31 July 2019

Freelancer Limited

1H19 Financial Results

Matt Barrie

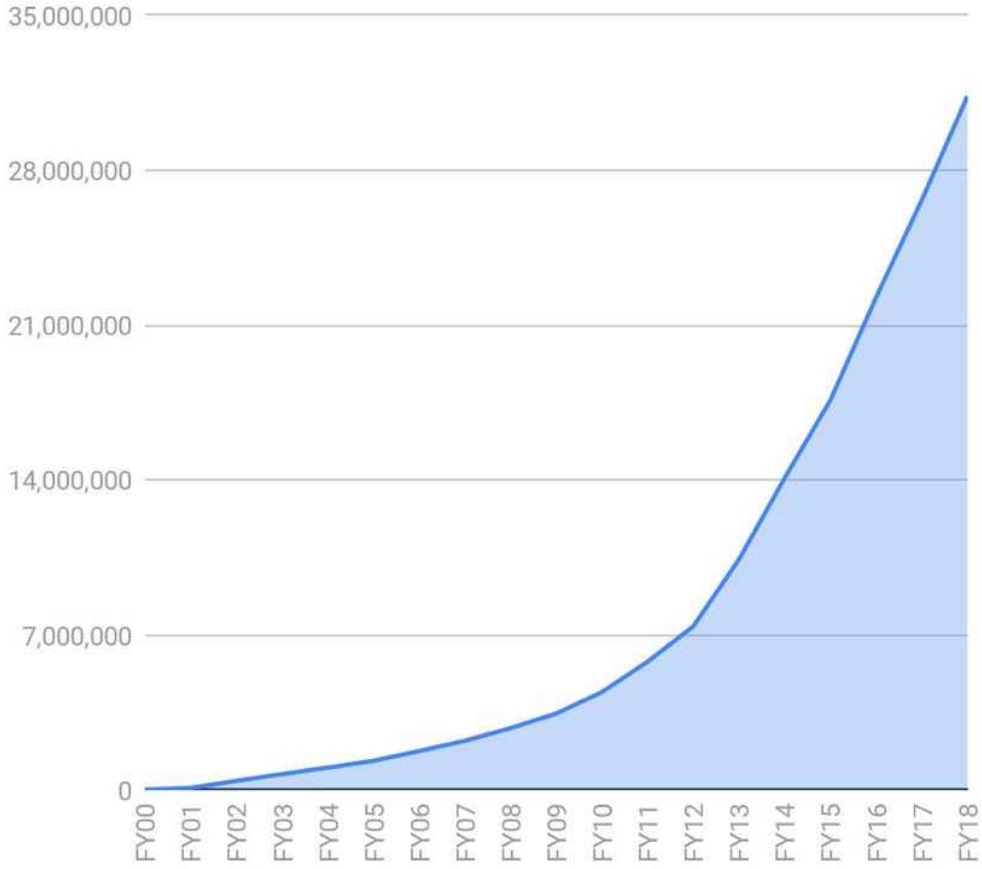
Chief Executive Officer

investor@freelancer.com

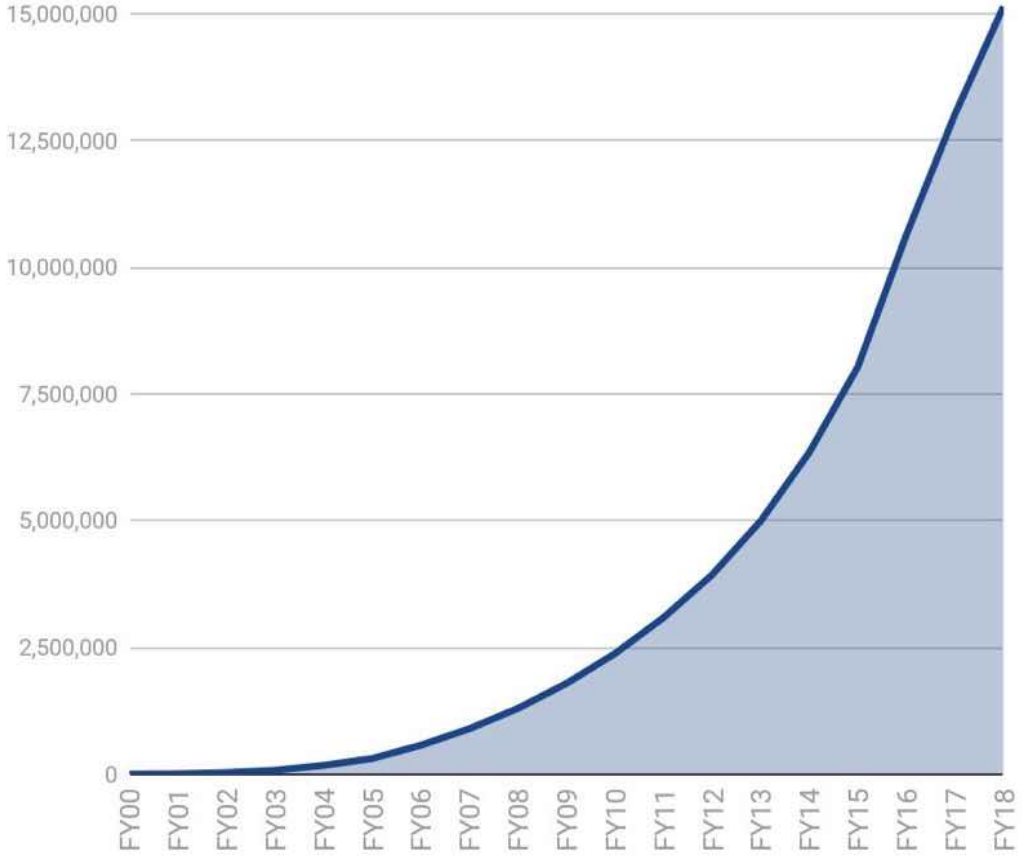
HY19 completed with 34.7 million users and 16 million jobs

3.3 million registered users and 0.9 million jobs were added to the group in 1H19

Total Registered Users

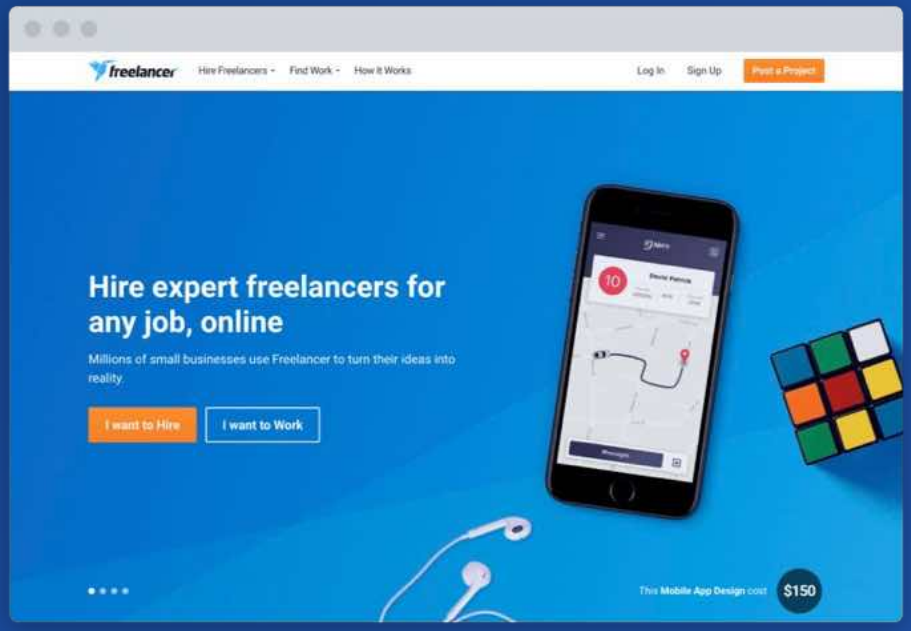


Total Jobs Posted (Filtered)



1.Number of user accounts, and jobs (projects/contests posted) in the Freelancer marketplace as at 31 December 2018. 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.com



Escrow.com

Powering the world's entrepreneurs & commerce

freelancer

FREIGHTLANCER

ESCROW.COM™

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

#1 for Secure Online Payments
Over US$4.0 billion in transactions

Freelancer's Online Economy

Note: Sample of projects awarded in 2018. The pink lines indicate where projects are being posted by employers, and the blue lines indicate where the projects are being performed by freelancers. Thicker lines indicate a higher volume of work. White dots indicate the location of Freelancer's users. Edges are sampled data from awarded projects in the period indicated.

Freelancer's Online Economy – USA

Note: Sample of projects awarded in 2018. The pink lines indicate where projects are being posted by employers, and the blue lines indicate where the projects are being performed by freelancers. Thicker lines indicate a higher volume of work. White dots indicate the location of Freelancer's users. Edges are sampled data from awarded projects in the period indicated.

Freelancer's Online Economy – Europe

Note: Sample of projects awarded in 2018. The pink lines indicate where projects are being posted by employers, and the blue lines indicate where the projects are being performed by freelancers. Thicker lines indicate a higher volume of work. White dots indicate the location of Freelancer's users. Edges are sampled data from awarded projects in the period indicated.

Freelancer's Online Economy – Australia

Note: Sample of projects awarded in 2018. The pink lines indicate where projects are being posted by employers, and the blue lines indicate where the projects are being performed by freelancers. Thicker lines indicate a higher volume of work. White dots indicate the location of Freelancer's users. Edges are sampled data from awarded projects in the period indicated.

freelancer

Freelancer's Online Economy– India

Note: Sample of projects awarded in 2018. The pink lines indicate where projects are being posted by employers, and the blue lines indicate where the projects are being performed by freelancers. Thicker lines indicate a higher volume of work. White dots indicate the location of Freelancer's users. Edges are sampled data from awarded projects in the period indicated.

Freelancer Limited

1H19 RESULTS

1H19 Freelancer Group Results

- All-time record half year GPV AU$400m, up 11% on pcp
  - Freelancer GPV $92m, up 11% on pcp
  - Escrow.com GPV $308m, up 10% on pcp
- All-time record half year Net Revenue AU$28.7m, up 16%
  - Freelancer: $24.8m, up 17%
  - Escrow.com: $3.9m, up 10%
- Gross margin 84.6%
- Operating EBITDA $0.8m, operating NPAT $0.4m
- Positive operating cash flow $1.0m
- Maiden first half profit with NPAT $0.2m
- Cash & cash equivalents at 34.4 million (30 Jun), up 9% on 30 Jun 18

Key financial highlights 1H19

FY18 saw a large step up in Gross Payment Volume while maintaining consistently high gross margins (>85%)

A$m, 30 June 2019	HY19	HY18	Change
Gross Payment Volume[1,2]	$400m	$364m	+11%
Net Revenue[1]	$28.7m	$24.7m	+16%
Gross Profit	$24.3m	$21.1m	+15%
Gross margin (%)[3]	*84.6%*	*85.4%*	*-0.9%*
Operating EBITDA[4,5]	$0.8m	$(0.4)m	+300%
Operating EBIT[5]	$0.6m	$(0.7)m	+185%
Operating NPAT[5]	$0.4m	$(0.5)m	+180%
Operating Cash Flow	$1.0m	$0.4m	+150%
Cash balance	$34.4m	$31.5m	+9%

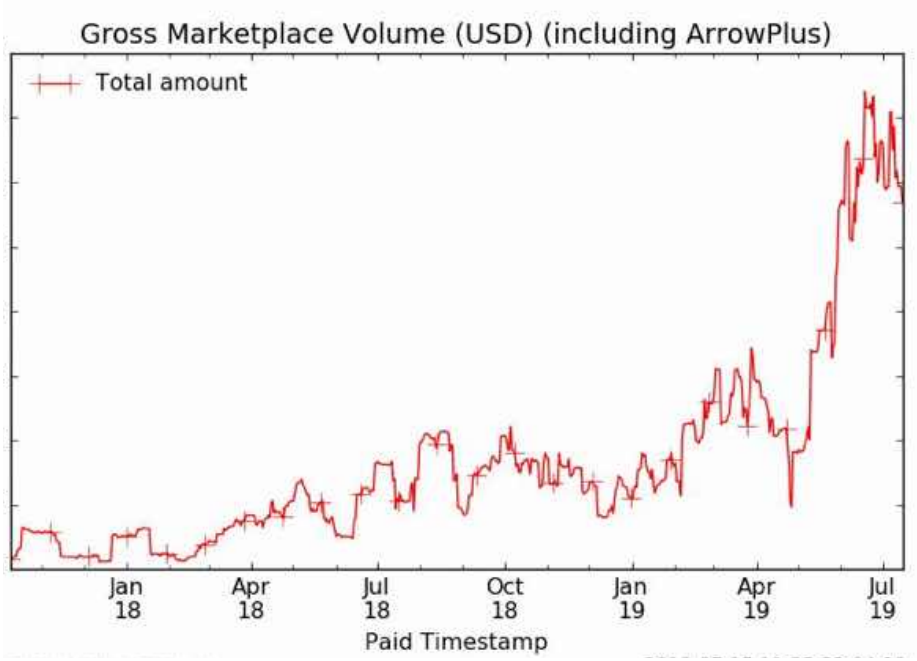
1. Net Revenue excluding Escrow.com for 1H19 was $24.8m (up 17% on pcp). GPV excluding Escrow.com for 1H19 was $92.2m (up 11% on pcp).
2. Gross Payment Volume (GPV) is calculated as the total payments to Freelancer and Escrow users for products and services transacted through the Freelancer and Escrow websites plus total Freelancer and Escrow revenue.
3. Gross margin % calculation in 1H19 includes direct payroll costs associated with enterprise services revenue
4. Operating EBITDA has reversed the impact of *AASB16: Leases* to reflect an EBITDA, which is inclusive of occupancy costs.
5. Operating earnings are exclusive of non-cash share based payments expense of $201k in 1H19 and $200k in 1H18.

