29 May 2018

Freelancer Limited

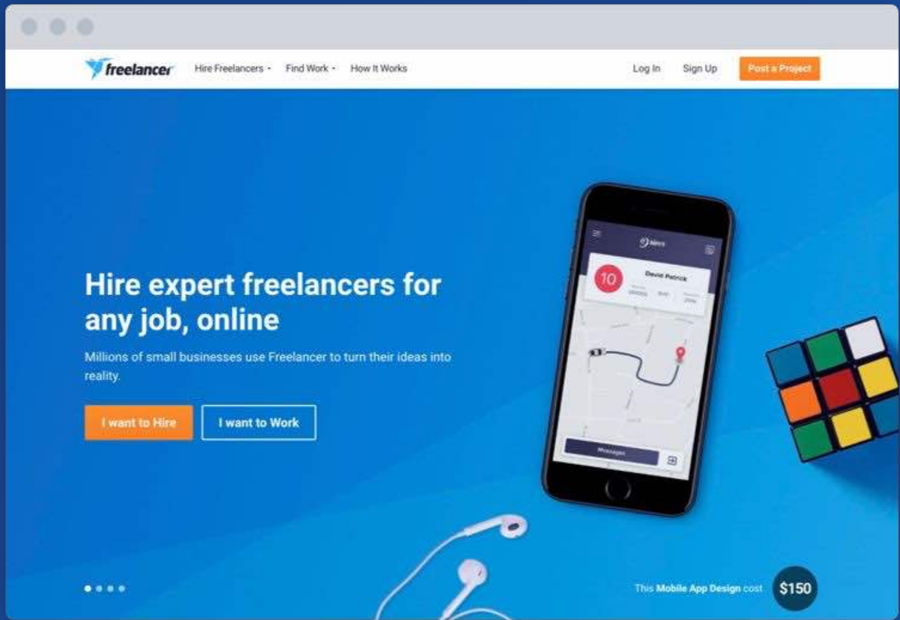
UBS Australian Emerging Companies Conference Series: Technology
1Q18 Financial Results Presentation

Matt Barrie

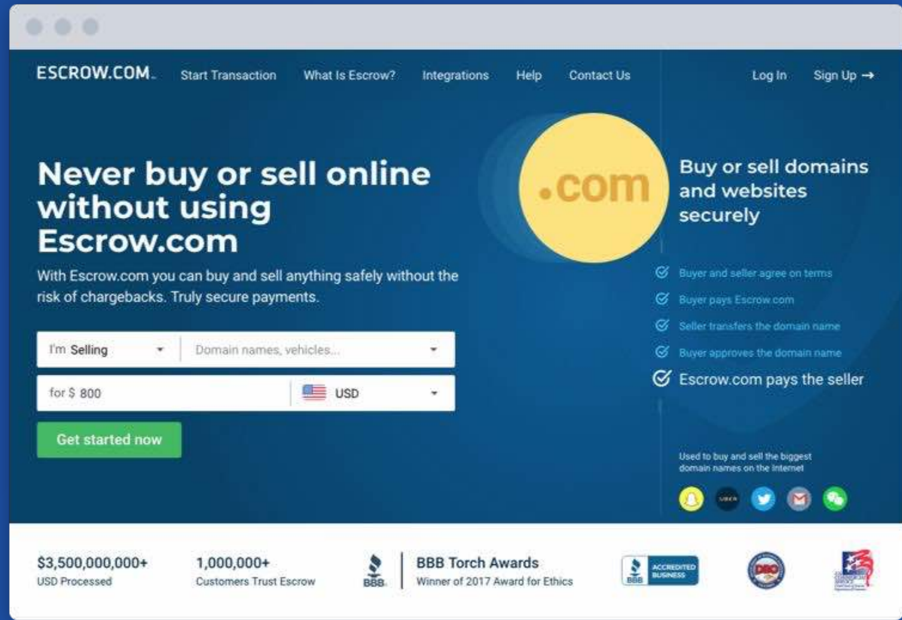
Chief Executive Officer

investor@freelancer.com

FREELANCER.COM



ESCROW.COM



freelancer

#1 Online Services Marketplace
Over US$3 billion in jobs posted

ESCROW.COM

#1 for Secure Online Payments
Over US$3.5 billion in transactions

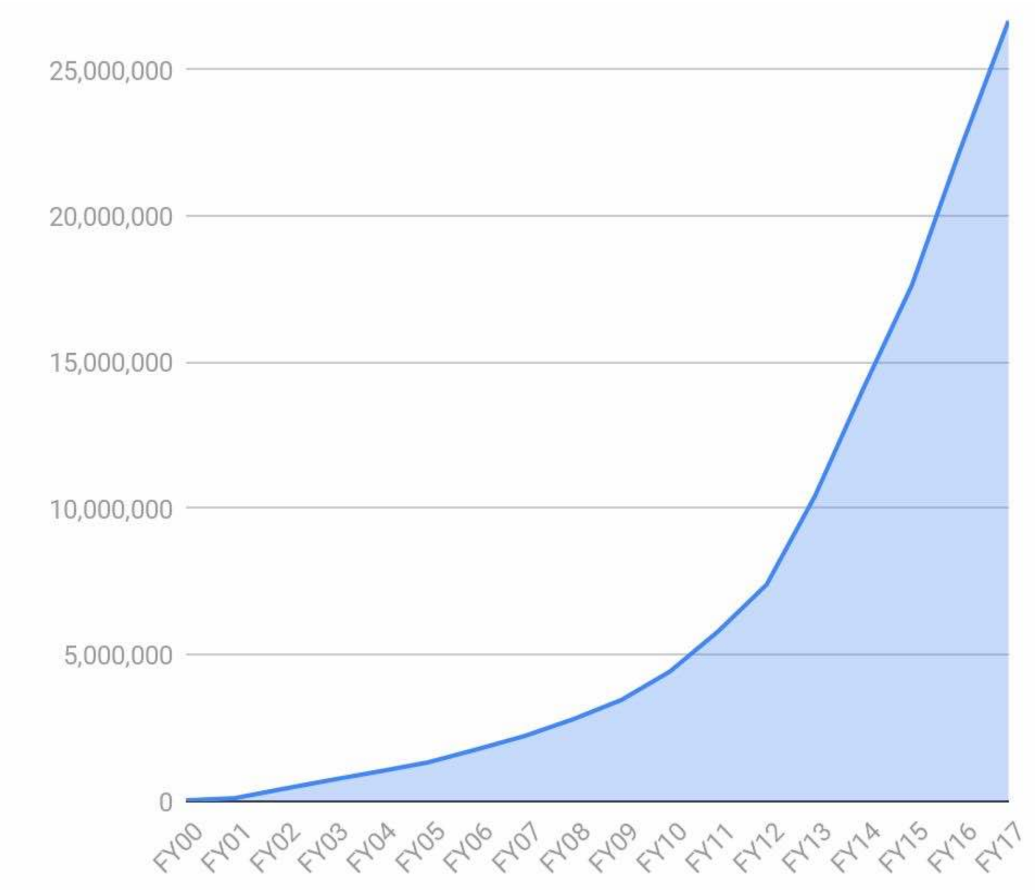
Freelancer Limited

FREELANCER.COM

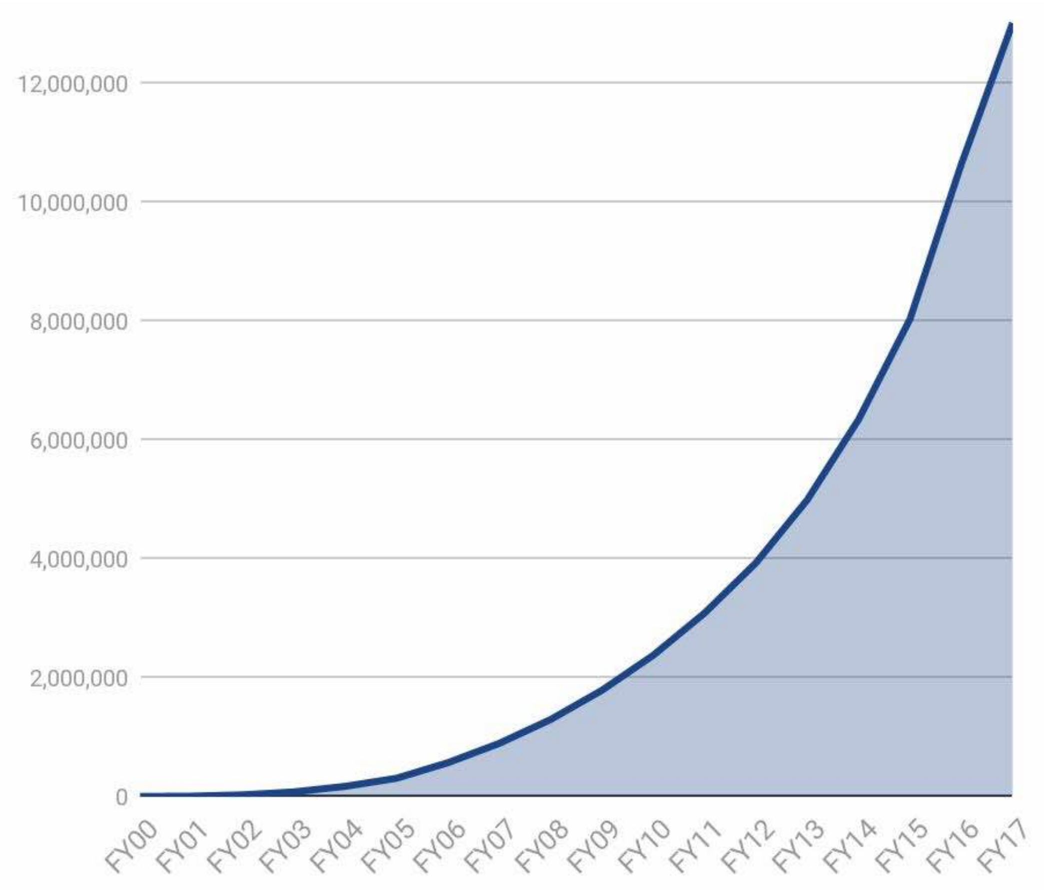
FY17 completed with 27 million users and 13 million jobs

4.3 million registered users and 2.4 million jobs were added to the marketplace in 2017

Total Registered Users

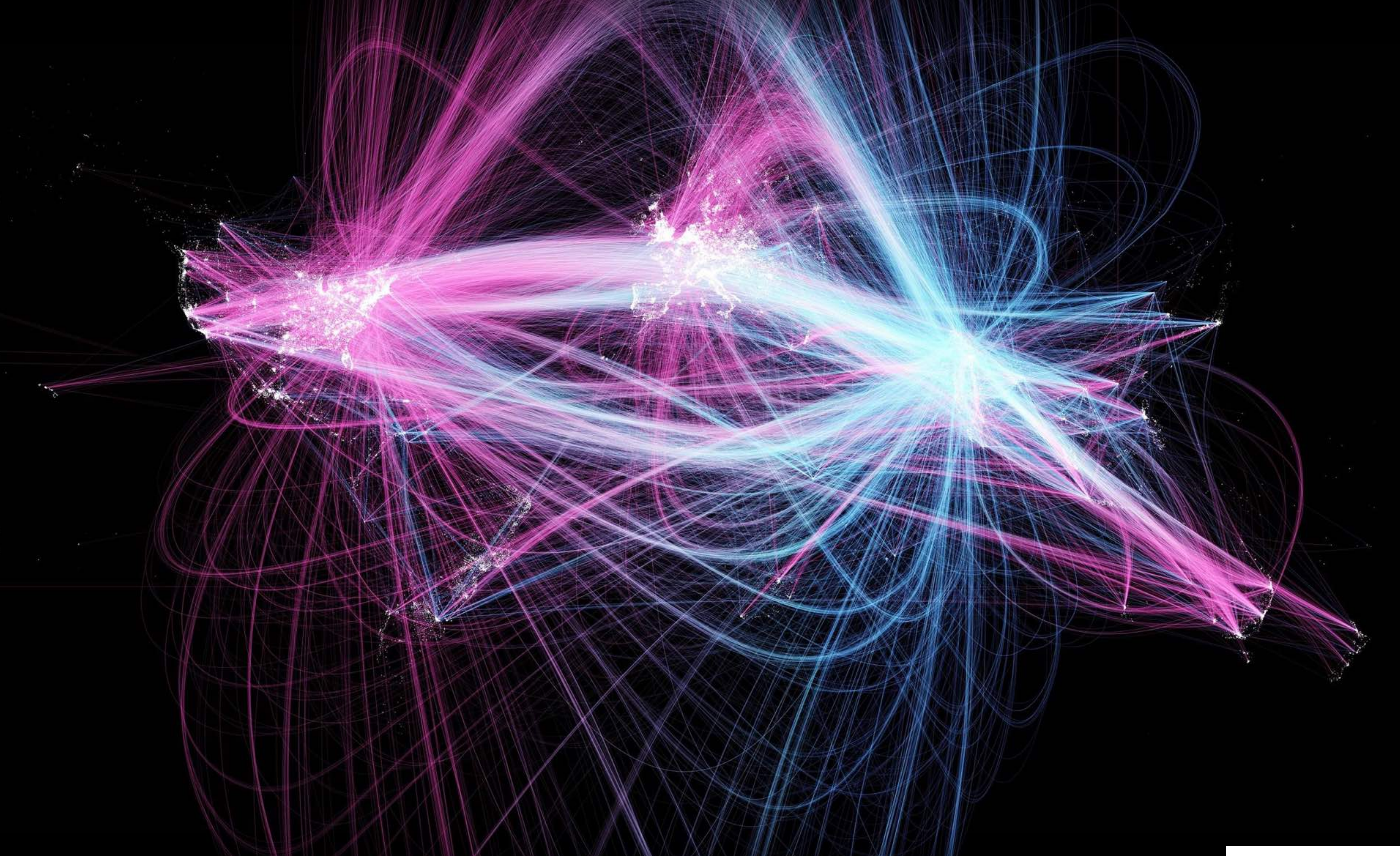


Total Jobs Posted (Filtered)



1.Number of user accounts, and jobs (projects/contests posted) in the Freelancer marketplace as at 31 December 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.

Freelancer's **Online Economy** in 2017



Note: Sample of projects awarded in 2017. 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** in 2017 – USA

Note: Sample of projects awarded in 2017. 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.

