



18 February 2020

Freelancer Limited

FY19 Results

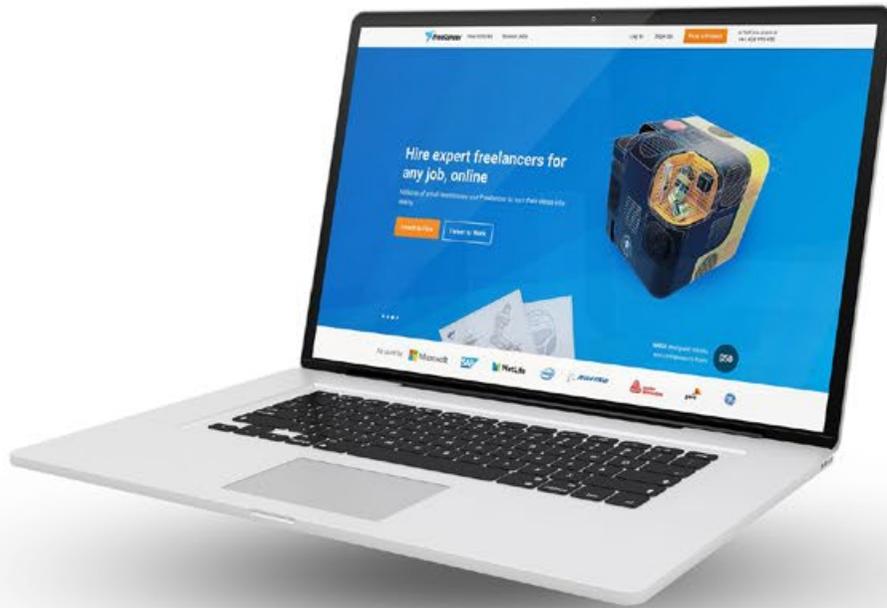
Watch video of results here:

<https://vimeo.com/391899946/f347f3ae92>

Matt Barrie

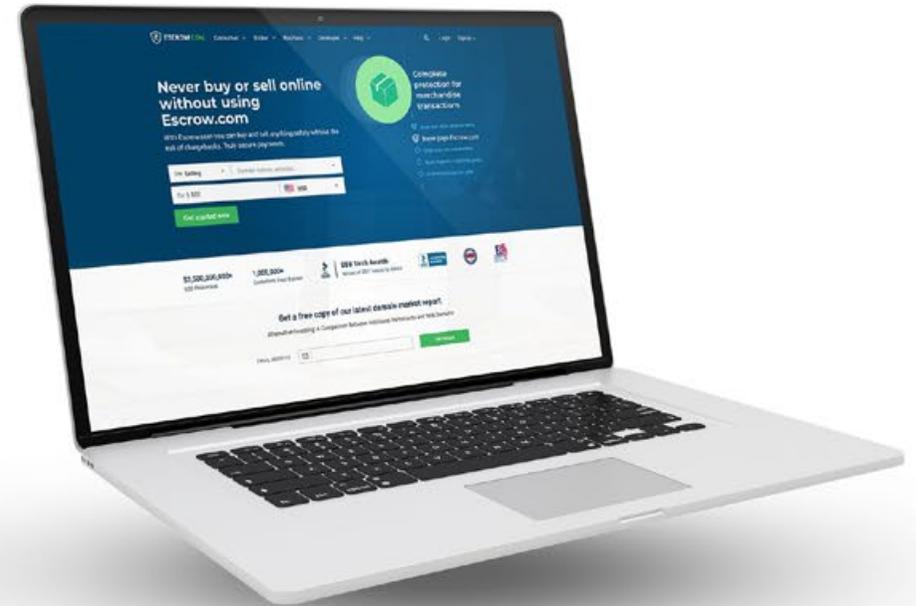
Chief Executive Officer

investor@freelancer.com



Freelancer.com

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



Escrow.com

#1 for Secure Online Payments
Over US\$4.3 billion in transactions



FREIGHTLANCER



Powering the world's entrepreneurs & commerce



Freelancer Limited

FY19 RESULTS

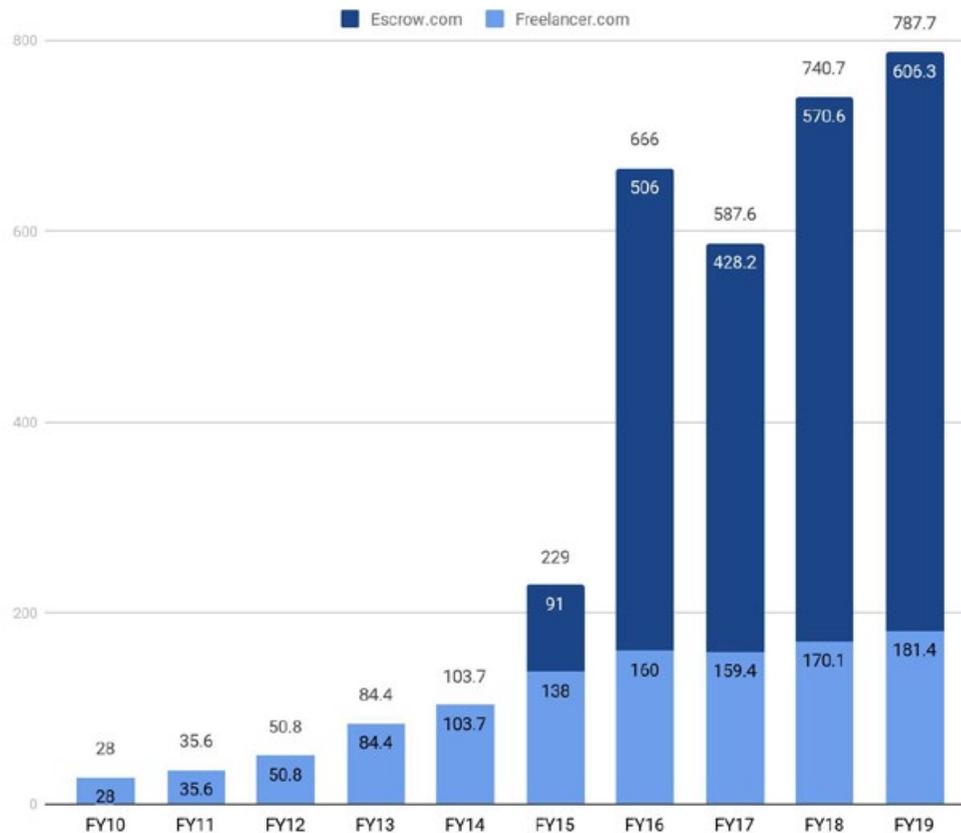
FY19 Freelancer Group Results

- FY19 Net Revenue all-time record \$58.0m, up 12% on pcp
- FY19 GPV all-time record \$788m, up 6.4% on pcp
 - FY19 Freelancer GPV all-time record of \$181.4m, up 6.7% on pcp
 - FY19 Escrow GPV all time record of \$606.3m, up 6.4% on pcp
- Gross margin 83.7% (pcp 85.2%)
 - Lower margins due to increased enterprise services revenue
- FY19 Operating EBITDA¹ effectively break-even at \$(1.1)m
- FY19 Operating NPAT effectively break-even at \$(1.3)m
- Positive operating cash flow of \$2.1m
- Cash & cash equivalents at \$33.0 million (31 Dec), down 3.6% on pcp

1. Depreciation of \$2.9m and finance costs of \$0.2m relating to office leases (accounted for in accordance with AASB 16 Leases) are included in the EBITDA calculation

Gross Payment Volume (GPV) FY19

All-time record full year group GPV of AU\$788m, all-time record for Freelancer & Escrow.



Group

- FY19 all-time record GPV \$788m (up 6.4% on pcp)

Freelancer

- FY19 all-time record GPV \$181.4m (up 6.7% on pcp)

Escrow

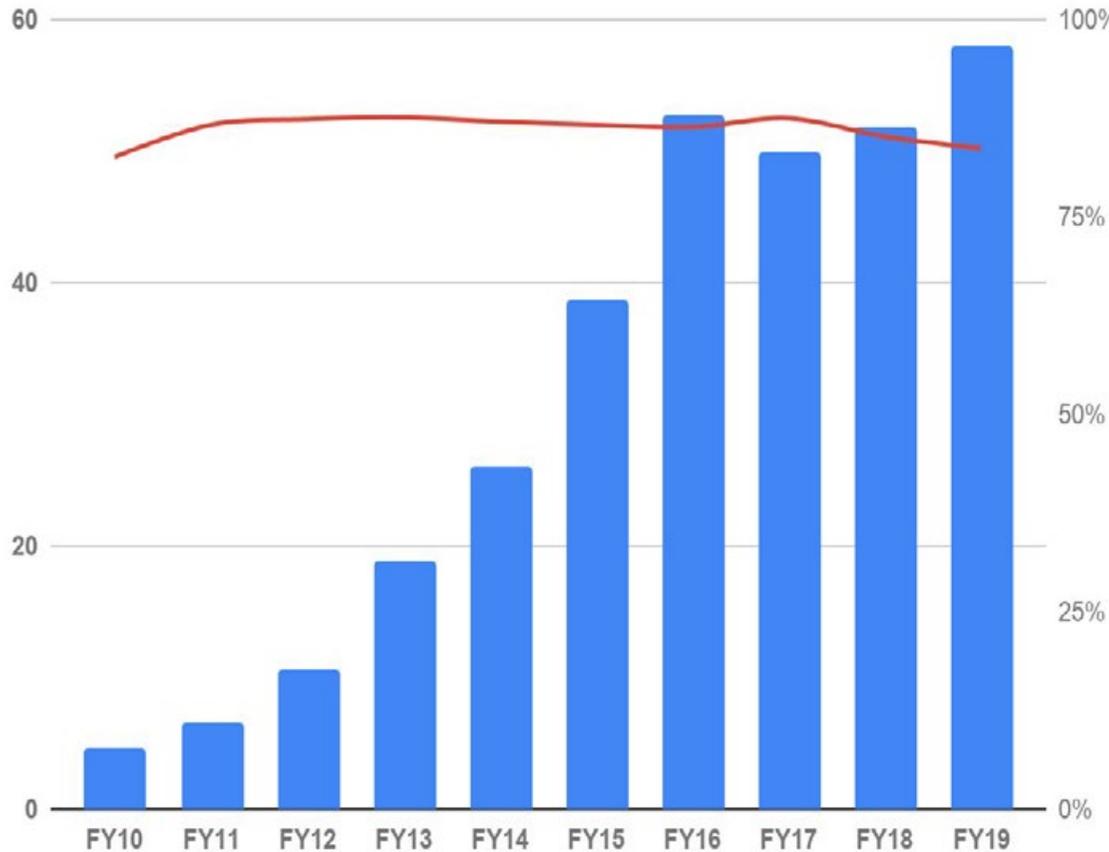
- FY19 all-time record GPV \$606.3m (up 6.3% on pcp)

- 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.
- Core Freelancer FY19 GPV of A\$181.4m. Escrow FY19 GPV of US\$422m, average AUD/USD FX of 0.6956= A\$606.3m

Year	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19
GPV (A\$m)	28	36	51	84	104	229	666	588	740	788
Growth pcp	-	27%	43%	66%	23%	121%	191%	(12)%	26%	6%

Net revenue FY19

All-time record full year Net Revenue of \$58.0m in FY19 (up 12% on pcp)



Revenue (A\$m)	4.7	6.5	10.6	18.8	26.1	38.6	52.7	50.3	51.9	58.0
% pcp	-	37%	64%	77%	39%	48%	37%	(5%)	3.2%	12%
Gross margin	83%	87%	87%	88%	87%	87%	86%	88%	85%	84%

Group

- FY19 Net revenue of \$58.0m (up 12% on pcp)
- Consistently high gross margins >83% since FY10
 - Slightly lower margin (84%) in 1H19 due to higher cost of sales attributable to enterprise services

Freelancer

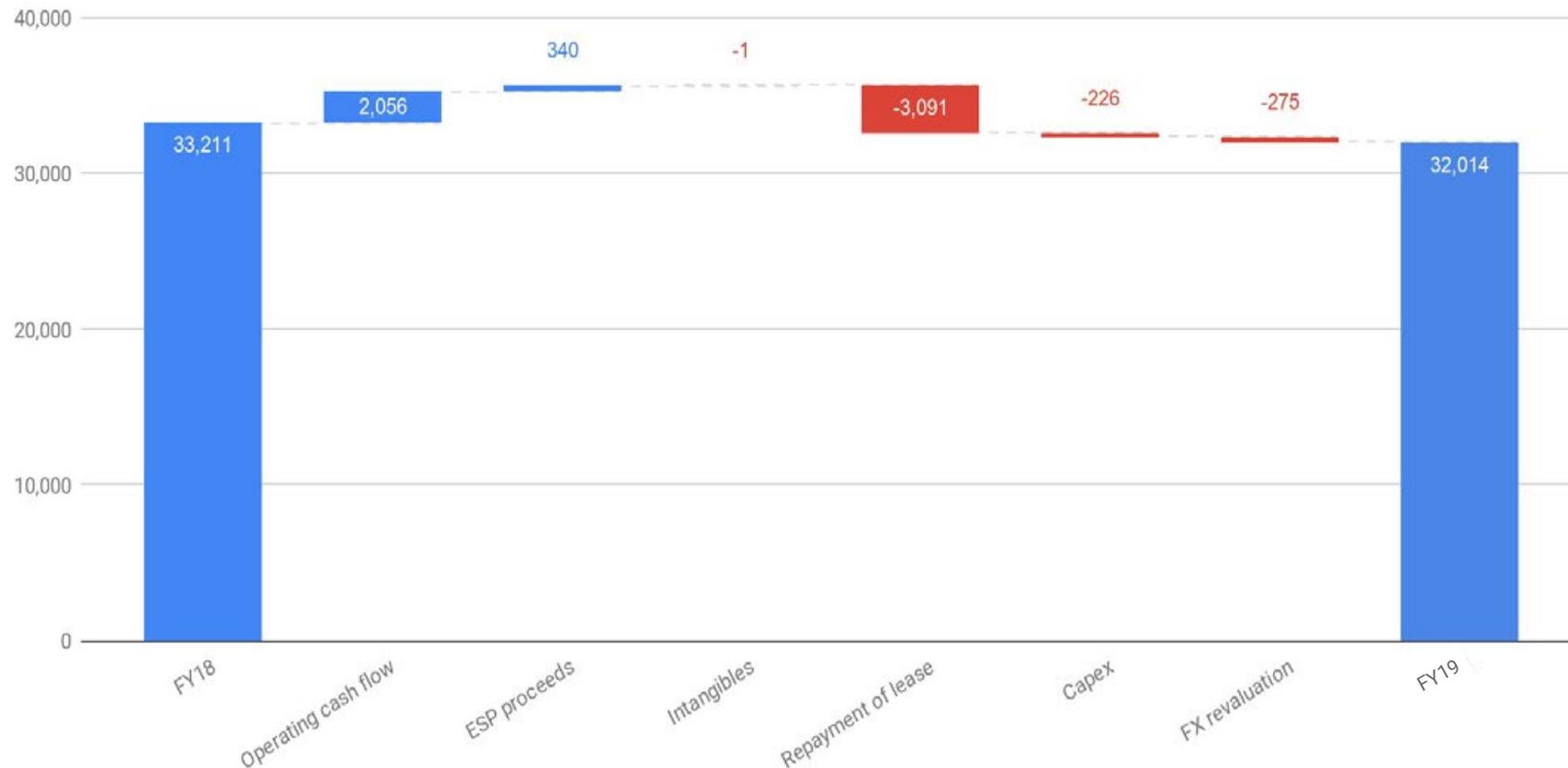
- Freelancer revenue \$50.4m (up 13% on pcp)
- Freelancer take rate at 13%
 - Commissions are unchanged since FY10
 - 3% for employers and 10% for freelancers
- To the downside, negatively affected by:
 - Front-end rollout
 - Regulatory updates
- To the upside, FY19 revenue includes:
 - \$5.2m of enterprise services revenue (over and above enterprise marketplace fees)

Escrow

- Escrow revenue \$7.6m (up 5% on pcp)
- Escrow blended take rate ~1.3%

Cash flow profile FY19 (AUD)

FY19 cash and cash equivalents at 31 December 2019 \$32.0 million (down 3.6% on pcp)



- FY19 positive operating cash flow \$2.1m
- Repayment of lease of (\$3.1m) relates to AASB16 accounting changes
- Cash & eq. at 31 December 2019 \$32.0m (down 3.6% on pcp)