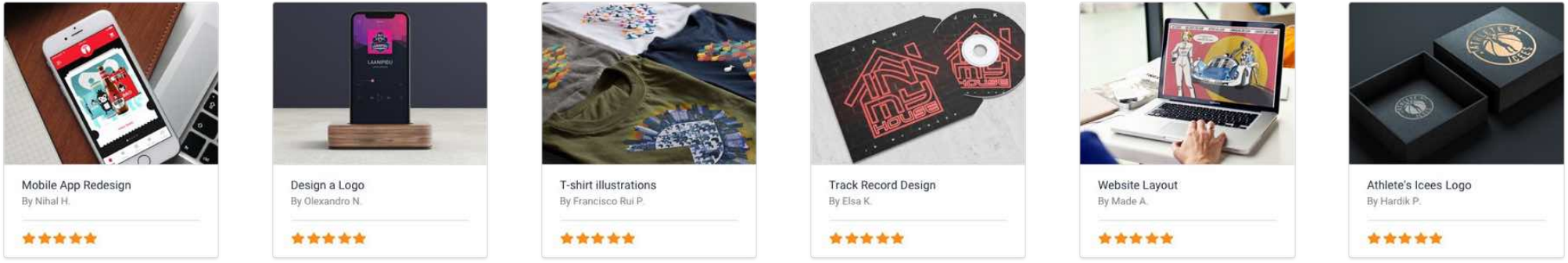
Freelancer.com

All-time record half year group GPV AU$400m, up 11% on pcp. Freelancer GPV US$92m, up 11% on pcp.

Freelancer.com GPV

Freelancer Enterprise GMV

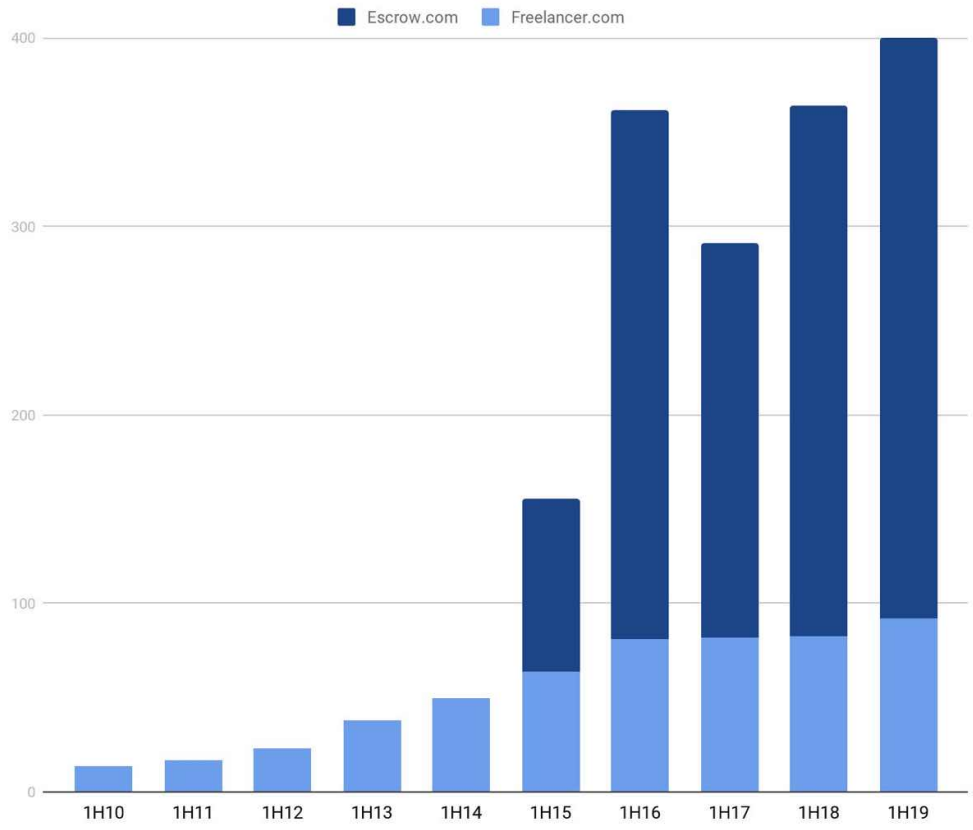




* Gross Marketplace Volume (GMV is a measure of total payments out of the system, i.e. to freelancers)

Gross Payment Volume (GPV) 1H19

All-time record half year group GPV AU$400m, up 11% on pcp, all-time record GPV for both Freelancer and Escrow.



Year	1H10	1H11	1H12	1H13	1H14	1H15	1H16	1H17	1H18	1H19
GPV (A$m)	13	17	23	38	50	64	355	291	364	400
Growth pcp	-	26%	36%	68%	30%	30%	453%	(18)%	25%	11%

Group

- 1H19 all-time record GPV $400.0m (up 11% on pcp)

Freelancer

- 1H19 all-time record GPV $92m (up 11% on pcp)

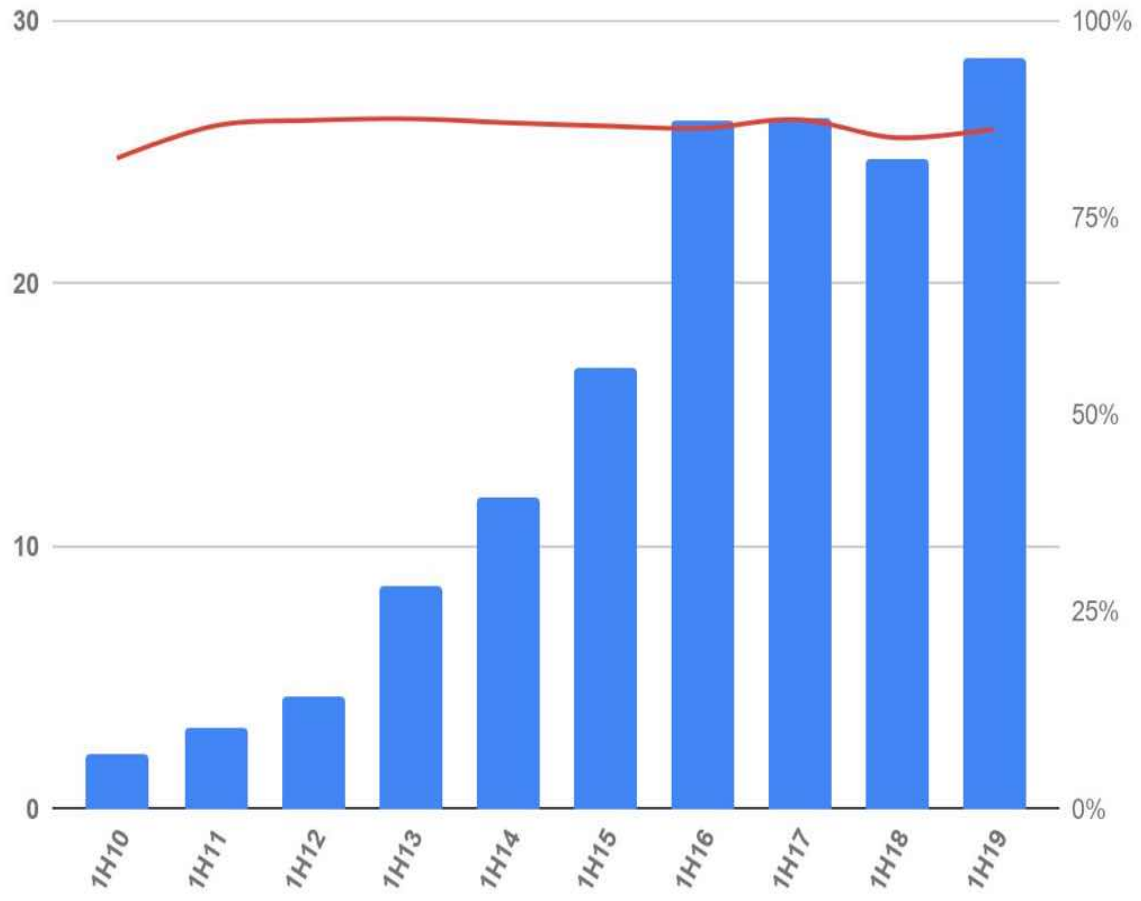
Escrow

- 1H19 all-time record GPV $308m (up 10% on pcp)

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 auditor's review.
2. Core Freelancer 1H19 GPV of A$89.7m. Escrow 1H19 GPV of US$217.1m, average AUD/USD FX of 0.7057= A$307.6m

Net revenue 1H19

All-time record half year Net Revenue of $28.7m in 1H19 (up 16.1% on pcp)



Revenue (A$m)	2.1	3.1	4.3	8.5	11.9	16.8	26.2	26.3	24.7	28.7
Growth pcp	-	50%	38%	96%	41%	41%	56%	0.4%	(6%)	16%
Gross margin	83%	87%	87%	88%	88%	88%	87%	86%	86%	85%

Group

- 1H19 Net revenue of $28.7m, up 16.1% on pcp
- Consistently high gross margins, >85% since FY10
  - Slightly lower margin (84.6%) in 1H19 due to higher cost of sales attributable to enterprise services

Freelancer

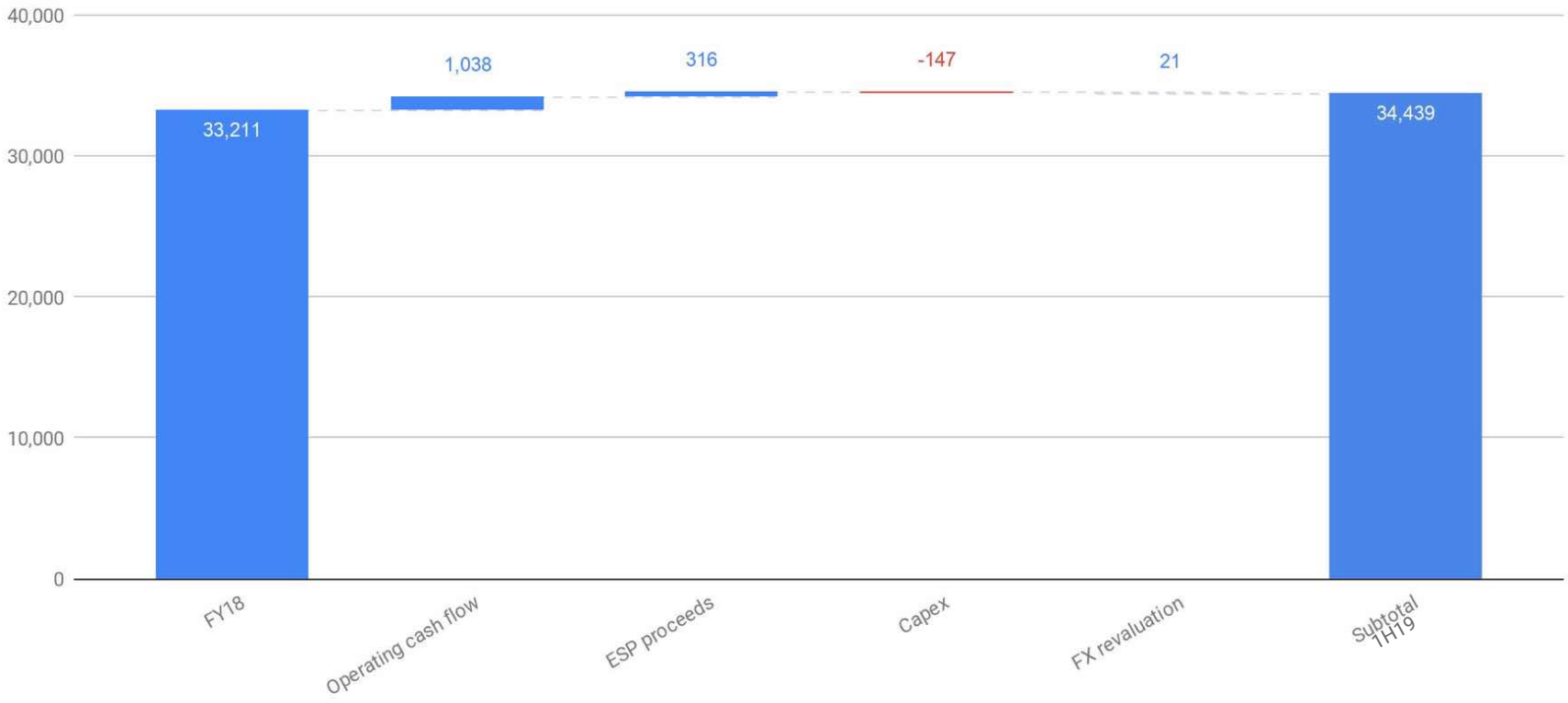
- Freelancer revenue $24.8m (up 17%)
- Freelancer take rate at 13%
  - Commissions are unchanged since FY10
  - 3% for employers and 10% for freelancers
- To the downside, 2Q19 negatively affected by:
  - From April, deadline to move California payments to Escrow.com resulted in premature deployment of webapp & lack of mobile support. This is currently being addressed by the engineering team.
- To the upside, 1H19 revenue includes:
  - $2.6m of enterprise services revenue (over and above enterprise marketplace fees)

