



27 February 2024

# Freelancer Limited

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## FY23 Financial Results Presentation



**Matt Barrie**  
Chief Executive Officer

ASX: FLN  
OTCQX: FLNCF

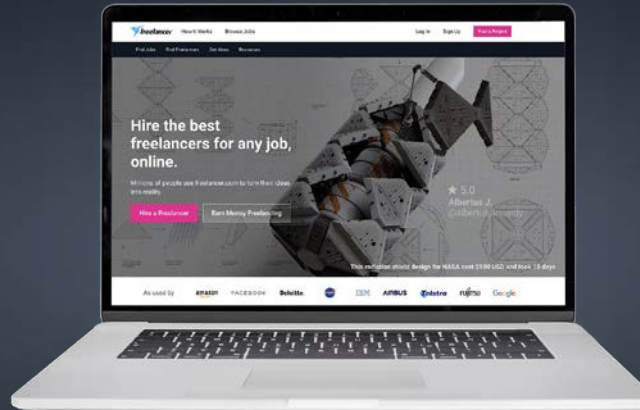
[investor@freelancer.com](mailto:investor@freelancer.com)



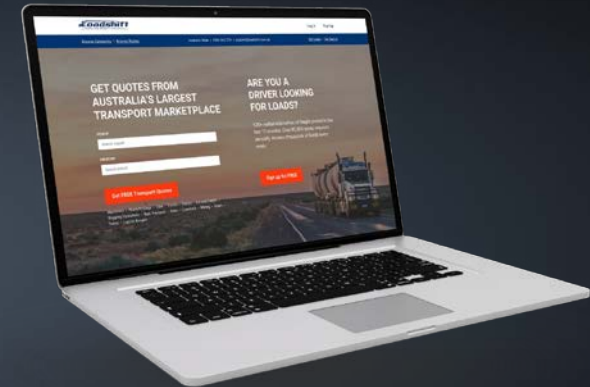
# Powering the world's entrepreneurs & commerce



#1 for Secure Online Payments  
over US\$7 billion in transactions  
secured



#1 Online Services Marketplace  
over US\$5 billion in jobs awarded



#1 Online Freight Marketplace  
in Australia, over 750 million km  
in freight posted

Freelancer Limited  
ASX: FLN, OTCQX: FLNCF

Freelancer Limited

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# FY23 Results







# Freelancer Group Results for FY23

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- **Freelancer Limited** delivers Gross Marketplace Volume (GMV) in FY23 of \$1,020.7 million (down 4.8% on pcp):
  - Freelancer GMV \$132.1m up 2.9% on pcp
  - Escrow GMV of \$888.6m, down 5.8% on pcp
- **Revenue \$53.3m** (down 4.1% on pcp):
  - Freelancer revenue \$44.2m down 2.8% on pcp
  - Escrow revenue \$9.1m down 9.9% on pcp
- Significant turnaround in profitability on pcp: NPAT \$0.2m vs \$(5.2m) in pcp
- Escrow division profitable for FY23. Freelancer division effectively breakeven.
- Operating cash flow for FY23 was \$1.9 million (FY22: -\$4.2 million).
- Cash & equivalents Dec 31 of \$21.2 million, down 9.4% on FY22.

GMV represents the underlying transaction value between third parties which is the basis for Freelancer's revenue, i.e. the value of services performed (Freelancer); goods shipped (Loadshift) or goods / services exchanged (Escrow).



# Group Gross Payment Volume (GPV) FY23

Group GPV of \$1,074.0m (down 4.7% on pcp)

