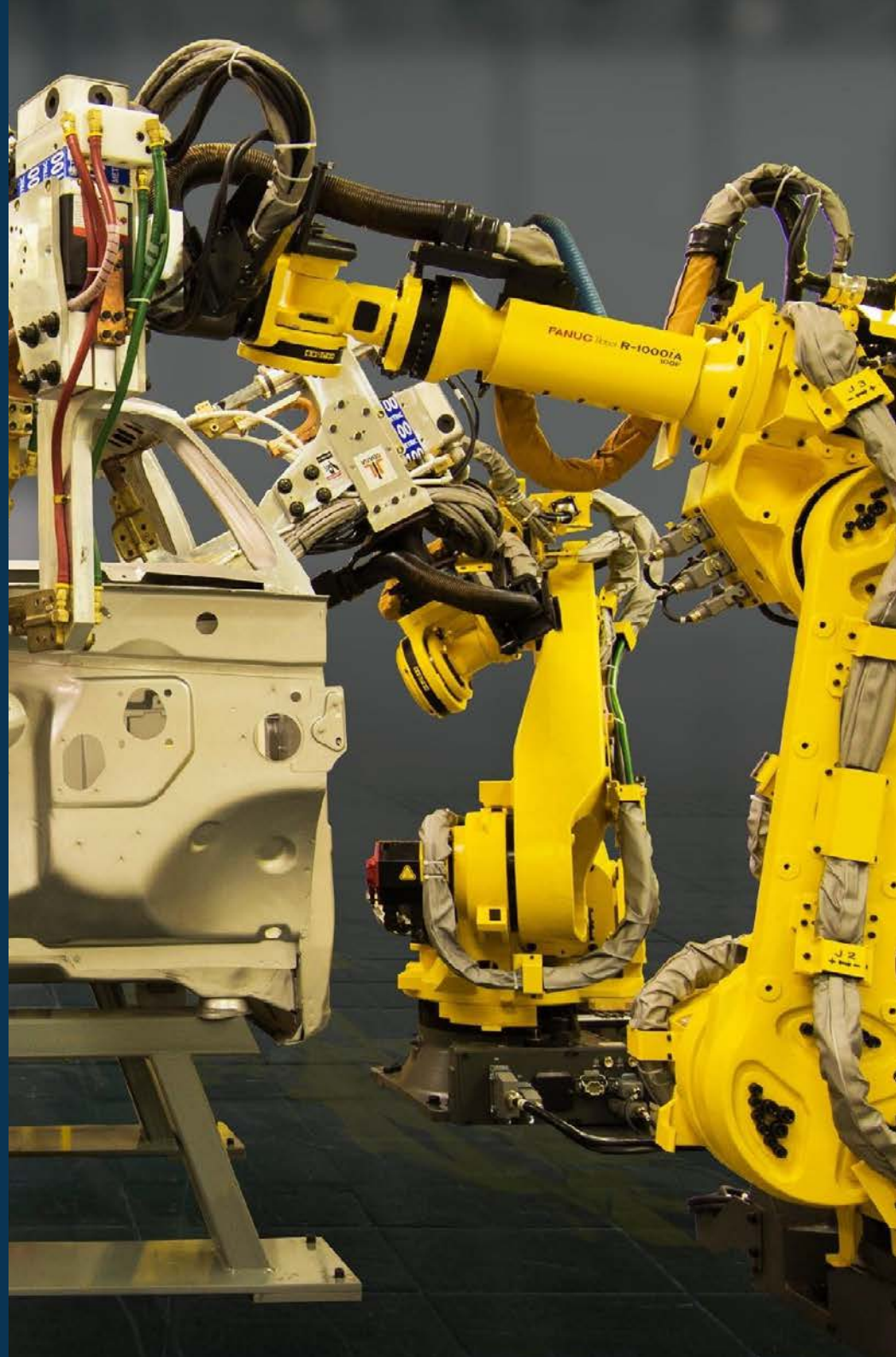
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Industrial, network, construction & heavy equipment sold through Escrow.com

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



FANUC M710iC Industrial Robots securely sold through Escrow.com

ESCROW.COM

personal use only

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



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



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Personal use only

UBER.COM

SNAPCHAT.COM

SPACEX.COM

TWITTER.COM

INSTAGRAM.COM

FREELANCER.COM

GMAIL.COM

FOURSQUARE.COM

WECHAT.COM

SLACK.COM

CHROME.COM

WARRIORFORUM.COM

WORDPRESS.COM

MEDICARE.COM

LOTTOLAND.COM

DATING.COM

AWS.COM, PRIME.COM

OUTLOOK.COM

FASHION.COM

INTERNETBRANDS.COM

CENTURION.COM

HULU.COM

ORBITZ.COM

UPWORK.COM

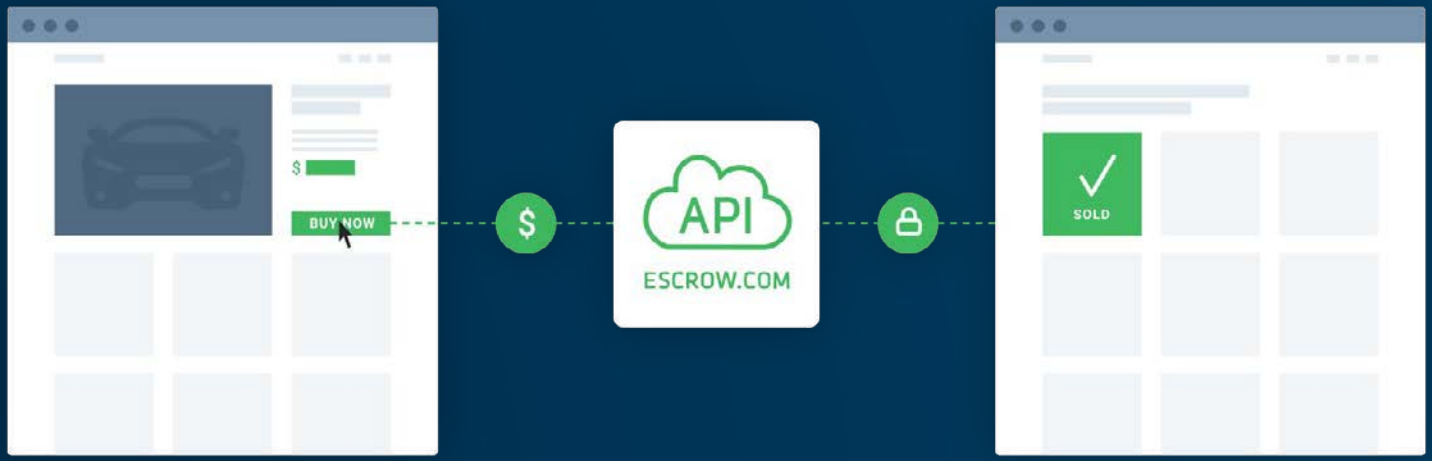
All these domains, and tens of thousands more sold through Escrow.com

Escrow.com is where the Internet is bought and sold

ESCROW.COM

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 your 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.

