



31 July 2019

Freelancer Limited

1H19 Financial Results (Part 2)

Matt Barrie

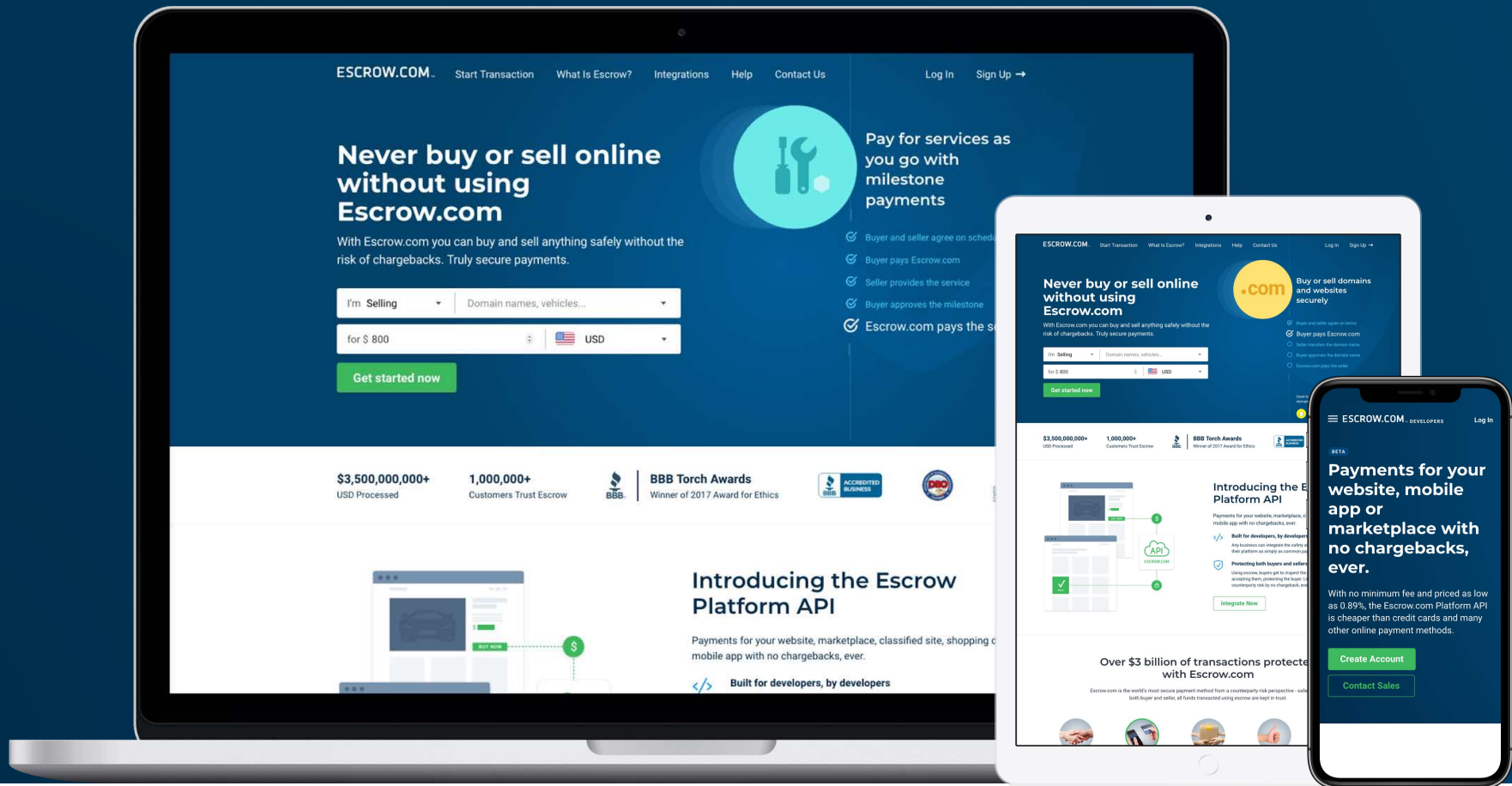
Chief Executive Officer

investor@freelancer.com



Freelancer Limited

ESCROW.COM



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

OVER US\$4,000,000,000 IN TRANSACTIONS SECURED SINCE 1999

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



rather than selling anything of real **value**, like a car



CARS



BOATS



AIRPLANES



MOTORCYCLES



DOMAINS



COLLECTIBLES



COMPUTERS, TV & HIFI



MACHINERY & ROBOTICS



ANTIQUES



NETWORK EQUIPMENT



GEMSTONES & JEWELRY



GENERAL MERCHANDISE



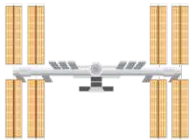
HEAVY EQUIPMENT



INTELLECTUAL PROPERTY



IMPORT/EXPORT



SPACE STATION DEPOSITS



BUSINESS ASSETS



SERVICES & CONTRACTORS



WEBSITES



ELECTRONICS

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

Escrow.com secures transactions from \$100 to \$100,000,000 USD, EUR, AUD support (GBP 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



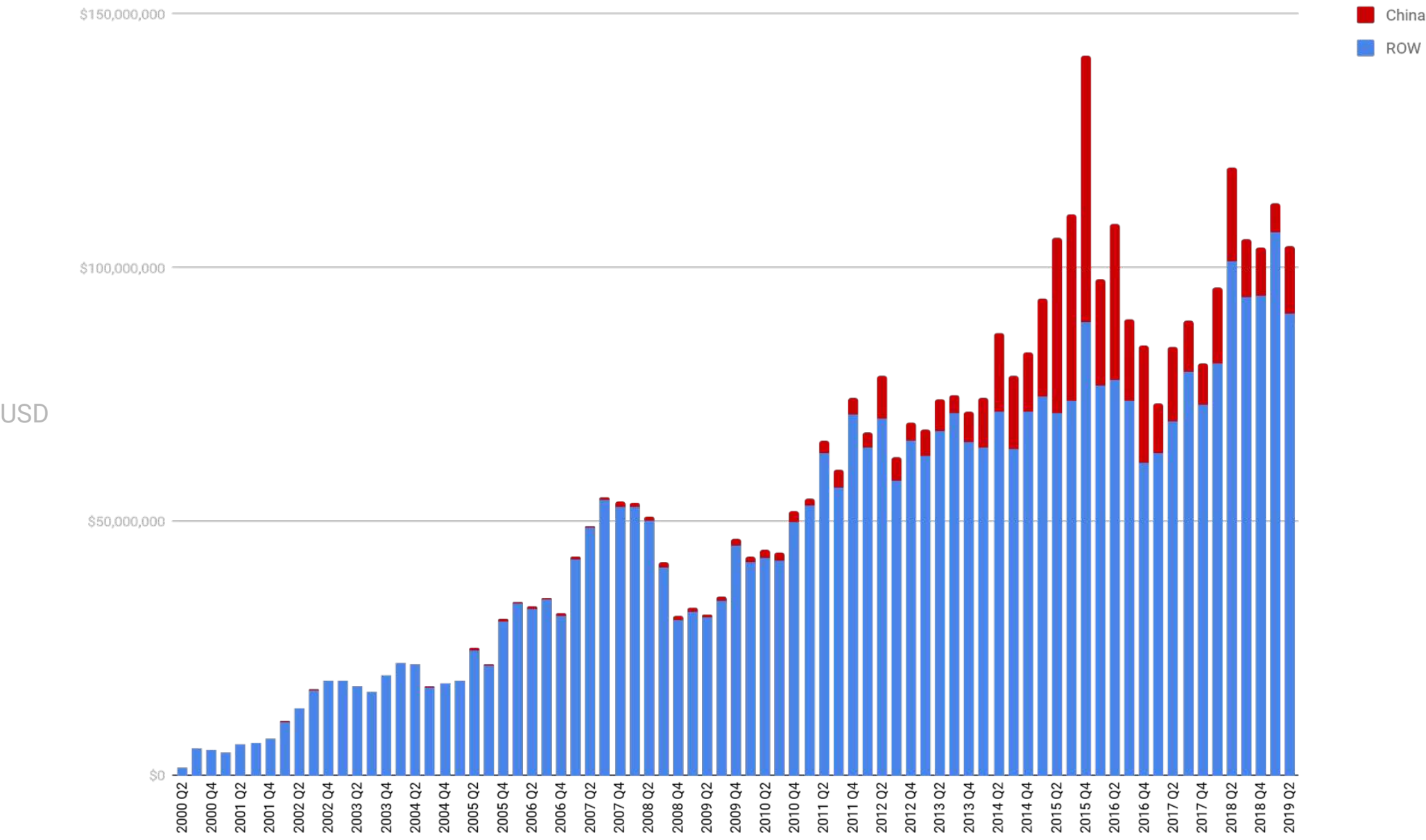
2012 Ferrari Scaglietti securely sold
through Escrow.com