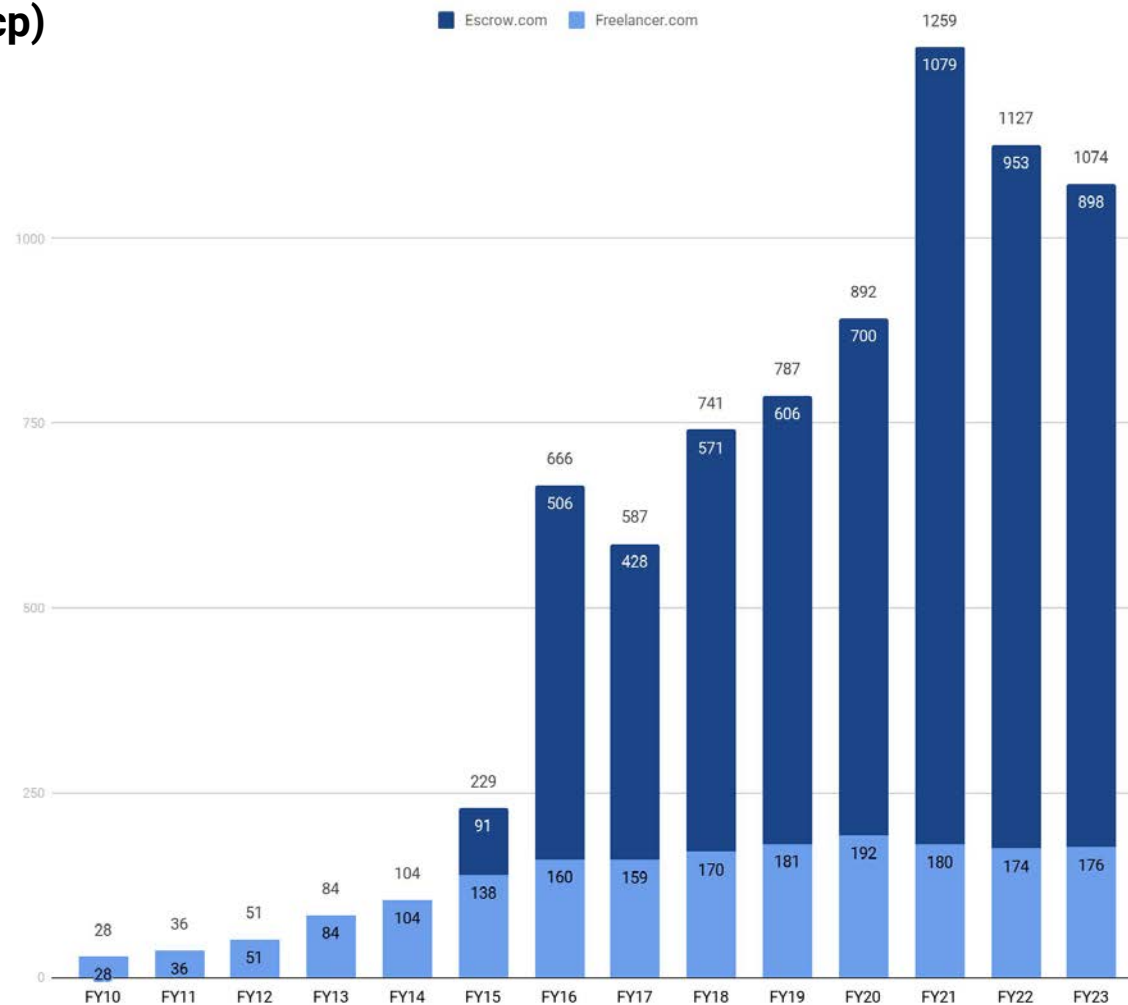
## Freelancer

GPV \$176.3m down 1% on pcp

## Escrow

GPV \$897.7m, down 5.9% on pcp

~74% of group revenue is USD, 7% AUD



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.

# Net revenue FY23

**Group Revenue \$53.3m (down 4.1% on pcp)**

## Group

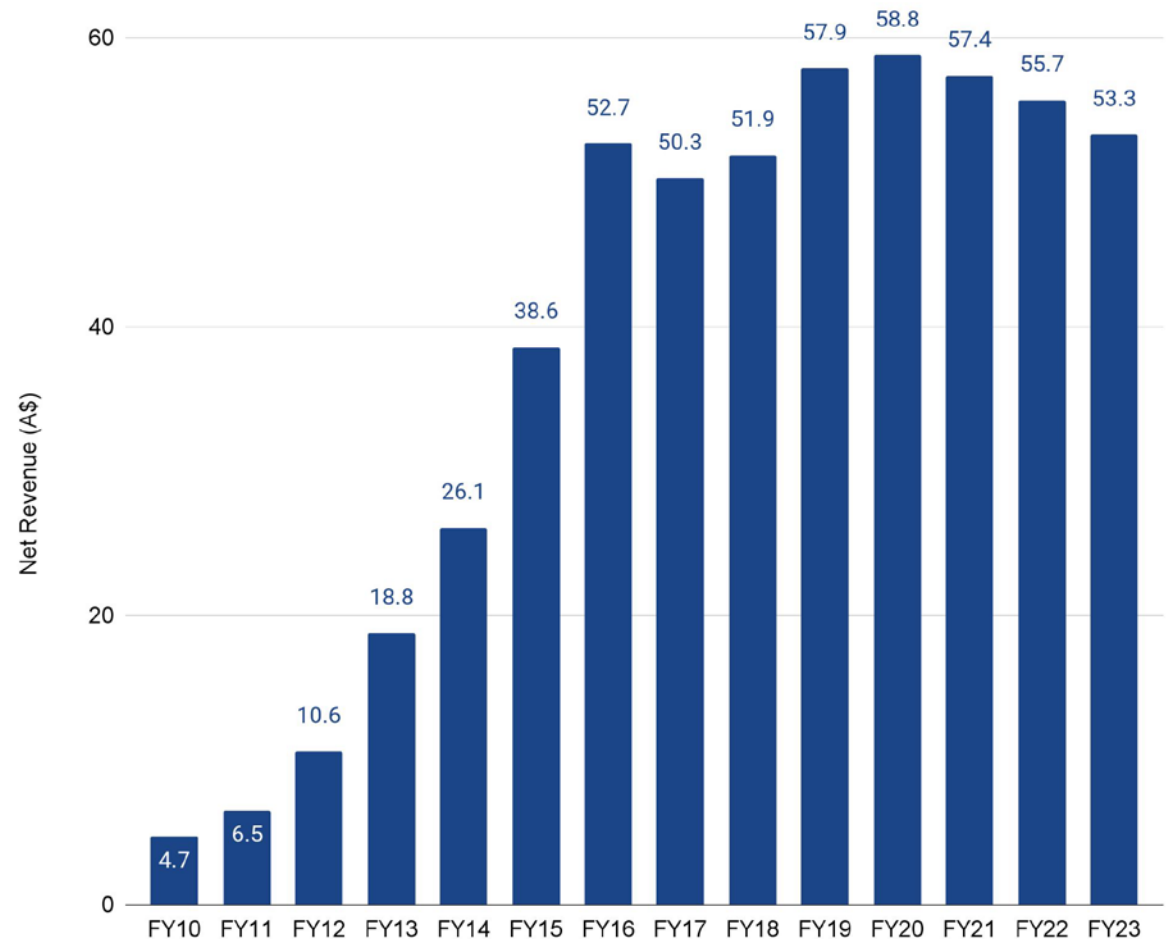
- Group revenue ~74% USD, 7% AUD
- Gross margin remains high at 83%