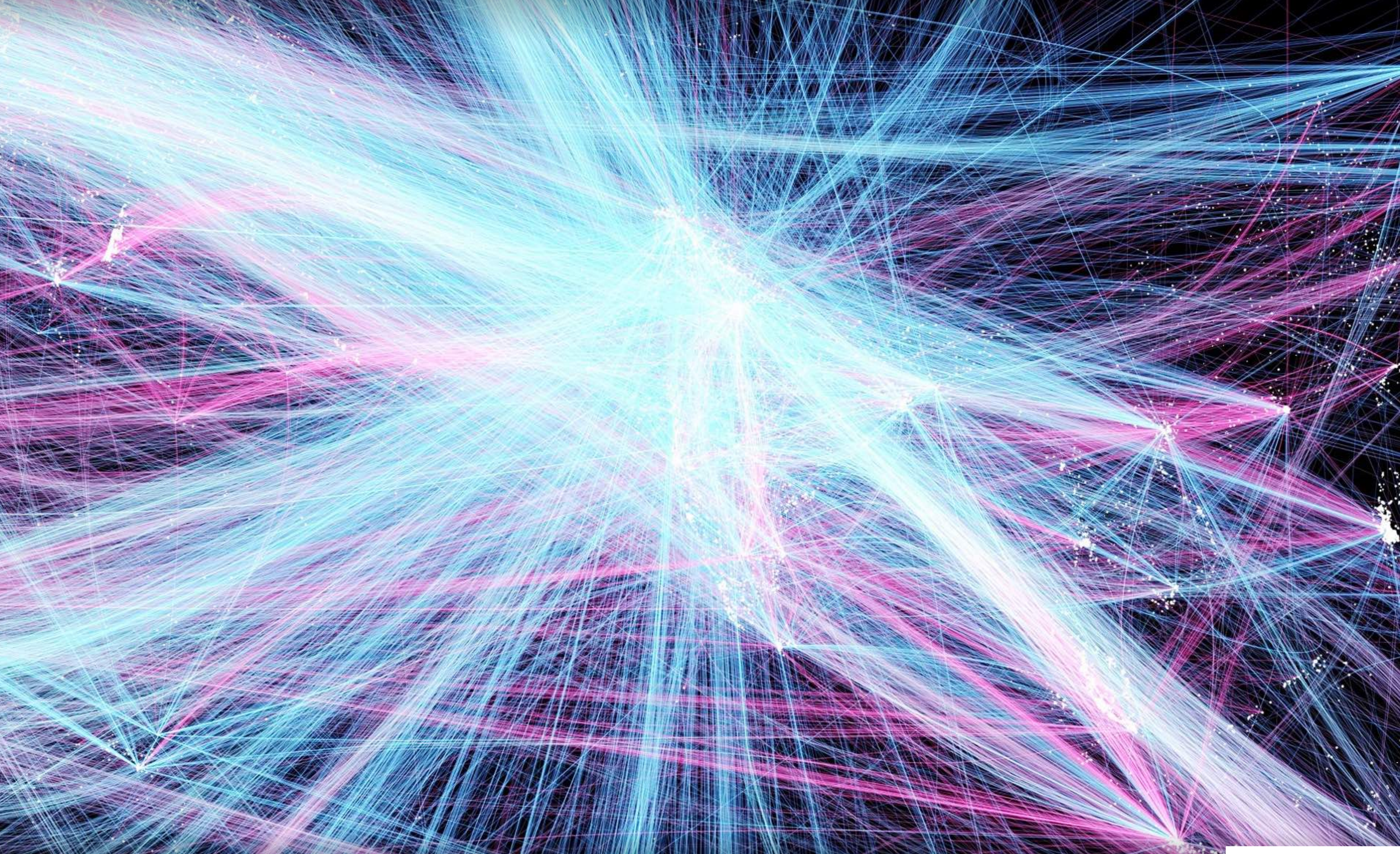
Freelancer's **Online Economy** in 2017 – Europe

Note: Sample of projects awarded in 2017. 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** in 2017 – Australia

Note: Sample of projects awarded in 2017. 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** in 2017 – India



Note: Sample of projects awarded in 2017. 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.

53
Regional Websites

34
Languages

39
Currencies

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

Languages

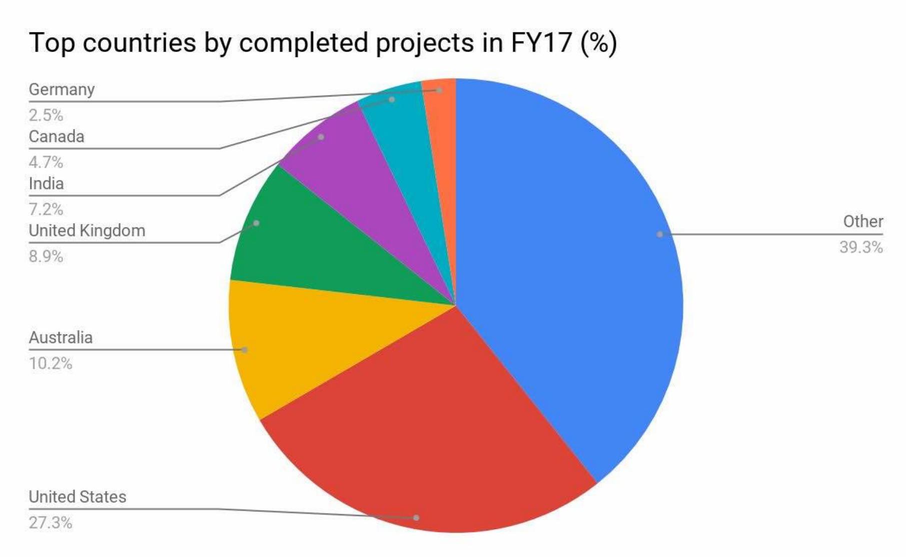
Afrikaans
Bahasa Indonesia
Bahasa Malaysia
বাংলা
Català
Čeština
Dansk
Deutsch
ελληνικά
English
Español
Suomi
Filipino
Français
हिन्द
Magyar
Italiano
日本語
한국어
Norsk-Bokmål
Nederlands
Polski
Português
Română
русский язы́
Shqip
Slovene
Svenska
Kiswahili
Thai
Türkçe
Tiếng Việt
українська мова
中文(简体)

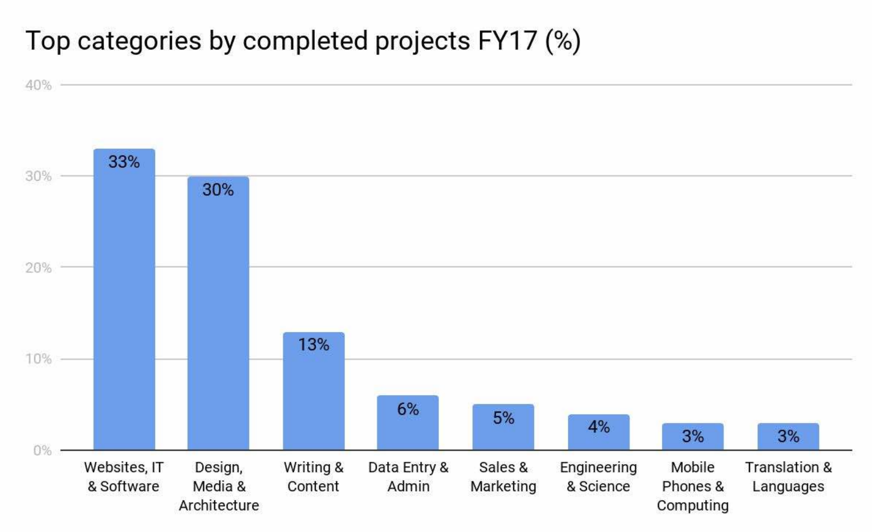
Currencies

USD
NZD
AUD
GBP
HKD
SGD
PHP
EUR
CAD
ZAR
INR
JMD
CLP
MXN
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

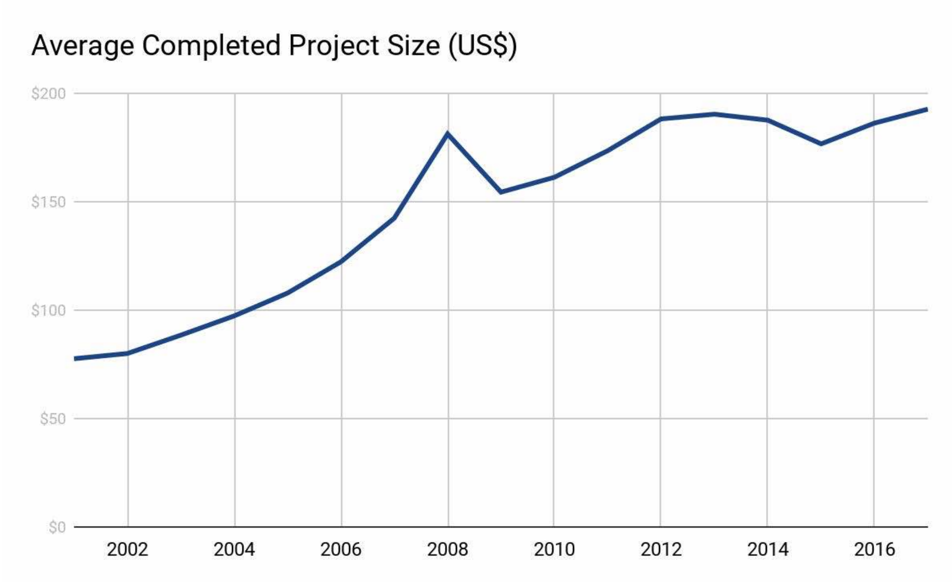
Marketplace dynamics FY17

"Every job, every country, every language, every currency, at any time"





- Over 1,000 job categories as diverse as Aerospace Engineering, Biotechnology, Sales, Manufacturing, Mechanical Engineering
- Complexity & sophistication growing each year
- Average completed project US$193 in FY17[3]

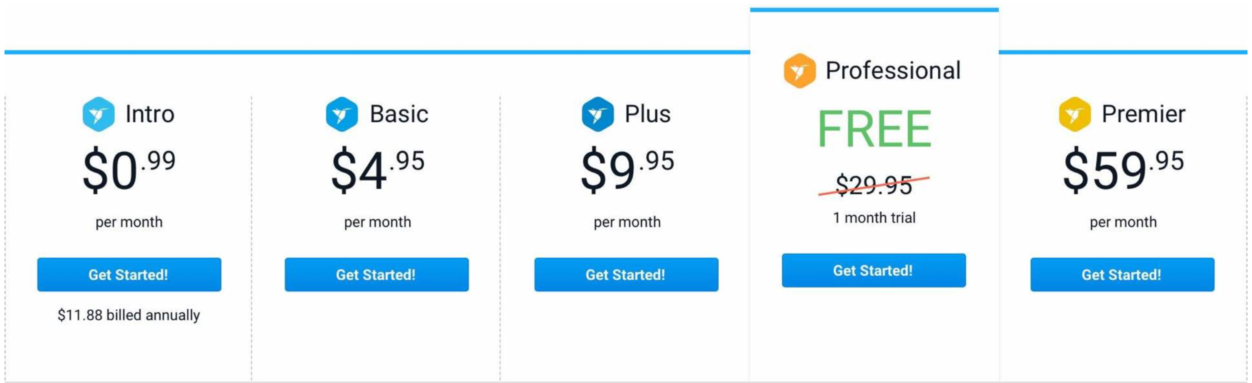


1. Based on the number of completed projects that were posted in FY17.
2. Based on the value of project payments for projects that were posted in FY17.
3. Average amount paid per awarded project

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$59.95 a month, and provide additional features and benefits including increased bid limits, eligibility for preferred freelancer and high value project bidding.



- Other value added services include project upgrades, crowdsourcing contests and upgrades, bid upgrades, transaction fees, certification fees and advertising 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
- ✓ Outline your proposal
- ✓ Get paid for your work
- ✓ It's free to sign up and bid on jobs

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 ★★★★★ (40 Reviews)

6.1 $

77 freelancers are bidding on average $163 for this job

dreams3ds

Hello, We have reviewed your project brief and are interested in working with you. This project is

$250 USD in 3 days

5.0 ★★★★★ (342 Reviews)

8.9 $

Post a project like this

Similar jobs

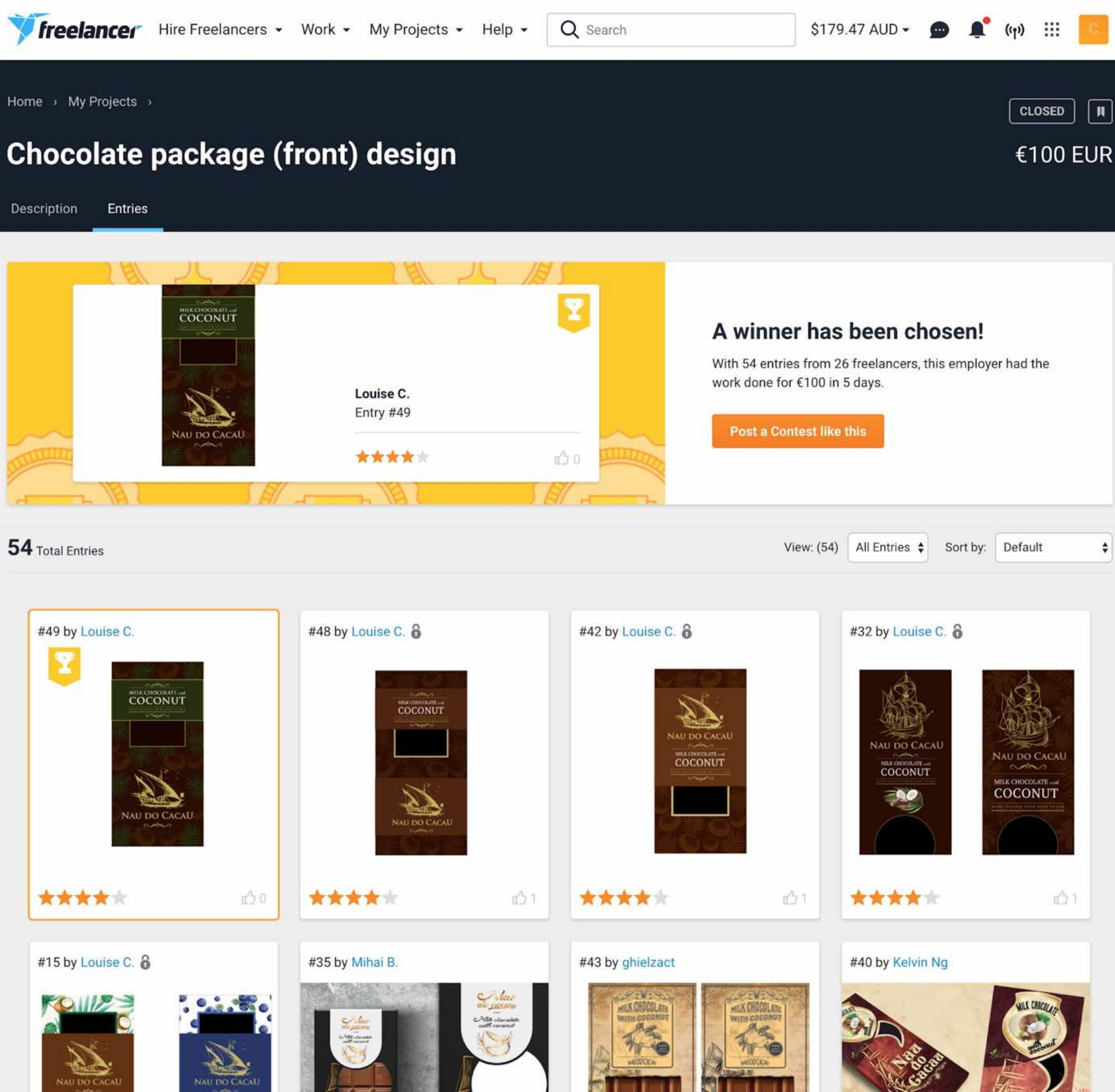
- Looking for interior designers and architects (₹37500-75000 INR)
- interior design ($750-1500 USD)
- Design project (Rp100000-300000 IDR)
- Need a 3D modeling of building with floor plan,,, 2 apartments, shopping mall, parking needs to be modeled ... ASAP ($30-250 USD)
- I need custom event designer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

