



31 July 2017

Freelancer Limited

1H17 Half Year Results

Matt Barrie

Chief Executive Officer

1H17 Freelancer Group Results

- GPV \$291m, down 18% on pcp
 - Freelancer: \$82m, up 1%
 - Escrow.com: \$209m, down 24%
- Net Revenue \$26.3m, no change on pcp
 - Freelancer: \$23.1m, up 6%
 - Escrow.com: \$3.1m, down 28%
- Gross margin >85%
- Positive operating cashflow \$1.5m
- Operating EBITDA break-even at (\$0.2)m
- Operating NPAT break-even at (\$0.5)m
- Balance sheet strong with cash & eq. at \$35 million (30 Jun)

1H17 Freelancer Group Results

Despite an 18% drop in GPV (\$64m)

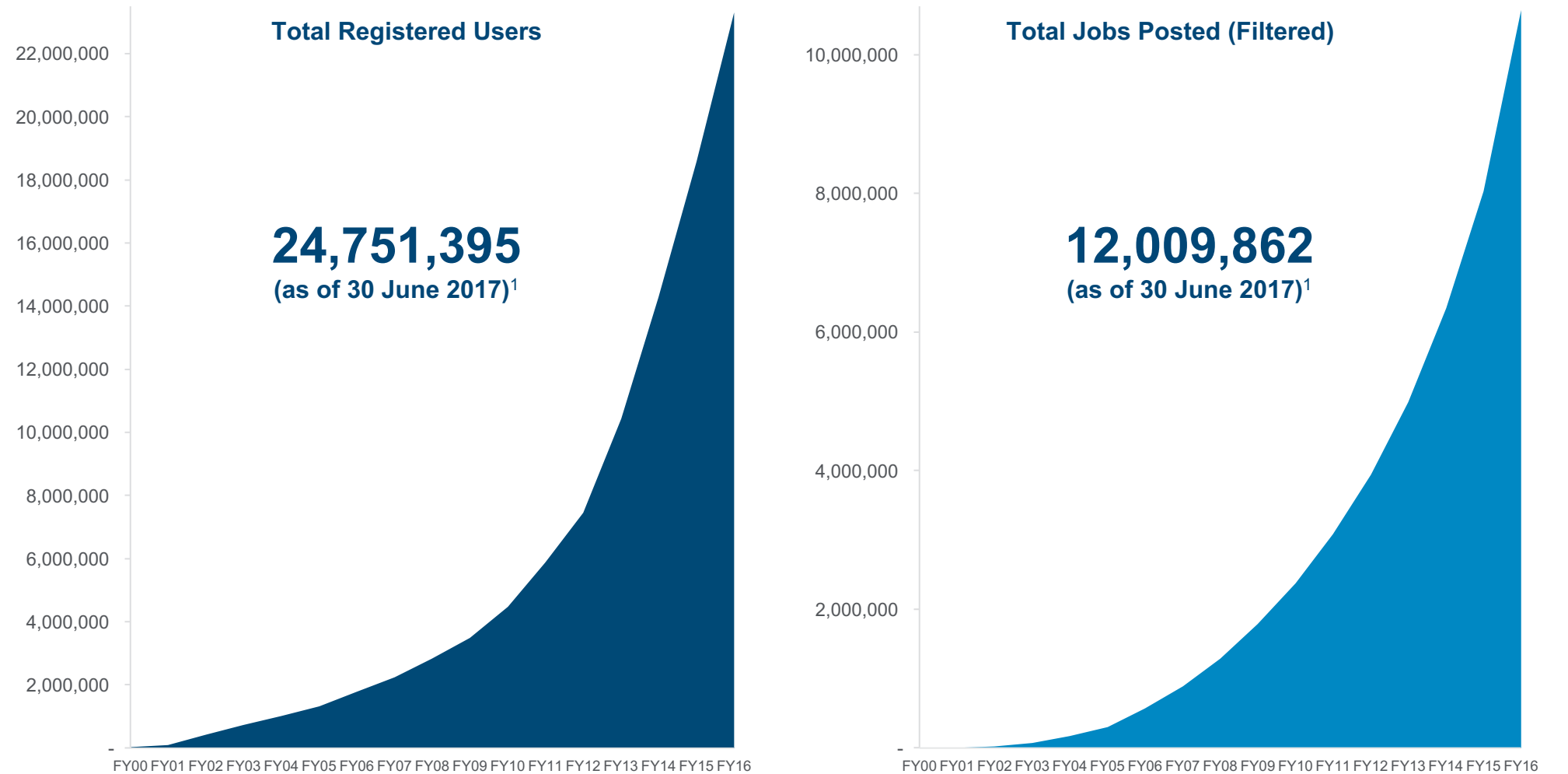
- The Freelancer Group had immaterial changes in Net Revenue, Gross Profit, Operating EBITDA & NPAT, and Cash in Bank due to operating improvements and cost control
- NPAT improved slightly 1H17 (\$0.71m) vs 1H16 (\$0.78m) and the group is running at break-even

GPV experienced a strong recovery in Q2 over Q1

- Escrow 2Q17 on 1Q17 GPV up 16% to \$112.5 million
- Freelancer Group GPV 2Q17 on 1Q17 up 13% to \$154 million

25 million users and 12 million projects

1.4 million new projects and contests posted in 1H17, with 1.4 million new users



1. Number of user accounts, and projects/contests posted in the Freelancer marketplace as at 30 June 2017. 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.

Key financial highlights 1H17

Freelancer is well positioned for significant operating leverage moving forward

A\$m, 30 June half year end	1H17	1H16	Change
Gross Payment Volume ^{1,2}	\$291.1	\$354.9m	(18%)
Net Revenue ¹	\$26.3m	\$26.2m	0%
Gross Profit	\$22.5m	\$22.7m	(1)%
<i>Gross margin (%)</i>	85.5%	86.7%	(1.2)%
Operating EBITDA ³	\$0.19m	\$0.09m	nm
Operating EBIT ³	\$(0.56)m	\$(0.26)m	nm
Operating NPAT ³	\$(0.50)m	\$(0.11)m	nm
Operating Cash Flow	\$1.5m	\$4.5m	(66%)
Cash balance	\$34.7m	\$35.2m	(1%)

1. Net Revenue excluding Escrow.com for 1H17 was \$23.1m (up 6% on pcg). GPV excluding Escrow.com for 1H16 was \$81.9m (up 1% on pcg).

2. Gross Payment Volume (GPV) is calculated as the total payments to Freelancer and Escrow users for products and services transacted through the Freelancer and Escrow websites plus total Freelancer and Escrow revenue. Escrow.com contributed to the Company's results from 1 November 2015.

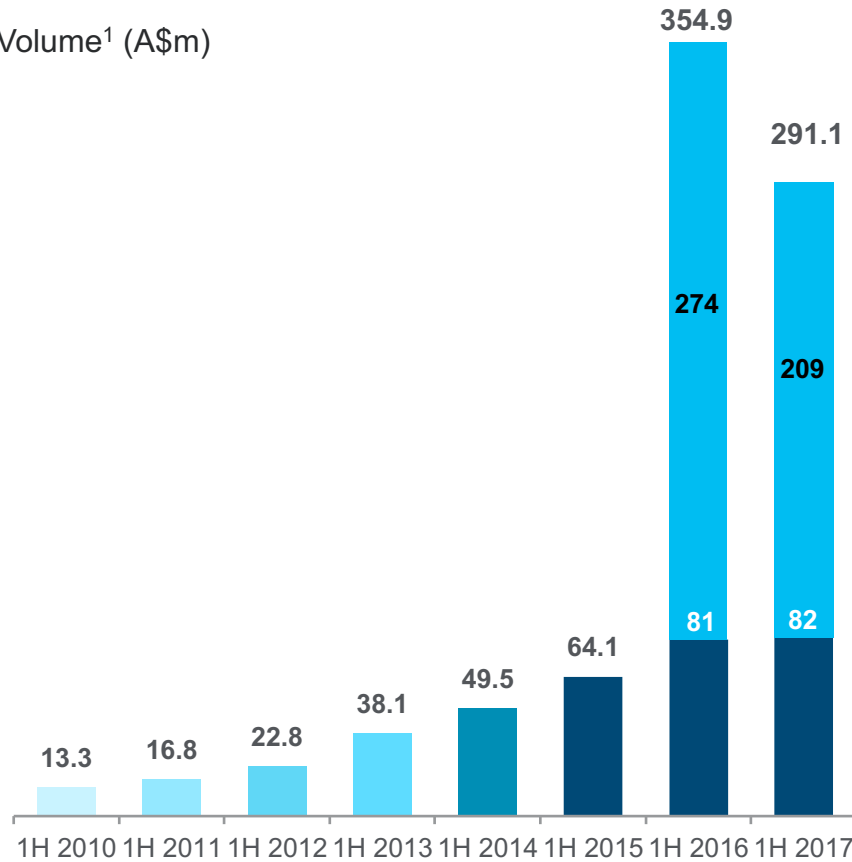
3. Operating earnings are exclusive of non-cash share based payments expense of \$532k in 1H17 and \$665k in 1H16.



Gross payment volume

Group GPV impacted by a lower contribution from Escrow during a period of re-engineering processes & systems

Gross Payment Volume¹ (A\$m)



GPV (A\$m)	13.3	16.8	22.8	38.1	49.5	64.1	354.9	291.1
Growth on pcp	-	26.0%	35.5%	67.5%	29.9%	29.7%	453%	(18%)

- GPV of \$291m down 18% on 1H16
- Freelancer marketplace GPV \$82m, up 1% on pcp
- Escrow.com GPV \$209 million, down 24% on pcp
- Blended take rate² of 9.0% across all properties (marketplace and payments)
- Key GPV drivers
 - bubble in Escrow Chinese domain volume in FY16
 - rollout of AML/KYC for Escrow in FY17
 - user, project and contest acquisition
 - conversion rate optimisation
 - partner volume in Escrow.com
 - optimisation and re-engineering of Escrow.com processes & systems
 - addition of languages and currencies
- ~3% headwind from currency

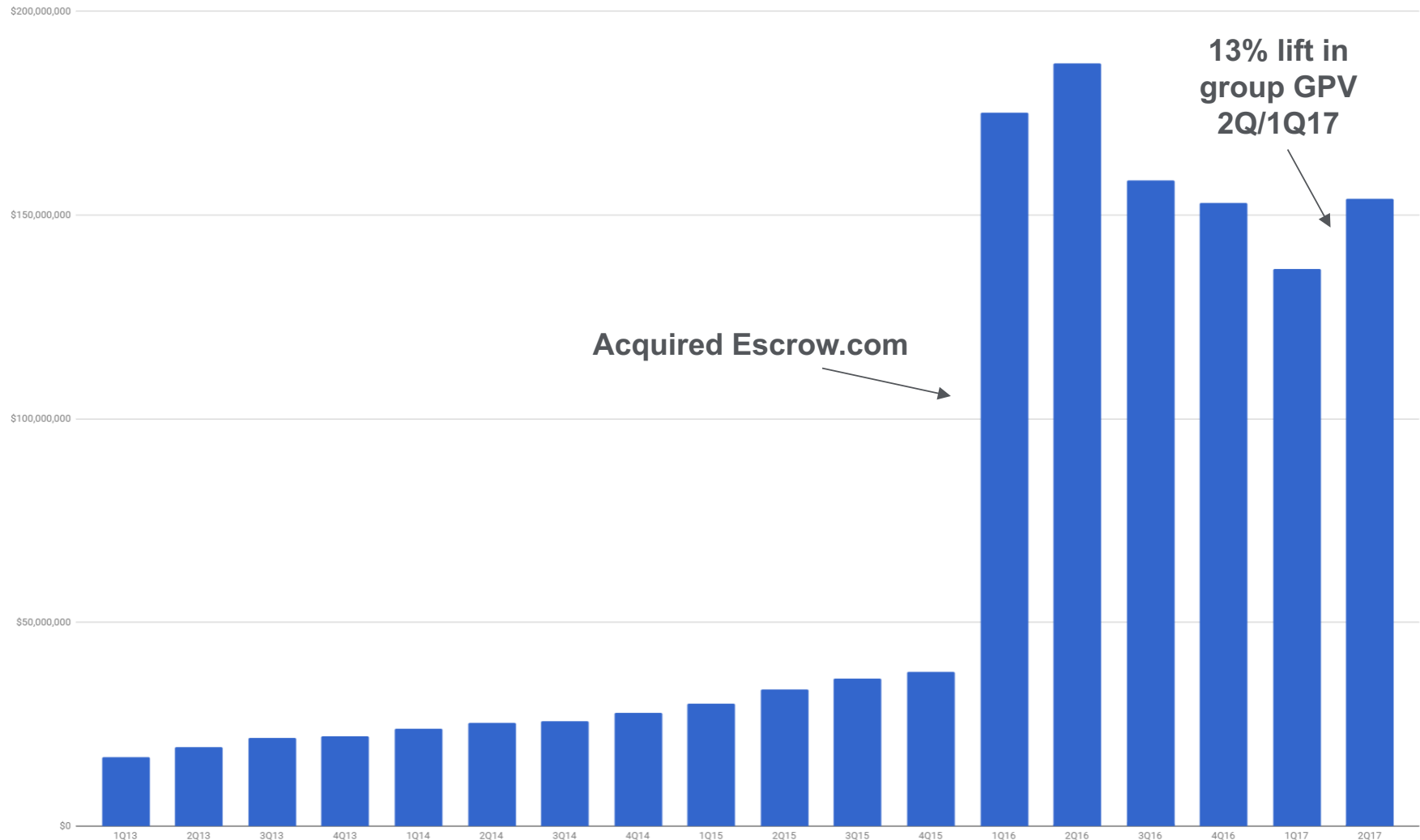
1. Gross Payment Volume (GPV) is calculated as the total payments to Freelancer or Escrow users for products and services transacted through the Freelancer or Escrow websites plus total Revenue. Based on Freelancer's unaudited management accounts which have not been subject to an auditors review.

2. Take rate is calculated as Online Marketplace Segment and Online Payments Services Net Revenue divided by Gross Payment Volume for both segments.



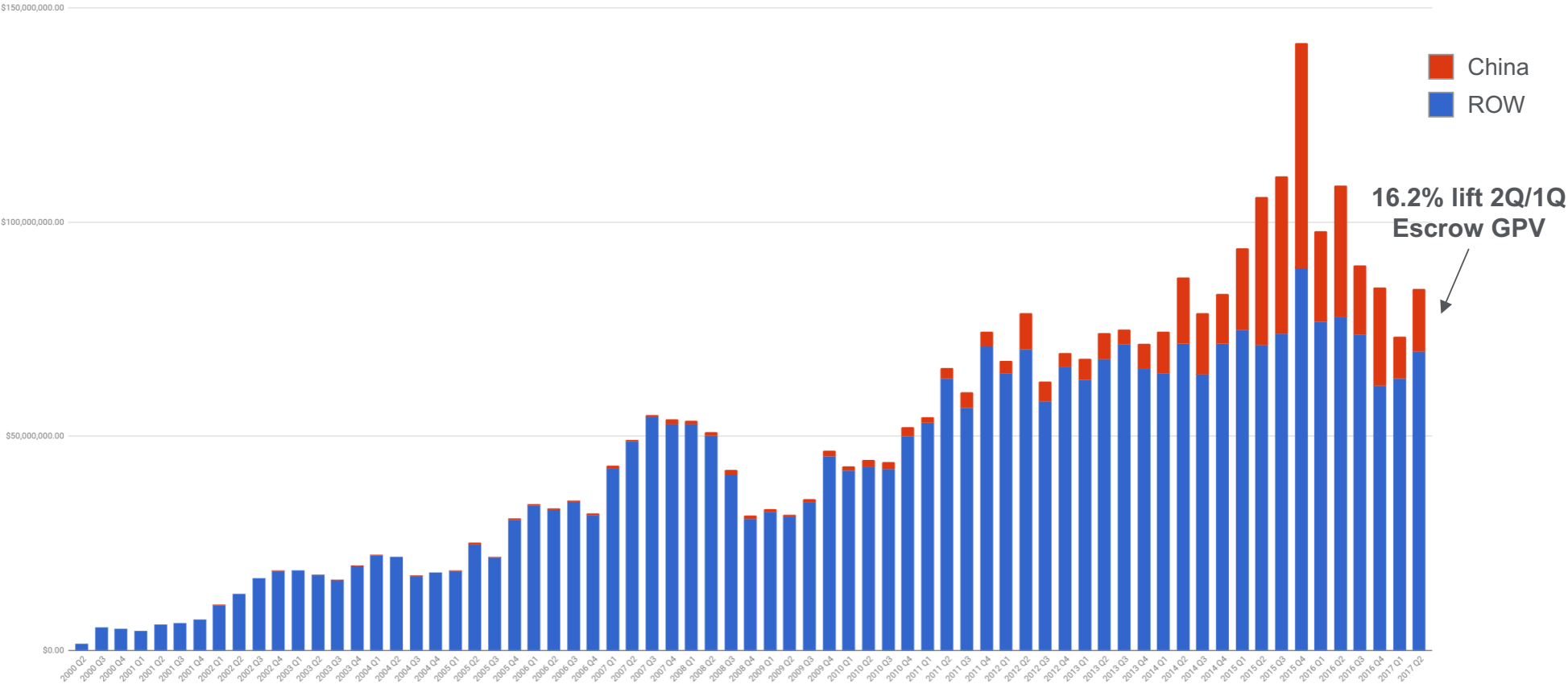
Freelancer Group GPV by quarter (AUD)

Q2 on Q1 GPV growth of 13% after 2H16 fall in volume



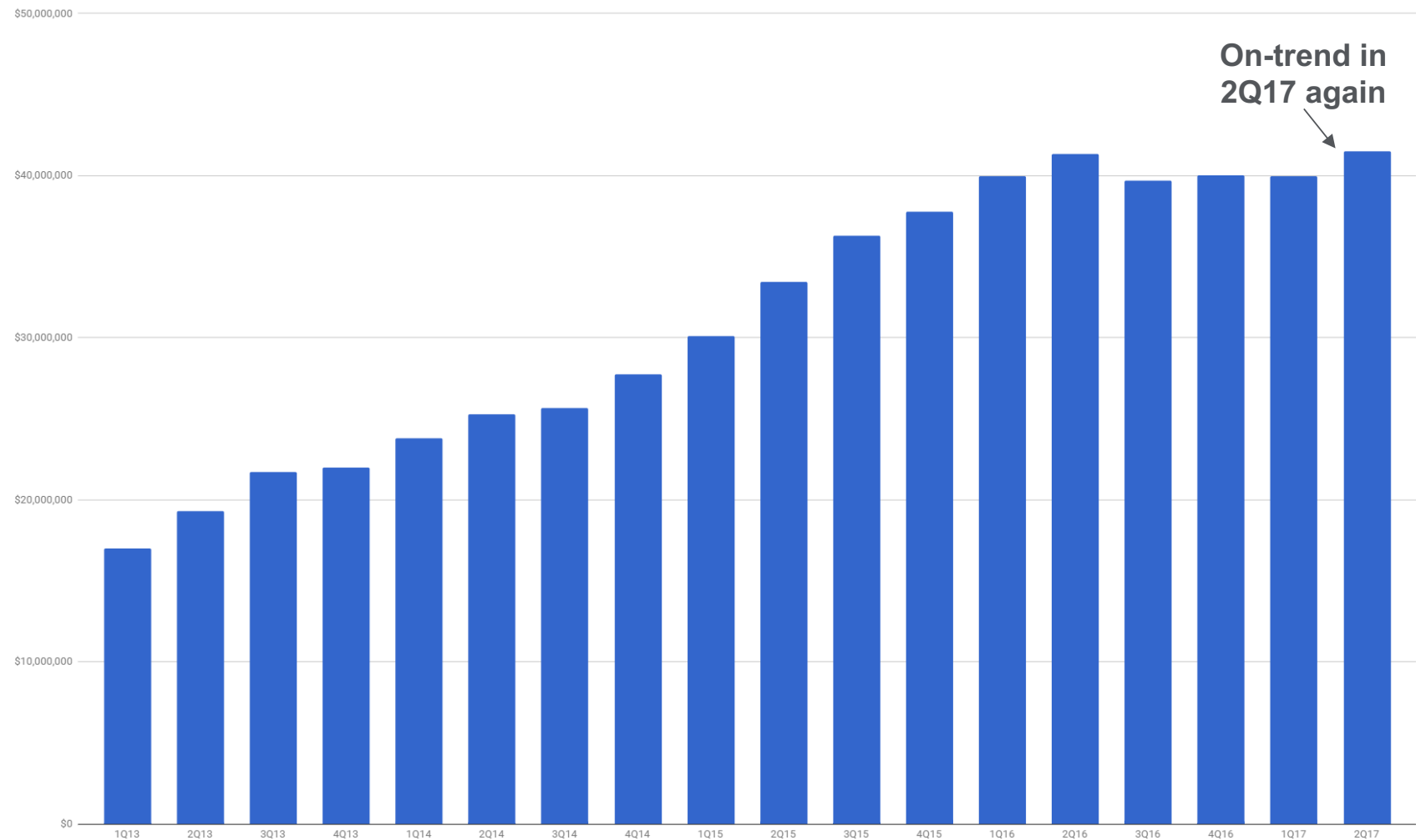
Escrow China Bubble GPV (USD)