Escrow

- Escrow revenue $3.9m (up 10%)
- Escrow blended take rate ~1.3%

Cash flow profile 1H19 (AUD)

1H19 cash and cash equivalents at 30 June 2019 $34.4 million (up 9% on pcp)



- 1H19 positive operating cash flow $1.0m
- Cash & eq. at 30 June 2019 $34.4m (up 4% on 4Q18, 9% on pcp)

Summary profit & loss statement 1H19

Higher revenues and tight cost control has lead to 1H19 positive NPAT, EBIT and EBITDA

(A$m) 31 Dec y/e	1H19 Actual	1H18 Actual	Change
Net Revenue	**28.7**	**24.7**	+16%
Gross Profit	**24.3**	**21.1**	+15%
Gross margin (%)	*84.6%*	*85.4%*	-0.9%
Employee expenses[2]	(10.6)	(10.0)	+6%
Administrative expenses	(5.9)	(5.1)	+15%
Marketing related expenses	(4.8)	(4.6)	+4%
Occupancy costs[3]	(1.6)	(1.3)	+21%
FX gains / (losses)	(0.6)	(0.5)	+29%
Share based payments expense	(0.2)	(0.3)	-33%
EBITDA[4]	**0.6**	**(0.7)**	+185%
EBIT	**0.4**	**(1.0)**	+140%
NPAT	**0.2**	**(0.8)**	+125%
Excluding share based payments expense[1]			
EBITDA[4]	**0.8**	**(0.4)**	+300%
EBIT	**0.6**	**(0.7)**	+185%
NPAT	**0.4**	**(0.5)**	+180%

- Group 1H19 NPAT at 0.2m, NPAT excluding share based payments expense 0.4m.
- Positive operating cash flow 1H19 of $1.0 million
- Lower gross margins attributable to enterprise services
- Occupancy costs rose due to expansion of the Vancouver office (North American Enterprise Sales) and Manila lease extension
- 507 FTEs at end of 1H19 (up 11% on end of FY18)

1. Operating earnings are exclusive of non-cash share based payments expense of $201k in 1HY19 and $300k in 1HY18.
2. Net of employee expenses attributable to cost of sales
3. Impact of AASB16 reversed to reflect actual occupancy costs
4. Depreciation and amortisation expense of $170k in 1H19 and $299k in 1H18. Excludes depreciation arising from implementation of AASB16

Summary balance sheet HY19

Cash and cash equivalents of $34.4 million as of 30 June 2019, up $1.2 million on 4Q18

(A$m) 30 June 19	HY19 Actual	FY18 Actual	Change
Cash and cash equivalents	34.4	33.2	+4%
Trade and other receivables	5.7	4.6	+24%
Other assets	2	1.7	+43%
Plant and equipment	0.5	0.6	-16%
Intangibles	26.4	26.4	nm
Right of Use Asset	2.0	-	+200%
Deferred tax assets	4.6	4.6	nm
Total assets	**75.6**	**71.1**	**+6%**
Trade and other payables	37.6	36.0	+4%
Lease Liabilities	2.0	-	+200%
Other liabilities	4.5	4.0	+12.5%
Total liabilities	**44.1**	**40.0**	**+10%**
Net assets	**31.5**	**31.1**	**+1%**
Contributed equity	38.4	38.1	nm
Reserves	4.3	4.0	+8%
Retained earnings	(11.2)	(11.0)	+2%
Total equity	**31.5**	**31.1**	**+1%**

- Total cash & equivalents at end of 1H19 $34.4m (up $1.2 million on 4Q18), no net debt
- Trade and other receivables includes receivables from various payment gateways in relation to partially completed transactions
  - Increase in receivables due to enterprise customers
- Trade and other payables includes user obligations (user balances and milestone payments held on balance sheet)
- Balance sheet reflects changes in accounting standards relating to leases (AASB16) resulting in:
  - Right of use assets of $2m and lease liabilities of $2m
  - Adjustment to opening retained earnings of $0.3m to account for impact in prior years

NASA MOBILIZED 4,534 DESIGNERS FOR 7,820 DESIGNS
Be the Uber of your industry.
freelancer enterprise
OUTFRONT

freelancer

AIRBUS

AEROSPACE CHALLENGES

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

http://www.freelancer.com/airbus

freelancer

novo nordisk®

INNOVATION CHALLENGES

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

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

ARROW AND freelancer

Natural Disaster Innovation Contest

ArrowPlus powered by Freelancer and IBM teamed up to crowdsource solutions helping improve community well-being through during natural disaster.

https://freelancer.arrow.com/ibm/

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IBM

Freelancer Enterprise 1H19 update

MSAs signed in 1H19 with major technology, professional services and healthcare brands

- In 1H19 we have signed MSAs with major brands in the technology, professional services, defense and healthcare industries
- About to commence multi-country pilots with global leaders in the cloud, software, computer and telecommunications industries
- We continued to build out the sales team globally
- Hired an executive from Uber's Greenlight driver (freelancer) onboarding division to run enterprise operations
- We additionally shipped a major code drop for a customer that has not been made public yet
- $2.6 million in enterprise services revenue generated
- Ran enterprise bootcamp workshop with global sales team
- 40% of engineering is on enterprise

Outlook Statement 2019

1H19 has seen opportunity & growth in both the Freelancer and Escrow segments

- For Freelancer.com:
  - In 1H19 Freelancer.com hit an all-time record for Net Revenue of $24.8m (up 17% on pcp) and all-time record for Gross Payment Volume of $92 million (up 11% on pcp).
  - To the downside from April we were negatively affected by an internal deadline to move certain California payments to Escrow.com which resulted in premature deployment of webapp & lack of mobile support. This is currently being addressed by the engineering team.
  - To the upside, enterprise revenue is growing strongly and we are in the process of deploying major paid projects with signed enterprise customers as we speak. We have also dedicated significant resources to building this division out.
  - In 1H19 we signed MSAs with major brands in the technology, professional services, defense and healthcare industries. None of these MSAs had minimum volume commitments.
  - In Q3 we enter into large scale pilots with globally significant customers. We hope to be able to announce more details soon.
  - The pipeline is dominated by globally significant Fortune 500 or equivalent organisations.
  - We are coming out of the work to improve the front-end and excited about the build out of collaborative tools, usability improvements, mobile, performance, managed service, API and enterprise offerings in coming quarters.