< Previous Job Next Job >

3D design for an office

By rajdesigner7031

$88.00 USD


freelancer
Hire Freelancers
Work
My Projects
Help
Search
$179.47 AUD
Home › My Projects ›
CLOSED
Chocolate package (front) design
€100 EUR
Description
Entries
Louise C.
Entry #49
0
A winner has been chosen!
With 54 entries from 26 freelancers, this employer had the work done for €100 in 5 days.
Post a Contest like this
54 Total Entries
View: (54)
All Entries
Sort by:
Default
#49 by Louise C.
0
#48 by Louise C.
1
#42 by Louise C.
1
#32 by Louise C.
1
#15 by Louise C.
#35 by Mihai B.
#43 by ghielzact
#40 by Kelvin Ng

freelancer

This **Packaging Design** cost **€100**

This **Logo Design** cost **€10**

This **Package Design** cost **£20**

This **Mobile App Design** cost **$30**

This **Dashboard Design** cost **$348**

This **3D Model** cost **$100**

freelancer

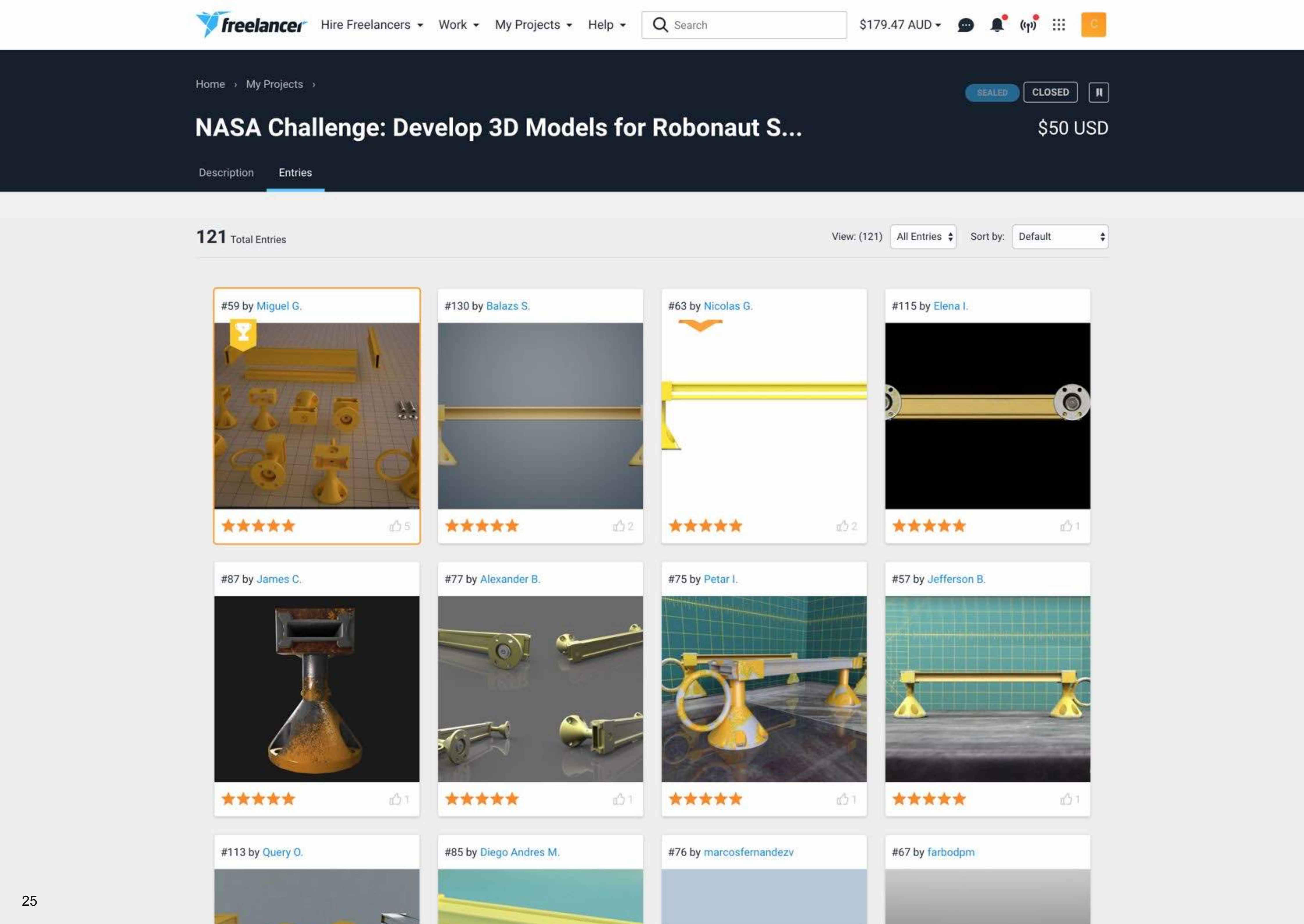
This **Label Design** cost **€50**

This **3D Model** cost **£100**

This **Wedding Logo Design** cost **$20**

freelancer

This **Architectural Design** cost **$1613**


freelancer
Hire Freelancers
Work
My Projects
Help
Search
$179.47 AUD
Home › My Projects ›
SEALED
CLOSED
NASA Challenge: Develop 3D Models for Robonaut S...
$50 USD
Description
Entries
121 Total Entries
View: (121)
All Entries
Sort by:
Default
#59 by Miguel G.
5
#130 by Balazs S.
2
#63 by Nicolas G.
2
#115 by Elena I.
1
#87 by James C.
1
#77 by Alexander B.
1
#75 by Petar I.
1
#57 by Jefferson B.
1
#113 by Query O.
#85 by Diego Andres M.
#76 by marcosfernandezv
#67 by farbodpm

NASA got this **3D CAD Model** for **$50**

We push the boundaries of human innovation

The NASA Tournament Lab and Freelancer have teamed up to help crowdsource solutions to the most complex problems being faced by astronauts on the cutting edge of space exploration.

NASA Tournament Lab

4487 FREELANCERS PARTICIPATING

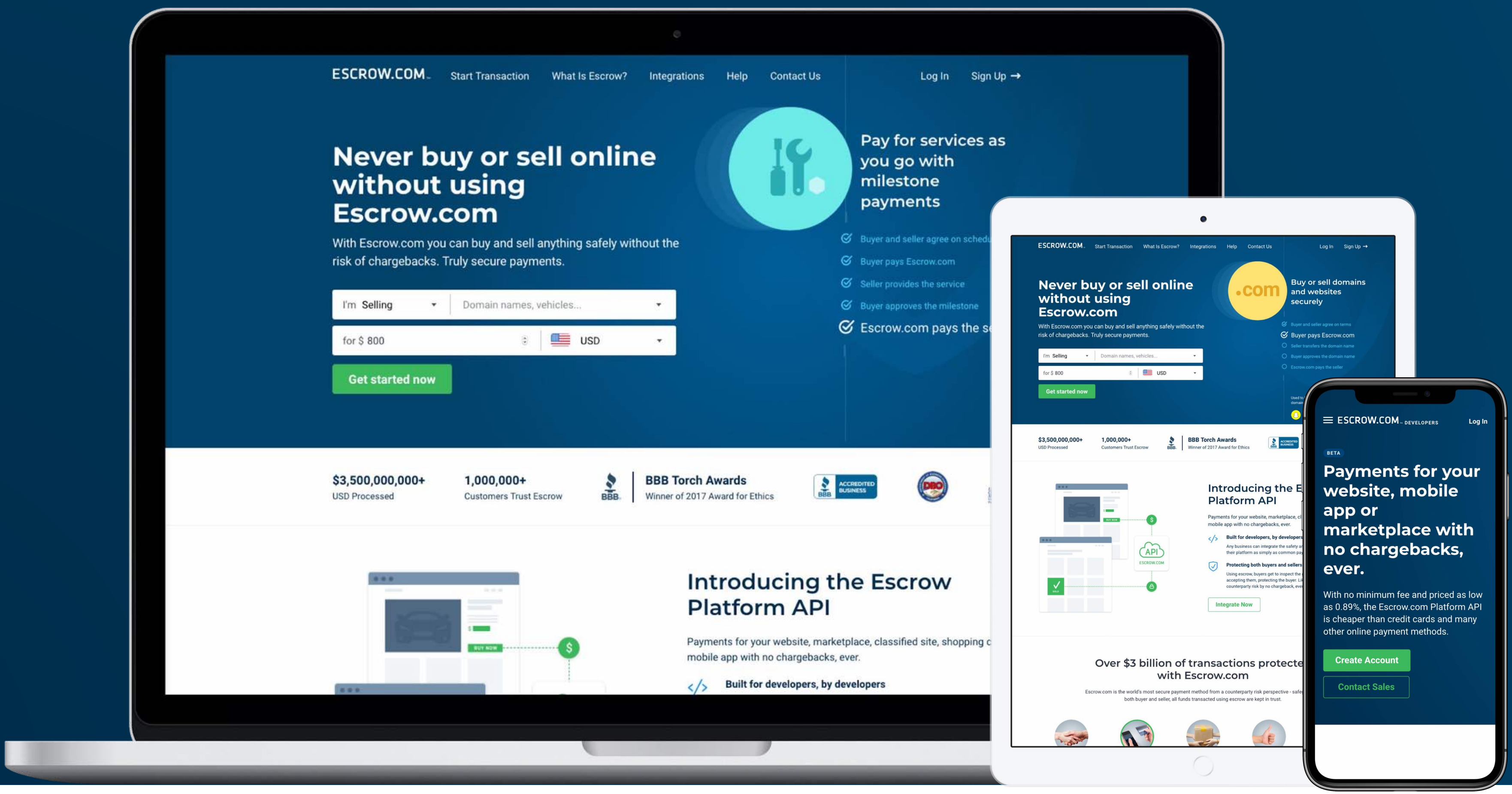
126 COUNTRIES PARTICIPATING

7666 ENTRIES TO DATE

Freelancer Limited

ESCROW.COM

ESCROW.COM™



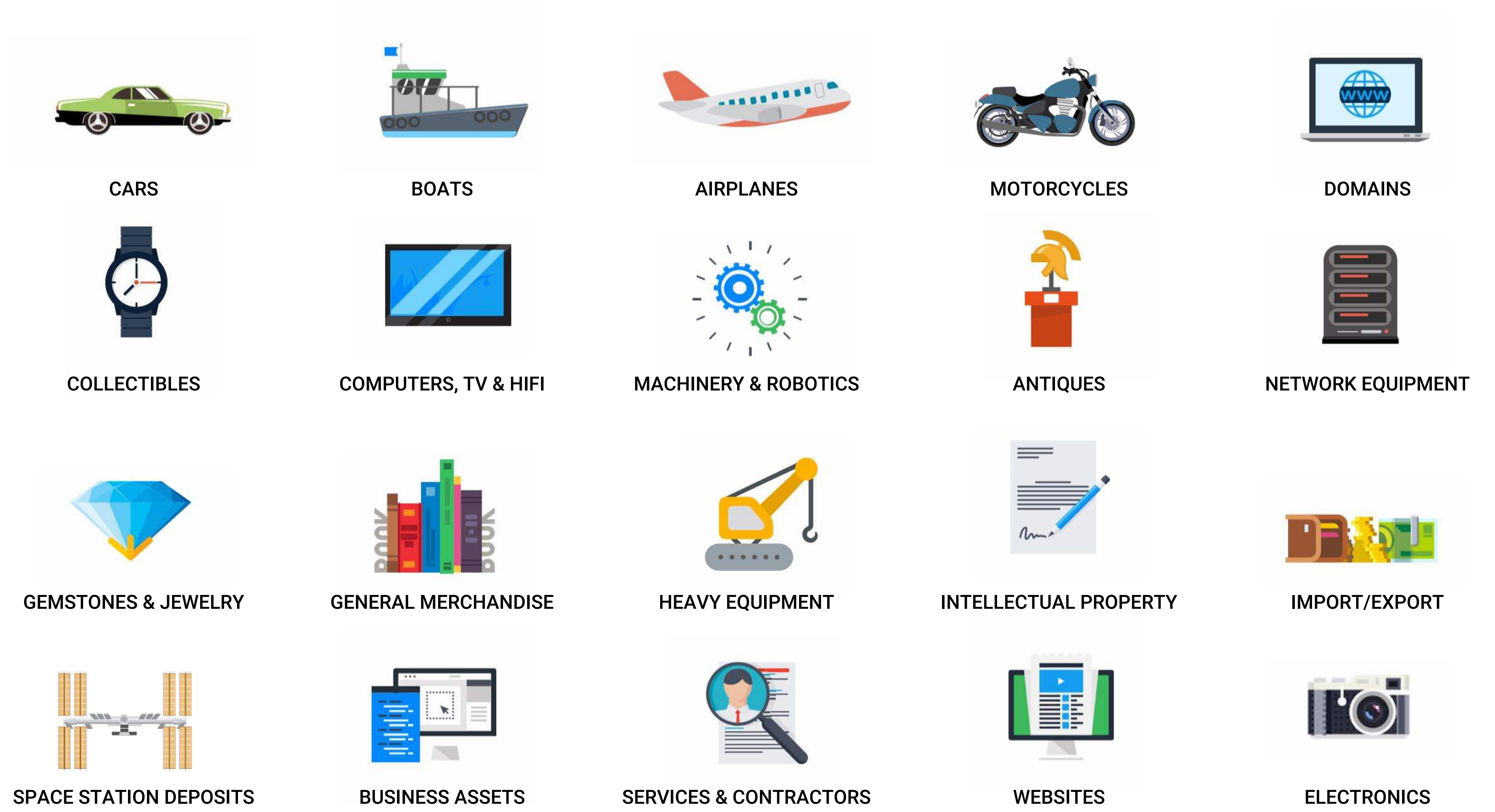
Inspect goods & services before releasing funds. No chargebacks, ever.

OVER $3,500,000,000 IN TRANSACTIONS SECURED SINCE 1999

Most payments innovation revolves around trying to buy a cup of coffee

rather than selling anything of real value, like a car

ESCROW.COM



Escrow.com is used to secure a wide range of valuable transactions

Escrow.com secures transactions from $100 to $100,000,000 USD, EUR and AUD coming soon

2007 Robinson R44 securely sold through Escrow.com

Aerocruiser 1100 hovercraft securely sold through Escrow.com

Don Pedro houseboat securely sold through Escrow.com

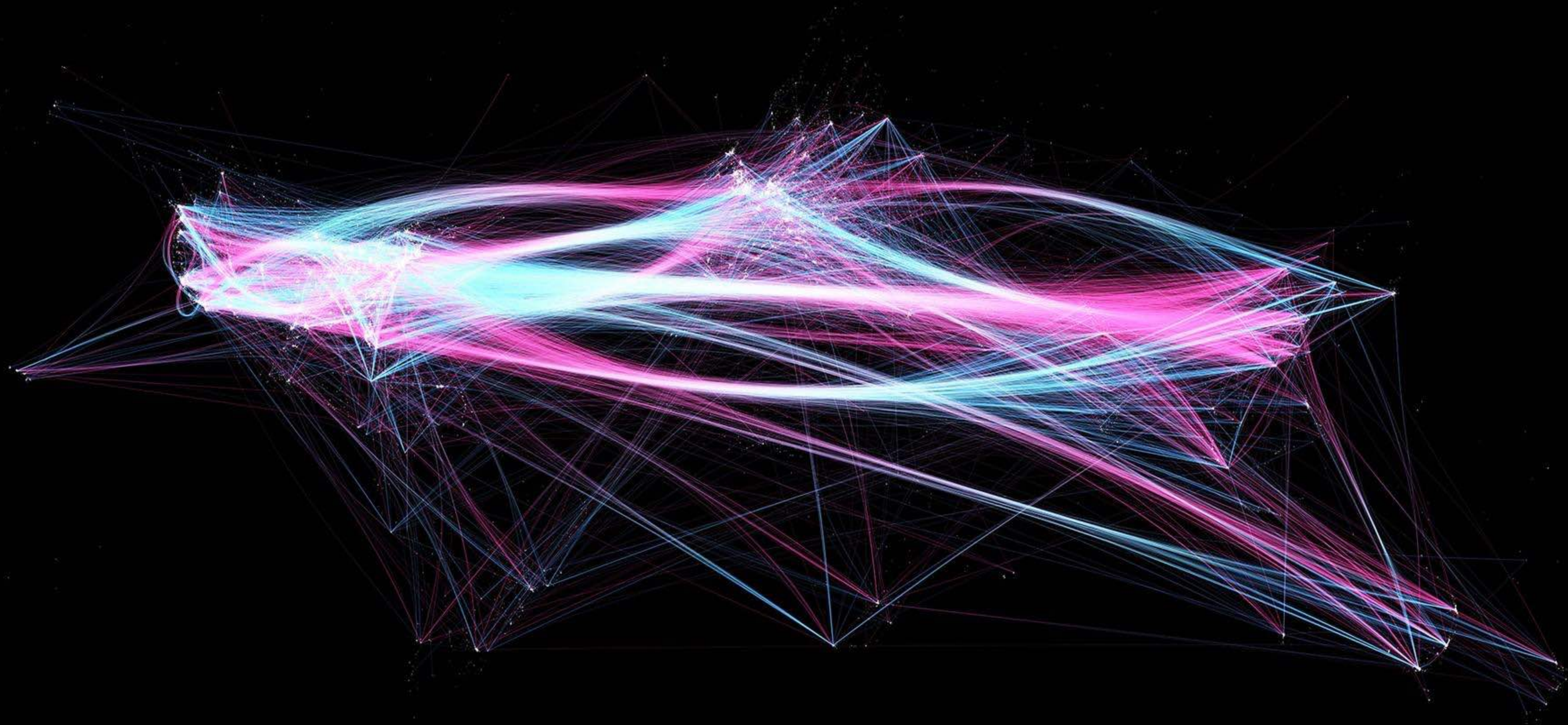
Piper PA-23-250 Aztec F securely sold through Escrow.com

2012 Ferrari Scaglietti securely sold through Escrow.com

2004 Fountain 38 LX securely sold through Escrow.com

shopify GoDaddy ClassicCars.com U.S. Commercial Service ESCROW.COM

Escrow.com in 2017

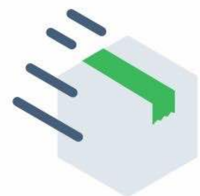


NOTE: SAMPLE OF TRANSACTIONS. THE PINK LINES INDICATE WHERE ESCROW TRANSACTIONS ARE BEING ORIGINATED BY BUYERS, AND THE BLUE LINES INDICATE WHERE TRANSACTIONS ARE BEING FULFILLED BY SELLERS. THICKER LINES INDICATE HIGHER VOLUME. WHITE DOTS INDICATE THE LOCATION OF ESCROW.COM'S USERS.