China GPV contribution has halved from 1H16 (US\$52m) to 1H17 (\$25m), peaked in 2H15 (\$89m)



Freelancer marketplace GPV (AUD)

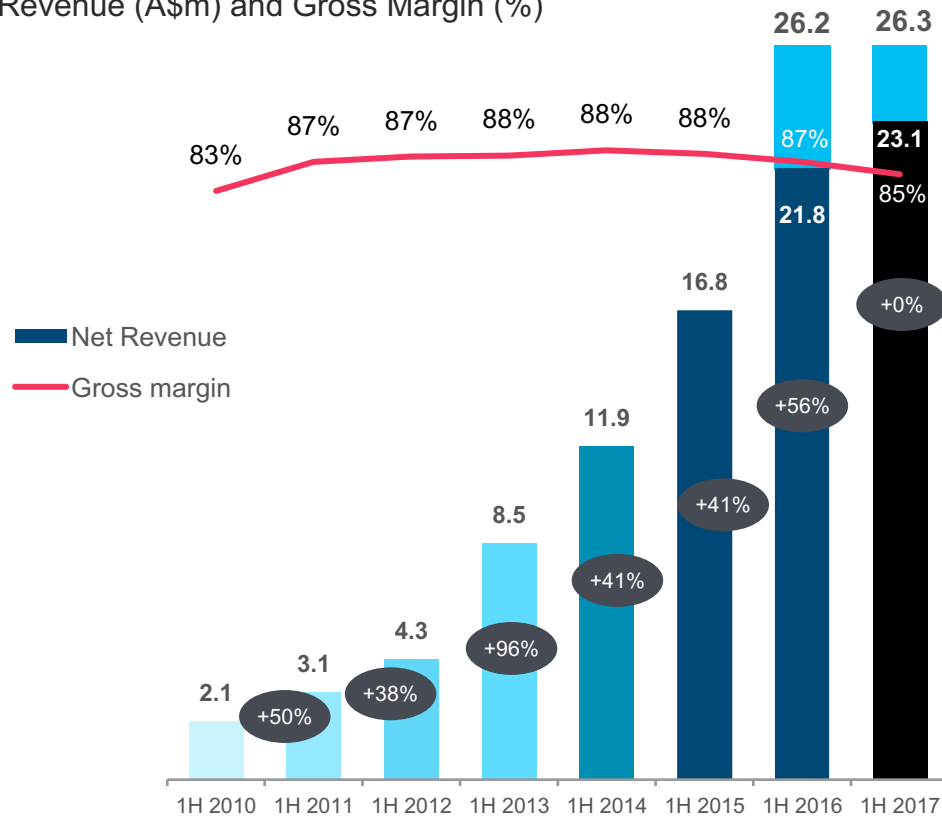
2Q17 on 1Q17 marketplace GPV trending again after 2H16 flat line in volume



Net revenue

Group revenue has been impacted by a drop in contribution from Escrow.com during a period of re-engineering

Net Revenue (A\$m) and Gross Margin (%)



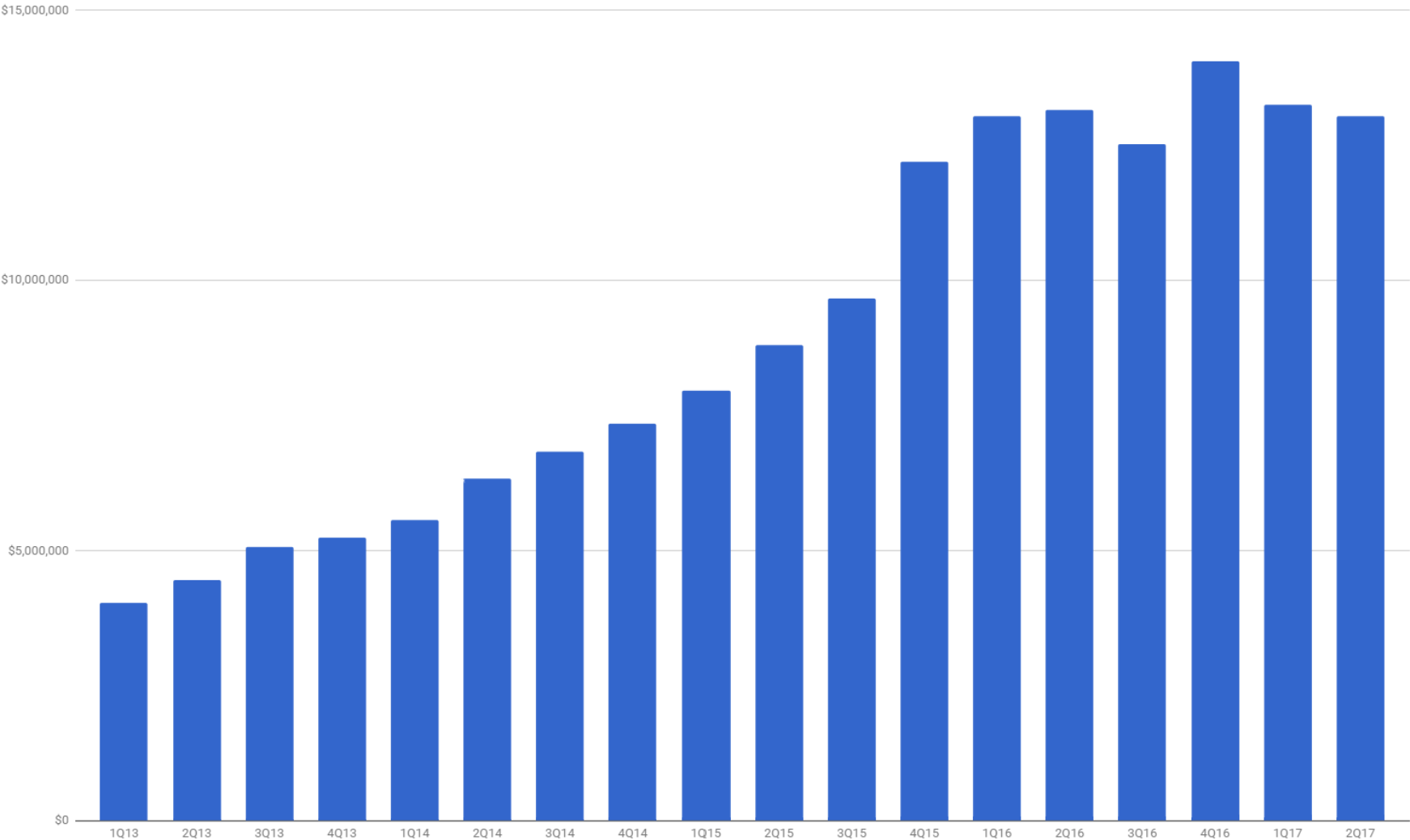
- 1H17 Net Revenue of \$26.3m, flat on 1H16
 - Freelancer: \$23.1m, up 6% on 1H16
 - Escrow.com: A\$3.1m, down 28% on 1H16
- Continuation of high gross margin, 85% in 1H17
 - Escrow.com has a higher cost of sales line driven by the secure payments nature of business
- Key revenue drivers
 - project & contest acquisition
 - marketplace efficiency and conversion rate optimisation across all platforms
 - product development & take up of value-added services
 - bubble in Escrow Chinese domain volume in FY16
 - rollout of AML/KYC for Escrow in FY17
 - memberships
- ~3% headwind from currency

Revenue (A\$m)	2.1	3.1	4.3	8.5	11.9	16.8	26.2	26.3
Growth on pcp	-	50.4%	37.7%	96.3%	40.8%	40.8%	56.2%	0.4%
Gross margin	82.6%	86.7%	87.4%	87.6%	88.3%	87.8%	86.7%	85.5%



Group revenue by quarter (AUD)

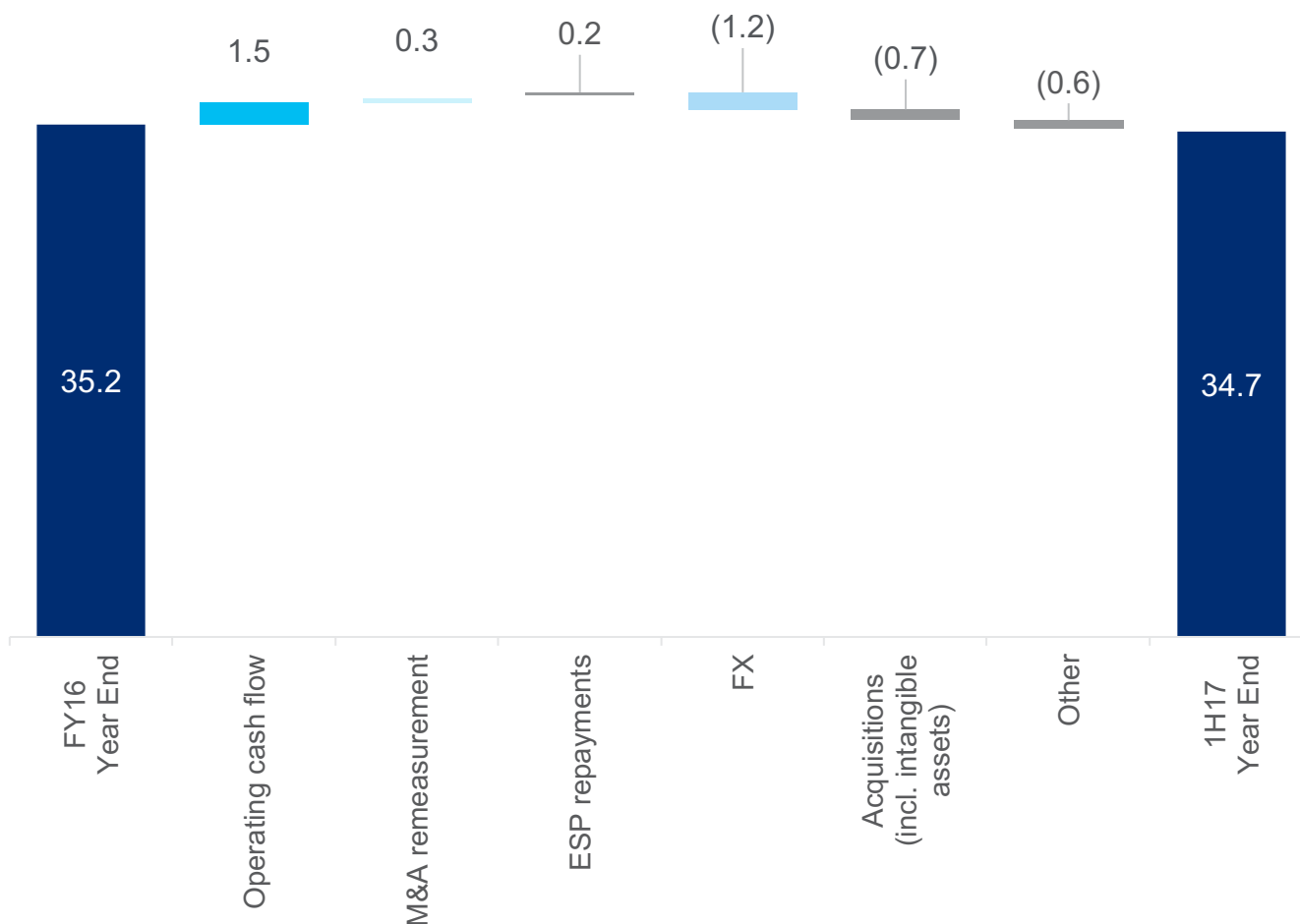
Despite 18% drop in Group GPV on pcp (\$64m), Group revenue is flat on pcp



Cash flow profile 1H17

Freelancer continues to have a very strong balance sheet with ~\$35 million of cash

Cash Balance (A\$m)



- 31 December 2016 cash balance of \$35.2m
- Positive operating cashflow of \$1.5m
- Benefit of \$0.3m from re-measurement of Escrow.com acquisition (recovery of legal fees and a positive working capital adjustment)
- Unrealised FX movement of \$1.1m (effect of exchange rate movements on cash and cash equivalents)
- Purchase of \$0.7m of intangibles, not specifically M&A related
- Total cash at period end of \$34.7m



1H17 Key Themes

Freelancer – 1H17 growth tempered fixing funnel issues of 2H16

- Issues are isolated to core desktop project funnel and are mostly fixed
- FY16 major funnel changes tested well but had delayed 2nd order effects
- Strong growth continues with mobile, contests and desktop traffic
- Significant NPS improvements made which are revenue negative (~3%)
- **Project fees are healthy and on-trend (with no fee or % changes)**
- **2Q17 / 1Q17 Group GPV is up 13%**

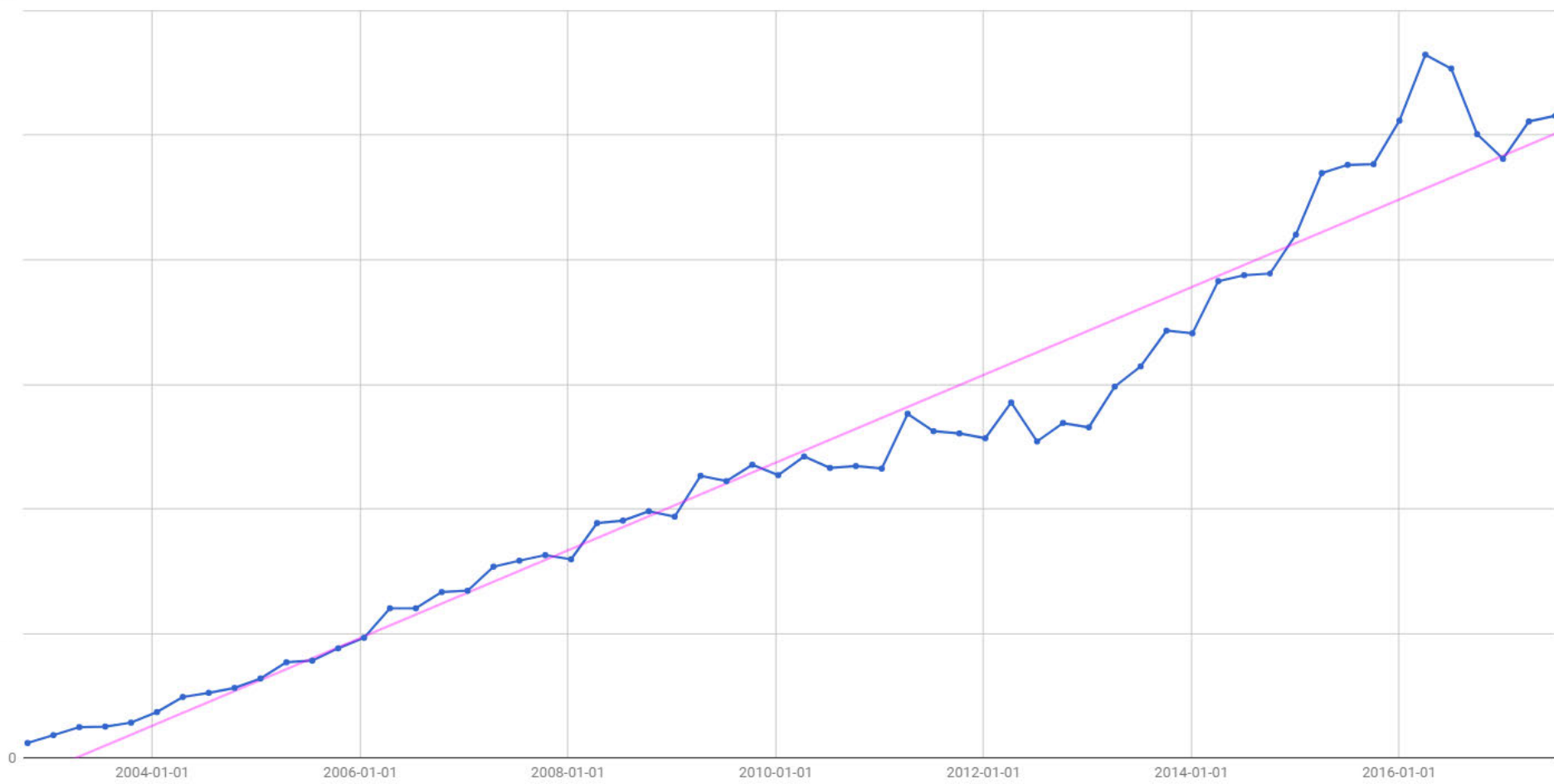
Escrow – 1H17 down on China, compliance rollout (KYC/AML)

- China GPV is down 52% on pcp
- New Know Your Customer / Anti-money Laundering Program (KYC/AML) shipped 4Q16, which has churned volume
- Increased compliance oversight on transactions has churned volume
- **2Q17 on 1Q17 Escrow GPV is up 16%**

Currency headwind of ~3%

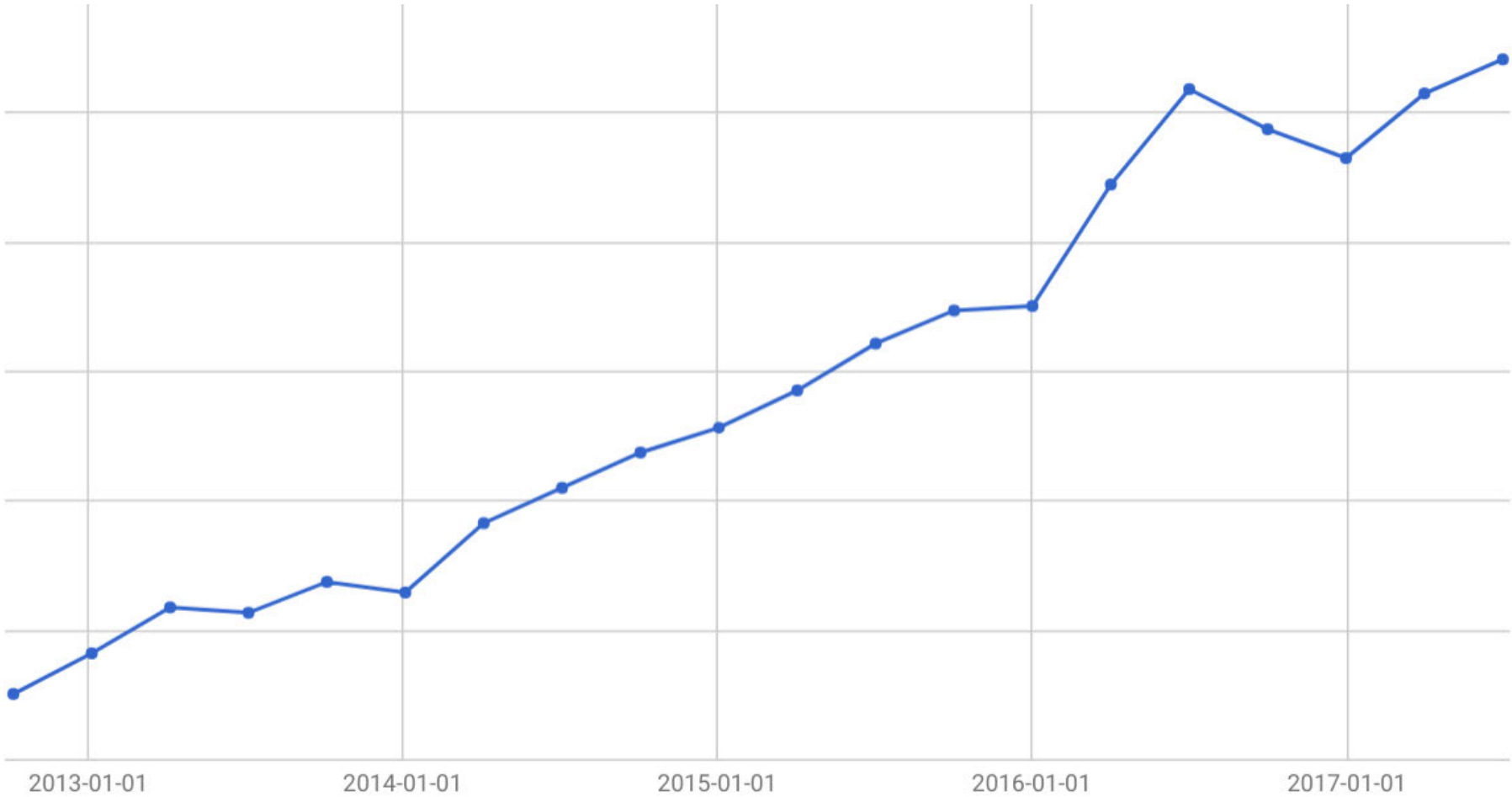
Freelancer marketplace accepted projects