Summary profit & loss statement FY 19

All-time record group revenue \$58.0m (up 12% on pcp), continuing operating discipline at break-even profitability

(A\$m) 31 Dec y/e	FY19 Actual	FY18 Actual	Change
Net Revenue	58.0	51.9	+12%
Gross Profit	48.6	44.2	+10%
<i>Gross margin (%)</i>	83.7%	85.2%	-1.8%
Employee expenses ²	(22.3)	(20.2)	+10%
Administrative expenses	(12.8)	(11.7)	+9%
Marketing related expenses	(10.1)	(8.9)	+13%
Occupancy costs ³	(3.4)	(2.7)	+25%
FX gains / (losses)	(1.1)	(1.4)	-20%
Share based payments expense	(0.3)	(0.6)	-41%
EBITDA⁴	(1.4)	(1.3)	n/m
EBIT	(1.7)	(1.8)	n/m
NPAT	(1.6)	(1.5)	n/m
Excluding share based payments expense¹			
EBITDA⁴	(1.1)	(0.7)	n/m
EBIT	(1.4)	(1.2)	n/m
NPAT	(1.3)	(0.9)	n/m

- Group FY19 NPAT at similar levels to FY18. NPAT excluding share based payments was (1.3m)
- Lower gross margins attributable to increased mix of enterprise services
- Employee expenses up 10% substantially due to additional resourcing of enterprise division
- Occupancy costs rose due to expansion of the Vancouver office (North American Enterprise Sales) and Manila lease extension
- Marketing costs up 13%
- 478 FTEs at end of FY19 (up 4.4% on FY18)
- Operating earnings are exclusive of non-cash share based payments expense of \$329k in FY19 and \$559k in FY18.
- Net of employee expenses attributable to cost of sales
- Occupancy costs have been adjusted to include depreciation of \$2.9m and finance costs of \$0.2m relating to property leases to ensure meaningful comparisons to FY18
- Depreciation and amortisation expense of \$305k in FY19 and \$530k in FY18. Excludes depreciation arising from implementation of AASB16 Leases

Summary balance sheet FY19

Cash and cash equivalents of \$32.0 million as of 31 December 2019

(A\$m) 31 December 19	FY19 Actual	FY18 Actual	Change
Cash and cash equivalents	32.0	33.2	-4%
Trade and other receivables	5.1	4.6	+12%
Other assets	2.2	1.7	+33%
Plant and equipment	0.5	0.6	-14%
Intangibles	26.4	26.4	n/m
Right of Use Asset	26.9	-	n/m
Deferred tax assets	5.1	4.6	10%
Total assets	98.2	71.1	+38%
Trade and other payables	36.7	36.0	+2%
Lease Liabilities	26.6	-	n/m
Other liabilities	5.0	4.0	+24%
Total liabilities	68.3	40.0	+71%
Net assets	29.9	31.1	-4%
Contributed equity	38.4	38.1	n/m
Reserves	4.5	4.0	+12%
Retained earnings	(13.0)	(11.0)	-18%
Total equity	29.9	31.1	-4%

- Total cash & equivalents at end of FY19 \$32.0m (down 3.6% on pcp), 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 \$26.9m and lease liabilities of \$26.6m
 - Adjustment to opening retained earnings of \$0.3m to account for impact in prior years

Outlook Statement 2020

All-time records in Net Revenue & Gross Payment Volume for Freelancer.com in FY19

For Freelancer.com:

- In FY19 Freelancer.com hit an all-time record for Net Revenue of \$50.4m (up 13% on pcp) and all-time record for Gross Payment Volume of \$181.4m (up 6.7% 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. As a global company we have also had to address increasing regulation across multiple jurisdictions with product & process changes.
- 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.
- Of note, we delivered the first phase of Deloitte MyGigs and over 8,000 staff have been onboarded. Airbus has also deployed an internal crowd marketplace using the Freelancer API.
- In FY19 we signed MSAs with major brands in the technology, professional services, aerospace, FMCG, telecommunications, defense and healthcare industries. Our standard MSAs do not have minimum volume commitments.
- Pilots in field services for technology & telecommunications have started in multiple countries.
- The pipeline is dominated by globally significant Fortune 500 or equivalent organisations.

Outlook Statement 2020

Similarly, all-time record for Gross Payment Volume for Escrow.com in FY19

- In 2020 we will be 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.

For Escrow.com:

- In FY19 we achieved an all-time record Gross Payment Volume of \$606.3m, up 6.4% on pcp.
- We are highly optimistic about partner opportunities in our API ecosystem.
- In FY19 we signed and are in the process of deploying into a major North American automotive marketplace that is #1 in its category. There is no minimum volume commitment for this customer. We will announce more on their go-live date which is yet to be scheduled.
- Other signed customers in FY19 included, but was not limited to an import/export marketplace, a commodities marketplace, a vehicle inspection marketplace, two freelancing marketplaces, three more motor vehicle and heavy equipment marketplaces including TruckTrailerTractor, four more IPv4 address marketplaces, eleven domain marketplaces & a marketplace for equipment.
- The pipeline also has a number of customers of scale that we are progressing well with including a second major automotive marketplace.

Outlook Statement 2020

In FY19 the Freelancer Group continued to hit all-time records and delivered positive operating cash flow

For the Group FY19 delivered:

- all-time record Net Revenue \$58m (up 12% on pcp)
- all-time record GPV \$788m (up 6.4% on pcp)
- Consistently high gross margins of 83.7%
- FY19 Operating EBITDA effectively break-even at \$(1.1)m
- FY19 Operating NPAT effectively break-even at \$(1.3)m
- Positive operating cash flow \$2.1m
- Cash & cash equivalents at \$33.0 million (31 Dec), down 3.6% on pcp

For 2020:

- We look forward to completing the front-end overhaul of Freelancer.com
- We see increasingly growing enterprise adoption of cloud labour
- The world heading into turmoil as a result of COVID-19, with the global impact approaching GFC levels- but could ultimately lead to increasing demand for remote work
- Increasing adoption of Escrow.com across industry segments- domain names, IPv4, automotive

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.)

ASX
FREELANCER LIMITED

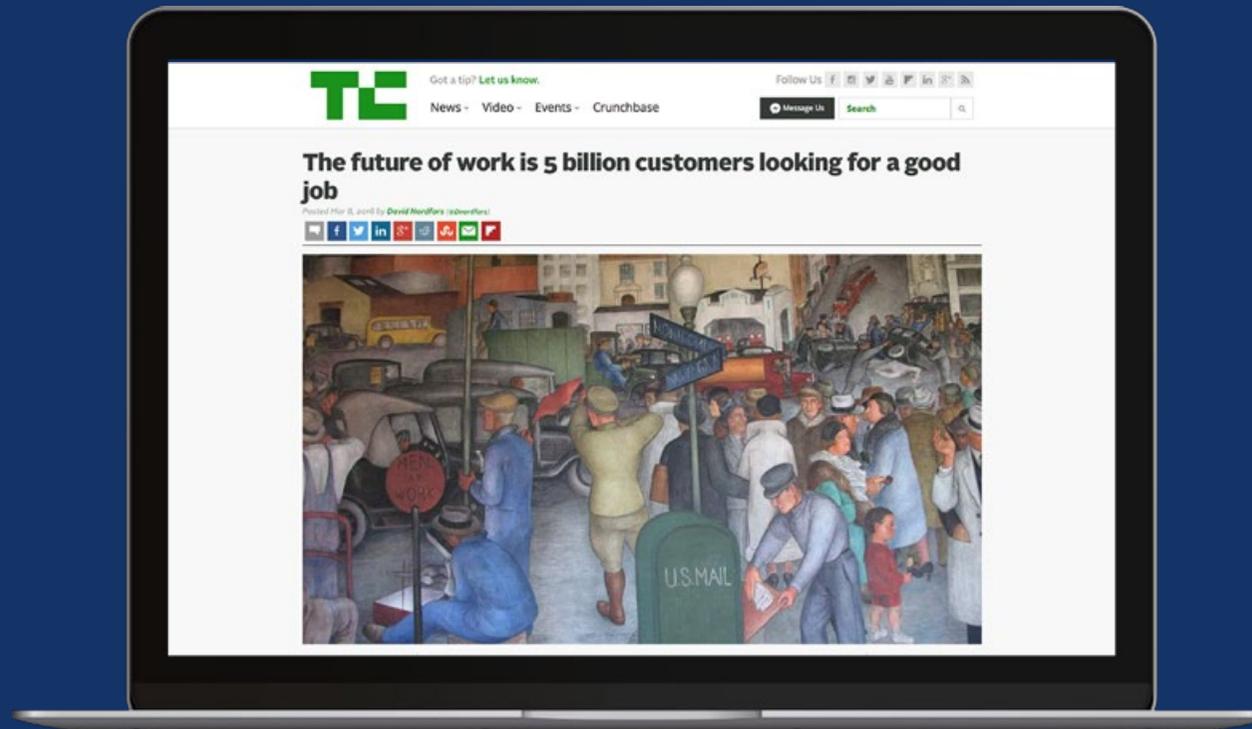


Freelancer Limited

FREELANCER.COM

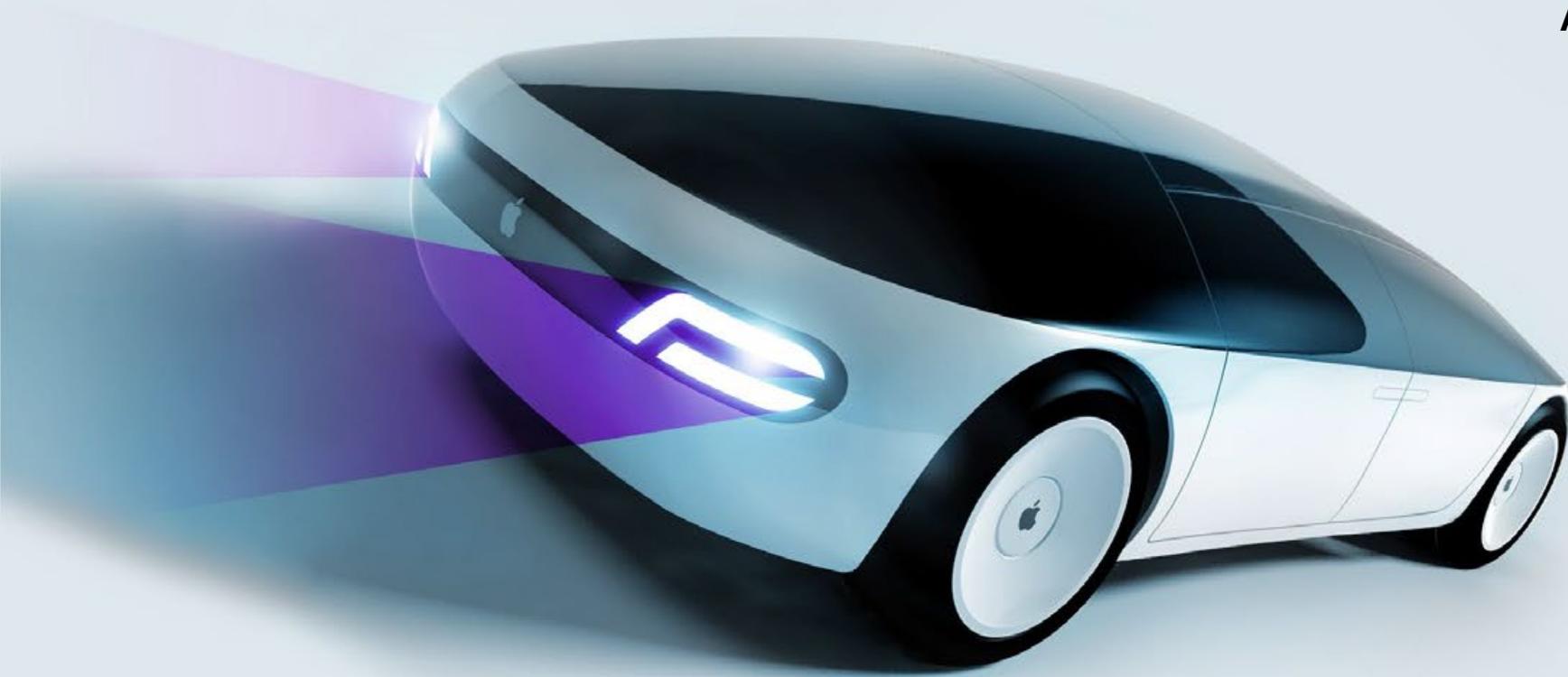
Freelancer.com is changing
the global dynamics
in the marketplace for people

In a trillion dollar market



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.



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





Your idea brought to life in stunning visuals.

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



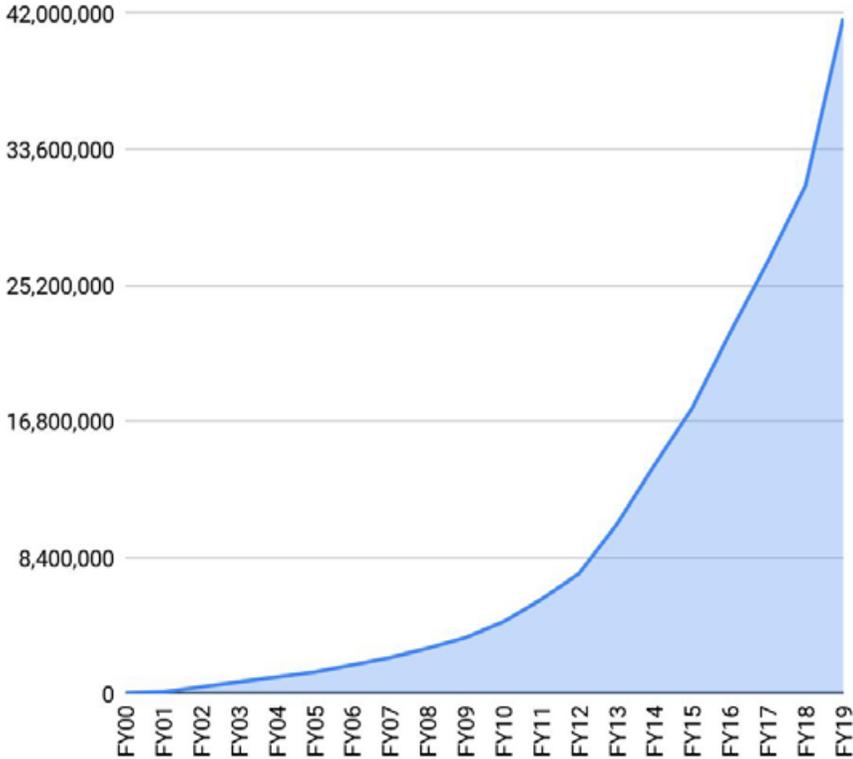
This **Architectural Design** cost

\$1613 USD

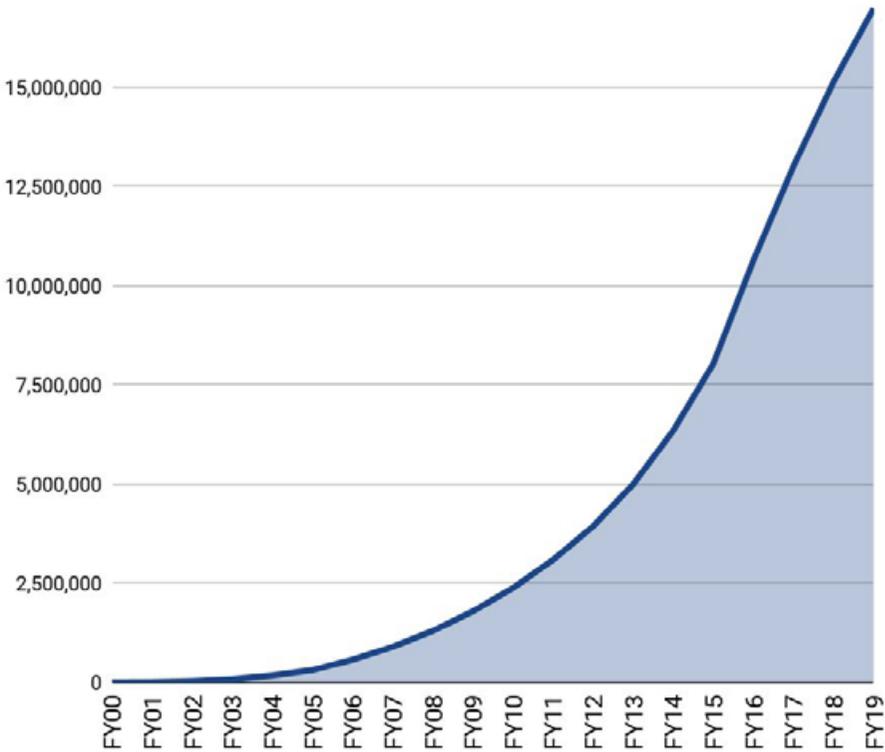
FY19 completed with 41.7 million users and 17 million jobs