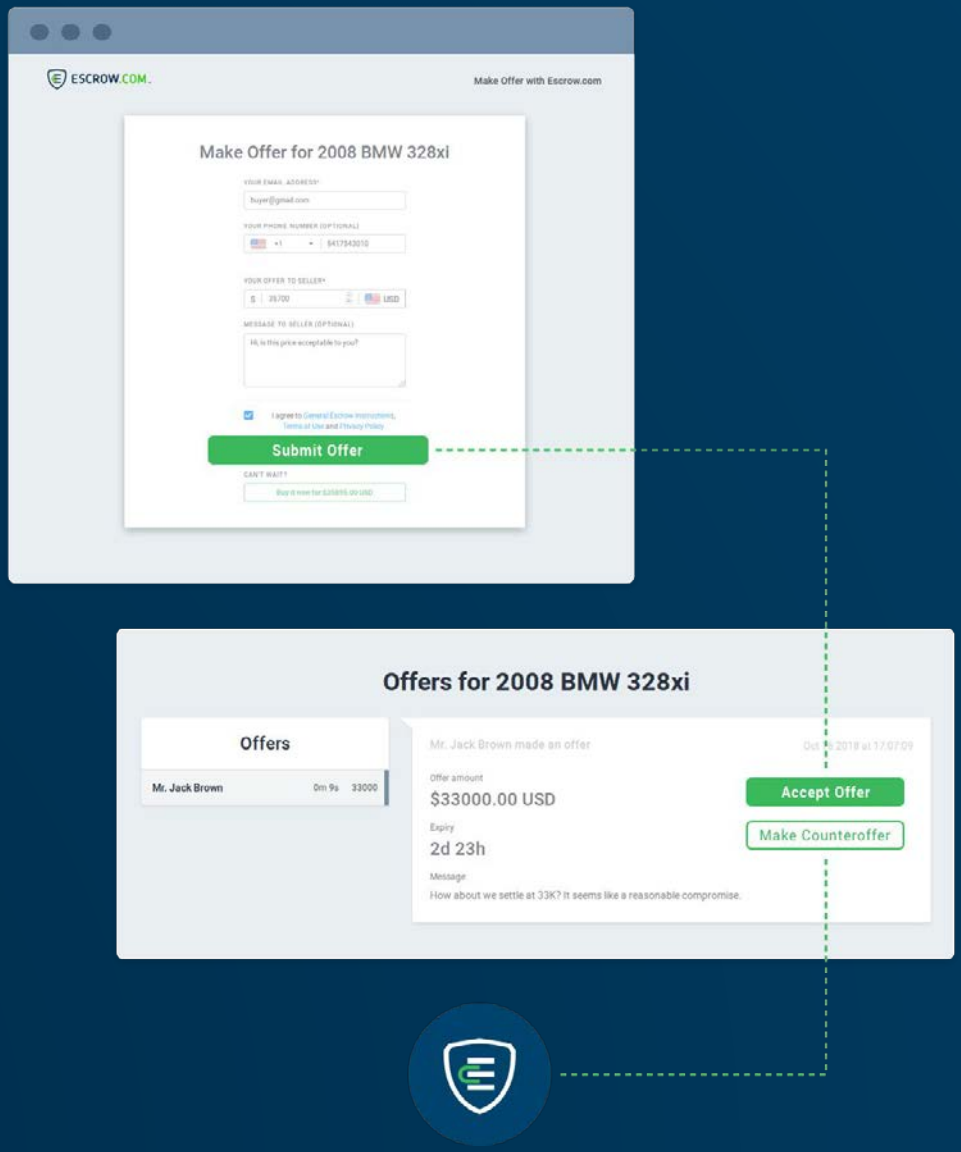
Developers First

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!

personal use only

ESCROW Offer

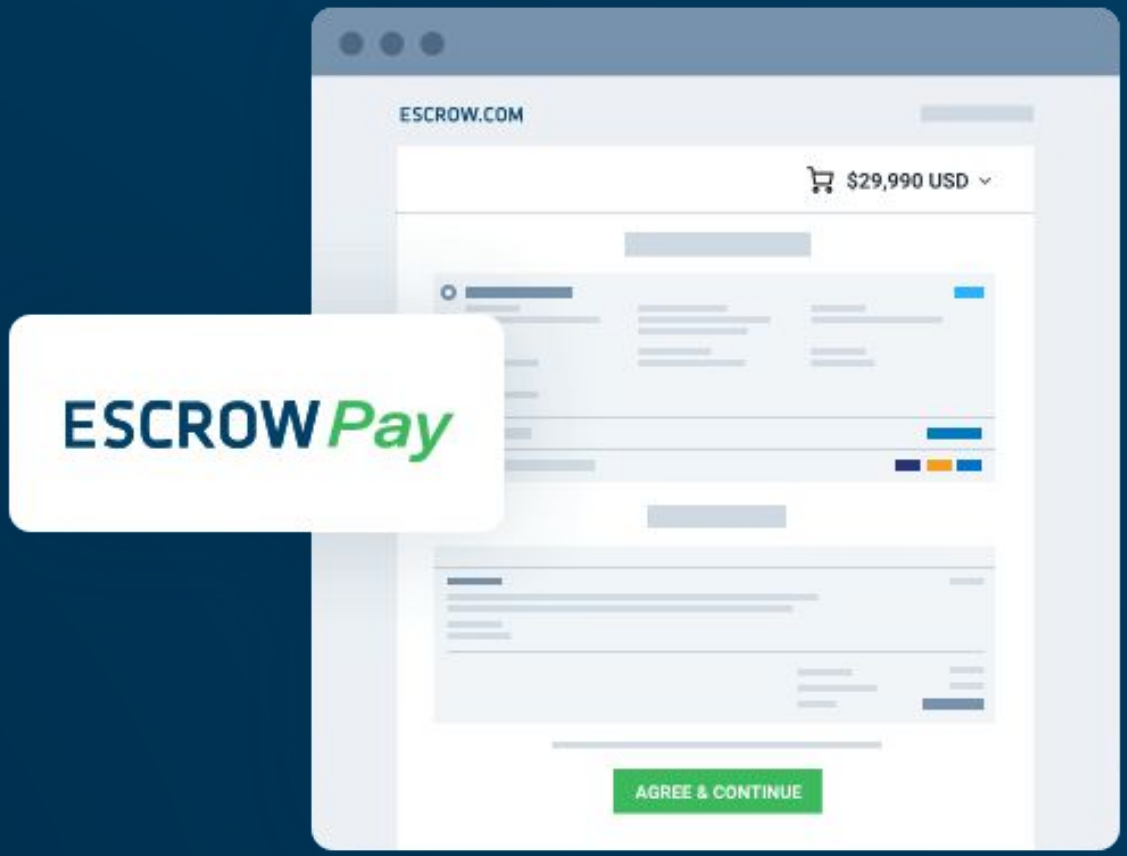
Escrow Offer empowers buyers and sellers to negotiate a price for domain names, cars, boats, aircraft or any high-value item online.