Accepted projects have bounced back as FY16 desktop project funnel issues are fixed



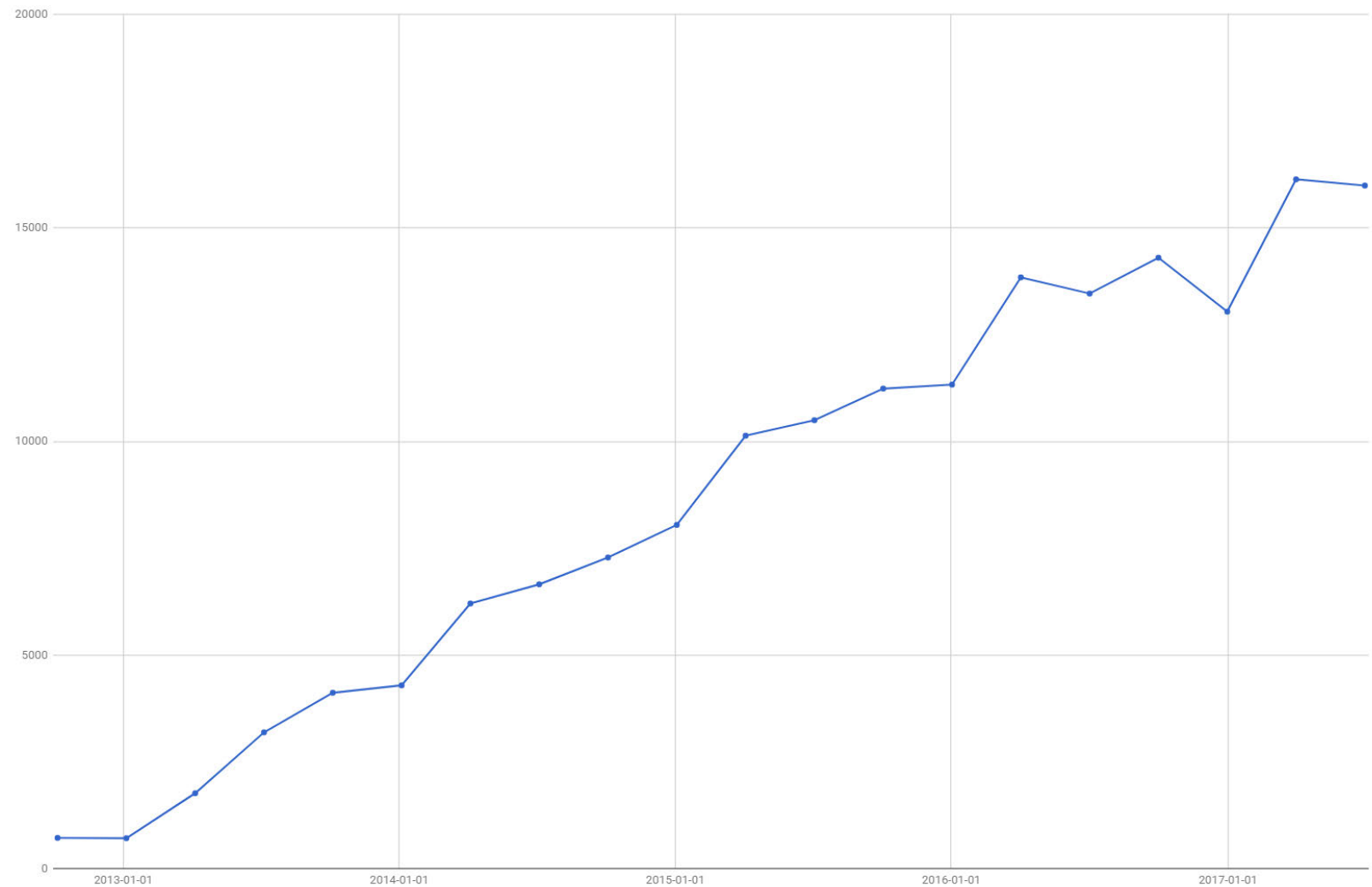
Freelancer marketplace project fees (USD)

Overall project fees continue to grow strongly according to long term trend after 2H16 decline



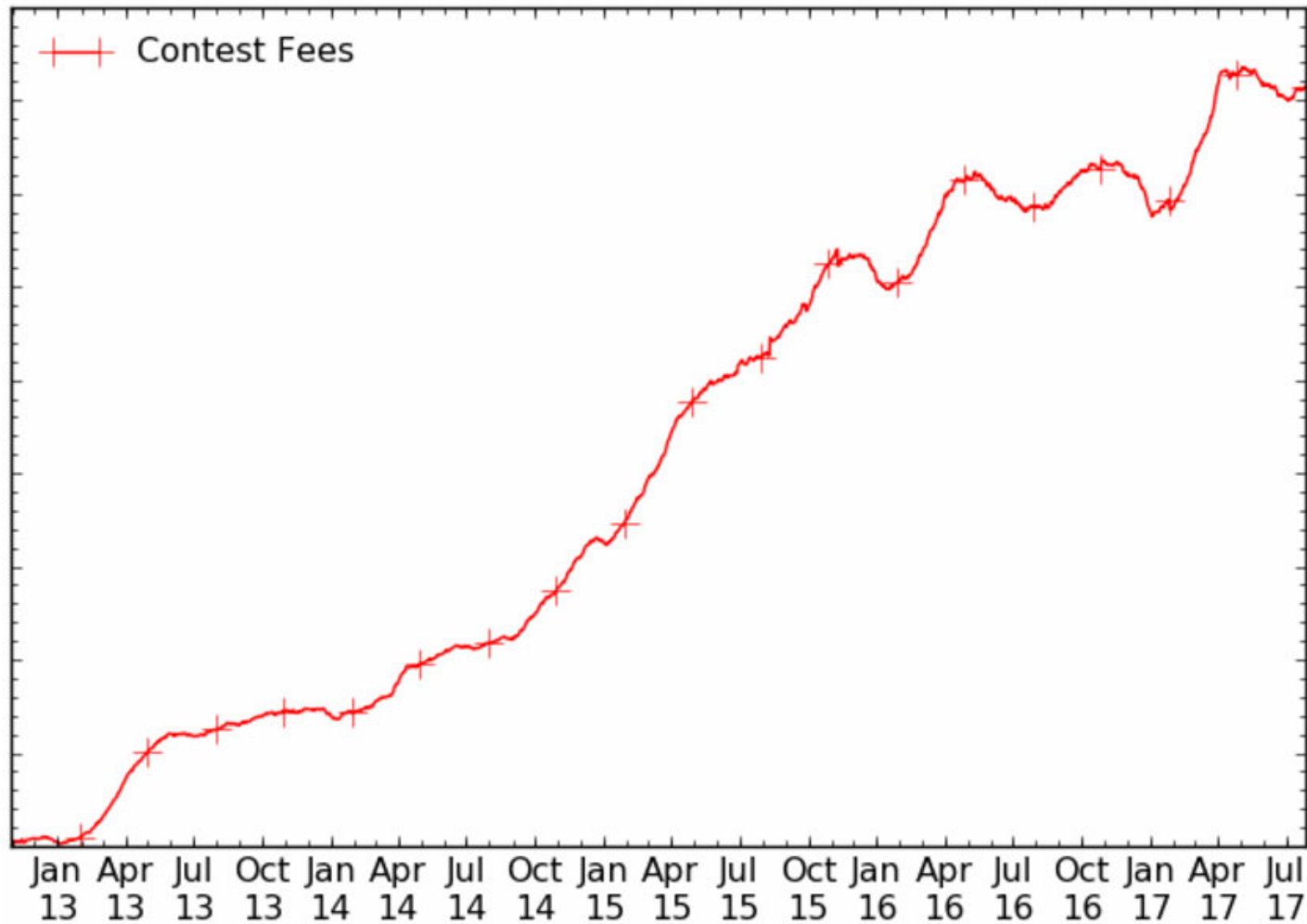
Freelancer marketplace contests posted

Contests in the Freelancer marketplace continue to grow at a strong pace



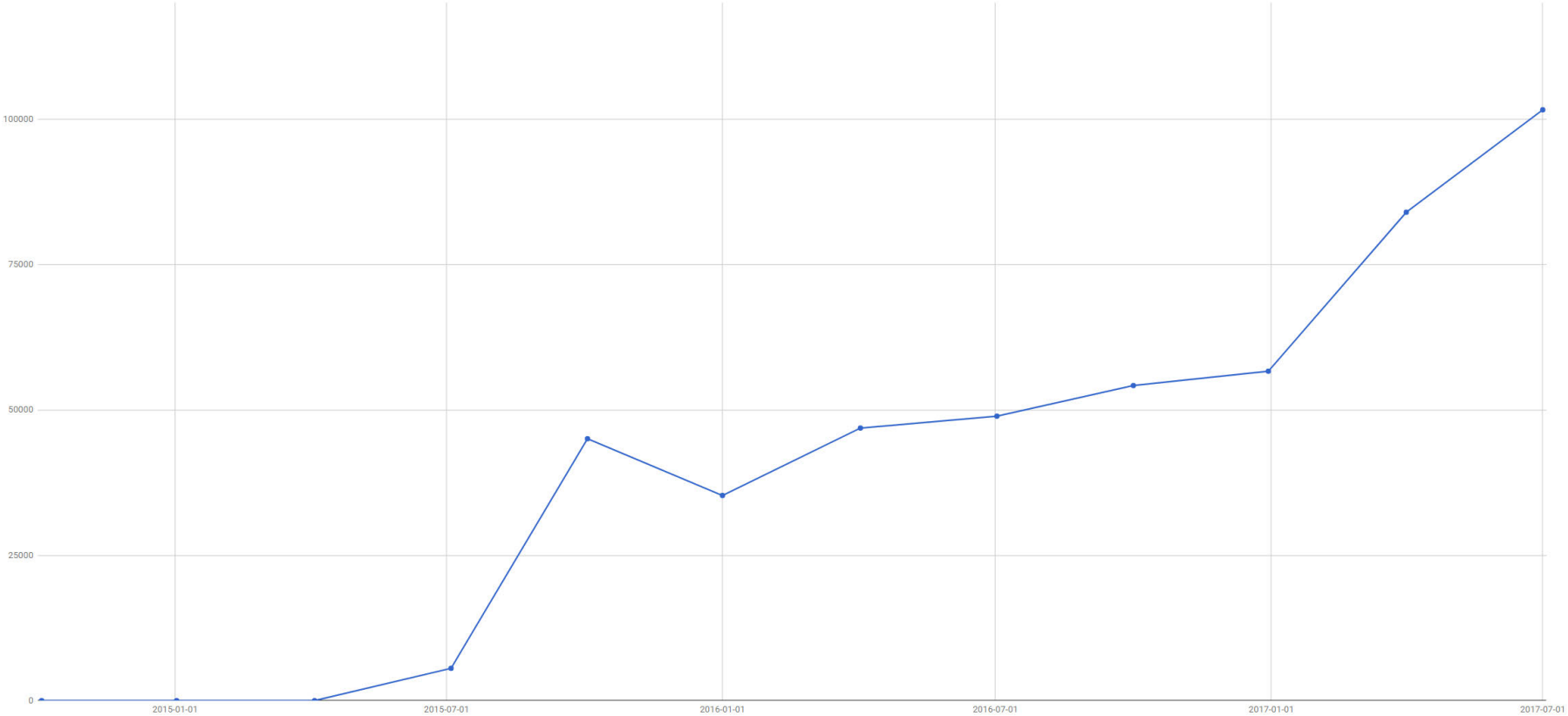
Freelancer marketplace contest fees (USD)

Contest fees are trending strongly upwards



Freelancer marketplace mobile projects

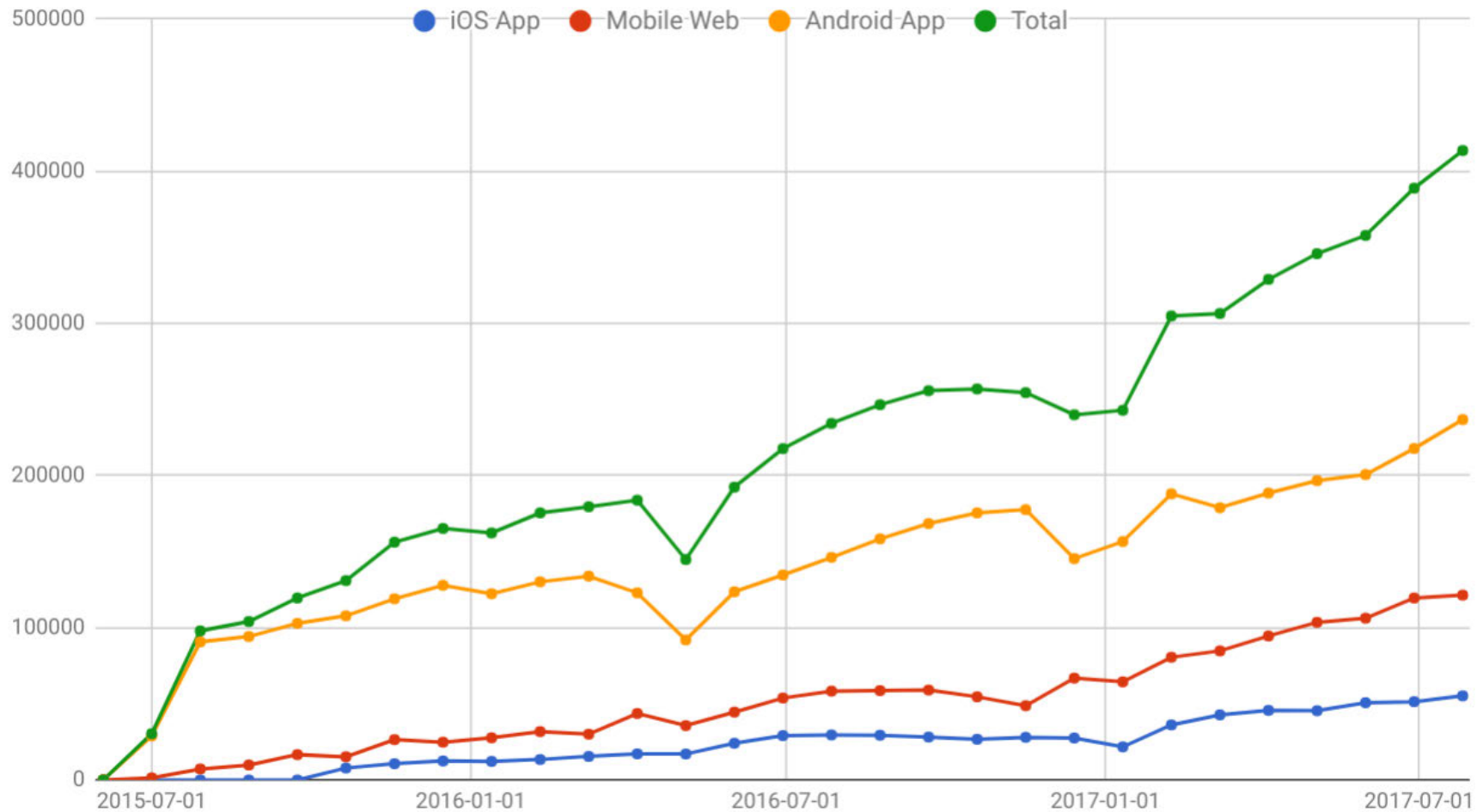
Mobile projects continue to grow at exceptional pace



Freelancer marketplace mobile bids

Bidding from mobile platforms continues to accelerate

iOS App, Mobile Web, Android App and Total



Escrow KYC / Anti-money Laundering Program (shipped 4Q16)

Rollout of identity verification for individuals, corporations, etc. compliant with US Patriot Act, with real-time chat

ESCROW.COM My Transactions Start Transaction Buttons Help Contact Us

Tier 2 Verification

Tier 2 verification has no restriction on payment amounts. Payments can only be made from or to your personal bank account. The name on your bank account must match the name provided below as we do not make or accept third party payments.

Proof of Identity

Please ensure that the documents you provide meet these requirements.

- Color copy
- Shows date of birth
- Government issued
- Document shown in its entirety
- Has not expired

ID TYPE ✓
Drivers License

1 UPLOADED FILES

✓ Drivers License.jpg 113.87 KB X

Choose file Drag & Drop Files here or browse your device
Allowed documents: jpg, png, gif, tiff, bmp, pdf - 100MB maximum file size.

Proof of Address

Please ensure that the documents you provide meet these requirements.

- Dated less than 3 months ago (Issued after 26 Apr 2017)
- Shows your full name
- Same address provided in Tier 1

DOCUMENT TYPE*
- Please select a document type -

0 UPLOADED FILES

Choose file Drag & Drop Files here or browse your device
Allowed documents: jpg, png, gif, tiff, bmp, pdf - 100MB maximum file size.

SUBMIT FOR REVIEW

Now Chatting

Hi, I'd like some help with submitting my documents for Account Verification

does a bill from my water company work for proof of address?

Type here and hit enter to chat

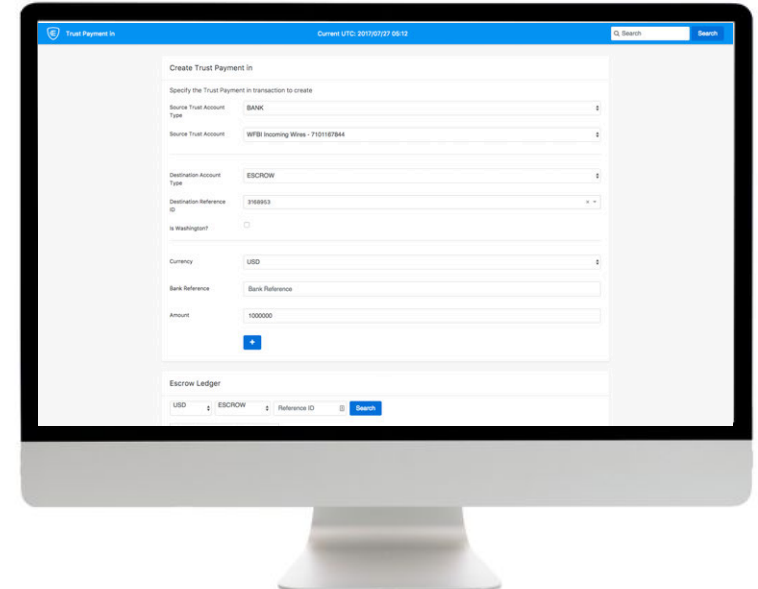
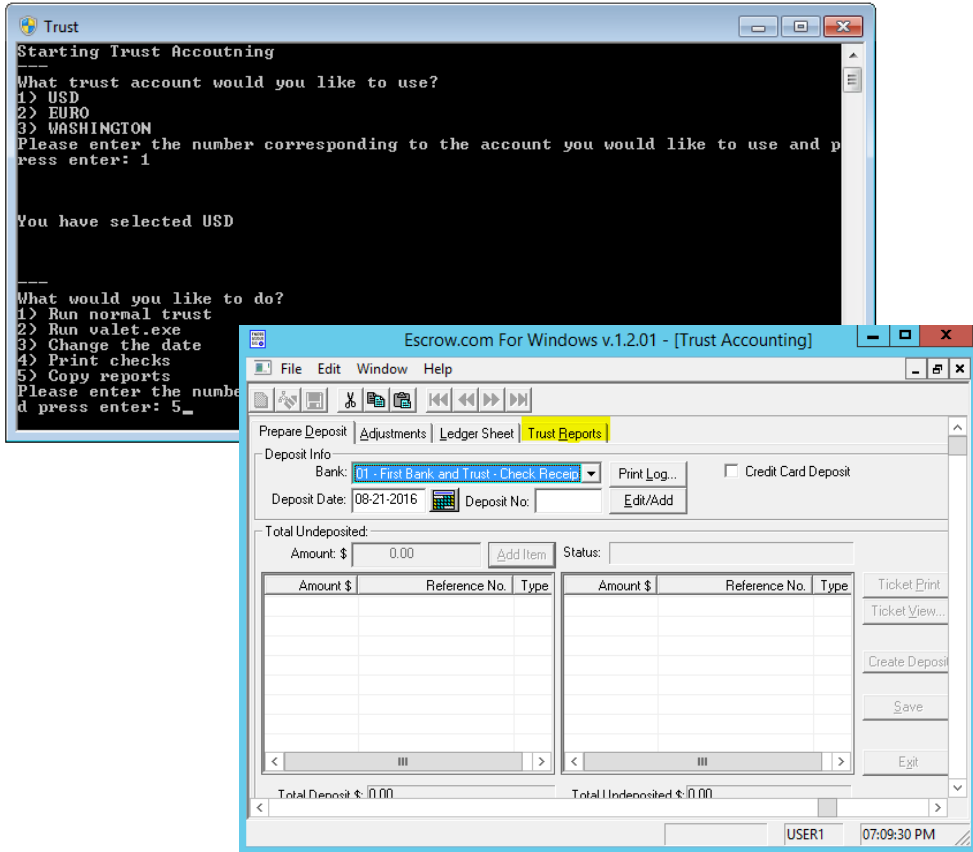
Dark Live Chat