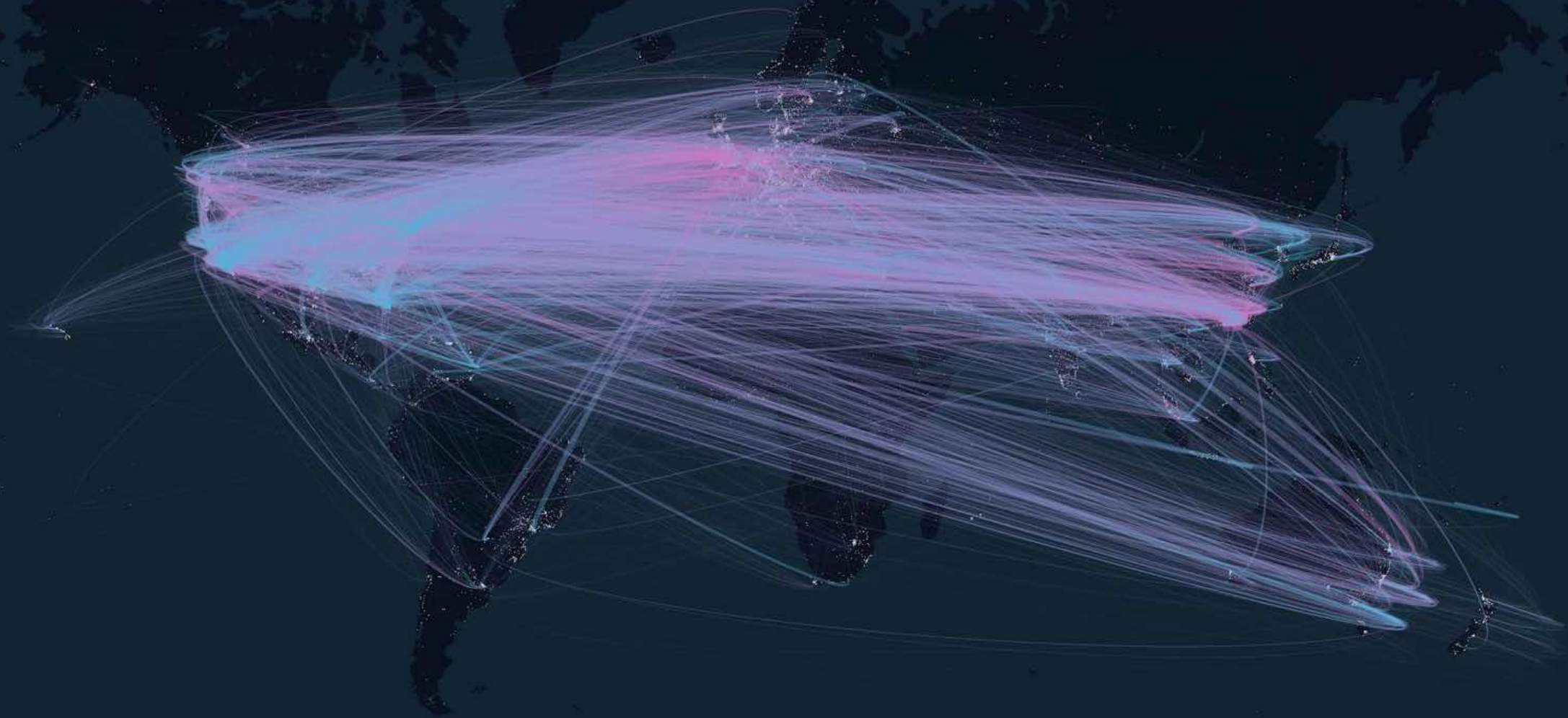
2004 Fountain 38 LX securely sold
through Escrow.com

Escrow.com quarterly GPV

1Q19 GPV all-time record \$158m up 29.2% on pcp in AUD, 1Q19 ex-China all-time \$150 million (up 45.1% on pcp)



Escrow.com Economy



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

Escrow.com

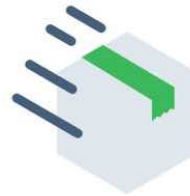
The only licensed, bonded & audited secure online solution that protects both the buyer and the seller with a simple 5-step trust process



1. Buyer and seller agree to terms



2. Buyer pays Escrow.com



3. Seller ships merchandise



4. Buyer accepts the merchandise



5. Escrow.com pays the seller

Benefits of using Escrow.com



Increase Trust

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



Increase Liquidity

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



Increase Fulfillment

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



Increase Support

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

Benefits of using Escrow.com



Increase Compliance

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



Increase Insights

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



Increase Conversion

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



Increase Revenue

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



Escrow.com has 47 financial services licenses granted or in-application (Hawaii, Nevada and the territories are the only US licenses remaining to file).
 Four states do not require Escrow.com to hold licenses (Indiana, Massachusetts, Tennessee, Wisconsin).
 Additionally Escrow.com holds an Australian Financial Services License #501215.

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

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

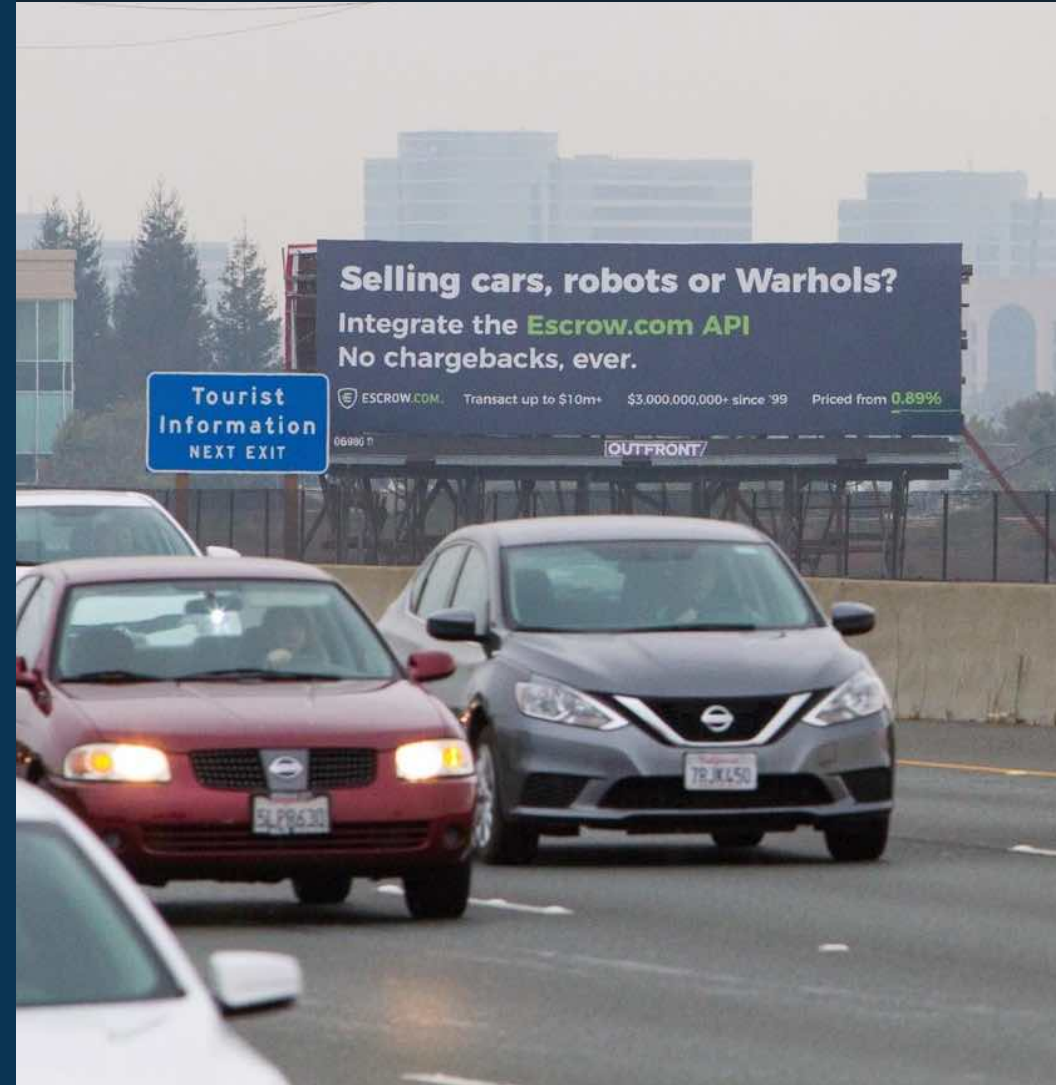
Escrow.com solves trust problem

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

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

Value-add services include:

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





Escrow.com 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](https://www.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](https://www.escrow.com)