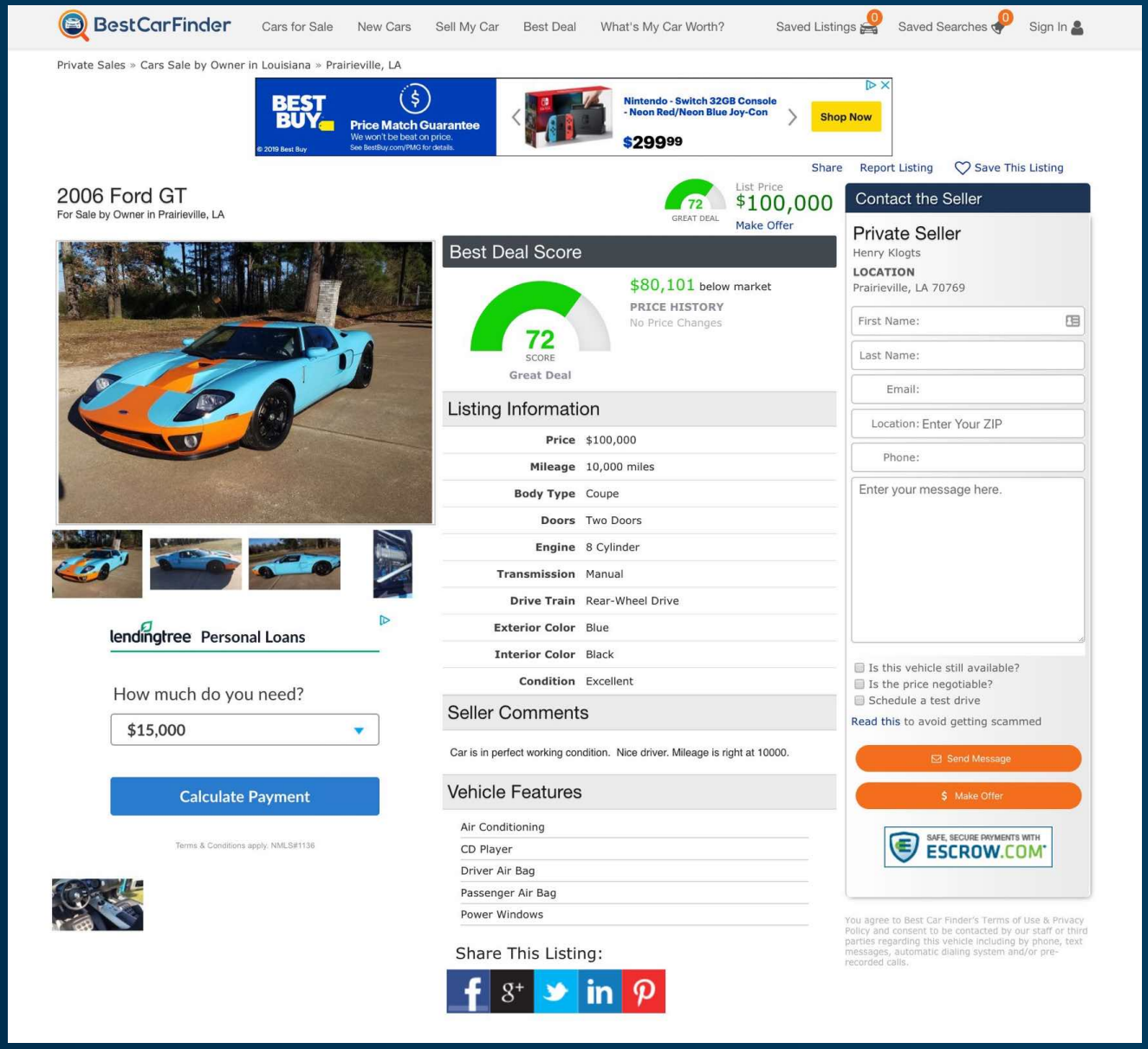
Outlook Statement 2019

1H19 has seen opportunity & growth in both the Freelancer and Escrow segments

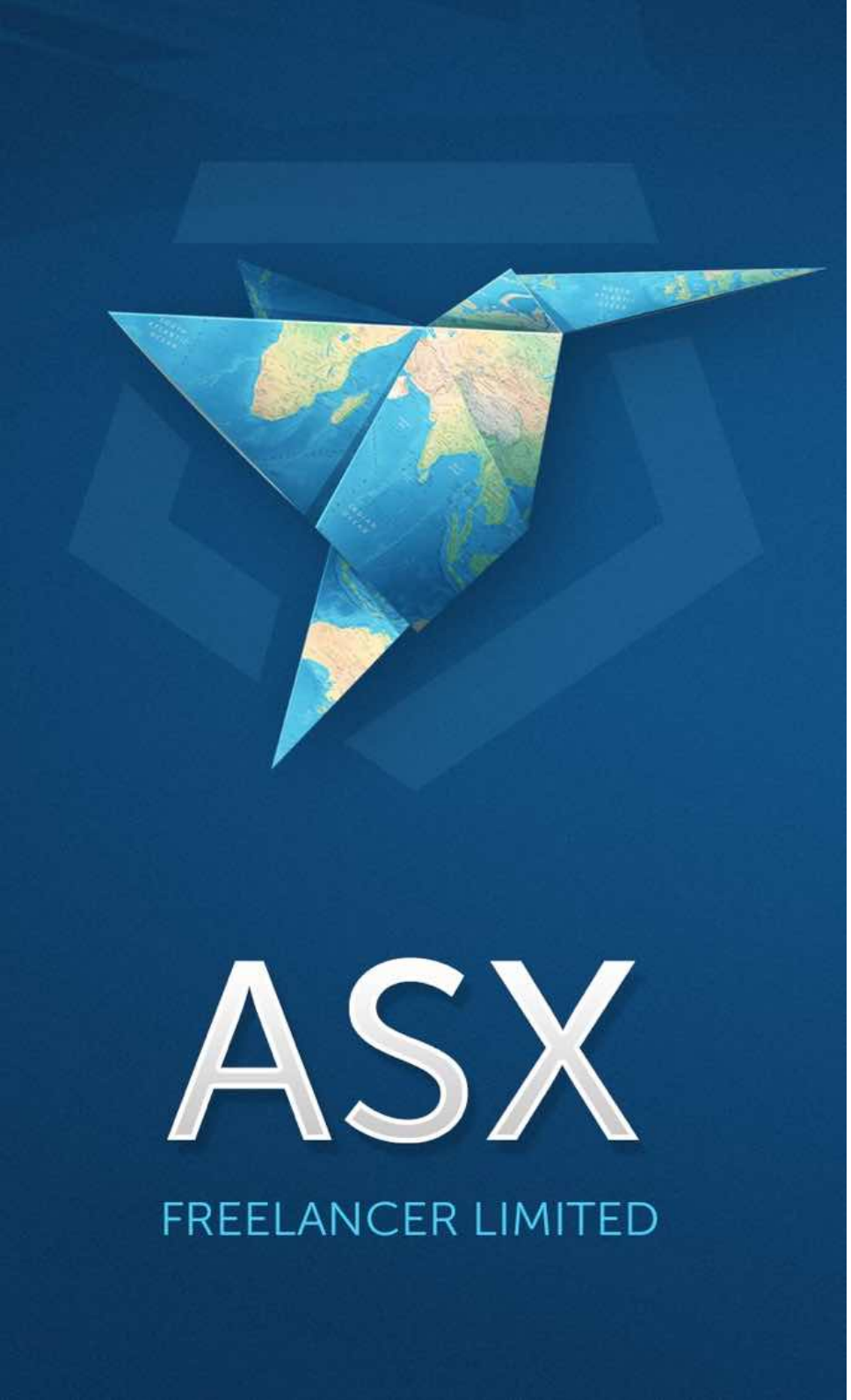
- For Escrow.com:
  - 1H19 GPV of $308 million (up 10% on pcp). On a pcp basis the GPV in 2Q19 cycled 2Q18 which exhibited extraordinary growth on 2Q17(up 42% on pcp).
  - We are highly optimistic about partner opportunities in our API ecosystem.
  - In 2Q19 we signed and are in the process of deploying into a major North American automotive marketplace that is #1 in its category. We will be announcing on the go-live date in the second half of this year. There is no minimum volume commitment for this customer.
  - Other signed customers in 1H19 included, but was not limited to an export & freight marketplace, a truck marketplace, two more motor vehicle marketplaces including BestCarFinder, an IPv4 address marketplace, a real estate talent marketplace, a food sourcing marketplace, a sales leads marketplace, a domain marketplace & a fashion marketplace.
  - The pipeline also has a number of customers of scale that we are progressing well with including a second major automotive marketplace.
- For the Group 1H19 delivered:
  - Operating NPBT $0.6m, operating NPAT $0.4m
  - Positive operating cash flow $1.0m and a maiden first half profit of NPAT $0.2m
  - Cash & cash equivalents increased by 9% to $34.4 million versus 30 Jun 18

BestCarFinder uses Escrow.com to secure transactions

Escrow.com allows cars to more easily sell cross-border, increasing liquidity, trust & safety when buying a car



ESCROW.COM



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. The global financial crisis led to the original emergence of the online crowdsourcing and freelancing industries:
  - Employers looked online to hire freelancers rather than full time staff
  - Workers looked to the Internet to find new sources of employment
- Incredibly deflationary
- Fintech & transition of global commerce to online (Escrow.com)
- Global Income (>95% of revenue is outside Australia: USD, GBP, EUR, CAD, etc.)

Freelancer Limited

FREELANCER.COM

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

In a trillion dollar market

freelancer

This **CAD Design** of the **rumored Apple Electric Car** cost

$1500

We help entrepreneurs build the future.

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

Change Lives.

We continue to redefine the future of work.

“Coming from a third-world country and the smallest in West Africa where opportunities are very limited, Freelancer.com has helped me expand globally by helping me make a living from something that I really have a passion for, design.”

Sulayman Sanyang
Video & Motion Graphics
Banjul, Gambia

★★★★★
5.0/5.0 rating, 24 reviews

freelancer

Your idea brought to life in stunning visuals.

Small businesses and startups use our amazing freelancers to rapidly prototype products and build new businesses.

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

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Regional Websites

North America

- US (International)
- Canada
- Jamaica

Africa

- South Africa
- Kenya

Europe

- United Kingdom
- European Union
- France
- Germany
- Greece
- Portugal
- Spain
- Czech Republic
- Sweden
- Iceland
- Ireland
- Italy
- Netherlands
- Turkey
- Poland
- Romania
- Russia
- Ukraine
- Norway
- Hungary
- Finland
- Denmark
- Albania
- Slovenia

Asia Pacific

- Australia
- New Zealand
- Hong Kong
- Bangladesh
- India
- Indonesia
- Japan
- Korea, Republic of
- Malaysia
- Pakistan
- Philippines
- P.R. China
- Singapore
- Thailand
- Vietnam

Latin America

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

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Languages

Languages

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

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Currencies

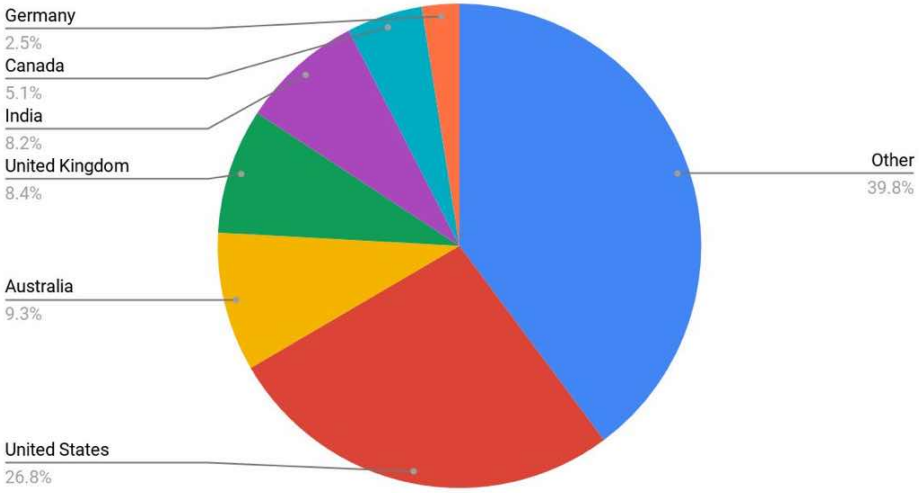
Currencies

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

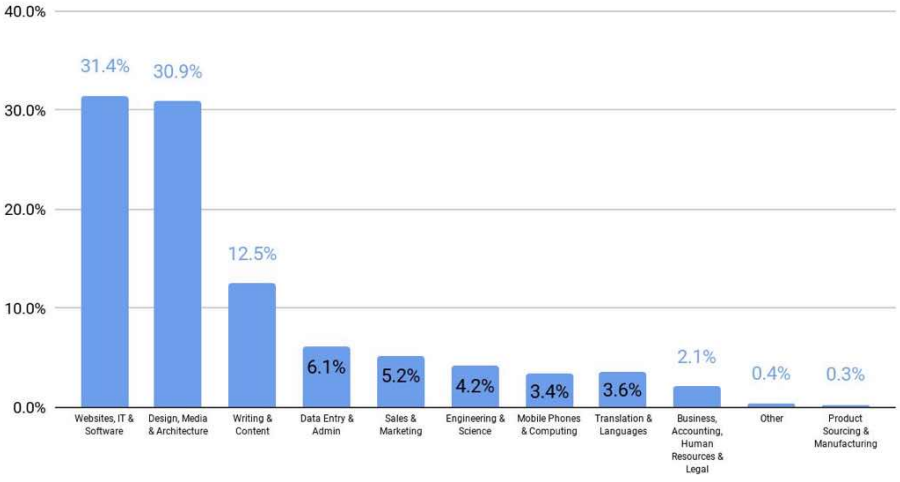
Marketplace dynamics FY18

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

Top countries by completed projects in FY18 [note 1]

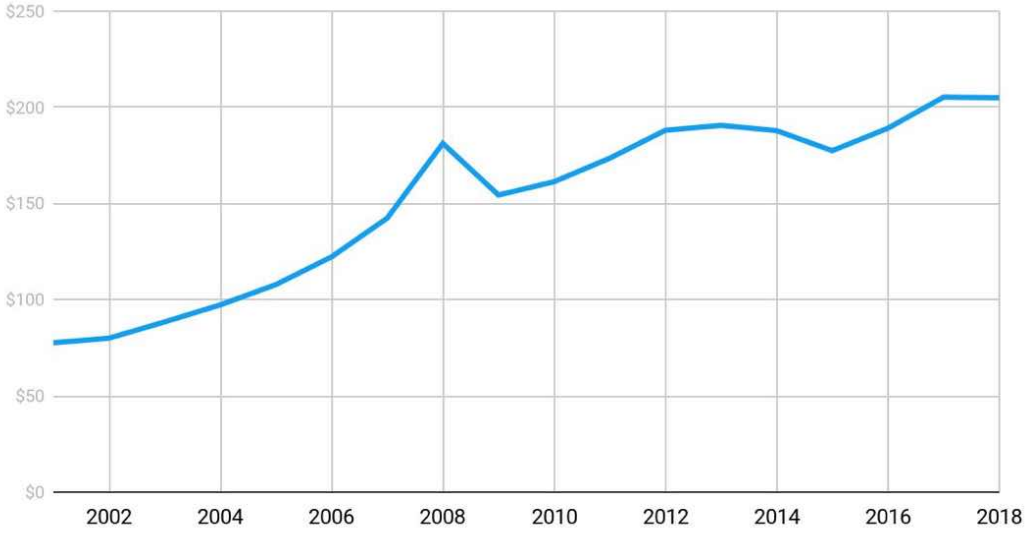


Top categories by completed projects in FY18 (%) [note 2]



- Over 1,350 job categories as diverse as Aerospace Engineering, Biotechnology, Sales, Manufacturing, Mechanical Engineering
- Complexity & sophistication growing each year
- Average completed project US$205 in FY18[3]

Average completed project size (US$) [note 3]



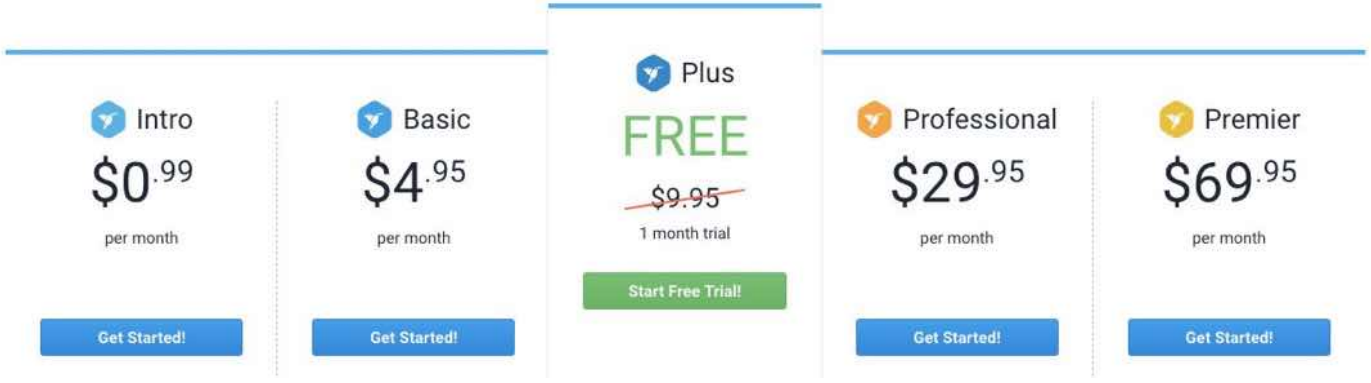
1. Based on the number of completed projects that were posted in FY18.
2. Based on the value of project payments for projects that were posted in FY18.
3. Average amount paid per awarded project

freelancer

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$69.95 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