## Freelancer

- Freelancer revenue \$44.2m, down 2.8%
- Commissions 13% since FY10

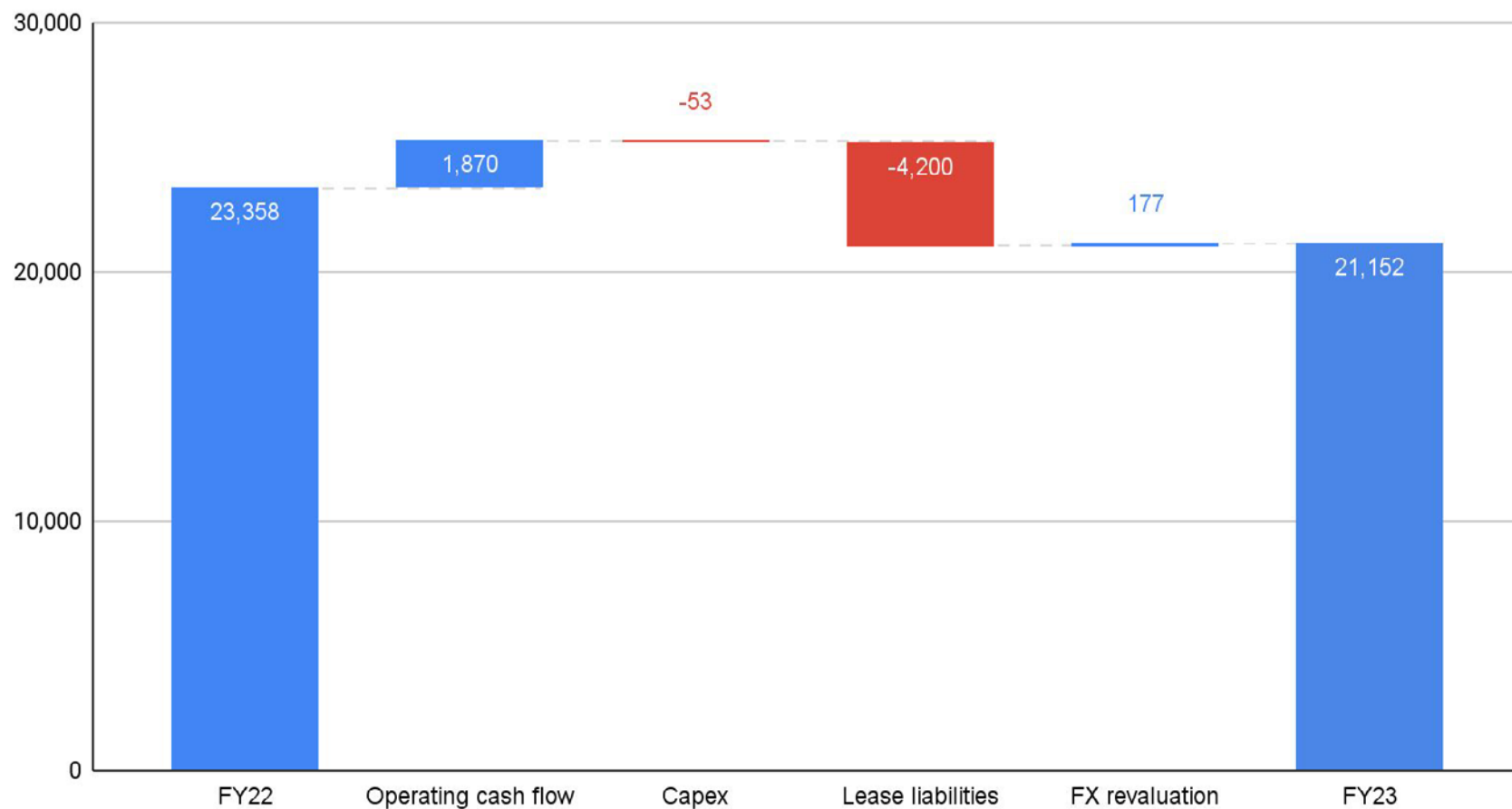
## Escrow

- Revenue \$9.1m, down 9.9% on pcp
- Escrow blended take rate ~1.00%



# Cash flow profile FY23

Cash & cash equivalents at \$21.2 million at 31 December 2023





# Summary profit & loss statement FY23

## Significant operating EBITDA turnaround - effectively breakeven for FY23

- Group FY23 NPAT \$0.2m vs \$(5.3m) in pcp. NPAT turnaround primarily due to significant cost efficiencies extracted across the business:
  - Costs down \$8.8m per annum
  - Marketing down 36% and profitability up 81% due to improved LTV predictor
- Escrow division profitable for FY23. Core marketplace and Loadshift achieved an effective breakeven position
- Ongoing strategies to improve revenue growth and continue cost optimisation continue with, objective is to ensure sustained level of positive operating EBITDA.