9.1 million registered users and 1.9 million jobs were added to the group in FY19

Total Registered Users

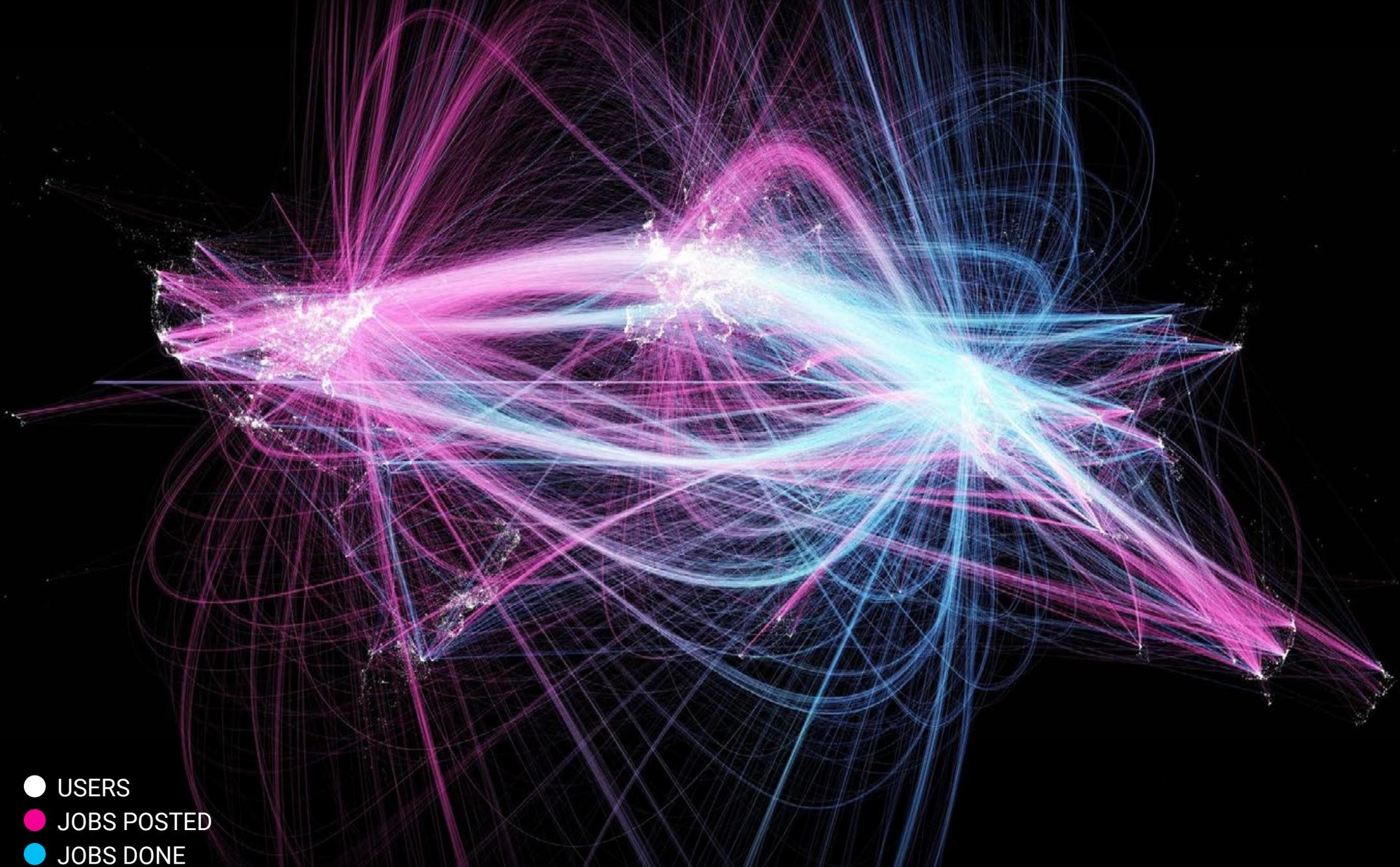


Total Jobs Posted (Filtered)



1. Number of user accounts, and jobs (projects/contests posted) in the Freelancer marketplace as at 31 December 2019. 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.

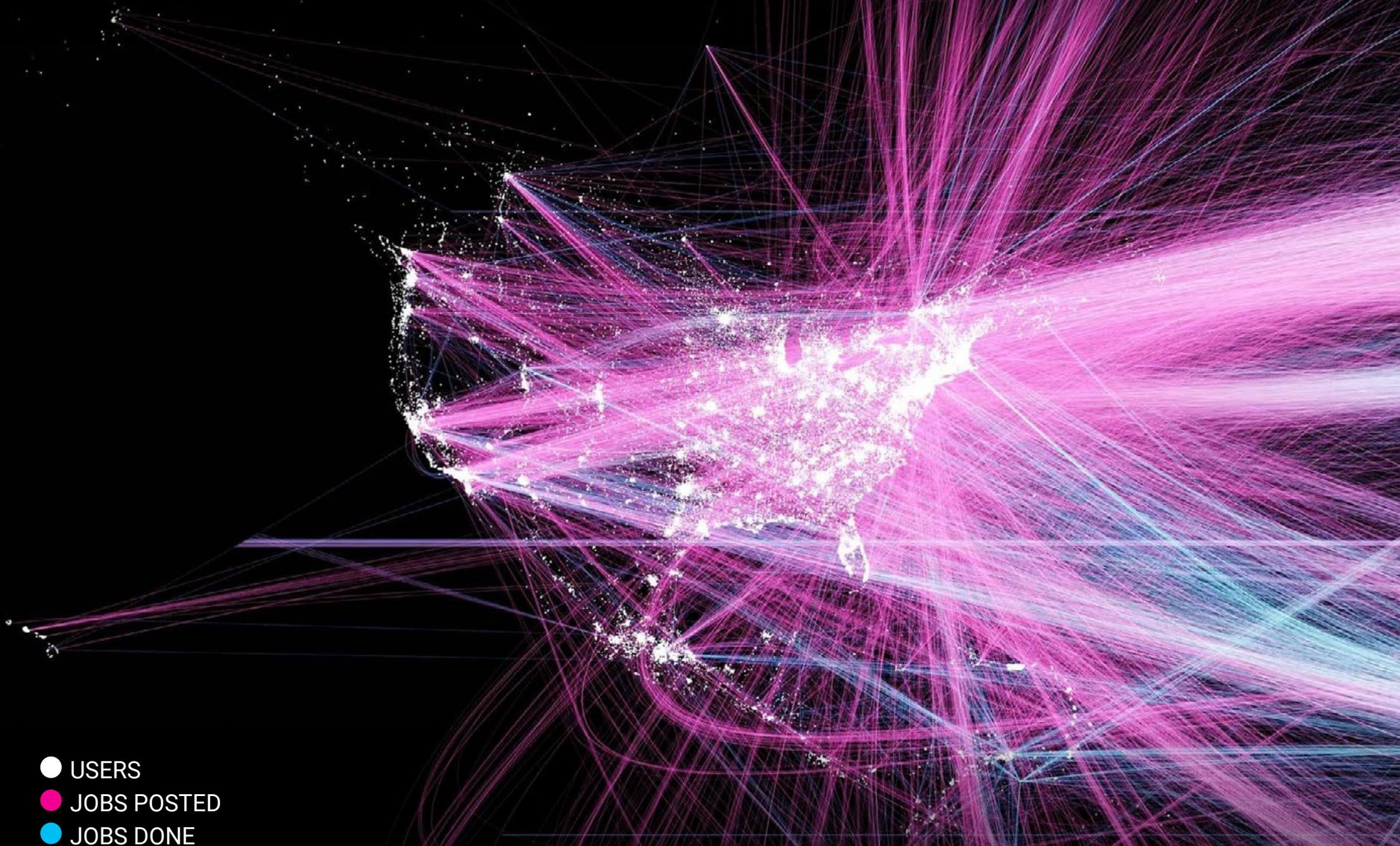
Freelancer's Online Economy



- USERS
- JOBS POSTED
- JOBS DONE

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 – United States



- USERS
- JOBS POSTED
- JOBS DONE

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

- USERS
- JOBS POSTED
- JOBS DONE

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

- USERS
- JOBS POSTED
- JOBS DONE

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 – India



- USERS
- JOBS POSTED
- JOBS DONE

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.

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 язык
- Shqip
- Slovene
- Svenska
- Kiswahili
- Thai
- Türkçe
- Tiếng Việt
- Українська мова
- 中文(简体)

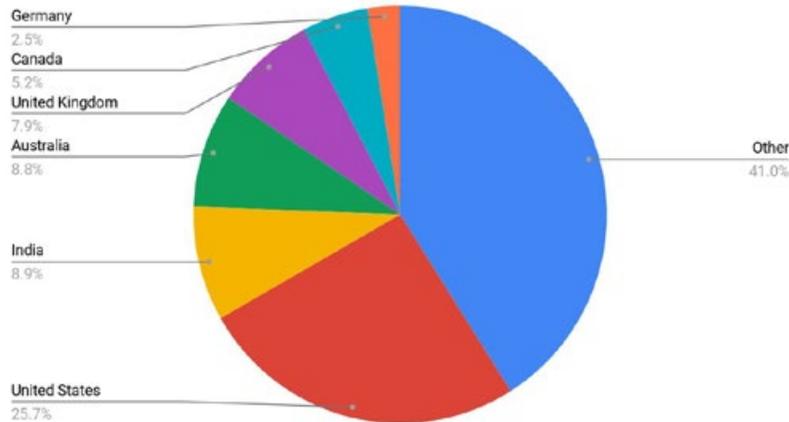
Currencies

- 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 FY19

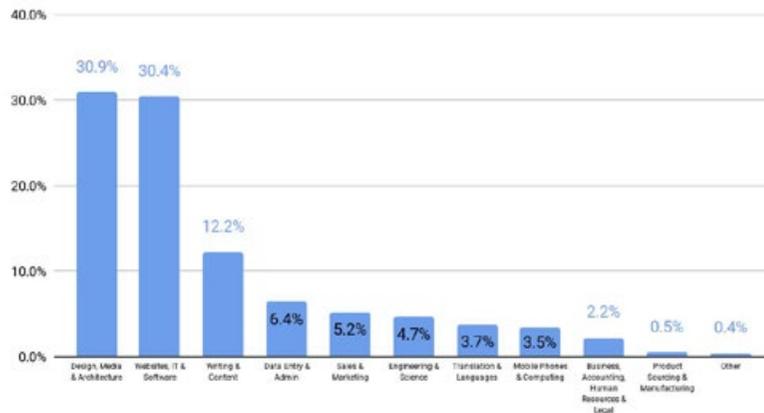
“Every job, every country, every language, every currency, at any time”

Top countries by completed projects in FY19 [note 1]

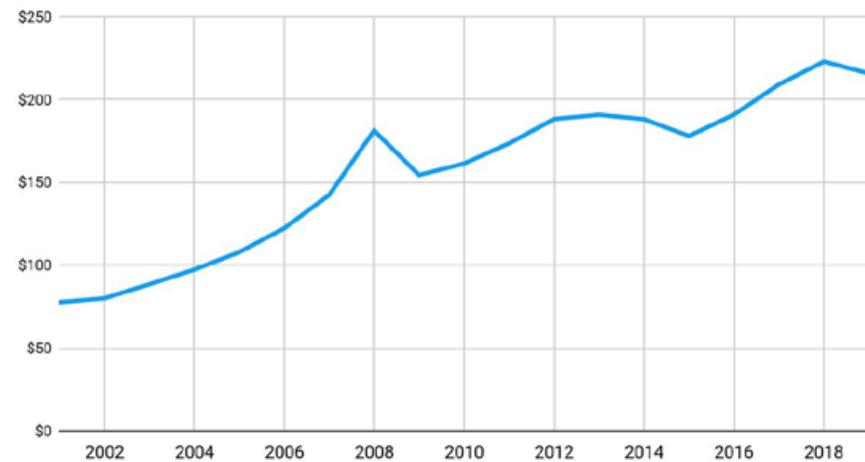


- Over 1,600 job categories as diverse as Aerospace Engineering, Biotechnology, Sales, Manufacturing, Mechanical Engineering
- Complexity & sophistication growing each year
- Average completed project US\$216 in FY19³

Top categories by completed projects in FY19 (%) [note 2]



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



1. Based on the number of completed projects that were posted in FY19.

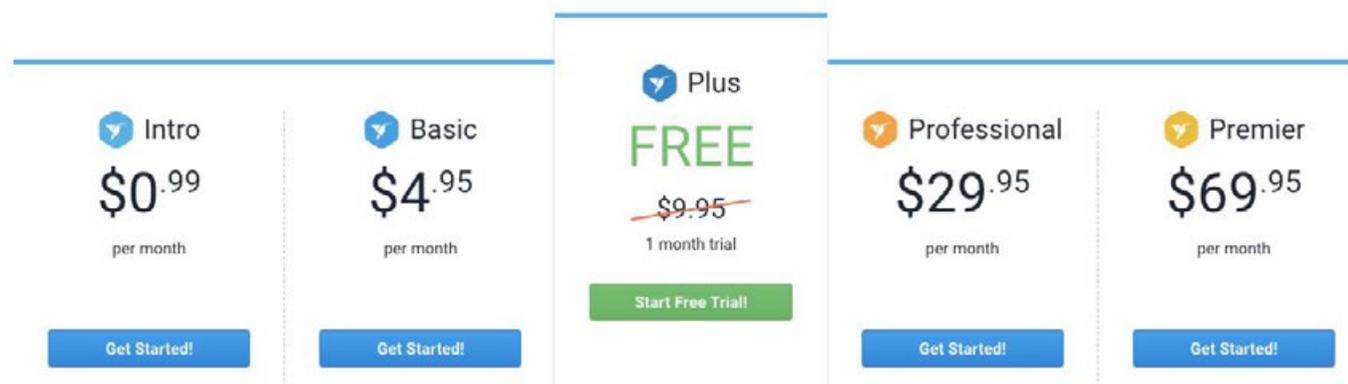
2. Based on the value of project payments for projects that were posted in FY19.

3. Average amount paid per awarded project. Note that this number can continue to rise as further payments are made on these projects over time.

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

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

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](#)

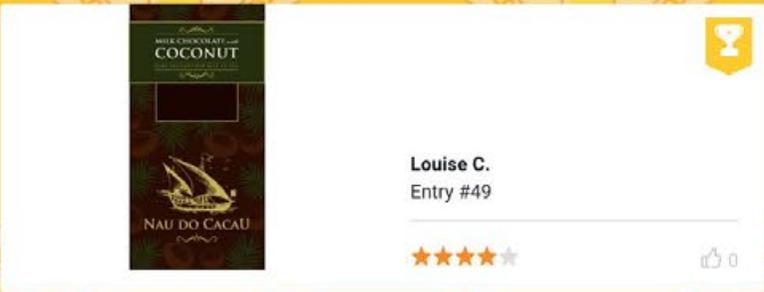
\$88.00 USD



Chocolate package (front) design

€100 EUR

Description **Entries**



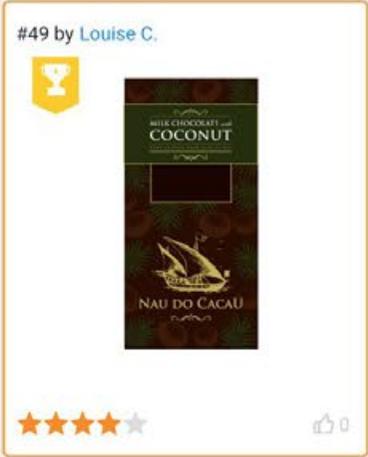
A winner has been chosen!

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. [winner icon] 

★★★★★
- #48 by Louise C. 

★★★★★
- #42 by Louise C. 

★★★★★
- #32 by Louise C. 

★★★★★
- #15 by Louise C. 

★★★★★
- #35 by Mihai B. 