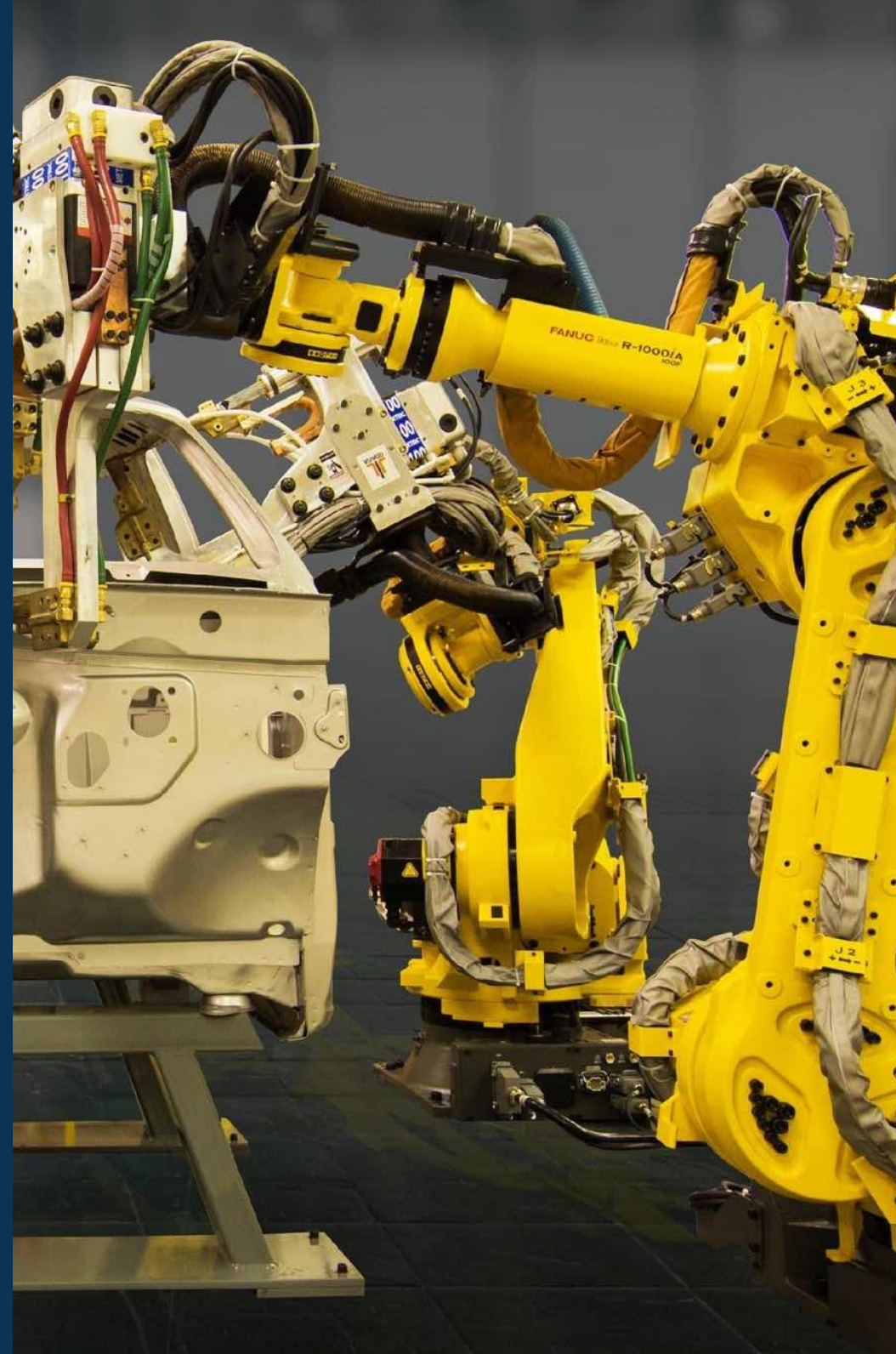
Industrial, network, construction & heavy equipment sold through **Escrow.com**

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 makes import / export simple

No expensive & complicated letters of credit

Removes need to perform customer credit checks

Automates payments to international suppliers

Increases competitiveness of exporters through facilitating supplier & customer diversity

Shipment of 28 Ford F250 securely sold through [Escrow.com](#)



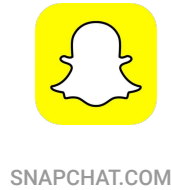
Service contracts including freelancing through **Escrow.com**

We support milestone payments against a time or deliverables schedule

Ensure your last invoice gets paid

*Medical solar system installation in Yuba City, CA securely sold through **Escrow.com***



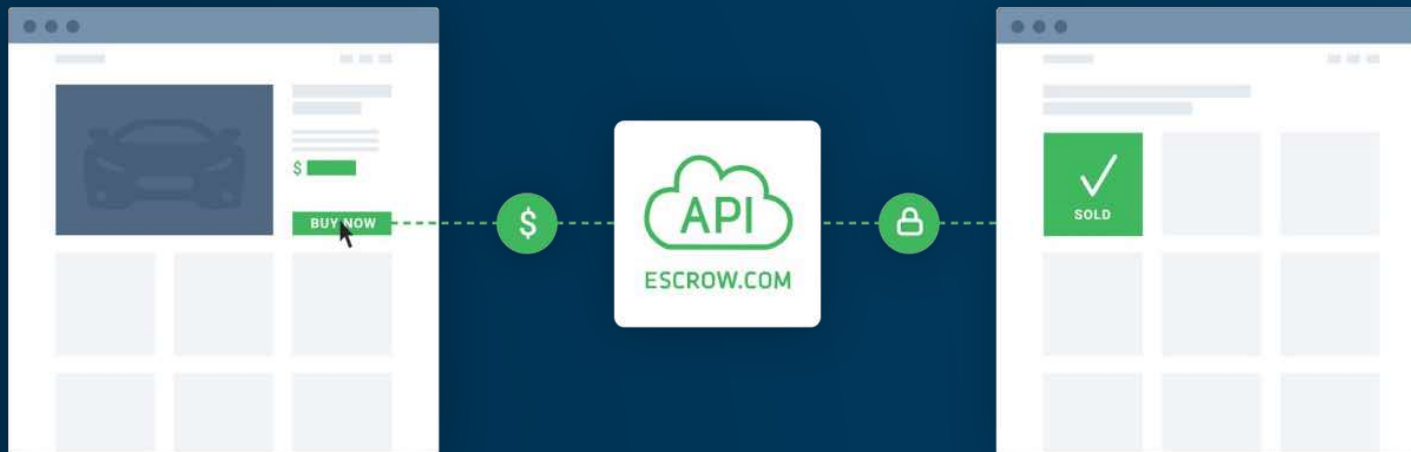


All these domains, and tens of thousands more sold through [Escrow.com](https://www.escrow.com)

Escrow.com where the
Internet is bought and sold

The Escrow.com Platform API

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



Beautiful Docs

Our step-by-step integration guides, code examples and centralized API reference make it simple to understand and easy to integrate so 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

The screenshot displays the Escrow.com Developers API documentation interface. The top navigation bar includes 'ESCROW.COM DEVELOPERS', 'My Transactions', 'My Integrations', 'Help', and 'Contact Us'. A left sidebar contains a menu with categories like 'GETTING STARTED', 'DASHBOARD', 'My Integrations', 'API' (selected), 'BUTTONS', 'REFERRAL LINKS', and 'Support'. Under the 'API' category, there are links for 'API Keys', 'Webhooks', 'API DOCUMENTATION', 'API Basics', 'Create a customer', 'Create a transaction', and 'Fetch transaction details'. The main content area shows a cURL example for creating a transaction, with tabs for 'cURL', 'Python', 'Ruby', and 'PHP'. The cURL example is as follows:

```
1 % curl "https://api.escrow.com/2017-09-01/transaction" \  
2   -X POST \  
3   -u "email-address:your-password" \  
4   -H "Content-Type: application/json" \  
5   -d '  
6   {  
7     "parties": [  
8       {  
9         "role": "buyer",  
10        "customer": "me"  
11      },  
12      {  
13        "role": "seller",  
14        "customer": "scott@escrow.com"  
15      }  
16    ],  
17    "currency": "usd",  
18    "description": "1962 Fender Stratocaster",  
19    "items": [  
20      {  
21        "title": "1962 Fender Stratocaster",  
22        "description": "Like new condition, includes original hard case."
```

ESCROW*Offer*

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

The diagram illustrates the Escrow Offer process flow. It starts with a 'Make Offer' form for a 2008 BMW 328xi, which includes fields for email, phone, offer amount, and a message. A 'Submit Offer' button leads to the 'Offers for 2008 BMW 328xi' page. This page shows a list of offers, with the top offer from 'Mr. Jack Brown' for \$33,000. The offer details include the amount, expiry (2d 23h), and a message. Buttons for 'Accept Offer' and 'Make Counteroffer' are provided. A dashed line connects the 'Submit Offer' button to the 'Offers' page, and another dashed line connects the 'Accept Offer' button to the Escrow logo at the bottom.

