



ASX Announcement | 10 April 2018

Freelancer Limited and Swarmsales Partner to Provide Enterprises with Global On-Demand Cloud Workforce for Sales

Tuesday, 10th April 2018 - Freelancer Limited (ASX:FLN) (Freelancer or the Company), the world's largest freelancing and crowdsourcing marketplace by total number of users and posted jobs, today announced a partnership with Swarmsales.com, the leading platform for scaling enterprise sales, to power organizations' sales capabilities by combining Swarmsales' on-demand sales force platform and Freelancer.com's network of 27 million freelancers across 247 countries, regions and territories.

The combination of Swarmsales.com's platform and Freelancer.com's reach of professionals provides access instantly to a global salesforce at a fraction of the cost of hiring, training and managing a full-time staff in pursuit of new markets and accelerated growth.

Swarmsales helps companies do business faster, and grow new territories on demand while scaling their sales force at will through independent salespeople and augmented channel programs. The Swarmsales platform matches opportunities with qualified salespeople and then automates the sales workflow from engagement through to deal closure using engagement management tools that maximize collaboration. Swarmsales also integrates compliance, managed services and an innovative Sales Learning Management System (SLMS) that enables online training and certification of independent salespeople, ensuring qualification to meet each enterprise's needs.

Freelancer.com brings its network of 27 million freelancers and independent contractors into the partnership, providing broad coverage of new international geographies for enterprise accounts. This breadth of coverage combined with Swarmsales learning management tools provide for rapid scaling of sales for any enterprise organization. In addition, Freelancer.com's new Enterprise Solution ensures that talent management and compliance needs are met. More than 70 percent of Fortune 500 companies use Freelancer.com, and the Enterprise Solution aims to turn these relationships which are currently scattered throughout the organisation into enterprise managed solutions.

Freelancer Chief Executive Matt Barrie comments, "Swarmsales has built a sales-opportunity platform that is dependable and proven to provide swift growth for its enterprise customers. Engaging their strength in enterprise sales with Freelancer.com's pool of talent provides a great solution and pairs exceptionally well with Freelancer.com's recent expansion into enterprise solutions." Freelancer.com will also be using Swarmsales to scale its Freelancer Enterprise and Escrow.com businesses.

Ankur Srivastava, Cofounder & CEO of Swarmsales comments, "Freelancer.com is an ideal partner for Swarmsales, enabling us to access millions of independent professionals who are either immediately available to help sell our enterprise customers' products, or are candidates for training on our sales learning management platform to become tomorrow's enterprise sales star. We're delighted to partner with Freelancer.com".



About Freelancer®

Ten-time Webby award-winning Freelancer.com is the world's largest freelancing and crowdsourcing marketplace by total number of users and jobs posted. More than 27 million users have posted over 13 million jobs in over 1,000 areas as diverse as website development, logo design, marketing, copywriting, astrophysics, aerospace engineering and manufacturing. The Freelancer Group includes Escrow.com, the world's largest provider of secure online escrow and transaction management services with over \$3.5 billion in payments protected since 1999, StartCon, Australia's largest startup conference and entrepreneur community since 2009 and WarriorForum.com, the world's largest Internet marketing community & marketplace. Freelancer Limited is listed on the Australian Securities Exchange under the ticker ASX:FLN.

About Swarmsales:

Swarmsales, Inc. is the leading sales engagement management platform for scaling enterprise sales through business partners and independent salespeople. Swarmsales connects enterprise organizations with channel partners, sales teams, and independent, trained sales professionals for access to new business segments, verticals, geographies and targeted accounts, providing tools for collaborative sales engagement. Swarmsales is headquartered in San Francisco, California.

The partnership is not financially material to Freelancer Limited, and the commercial terms of the agreement were not disclosed.

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For more information, contact:

Neil Katz Chief Financial Officer

Tel: +61 2 8599 2707

Email: investor@freelancer.com

<http://www.freelancer.com>