★★★★★
- #43 by ghiehzact 

★★★★★
- #40 by Kelvin Ng 

★★★★★



This Packaging Design cost

€100

Contests

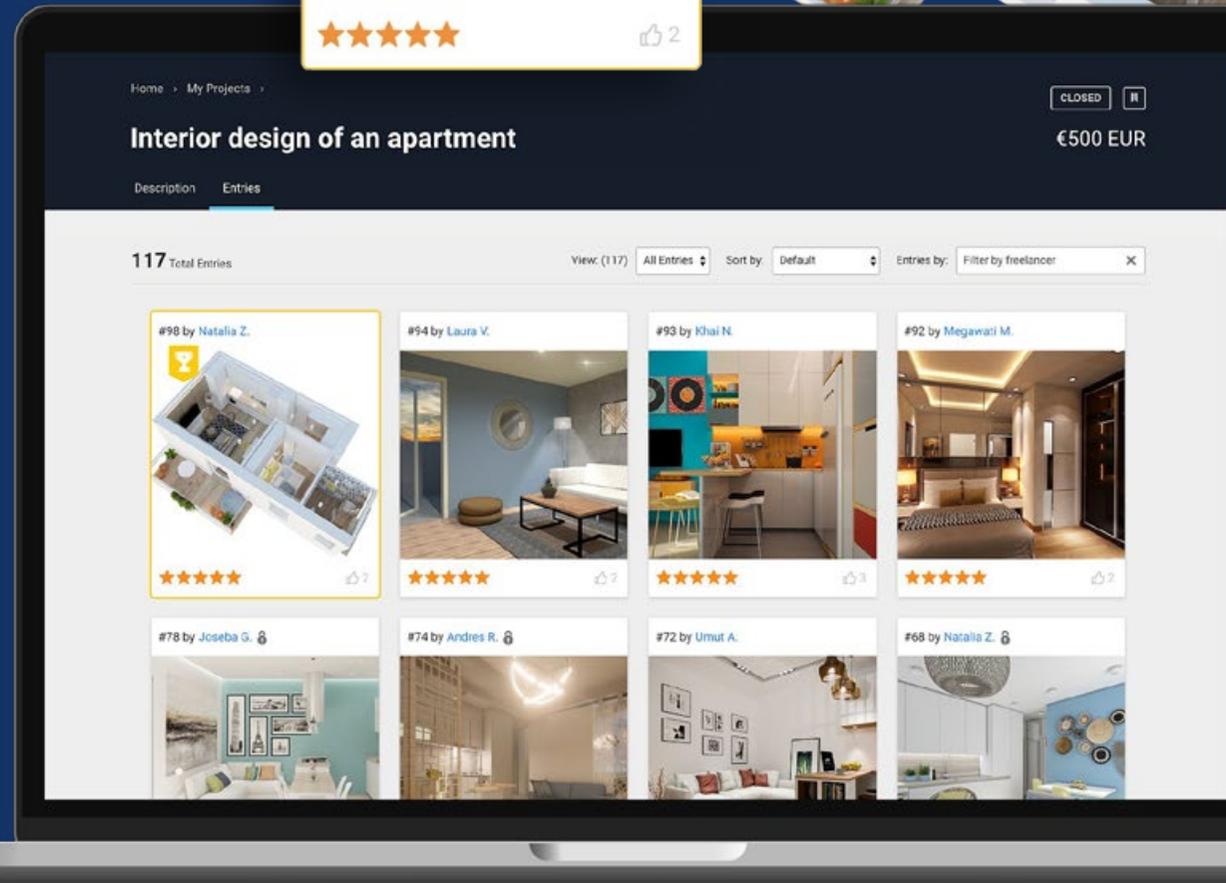
Get the perfect design by crowdsourcing your ideas to millions of freelancers

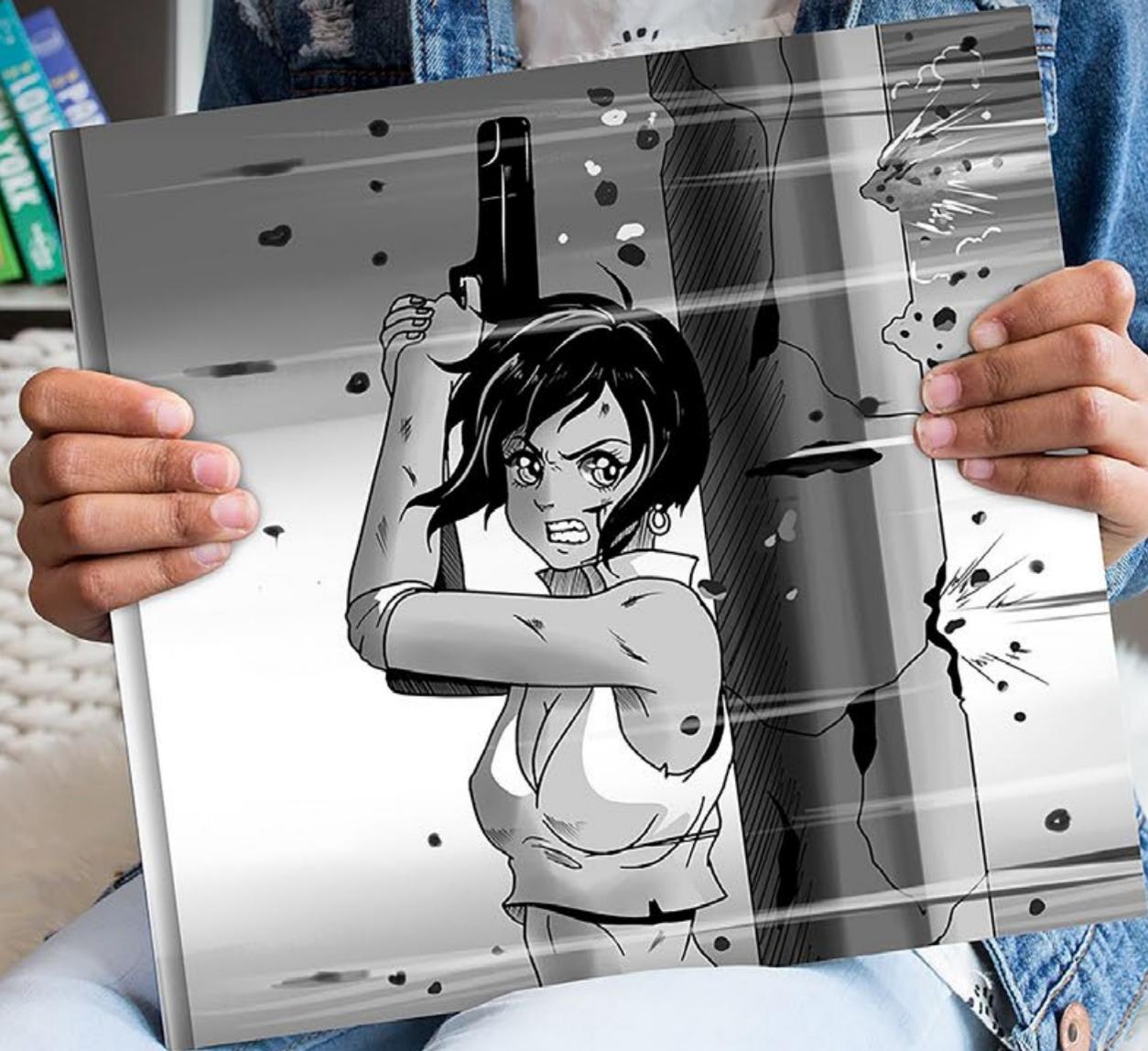
The larger the prize, the better the entries, and freelancers dynamically adapt their style to suit your feedback.

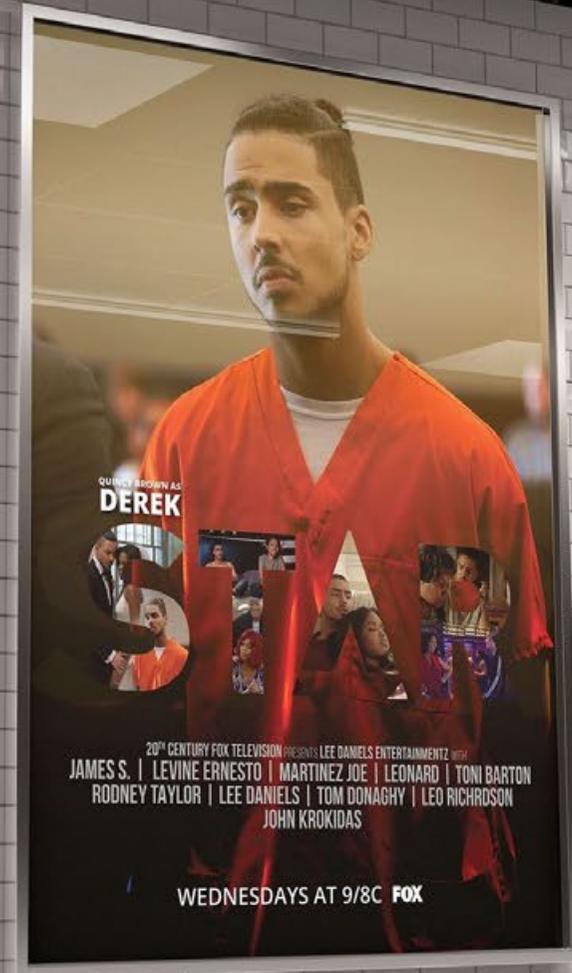
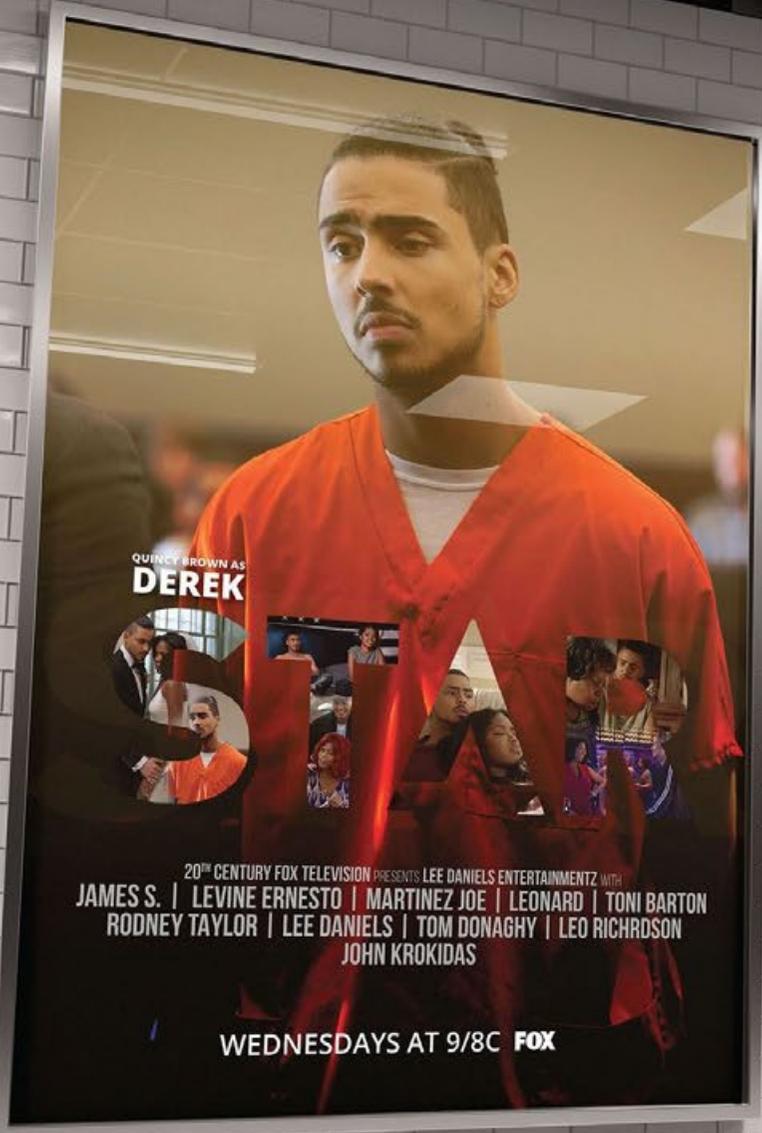
In 2019, over 50% of all contest winners earned a prize for the first time. Thousands have launched their freelancing career through contests.

70%
OF CONTESTS
RECEIVE
ENTRIES IN 1
HOUR

130
AVERAGE
ENTRIES PER
CONTEST









PUT ON FOR YOUR CITY



Login

I'M DONE



This Music App Design cost

\$100 USD




MAKO


MAKO

This **Logo Design** cost

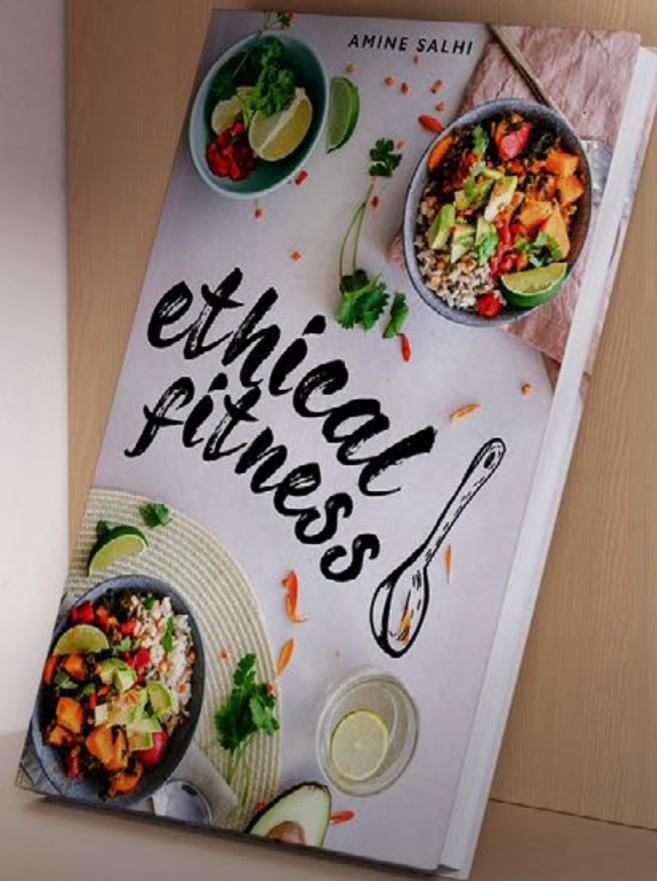
\$50





This Product Packaging Design cost

\$120 USD



This **Book Cover Design** cost

€150 EUR



First Floor

Ground Floor

Garage



This Architectural Design cost

\$1613



This 3D CAD Model of Radiation Heat Shielding for NASA cost

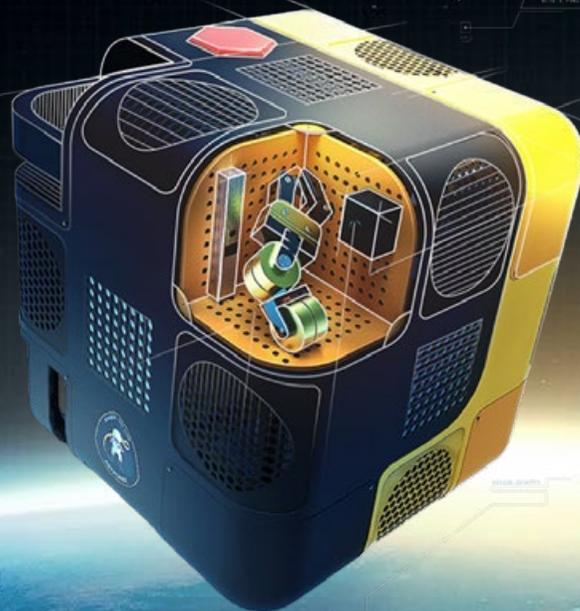
\$1000

We push the boundaries of human innovation

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.

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>



5165 FREELANCERS PARTICIPATING

127 COUNTRIES PARTICIPATING

9873 ENTRIES TO DATE



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>

NASA MOBILIZED 4,534 DESIGNERS
FOR 7,820 DESIGNS

Be the Uber of your industry.  **freelancer** enterprise

06986 B

OUTFRONT



AIRBUS

AEROSPACE CHALLENGES

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

<http://www.freelancer.com/airbus>





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>



Deloitte.

Tell us what you need done

Contact skilled resources within minutes. View profiles, past experiences and chat with them.

Choose a name for your task

Build me an application

Tell us more about your task

Describe what you need done clearly, with as many details as possible, without including client or firm sensitive or confidential information.

To launch my new startup I would need 1 talented developer to invest his time and motivation into building me an mobile application.

What skills are required?

We've detected the following skills to suit your project. Feel free to modify these choices to best suit your needs.

Mobile App Development x iPhone x Android x PHP x Website Design x

Where will this task be done?