personal use only

ESCROW Pay

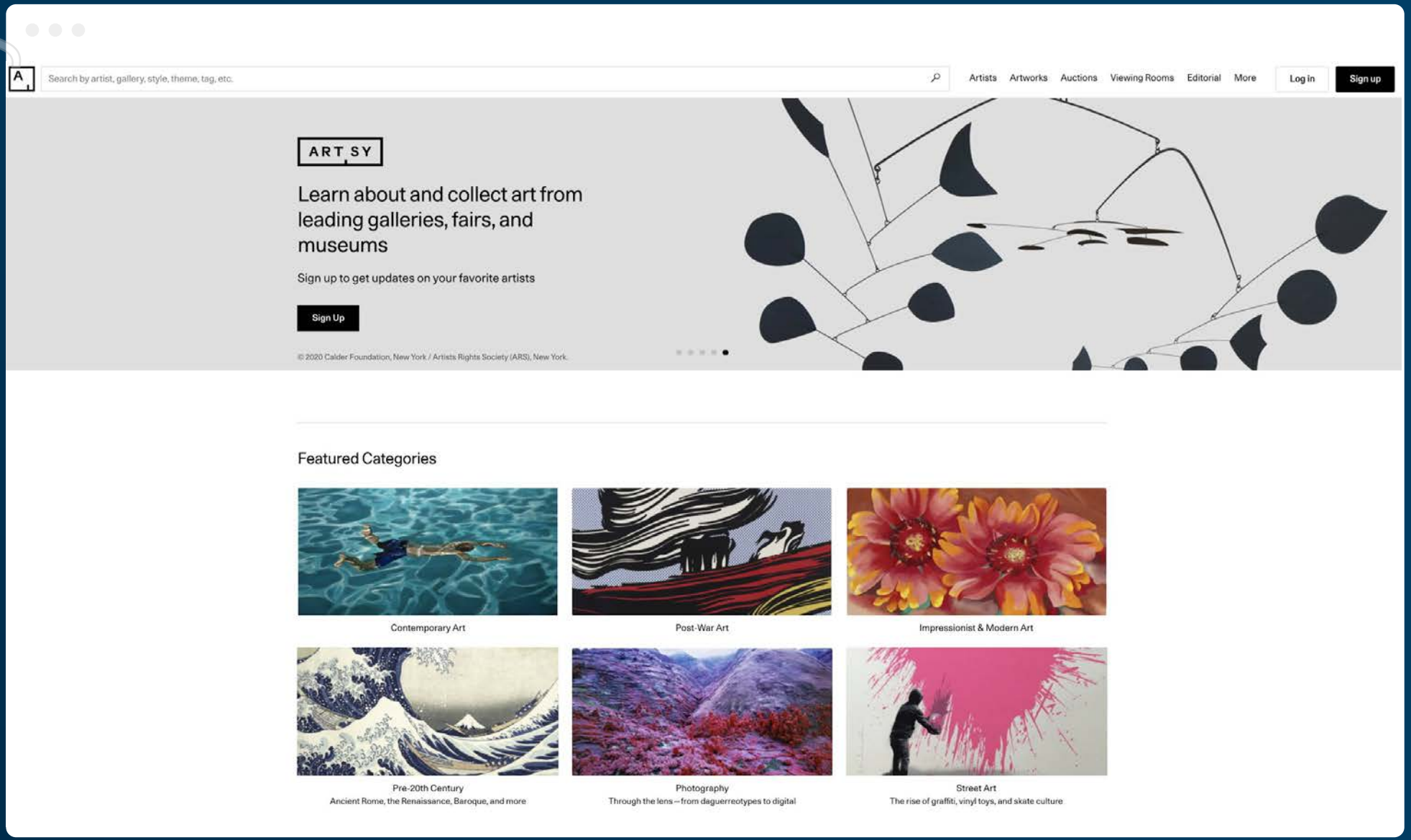
Secure online payment processing for cars, boats, airplanes, domains & anything of value, in one line of code.



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Artsy

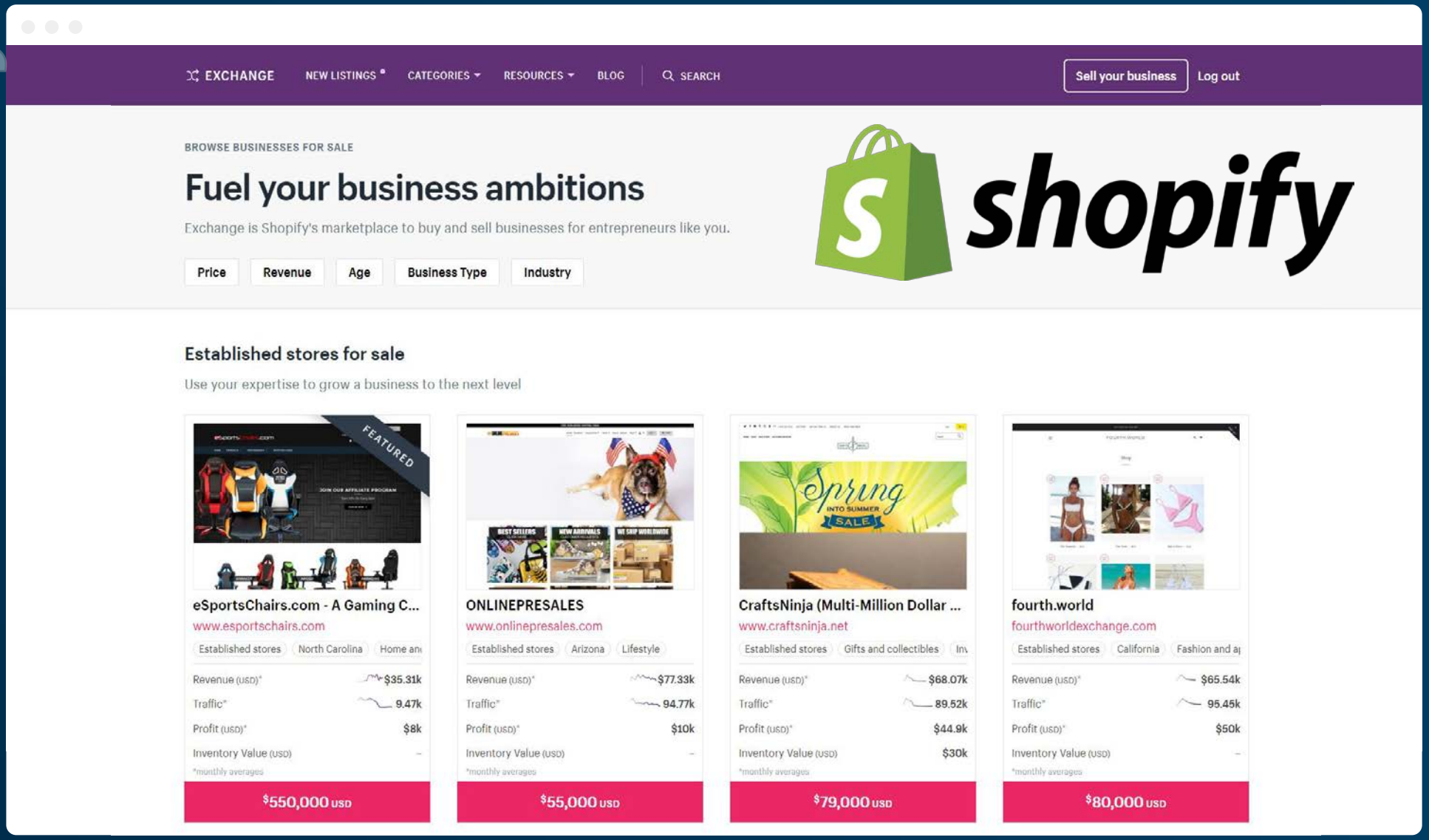
Escrow.com powers galleries, fairs, and institutional partners of Artsy's Fine Art Marketplace