3D design for an office

✓ COMPLETED

BUDGET $30-250 USD

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 ★★★★½ (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

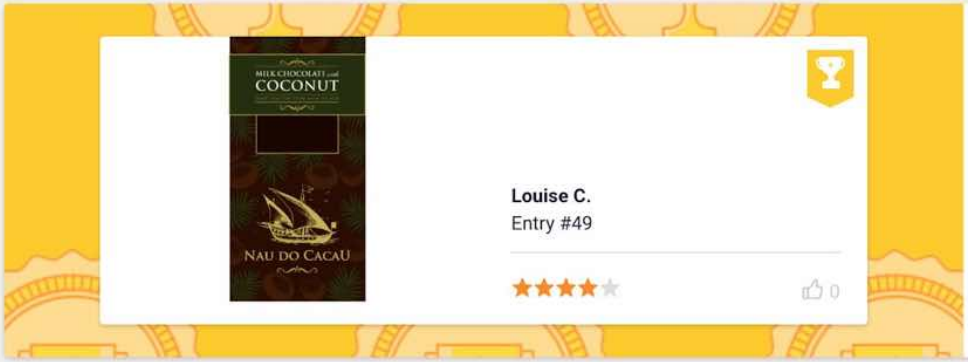
$88.00 USD

CLOSED

Chocolate package (front) design

€100 EUR

Description Entries



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.

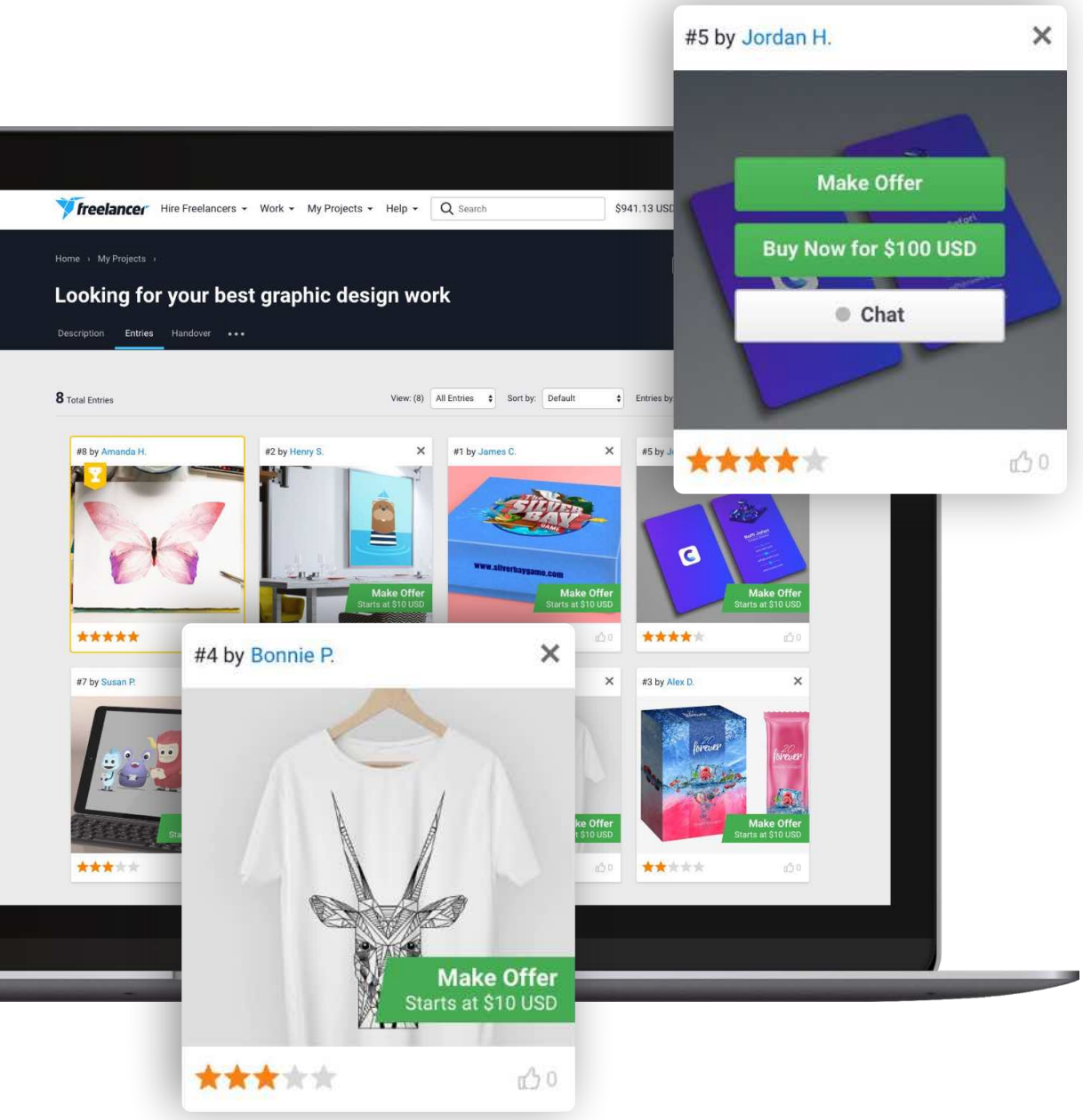
#35 by Mihai B.

#43 by ghielzact

#40 by Kelvin Ng

freelancer

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



Contests

Get the perfect design by crowdsourcing your ideas

116 entries per contest on average, contests start at $10

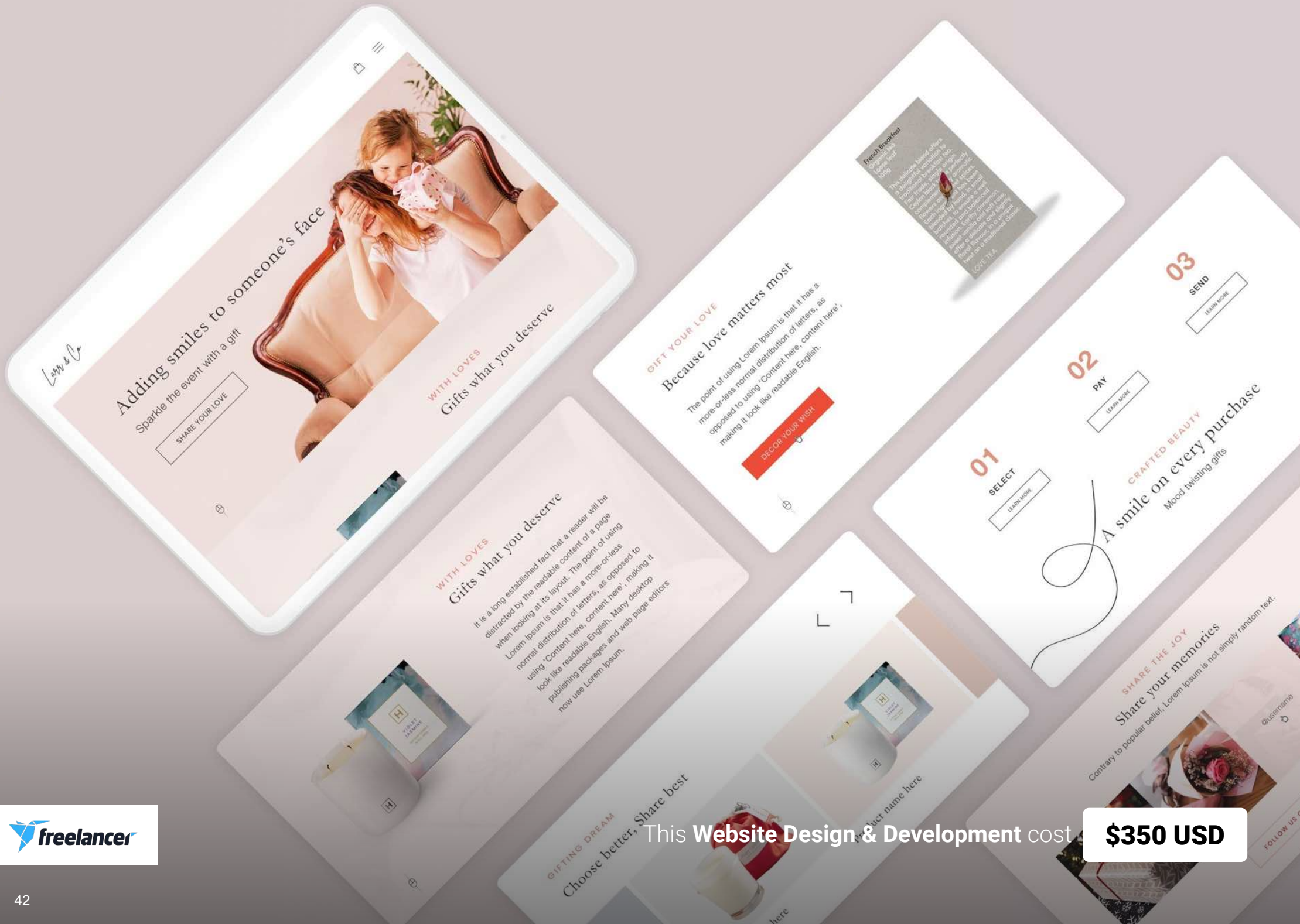
65% of contests get their first entry in an hour

Contests now support multi-award

freelancer

This **Logo Design** cost **€10**

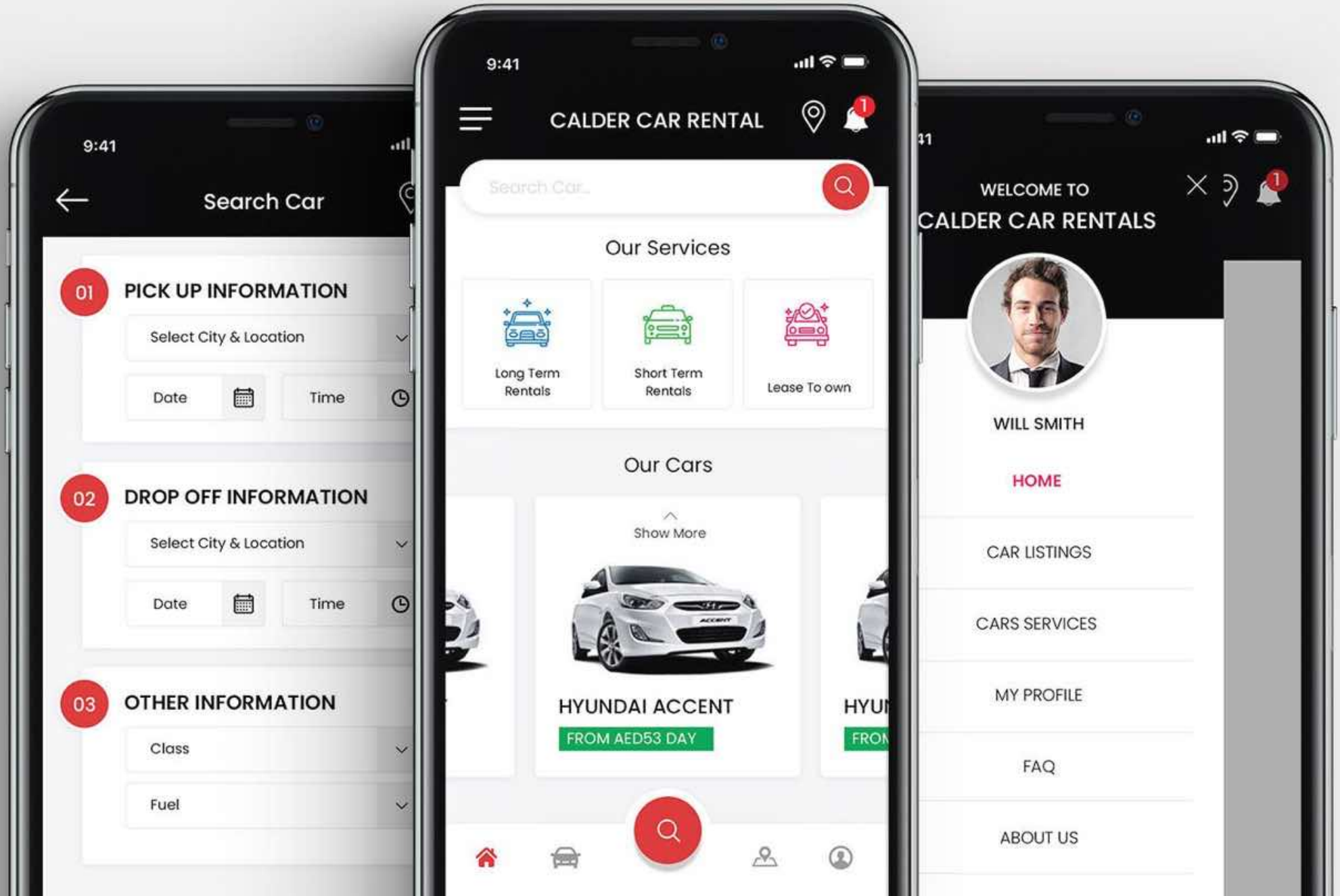
freelancer
This **Artwork** cost
$40 USD



freelancer

This **Website Design & Development** cost **$350 USD**

This **App Design** cost **$510 USD**



freelancer

This **3D Model** cost **£100**

freelancer

This **Product Packaging Design** cost **$120 USD**

freelancer

This **Token Card Design** cost **$150 USD**

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

SEALED CLOSED

NASA Challenge: Develop 3D Models for Robonaut S...