ESCROW.COM™

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

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

Benefits of using Escrow.com

Increase Trust

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

Increase Liquidity

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

Increase Fulfillment

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

Increase Support

Your customers benefit from our world class transaction support. Experienced Escrow.com personnel can check shipping documentation, title, liens, and more.

Benefits of using Escrow.com

Increase Compliance

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

Increase Insights

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

Increase Conversion

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

Increase Revenue

Revenue share is available for volume partners of $1 million per month or more.

AFS Licence #501215
granted 15 May 2018

Escrow.com has 46 financial services licenses granted or in-application (Hawaii, Nevada and the territories are the only US licenses remaining to file).

The oldest, most trusted and licensed online escrow service in the world

ESCROW.COM

Cars, boats & airplanes are the perfect match for Escrow.com

Escrow.com solves trust problem

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

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

Value-add services include:

- Checking shipping documents
- Title collection
- Lienholder payoff
- Lease swap arrangements
- Post inspection sale adjustments

Escrow.com 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

ESCROW.COM™

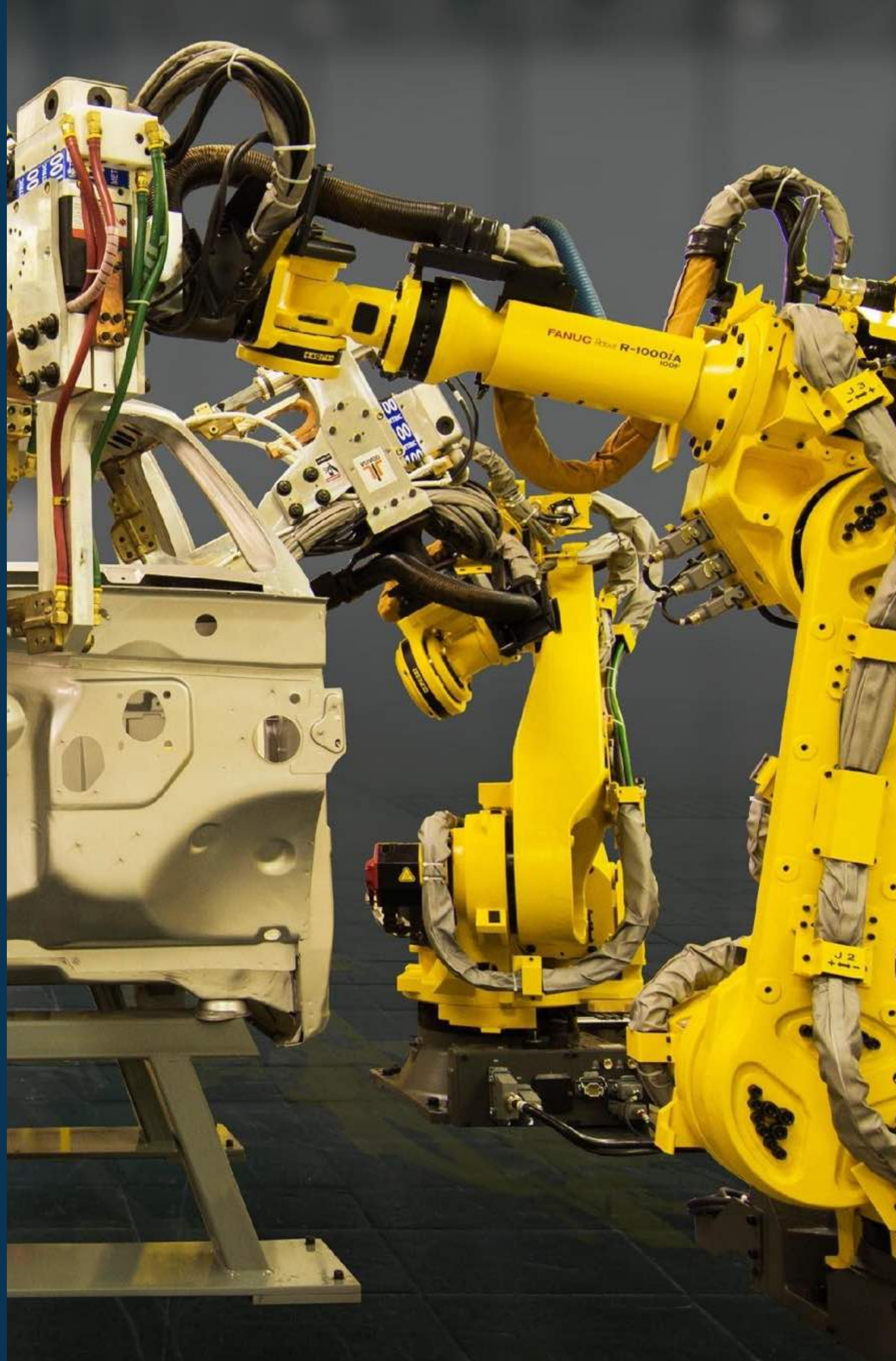
Industrial, network, construction & heavy equipment sold through Escrow.com

Transact beyond the local area to a global market

Sellers access more buyers, buyers access more sellers

Escrow.com makes it easier to agree to larger contracts

FANUC M710iC Industrial Robots securely sold through Escrow.com



ESCROW.COM

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 x 20' FCLs of Acer, Dell (Singapore to Israel) securely sold through Escrow.com

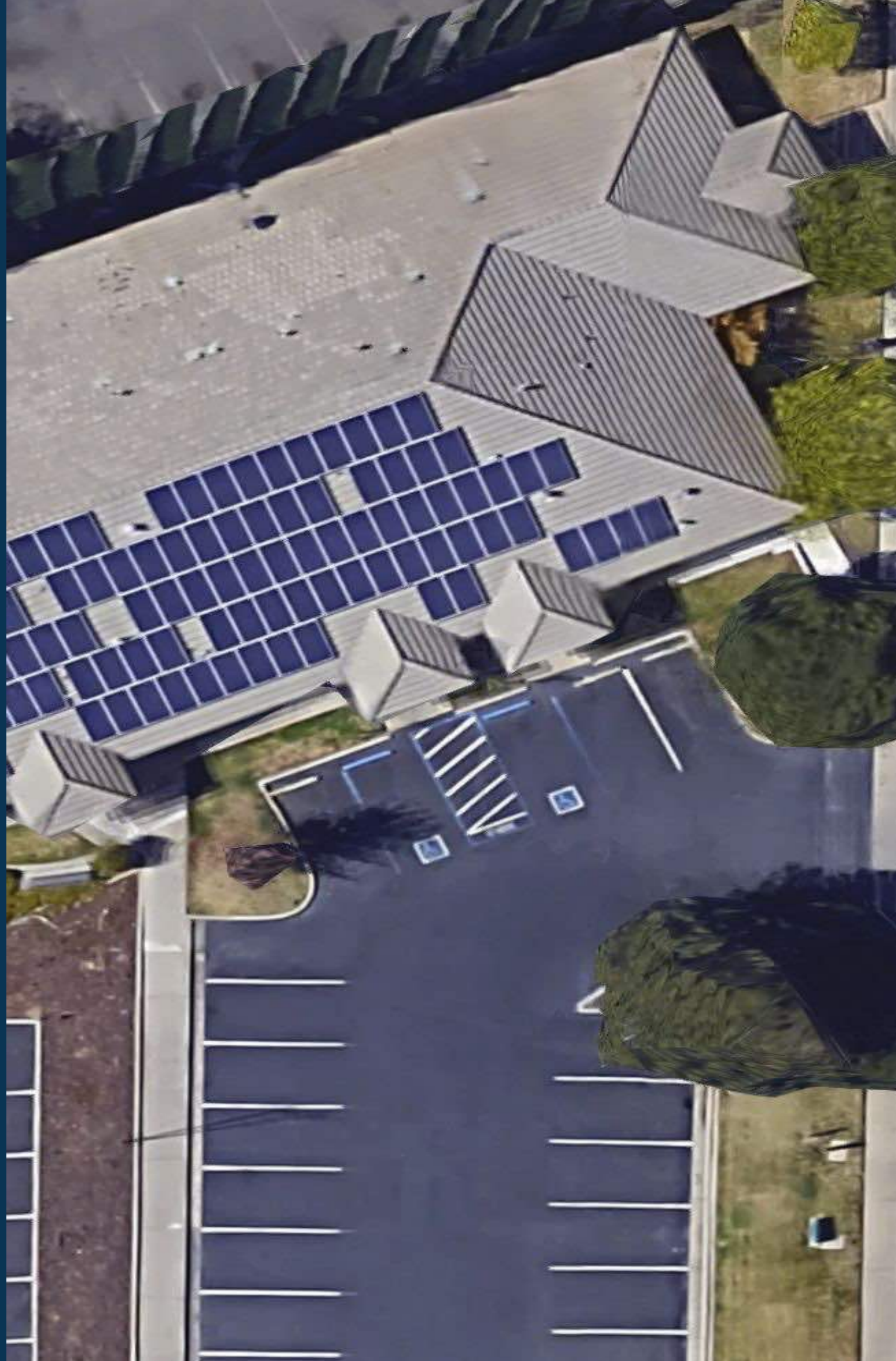
ESCROW.COM

Service contracts including construction & 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 (photo) securely sold through Escrow.com



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

CALIFORNIA.COM

OUTLOOK.COM

FULLTILT.COM

INTERNETBRANDS.COM

CENTURION.COM

HULU.COM

ORBITZ.COM

UPWORK.COM

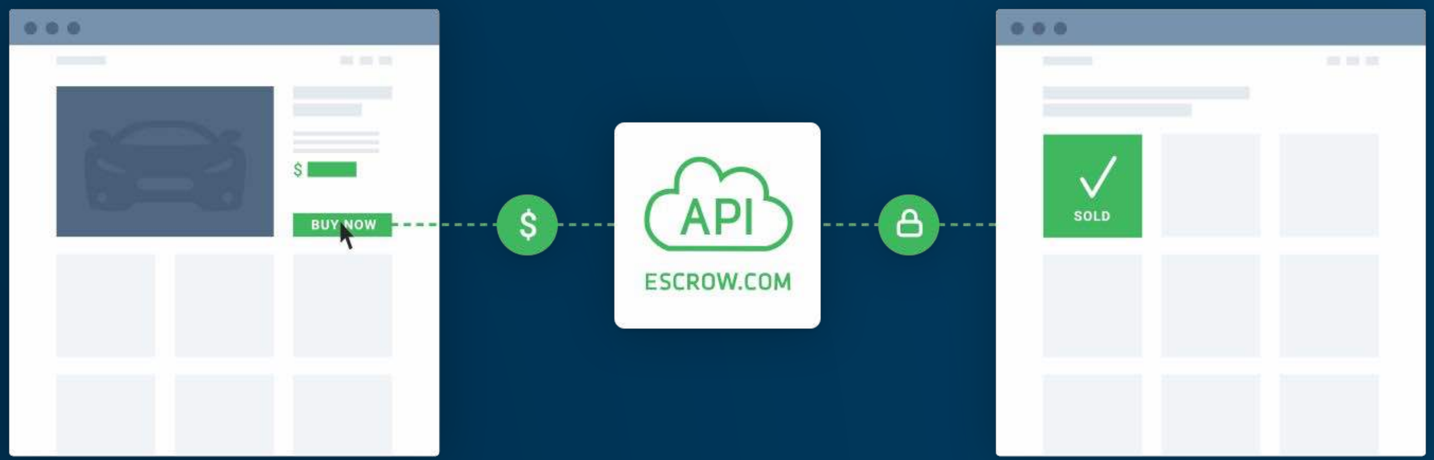
All these domains, and tens of thousands more sold through Escrow.com

Escrow.com 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.

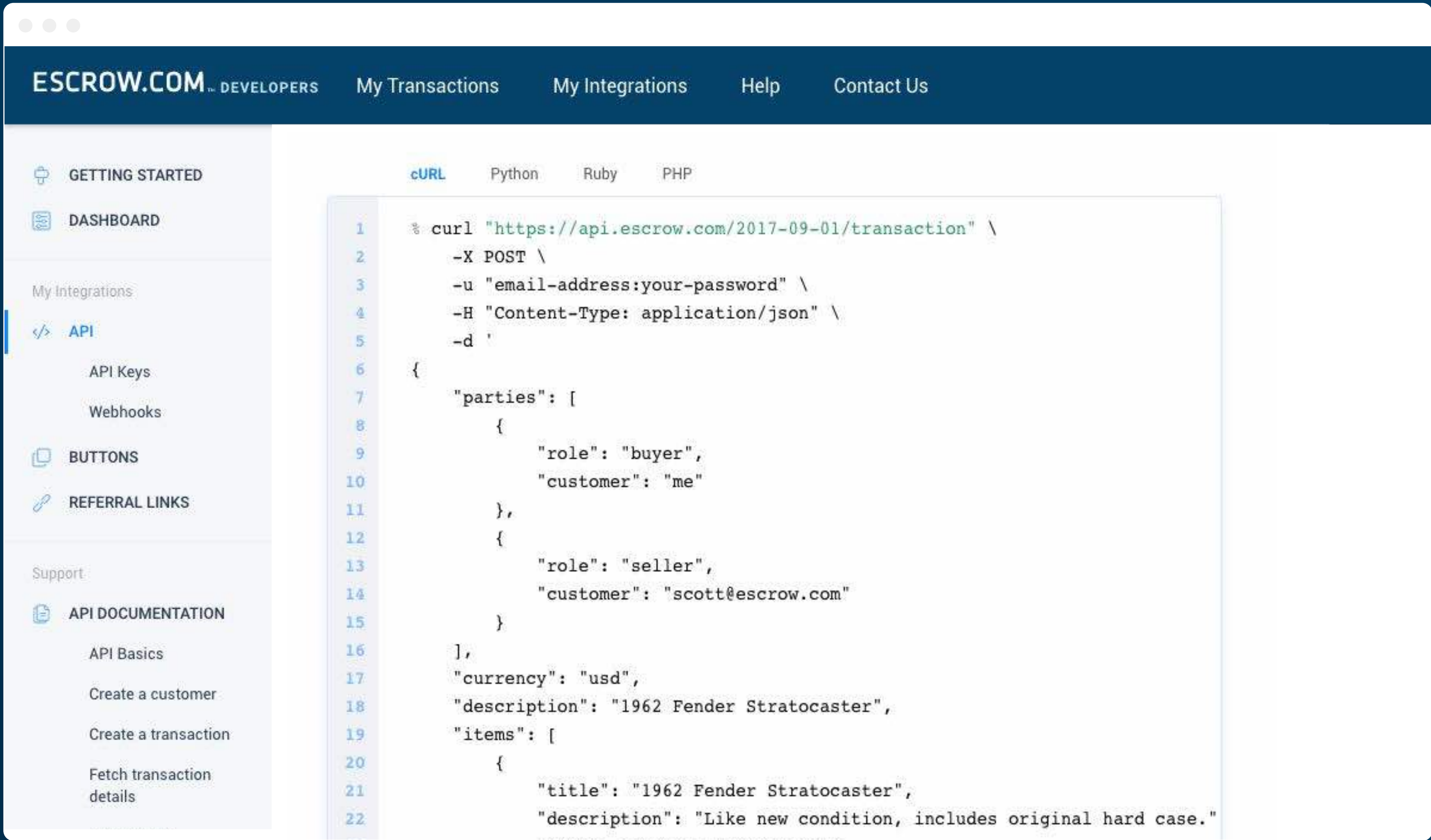
Versioning

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!