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Shopify Exchange

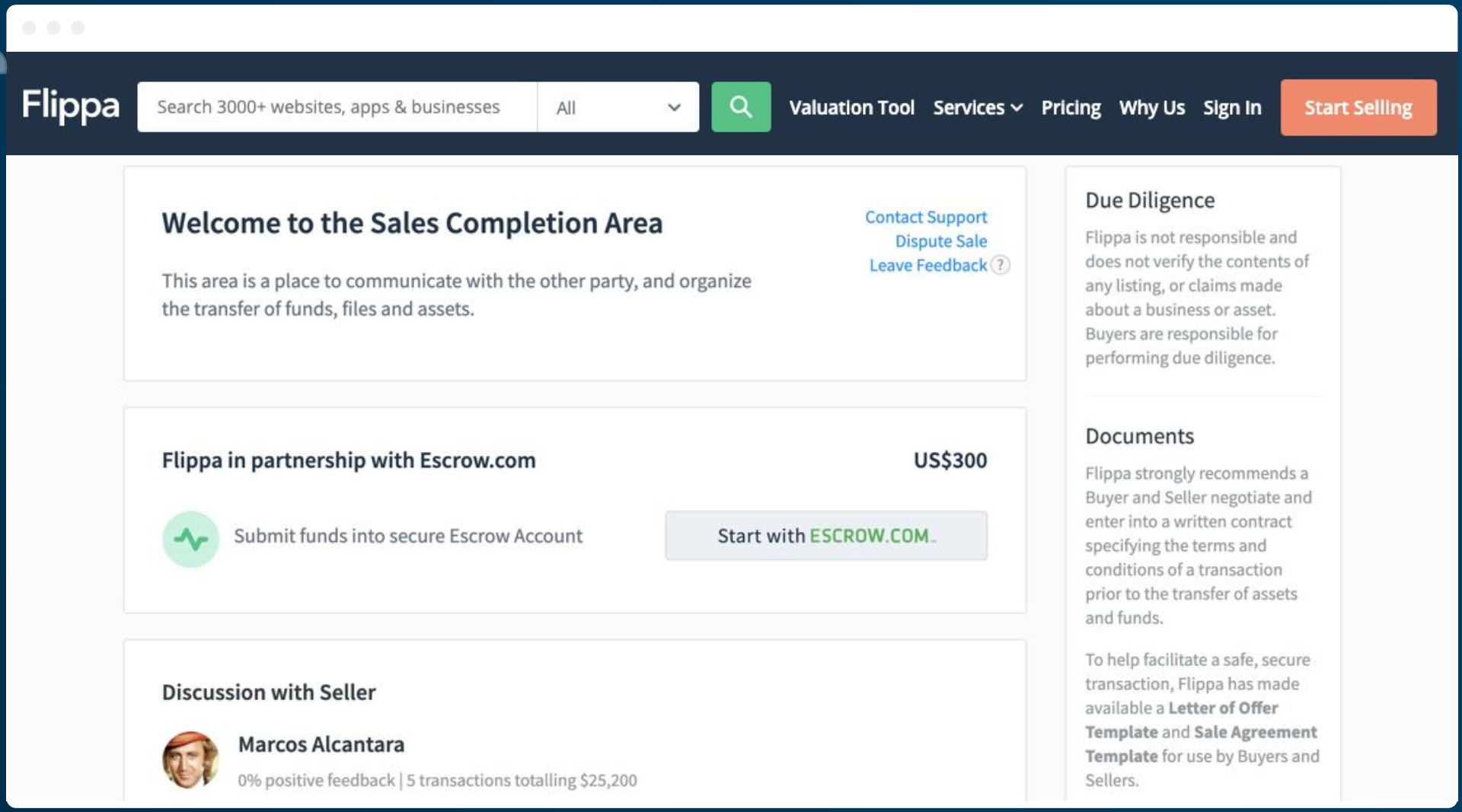
Escrow.com is the only payment method for Shopify's marketplace of stores



personal use only

Flippa.com uses Escrow.com to buy & sell businesses

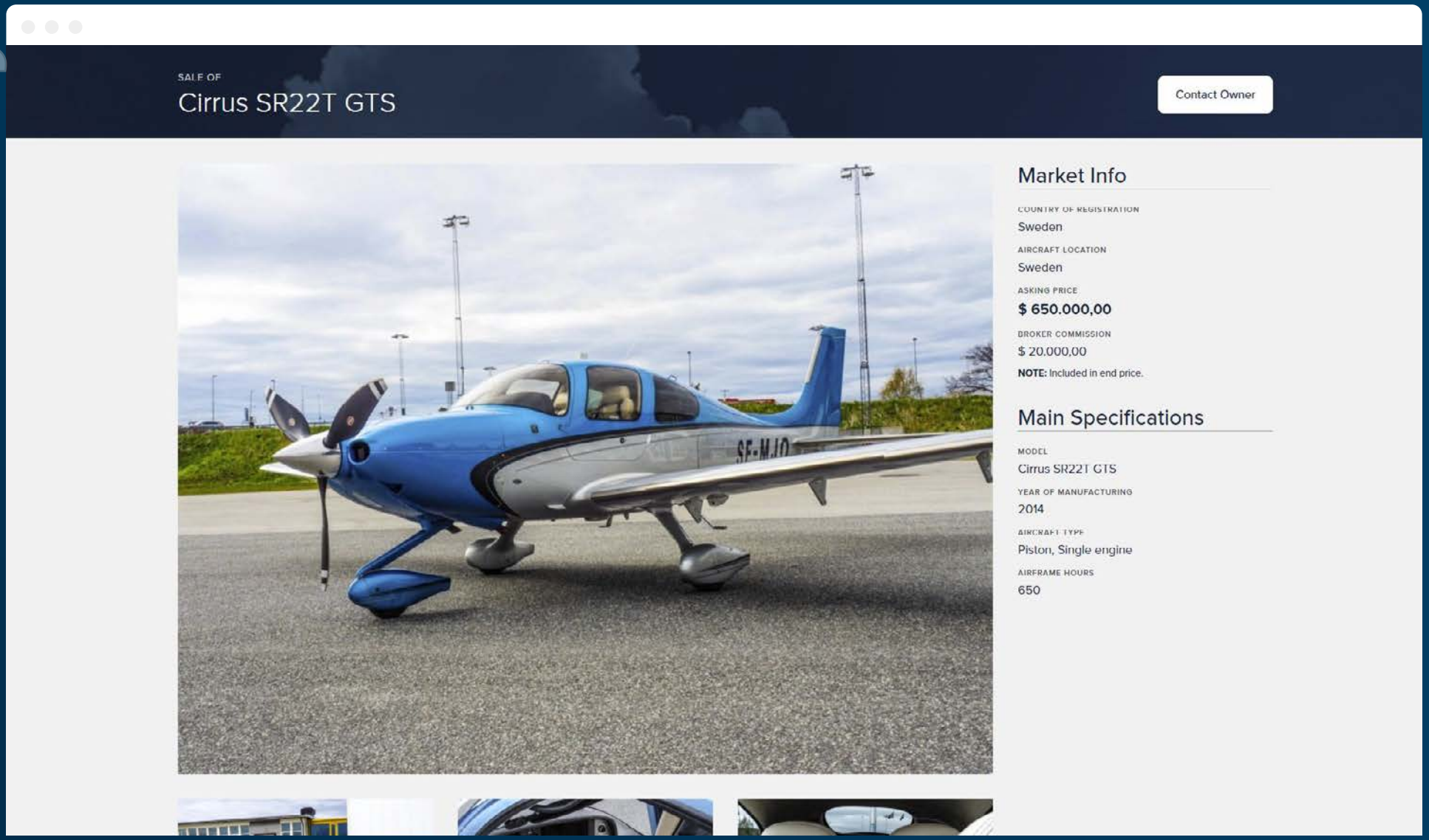
One of the largest platform to buy and sell online businesses securely with Escrow.com



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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



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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)



Orion Span

Arturas Kerelis
@arturaskerelis
Follow

I joined the waitlist to stay in a space hotel with @OrionSpan and @frankbunger!

1	Orion Span Deposit Escrow Deposit for future stay aboard Orion Span's Space Station	1	[redacted]

Subtotal [redacted]

Total [redacted]

Transaction ID: 3874462

Terms

Transaction #:	3874462
Escrow #:	0
Transaction Title:	Ecart transaction
Buyer:	Arturas Kerelis (arturaskerelis@gmail.com)
Seller:	Orion Span, Inc.

8:41 AM - 6 Apr 2018

5 Retweets 22 Likes

1 5 22

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ESCROW.COM

Senior Management Team | Escrow

Specialists in payments, finance, operations, infrastructure, international, growth, compliance and engineering



Matt Barrie
Chief Executive
BE (Hons I) BSc (Hons I) GDipAppFin MAppFin 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).



Neil Katz
Chief Financial Officer
BCom (Hons) ACA EPGC (Stanford)

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
Director, Compliance
B Com, Dip Law (LPAB)

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
Director of Legal and Compliance
LLB (hons) Law United Kingdom

Raffaela Maiorano is Director, Legal & Compliance at Freelancer and responsible for the legal and compliance functions of the Company. Raff 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).



Jackson Elsegood
General Manager
BCom CA

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.



Christopher Wong
Director of Product
BSc

Chris is responsible for overseeing engineering, account management and business operations, working with key stakeholders and ensuring timely and proper execution of goals across the business. Chris also acts as the Product Lead for Payments, Trust and Safety group at Freelancer.com. Before joining Freelancer, Chris has worked in product within payments at Bambora as well as eCommerce industry at Next Commerce as their Head of Product. He holds a Bachelor of Science in Information Systems from the University of Sydney.