Make Offer for 2008 BMW 328xi

YOUR EMAIL ADDRESS*
buyer@gmail.com

YOUR PHONE NUMBER (OPTIONAL)
+1 5417542010

YOUR OFFER TO SELLER*
\$ 35700 USD

MESSAGE TO SELLER (OPTIONAL)
Hi, is this price acceptable to you?

☒ I agree to Escrow.com's Terms of Use and Privacy Policy

Submit Offer

CAN'T WAIT?
Buy it now for \$33000.00 USD

Offers for 2008 BMW 328xi

Offers

Mr. Jack Brown 0m 9s - 33000

Mr. Jack Brown made an offer Dec 6, 2018 at 17:07:09


Offer amount:
\$33000.00 USD

Expiry:
2d 23h

Message:
How about we settle at 33K? It seems like a reasonable compromise.

Accept Offer

Make Counteroffer



Shopify Exchange

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

EXCHANGENEW LISTINGS *CATEGORIES ▼RESOURCES ▼BLOGSEARCH


Sell your businessLog out

BROWSE BUSINESSES FOR SALE

Fuel your business ambitions

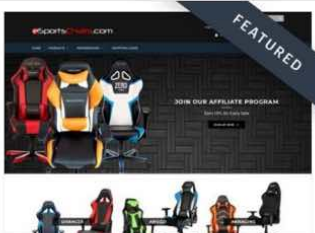
Exchange is Shopify's marketplace to buy and sell businesses for entrepreneurs like you.

PriceRevenueAgeBusiness TypeIndustry



Established stores for sale

Use your expertise to grow a business to the next level



FEATURED

eSportsChairs.com - A Gaming C...

www.esportschairs.com

Established storesNorth CarolinaHome and...

Revenue (usd)*\$35.31k


Traffic*9.47k

Profit (usd)*\$8k

Inventory Value (usd)-

*monthly averages

\$550,000 USD



ONLINEPRESALES

www.onlinepresales.com

Established storesArizonaLifestyle

Revenue (usd)*\$77.33k


Traffic*94.77k

Profit (usd)*\$10k

Inventory Value (usd)-

*monthly averages

\$55,000 USD



CraftsNinja (Multi-Million Dollar ...

www.craftsninja.net

Established storesGifts and collectiblesInv

Revenue (usd)*\$68.07k

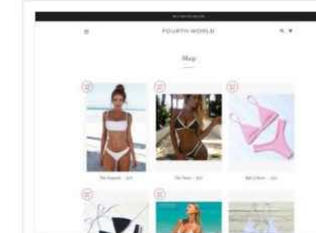
Traffic*89.52k

Profit (usd)*\$44.9k

Inventory Value (usd)\$30k

*monthly averages

\$79,000 USD



fourth.world

fourthworldexchange.com

Established storesCaliforniaFashion and a...

Revenue (usd)*\$65.54k

Traffic*95.45k


Profit (usd)*\$50k

Inventory Value (usd)-

*monthly averages

\$80,000 USD

86

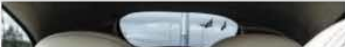



 ESCROW.COM™

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 their aircraft

SALE OF
Cirrus SR22T GTS

Contact Owner



Market Info

COUNTRY OF REGISTRATION
Sweden

AIRCRAFT LOCATION
Sweden

ASKING PRICE
\$ 650.000,00

BROKER COMMISSION
\$ 20.000,00

NOTE: Included in end price.

Main Specifications

MODEL
Cirrus SR22T GTS

YEAR OF MANUFACTURING
2014

AIRCRAFT TYPE
Piston, Single engine

AIRFRAME HOURS
650

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)



Arturas Kerelis @arturaskerelis Follow

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

Orion Span Deposit Escrow	
1	Deposit for future stay aboard Orion Span's Space Station
1	[REDACTED]
Subtotal [REDACTED]	
Total [REDACTED]	
Transaction ID: 3874462	

Terms

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

8:41 AM - 6 Apr 2018

5 Retweets 22 Likes

1 5 22

Senior Management Team | Escrow

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



Matt Barrie
Chief Executive
*BE (Hons I) BSc (Hons I)
GDipAppFin MAppFin
MSEE (Stanford) GAICD
SEP FIEAust*

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



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

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



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.



Jackson Elsegood
General Manager
BCom CA

Jackson Elsegood is responsible for directing the strategic development of Escrow.com and execution of escrow activities. Previously with First Data and PwC, Jackson brings over ten years of international payments experience to the team and is dedicated to working closely with our customers to help them to do business all over the world. Jackson is a member of the Institute of Chartered Accountants in Australia and holds a bachelor's degree from Sydney's Macquarie University.



Christopher Wong
Director of Product
BSc

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



Michael Liedtke
Engineering Manager, Applications and API
MPH BA (Comp Sci)

Michael Liedtke has been building SaaS products and services for the past 16 years. Joining Escrow at the end of 2015, he splits his time between engineering, product, business development, and sales, working closely with partners to help ensure their success. Michael has a Bachelor of Arts in Computer Science from Colby College and a Master of Public Health in Epidemiology from the University of Colorado Denver.



Chris Trotman
Associate Vice President, Engineering
BSc

Chris Trotman is the Associate Vice President of Architecture at Freelancer. Chris is responsible for all technical aspects of engineering, maintaining the highest level of engineering standards and ensuring Freelancer is prepared for current and future growth. Chris holds a Bachelor of Science in Information Systems from the University of Auckland, New Zealand.

Awards | Escrow.com



Gold Stevie
Company of the Year -
Financial Services - Small

The International Business
Awards 2018



Bronze Stevie
Financial Services

The International Business
Awards 2018



Gold Stevie
Financial Services
Company of The Year

The International
Business Awards 2017



Silver Stevie
Financial Services
Company

The International
Business Awards 2017



BBB Torch Award
Ethics

Better Business Bureau
Torch Awards 2017



Bronze Stevie
Financial Services
Company of The Year

The International
Business Awards 2016



Export of the Year
Award
NSW iAwards

Premier's NSW Export
Awards 2016



Honorable Mention
X-Factor Award

Anthill Cool Company
Awards 2016

A close-up, low-angle shot of the front of a white Freightliner truck. The truck's grille, featuring vertical slats and a 'W' logo with a star, is prominent on the right. The hood and upper part of the cab are visible, showing various lights and sensors. The background shows a paved road, some dry grass, and industrial buildings under a clear sky. Two thin vertical red lines are positioned on the left and right sides of the image, framing the central text.

FREIGHTLINER

Freight anything, anywhere

A world map with a heatmap overlay showing the density of a freelancer network. The map is dark blue, and the heatmap consists of white and light blue speckles and lines, indicating high concentrations of freelancers in North America, Europe, and parts of Asia. The map is divided into vertical sections by thin blue lines.

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

7,000+
TRANSPORT
OPERATORS

32,000,000+
FREELANCERS



Customers using Freightlancer

FREIGHTLANDER

Newcrest Mining Case Study



Over \$1.2 million worth of freight moved in last 12 months

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



B Double full load urgent hotshot moved using Freightlancer



CAT 785 dump truck moved for Newcrest using Freightlancer

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

On average saving at least 30% on previous movements

Redpath Mining Case Study

Six figures worth of freight moved in past 12 months



RVD crates hotshot return load moved for Redpath using Freightlancer

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

- Full trailer of equipment (18 tonne): \$5000 plus GST
- Maddington Perth to Orange NSW (3685 km)
- Flat top semi - \$1.35/km plus GST