### Notes

- ❖ Operating earnings are exclusive of non-cash share based payments expense of \$115k in FY23 and \$159k in FY22.
- ❖ Net of employee expenses attributable to cost of sales.
- ❖ Occupancy costs adjusted to include depreciation of \$4.5m (FY22: \$4.2m) and finance costs of \$1.7m (FY22: \$2.0m) relating to property leases and deducting sublease rental income of \$1.8m (FY22: \$1.8m).
- ❖ Depreciation and amortisation expense of \$274k in FY23 and \$292k in FY22. Excludes depreciation arising from AASB16 leases.

(A\$m) 1 Jan - 31 Dec	FY23 Actual	FY22 Actual	Change
<b>Net Revenue</b>	<b>53.3</b>	55.7	-4.1%
<b>Gross Profit</b>	<b>44.2</b>	46.9	-5.7%
<i>Gross margin (%)</i>	<b>83.0%</b>	84.3%	-1.6%
Other income	<b>0.3</b>	0.2	n/m
Employee expenses	<b>(21.4)</b>	(27.3)	-22%
Administrative expenses	<b>(11.8)</b>	(11.6)	+1%
Marketing related expenses	<b>(5.5)</b>	(8.6)	-36%
Occupancy costs	<b>(5.0)</b>	(4.9)	+2%
FX losses	<b>(0.2)</b>	(1.3)	-82%
Share-based payment expense	<b>(0.1)</b>	(0.2)	n/m
<b>EBITDA</b>	<b>0.5</b>	(6.7)	n/m
<b>EBIT</b>	<b>0.3</b>	(7.0)	n/m
<b>NPAT</b>	<b>0.2</b>	(5.4)	n/m
<b>Excluding share-based payments expense</b>			
<b>EBITDA</b>	<b>0.6</b>	(6.6)	n/m
<b>EBIT</b>	<b>0.4</b>	(6.9)	n/m
<b>NPAT</b>	<b>0.3</b>	(5.3)	n/m

# Summary balance sheet FY23

- Cash & equivalents at end of FY23 \$21.2m (-9% on pcg), no net debt.
- Trade and other receivables includes receivables from various payment gateways in relation to partially completed transactions
- Trade and other payables includes user obligations (user balances and milestone payments held on balance sheet).

- ❖ Deferred tax assets reflected net of Deferred tax assets of \$11.5m and Deferred tax liabilities of \$(3.4m).
- ❖ Reserves include non controlling interest in Loadshift Group.