- 86% of Tier-2 verification applications processed within 1 hour
- Has churned volume (GPV) as some users are reluctant to provide identification



Rebuilt Trust Accounting (shipped June 2017)

Key item necessary before growth - replaced Legacy system with New Trust (complete)



Legacy:

- Monolithic DOS/Windows application, no source
- Seven steps per transaction (1-2 minutes each)
- Error-prone

New Trust:

- Online, web-based, API enabled
- One step process (10-30 seconds)
- Integrated with banking partners



Escrow key upcoming milestones in Q3

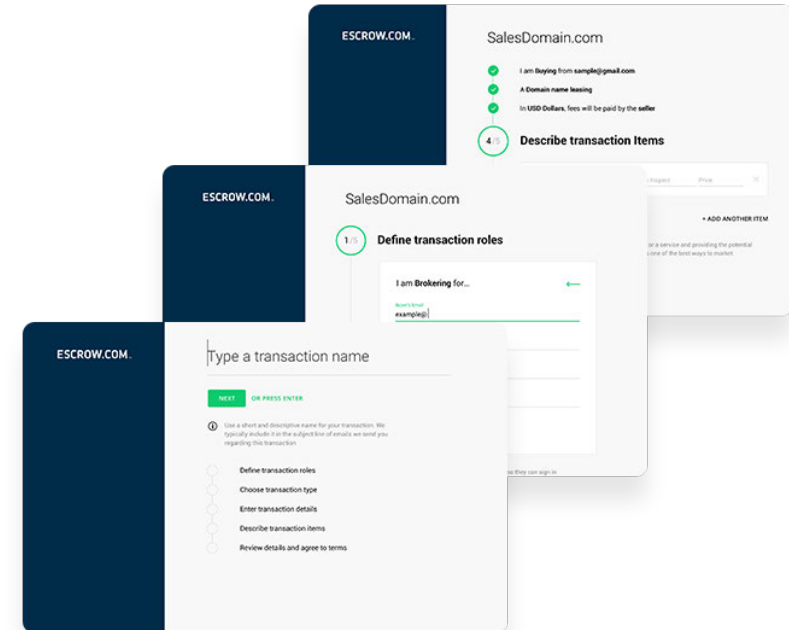
Key infrastructure milestones to deliver to grow sales with integration partners

Key items:

- August Automation of core inbound payments backend
- August Launch of new API
- September Automation of outbound payments backend
- September Release of new developer website & docs

Additionally in Q3 we will deliver:

- Addition of new banking relationships to speed up international disbursements
- Enhancements to KYC processing to make Account Verification faster and easier
- Improvements to the main transaction pages & transaction funnel



Summary profit & loss statement

Operating expense results highlight significant operating leverage to future revenue growth

(A\$m) Half-year to 30 June	1H16 Actual	1H17 Actual	Change
Net Revenue	26.2	26.3	0%
Gross Profit	22.7	22.5	(1%)
<i>margin (%)</i>	86.7%	85.5%	1.2% ¹
Other Income	-	0.3	nm
Employee expenses	(11.1)	(11.1)	0%
Administrative expenses	(4.5)	(5.3)	19%
Marketing related expenses	(5.2)	(4.4)	(16%)
Occupancy costs	(1.5)	(1.5)	1%
FX gains / (losses)	(0.4)	(0.4)	(13%)
Depreciation & amortisation	(0.4)	(0.4)	3%
Share based payments expense	(0.7)	(0.5)	(20%)
EBITDA	(0.6)	(0.4)	nm
EBIT	(0.9)	(0.8)	nm
NPAT	(0.8)	(0.7)	nm
Excluding share based payments expenses ²			
Operating EBITDA	0.09	(0.19)	nm
Operating EBIT	(0.26)	(0.56)	nm
Operating NPAT	(0.11)	(0.50)	nm

- 1H17 Net Revenue of \$26.3m, flat on 1H16
 - Freelancer contribution: \$23.1m, up 6% on 1H16
 - Escrow.com contribution: A\$3.1m, down 28% on 1H16
- Key expense analysis
 - employee expenses flat, highlighting operating leverage from future revenue growth
 - significant reduction in marketing expense
 - administrative expense category includes hosting and infrastructure related expenses, along with legal
- Other key notes:
 - benefit of \$0.3m from re-measurement of Escrow.com acquisition (recovery of legal fees and a positive working capital adjustment) booked as Other Income

1. Nominal basis points

2. Exclusive of 1H17 non-cash share based payments expense of \$532k (1H16 \$665k).



Summary balance sheet

Freelancer continues to have a very strong balance sheet with \$35 million cash in bank and \$22 million held in trust

(A\$m)	FY16 Actual	1H17 Actual	Change
Cash and cash equivalents	34.8	34.7	0%
Trade and other receivables	4.2	3.8	(8%)
Other assets	1.1	1.0	(4%)
Plant and equipment	1.3	1.1	(14%)
Intangibles	25.7	26.4	3%
Deferred tax assets	3.3	3.4	3%
Total assets	71.1	71.3	0%
Trade and other payables	32.7	32.9	2%
Other liabilities	3.0	2.5	(17%)
Total liabilities	35.7	35.4	0%
Net assets	35.4	35.4	0%
Contributed equity	37.8	38.0	0%
Reserves	2.4	2.9	21%
Retained earnings	(4.8)	(5.5)	15%
Total equity	35.4	35.4	0%

- Total cash of \$34.7m on balance sheet as at 30 June 2017
- Additional \$21.7m of cash held off balance sheet, in trust, as part of Escrow.com's business operations (note this fluctuates +/- \$10m depending on day of week recorded due to inflows & disbursements)
- No net debt
- Notes on specific line items:
 - trade receivables include gateway receivables from various payment gateways, these have grown and are expected to continue to grow in line with transaction volume growth
 - trade payables include user obligations, which have grown and are expected to continue to grow in line with transaction and user growth



Outlook statement FY17

Freelancer is continuing its path to profitability

- Freelancer expects to generate positive Operating Cashflow, Operating EBITDA & Operating NPAT (excluding share based payments expenses) through FY17
- Freelancer – desktop funnel issues are mostly fixed and business should be back to historical revenue growth rates
- Escrow – key milestones of new trust (shipped in Q2), new API and associated developer tools (shipping in Q3) are key gating items to growing large customer engagements
- Freelancer's marketplace business is acyclical. The global financial crisis led to the original emergence of the online crowdsourcing and freelancing industries
 - employers looked online to hire freelancers rather than fulltime staff
 - workers looked to the Internet to find new sources of employment
- The potential for significant macroeconomic volatility provides further additional upside to Freelancer's opportunities

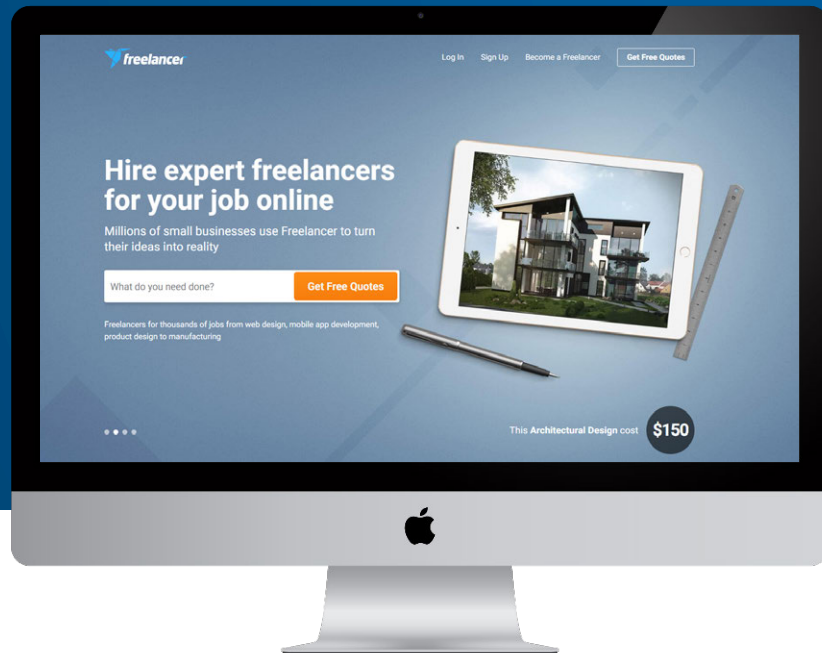




Freelancer Limited

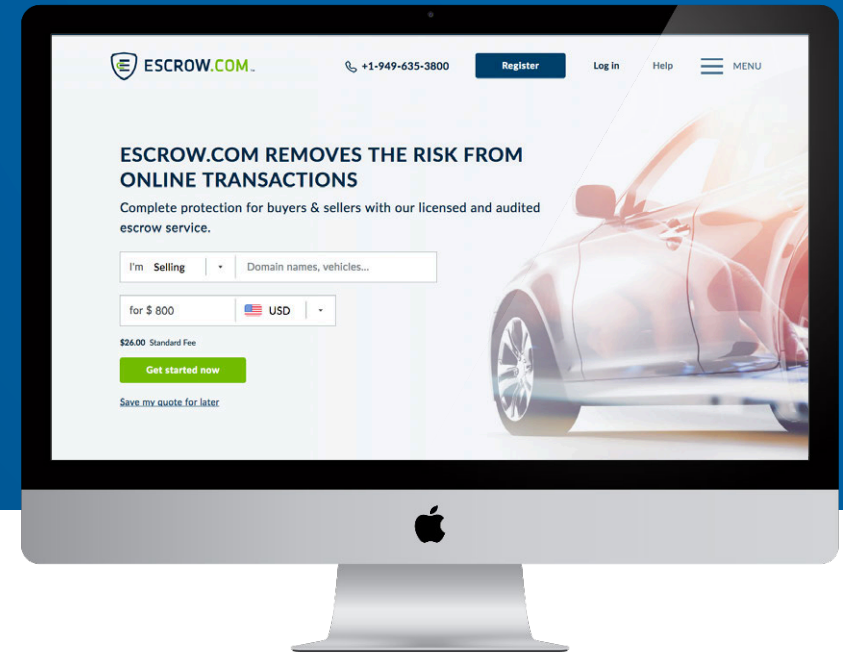
COMPANY

Freelancer.com



Freelancer.com
#1 Online Services Marketplace
Over **US\$3 billion** in
projects posted

Escrow.com



Escrow.com
#1 for Secure Online Payments
Over **US\$3 billion** in
escrow transactions



**Freelancer.com is changing the
global dynamics in the
marketplace for people**

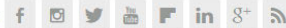


in a trillion dollar market



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BULLISH Watch The Relaunch Of TC's Bullish Today ▶

The future of work is 5 billion customers looking for a good job

Posted Mar 8, 2016 by [David Nordfors \(@Dnordfors\)](#)



We help entrepreneurs build the future.

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



This **CAD Design of a VR Helmet** cost

\$500



We are changing lives in the developing world by providing opportunity and income.

"Thanks to Freelancer.com, I am able to work from home, which allows me to spend quality time with my family while making money to meet household needs."

Kelvin Otieno

Graphic Designer
Nairobi, Kenya



4.9 / 5.0 rating, 44 reviews.



Your idea, brought to life in stunning visuals.

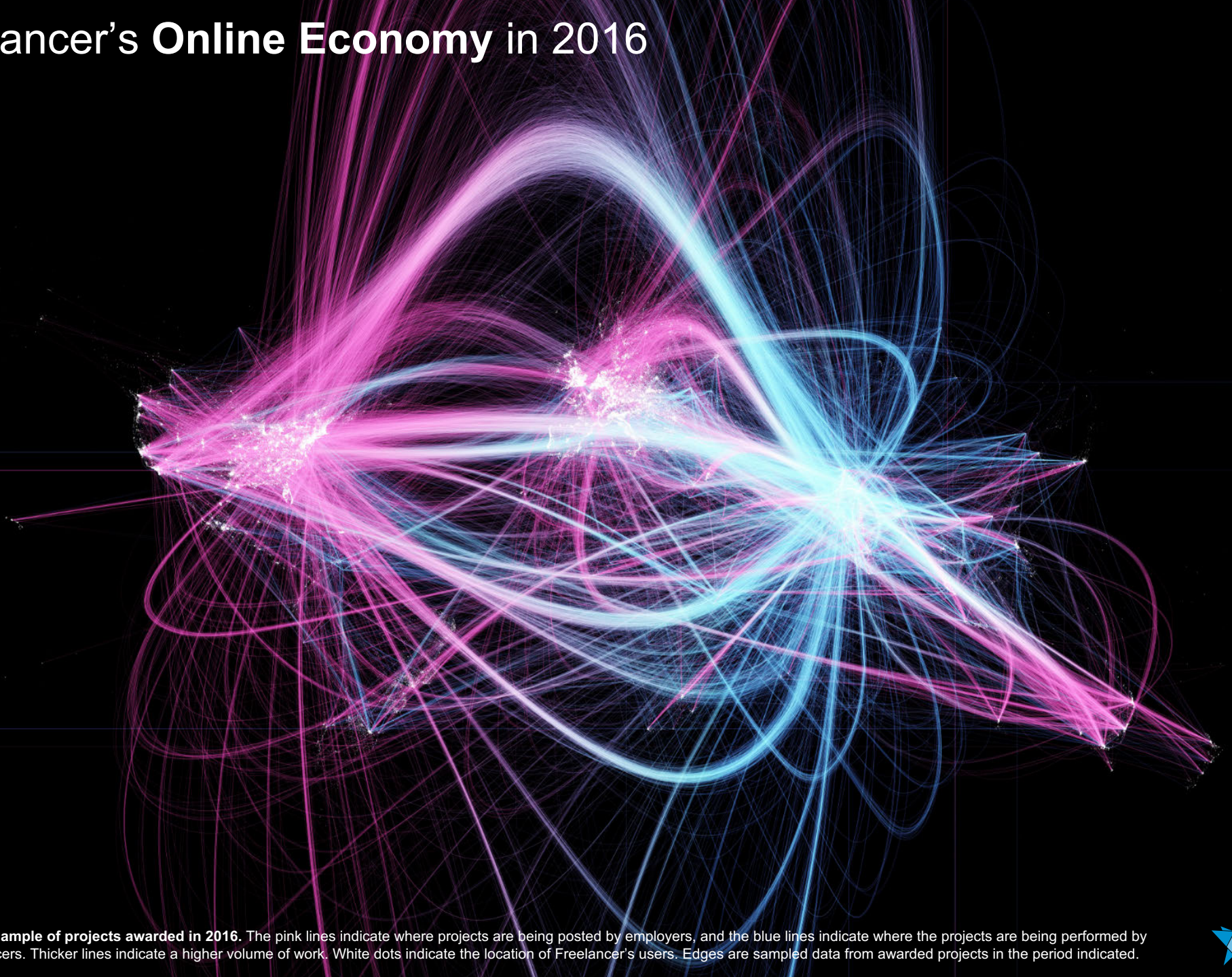
We can make your dreams a reality, no matter
how large or small your ambition or budget.



This **Architectural Design** cost

\$150

Freelancer's Online Economy in 2016



Global, Multilingual, Multicurrency

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 Supported Languages

Languages

Afrikaans Norsk-Bokmål
Bahasa Indonesia Nederlands
Bahasa Malaysia Polski
বাংলা Portuguese
Català Română
Čeština русский язык
Dansk Shqip
Deutsch Slovene
ελληνικά Svenska
English Kiswahili
Español Thai
Suomi Türkçe
Filipino Tiếng Việt
Français українська мова
हिन्द 中文(简体)
Magyar
Italiano
日本語
한국어

28 Supported Currencies

Currencies

USD JMD VND
NZD CLP AED
AUD MXN ARS
GBP IDR BDT
HKD MYR COP
SGD SEK PKR
PHP JPY
EUR PLN
CAD BRL
ZAR CNY
INR DKK

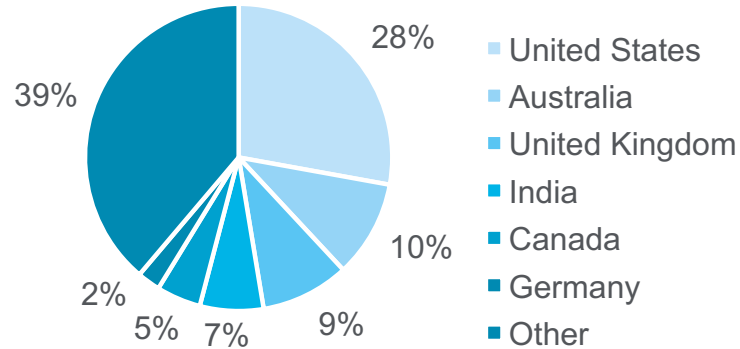
24 x 7 x 365
Multilingual Support Team



Marketplace dynamics 1H17

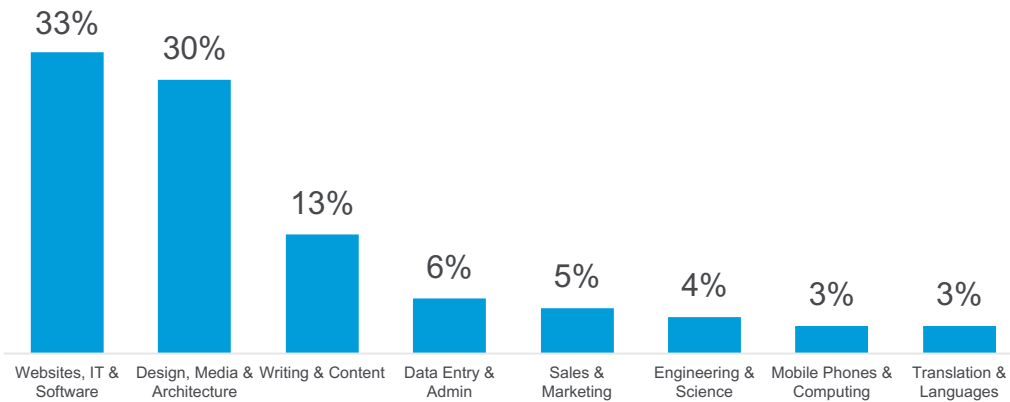
“Every job, every country, every language, every currency, at any time”

Top country sources for completed projects in 1H17¹

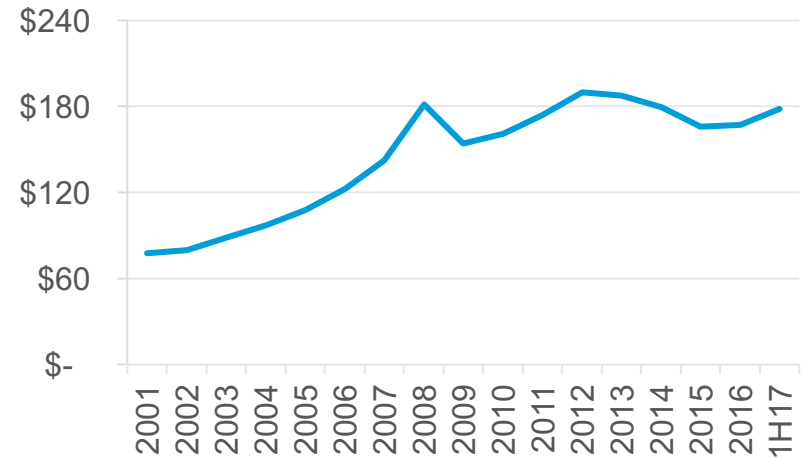


- ~1,000 job categories as diverse as Aerospace Engineering, Biotechnology, Sales, Manufacturing, Mechanical Engineering
- Complexity & sophistication growing year by year
- Average completed project US\$178 in 1H17³ up 6.6% from \$167 in 2H16.