Chris Weir
Commercial Manager UK / Europe
BA

Chris Weir is responsible for managing the operations and strategic development of Escrow.com in the UK and Europe. Chris brings over 15 years of experience in the European financial services firstly with Trayport, ITRS and Tullett Prebon Information; where he has shown his passion for building partnerships and delivering clients projects across multiple asset-classes/markets. Chris is a member of the Chartered Institute for Securities & Investments and holds a bachelor's degree from the University of Reading, UK.

Confidential

Awards | Escrow.com



Gold Stevie
Company of the Year - Financial Services - Small

The International Business Stevie Awards 2020



Bronze Stevie
Most Innovative Company of the Year - Up to 100 Employees

The International Business Stevie Awards 2020



Company of the Year: for Financial Services - Small

The International Business Stevie Awards 2019



FinTech Solution

The International Business Stevie Awards 2019



Gold Stevie
Company of the Year: Financial Services - Small

The International Business Stevie Awards 2018



Bronze Stevie
Financial Services

The International Business Stevie Awards 2018



BBB Torch Award
Ethics

Better Business Bureau Torch Awards 2017



Bronze Stevie
Financial Services Company of The Year

The International Business Stevie Awards 2016



Export of the Year Award
NSW iAwards

Premier's NSW Export Awards 2016



Honorable Mention
X-Factor Award

Anthill Cool Company Awards 2016

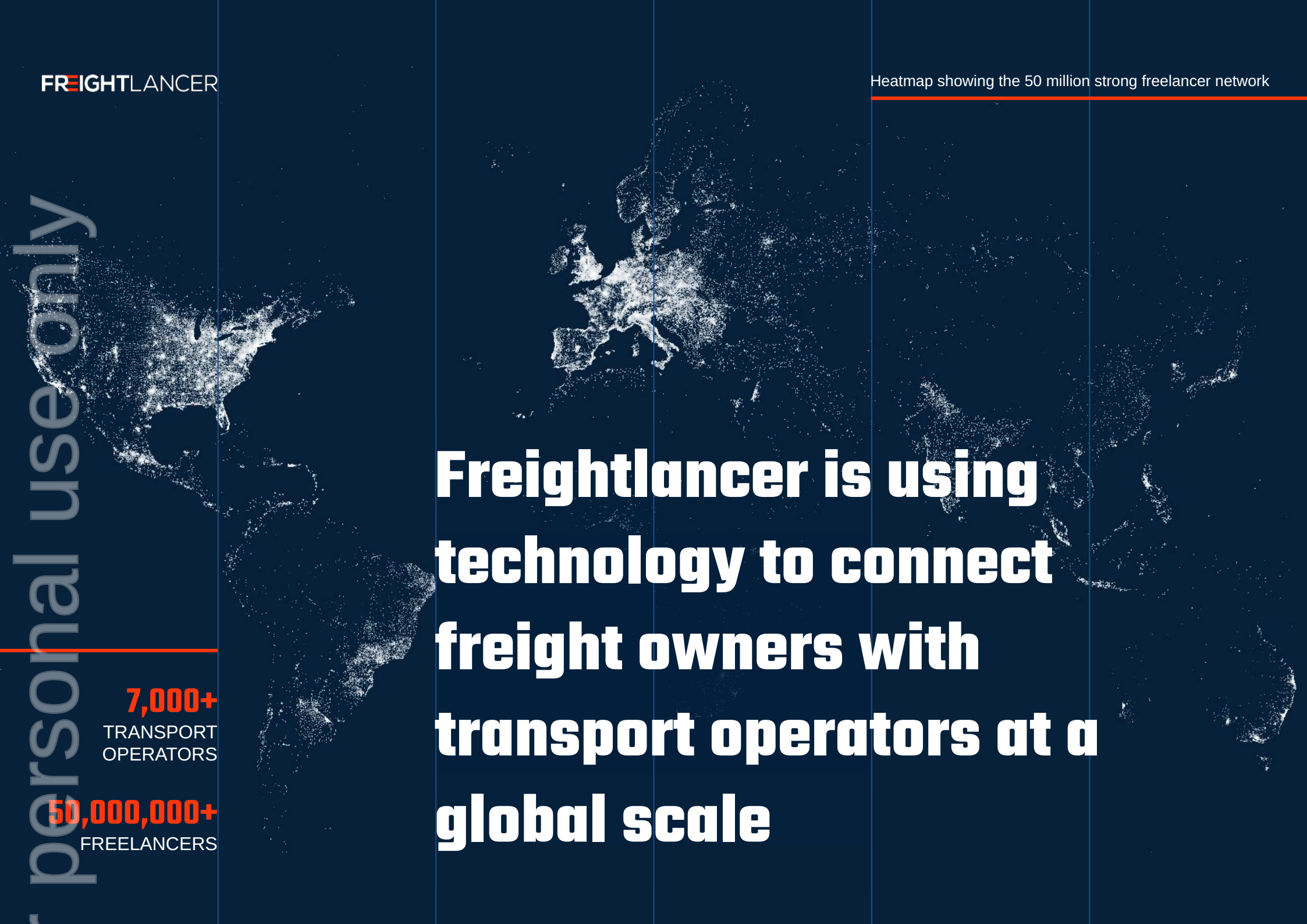
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FREIGHTLANCER

Heatmap showing the 50 million strong freelancer network



Freightlancer is using technology to connect freight owners with transport operators at a global scale

7,000+
TRANSPORT OPERATORS

50,000,000+
FREELANCERS

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Customers using Freightlancer

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Newcrest Mining Case Study

NEWCREST MINING LIMITED

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



CAT 785 dump truck moved for Newcrest using Freightlancer



B Double full load urgent hotshot moved using Freightlancer

- 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

FREIGHTLANCER

Redpath Mining Case Study

Six figures worth of freight moved in 12 months



RVD crates hotshot return load moved for Redpath using Freightlancer

- 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


Full trailer of equipment (18T) moved for Redpath using Freightlancer

FREIGHTLANCER

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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



Meyco Potenza moved for EMS using Freightlancer



CAT R1700G loader moved for EMS using Freightlancer

- 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

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JM1310 Crusher loaded for transport to the wharf for coastal shipping using Freightlancer



Road train being loaded with scrap steel, booked using Freightlancer



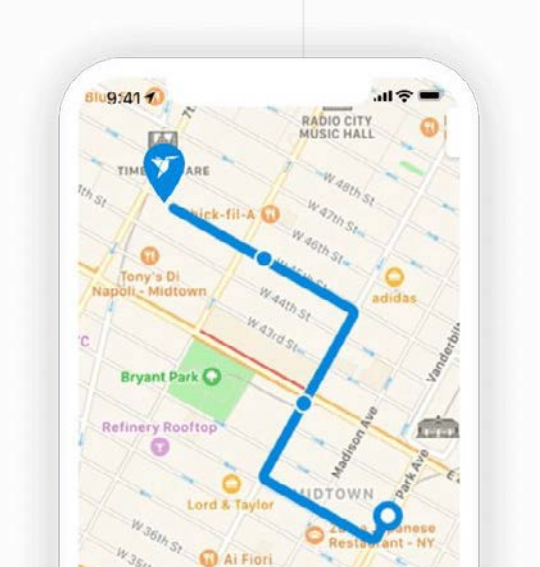
AD55 Underground truck transported from Western NSW to Perth using Freightlancer

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



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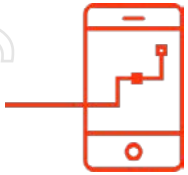
CAT 793 Body transported under pilot and police escort using Freightlancer

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

FREIGHTLANCER

Advantages of using Freightlancer



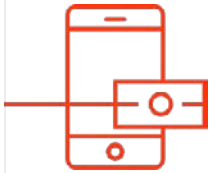
Live tracking while your cargo is on the move

We use real-time GPS load tracking to show you exactly where your load is at all times.