My task can be done remotely

Task location

750 Gibson Street Apt. 153

[Detect My Location](#)

What type of project would you like to create?



Deloitte only

Your project is private and will be completed by a Deloitte professional.



External freelancers

Your project is publicly listed on Freelancer.com and will be completed by an external freelancer.

COMING SOON



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

ArrowPlus powered by Freelancer solves technology problems spanning consumer electronics, transportation, healthcare, industrial, Internet of Things (IoT), telecommunications, biomedical, cloud security, firmware, hardware, and connected products.



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

ARROW + **freelancer** Log In Sign Up

500,000+ Specialized Engineers On-Demand

Post a technology project or task and get matched with your engineer within 24 hours.

[Find an Engineer](#) [I am an Engineer](#)

Need engineering work done?

It's easy. Simply post a job you need completed and receive competition from engineers within minutes.

Whatever your needs, there will be engineers to get it done: from hardware design, firmware development, embedded systems, FPGA design, manufacturing, and BOM services (and a whole lot more).

With secure payments and thousands of reviewed professionals to choose from, freelancer.arrow.com is the simplest and safest way to get work done.

Reduce time to market and cost

Choose a name for your engineering project

i.MX6 based IoT Gateway

Tell us more about your project

Start with a bit about yourself or your engineering project, and include an overview of what you need done.

IoT gateway based on i.MX6 microprocessor. Must have connectivity to edge devices via WiFi and ZigBee PRO HA 1.2. Need to connect to WAN via Ethernet or WiFi. Must include Linux BSP. Support local display via HDMI. Include android and IOS application for control.

Where do you want to post your project?

Arrow
Post your project only on freelancer.arrow.com. Your project will be seen by engineers in the Arrow marketplace.

Arrow + Freelancer.com
Post your project on Freelancer.com and freelancer.arrow.com. Your project will be publically listed on the Freelancer and Arrow marketplace.

These details will be visible to Engineers.

ARROW FREELANCER
\$250 - \$750 AUD

i.MX6 based IoT Gateway
IoT gateway based on i.MX6 microprocessor. Must have connectivity to edge devices via WiFi and ZigBee PRO HA 1.2. Need to connect to WAN via Ethernet or WiFi. Must include Linux BSP. Support local display via HDMI. Include android and IOS application for control.

i.MX6 Zigbee BSP Mobile App

RECRUITER PRIVATE NDA

Task Arrow Certified Engineers or freelancers

SEND A PRIVATE MESSAGE

Contact InvisionOne About Your Work Opportunity

Hi InvisionOne, I noticed your profile and would like to offer you my project. We can discuss any details over chat.

My Budget (Minimum: \$10)

Set Fixed Price Set An Hourly Rate

USD \$ 20,000

[Hire InvisionOne](#)

By clicking the button, you have read and agree to our Terms & Conditions and Privacy Policy.

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





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/>

SPONSORED BY





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 Enterprise update

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

- In FY19 we have signed MSAs with major brands in the technology, aerospace, telecommunications, field services, professional services, advertising, defense and healthcare industries.
- In 2H19 we launched Deloitte MyGigs, a talent marketplace to enable Deloitte consultants globally to more efficiently match skills with opportunities and provide greater visibility into projects and resource needs. Over 8,000 users are currently on the platform.
- In 4Q19 Airbus launched an internal platform that was built with our API. They are rolling out the platform out initially with the Helicopter division, before trialing with the Commercial and Defense groups.
- We have pilots already underway for field services in multiple countries in telecommunications and technology.
- We continue to build out the sales team globally.
- ~40% of engineering is on enterprise.



Freelancer Statistics

Freelancer is changing lives around the world, whether it be for entrepreneurs, small businesses or large organizations. We provide easy access to talented freelancers from all around the world, who offer a wide range of services at competitive prices.

41m+

**TOTAL
REGISTERED
USERS**

17m+

**TOTAL JOBS
POSTED**

83%

**PROJECTS
RECEIVE BIDS IN
UNDER 60
SECONDS**

45

**AVERAGE
BIDS PER
PROJECT**

Mobile

Work with thousands of highly-skilled freelancers from all over the world, from the convenience of your mobile device.

5.4m

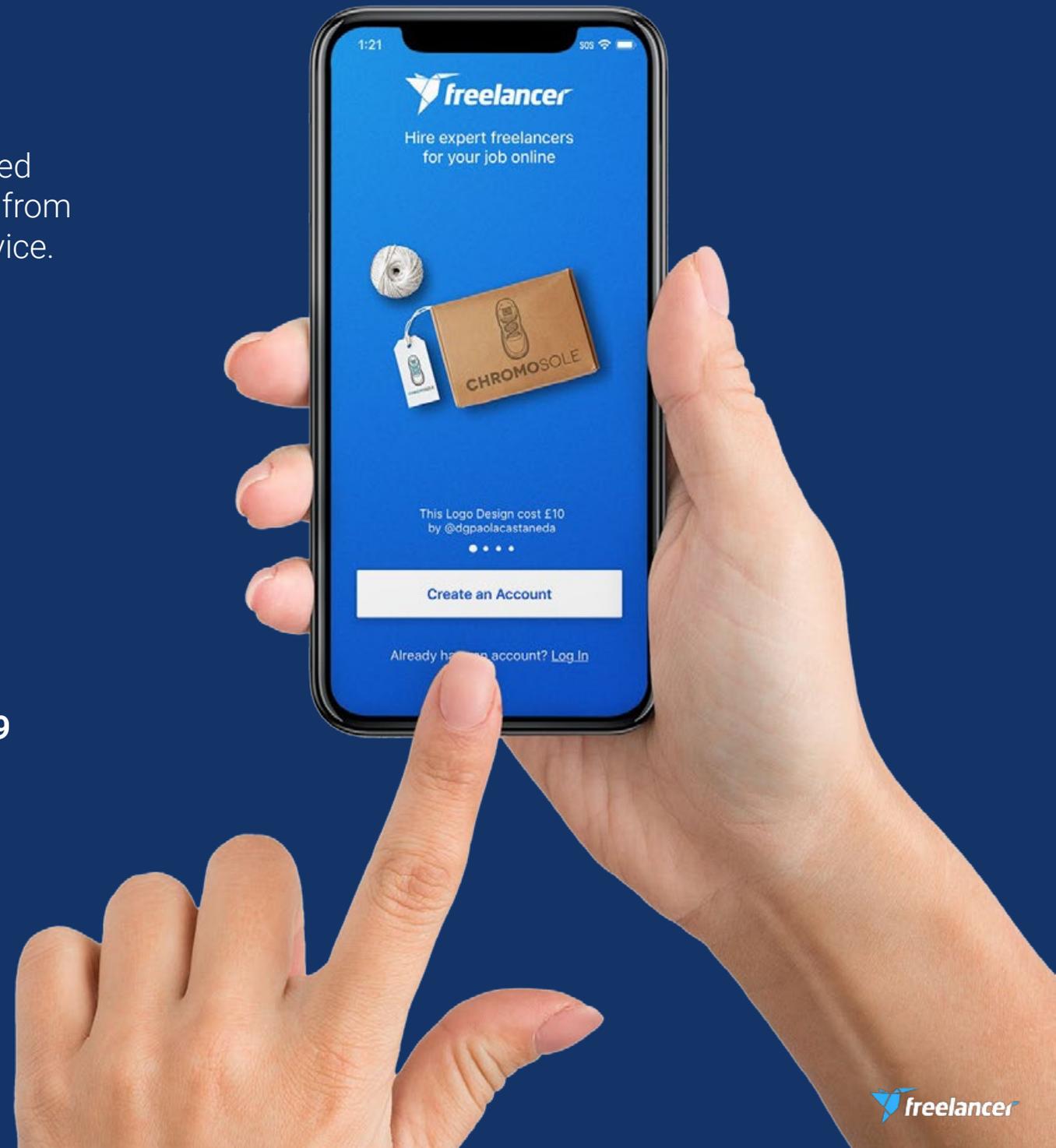
APP DOWNLOADS, 1.6M in FY19
(up 38% on pcp)

204k

WEEKLY ACTIVE USERS, DEC 2019
(up 55% on pcp)

67%

OF REVENUE FROM USERS
THAT TOUCH MOBILE



Recruiter

Our elite team operates 24x7 to help you work with the top 1% of our talent.

“Now, I sit on my 10 hectares of subtropical South American paradise and write - websites, SEO blogs, company profiles. I am part of something bigger than myself.

And Freelancer really did change my life. I have a reason to get up every morning!”

Melody Wright

Creative Writing
Manabi, Ecuador



5.0/5.0 rating, 319 reviews



30%

**GROWTH IN
RECRUITER
PROJECTS IN
FY19**

33%

**GROWTH IN
PREFERRED
TALENT IN
FY19**

Freelancer API

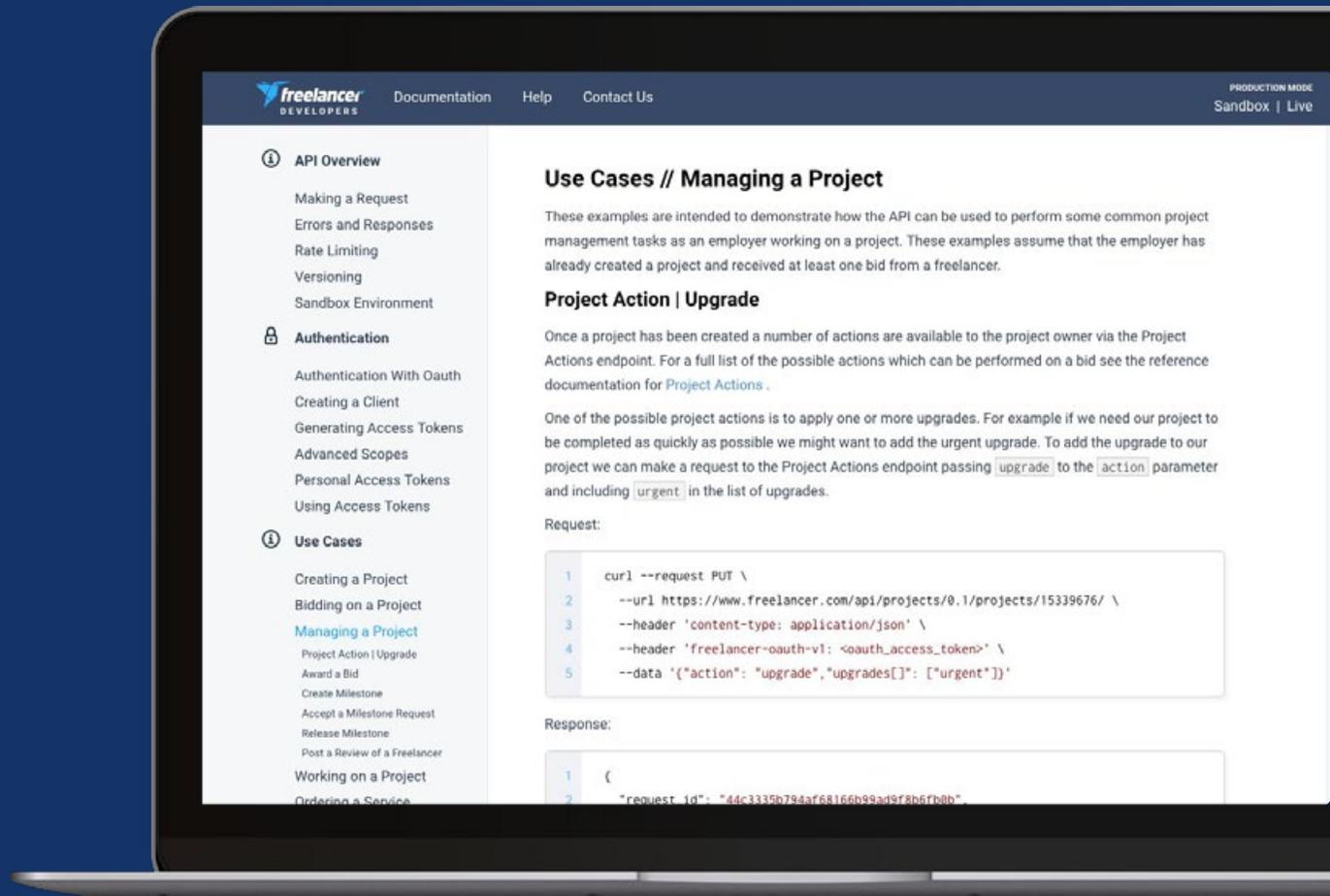
Freelancer is a game-changer for entrepreneurs, small businesses, and large organisations. We provide easy access to talented freelancers from all around the world, who offer a wide range of services at competitive prices.

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.

The screenshot displays the Freelancer website interface. At the top, the navigation bar includes 'freelancer', 'Hire Freelancers', 'Work', 'My Projects', 'Help', and a search bar. The main heading is 'Pickup and deliver large furniture'. Below this, there are tabs for 'Bids', 'Management', 'Tasklist', 'Project Details', 'Upgrades', and 'Files'. The 'Project Description' section states: 'Looking for someone to help me pickup and deliver several large furniture pieces from Central London to Harrow. I have 3 large wardrobes, 8 dining chairs, 1 dining table, 2 leather couches and 1 recliner.' The 'Location' section shows a map of London, United Kingdom, with a blue dot indicating the current location. Below the map, there is a 'Location Activity' section with a detailed map showing a route from Central London to Harrow. A table below the map shows the activity log:

START TIME	END TIME	DURATION
Wednesday 18th July 3:53am	Wednesday 18th July 4:53am	01h 00m 03s

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 Aprtix.



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

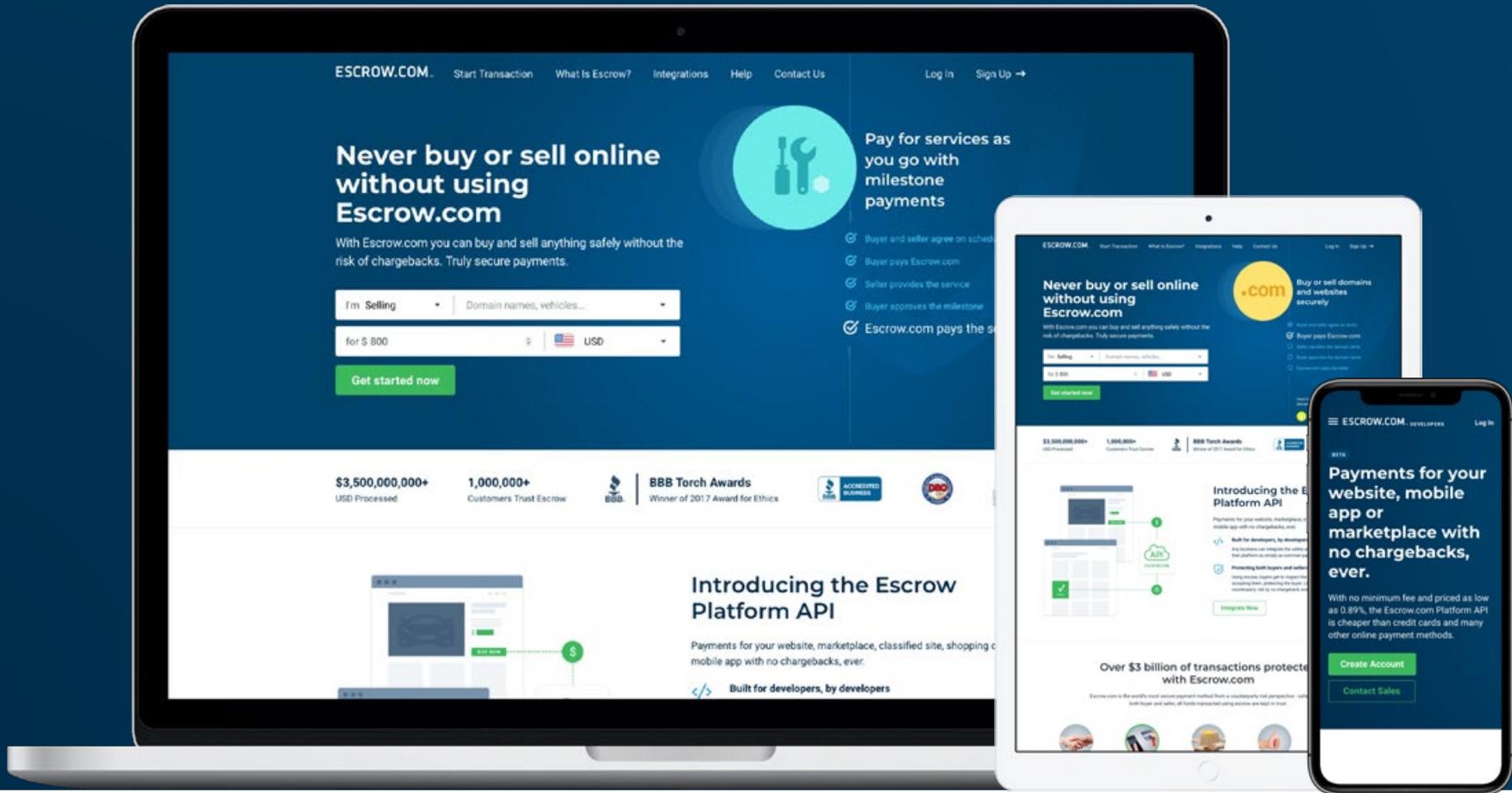
Most Innovative Communications Team of the Year

The Asia-Pacific Stevie Awards 2019



Freelancer Limited

ESCROW.COM



Online payments that powers the world's trade. Inspect goods & services before releasing funds.