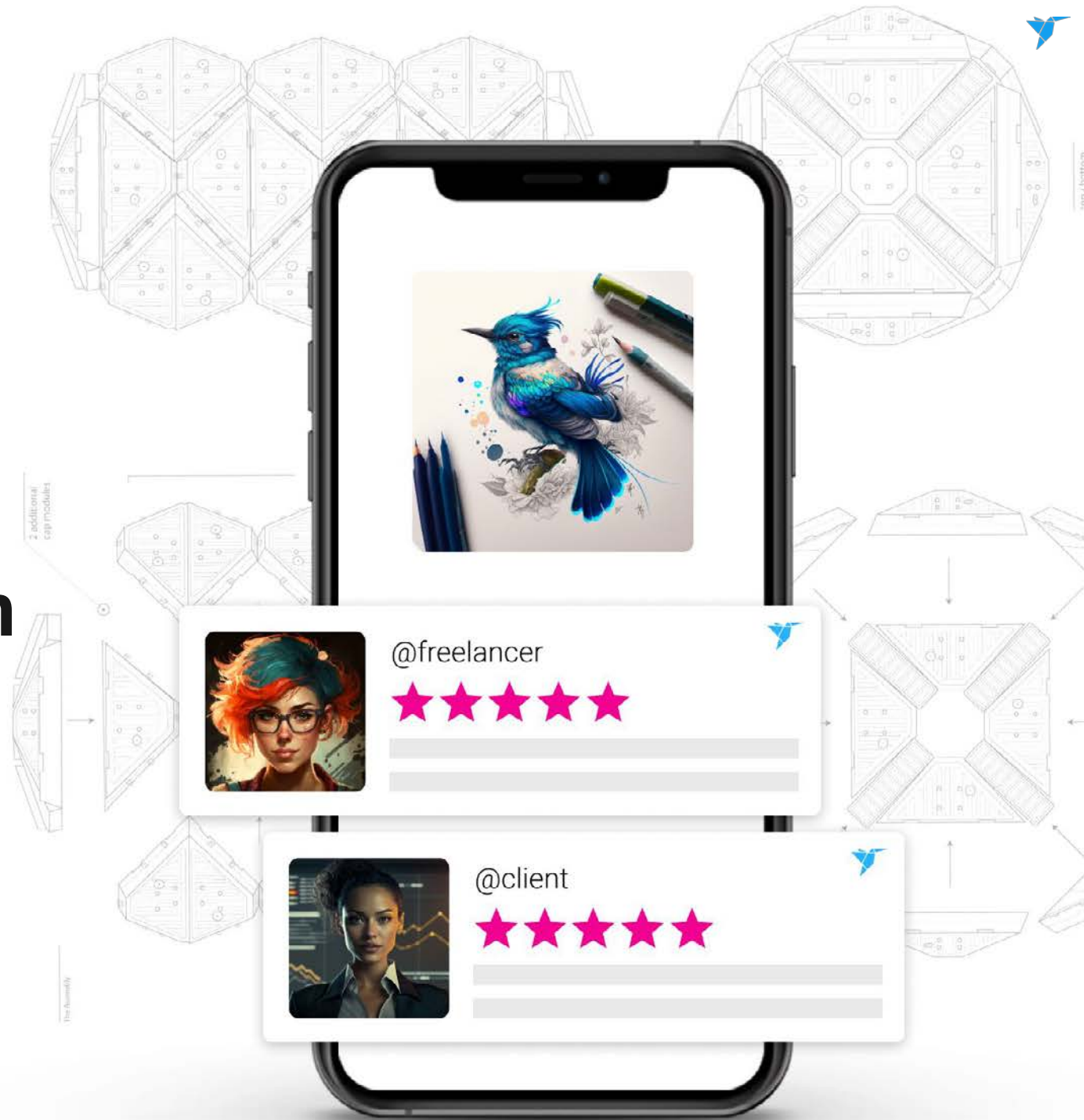
(A\$m) 30 June 2022	FY23 Actual	FY22 Actual	Change
Cash and cash equivalents	21.2	23.4	-9%
Trade and other receivables	4.7	5.6	-17%
Other assets	3.5	3.1	+14%
Plant and equipment	0.3	0.5	n/m
Intangibles	34.1	34.1	-
Right of Use Asset	13.5	17.8	-24%
Deferred tax assets (net)	8.1	7.9	+2%
<b>Total assets</b>	<b>85.3</b>	92.4	-8%
Trade and other payables	36.7	39.6	-8%
Lease Liabilities	17.0	21.1	-19%
Other liabilities	4.8	5.1	-6%
<b>Total liabilities</b>	<b>58.5</b>	66.0	-11%
<b>Net assets</b>	<b>26.8</b>	26.5	-
Contributed equity	38.9	38.9	-
Reserves	5.0	5.0	-
Retained earnings	(17.1)	(17.4)	+2%
<b>Total equity</b>	<b>26.8</b>	26.5	-



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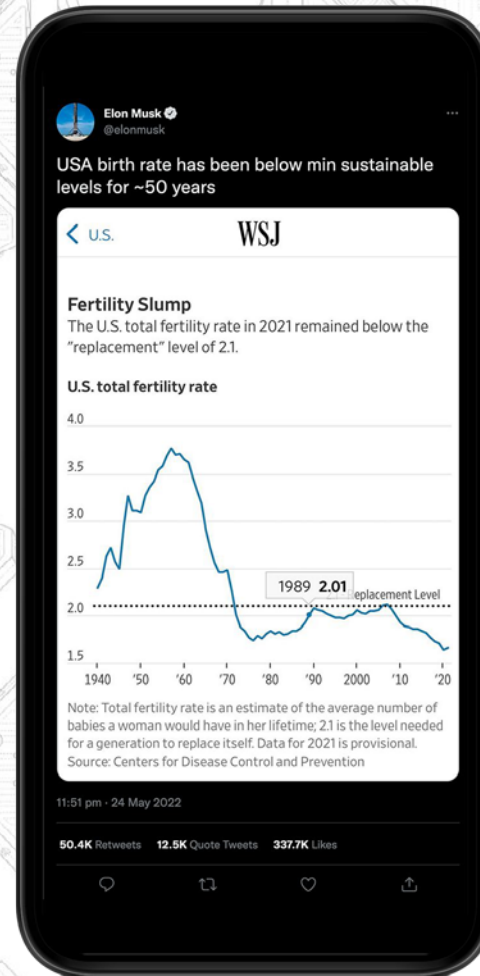
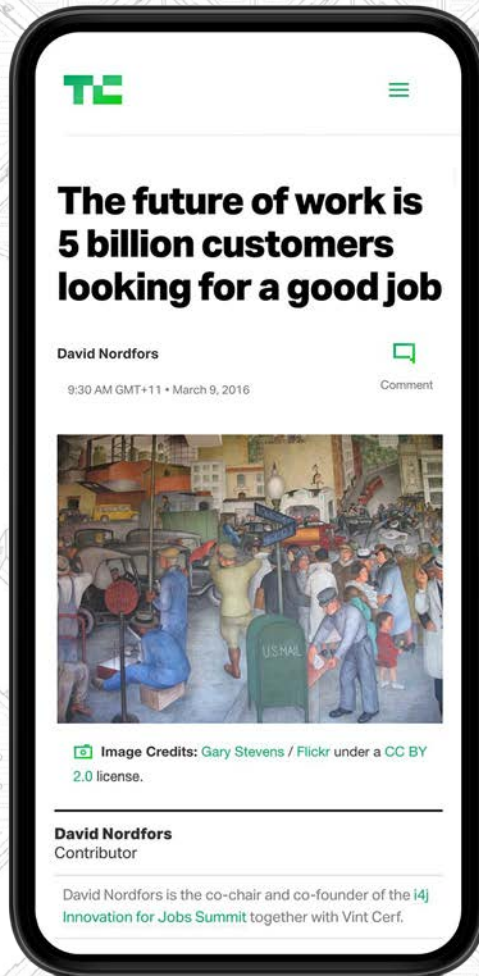
**Your partner in  
the new world  
of work.**