The Escrow.com Platform API is built by developers, for developers



Simple Escrow.com API Integration

API Integration Checklist

To successfully integrate the API into your website, you'll need to complete your account setup as well as an integration setup. The whole process usually takes 1-2 weeks, depending on your availability to complete the technical tasks involved.

Integration Setup

0% complete

- [ ] **Test transaction in sandbox environment** — 0% complete — Collapse
  - [ ] **Create a sandbox account**

    To perform tests during the development phase of your integration you will need to have an account in our developer sandbox environment. This is hosted in www.escrow-sandbox.com so you need to create a new account there.
  - [ ] **Create a sandbox API key**

    Each call to the Escrow API must be secured with an API key. You can create a sandbox API key after you log in to your sandbox account.
  - [ ] **Create a test transaction in sandbox**

    Use the create transaction endpoint to create your first test transaction in the sandbox environment.
  - [ ] **Agree to transaction and complete transaction flow**

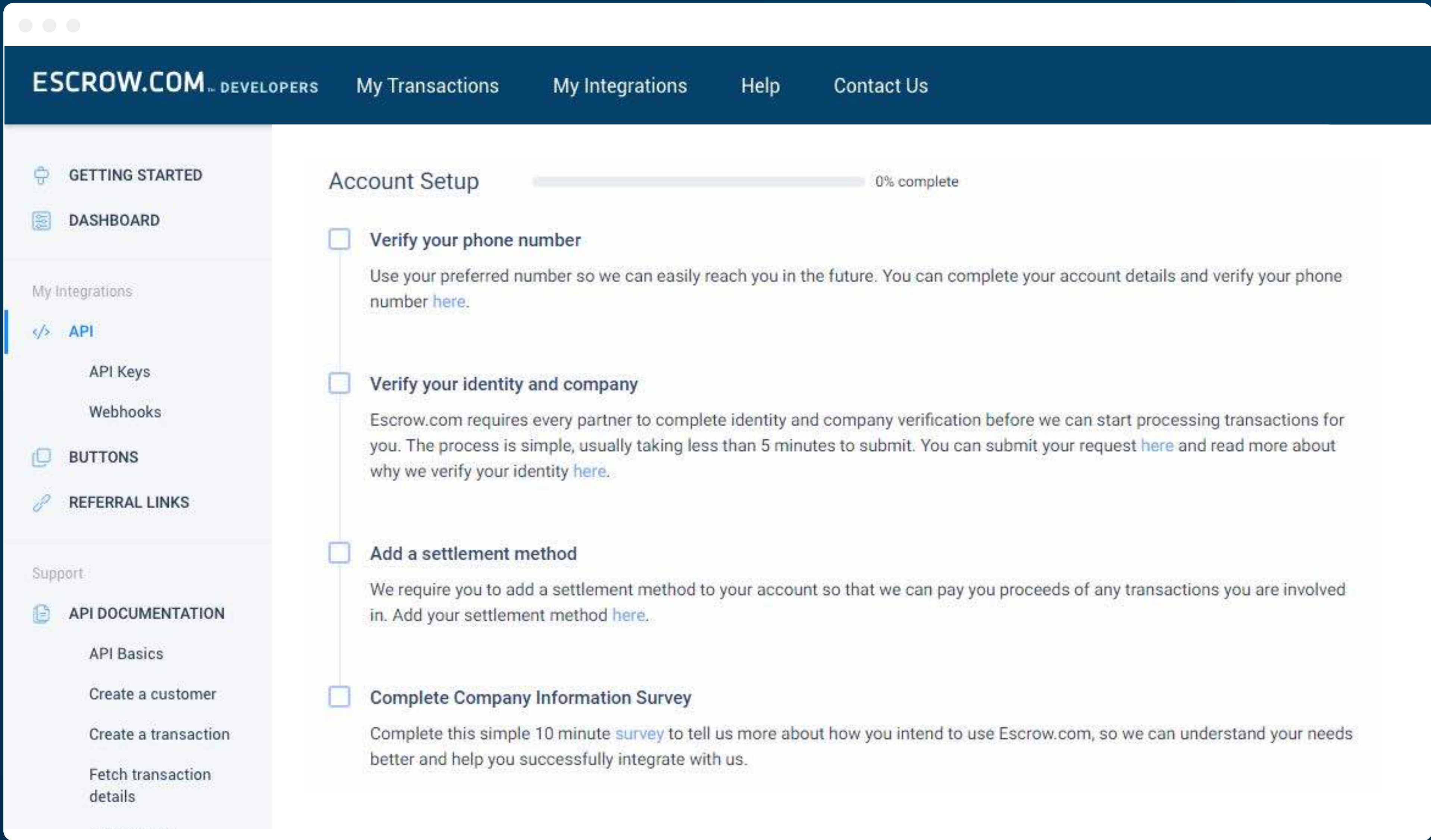
    Use the API endpoints to progress through the various stages of the transaction in the sandbox environment until the transaction is complete.
  - [ ] **Check transaction status**

    You can check the status of a transaction at any point or use webhooks to receive updates when the status of a transaction changes.
- [ ] **Create a production API key**

  Just like in the sandbox environment, production API calls must be secured with your API key. API keys are specific to an environment, so you may not use a sandbox API key in production or a production API key in sandbox.
- [ ] **Create your first real transaction**

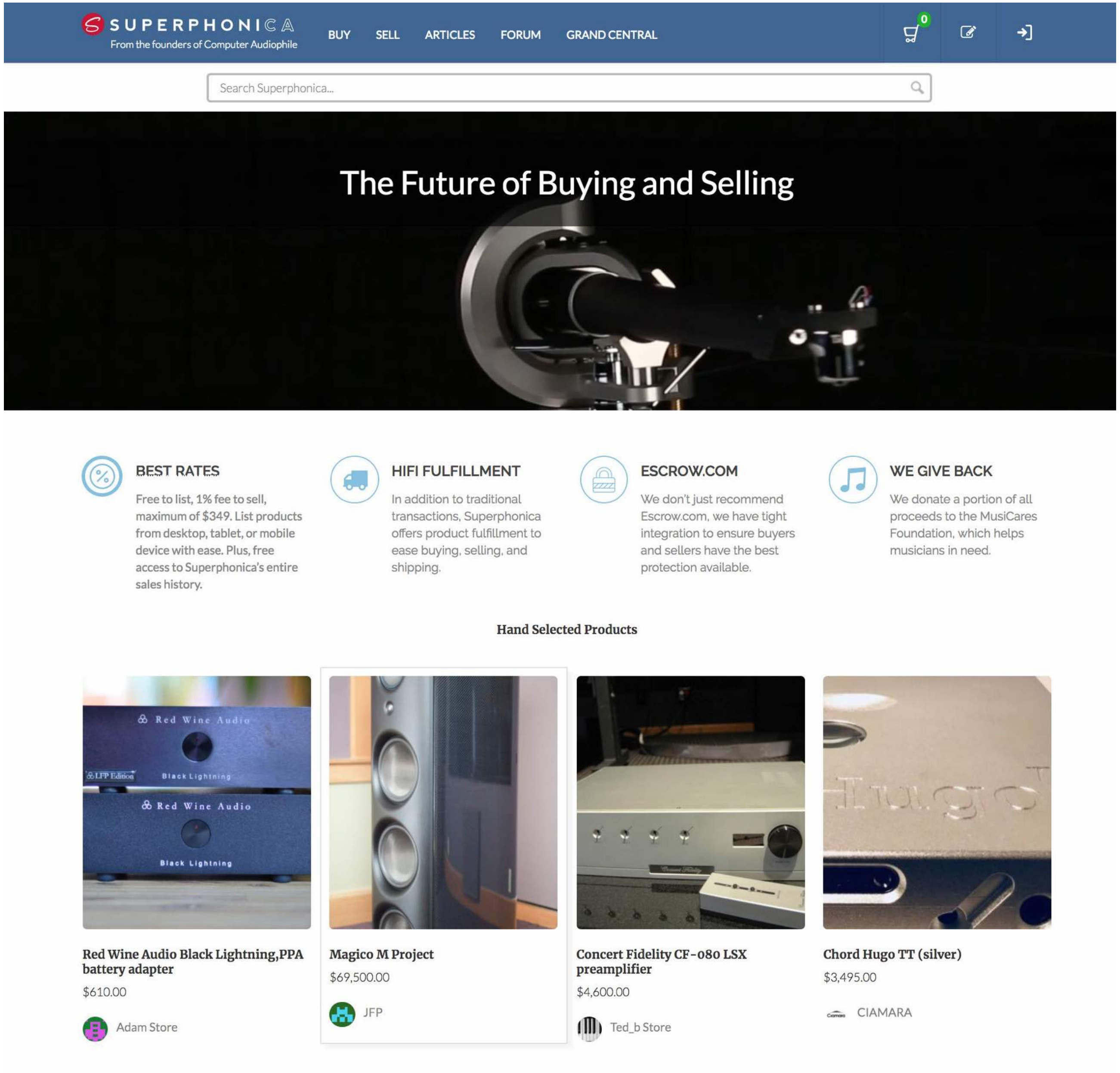
  Once you've created your first real transaction, your integration should be all set! Congratulations on completing your Escrow.com API integration successfully.

Simple Escrow.com API Account Setup



Superphonica - example Escrow.com API integration

Tight integration of Escrow.com is highly promoted as a key feature of Superphonica



ESCROW.COM

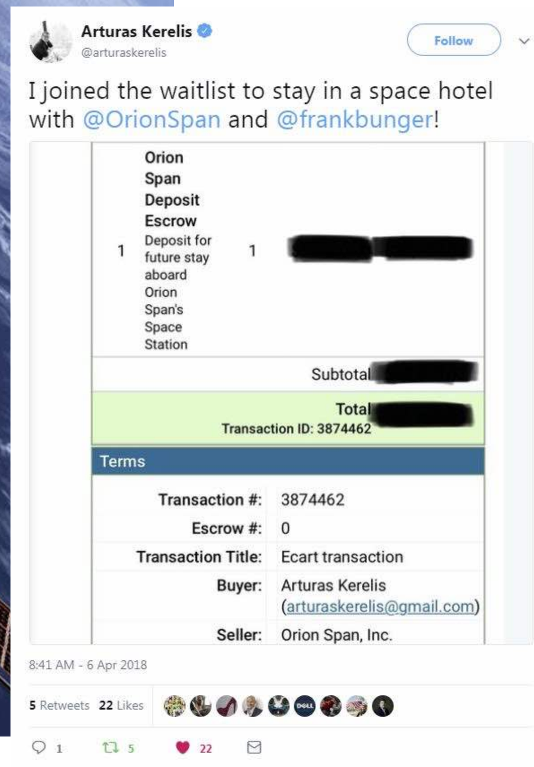
Wingform uses Escrow.com to deliver a turnkey solution

Thanks to Escrow.com, if you find an aircraft on Wingform, you know the seller is serious about selling his aircraft

The Aurora Space Station uses Escrow.com to take deposits

Deposits are already flowing for the $10 million luxury Space Hotel by Orion Span (www.orionspan.com)

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 Transaction ID: 3874462	[redacted]