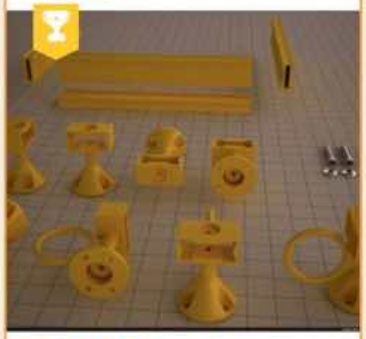
$50 USD

Description Entries

121 Total Entries

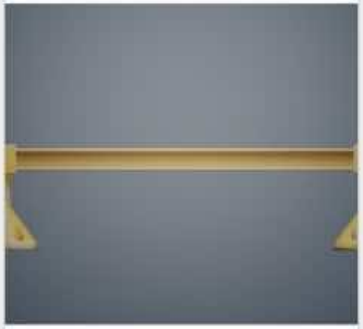
View: (121) All Entries Sort by: Default

#59 by Miguel G.



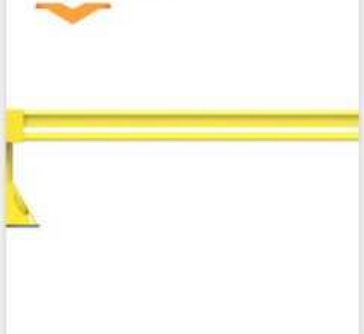
★★★★★ 5

#130 by Balazs S.



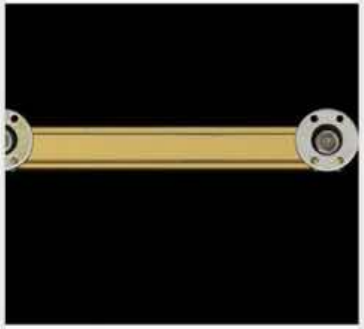
★★★★★ 2

#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

freelancer
NASA got this 3D CAD Model for
$50

freelancer

CoECI's innovative, streamlined process with the P-Card enabled quality and fast work turnaround with extraordinary cost-savings (80% - 99%) when compared to traditional methods. Furthermore, NASA implemented a majority of the solutions (97%) across a wide range of its federal space programs. By match-making needs with skills on-demand in areas where NASA teams did not have the expertise nor resources available, crowds delivered high quality and creative work. Not to mention, challenges have become a vehicle for NASA to engage with the public and vice versa.

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.

http://www.freelancer.com/contest/nasa

NTL NASA Tournament Lab

5165 FREELANCERS PARTICIPATING

127 COUNTRIES PARTICIPATING

9873 ENTRIES TO DATE

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

freelancer

U.S. DEPARTMENT OF ENERGY

MANUFACTURING INNOVATOR CHALLENGE

The U.S. Department of Energy (DOE) and Freelancer.com have teamed up to help crowdsource solutions to increase manufacturing energy productivity in the U.S.

http://www.freelancer.com/doe

Guides innovation for over 200,000 leading technology manufacturers and service providers

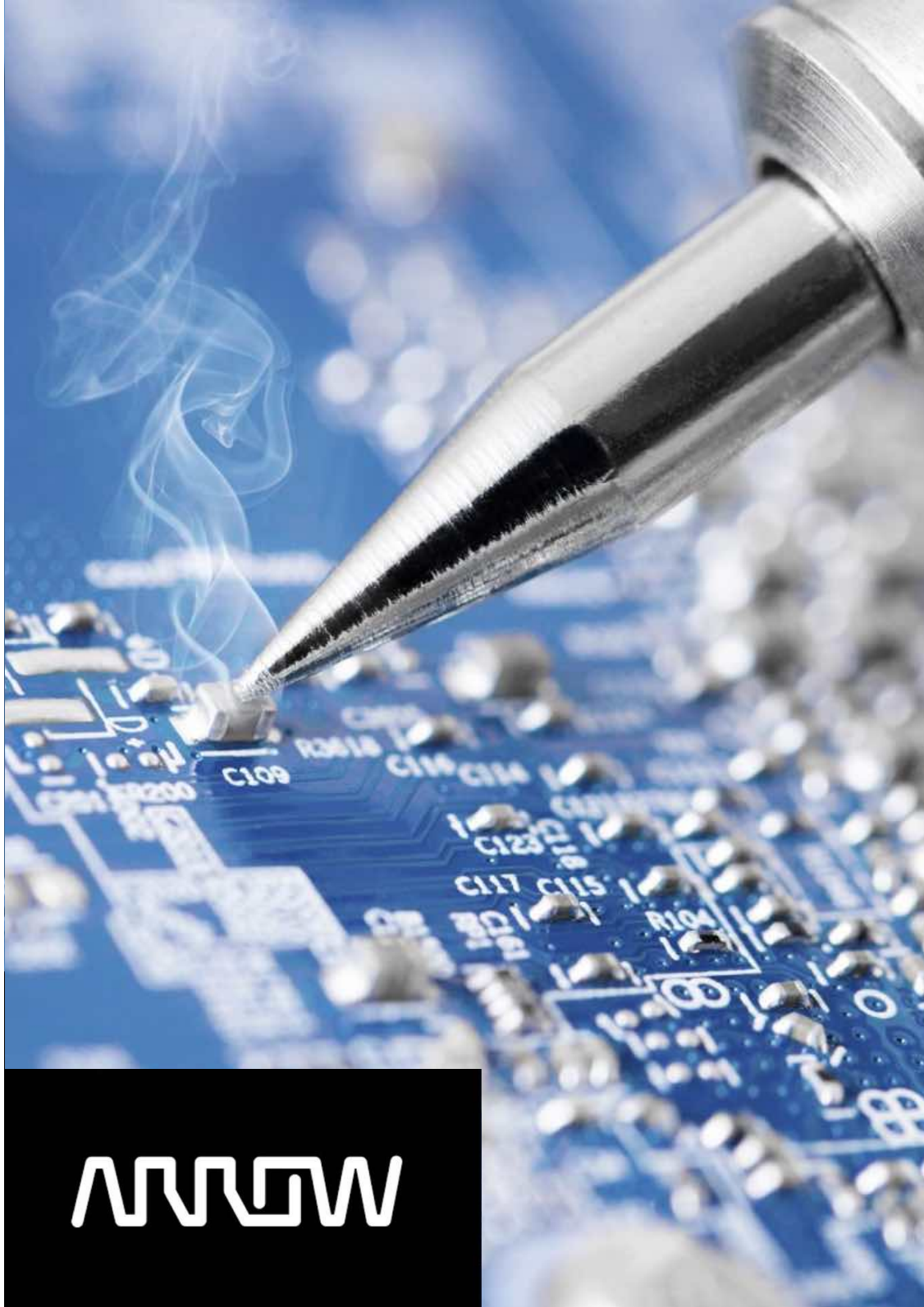
Arrow Electronics (NYSE:ARW)

Ranked #113 in 2018 Fortune 500 with revenue of US$30 billion

Brings to the alliance a large volume of high quality, high value projects, from established companies with a real demand for innovation and talent

Arrow has built a proprietary Certified Engineering (ACES) network that is a key differentiator in helping its customers win with technology

The new platform **ArrowPlus powered by Freelancer** is designed to solve sophisticated technology problems spanning consumer electronics, transportation, healthcare, industrial, Internet of Things (IoT), telecommunications, biomedical, cloud security, firmware, hardware, and connected products in every industry



The world's best expertise in global services marketplaces: 32m+ users and 15m+ jobs in 1,350+ skill areas

Brings to the collaboration the platform and the world's best expertise in running global online services marketplaces, allowing Arrow to transform its services business into a dynamic, connected talent cloud

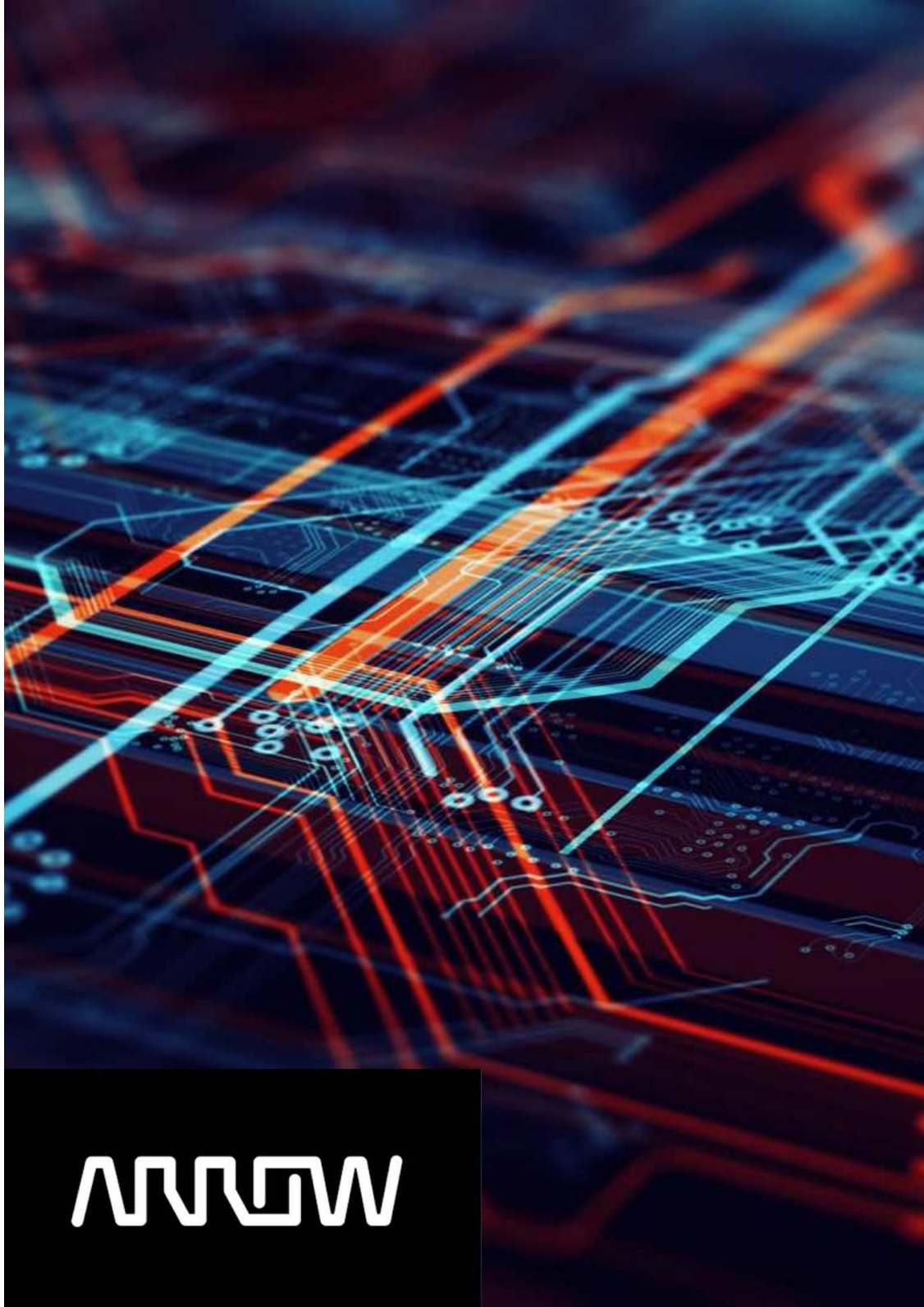
Will operate **ArrowPlus powered by Freelancer** including engineering, payments & support