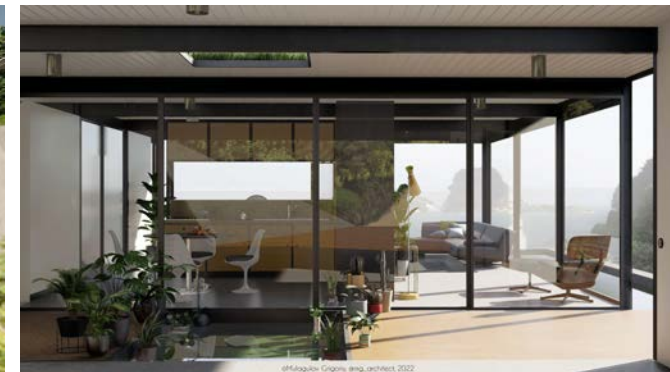
# Solving a trillion dollar problem.





# Make it real.

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



This concept design cost  
and took 6 days to make

**\$290 USD**



# Change lives.

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"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

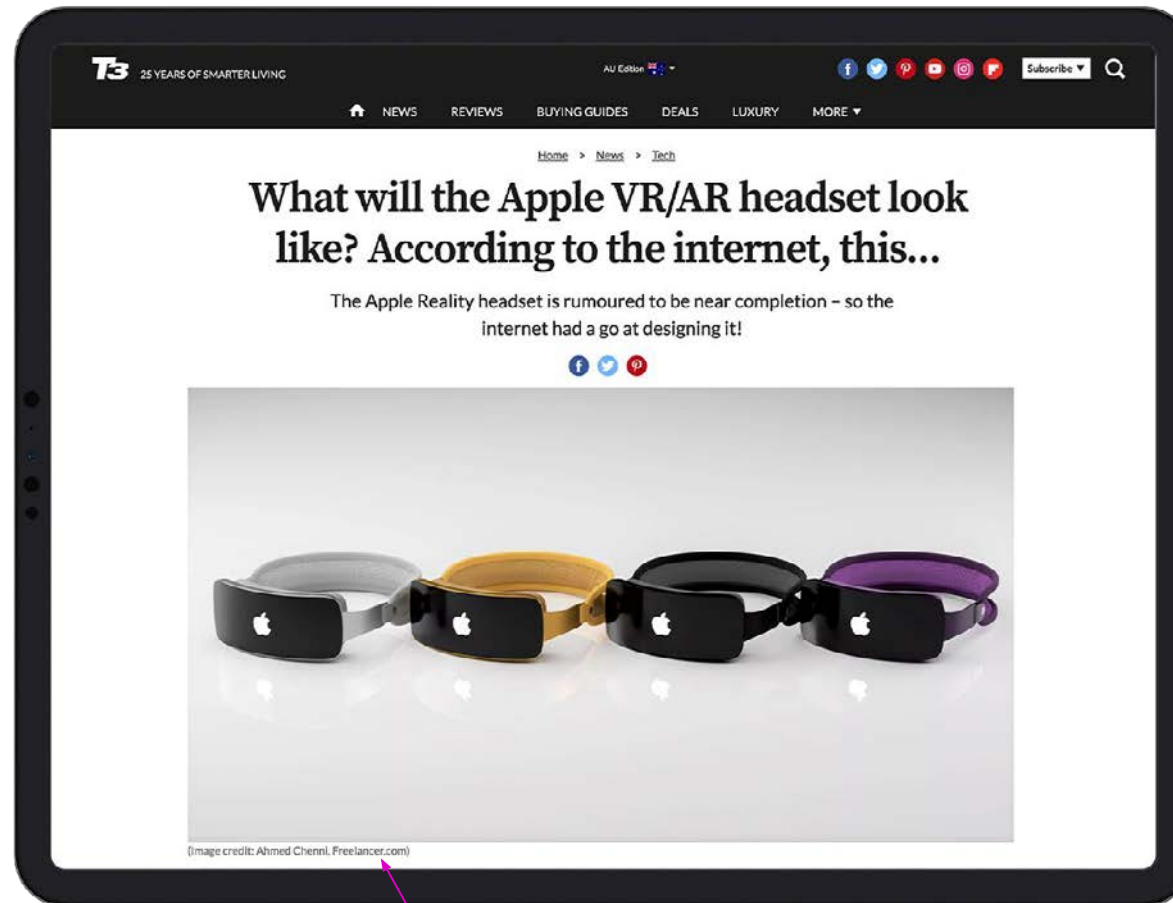






# Create the Future

We help entrepreneurs & organizations create products & services of the future.