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

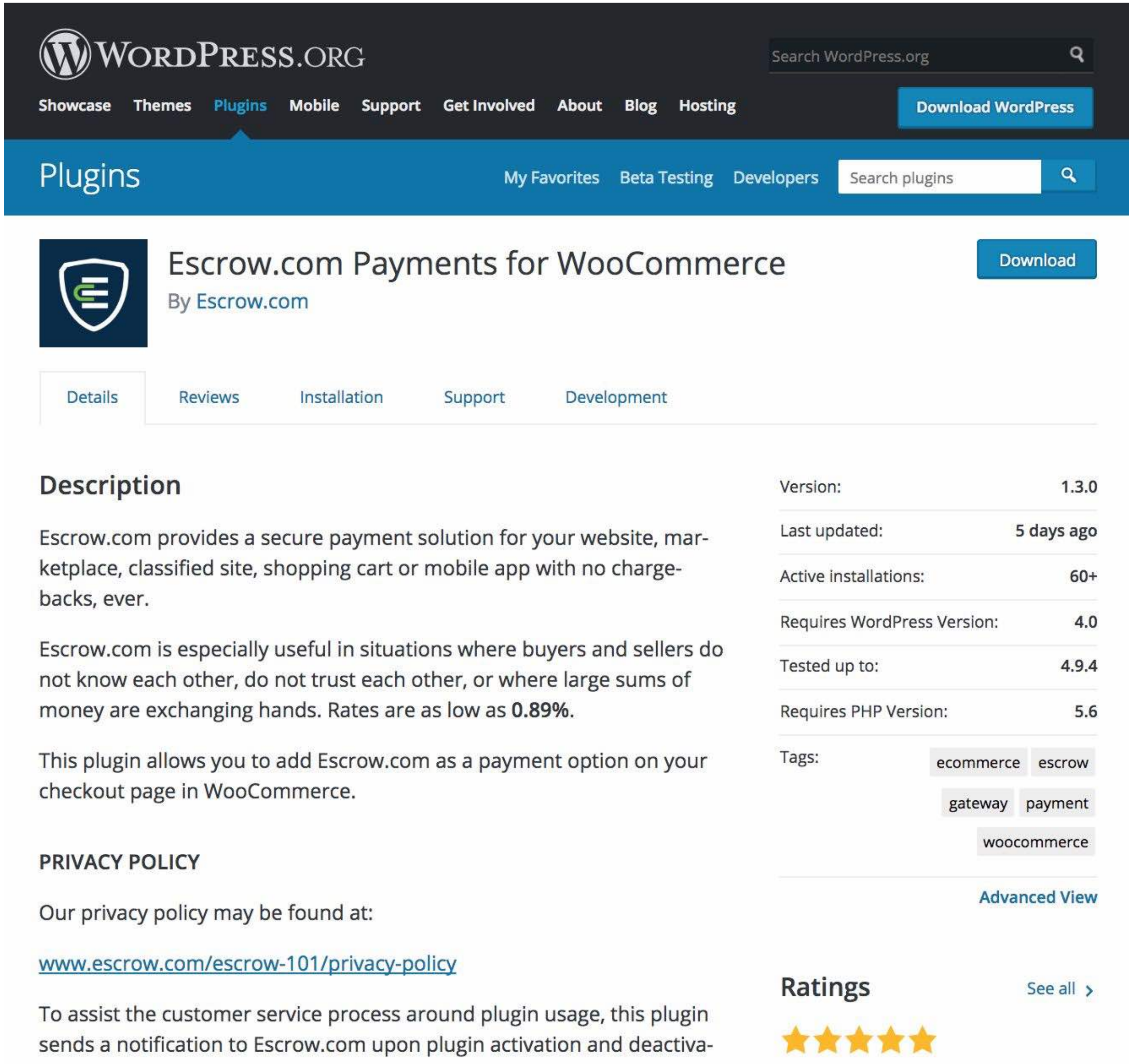
5 Retweets 22 Likes

1 5 22

ESCROW.COM

Escrow plugin for WooCommerce

WooCommerce has 39 million downloads and powers 28% of all online stores *



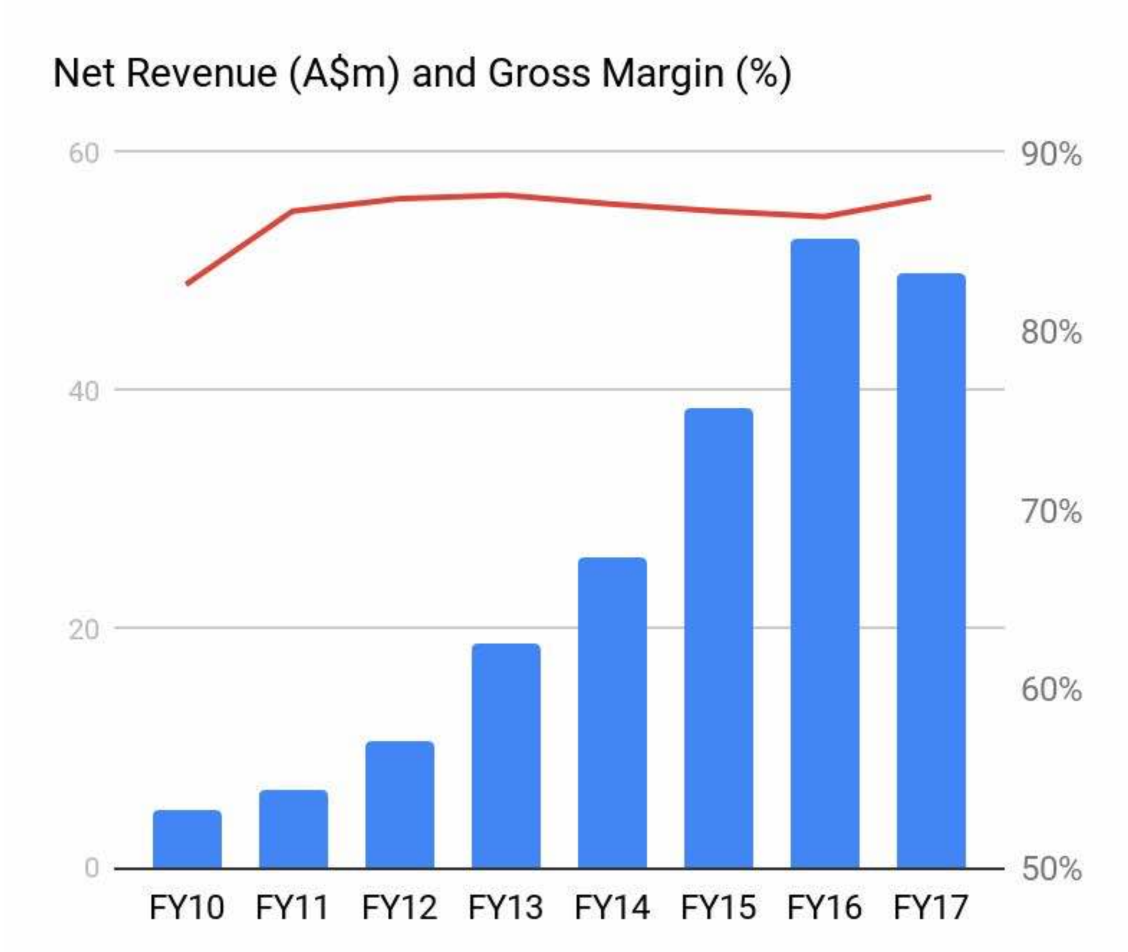
* According to www.woocommerce.com

Freelancer 1Q18 Results

- 1Q18 Cash receipts $12.1 million (down 3.7% on pcp)
- 1Q18 Freelancer GMV all-time high US$23.6m (up 9.5% on pcp)
- 1Q18 Escrow cash receipts up 18% on pcp
- 1Q18 Escrow GMV US$95.9 million (up 31% on pcp)
- FY17 Gross Payment Vol. AU$588m, FY17 Net Revenue $50.3m
- 1Q18 Positive Group operating cash flow $0.3m
- Freelancer, Escrow & Group EBITDA positive in March (u)
- Cash & equivalents at 31 March $32.8m (up 2.7%)

Net Revenue FY17

FY17 net revenue of $50.3m (down 5% on pcp)



Revenue (A$m)	**4.7**	**6.5**	**10.6**	**18.8**	**26.1**	**38.6**	**52.7**	**50.3**
Growth pcp	-	37%	64%	77%	39%	48%	37%	-5%
Gross margin	82.6%	86.7%	87.4%	87.6%	87.1%	86.7%	86.4%	87.5%

1. Average AUDUSD of 0.7674 (FY16: 0.7434)

Net revenue of $50.3m, down 4.7% on FY16

- Freelancer revenue $43.9m (pcp $45.2m)
- Escrow revenue was $6.1m (pcp $7.6m)
- Includes $0.3m of proceeds from working capital adjustment on acquisition of Escrow

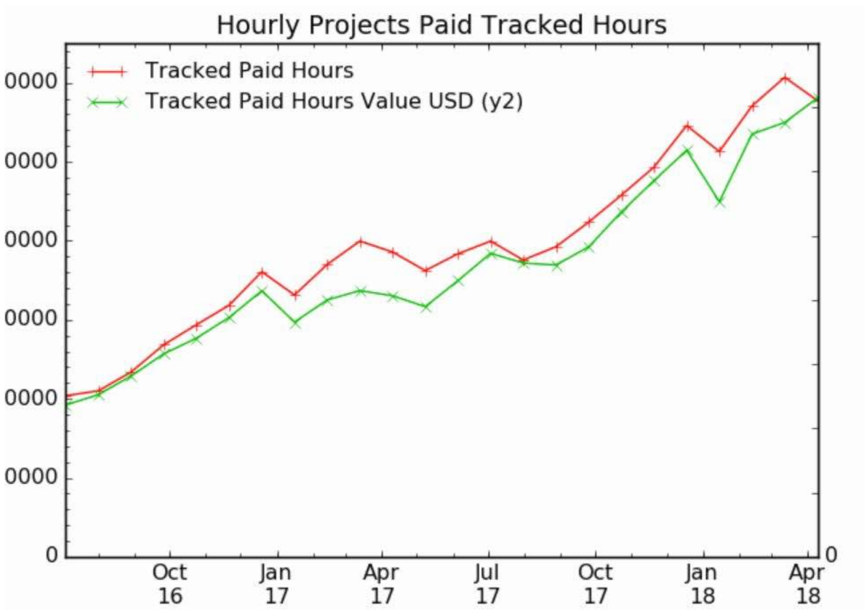
Revenue growth adversely impacted by:

- Drop in core desktop funnel driven by introduction of “1-click” funnel
- Initiatives to improve quality and NPS at expense of short term revenue impacts
- Drop in China volume for domain purchases in escrow which has recovered well in 1Q18
- Introduction of rigorous AML & KYC program in escrow resulted in increased friction and churn in volume which has also recovered
- FX drag of 3.0%

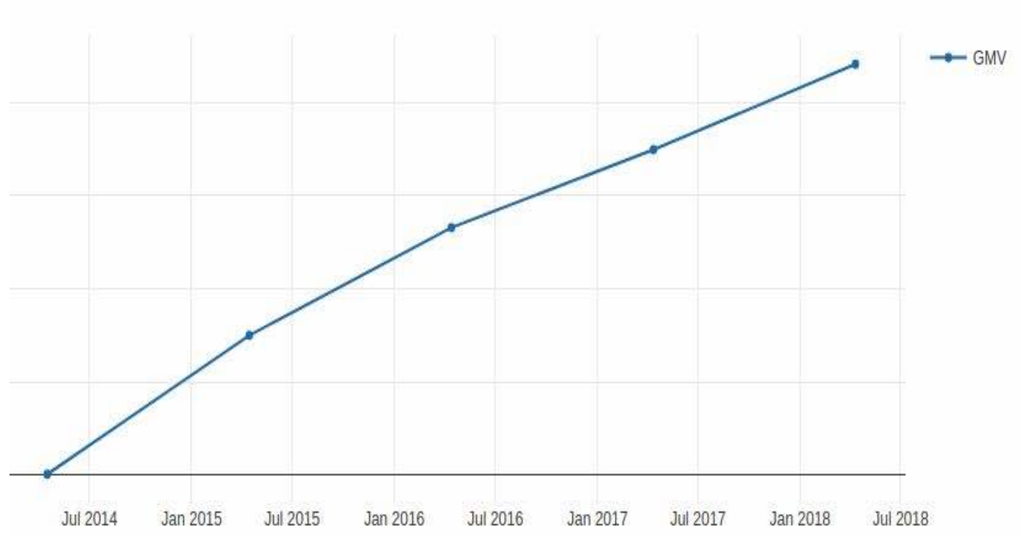
- Consistently high gross margins, ~87% since FY11

Freelancer.com

Strong growth in volume across hourly, mobile and recruiter projects



Recruiter Projects (count)

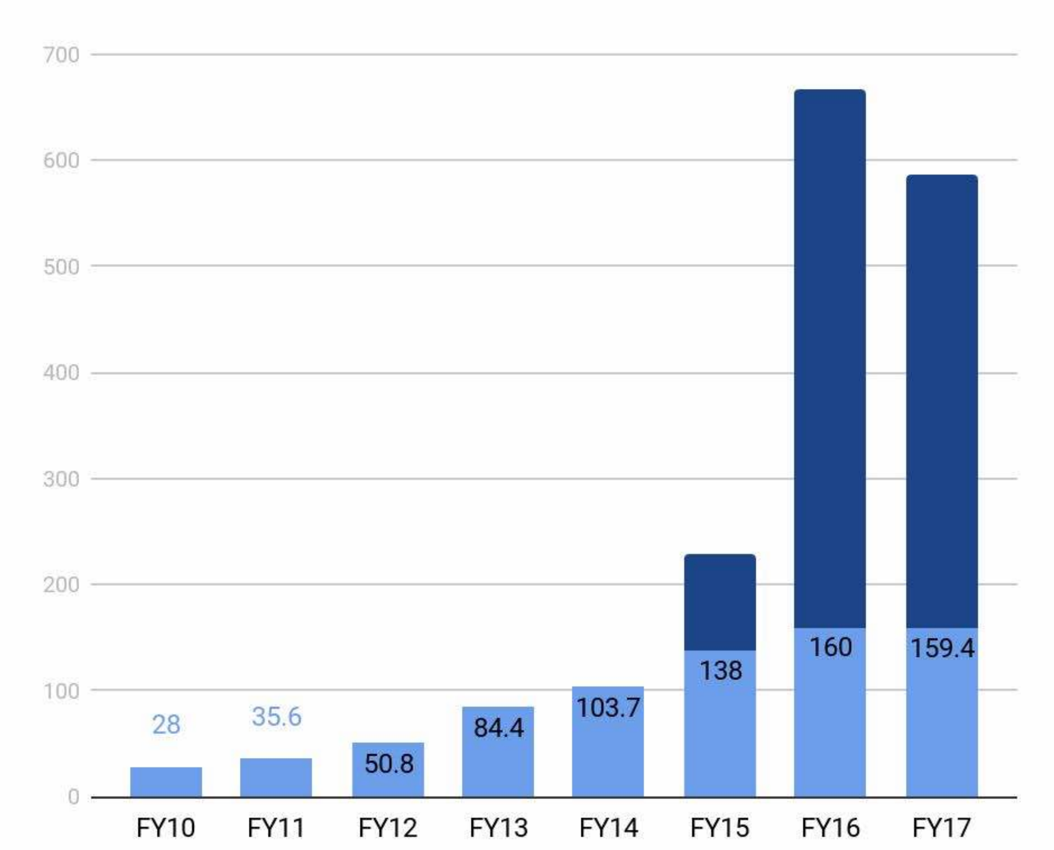


Hourly, recruiter and mobile projects continue to grow strongly

- **Hourly projects** - up 53% in 1Q18 on pcp
- **Recruiter GMV** - up 55% in 1Q18 on pcp
- **Mobile projects paid fees** - up 11% 1Q18/4Q17

Gross Payment Volume (GPV) FY17 / 1Q18

1Q18 Freelancer GMV all-time high of US$23.6m (up 9.5% on pcp), 1Q18 Escrow GPV of US$95.9m (up 31% on pcp)



GPV (A$m)	28.0	35.6	50.8	84.4	103.7	229.3	666.2	587.5
Growth pcp	-	27%	43%	66%	23%	120%	290%	-12%
Take rate[2]	13.0%	13.0%	13.0%	13.0%	13.0%	13.0%	13.0%	13.0%

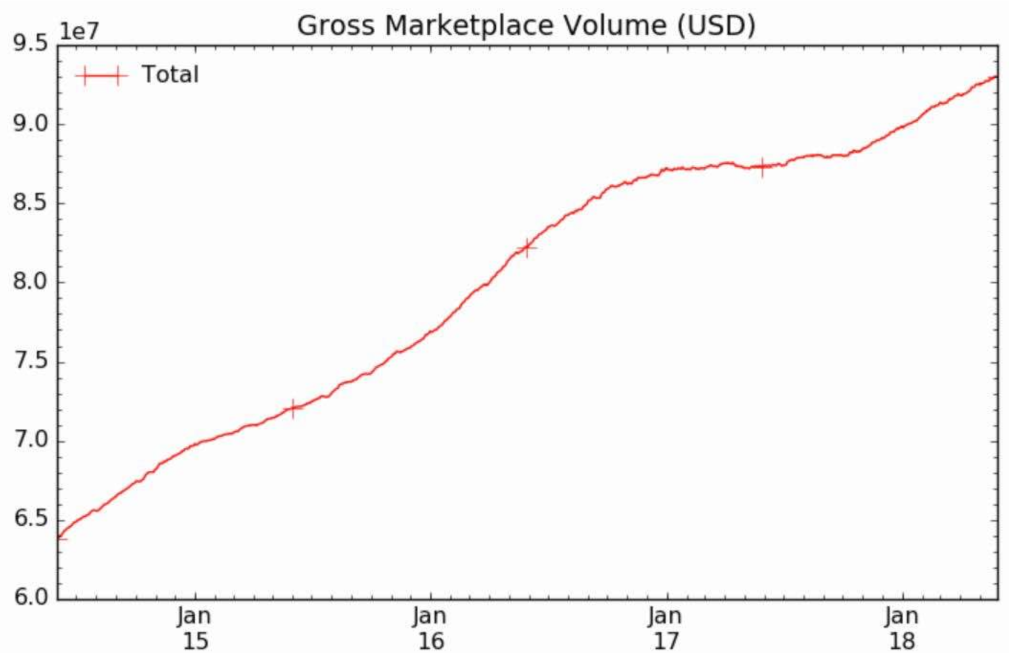
- Freelancer 1Q18 GMV all-time high of US$23.6 million (up 9.5% on pcp)
- Escrow 1Q18 GPV US$95.9 million (up 31% on pcp)
  - ex-China US$81.1m (up 28% on pcp) is second highest quarter ever
  - China US$15m (up 50.5% on pcp)
- Marketplace take rate remains at 13%
  - Commissions (3% for employers and 10% for freelancers) have remained unchanged

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 (GMV) plus net Revenue. Based on Freelancer's unaudited management accounts which have not been subject to an auditors review.
2. Take rate for the Marketplace segment is 3% employer commission and 10% freelancer commission, which has not changed since 2010.
3. Core Freelancer GPV of A$159.4m. Escrow FY17 GPV of US$329m,, average AUDUSD FX of 0.7674= A$428.2m

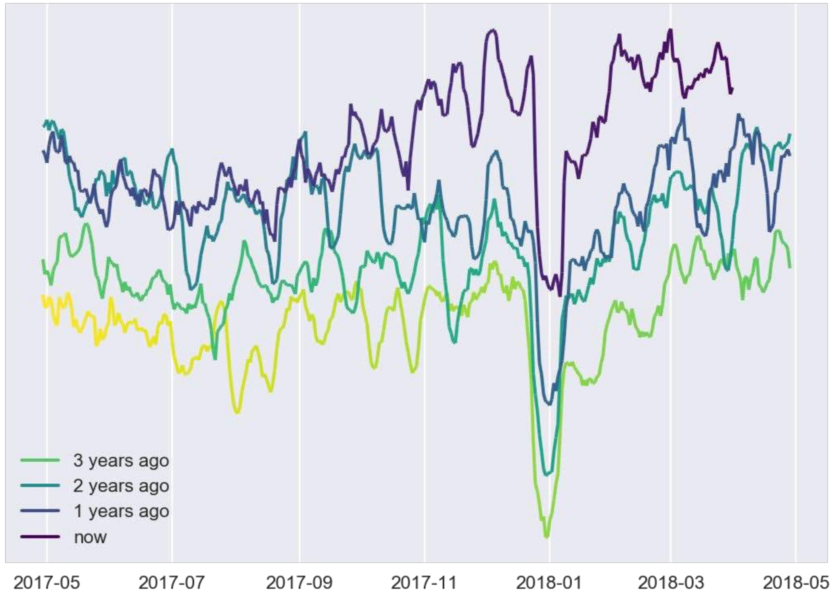
Freelancer.com

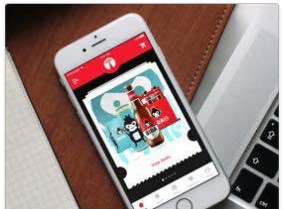
Freelancer Gross Marketplace Volume up 9.5% in 1Q18 on pcp*

Freelancer.com GMV



Milestones released (US$) last 5 years





Mobile App Redesign
By Nihal H.