Top completed project categories by volume in 1H17²



Average Completed Project Value (US\$)³



1. Based on the number of completed projects that were posted in 1H17.

2. Based on the value of project payments for projects that were posted in 1H17.







3. Average completed project value is now defined as average paid, completed job size, multiple awards as separate jobs. Historicals restated.



Revenue Model

Freelancer's revenue is driven by users posting jobs – as a project or a contest

- For employers it's **free** to post a project, **free** to review bids, **free** to talk and review samples
 - **3%** project commissions paid by employers when a project is awarded and accepted
- For freelancers it's **free** to view projects posted, **free** to bid on projects, **free** to talk to employers and provide samples of work
 - **10%** project commissions paid by freelancers when a project is awarded and accepted
- Membership plans range from US\$0.99 to US\$49.95 a month, and provide additional features and benefits including increased bid limits, eligibility for preferred freelancer and high value project bidding.

Intro	Starter	Basic	Plus	Professional	Premier
					
\$0.99	\$1.99	\$4.45	\$8.95	\$24.95	\$49.95
per month	per month	per month	per month	per month	per month
\$11.88 billed annually	\$23.88 billed annually	\$53.40 billed annually	\$107.40 billed annually	\$299.40 billed annually	\$599.40 billed annually

- Other value added services include project upgrades, crowdsourcing contests and upgrades, bid upgrades, transaction fees, certification fees and advertising



3D rendering of a villa from 2D floor plan for \$100

Bids64

Avg Bid (USD)\$114

Project Budget (USD)\$30 - \$250

COMPLETED

Project Description

We are building a resort and this will be the first step in designing this resort. Once I am satisfied with the work, I will reward site plan and villa allocation, reception design, restaurant and bar etc. Please note I would like my villa to look like the attached sample picture to show it to the owner. Please fill free to add your creativity if you choose but keep within the theme.

Project offered by:

☆☆☆☆☆ 0.0 (0 Reviews)

VERIFIED

Skills required

3D Design, Building Architecture, Creative Design, Home Design, Interior Design

Post a Project like this

Project ID: 6900309
Report Project



3D Rendering of a Villa from 2D Floor Plan

By jlacape

US\$100



1.6k



7




20

FREELANCERS AWARDED

REPUTATION

BUDGET (USD)



jlacape · 2 days ago

Portfolio

Accepted

5.0

5.4

5 Reviews

100% Completion Rate

\$100

in 4 days

Hire Me!



[Home](#) ▸ [My Projects](#) ▸

CLOSED



Chocolate package (front) design

€100 EUR

[Description](#)[Entries](#)

54 Total Entries

View: (54)

All Entries ▾

Sort by:

Default ▾

[louisecurtis](#)

Entry #49



0

[AlamgirBhuiyan](#)

Entry #41



1

[ghiezlact](#)

Entry #38



0

[kvinke](#)

Entry #33



0

[ghiezlact](#)

Entry #29



0

[mikeBq](#)

Entry #35



1

[ghiezlact](#)

Entry #43



0

[kelvinngnrh](#)

Entry #40



0







-LUNCH- MENU SELECTION

SERVED 11AM - 7:30PM

PREMIUM OXTAILS
2 SIDES + FOUNTAIN DRINK
+ CORNBREAD
\$12.99

BEEF TIPS
2 SIDES + FOUNTAIN DRINK
+ CORNBREAD
\$11.99

TURKEY NECKS
2 SIDES + FOUNTAIN DRINK
+ CORNBREAD
\$9.19

PORK FEET
2 SIDES + FOUNTAIN DRINK
+ CORNBREAD
\$9.19

SMOTHERED RIBS
2 SIDES + FOUNTAIN DRINK
+ CORNBREAD
\$10.99

TURKEY WING
2 SIDES + FOUNTAIN DRINK
+ CORNBREAD
\$11.99

PORK CHOPS
2 SIDES + FOUNTAIN DRINK
+ CORNBREAD
\$9.19

MEAT LOAF
MEAT LOAF FOR 9.19
SERVED TUES. & THURS

YARDBIRD - BAKED OR FRIED
FARMER'S CHICKEN IS ALL NATURAL & HORMONE FREE

**CHICKEN
DARK**

2 SIDES
FOUNTAIN DRINK
CORNBREAD
\$5.99

**CHICKEN
WHITE**

2 SIDES
FOUNTAIN DRINK
CORNBREAD
\$6.99

**CHICKEN
MIX**

2 SIDES
FOUNTAIN DRINK
CORNBREAD
\$8.99

**CHICKEN
MIX**

2 SIDES
FOUNTAIN DRINK
CORNBREAD
\$8.99

**SIDE
SELECTION**

MEDIUM SIDE (8OZ) \$2.49 - LARGE SIDE (16OZ) \$3.99

CANDY YAMS
MAC 'N' CHEESE

GREENS
PINTO BEANS

CABBAGE
BLACK EYE PEAS

SWEET CORN
GREEN BEANS

FRESH Homemade BREAKFAST

SERVED 7AM - 10:30AM

**SMALL
BREAKFAST**

1 MEAT + 2 EGGS
+ GRITS OR POTATOES
+ TOAST
\$4.59

**MEDIUM
BREAKFAST**

2 MEAT + 2 EGGS
+ GRITS OR POTATOES
+ TOAST
\$5.59

**LARGE
BREAKFAST**

3 MEAT + 2 EGGS
+ GRITS OR POTATOES
+ TOAST
\$5.99

**GREAT
SELECTION
OF BREAKFAST
MEATS**

SPICED BACON
SMOKED SAUSAGE LINKS
BREAKFAST CHOPS

SLICED HAM
BEEF PAN SAUSAGE
PORK PAN SAUSAGE

CHICKEN PAN SAUSAGE
TURKEY PAN SAUSAGE
PREMIUM OXTAILS

SPECIAL PLATES

**CATFISH
AND GRITS**

1 CATFISH FILET + GRITS OR
POTATOES + 2 EGGS
\$5.99

**PANCAKE
BREAKFAST**

2 PANCAKES + 2 EGGS
+ 1 MEAT
\$4.99

**WINGS AND
WAFFLES**

1 WAFFLE + 6 WING PIECES
\$5.99

Comfort Food with a Southern Mood

FARMER'S FRESH KITCHEN SERVES ONLY THE HIGHEST QUALITY MEATS FROM PREMIUM GRADE OXTAILS TO TOP SIRLOIN BEEF TIPS. OUR MEATS ARE SECOND TO NONE WITH A DASH OF OUR SPECIAL SEASONING AND A SPRINKLE OF TENDER CARE. WE KNOW YOU'LL ENJOY THE SAVORY GOODNESS OF OUR CLASSIC SOUTHERN DELIGHTS.



This Wall Menu Design cost

\$250



This Movie Poster cost

€140



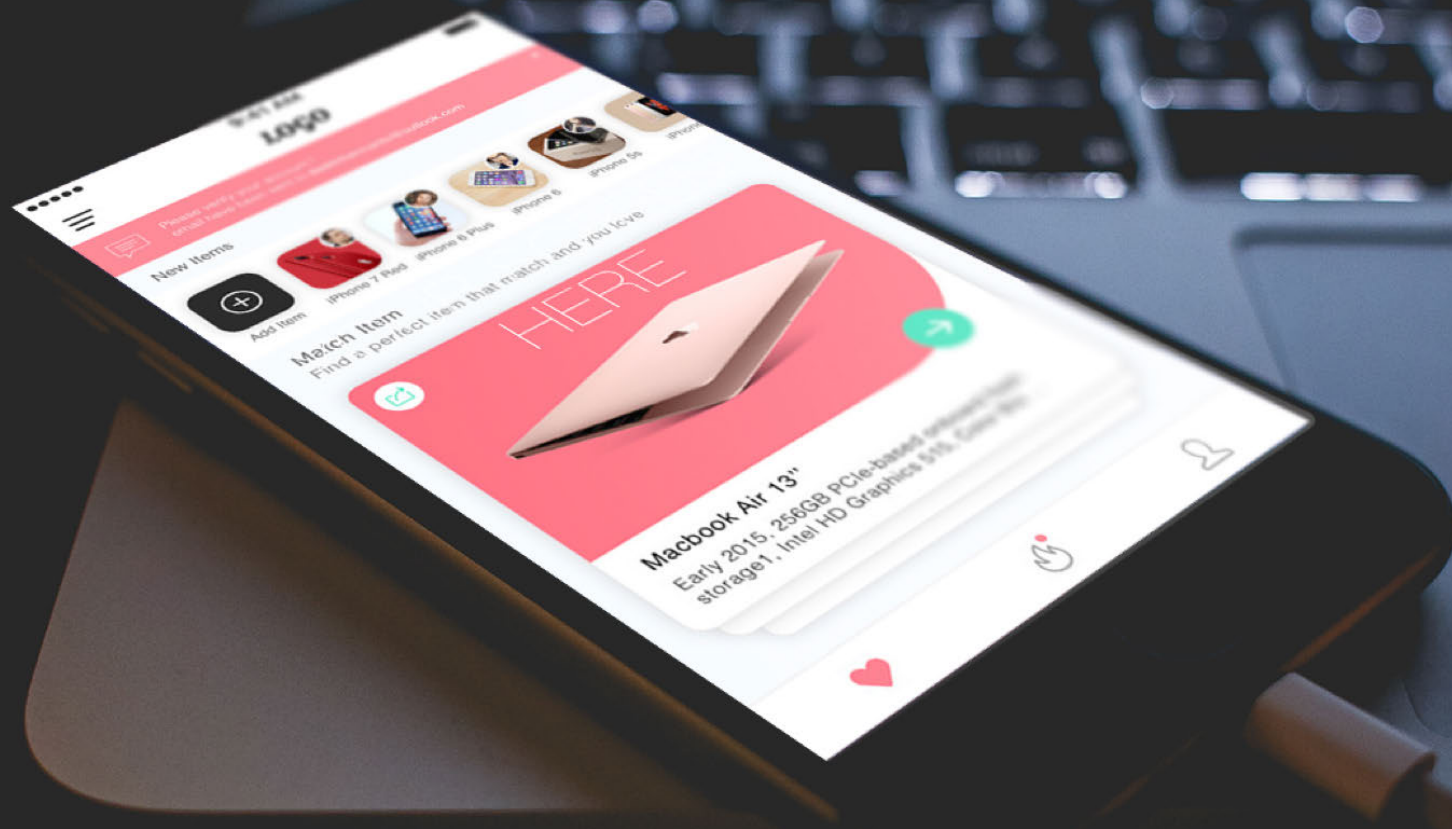
This Corporate Identity cost

\$245



This Wordpress Website Design cost

\$175



This App Design cost

\$40



First Floor

Ground Floor

Garage



This Architectural Design cost

\$1613

[Home](#) / [My Projects](#) /

OPEN · 6 DAYS LEFT

3D Handrail for an EVA spacewalk

\$50 USD

[Description](#)
[Entries](#)
[Handover](#)

100%

[Promote My Contest](#)

121 Total Entries

View: (121) All Entries

Sort by: Relevance


by Miguel3D
Entry #11

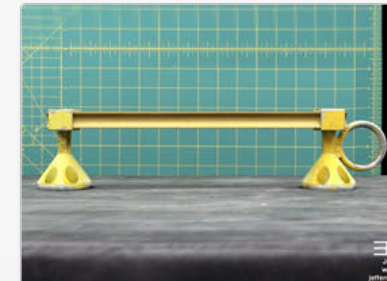
★★★★★ 5 8


by BlackRiddles
Entry #26

★★★★★ 2 0


by Electrojesus
Entry #28

★★★★★ 16 12


by Jeffersonben
Entry #15

★★★★★ 1 1


by speedmaster96
Entry #19

★★★★★ 1 5


by gml Delhi
Entry #5

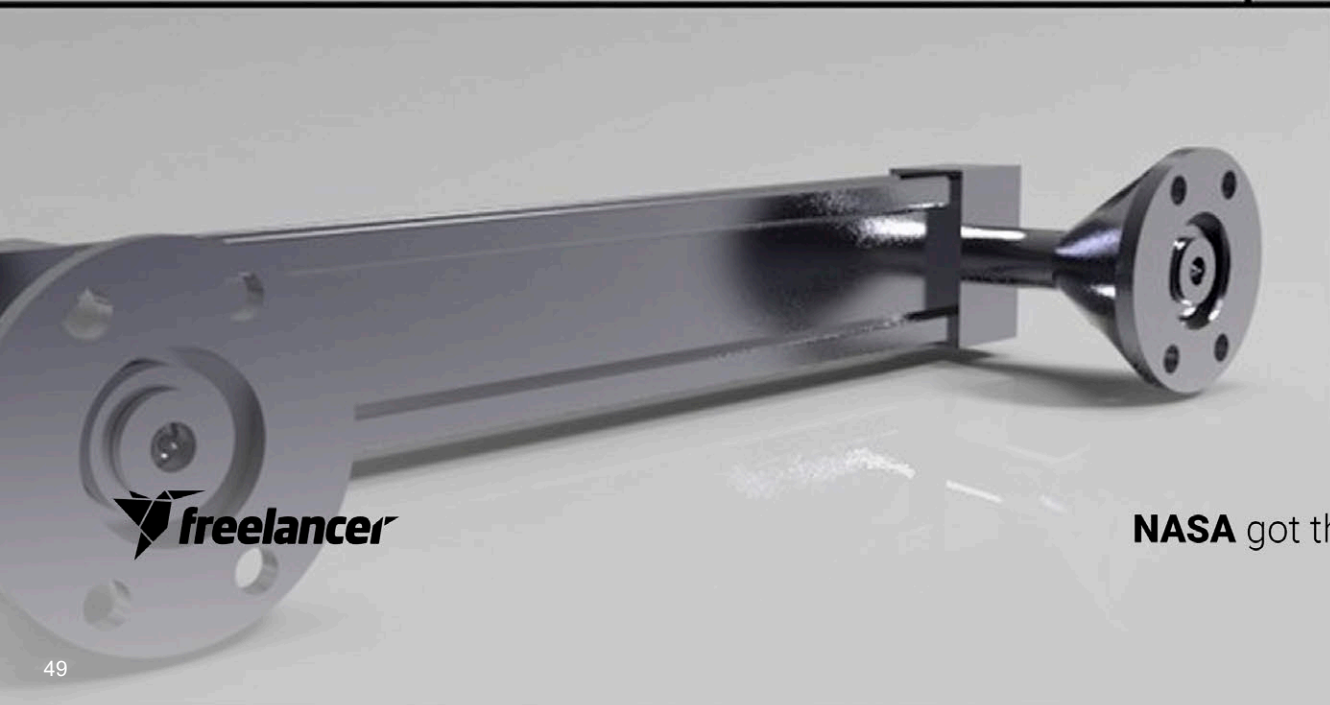
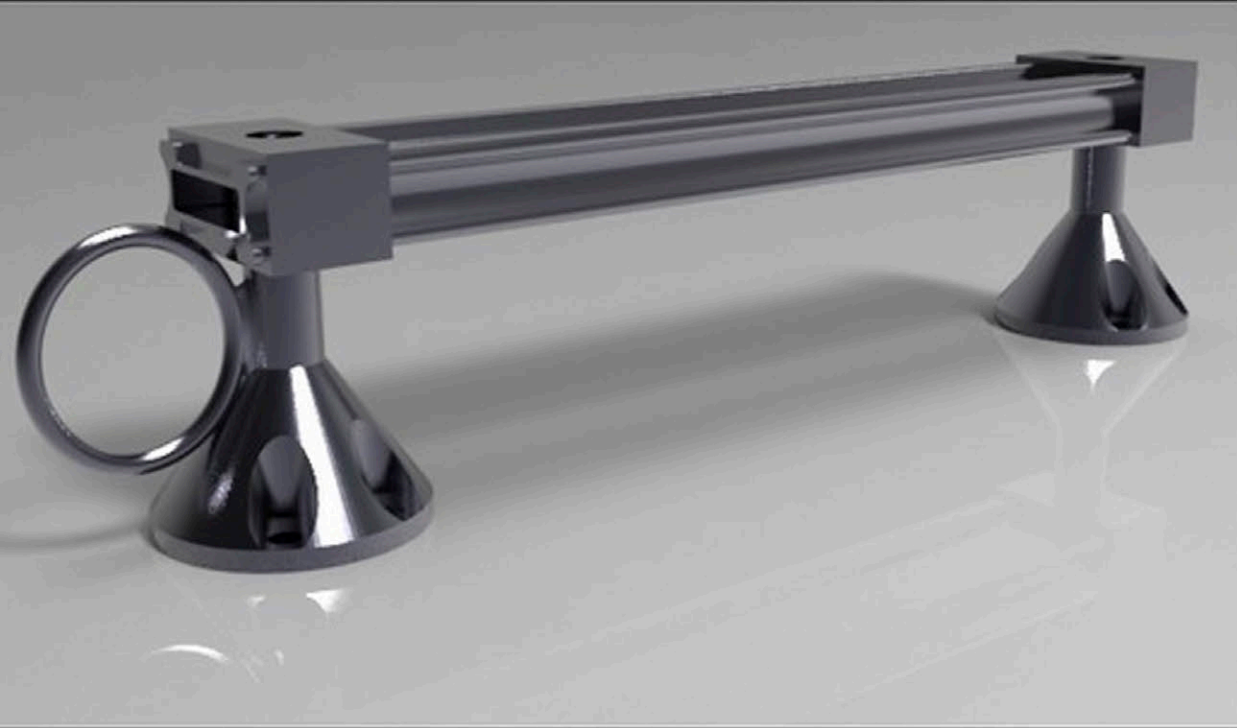
★★★★★ 1 0


by seifodias
Entry #3

★★★★★ 1 1


by AlexBrickley
Entry #42

★★★★★ 1 2



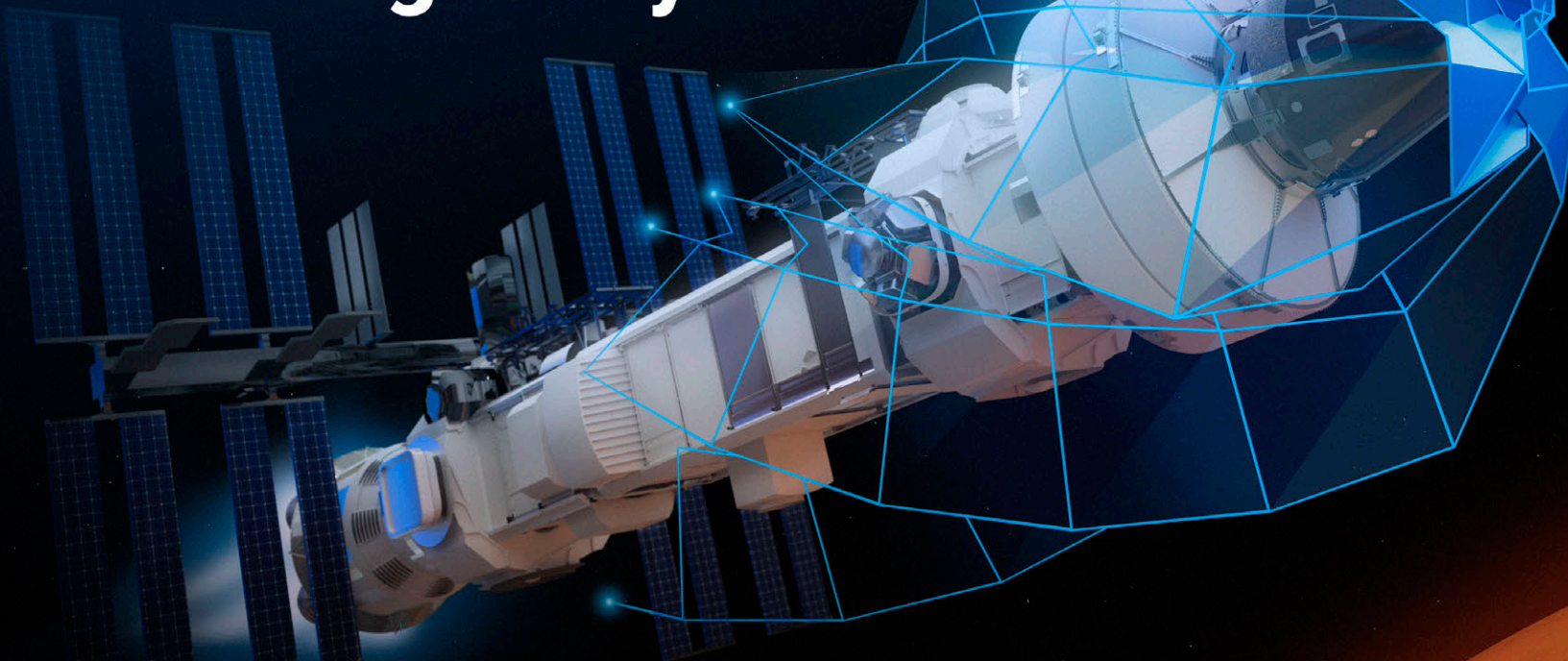
NASA got this **3D CAD modelling** for

\$50

2017 NASA ORIGAMI CONTEST



Crowdsourcing the potential of human ingenuity.