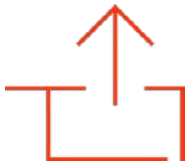
Vetted Transport Operators for compliance obligations

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

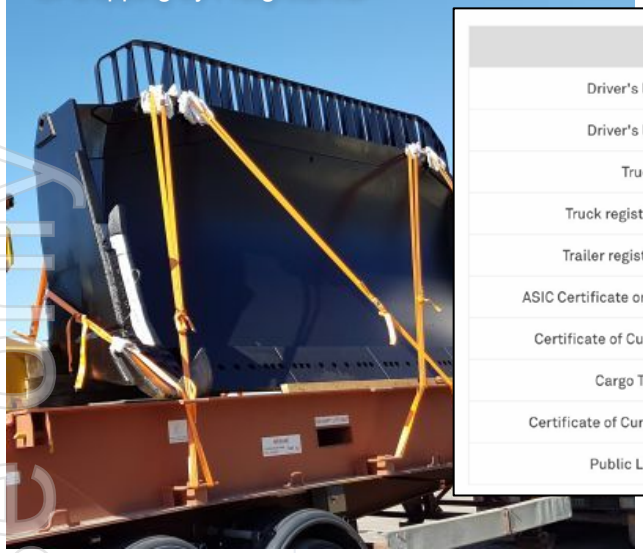
Turnkey solution for compliance obligations including Chain of Responsibility.

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D6 Blade lashed securely to a Flat rack for shipping by Freightlancer



Type	Status
Driver's license (front)	Verified
Driver's license (back)	Verified
Truck photo	Verified
Truck registration certificate	Verified
Trailer registration certificate	Verified
ASIC Certificate or ABN Registration form	Verified
Certificate of Currency - Cargo Transit	Verified
Cargo Transit policy	Verified
Certificate of Currency - Public Liability	Verified
Public Liability policy	Verified



R1700 underground loader, lashed securely for transport booked using Freightlancer

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.

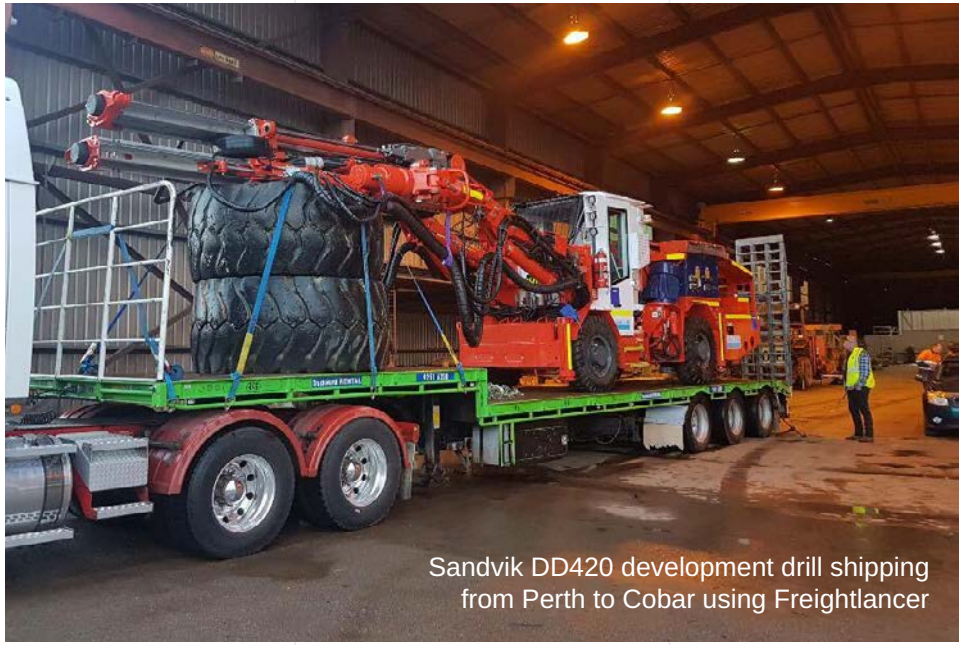
FREIGHTLANCER

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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.



Sandvik DD420 development drill shipping from Perth to Cobar using Freightlancer



125 tonne Liebherr 984C excavator shipping from the Kimberleys to Kalgoorlie using Freightlancer

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.

FREIGHTLANCER

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.



CAT Excavator moved from Contractor to Roadworks site using Freightlancer

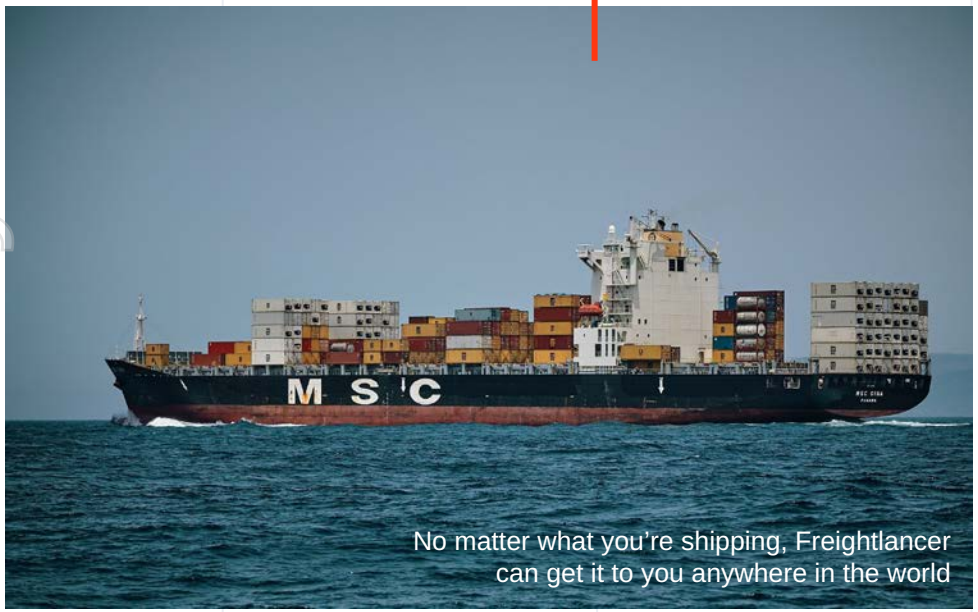


Tunnelling Drill transported from Tasmania to Sydney CBD for the Sydney Metro in a time critical, and highly planned operation. Sea freight, pilot vehicles, road closures, permits all managed by Freightlancer

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No matter what you're shipping, Freightlancer can get it to you anywhere in the world



54 tonne CAT Underground Loader delivered to Tanzania using Freightlancer

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.

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

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.

freelancer

FREIGHTLANCER

Testimonials

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"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

REDPATH



" 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

EMS GROUP

FREIGHTLANCER

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

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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.

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Global freight market is massive

US $6,537 Billion
GLOBAL LOGISTICS MARKET (2025)[1]