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

EMS Group Case Study



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

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



Meyco Potenza moved for EMS using Freightlancer

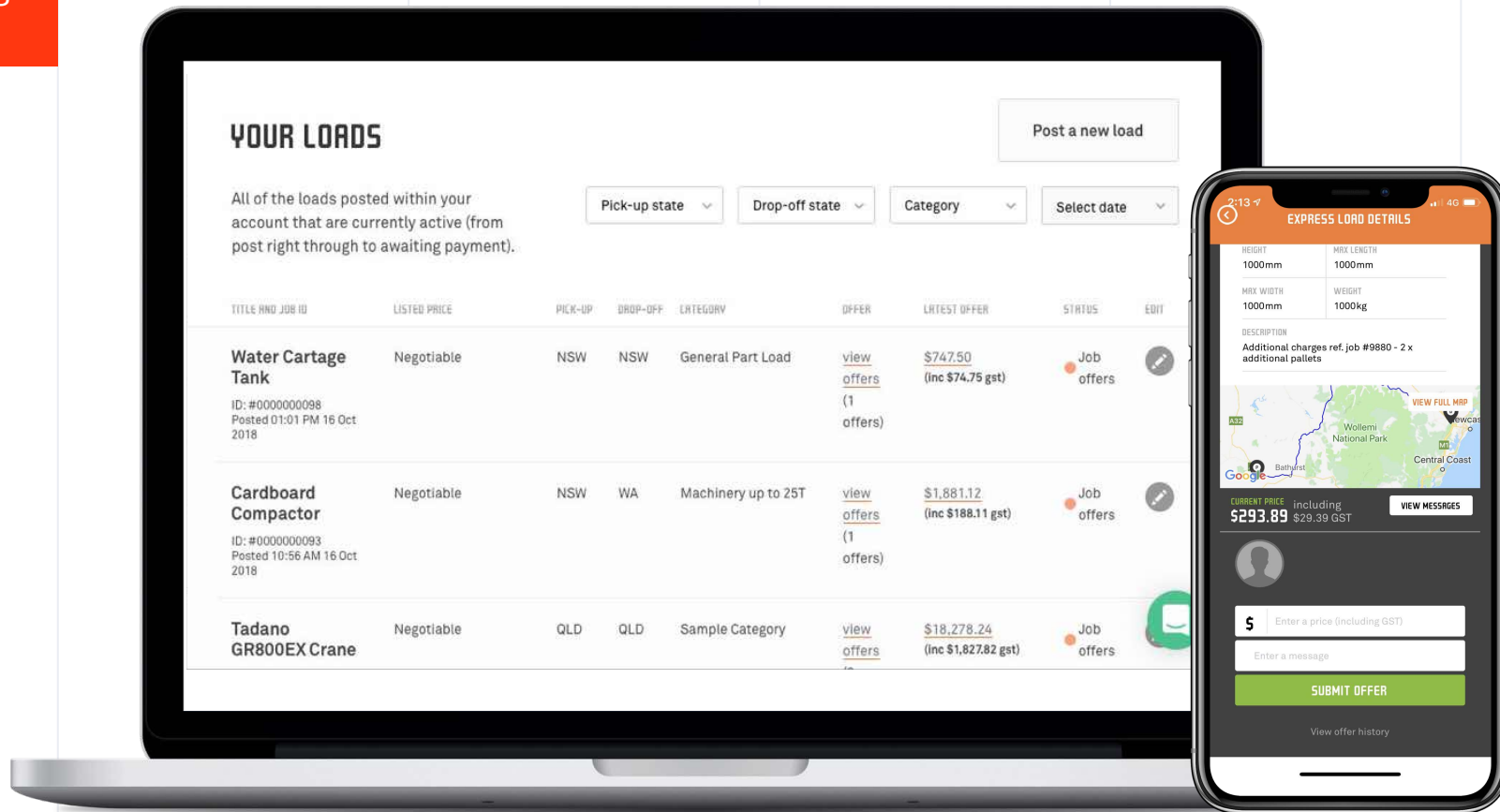


CAT R1700G loader moved for EMS using Freightlancer

- Cat R1700G loader: \$1,740 plus GST
- Woods Point Vic to Dubbo NSW (794 km)
- Float load @ \$1.89/km plus GST
- Over 60% saving on previous movement

Quotes

AVERAGE 3 QUOTES
PER LOAD
WITHIN 24 HOURS



Connecting Freight Owners with Transport Operators

FREIGHTLANDER

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



Road train being loaded with scrap steel, booked using Freightlancer



AD55 Underground truck transported from Western NSW to Perth using Freightlancer

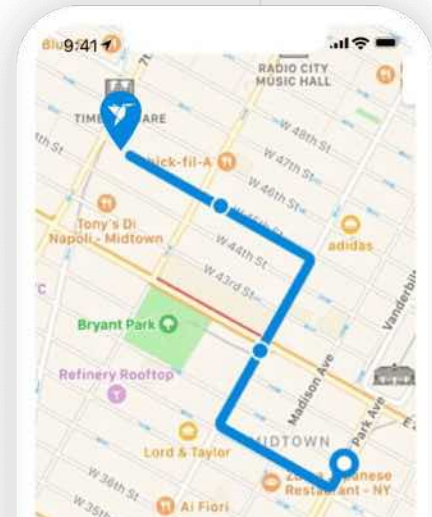


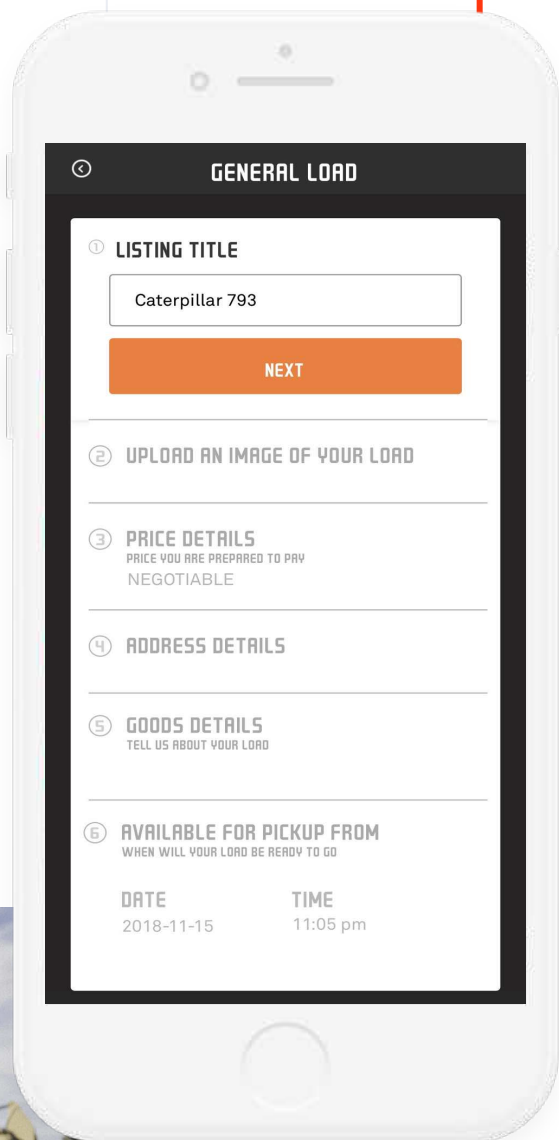
Industrial

- Mining
- Infrastructure
- Construction
- Rail
- Urgent/Express freight
- International shipping
- Heavy machinery
- General freight
- Manufacturing
- Oil & Gas
- Line haul
- Vehicles
- Perishables
- Shipping containers

Retail

- Food delivery
- Furniture delivery
- Courier
- General freight
- Motorcycle courier
- Bike courier
- Pickup & delivery
- Removal services
- Packing & shipping





Four easy steps to moving your loads

- 01** — Drop a pin
- 02** — Take a photo
- 03** — Fill job details
- 04** — Get your quote

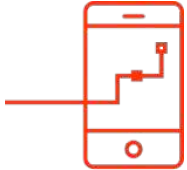


CAT 793 Body transported under pilot and police escort using Freightlancer

Freightlancer manages it all for you

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

Advantages of using Freightlancer



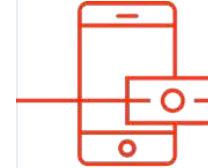
Live tracking while your cargo is on the move

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



Vetted Transport Operators for compliance obligations

Choose from a range of vetted drivers and see past ratings to ensure reliability and quality.



Secure payments ensure the delivery and on-time payment

Powered by Escrow.com, payment is kept in trust until it has been delivered exactly where it should be.



Real-time bidding gets competitive quotes fast

Upload a photo, dimensions, weight and delivery address to have drivers respond in a click.



Communicate directly with your Transport Operator

Keep in contact with the operator to coordinate collections and deliveries.



Compliance peace of mind

Turnkey solution for compliance obligations including Chain of Responsibility.

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



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

Safer for everyone

Trip reports

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

Freightlancer audit

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

Save time

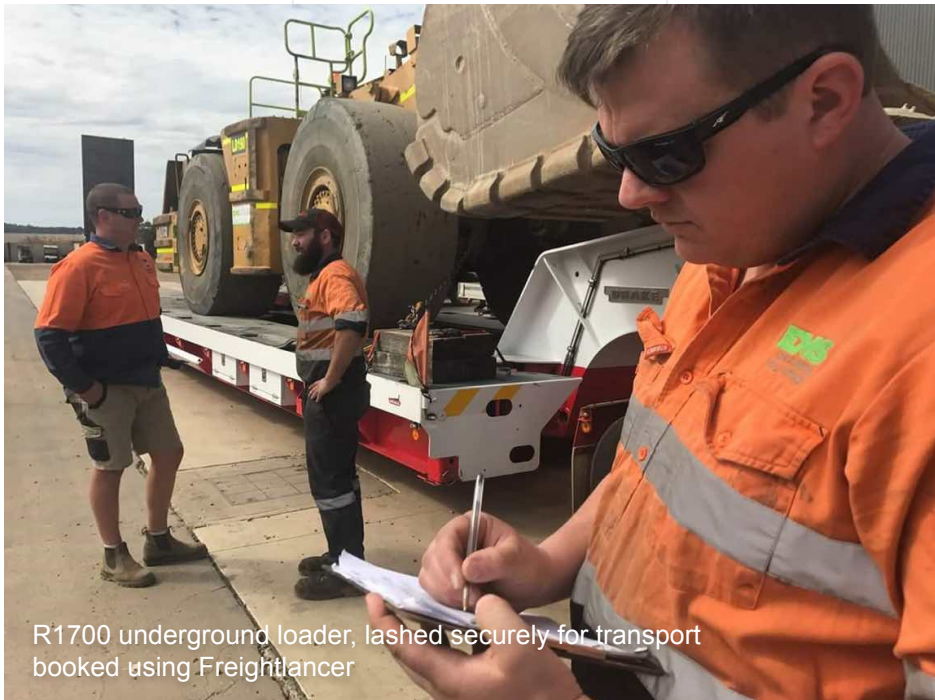
Manage booking, tracking, monitoring and cross-checking compliance in the one place. No paperwork, no time wasted on the phone.