OVER US\$4,300,000,000 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

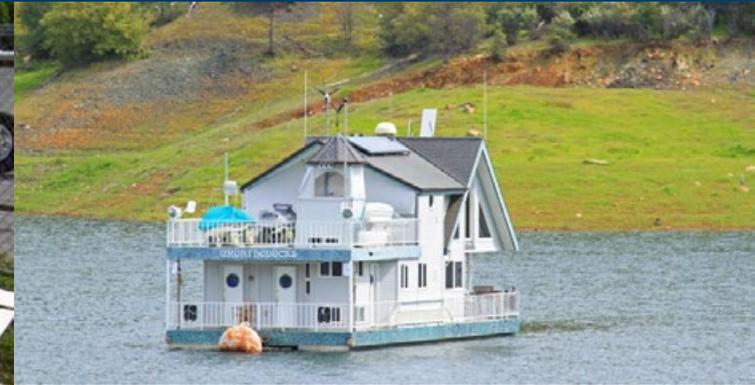
Escrow.com secures transactions from \$100 to \$100,000,000 USD, EUR, CAD, AUD support (GBP soon)



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

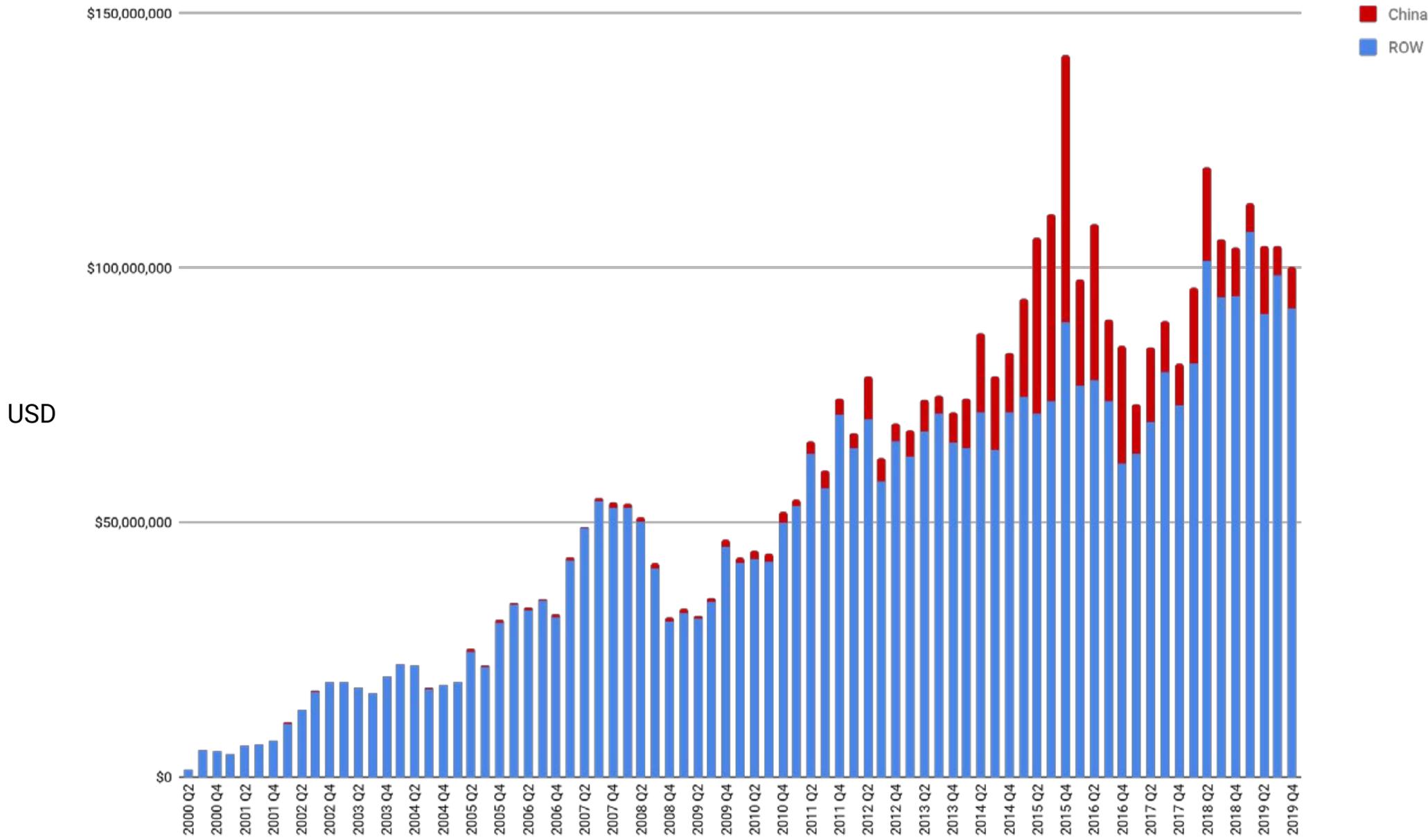


2004 Fountain 38 LX securely sold through Escrow.com



Escrow.com quarterly GPV

Gross Payment Volume for 4Q19 was \$146.6m, and for FY19 \$606.3m (up 6.2% on pcp, unaudited).



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

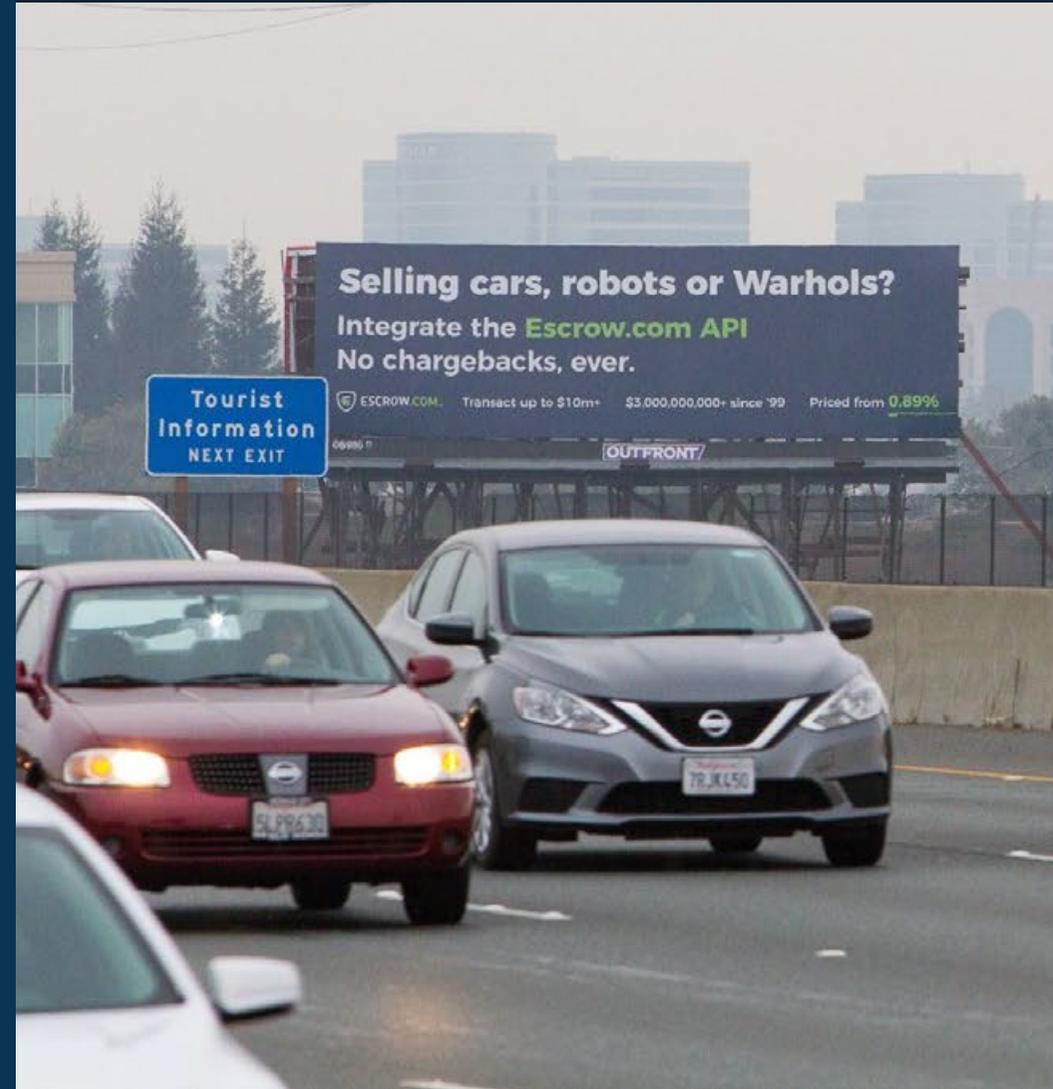
Escrow.com solves trust problem

- 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)

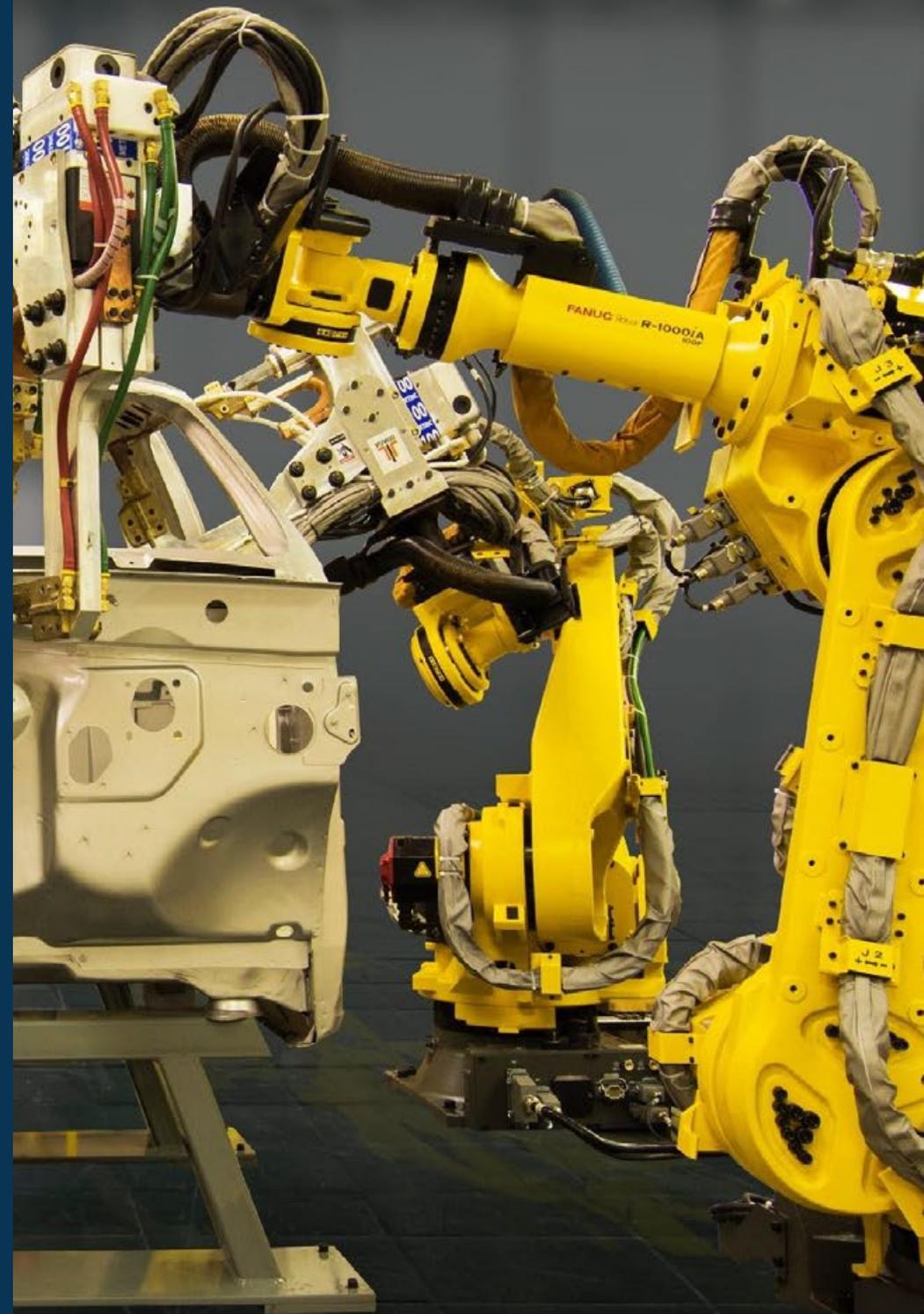
Industrial, network, construction & heavy equipment sold through [Escrow.com](https://www.escrow.com)

Transact beyond the local area to a global market

Sellers access more buyers, buyers access more sellers

[Escrow.com](https://www.escrow.com) makes it easier to agree to larger contracts

FANUC M710iC Industrial Robots securely sold through [Escrow.com](https://www.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](https://www.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](https://www.escrow.com)





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

Escrow.com is where the Internet is bought and sold



Brander Group Inc.



INANA Group



Hilco IP Services, LLC dba
Hilco Streambank



DigitalOcean Holdings, Inc.



Hetzner Online GmbH

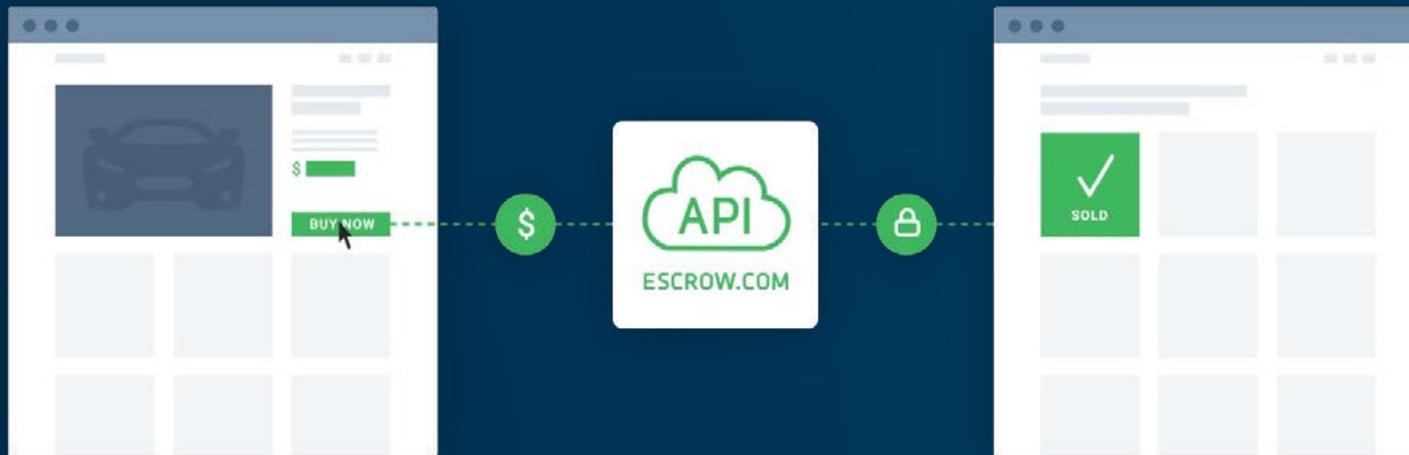


BRENAC EURL

Escrow.com is where IPv4
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'. The left sidebar contains a menu with categories: 'GETTING STARTED', 'DASHBOARD', 'My Integrations', 'API' (selected), 'BUTTONS', 'REFERRAL LINKS', and 'Support'. Under 'API', there are links for 'API Keys' and 'Webhooks'. Under 'Support', there is an 'API DOCUMENTATION' section with links for 'API Basics', 'Create a customer', 'Create a transaction', and 'Fetch transaction details'. The main content area shows a cURL command and its JSON payload. The cURL command is: `% curl "https://api.escrow.com/2017-09-01/transaction" \`
`-X POST \`
`-u "email-address:your-password" \`
`-H "Content-Type: application/json" \`
`-d '`
`{`
 `"parties": [`
 `{`
 `"role": "buyer",`
 `"customer": "me"`
 `},`
 `{`
 `"role": "seller",`
 `"customer": "scott@escrow.com"`
 `}`
 `],`
 `"currency": "usd",`
 `"description": "1962 Fender Stratocaster",`
 `"items": [`
 `{`
 `"title": "1962 Fender Stratocaster",`
 `"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 image displays two screenshots from the Escrow.com website. The top screenshot shows the 'Make Offer for 2008 BMW 328xi' form. It includes fields for 'YOUR EMAIL ADDRESS' (filled with 'brow@gmail.com'), 'YOUR PHONE NUMBER (OPTIONAL)', 'YOUR OFFER TO SELLER' (set to '\$ 33700'), and a 'MESSAGE TO SELLER (OPTIONAL)' field. A green 'Submit Offer' button is prominent. Below the form is a 'DON'T WANT?' link. The bottom screenshot shows the 'Offers for 2008 BMW 328xi' page. It features a table with one offer from 'Mr. Jack Brown' for '33000'. To the right of the offer details, there are two buttons: 'Accept Offer' and 'Make Counteroffer'. A dashed green line connects the 'Submit Offer' button in the top screenshot to the 'Accept Offer' button in the bottom screenshot. At the bottom center, there is a circular logo with a shield and the letter 'E'.