41,000~
BUSINESSES

213,590 Million
TONNES MOVED PER YEAR

50,000+
MERCHANT SHIPS WORLDWIDE

17,000,000,000
KILOMETERS TRAVELLED PER ANNUM

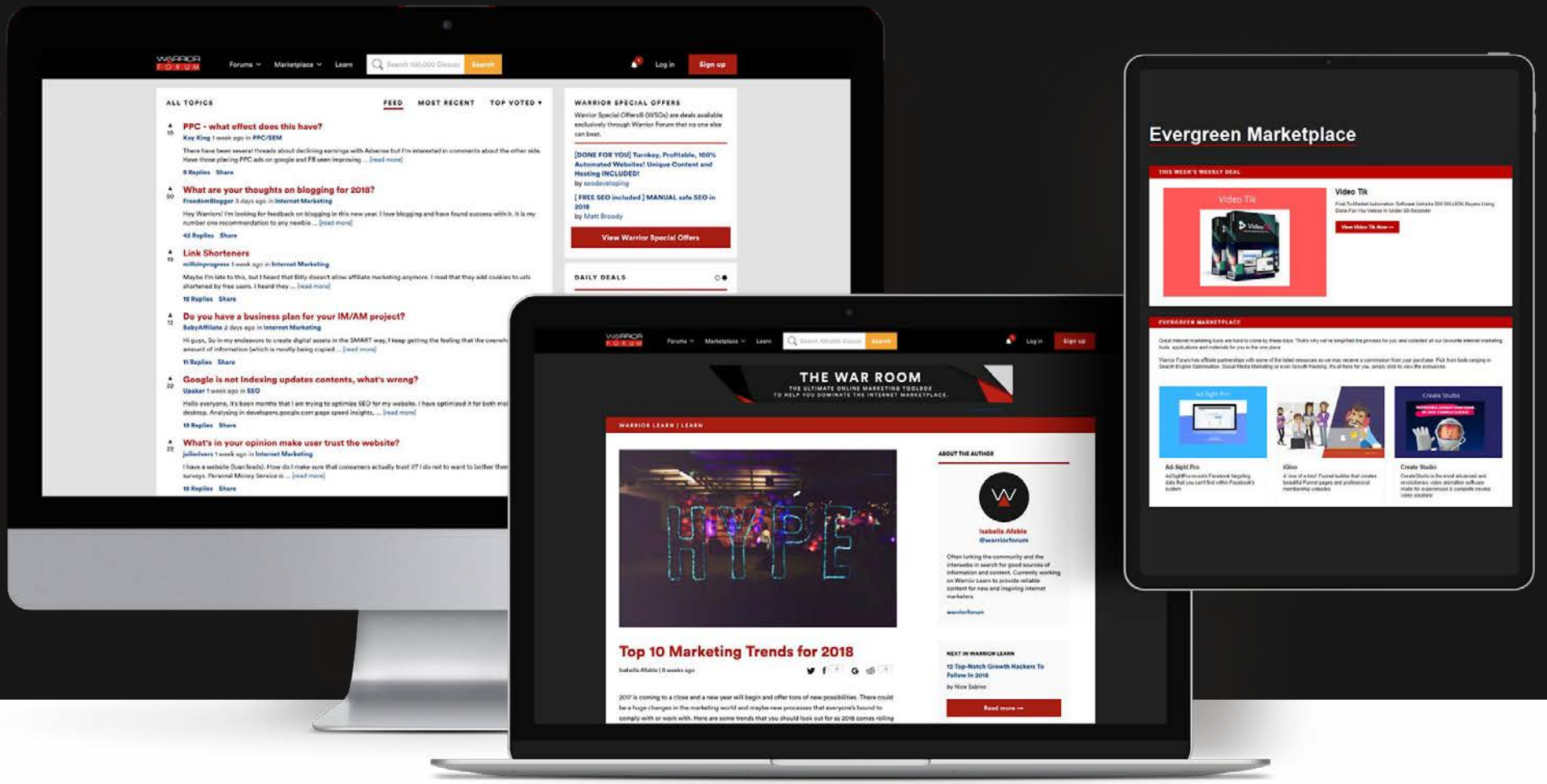
US $13+ Billion
IN ANNUAL WAGES

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1 https://www.imarcgroup.com/global-logistics-market

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WARRIOR FORUM



The #1 Internet Marketing Forum Since 1997

1,567,512+
USERS

9,011,708+
POSTS

778,421+
THREADS



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$1M USD	4000+	55+	5 STAGES	4TH ANNUAL
PRIZE GLOBAL COMPETITION	ATTENDEES	INTERNATIONAL & DOMESTIC SPEAKERS	2 DAYS	AWARDS CEREMONY

STARTCON WILL NOT BE RUNNING IN 2021 OR 2022

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ASX

FREELANCER LIMITED

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.)



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FREELANCER LIMITED

How big is the market?

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"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"*

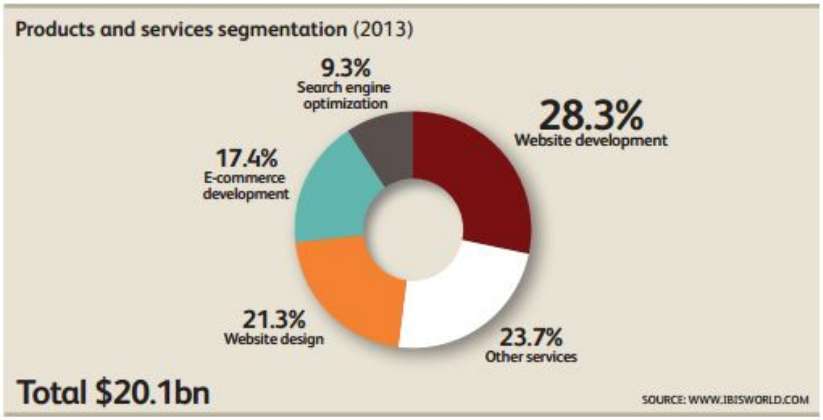
* McKinsey Global Institute, The Emerging Global Labor Market, Part I: The Demand for Offshore Talent in Services.

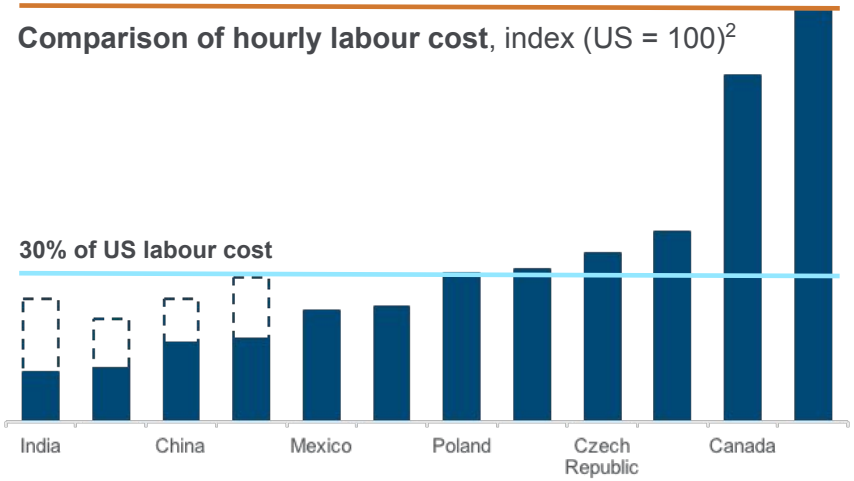
freelancer

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 + industry[1]
  - wages constitute US$12 billion of this
  - more than 50% of software engineering jobs can be outsourced at 30% of US wages[2]
  - 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 countries[3]
  - from this we estimate the global opportunity is (96+28)/28 = c.4.4x larger than the US market





1. IBISWorld, "Web Design Services in the US" (August, 2013).
2. McKinsey Global Institute, "The Emerging Global Labor Market: Part III: How Supply and Demand for Offshore Talent Meet" (June, 2005).
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.