LATEST CONTEST

We challenged our freelancers to design origami folding concepts for space radiation shielding - helping to make space travel safer

PLANNED CONTESTS

70

ENTRIES TO DATE

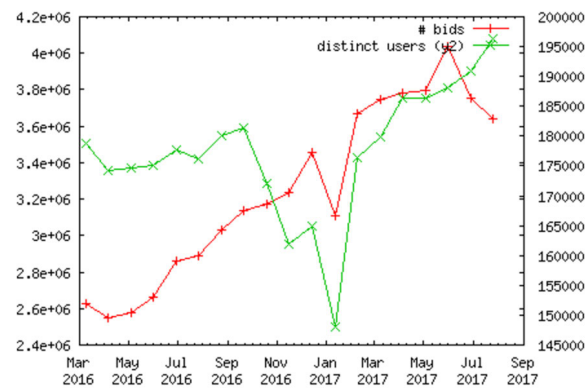
6,812

COUNTRIES

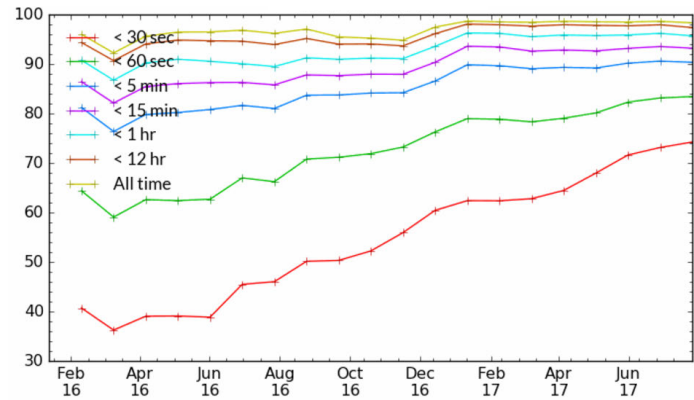
123

>82% of projects get bid within 60s

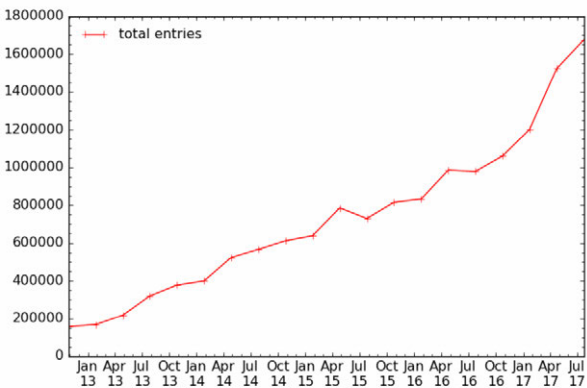
Number of bids on projects¹



Average number of bids in 1 hour



Number of entries in contests



Actual completed projects



3D Interior Design
by [Ehsanofy](#)

\$30 AUD



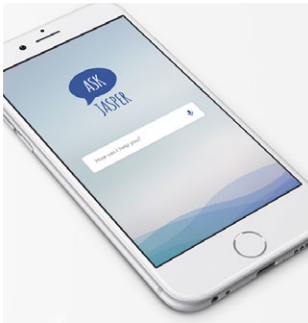
3D Helmet Design
by [Alki71](#)

\$500 AUD



3D Growler
by [FCPRS](#)

\$150 AUD



Mobile App Mockup
by [kadyanasantos](#)

\$100 AUD



Music Album Cover
by [razer12](#)

€30 EUR



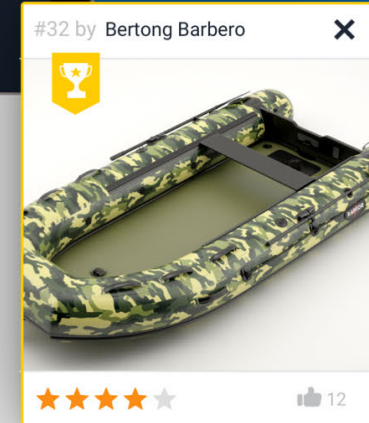
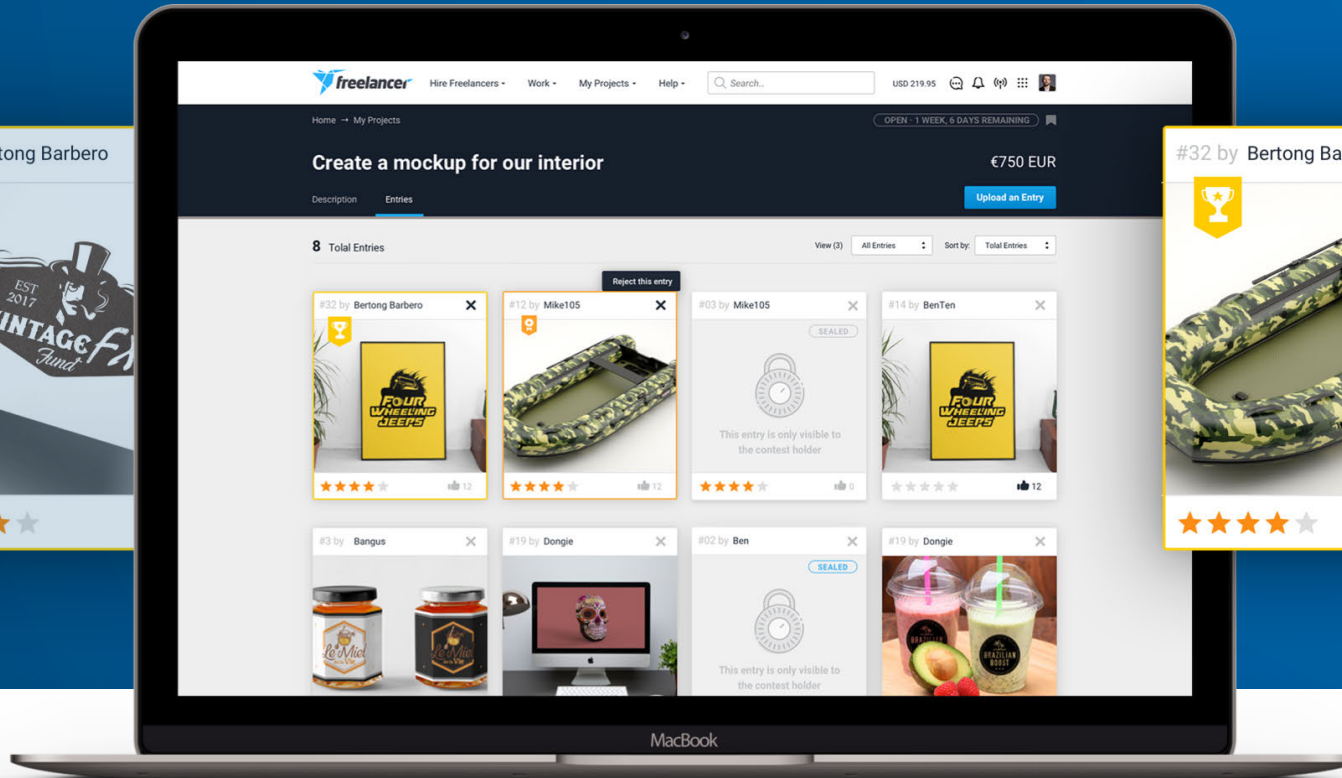
Healthy Chips Packaging
by [medialabcreative](#)

\$200 USD

1. #bids temporary drop is due to reversion of 1-click project funnel changes which has lowered the project volume but significantly increased project and funnel quality



Contests



75 entries per contest
on average (up 5.6%)

~1,700,000 contest entries
per month from freelancers
in 184 countries

New 1H17 - easily buy all
your favourite entries
(multi-award)



Mobile

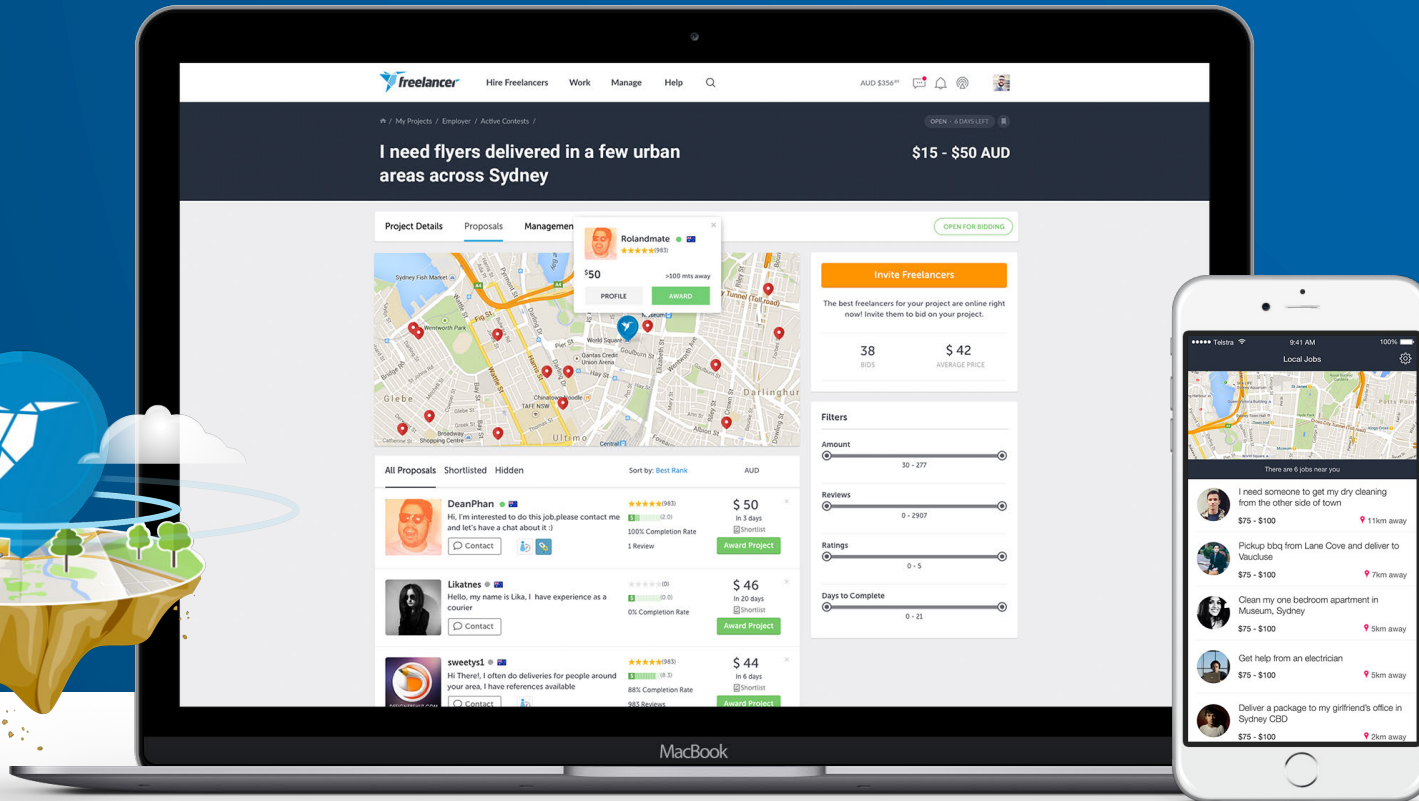
Over 1 million downloads of the Android app.

Over 79% of projects touch mobile during the project lifecycle.

Payments have now been added to the apps.



Local Jobs



60% of jobs receive a quote in less than one hour. Globally.

Average time to first bid has been reduced to 15 minutes. Globally.

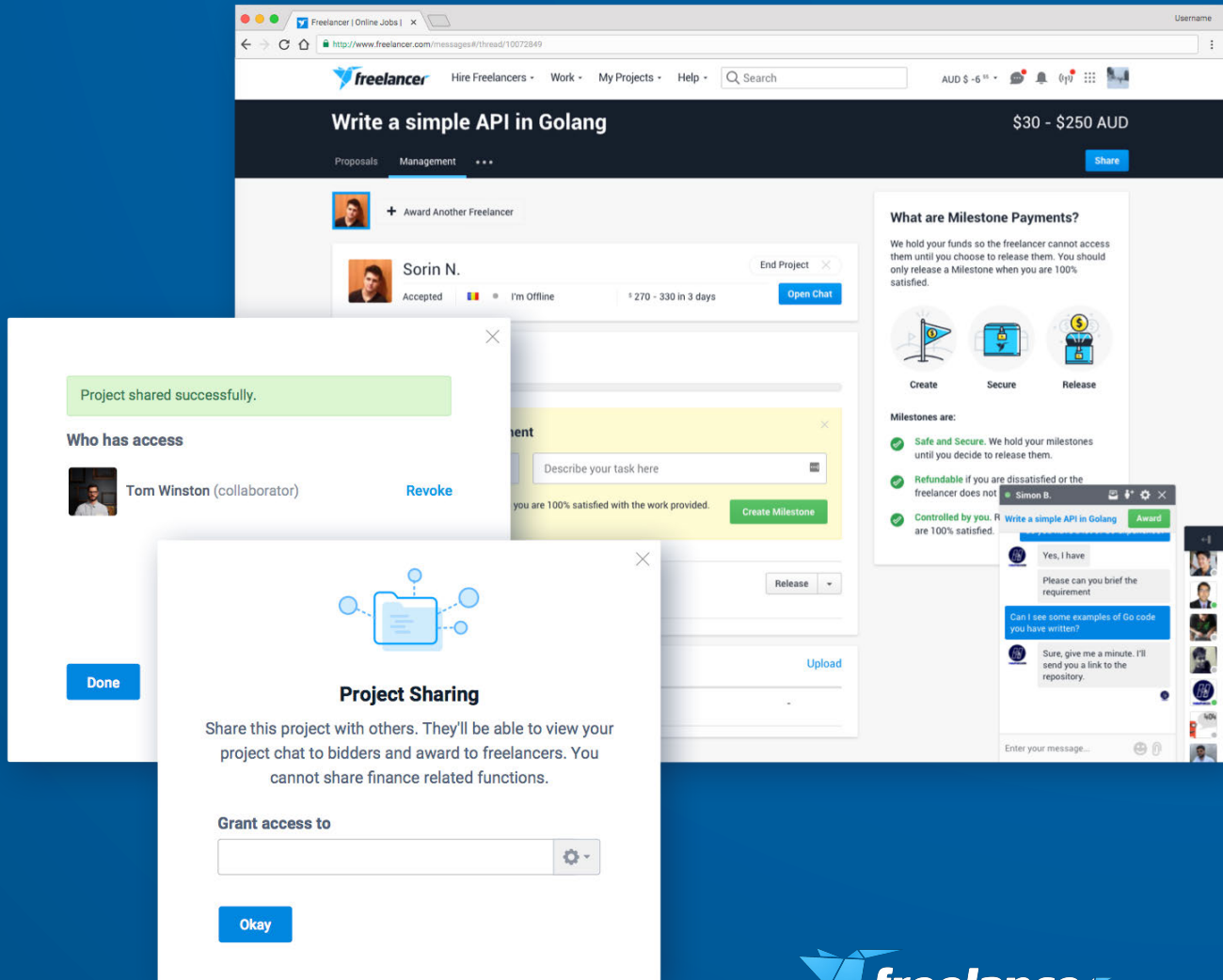
Local jobs on average receive 7 bids. Globally.

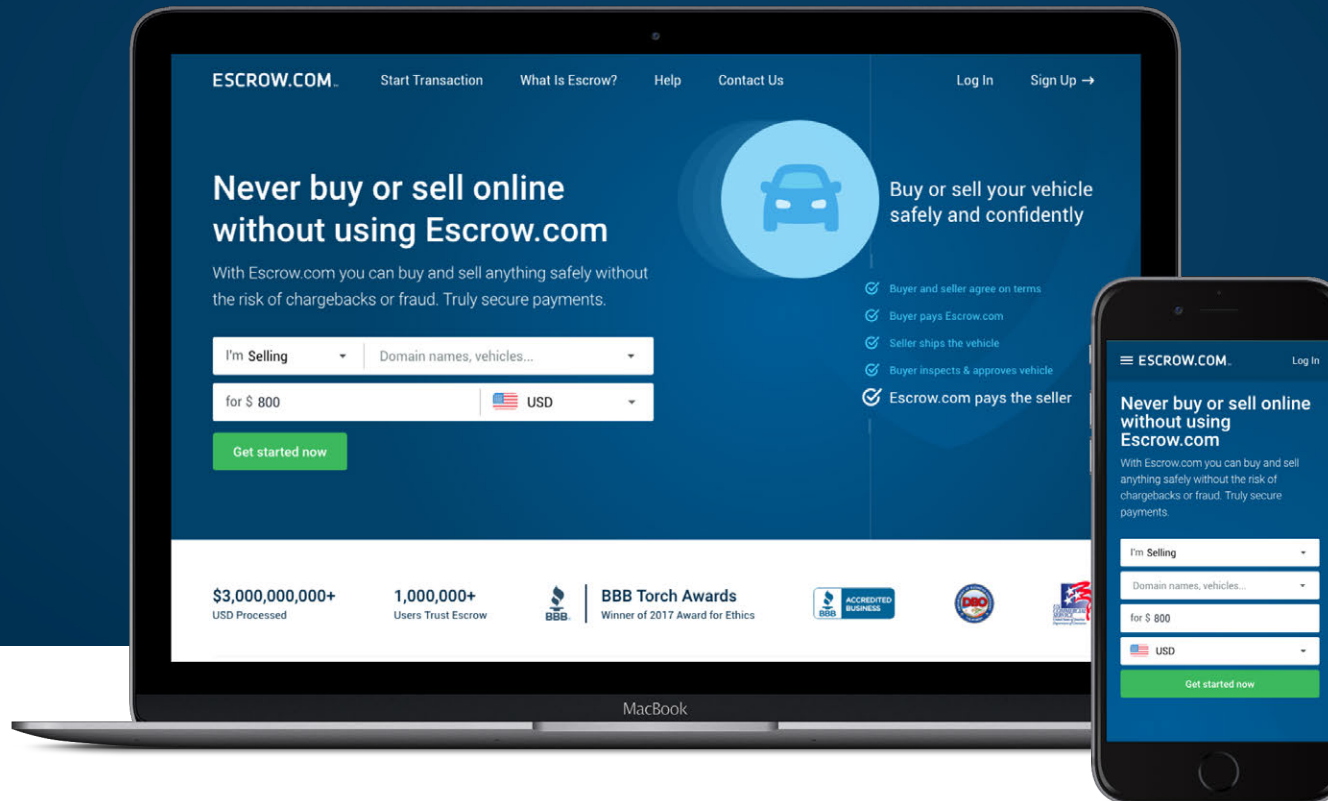
Collaboration

Project Collaboration launched - allowing employers to share their projects with collaborators.

Number of users sharing projects is currently growing 150% month on month.

50% of all messages are responded to within 30 minutes, and 85% within 6 hours.





**1 million users have transacted over
US\$3 billion securely through Escrow.com**

Licensed, audited & bonded = 0% chargebacks

Winner of the 2017 BBB Torch Award for Silicon Valley, San Francisco & Bay Area




This award is presented to a business that goes above and beyond in their business dealings with customers, other businesses and the community, and we are proud that our team's hard work has been recognized.