ARROW AND freelancer

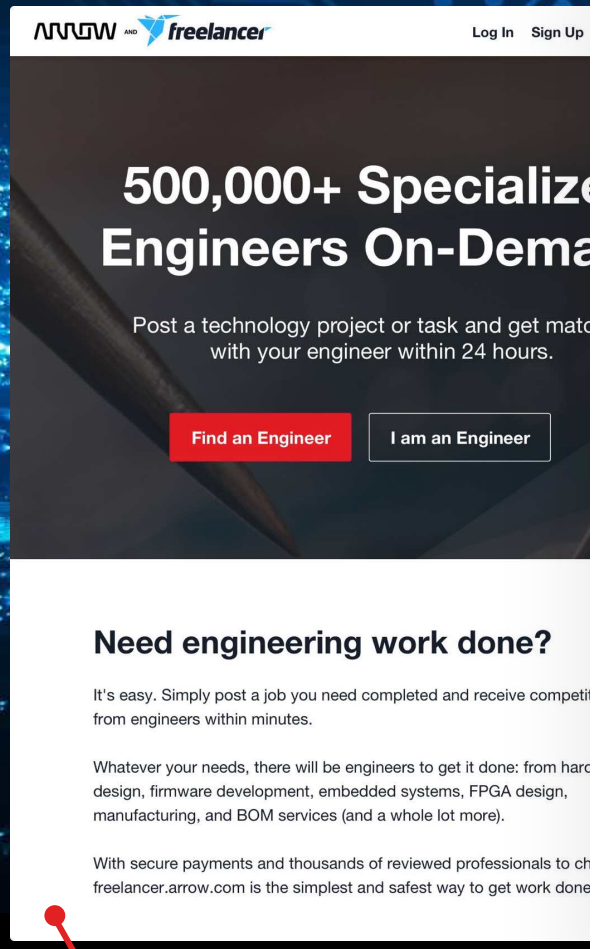
ArrowPlus powered by Freelancer will transform the way products will be designed, manufactured and delivered to market

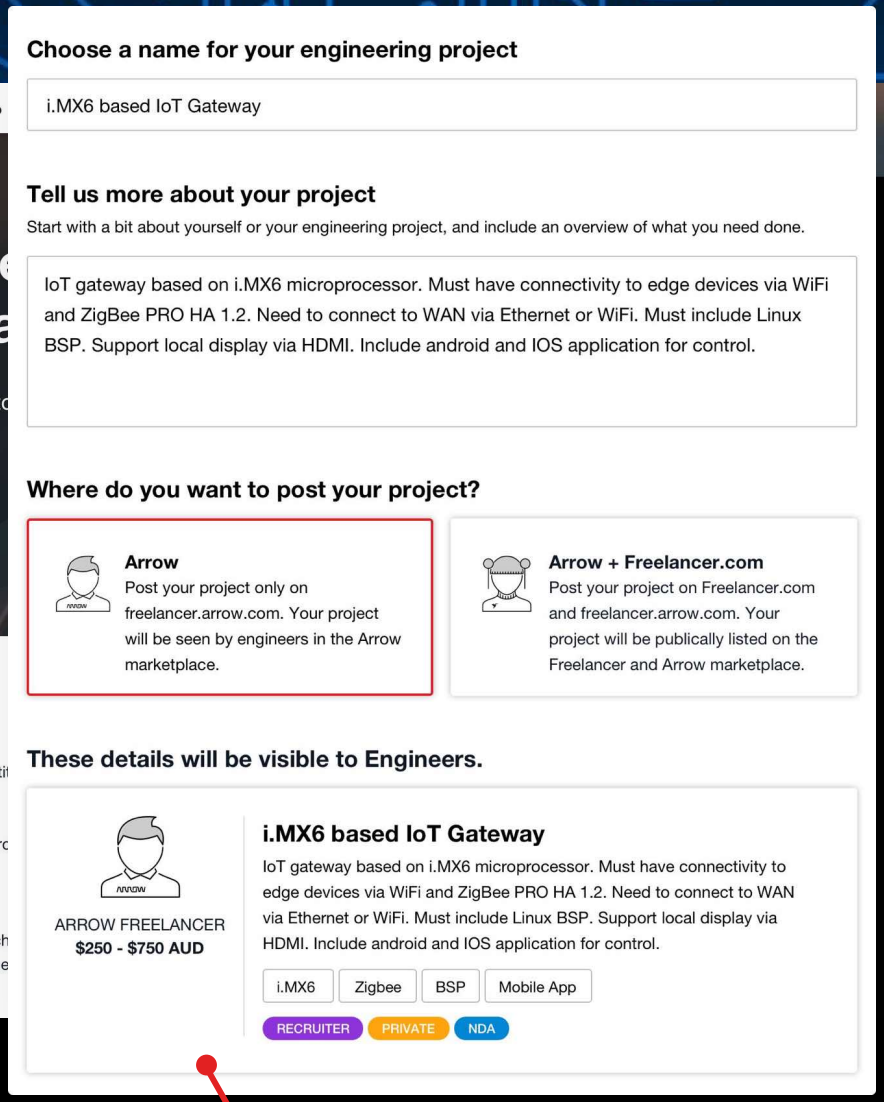
Together, the exclusive strategic alliance is an unprecedented category definer for how hardware products are designed and electronics & electrical engineering services are delivered

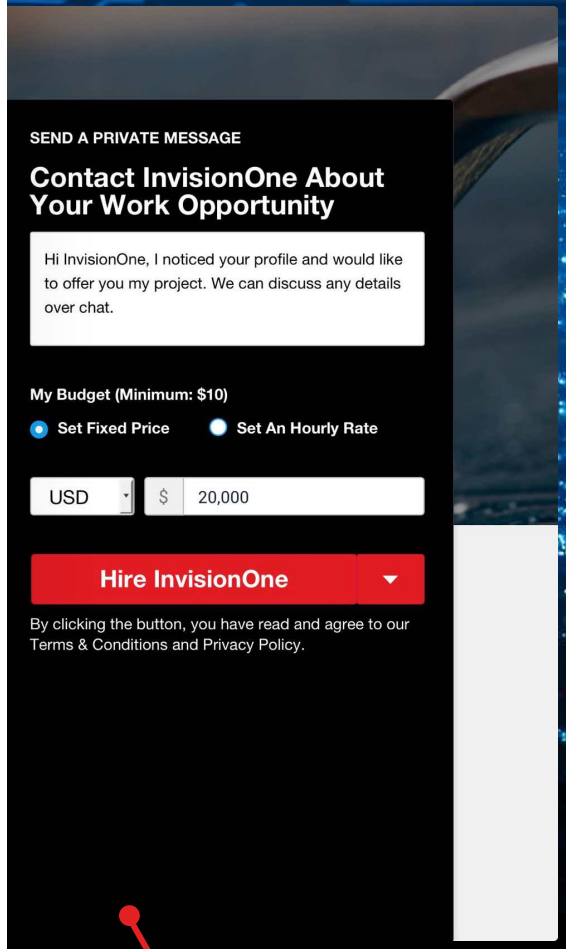
freelancer.arrow.com



Next year's "new products" for CES Las Vegas are just a click away.







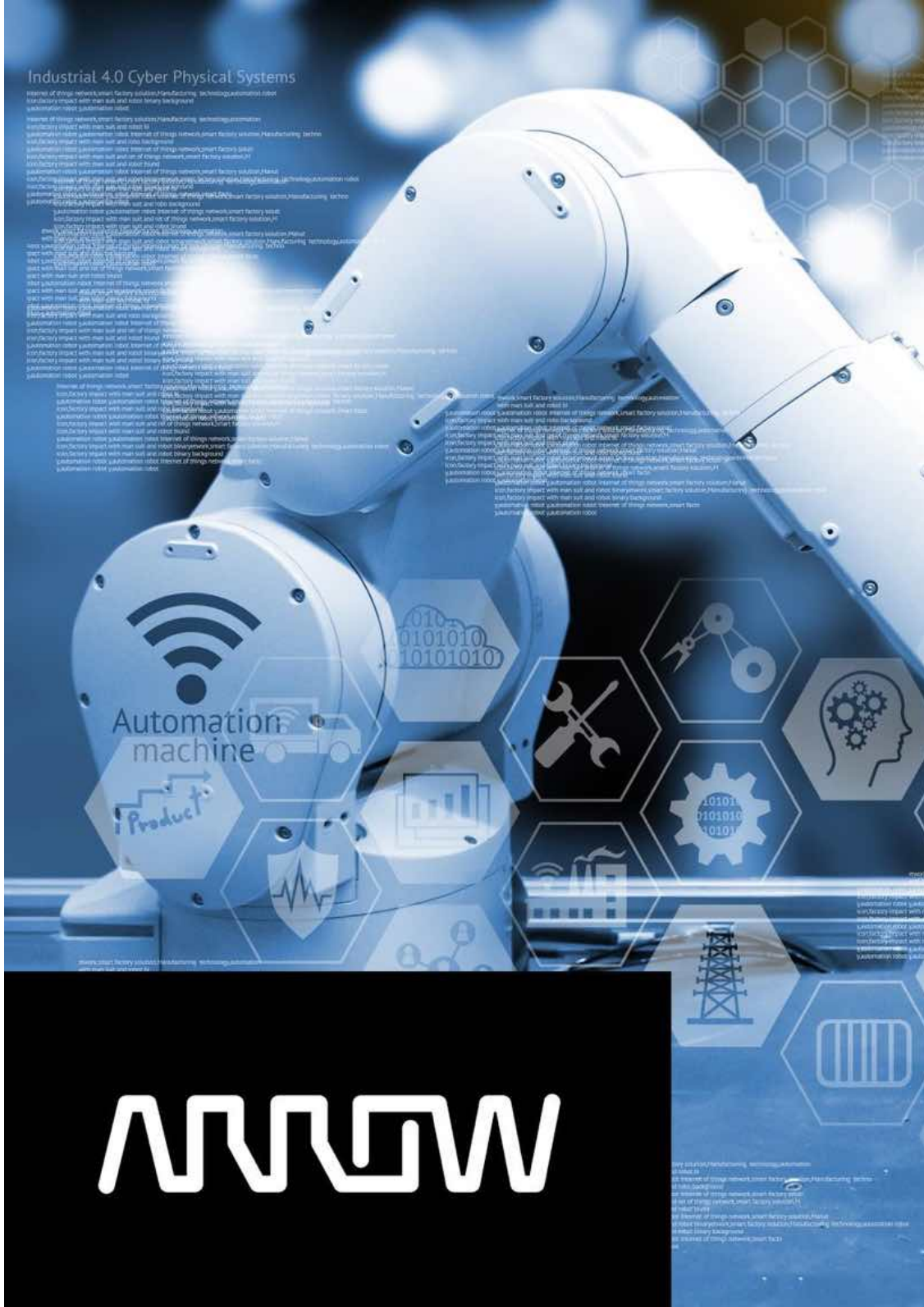
Reduce time to market and cost

Task Arrow Certified Engineers or freelancers

500,000+ skilled engineers on-demand

The full lifecycle of hardware product development:

- Ideation & prototyping
- Analog & digital design
- Printed circuit board design
- Bill of Materials (BOM) part selection
- Custom requirements to product delivery
- Component consolidation and cost reduction
- Redesign for smaller size
- Documentation & translation
- Development of firmware, drivers & middleware
- Real-time embedded software development
- Integrated circuit design
- Manufacturing



Freelancer Enterprise

Over 70% of Fortune 500 companies use Freelancer.com to get work done

3-4x faster. Fast track workforce automation with a fully featured API.