This Apple VR headset concept cost  
and had 56 entries in 14 days

**\$500 AUD**

# Unlock AI Potential

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Every business in the world will want to transform themselves by taking advantage of AI technology.

Where will these businesses go to find experts that can assist in that transformation?

**Freelancer.**



Susan Q. @ai-specialist



Three horizontal lines representing a message or comment input field.

 Make it real



# Freelancer's Online Economy



- USERS
- JOBS POSTED
- JOBS DONE

**Note: Sample of projects awarded in 2020.** 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





# Freelancer's Online Economy – Europe





# Freelancer's Online Economy – Australia





# Freelancer's Online Economy– India










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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
-  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          | Shqip           |
| ελληνικά         | Slovene         |
| English          | Svenska         |
| Español          | Kiswahili       |
| Suomi            | Thai            |
| Filipino         | Türkçe          |
| Français         | Tiếng Việt      |
| हिन्द            | Українська мова |
| Magyar           | 中文(简体)          |
| Italiano         |                 |

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## Currencies

### Currencies

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

# Change Lives.

**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.

66m+

TOTAL REGISTERED  
USERS

23m+

TOTAL JOBS  
POSTED

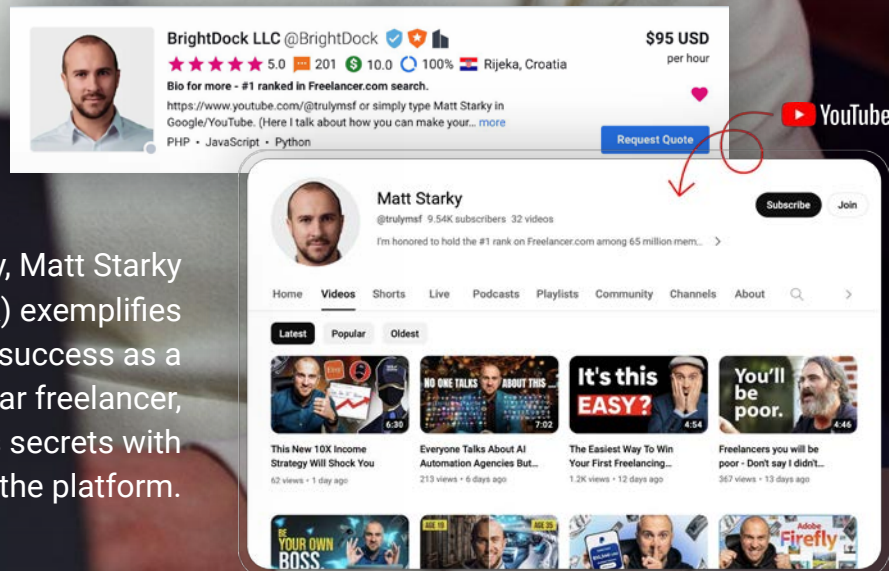
67%

OF PROJECTS  
RECEIVE BIDS IN  
UNDER 60 SECONDS

41

AVERAGE BIDS  
PER PROJECT

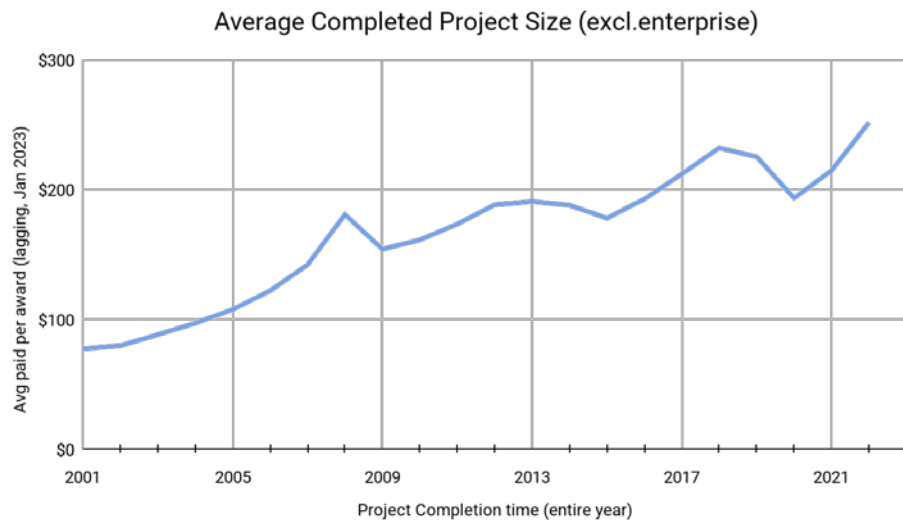
Today, Matt Starky (@Brightdock) exemplifies freelance success as a million-dollar freelancer, sharing his secrets with others on the platform.