Design a Logo
By Olexandro N.

T-shirt illustrations
By Francisco Rui P.

Track Record Design
By Elsa K.

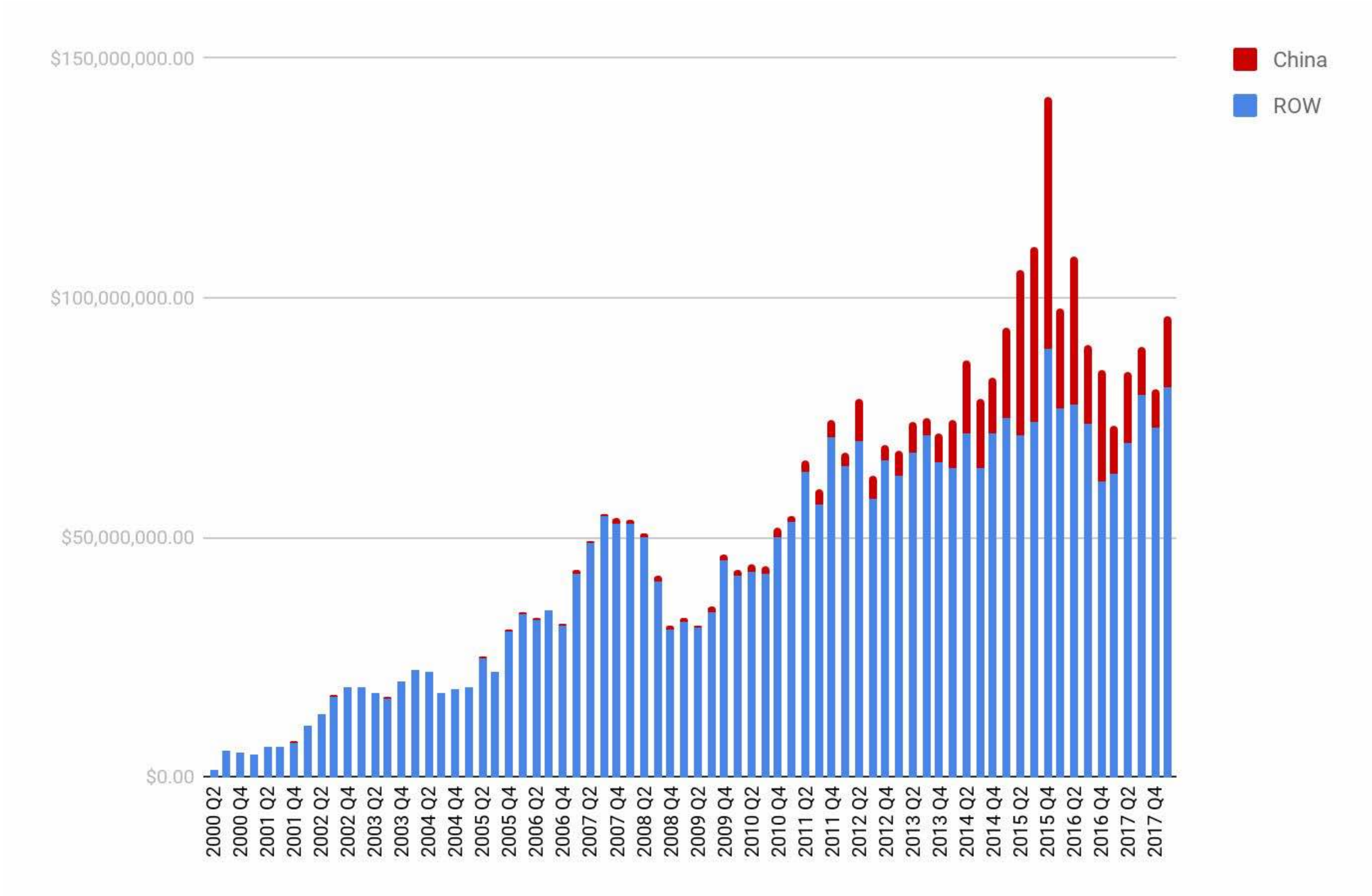
Website Layout
By Made A.

Athlete's Icees Logo
By Hardik P.

* Gross Marketplace Volume (GMV is a measure of total payments out of the system, i.e. to freelancers)

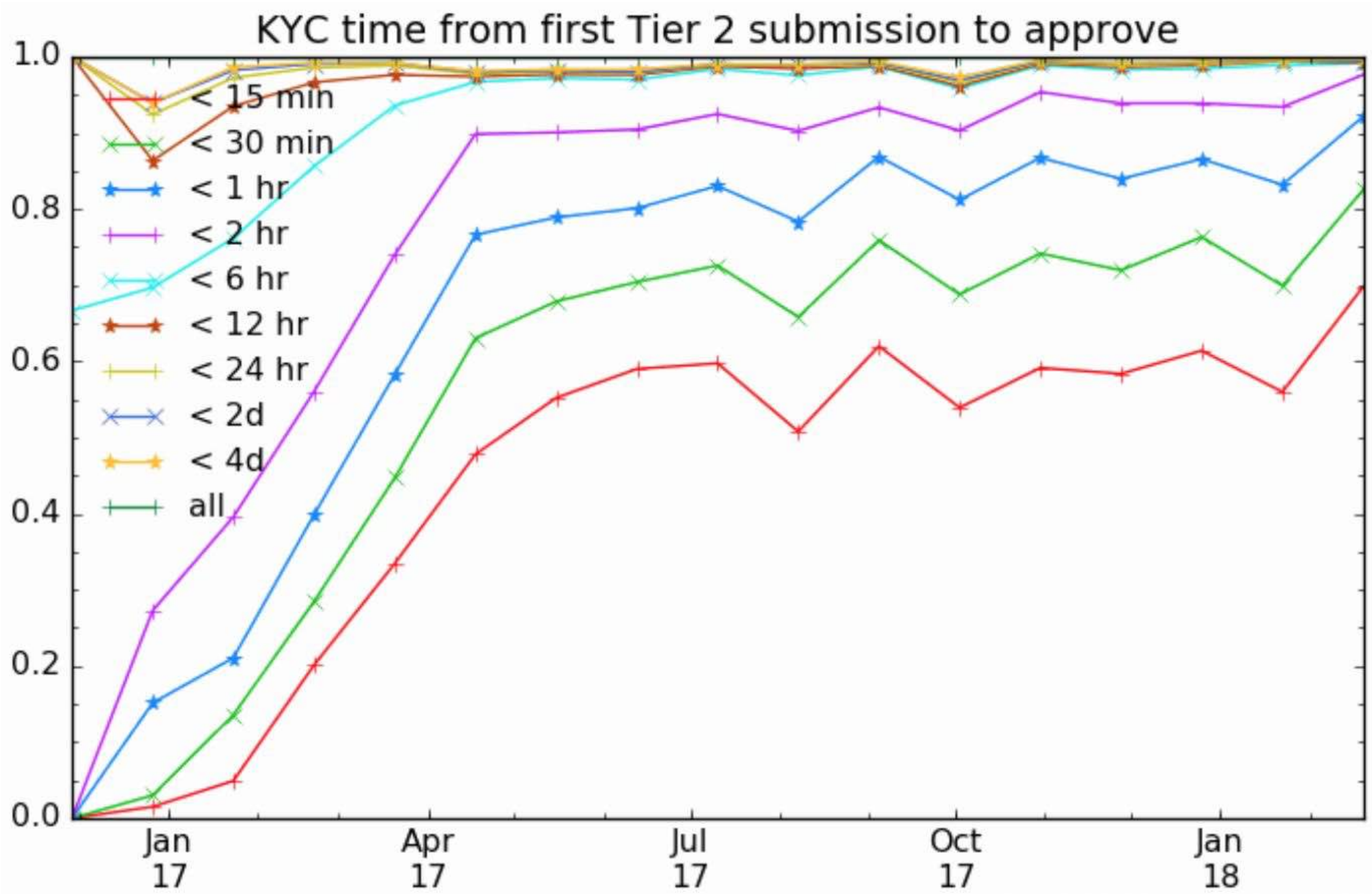
Escrow.com quarterly GPV (US$)

1Q18 GPV $95.9 million (up 31% YoY), ex-China GPV second highest quarter ever at $81.1m (up 28% YoY)



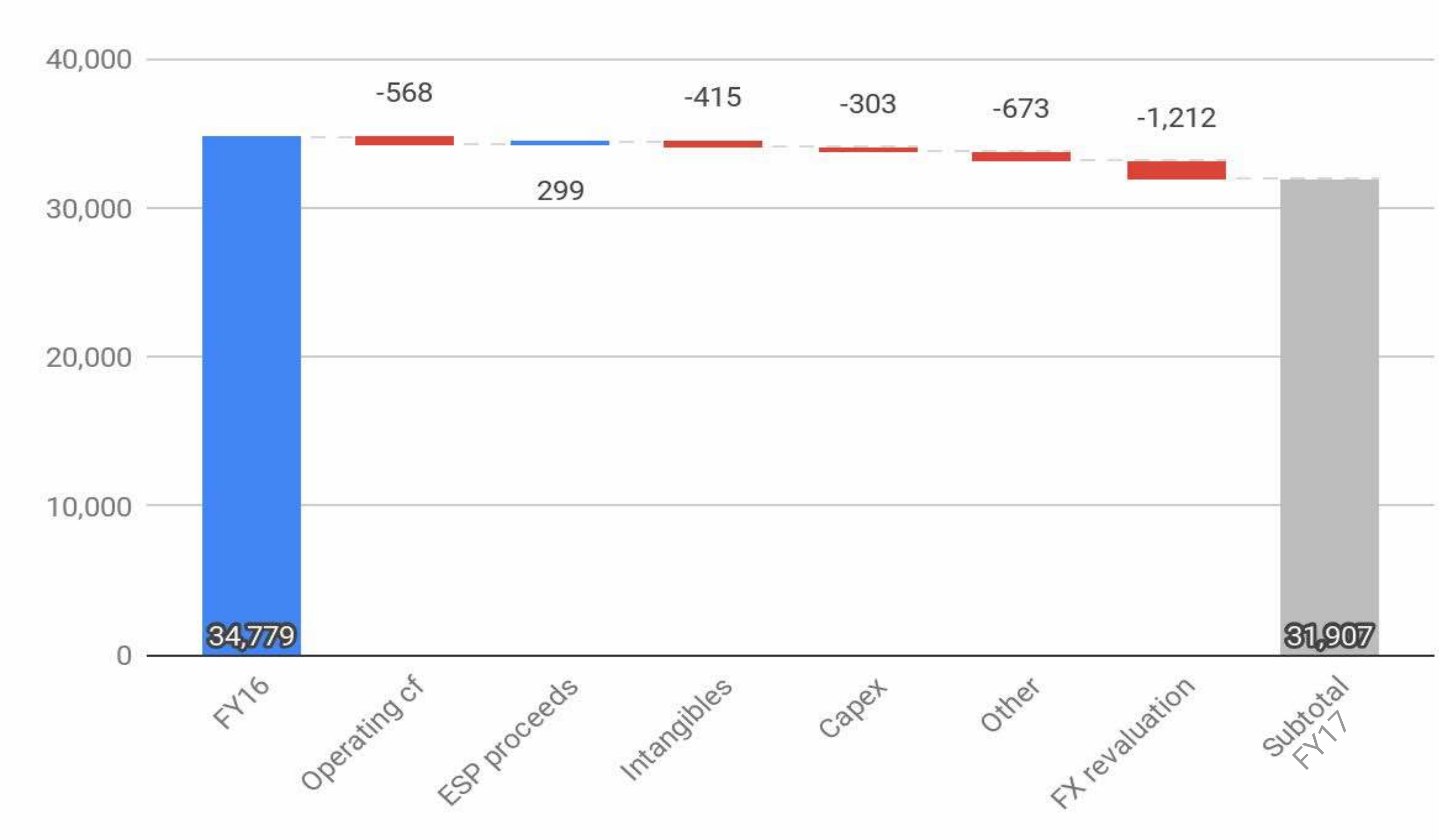
Escrow.com

>70% of Tier 2 KYC submissions approved in 15 minutes, 90% in 1 hour



Cash flow profile FY17 / 1Q18

1Q18 Positive operating cash flow of $0.3m



- Total cash at period end FY17 $31.9m, at end of 1Q18 $32.8m (up 2.7% on pcp)
- FY17 operating cash flow includes $1.7m of legal & regulatory outgoings ($0.7m are one off)
- 1Q18 operating cash flow positive $0.3m
- Other comprises increase in reserves to payment gateways
- FY17 -$1.2m downward revaluation in cash balances due to ~8% appreciation in AUD/USD fx rate from Dec 16

Summary profit & loss statement FY17 / 1Q18

Freelancer, Escrow and Group all EBITDA positive in March 2018 (unaudited)

(A$m) 31 Dec y/e	**FY17** Actual	**FY16** Actual	**Change**
Net Revenue	**50.3**	**52.7**	-5%
Gross Profit	**44.1**	**45.6**	-3%
Gross margin (%)[3]	*87.5%*	*86.4%*	nm
Employee expenses	(22.0)	(21.8)	1%
Administrative expenses	(12.4)	(10.0)	24%
Marketing related expenses	(9.8)	(9.4)	4%
Occupancy costs	(2.8)	(2.9)	-5%
FX gains / (losses)	(0.8)	(0.9)	nm
Share based payments expense	(1.0)	(1.2)	nm
EBITDA[2]	**(4.7)**	**(0.7)**	nm
EBIT	**(5.4)**	**(1.5)**	nm
NPAT	**(4.8)**	**(1.2)**	nm
Excluding share based payments expense[1]			
EBITDA[2]	**(3.7)**	**0.5**	nm
EBIT	**(4.4)**	**(0.3)**	nm
NPAT	**(3.8)**	**0.1**	nm

- Freelancer, Escrow and Group all positive EBITDA in March 2018 (unaudited)
- Improved gross margins in FY17
- Cost control on all major expense lines has kept expenses flat with FY16, will provide operating leverage with rising revenue
- Administrative expense increase principally due to regulatory, legal and compliance costs associated with money transmission and escrow licence applications, including one -offs
  - Regulatory, legal and compliance costs were $2.7 million vs $0.8 million in FY16
  - One-off regulatory penalties of $1.1m (inclusive of $0.9m in provisions) cleaning up historical Escrow operations prior to licensing (licenses granted in all cases)
- 474 FTEs at year end (down 6% on FY16)

1. Operating earnings are exclusive of non-cash share based payments expense of $986k in FY17 and $1,252k in FY16.
2. Depreciation and amortisation expense of $701k in FY17 and $769k in FY16.
3. Gross margin % calculation excludes $0.3m of proceeds from working capital adjustment on acquisition of Escrow.com, which is included in Net Revenue

Summary balance sheet FY17 / 1Q18

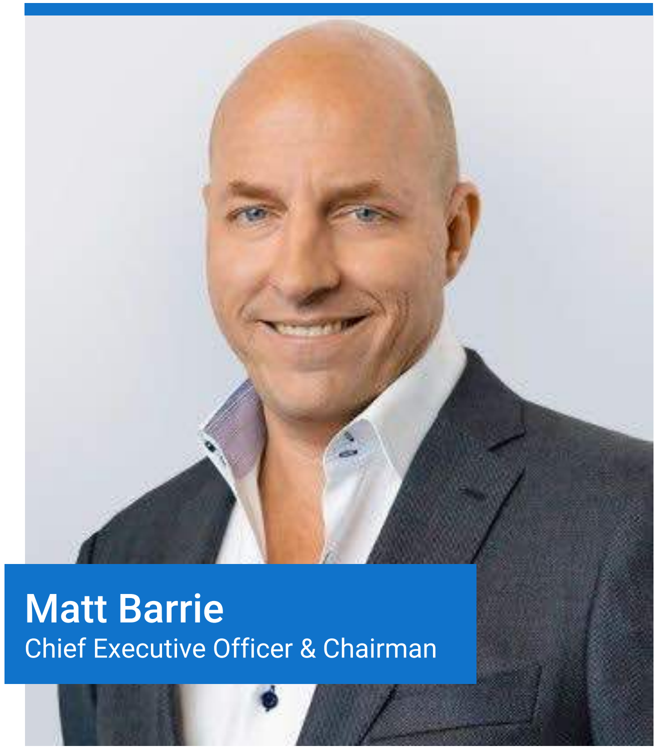
Cash balances at AU$32.8m as at 31 March 2018 (up 2.7% on pcp)

(A$m) 31 Dec y/e	**FY17** Actual	**FY16** Actual	**Change**
Cash and cash equivalents	31.9	34.8	-8%
Trade and other receivables	3.9	4.4	-10%
Other assets	1.5	1.6	nm
Plant and equipment	0.9	1.3	nm
Intangibles	26.4	25.7	3%
Deferred tax assets	4.0	3.3	nm
Total assets	**68.6**	**71.1**	**-3%**
Trade and other payables	33.0	32.7	1%
Other liabilities	3.7	3.0	nm
Total liabilities	**36.7**	**35.7**	**3%**
Net assets	**31.9**	**35.4**	**-10%**
Contributed equity	38.0	37.8	nm
Reserves	3.4	2.4	nm
Retained earnings	(9.5)	(4.8)	nm
Total equity	**31.9**	**35.4**	**-10%**

- Total cash at end of 1Q18 $32.8m (up 2.7% on pcp), no net debt
- Trade and other receivables includes receivables from various payment gateways in relation to partially completed transactions
- Trade and other payables includes user obligations (user balances and milestone payments held on balance sheet)
- Increase in intangibles predominantly relates to domain names acquired

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 IPscape, Threatmetrix, Sensory Networks and Aptrix.