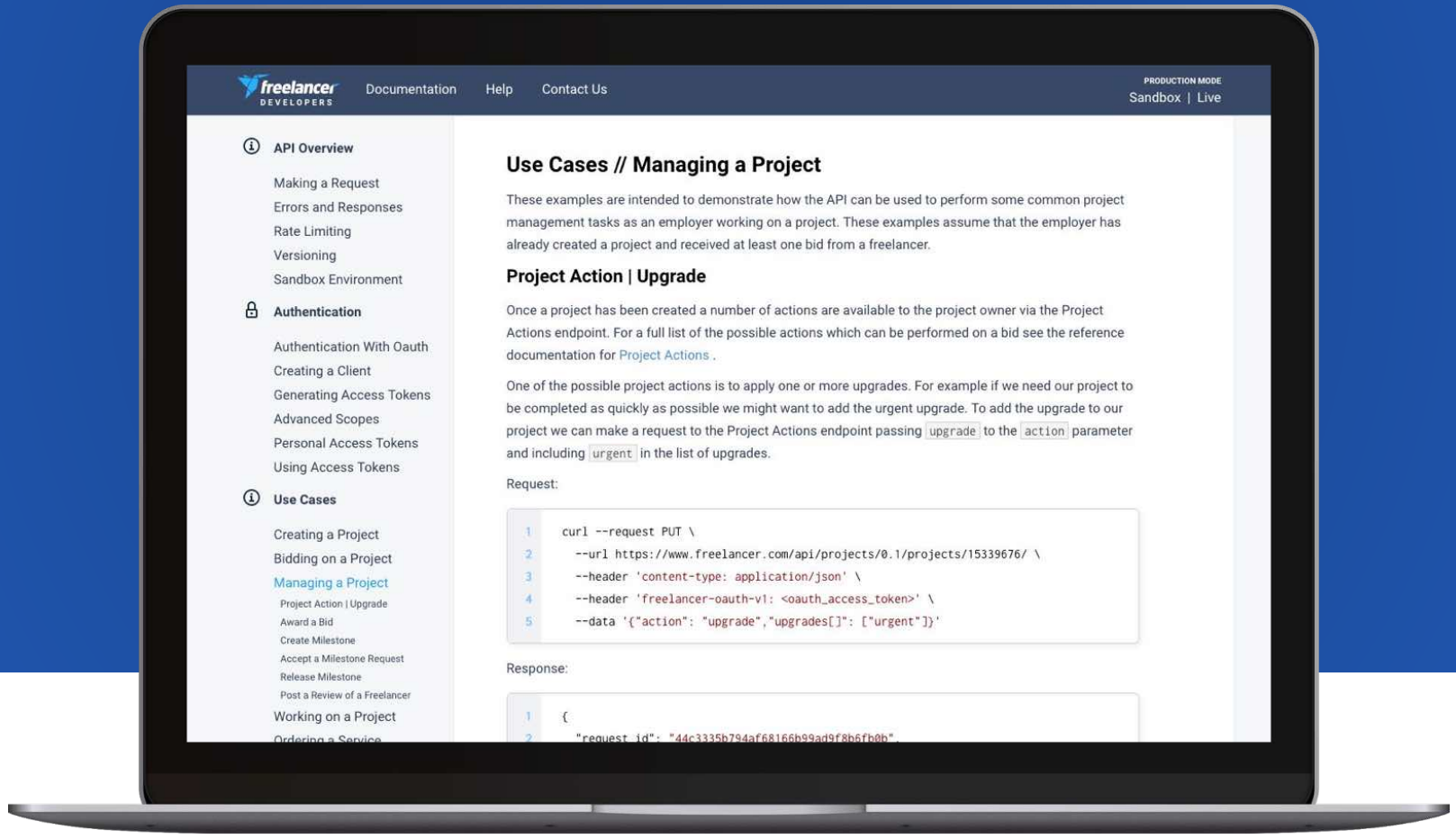
Private Freelancer Cloud and Project Success Managers ensure quality work delivery.

No hidden fees- employer commissions are waived for volume clients.

NASA CoECI saw “extraordinary cost savings” of 80-99%*.

* Surprising Results from Large Crowds Using Micro-Purchase Challenges - Using Contests on Freelancing Communities to Source Innovative, Impactful and Cost-Effective Solutions.
https://innovationscienceguide.org/resources/surprising-results-from-large-crowds-using-micro-purchase-challenges-using-contests-on-freelancing-communities-to-source-innovative-impactful-and-cost-effective-solutions

Freelancer API



Make an API call to the cloud workforce from your website, app or software

Built by developers,
for developers.
www.freelancer.com/api

Automate your workforce at scale across the globe while cutting costs.

A perfect companion to Freelancer Enterprise customers.

Location Tracking

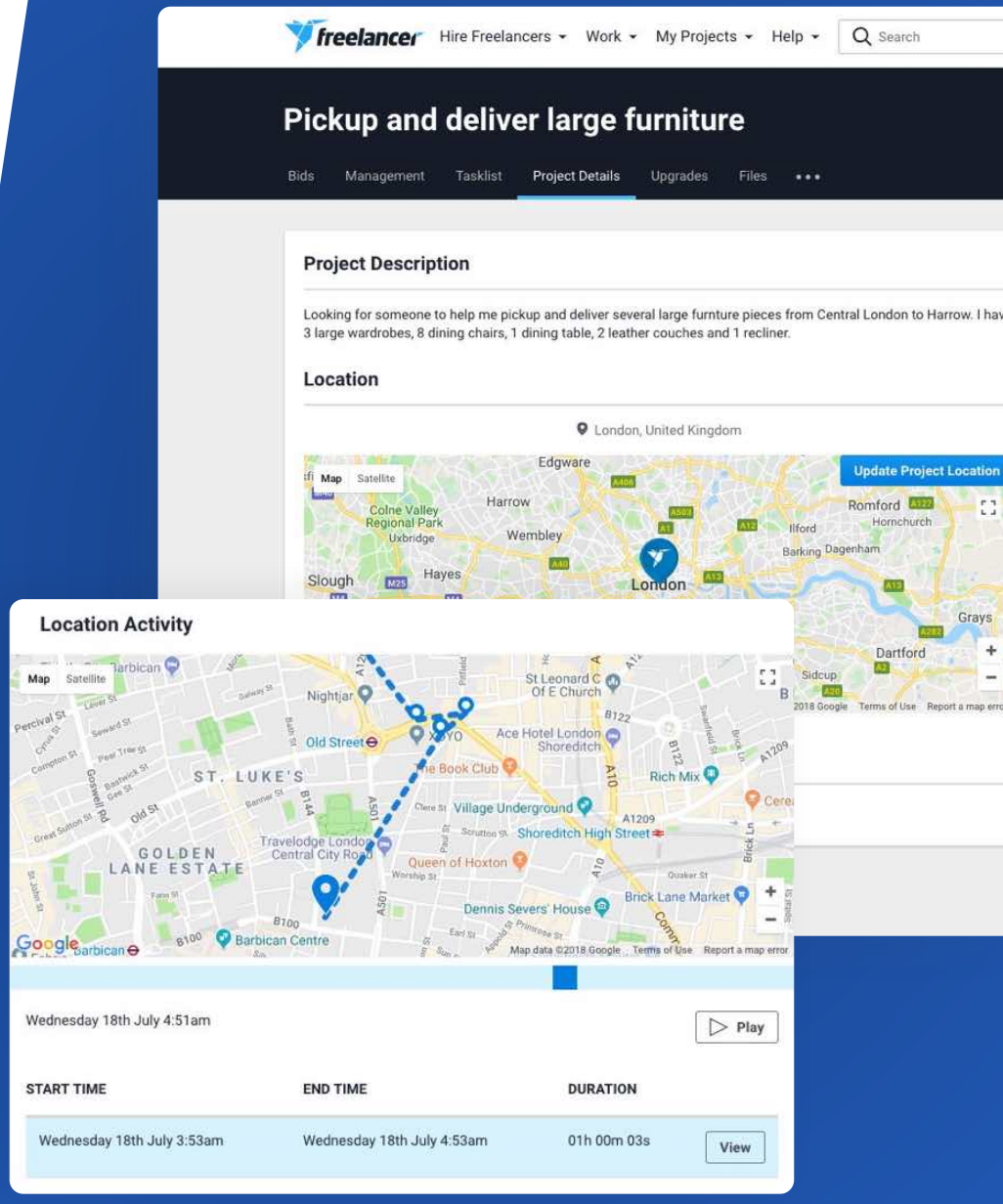
Keep track of a freelancer's location whilst work is in progress

Watch on as your freelancer completes the work.

Record the steps involved and time spent in progress.

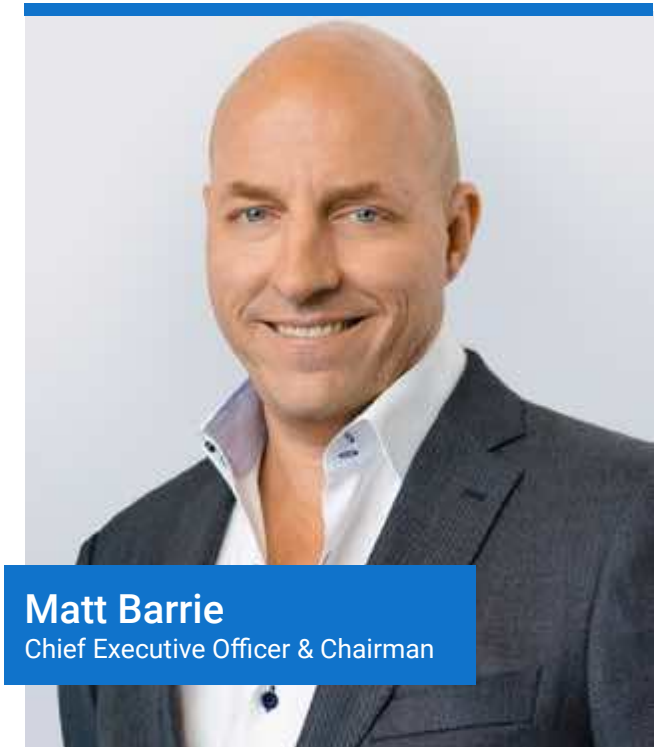
Automatically submit and pay for completed work.

The convenience of knowing Local jobs on average receive 7 bids. Globally.



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 | Freelancer

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

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

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

Jun Yao
Vice President, Engineering
BE (Automation) MSc PhD (Computer Science)

Jun Yao is the Vice President of Engineering at Freelancer. He is responsible for leading the global engineering teams, defining and executing the company's long-term technical roadmap. Jun has extensive experience in software engineering, and his areas of expertise include application and system designs, computer networks, information security and relational databases.

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

Adam Byrnes is responsible for product leadership at Freelancer. He advises on the product direction and strategy of the Freelancer marketplace, and provides mentorship to other product managers in the business.
Adam holds first class honours degrees in Advanced Physics and Electrical Engineering from the University of Sydney

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.

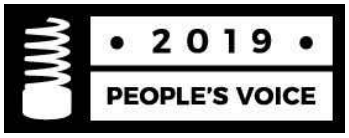
Sarah Z. Tang
Vice President, Enterprise
MSc / MA (Wien) MA BCom (Queens)

Sarah Z. Tang is the Vice-President of Enterprise, where she oversees the go-to-market strategy and engagements with Freelancer's Fortune 500 clients. She is a Canadian National Merit Scholar and on SIA's 2017 Global Power 50 most influential women's list. She collaborates closely with NASA and Harvard Business School / Lab of Innovation Science on publications and thought-leadership to advance the crowdsourcing and human cloud industry.

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

Sebastián Siseles is responsible for creating, communicating, maintaining, and aligning the company's international expansion strategy for long-term. An Argentine entrepreneur with an MBA from the University of Pittsburgh, Sebastián has a background in law specialising in corporate finance and M&A.

2019 Awards | Freelancer.com



People's Voice Award

Employment Website

23rd Annual Webby Awards 2019

Gold Stevie

Innovative Management in Technology Industries (for more than 100 Employees)

The Asia-Pacific Stevie Awards 2019

Gold Stevie

Innovation in Technology Management, Planning & Implementation (for Other Service Industries)

The Asia-Pacific Stevie Awards 2019

Bronze Stevie

Excellence in Innovation in Technology Industries (for more than 100 Employees)

The Asia-Pacific Stevie Awards 2019

Bronze Stevie

Most Innovative Communications Team of the Year

The Asia-Pacific Stevie Awards 2019

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This document contains certain "forward-looking statements". The words "anticipate", "believe", "expect", "project", "forecast", "estimate", “outlook”, “upside”, "likely", "intend", "should", "could", "may", "target", "plan" and other similar expressions are intended to identify forward-looking statements. Indications of, and guidance on, future earnings and financial position and performance, including Freelancer’s FY19 outlook, are also forward-looking statements, as are statements regarding Freelancer’s plans and strategies and the development of the market.

Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of Freelancer, which may cause actual results to differ materially from those expressed or implied in such statements.

Freelancer cannot give any assurance or guarantee that the assumptions upon which management based its forward-looking statements will prove to be correct or exhaustive beyond the date of its making, or that Freelancer 's business and operations will not be affected by other factors not currently foreseeable by management or beyond its control. Such forward-looking statements only speak as at the date of this announcement and Freelancer assumes no obligation to update such information. The release, publication or distribution of this presentation in jurisdictions outside Australia may be restricted by law. Any failure to comply with such restrictions may constitute a violation of applicable securities laws.

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