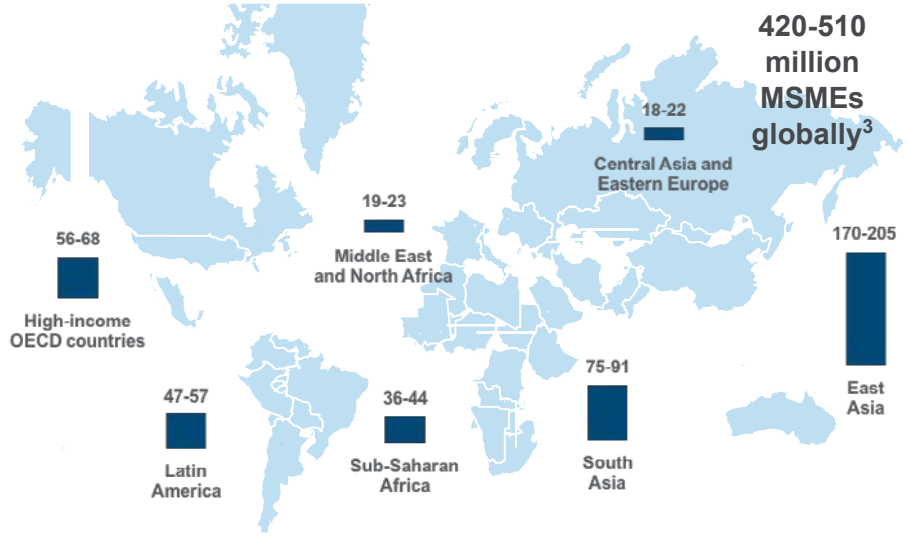
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Estimated demand from mid-high income OECD SMEs

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

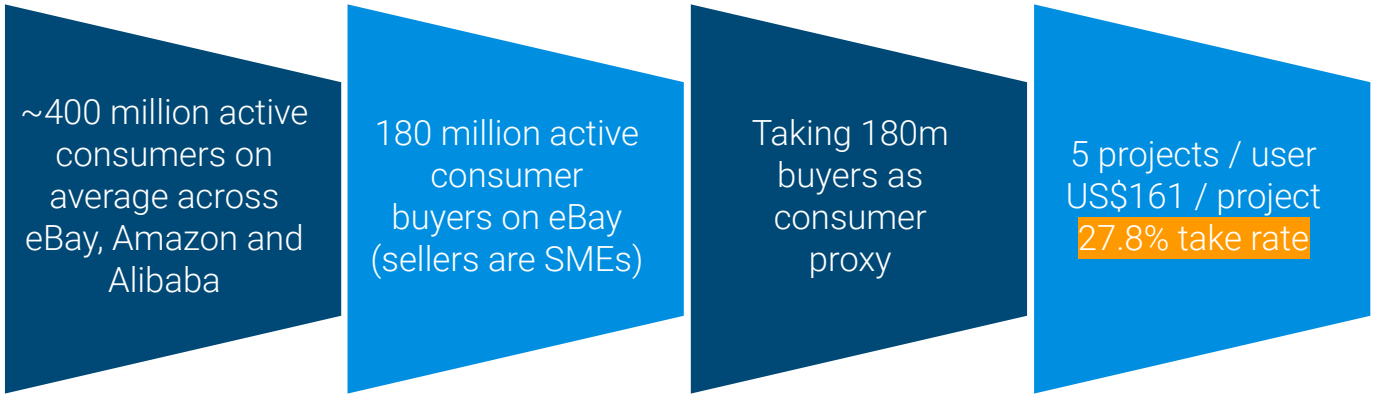


1. US Government, Small Business Administration Office of Advocacy.
2. Based on Freelancer internal statistics. Average paid value of completed project was US$216 in FY19. Monetisation rate = $50.4m / 181.41m = 27.8%
3. McKinsey Global Institute, "Two trillion and counting: Assessing the credit gap for micro, small, and medium-size enterprises in the developing world" (October, 2010).
4. World Bank Statistics, International Finance Corporation. Excludes informal MSMEs including non-employer firms, sole proprietors and unincorporated partnerships.

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Estimated demand from consumers

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



GPV of US$403 billion

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

	ebay	amazon.com	阿里巴巴 Alibaba.com	freelancer
2019/TTM Revenue	US$10.9 billion	US$281 billion	US$64 billion	**A$58 million**
2018 GMV/GPV	US$94.6 billion	US$258 billion[2]	US$547 billion[4]	**A$181 million**
2019 Users	182 million active buyers	310 million active buyers	552 million active buyers	**41 million total users**
Geography	Global	Global	Predominantly China	**Global**

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

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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

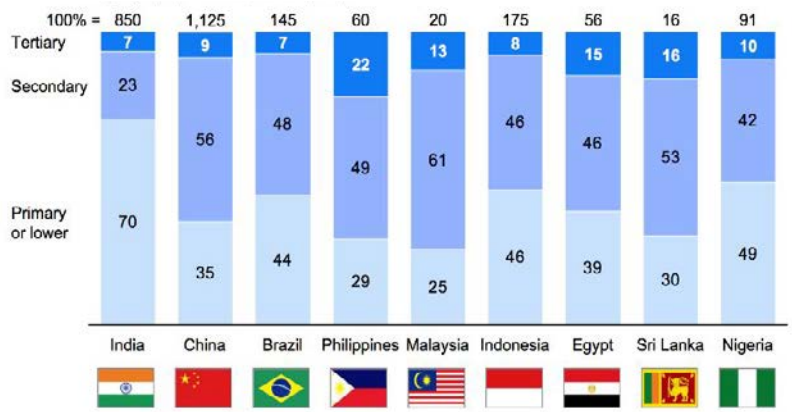
- 2019 global working age population: 4.8 billion, labour force: 3.5 billion[1]

Cluster	Young Developing	Young Middle-Income	India	China	Young Advanced	Russia & CEE	Southern Europe	Aging Advanced
Workers Million	322	640	469	783	290	141	60	145
GDP per capita $	<3,000[2]	3,000–20,000[3]	3,000	7,000	25,000–50,000[4]	10,000–20,000[5]	20,000–30,000	30,000–45,000

- 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)
% working age population; million people[1]



NOTE: Numbers may not sum due to rounding.
SOURCE: United Nations Population Division (2010 revision); IIASA; ILO; local statistics for India and China; McKinsey Global Institute analysis

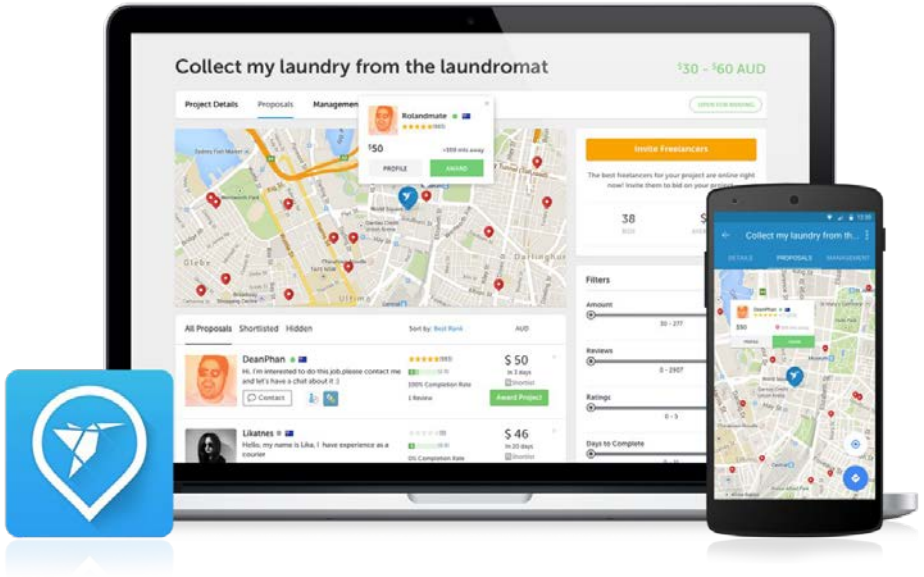
1. World Bank https://data.worldbank.org/indicator/SL.TLF.TOTL.IN
2. McKinsey Global Institute, The Emerging Global Labor Market 2005, Part I: The Demand for Offshore Talent in Services
3. Accenture Institute for High Performance: Where will all the STEM talent come from? (May 2012)

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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[1]
  - MBO Partners[2] 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[4]



1. http://www.theverge.com/2012/7/23/3177860/taskrabbit-13-million-funding-peer-to-peer-labor-market-zaarly-done-exec
2. http://info.mbopartners.com/rs/mbo/images/2013-MBO_Partners_State_of_Independence_Report.pdf
3. https://www.fool.com/investing/general/2015/04/03/does-a-market-exist-for-amazoncom-incs-home-servic.aspx
4. http://www.nytimes.com/2015/04/13/technology/amazon-google-and-more-are-drawn-to-home-services-market.html?_r=0

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