Shopify Exchange

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

The screenshot displays the Shopify Exchange website interface. At the top, there is a navigation bar with links for EXCHANGE, NEW LISTINGS, CATEGORIES, RESOURCES, and BLOG, along with a search bar and buttons for 'Sell your business' and 'Log out'. The main heading reads 'Fuel your business ambitions' with the Shopify logo. Below this, there are filter buttons for Price, Revenue, Age, Business Type, and Industry. The section 'Established stores for sale' features four business listings, each with a thumbnail image, business name, website URL, location, and financial metrics (Revenue, Traffic, Profit, Inventory Value) with a pink price tag at the bottom.

Business Name	Website	Location	Revenue (USD)*	Traffic*	Profit (USD)*	Inventory Value (USD)	Price
eSportsChairs.com - A Gaming C...	www.esportschairs.com	North Carolina	\$35.31k	9.47k	\$8k	-	\$550,000 USD
ONLINEPRESALES	www.onlinepresales.com	Arizona	\$77.33k	94.77k	\$10k	-	\$55,000 USD
CraftsNinja (Multi-Million Dollar ...)	www.craftsninja.net	Gifts and collectibles	\$68.07k	89.52k	\$44.9k	\$30k	\$79,000 USD
fourth.world	fourthworldexchange.com	California	\$65.54k	95.45k	\$50k	-	\$80,000 USD

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

The screenshot displays the BestCarFinder website interface. At the top, there is a navigation bar with links for 'Cars for Sale', 'New Cars', 'Sell My Car', 'Best Deal', 'What's My Car Worth?', 'Saved Listings', 'Saved Searches', and 'Sign In'. The main content area features a 'BEST BUY' banner for a Nintendo Switch console, followed by a '2006 Ford GT' listing. The car is described as 'For Sale by Owner in Prairieville, LA' and is priced at \$100,000. A 'Best Deal Score' of 72 is shown, indicating it is '\$80,101 below market'. The listing information includes: Price (\$100,000), Mileage (10,000 miles), Body Type (Coupe), Doors (Two Doors), Engine (8 Cylinder), Transmission (Manual), Drive Train (Rear-Wheel Drive), Exterior Color (Blue), Interior Color (Black), and Condition (Excellent). A 'Seller Comments' section states: 'Car is in perfect working condition. Nice driver. Mileage is right at 10000.' The 'Vehicle Features' section lists: Air Conditioning, CD Player, Driver Air Bag, Passenger Air Bag, and Power Windows. A 'Contact the Seller' form is provided, including fields for First Name, Last Name, Email, Location (ZIP), and Phone, along with a message box and checkboxes for availability, negotiability, and test drive scheduling. A 'lendingtree Personal Loans' section is also visible, with a 'How much do you need?' field set to \$15,000 and a 'Calculate Payment' button. The bottom of the page features social media sharing options and a disclaimer about BestCarFinder's Terms of Use and Privacy Policy.

Flippa.com uses Escrow.com to buy & sell businesses

One of the largest platform to buy and sell online businesses securely with Escrow.com

The screenshot shows the Flippa.com website interface. At the top, there is a navigation bar with the Flippa logo, a search bar containing "Search 3000+ websites, apps & businesses", a dropdown menu set to "All", a search icon, and links for "Valuation Tool", "Services", "Pricing", "Why Us", and "Sign In". A prominent orange "Start Selling" button is located on the right side of the navigation bar.

The main content area is divided into several sections:

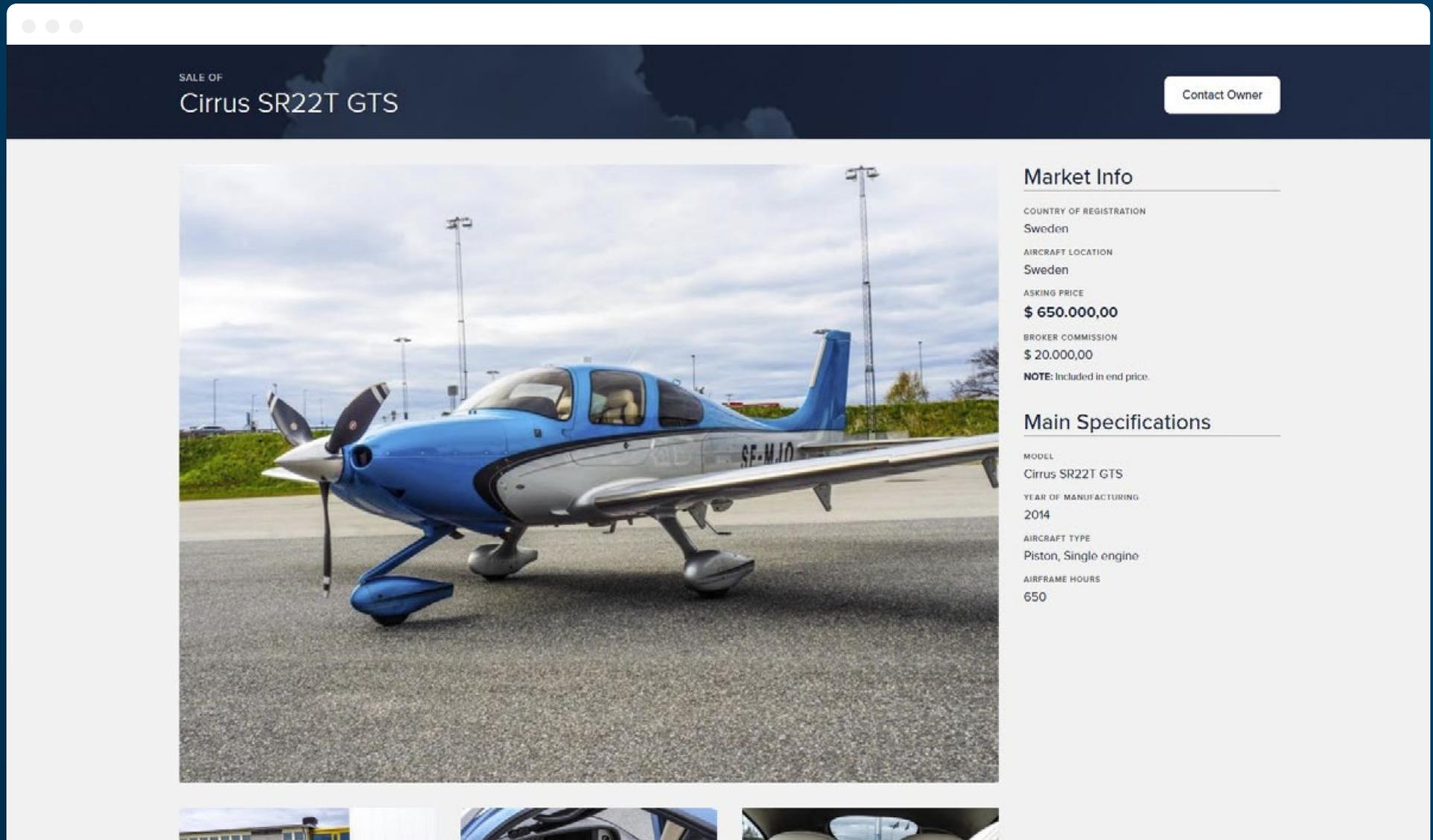
- Welcome to the Sales Completion Area:** This section includes a heading, a paragraph explaining that it is a place to communicate with the other party and organize the transfer of funds, files, and assets, and three links: "Contact Support", "Dispute Sale", and "Leave Feedback".
- Flippa in partnership with Escrow.com:** This section features a heading, a price tag of "US\$300", a green checkmark icon, the text "Submit funds into secure Escrow Account", and a button labeled "Start with ESCROW.COM".
- Discussion with Seller:** This section shows a profile for "Marcos Alcantara" with a profile picture, a 0% positive feedback rating, and a total of 5 transactions worth \$25,200.

On the right side of the page, there are two additional sections:

- Due Diligence:** A section explaining that Flippa is not responsible for the contents of listings and that buyers are responsible for performing due diligence.
- Documents:** A section explaining that Flippa strongly recommends a written contract and provides a "Letter of Offer Template" and a "Sale Agreement Template" for use by buyers and sellers.

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



The screenshot shows a web page for the sale of a Cirrus SR22T GTS aircraft. The page features a large image of the aircraft on a tarmac, with smaller inset images below showing the engine and interior. The listing includes a 'Contact Owner' button and detailed market and specification information.

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

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

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



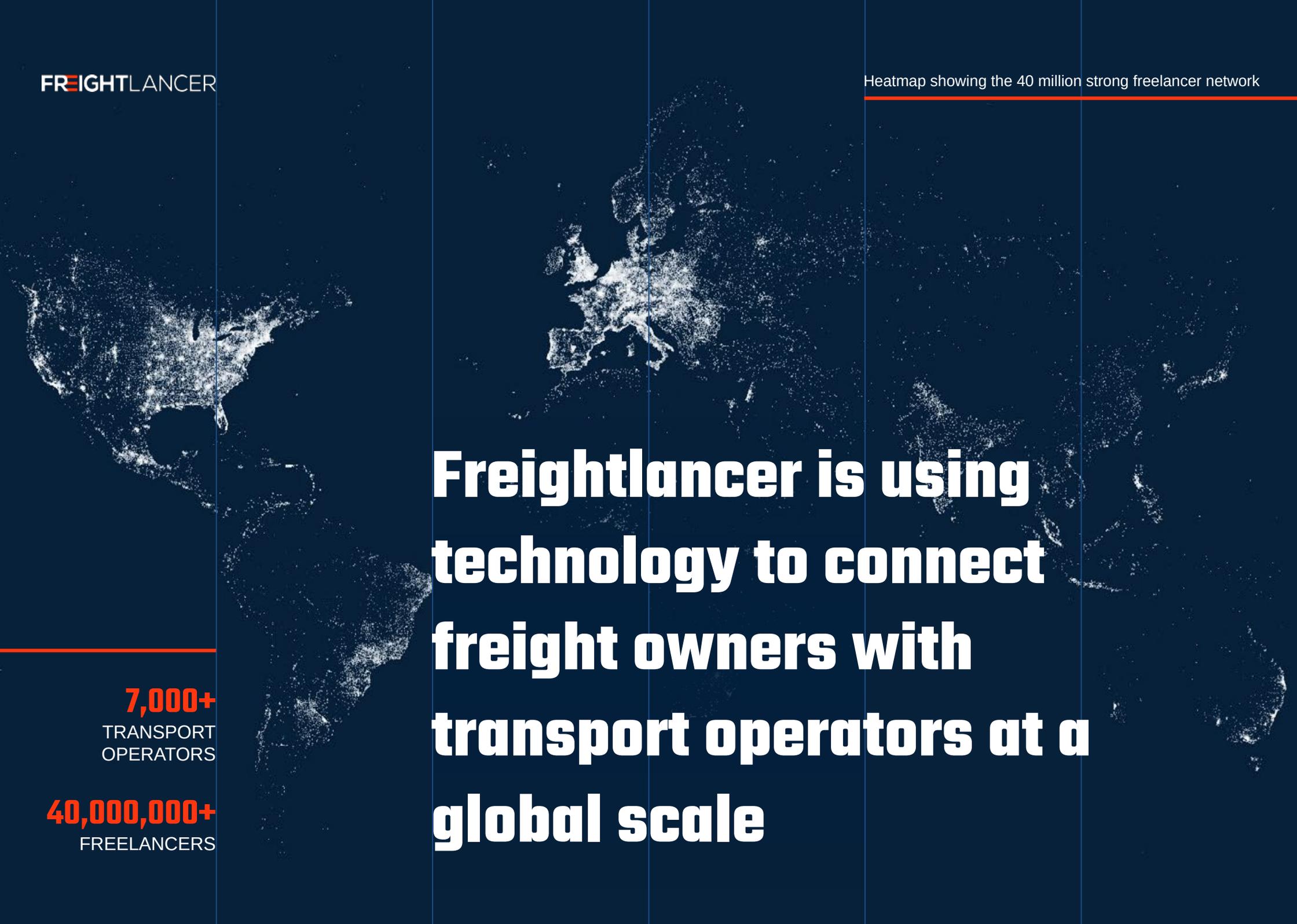
Honorable Mention
X-Factor Award

Anthill Cool Company
Awards 2016



FREIGHTLINER

Freight anything, anywhere

A world map with a heatmap overlay showing the density of a 40 million strong freelancer network. The map is dark blue with white and light blue dots representing network activity. The density is highest in North America and Europe, with significant activity also visible in Asia and South America. The map is divided into vertical panels by thin blue lines.

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

7,000+
TRANSPORT
OPERATORS

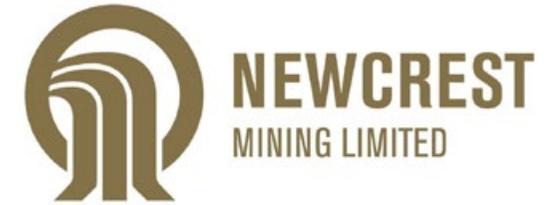
40,000,000+
FREELANCERS



Rental Equipment You Can Depend On

Customers using Freightlancer

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

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

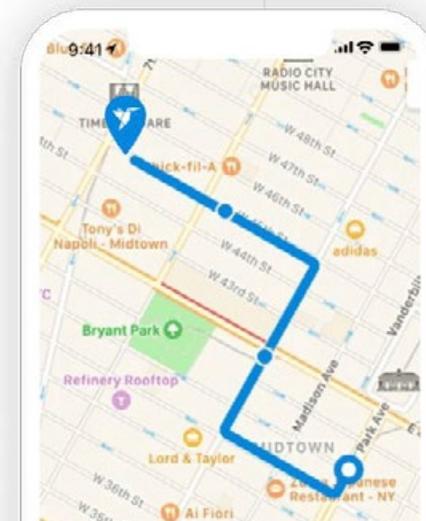


Industrial

- 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



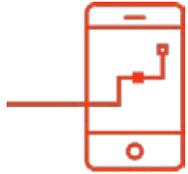


CAT 793 Body transported under pilot and police escort using Freightlancer

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



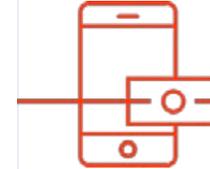
Live tracking while your cargo is on the move

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

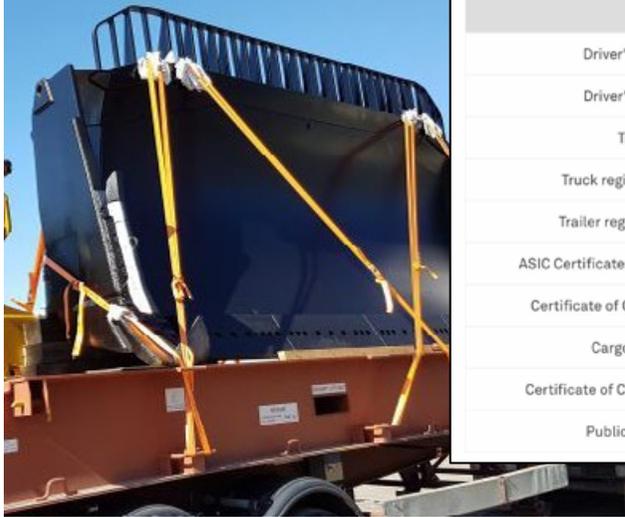
Keep in contact with the operator to coordinate collections and deliveries.