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

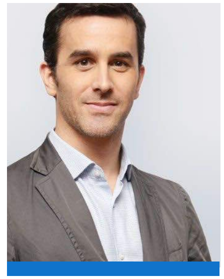
Greg Robinson is the Vice President of Compliance at Freelancer. Greg oversees the overall compliance environment within the Company. In this role, Greg is responsible for the development and maintenance of the governance and compliance risk programs to support the business. Before joining Freelancer,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



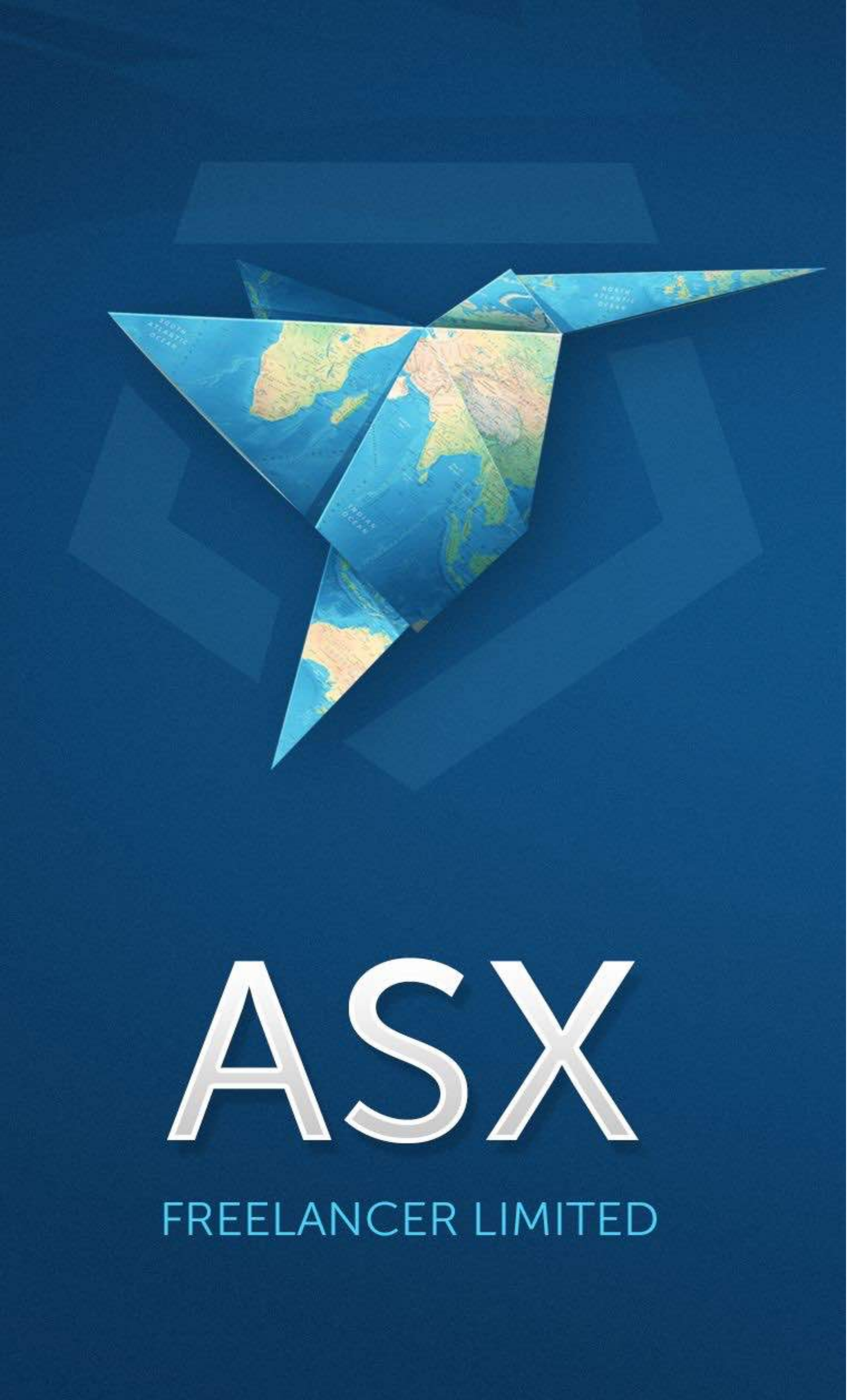
Sebastián Siseles
Director, International
JD (University of Buenos Aires) / MBA (University of Pittsburgh) / Marketing Diploma (FAECC, Argentina)

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.

Outlook Statement 2018

Freelancer has a firm foundation for revenue growth in FY18 and a clear path to profitability

- FY17 was a challenging year and already FY18 is looking brighter after 1Q18 results
  - For Freelancer.com, marketplace health is improving and growth is returning to trend. We are excited in particular about the build out of collaborative tools, usability improvements, mobile, performance, managed service, API and enterprise offerings.
  - For Escrow.com, 1Q18 was one of the best quarters ever for gross payment volume growth, we are highly optimistic about opportunities from the new Escrow.com API and ecosystem we are developing around this API
- We will increase profitability to above breakeven in FY18
- 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 full time 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



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.)

Freelancer Limited

HOW BIG IS THE MARKET?

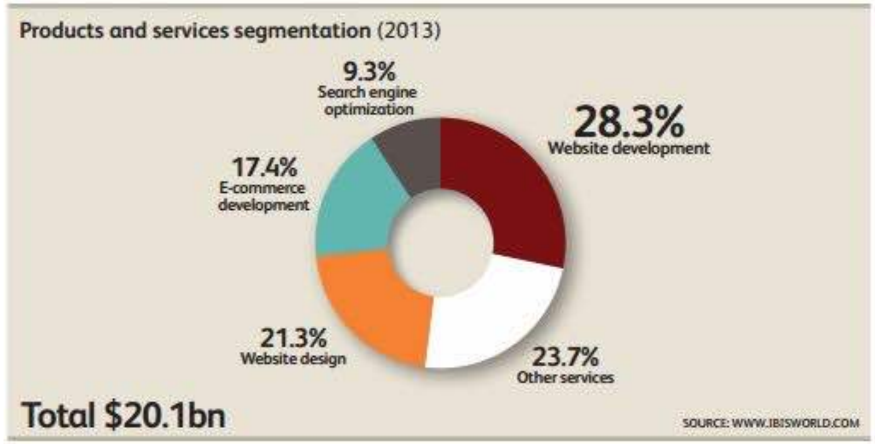
“160 million jobs, or about 11% of the projected 1.46 billion services jobs worldwide, could in theory be carried out remotely, barring any constraints in supply” *

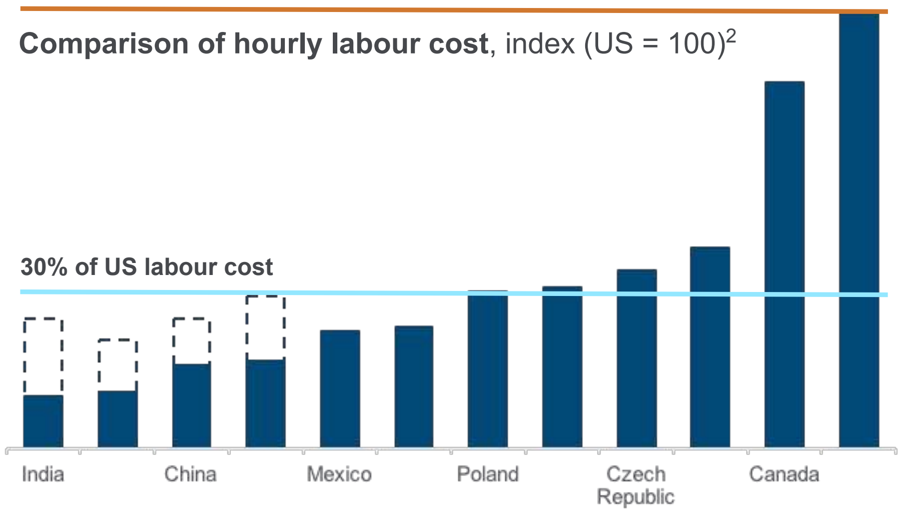
* McKinsey Global Institute, The Emerging Global Labor Market, Part I: The Demand for Offshore Talent in Services.

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 @ 26% monetisation 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 countries[3]
  - from this we estimate the global opportunity is (96+28)/28 = c.4.4x larger than the US market





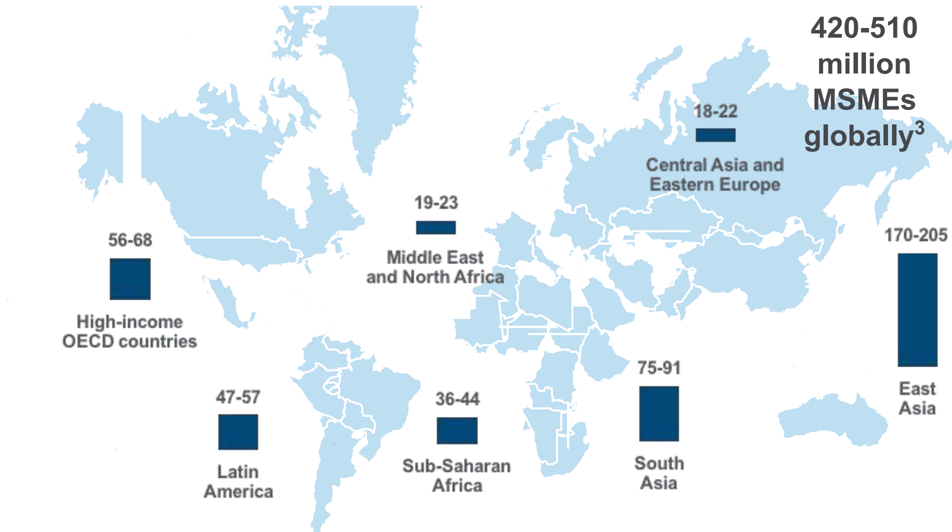
1. IBISWorld, "Web Design Services in the US" (August, 2013).
2. McKinsey Global Institute, "The Emerging Global Labor Market: Part III: How Supply and Demand for Offshore Talent Meet" (June, 2005).
3. Based on 28m SMEs in the US, 96m MSMEs outside the US in mid-high income OECD countries.
4. Based on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

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 2016[2]
- 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) globally[3]
- 96 million are formal employer MSMEs outside the US in mid-high income nations[4]
  - 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

Product marketplaces as proxy of consumer demand indicates TAM of US$106 billion (2b projects, US$390b GPV)

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

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

Taking 170m buyers as consumer proxy

5 projects / user
US$193 / project
27.5% take rate

GPV of US$390 billion

Global Total Available Market (TAM)
US$106 billion (2b projects)

	ebay	amazon.com	阿里巴巴 Alibaba.com	freelancer
2017 Revenue	US$9.6 billion[1]	US$178 billion[1]	US$158 billion[3]	**A$49.9 million**
2017 GMV/GPV	US$88.4 billion	US$300+ billion[2]	US$500+ billion[4]	**A$159.4 million**
2017 Users	170 million active buyers	300+ million active buyers	488 million active buyers	**27 million total registered users**
Geography	Global	Global	Predominantly China	**Global**

Source: Company reports, Bloomberg, Statistica, Nasdaq.
1 Actual year end 31 December 2017
2 Based on analyst estimates
3 Google Finance 31 December 2017
4 Trailing 12 months as at 30 June 2017, 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

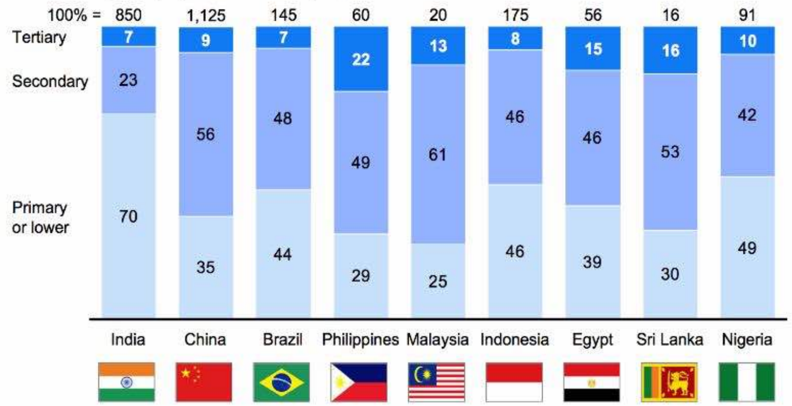
- 2010 global working age population: 3.7 billion, labour force: 2.9 billion[1]

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 predicted global labour force: 3.5 billion[1]
- 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
- 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]



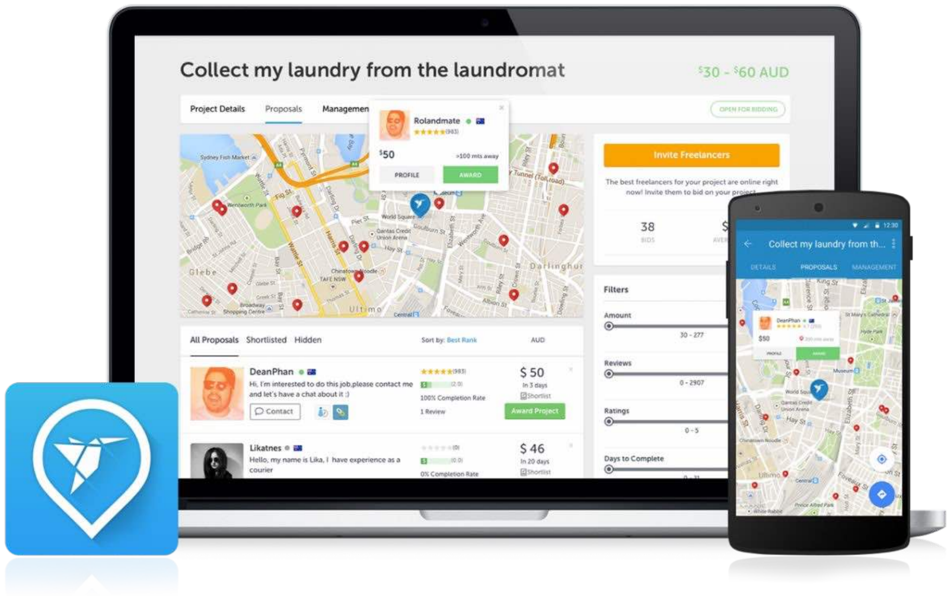
NOTE: Numbers may not sum due to rounding.
SOURCE: United Nations Population Division (2010 revision); IIASA; ILO; local statistics for India and China; McKinsey Global Institute analysis

1. McKinsey Global Institute: The World at Work: Jobs, Pay and Skills for 3.5 Billion People (June 2012)
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)

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[4,5]



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
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