Safe

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

Rated

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



R1700 underground loader, lashed securely for transport booked using Freightlancer

Mining

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

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



Sandvik DD420 development drill shipping from Perth to Cobar using Freightlancer



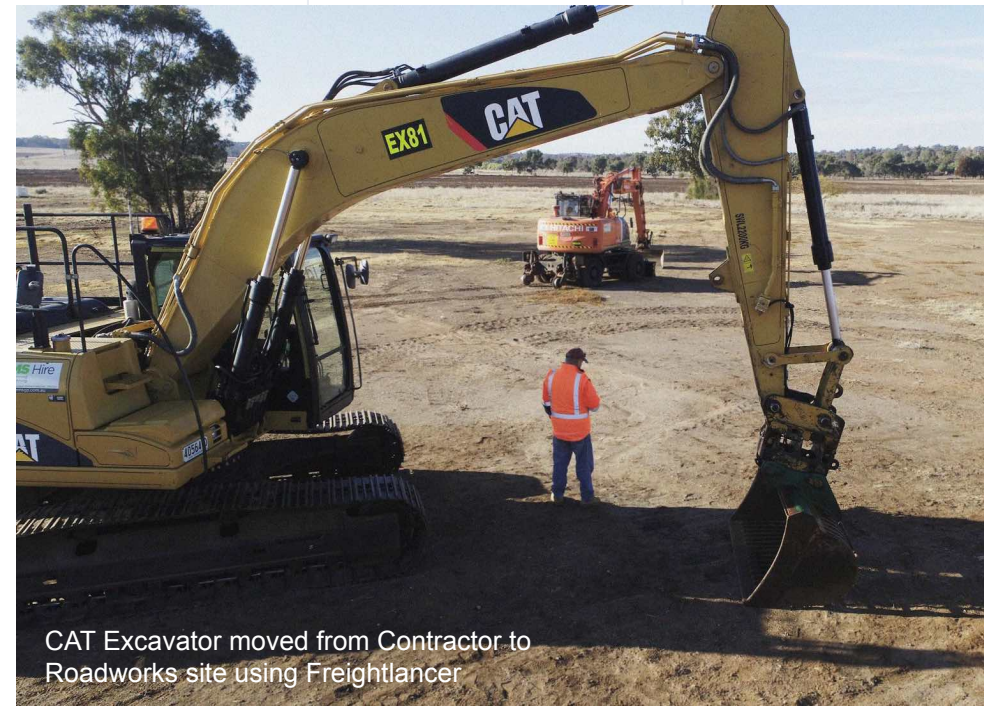
125 tonne Liebherr 984C excavator shipping from the Kimberleys to Kalgoorlie using Freightlancer

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

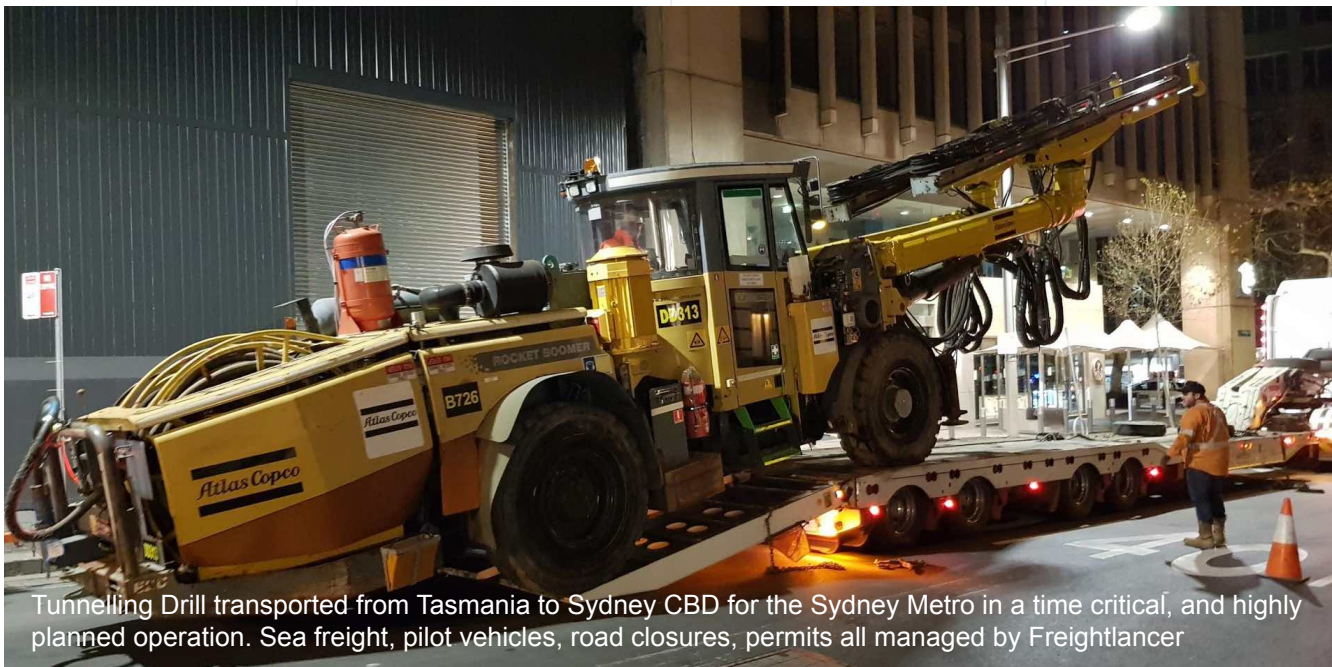
Infrastructure / Construction

Strict deadlines and challenging locations are a speciality.

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



CAT Excavator moved from Contractor to Roadworks site using Freightlancer



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

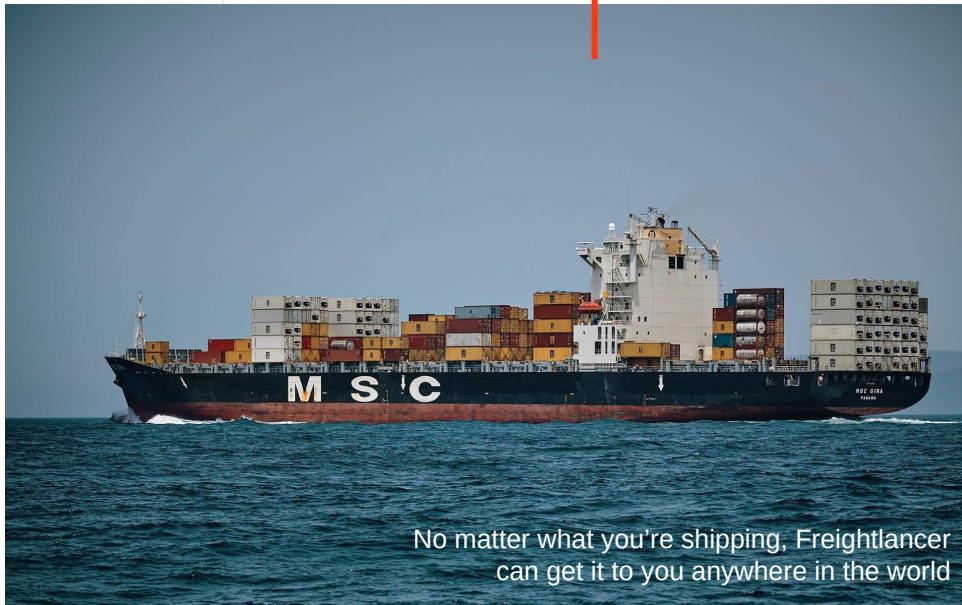
International Shipping

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

Direct rates with some of the biggest shipping lines

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

Ensure loads are shipped safely to destination with payment secured by Escrow.com.



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



54 tonne CAT Underground Loader delivered to Tanzania using Freightlancer



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

Retail / Consumer / Metro

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

Powered by the world's largest human labor cloud of 30,000,000 freelancers via Freelancer.com.