You wouldn't sell your car with PayPal

PayPal Community Help Forum

PayPal Home PayPal Help Sign in

PayPal > UK Community > Managing my account > Access and security > Car Purchase Scam



garden designer

Member

Posts: 2

Kudos: 6

Accepted Solutions: 0


Car Purchase Scam

on 09-06-2013 04:13 PM

I have become suspicious about a buyer for our car we had for sale on ebay 'Jodie Williams' is the email name requesting that the sale only be undertaken through paypal and that a courier would collect the car. They have asked no details about the car other than agreeing to pay the full price. Having become suspicious I searched the internet and found a few threads relating to this person 'wjodie401' . I think it is part of the same scam others have mentioned. so please beware

Everyone's Tags: [we have also been subje...](#) [which is supermans mi...](#) [View All \(2\)](#)

6 Kudos Options Reply



Re: Car Purchase Scam

on 09-06-2013 04:21 PM

Car Scam

New Solutions

[My Account Suddenly Became Chinese.. and locked !!](#)

Access and security

Tsaggos

[PLEASE HELP ME](#)

Access and security

cheshiresean

[Find More Solutions](#)

Top Tags

In fact, eBay doesn't think so either: “Important: Only use Escrow.com”

The screenshot shows the eBay Help page for 'Using escrow services for eBay Motors vehicle purchases'. The page layout includes a top navigation bar with the eBay logo, a search bar, and a 'Shop by category' dropdown. Below the navigation bar is a breadcrumb trail: Home > Help Topics > Payment & shipping > Paying for items > Using escrow services. The main content area is titled 'Help' and features a 'Browse help' sidebar on the left with categories like 'Searching & researching', 'Bidding & buying', 'Selling & seller fees', 'Payment & shipping', 'Feedback', and 'Membership & account'. The 'Payment & shipping' category is expanded, showing sub-links like 'Paying for items', 'Receiving payment', and 'Packing & shipping items'. The main content area has a search bar for help pages and a section titled 'Using escrow services for eBay Motors vehicle purchases'. This section includes a list of links: 'Use caution when considering an escrow service', 'Adding escrow to a vehicle listing', 'The escrow process', and 'International escrow services approved by eBay'. Below these links is a red circle highlighting the text: 'Important: Only use Escrow.com.' followed by a paragraph explaining that Escrow.com can help keep buyers and sellers safe from fraud. The paragraph states: 'Using Escrow.com can help keep buyers and sellers safe from fraud. When you use Escrow.com, they collect the money from the buyer and hold it until the buyer and seller agree that the terms of the sale have been met. Once both parties are satisfied, Escrow.com sends the payment to the seller. Escrow.com is licensed and regulated company, and the only escrow service that can be used for eBay transactions.' To the right of the main content area are sections for 'Contact us' and 'Ask eBay members'.

ebay Shop by category Search... All Categories Search Advanced

Home > Help Topics > Payment & shipping > Paying for items > Using escrow services

Help

Browse help

- ▶ Searching & researching
- ▶ Bidding & buying
- ▶ Selling & seller fees
- ▼ Payment & shipping
 - Paying for items
 - Receiving payment
 - Packing & shipping items
- ▶ Feedback
- ▶ Membership & account

eBay glossary
eBay acronyms
A-Z index

Search the Help pages (Does not search for items or products) Example: 'payment methods' Search Tips

Using escrow services for eBay Motors vehicle purchases

- Use caution when considering an escrow service
- Adding escrow to a vehicle listing
- The escrow process
- International escrow services approved by eBay

Important: Only use Escrow.com.

Using Escrow.com can help keep buyers and sellers safe from fraud. When you use Escrow.com, they collect the money from the buyer and hold it until the buyer and seller agree that the terms of the sale have been met. Once both parties are satisfied, Escrow.com sends the payment to the seller. Escrow.com is licensed and regulated company, and the only escrow service that can be used for eBay transactions.

Escrow is available for any purchase, but typically is used for eBay Motors

Contact us

Have a question? We can help.

Contact us

Ask eBay members

Get help from other eBay members. Visit the Answer Centre to post a question.

Related Help topics

Escrow.com

is used to secure a wide range
of transaction types



Domains



Antiques



Computer Equipment



Jewellery



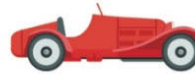
Motorcycles



Consultants



Boats



Classic Cars



Contractors



Refurbished Equipment



Websites



Heavy Equipment



IT Services



Copyrights



Electronics



Legal Services



RVs



Wholesale Goods



Musical Instruments



Auction Items

Where the Internet is bought and sold



Uber.com



Snapchat.com



SpaceX.com



Twitter.com



Instagram.com



Freelancer.com



Gmail.com



Foursquare.com



WeChat.com



Slack.com



Chrome.com



WarriorForum.com
& Business



Wordpress.com



Medicare.com



Lotto.com



Dating.com



California.com



Outlook.com



FullTilt.com



InternetBrands.com



Centurion.com



Hulu.com



Orbitz.com



Upwork.com



Escrow.com is the most trusted and licensed online escrow provider



California

California Department of Business Oversight



Iowa

Iowa Division of Banking



Montana

Montana Division of Banking and Financial Institutions



Oklahoma

Oklahoma Banking Department



Arizona

Arizona Banking Department



Kansas

Kansas Office of the State Bank Commissioner



New Mexico

New Mexico Financial Institutions Division



Texas

Texas Department of Banking



Georgia

Georgia Department of Banking and Finance



Mississippi

Mississippi Department of Banking and Consumer Finance



North Carolina

North Carolina Office of the Commissioner of Banks



Washington

Washington Department of Financial Institutions



Idaho

Idaho Department of Finance



Missouri

Missouri Division of Finance



Ohio

Ohio Department of Commerce Division of Financial Institutions



West Virginia

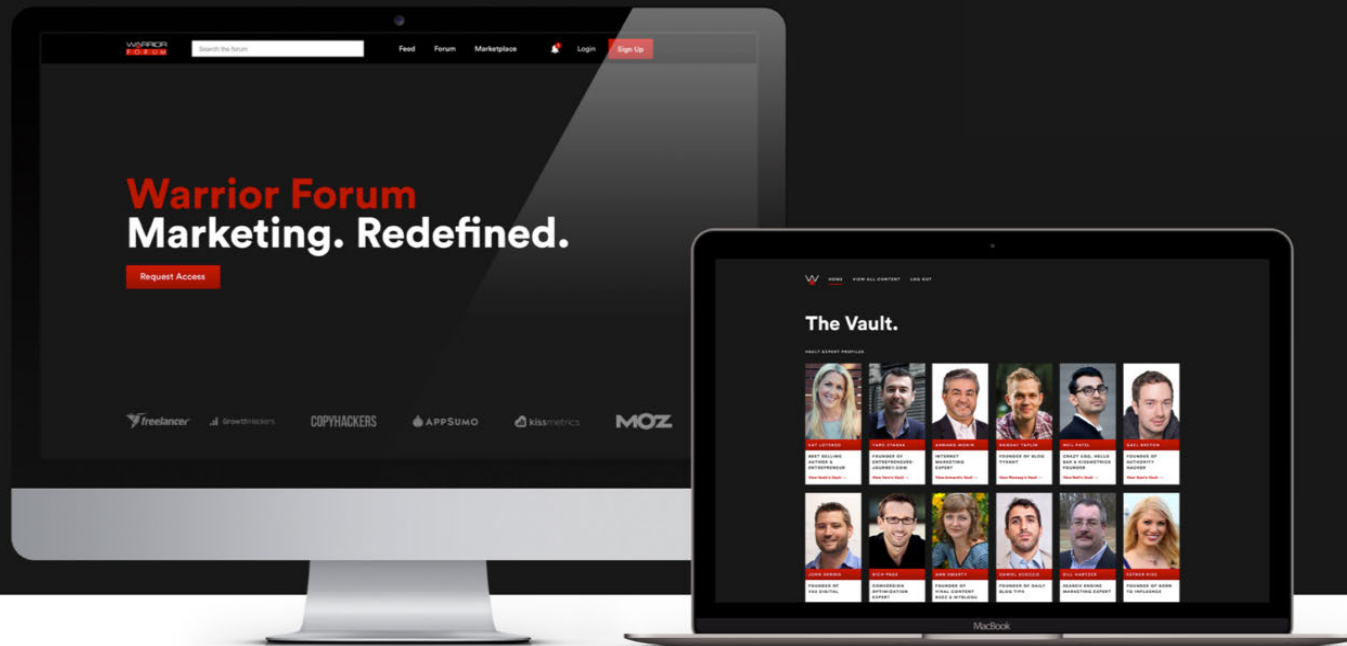
West Virginia Division of Banking



Illinois

Illinois Department of Financial and Professional Regulation





The #1 Internet Marketing Forum Since 1997

1,267,433+
USERS

10,146,899+
POSTS

988,244+
DISCUSSIONS



Elena Verna

SVP, Growth @  SurveyMonkey



Australia's Largest Startup & Growth Conference

**Exclusive International
Speaker Lineup**

**4000 +
PAX**

**60+ Keynotes
& Workshops**

**150+ Technology
Exhibitors**

Sold Out 7 Years In A Row | StartCon.com | December 1-2, 2017

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.



Senior management team

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 IPscope, Threatmetrix, Sensory Networks and Aprtix.



Christopher Koch
Deputy Chief
Financial Officer
*M.Fin (INSEAD) LLB
(Hons I) B.Ec F. Fin
GAICD*

Christopher Koch is Deputy Chief Financial Officer. He has \$35+ billion of transactional experience in investment and merchant banking, with a focus on technology, and is a former Director at UBS Investment Bank. Christopher completed his masters in finance at INSEAD (France and Singapore campuses), and read economics and law with first class honours at the University of Adelaide.



Peter Phillips
Vice President,
Engineering
*BSc (Hons I) PhD
(Computer
Science)*

Peter Phillips is Vice President of Engineering at Freelancer. In this role, he is responsible for leading the global engineering teams and defining and executing the company's operating and technical direction. Peter has extensive experience in software engineering, scalable infrastructure and IT management.



Amir Massoudi
Director, Growth
*S.Eng, MSc
(Computer Science)*

Amir Massoudi is a Director of Growth at Freelancer. In this role, he oversees all revenue, product management, data science and customer operations. Amir holds a masters degree (by research) in Computer Science specialising in Machine Learning and Computer Vision from University of New South Wales



Greg Robinson
Vice President,
Compliance
ACI, SA Fin

Greg Robinson is the Vice President of Compliance at Freelancer. Greg oversees the overall compliance environment within the Company. In this role, Greg is responsible for the development and maintenance of the governance and compliance risk programs to support the business. Before joining Freelancer, Greg worked for PayPal Australia as Head of Compliance.



Sarah Tang
Global Operations
*MSc (Wien) MA
BCom (Queens)*

Sarah Tang is in charge of operations at Freelancer, across its global footprint. She leads a diverse range of teams across operations, support, talent and human resources. Sarah is a Millennium and Cansbridge Scholar with a double degree in Strategy & Innovation Management. Her thesis explored how face-reading software can be applied to user-driven product research by training it to measure human cognition, emotions and psychology.



Adam Byrnes
Senior Director,
International
*BE (Electrical)
(Hons I) / BSc
(Adv) (Physics)*

Adam Byrnes is responsible for expanding Freelancer across the world, particularly into markets that are dominated by non-english native speakers, such as Asia and Latin-America. He leads teams in public relations, content, marketing and translation, and has been responsible for launching Freelancer's websites internationally, including 53 dedicated regional sites and 34 languages.



Sebastián Siseles
Director, International
*JD (University of
Buenos Aires) / MBA
(University of
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



Awards in 2017



Official Honoree - Best Practices
20th Annual Webby Awards 2016



People's Voice Award - Best
Employment Website
20th Annual Webby Awards 2016



Best Employment Website
20th Annual Webby Awards 2016

KNOWLEDGE
NATION 100

Matt Barrie, Australia's list of top
innovators and thinkers
Knowledge Nation 100



E-commerce Category
54th Australian Export Awards



E-commerce Category
Premier's NSW Export Awards 2016



Top 50 Tech Pioneers
Australia and New Zealand, 2016



Grand Stevie Award
The 2016 International Business
Awards



Gold Stevie for Best Interface Design
The 2016 International Business
Awards



Gold Stevie for Executive of the Year
- Internet/New Media
The 2016 International Business
Awards



Gold Stevie for Communications,
Investor Relations or PR Executive of
the Year
The 2016 International Business
Awards



Gold Stevie for Communications
Department of the Year
The 2016 International Business
Awards



Gold Stevie for Company of the Year
- Business or Professional Services -
Large
The 2016 International Business
Awards



Gold Stevie for Most Innovative
Company of the Year - in Asia,
Australia and New Zealand
The 2016 International Business
Awards



Gold Stevie Winner - Award for
Innovative Management in
Technology Industries
Asia-Pacific Stevie Awards 2016



Silver Stevie for Communications or
PR Campaign of the Year - Media
Relations
The 2016 International Business
Awards



Silver Stevie for Company of the Year
- Internet/New Media
The 2016 International Business
Awards



Silver Stevie for Executive of the Year
- Advertising, Marketing, Public
Relations, Business Services &
Diversified Services
The 2016 International Business
Awards



Silver Stevie for Utilities & Services
The 2016 International Business
Awards



Silver Stevie Winner - Award for
Excellence in Innovation in
Technology Industries
Asia-Pacific Stevie Awards 2016



Silver Stevie Winner - Award for
Innovation in Business Information
or Application Websites
Asia-Pacific Stevie Awards 2016



Bronze Stevie for Advertising,
Marketing, Public Relations &
Business Services
The 2016 International Business
Awards



Bronze Stevie for Communications or
PR Campaign of the Year - Public
Affairs
The 2016 International Business
Awards



Bronze Stevie Winner - Award for
Innovation in Business Utility Apps
Asia-Pacific Stevie Awards 2016

Unique investment thematics

Freelancer Limited (ASX:FLN) is a 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
- Incredibly deflationary
- Fintech & transition of global commerce to online (Escrow.com)
- Global Income (>95% of revenue is outside Australia: USD, GBP, EUR, CAD, etc.)



ASX
FREELANCER LIMITED





Freelancer Limited

INDUSTRY DRIVERS

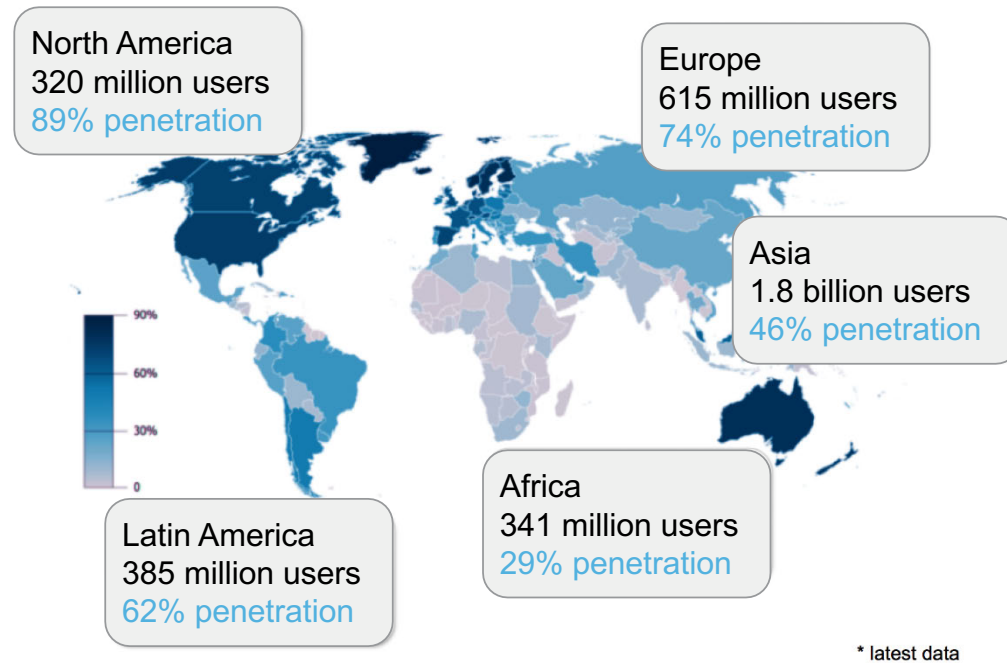
The other
50%
of the world's
population are
about to join
the Internet.



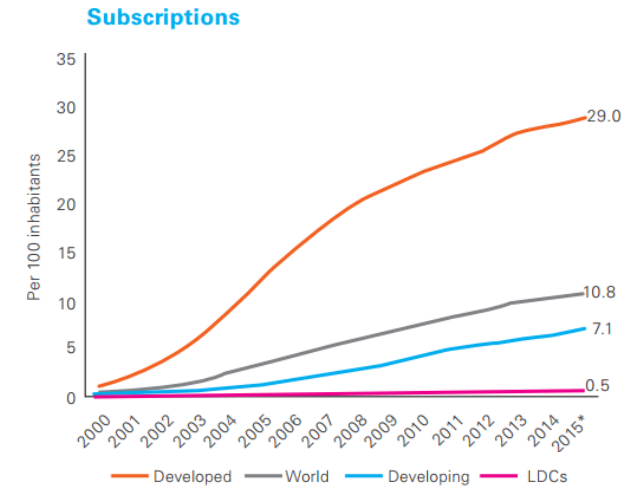
It's 2017

The other four billion are connecting to the Internet at a tremendous pace

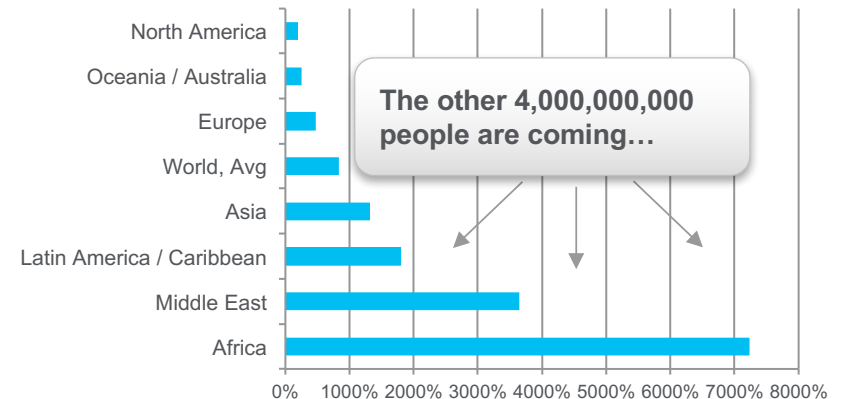
- World population¹: **7,340,159,492**
Number on the Internet: **3,675,824,813** (50.1%)



Internet Users by Development Level 2005-2015E²



Worldwide Internet Growth 2000-15¹



1. Source: Internet World Stats (to 30 June 2016)

2. International Telecommunications Union (<https://www.itu.int/en/ITU-D/Statistics/Documents/facts/ICTFactsFigures2015.pdf>)



Developing world self-educating to raise socio-economic status

The wealth of human knowledge is available online

- Five billion people live on \$10 a day or less

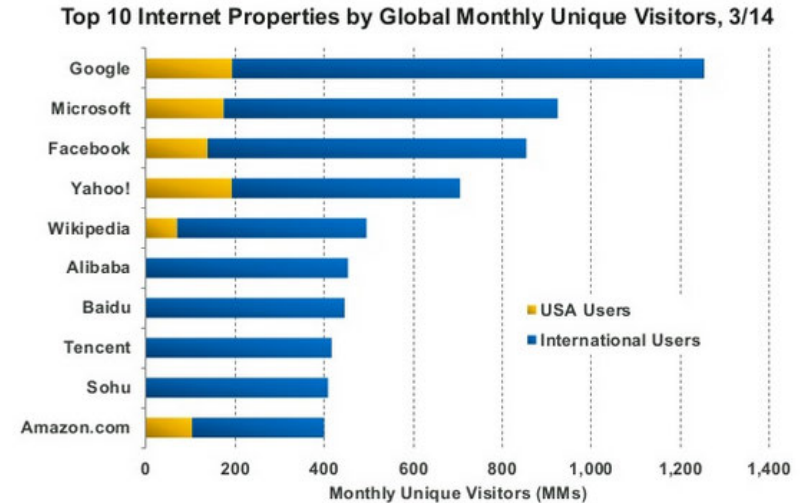


- The first thing they are looking to do online is raise their socio-economic status
- But it's never been easier to learn a trade
 - The wealth of human knowledge is available online
 - A revolution is also occurring in online education: Coursera, Udacity, Khan Academy, edX



- The other 4 billion are rapidly self educating
- \$10 per day to \$10 an hour+

86% of users of top 10 US sites are already foreign¹



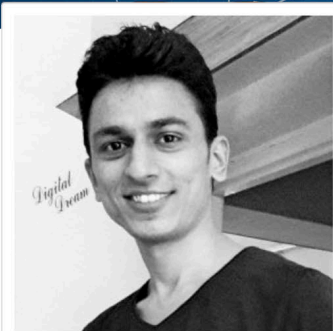
Twice as many Chinese on the Internet as Americans²

Rank	Country	2008-2012 Internet User Adds (MMs)	2012 Internet Users (MMs)	Y/Y Growth	Population Penetration
1	China	264	564	10%	42%
2	India	88	137	26	11
3	Indonesia	39	55	58	23
4	Iran	35	42	205	55
5	Russia	33	70	6	49
6	Nigeria	31	48	15	30
7	Philippines	28	34	32	35
8	Brazil	27	88	6	45
9	Mexico	19	42	9	37
10	USA	18	244	3	78
11	Argentina	17	28	57	68
12	Egypt	17	30	11	38
13	Colombia	14	25	39	54
14	Turkey	13	35	17	47
15	Vietnam	12	31	7	35
Top 15		654	1,473	15%	34%
World		902	2,406	8%	34%

1. Source: comScore Global, 8/11.

2. Source: International Telecommunications Union, ICT Facts and Figures 2013; CNNIC, 31 December 2012.





@ZzeeDsMech



🇮🇳 Jodhpur, India 12pm

Member since July, 2015

2 Recommendations

Gajendra D | MechRobust

3D CAD Modeling | Product Design | Manufacturing

I am a skilled and experienced freelance industrial product designer, I can help you design products from the idea and rough sketches and make mechanical 3D models and I can prepare Designs for 3D Printing and Manufacturing as well.