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.

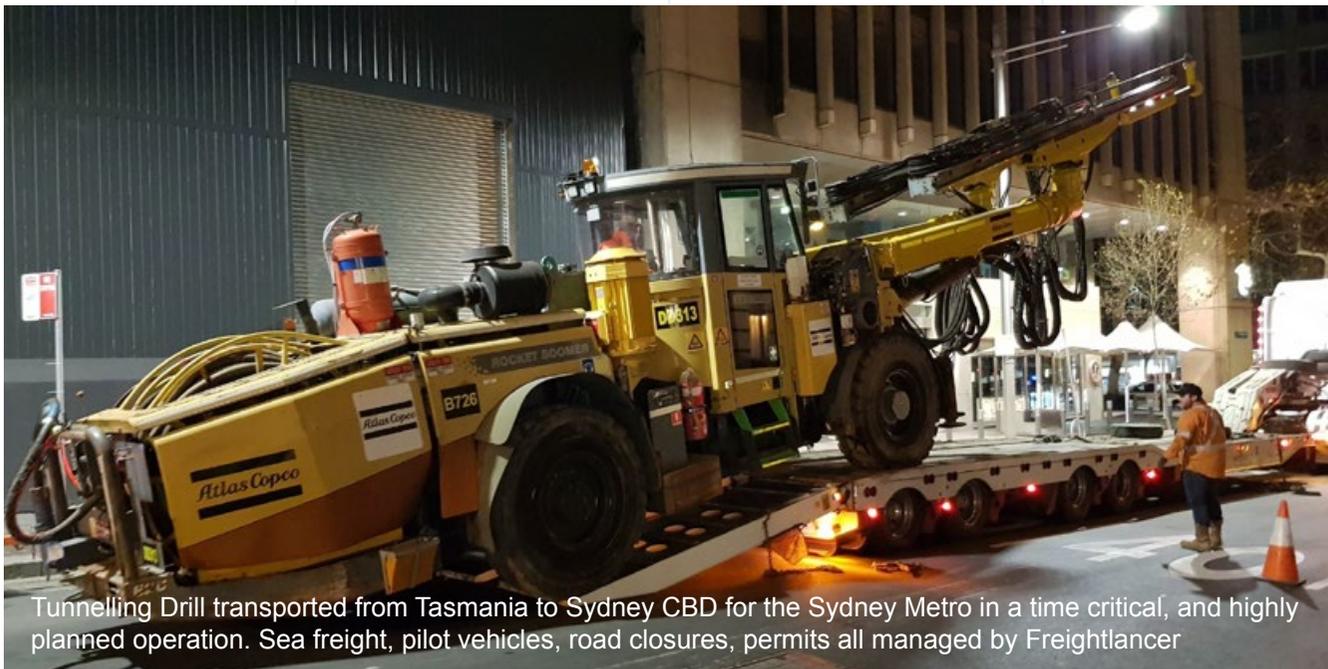
Infrastructure / Construction

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

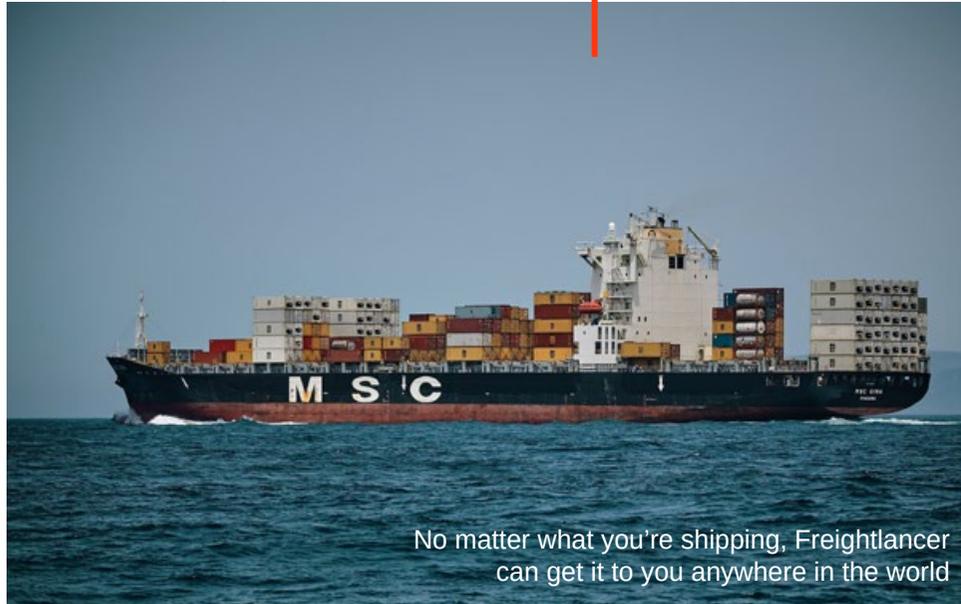
International Shipping

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 Freelancer 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 40,000,000 freelancers via Freelancer.com.



Testimonials

“We’ve been using Freightlancer for a few years now, this service provided is second to none, the team is great and always accommodating

– Benjamin Carter, Redpath Mining



“ The Freightlancer team have been fantastic. I'd recommend Freightlancer to anyone, it's changed the way I move freight and it works for me.”

– Jordy Dickerson, Assets Manager
EMS Group



Leadership Team



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).



Aidan McCartan
General Manager

Aidan is an all-round Logistics Professional and brings over 12 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.



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 Aprifix.



Mike Ni
Head of Product

Mike has built and scaled multiple products for global markets ranging from consumer goods to large telco operators. He has over 10 years seasoned experiences in software and network engineering. Certified by PMI and Engineering Australia, Mike is an active member in digitization and disruptive innovation field in APAC area. As a ex-BCG consultant, Mike has successfully helped many multinationals to rejuvenate their businesses with 10x growths.



Nigel Aubin
National Sales Manager

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+

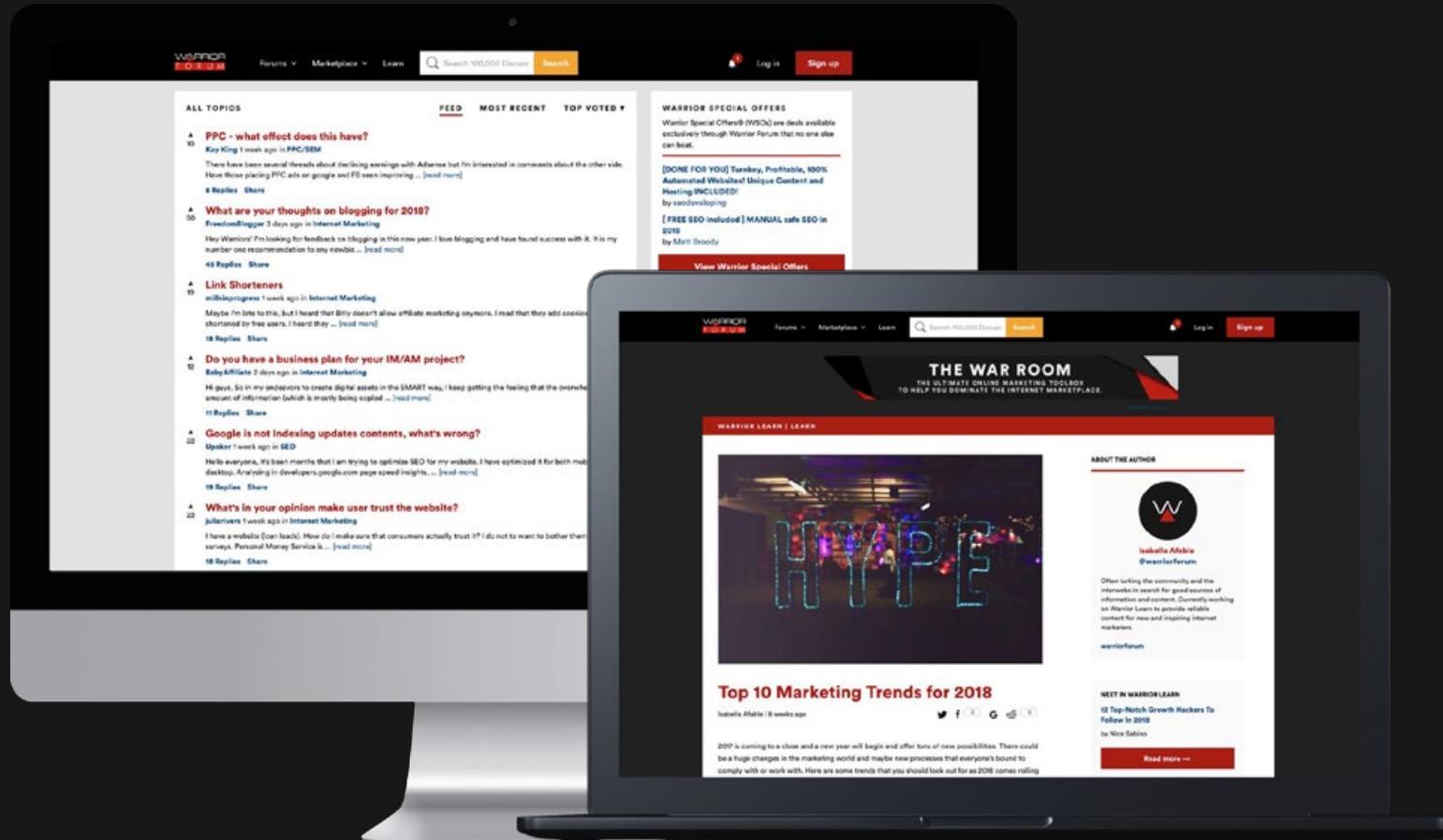
MERCHANT SHIPS WORLDWIDE

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



STARTCON



PITCH FOR \$1 MILLION



**AUSTRALASIAN
STARTUP AWARDS**

\$1M USD

**PRIZE GLOBAL
COMPETITION**

4000+

ATTENDEES

55+

**INTERNATIONAL
& DOMESTIC
SPEAKERS**

5 STAGES

2 DAYS

4TH ANNUAL

**AWARDS
CEREMONY**



Freelancer Limited

HOW BIG IS THE MARKET?

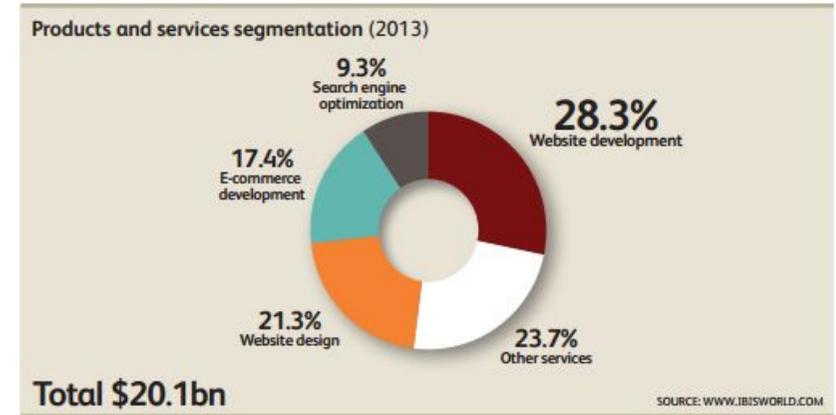
“160 million jobs, or about 11% of the projected 1.46 billion services jobs worldwide, could in theory be carried out remotely, barring any constraints in supply”*

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

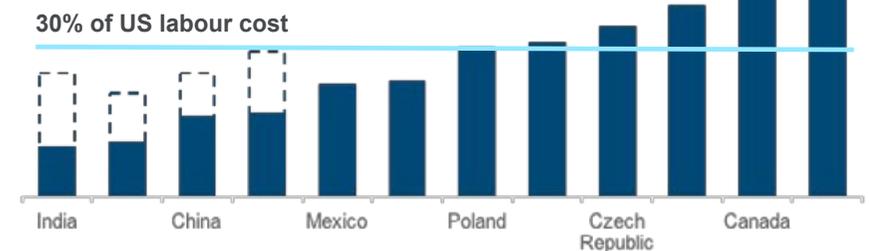
Estimated demand for Web Design services (mid-high OECD)

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 $(96+28)/28 = c.4.4x$ larger than the US market



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

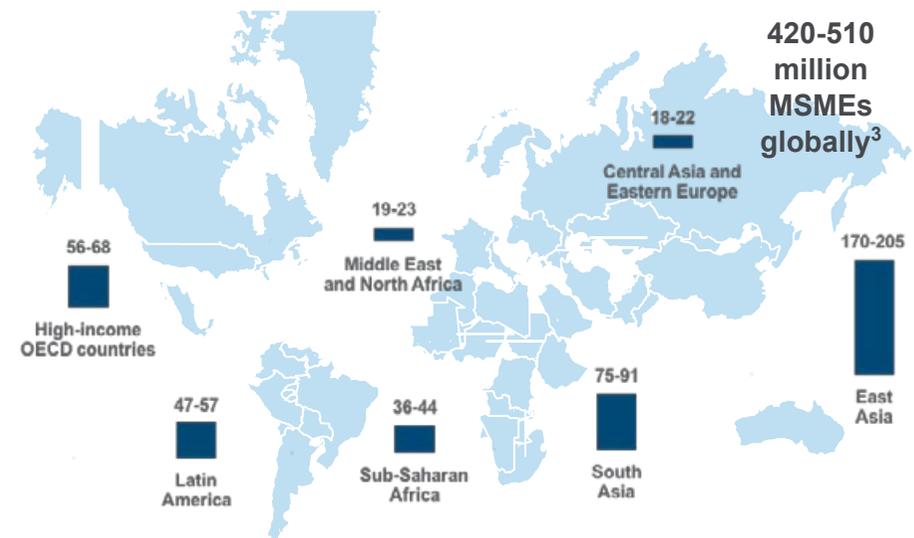


1. IBISWorld, "Web Design Services in the US" (August, 2013).
2. McKinsey Global Institute, "The Emerging Global Labor Market: Part III: How Supply and Demand for Offshore Talent Meet" (June, 2005).
3. Based on 28m SMEs in the US, 96m MSMEs outside the US in mid-high income OECD countries.
4. Based on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



				
2019/TTM Revenue	US\$10.9 billion	US\$281 billion	US\$64 billion	A\$58 million
2018 GMV/GPV	US\$94.6 billion	US\$258 billion ²	US\$547 billion ⁴	A\$181 million
2019 Users	182 million active buyers	310 million active buyers	552 million active buyers	41 million total users
Geography	Global	Global	Predominantly China	Global

Source: Company reports, Bloomberg, Statista, Nasdaq.

1 TTM 12 Months revenue

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

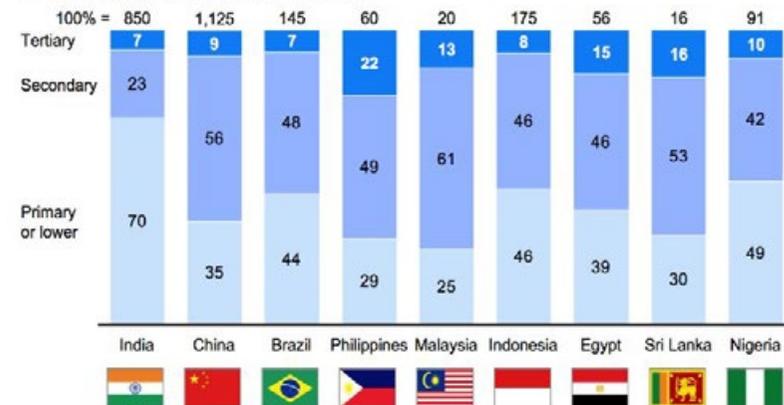
- 2019 global working age population: 4.8 billion, labour force: 3.5 billion¹

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 4.8 billion working age in the developing world:
 - 46% have a secondary education²
 - 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. World Bank <https://data.worldbank.org/indicator/SL.TLF.TOTL.IN>
 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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