Testimonials

“We’ve been using Freightlancer.com to service our road freight needs, with our loads varying from one or two pallets, to multiple trailers. It is a great platform for obtaining competitive pricing at short notice.”

– Benjamin Carter, Redpath Mining



Machine attachments & complete R1700G loader shipped to MPC Global in New Mexico using Freightlancer

“Getting our purchases to the United States through Freightlancer is always easy. The team there manage the whole thing for us, and I have never had a problem with our shipments”.

– Manny Pereira, Chief Executive,
MPC Global



Leadership Team



Drew Davis
General Manager

Drew is one of a new breed of tech entrepreneurs striving to take the internet start-up world beyond the hype into traditional 'on-the-tools' industries. Graduating from Sydney University with a Bachelor of Commerce, Finance, Drew initially founded leading boutique Australian technology firm, dripcreative. Three years later, very soon after meeting Channel 40 founder Tom Cavanagh, Drew took up his current role as General Manager at Freightlancer.



Aidan McCartan
National Operations

Aidan is an all-round Logistics Professional and brings over 10 years of expertise in international and domestic freight, with experience across road, air, sea, rail and warehousing. He has vast knowledge in all aspects of the supply chain, including day to day operational roles, sales and strategic logistics management. Away from logistics he enjoys spending time with his family and getting out on the cricket field.



Greg Robinson
VP Compliance

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.



Neil Katz
Chief Financial Officer

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



Matt Barrie
Executive Chairman

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



Nigel Aubin
Sales Executive

Nigel has over 20 years of experience in the logistics and oil industry in business to business, domestic & trading roles and he has worked in both sales and operational positions. He brings a wealth of knowledge to the sales team covering warehousing, road, air and rail and a very strong customer focus. An avid sport fan means most weekends revolve around some sporting activities.

Global freight market is massive

US \$9,457 Billion

GLOBAL LOGISTICS MARKET (2017)

41,000~

BUSINESSES

213,590 Million

TONNES MOVED PER YEAR

50,000+

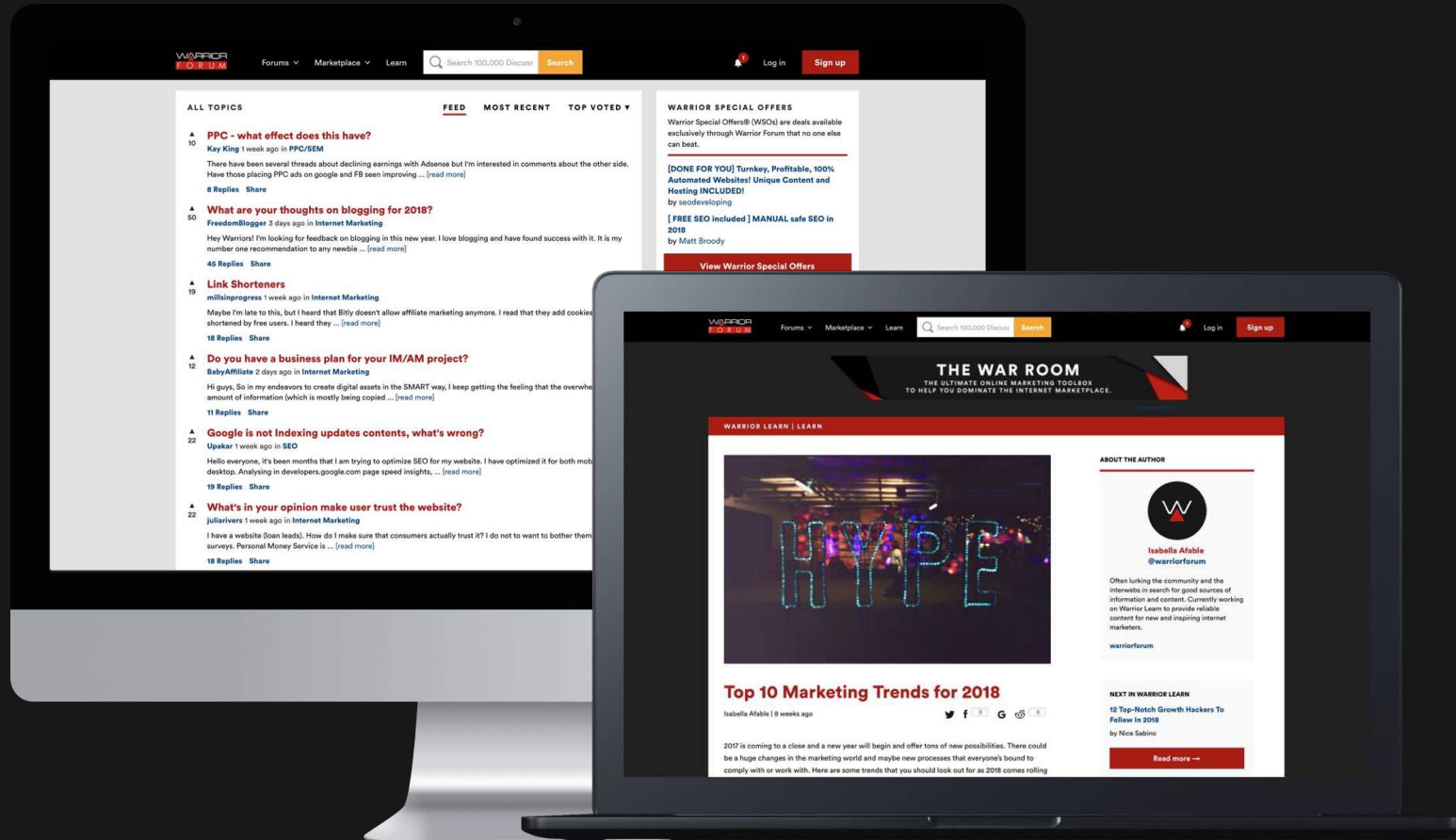
MERCHANT SHIPS WORLDWIDE

17,000,000,000

KILOMETERS TRAVELLED PER ANNUM

US \$13+ Billion

IN ANNUAL WAGES



The #1 Internet Marketing Forum Since 1997

1,445,432+
USERS

10,423,063+
POSTS

1,061,132+
DISCUSSIONS

STATE THEATRE 20 SEPT 2018 · MELBOURNE TOWN HALL 24 SEPT 2018

THE STORY OF NETFLIX



PRESENTED BY FOUNDING CEO MARC RANDOLPH



STARTCON

Australia's Largest Startup
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Sarah Bird
CEO @ MOZ

PITCH for \$1MILLION

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Asia Pacific's Largest Startup
Pitch Competition



Jack Stevens
CEO @ Edstart

EXCLUSIVE INTERNATIONAL
SPEAKER LINEUP

35 EVENTS

10,000 ATTENDEES

7 COUNTRIES



Freelancer Limited

HOW BIG IS THE MARKET?

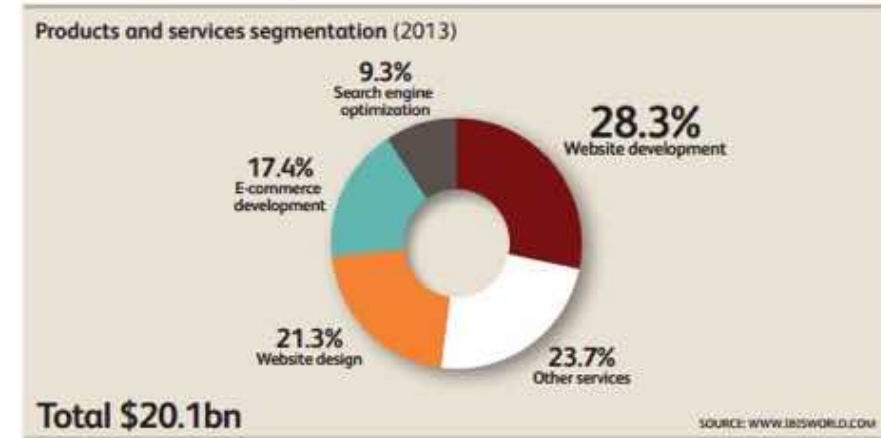
“160 million jobs, or about 11% of the projected 1.46 billion services jobs worldwide, could in theory be carried out remotely, barring any constraints in supply” *

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

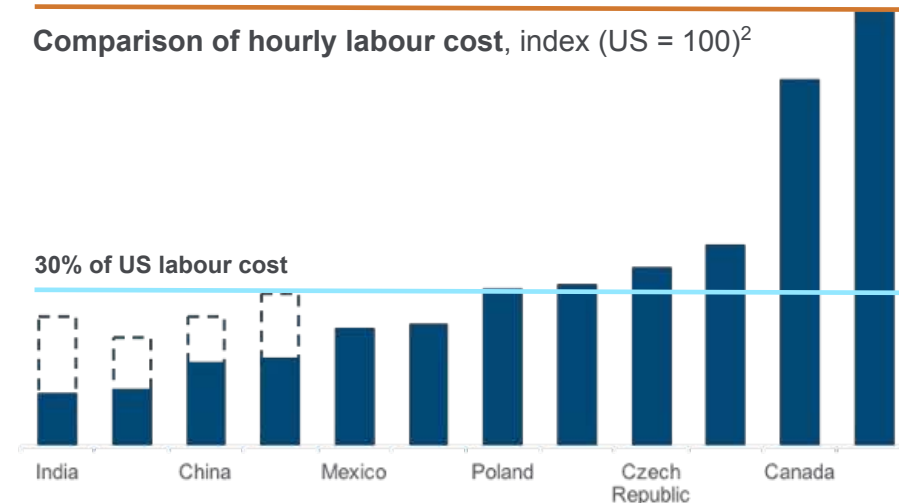
Estimated demand for Web Design services (mid-high OECD)

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 + 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% 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 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



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).