I am always passionate about new product design. I successfully designed more than 80 products in my 4 years of freelancing career. I am in possession of state of the art set of licensed software with the latest release. Leave all your tension about the new product or mechanical design to me, I will take very good care of them and deliver the results you expect.

The software I use are; SolidWorks, Autodesk Inventor Pro, 3ds Max, Solidworks, AutoCAD, and I can work on Mechanical Design, 3D Rendering, 3D Modeling, 3D Animation, consumer product design and engineering drawings as well.

Looking forward to an exciting design journey together.

Wishing you success, always.

Gajendra Deora
MechRobust.



Hire Me

\$20 USD/hr

4.9



38 reviews

5.9



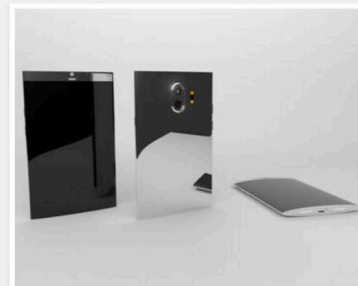
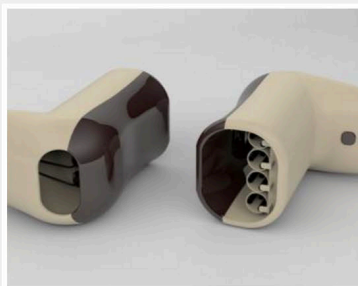
98% Jobs Completed

100% On Budget

100% On Time

15% Repeat Hire Rate

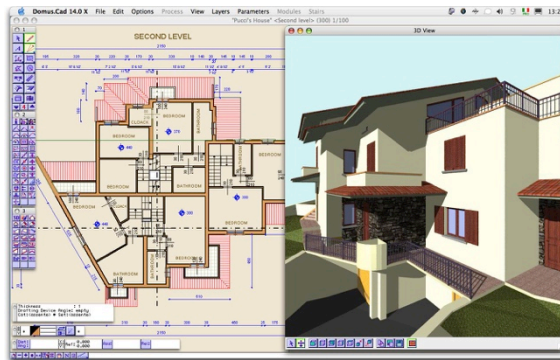
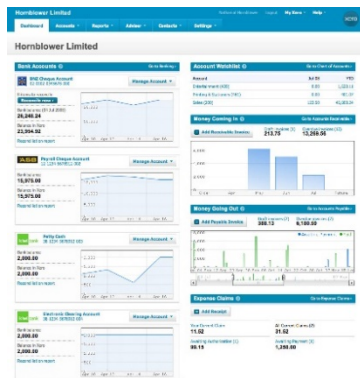
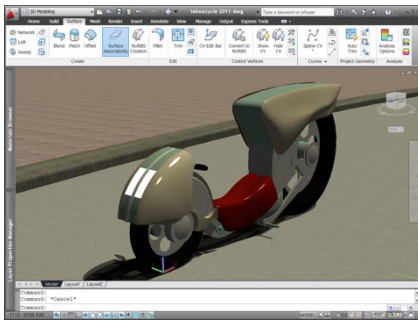
Freelancer > Freelancers in India > CAD/CAM Designers > ZzeeDsMech



Software is eating the world

“We are in the middle of a dramatic and broad technological and economic shift in which software companies are poised to take over large swathes of the economy”¹

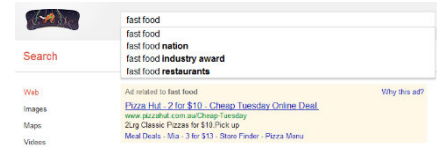
- Every industry is being disrupted rapidly, and becoming dominated by software companies
- White collar job functions are all headed to software, and moving into the cloud



Advertising



Physical

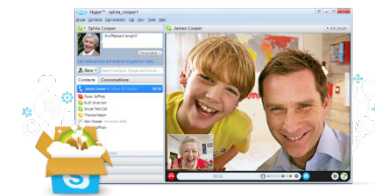


Software

Telecommunications



Physical

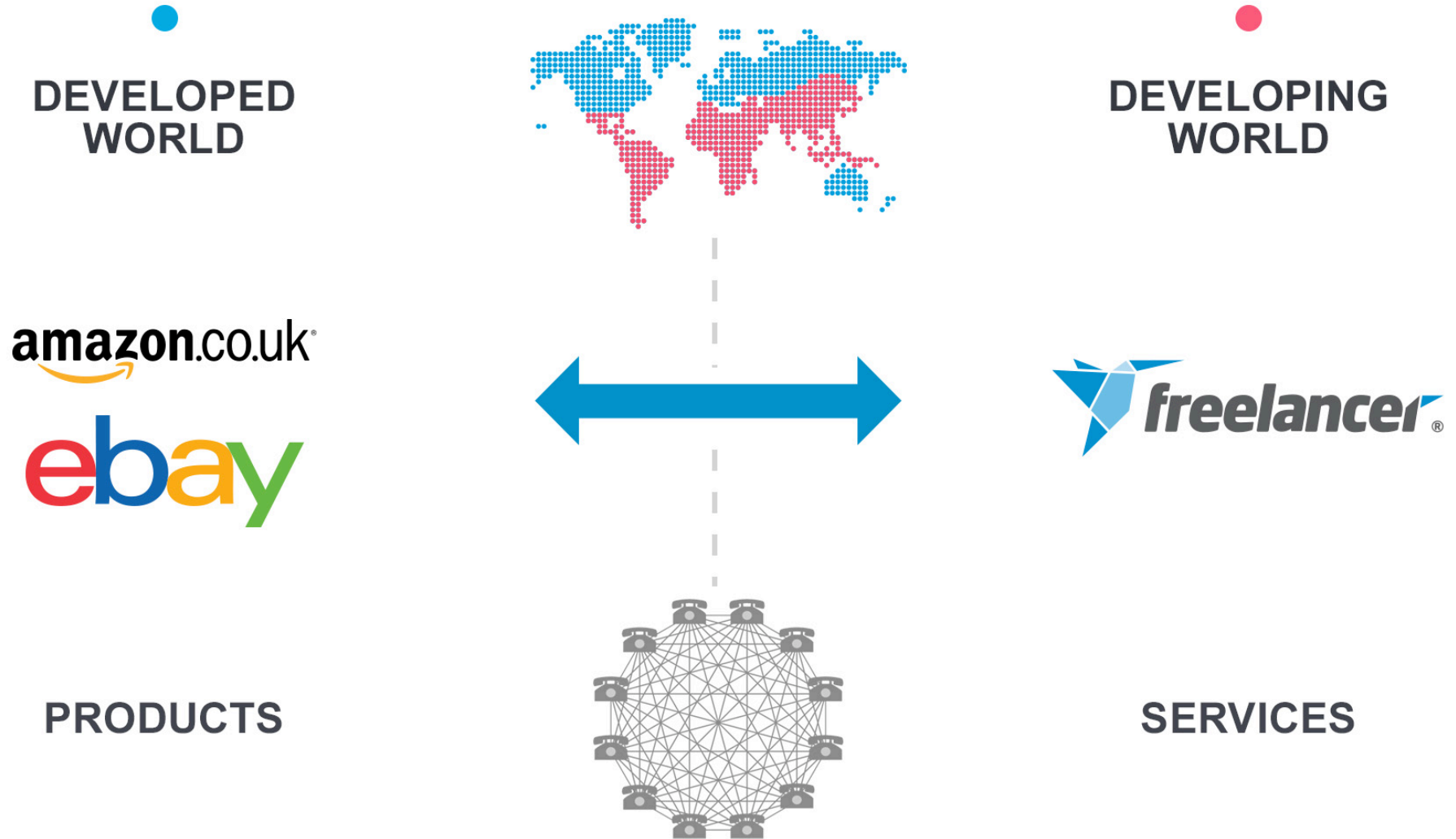


Software

1. Marc Andreessen, Wall Street Journal, Why Software is Eating the World, 20 August 2011.



The world is repeating itself 20 years later





Freelancer Limited

HOW BIG IS THE MARKET?

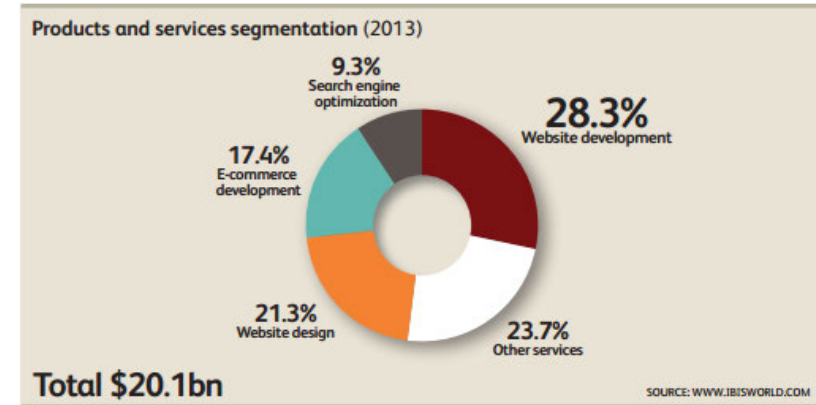
**“160 million jobs, or about 11%
of the projected 1.46 billion
services jobs worldwide, could
in theory be carried out
remotely, barring any
constraints in supply” ***



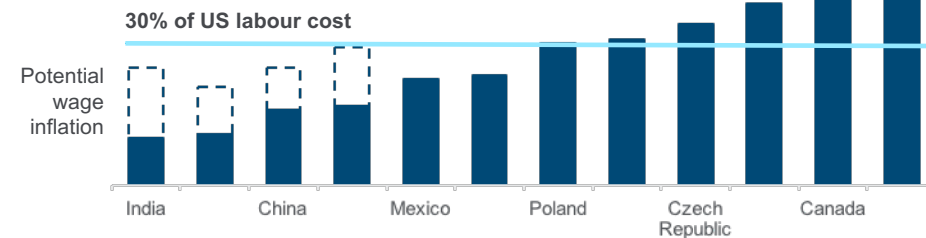
Estimated demand for Web Design services (mid-high OECD)

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 @ 26% take rate = c.A\$620 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 $(96+28)/28 = \text{c.}4.4\text{x}$ larger than the US market



Comparison of hourly labour cost, index (US = 100)²



78

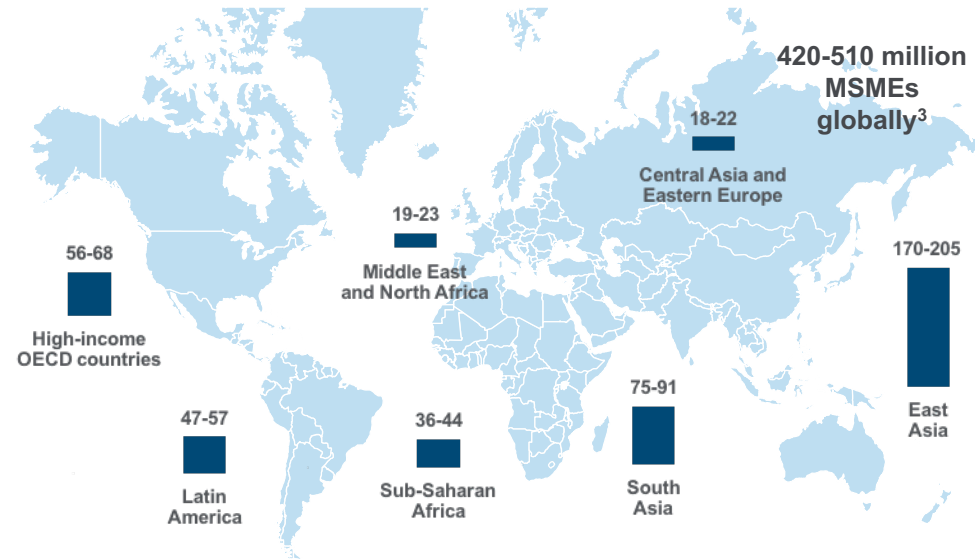
1. IBISWorld, "Web Design Services in the US" (August, 2013).
2. McKinsey Global Institute, "The Emerging Global Labor Market: Part III: How Supply and Demand for Offshore Talent Meet" (June, 2005).
3. Based on 28m SMEs in the US, 96m MSMEs outside the US in mid-high income OECD countries.
4. Based on AUD/USD exchange rate of 0.73.



Estimated demand from mid-high income OECD SMEs

Global small business revenue opportunity estimated as \$38 billion per annum (602 million projects, \$135 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 2016²
- Average project size in FY16 was US\$167, generating revenue of \$47 to Freelancer (28.3% monetisation rate)²
 - Implies A\$8.6 billion TAM (A\$30.4 billion GPV, 140 million projects) from US SMEs
- But there are 420 – 510 million micro, small and medium enterprises (MSMEs) globally³
- 96 million are formal employer MSMEs outside the US in mid-high income nations⁴
 - Additional A\$29 billion TAM (A\$104 billion GPV, 480 million projects)
- **Estimated global TAM from MSME market of c.\$38 billion (A\$135 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\$167 in FY16. Monetisation rate = \$45.2m / 160m = 28.25%

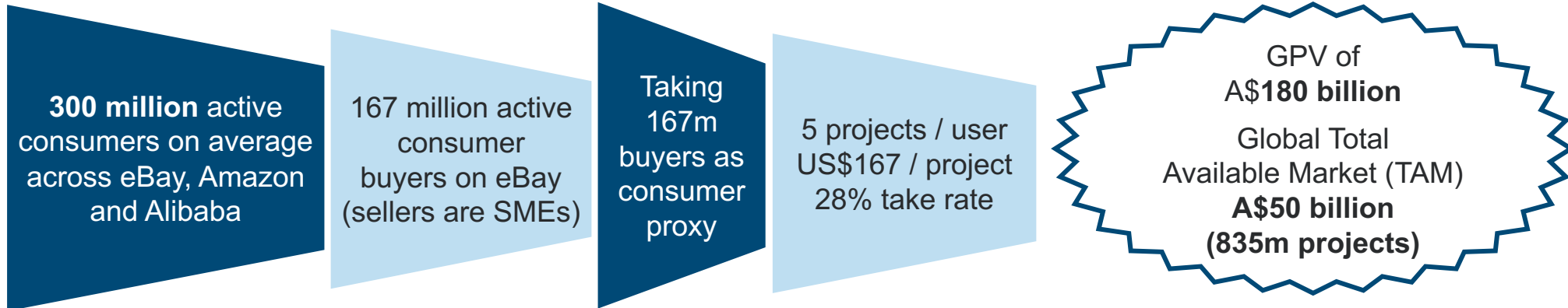
3. McKinsey Global Institute, "Two trillion and counting: Assessing the credit gap for micro, small, and medium-size enterprises in the developing world" (October, 2010).





4. World Bank Statistics, International Finance Corporation. Excludes informal MSMEs including non-employer firms, sole proprietors and unincorporated partnerships.



Estimated demand from Consumers

Engaged active users on major product marketplaces are low hanging fruit for online services. Major product marketplaces as a proxy of consumer demand indicates TAM of A\$50 billion (835 million projects, \$180 billion GPV)



				
2016 Revenue	US\$9 billion ¹	US\$136 billion ¹	US\$155 billion ³	A\$52.7 million
2016 GMV/GPV	US\$84 billion	US\$300+ billion ²	US\$500+ billion ⁴	A\$160.3 million
2016 Users	167 million active buyers	300+ million active buyers	434 million active buyers	23 million total registered users
Geography	Global	Global	Predominantly China	Global

Source: Company reports, Bloomberg, Statistica, Nasdaq.
¹ Actual year end 31 December 2016
² Based on analyst estimates
³ Bloomberg FY17E (March year end) estimate
⁴ Trailing 12 months as at 30 June 2016, company disclosure



Estimated supply of professional labour in the developing world

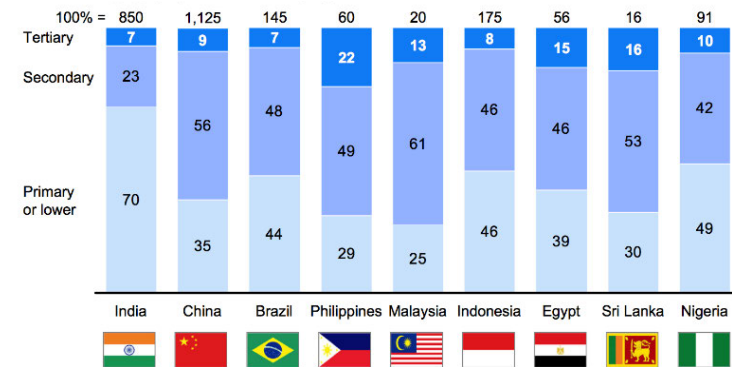
370 million people, or 10% of the 3.7 billion working age population in the developing world have a tertiary qualification

- 2010 global working age population: 3.7 billion, labour force: 2.9 billion¹

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 predicted global labour force: 3.5 billion¹
- Of the 3.7 billion working age in the developing world in 2010:
 - 1.7 billion (46%) have a secondary education
 - 370 million (10%) have a tertiary education
- There are 220 million people with a tertiary degree between India, China, Brazil, Philippines, Malaysia, Indonesia, Egypt, Sri Lanka and Nigeria
- 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 annum³
- 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 people¹



NOTE: Numbers may not sum due to rounding.

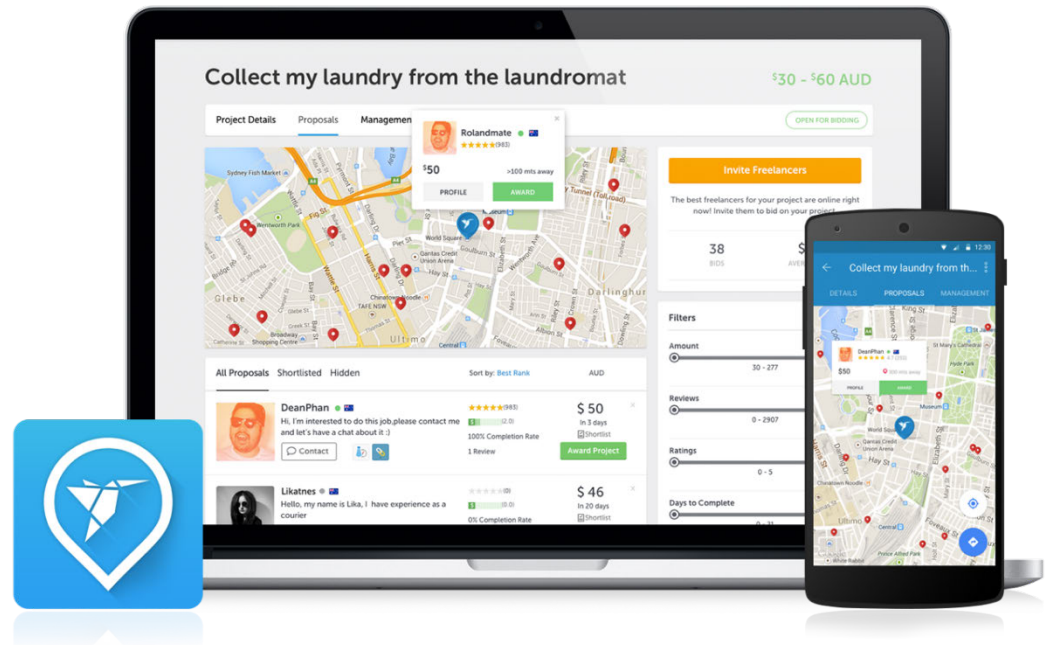
SOURCE: United Nations Population Division (2010 revision); IIASA; ILO; local statistics for India and China; McKinsey Global Institute analysis



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 billion¹
 - MBO Partners² 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^{4,5}



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. <http://www.fool.com/investing/general/2015/04/03/does-a-market-exist-for-amazoncom-incs-home-service.asp>
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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