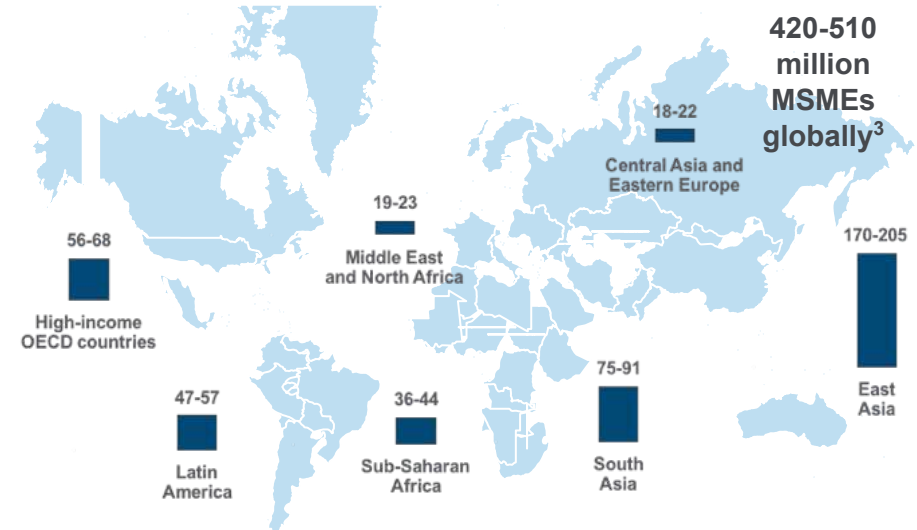
3. Based on 28m SMEs in the US, 96m MSMEs outside the US in mid-high income OECD countries.

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 \$48 billion per annum (620 million projects, \$181 billion GPV)

- There are about 28 million small businesses in the US
 - 22 million of these are informal non-employers (yet generate >\$1 trillion per annum in revenue)¹
- US job posters who posted more than one project posted on average 4.97 projects in 2016²
- Average project size in FY18 was US\$205, generating revenue of \$54 to Freelancer (26.3% monetisation rate)²
 - Implies A\$10.8 billion TAM (A\$41 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\$37 billion TAM (A\$140 billion GPV, 480 million projects)
- **Estimated global TAM from MSME market of c.\$48 billion (A\$181 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.

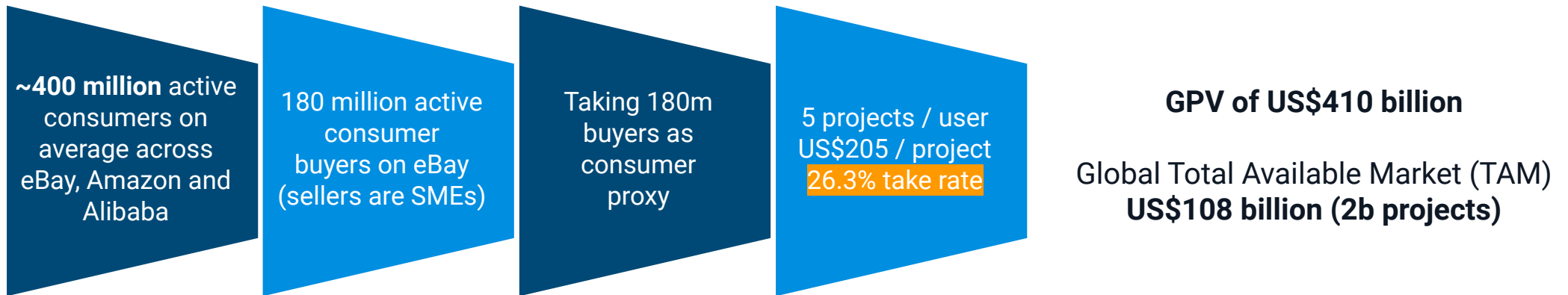
2. Based on Freelancer internal statistics. Average paid value of completed project was US\$167 in FY16. Monetisation rate = \$45.2m / 160m = 28.25%




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\$108 billion (2b projects, US\$410b GPV)



				
2018 Revenue	US\$10.7 billion	US\$178 billion ¹	US\$37 billion	A\$51.9 million
2018 GMV/GPV	US\$94.6 billion	US\$258 billion ²	US\$547 billion ⁴	A\$170.1 million
2018 Users	179 million active buyers	310 million active buyers	552 million active buyers	31 million total registered users
Geography	Global	Global	Predominantly China	Global

Source: Company reports, Bloomberg, Statista, Nasdaq.

¹ Actual year end 31 December 2018

² Based on analyst estimates

³ Google Finance 31 December 2018

⁴ Trailing 12 months as at 30 June 2018, company disclosure

Estimated supply of professional labour in the developing world

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

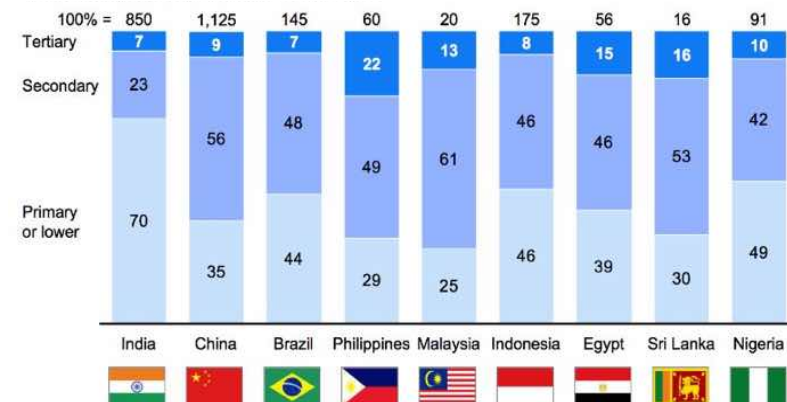
- 2010 global working age population: 3.7 billion, labour force: 2.9 billion¹

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 projected 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
- 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

- 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 people¹



NOTE: Numbers may not sum due to rounding.

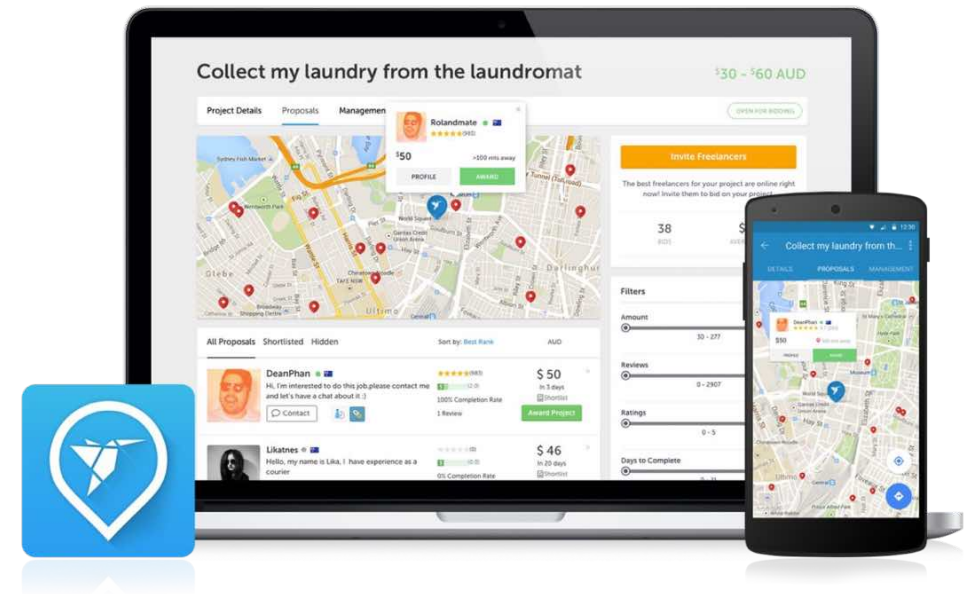
SOURCE: United Nations Population Division (2010 revision); IIASA; ILO; local statistics for India and China; McKinsey Global Institute analysis

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 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 annum⁴



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

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