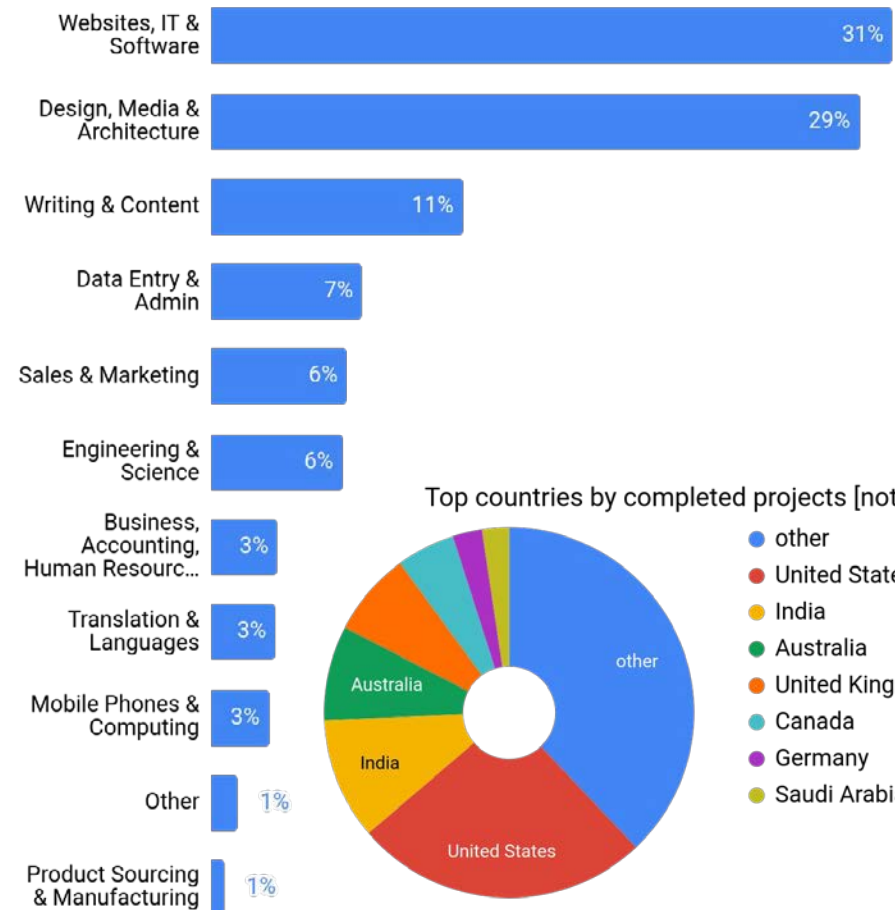
# Marketplace dynamics FY23

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

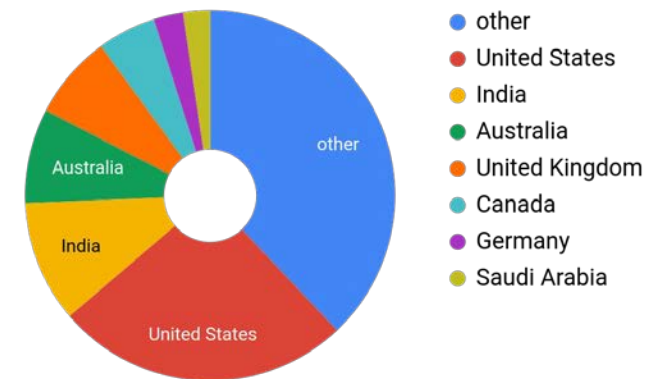
- Over 2,700 job categories as diverse as Aerospace Engineering, Biotechnology, Sales, Manufacturing, Mechanical Engineering
- Complexity & sophistication growing over time
- Average completed project size was US\$252 in FY22<sup>3</sup>, up 7% on pcp. Note that this graph is lagging and this number will rise as further payments can increase over time for projects.



Top completed project categories by volume



Top countries by completed projects [note 1]



1. Based on the number of completed projects in FY22.

2. Based on the value of project payments for projects that were posted in FY22.

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





# Freelancer is the largest & lowest cost elastic cloud workforce

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- **The world's largest on-demand cloud workforce of over 71m users**
  - 247 countries, regions & territories with over 2700+ skills, speaking 34 languages and transacting in 39 currencies.
- **No crowdsourcing platform globally has the liquidity of Freelancer.**
- **For clients** it's **free** to post your job, **free** to review receive obligation-free quotes, **free** to chat with freelancers and review samples of work & portfolios.
  - **3%** project commissions paid by clients when a project is awarded and accepted.
- **For freelancers** it's **free** to view projects posted, **free** to bid on projects, **free** to chat to clients, **free** to fill in your profile, upload your portfolio & provide samples of work.
  - **10%** project commissions paid by freelancers when a project is awarded and accepted
- **Try it today by posting your job for free.**



# Projects

**Post a project and receive competitive bids from freelancers within minutes.**

Choose from expert freelancers in over 2,700 skill sets from all around the globe. Pay your freelancers a fixed price or by the hour, all secured by the Milestone Payments system.

**67%**  
of projects receive bids within 60 seconds

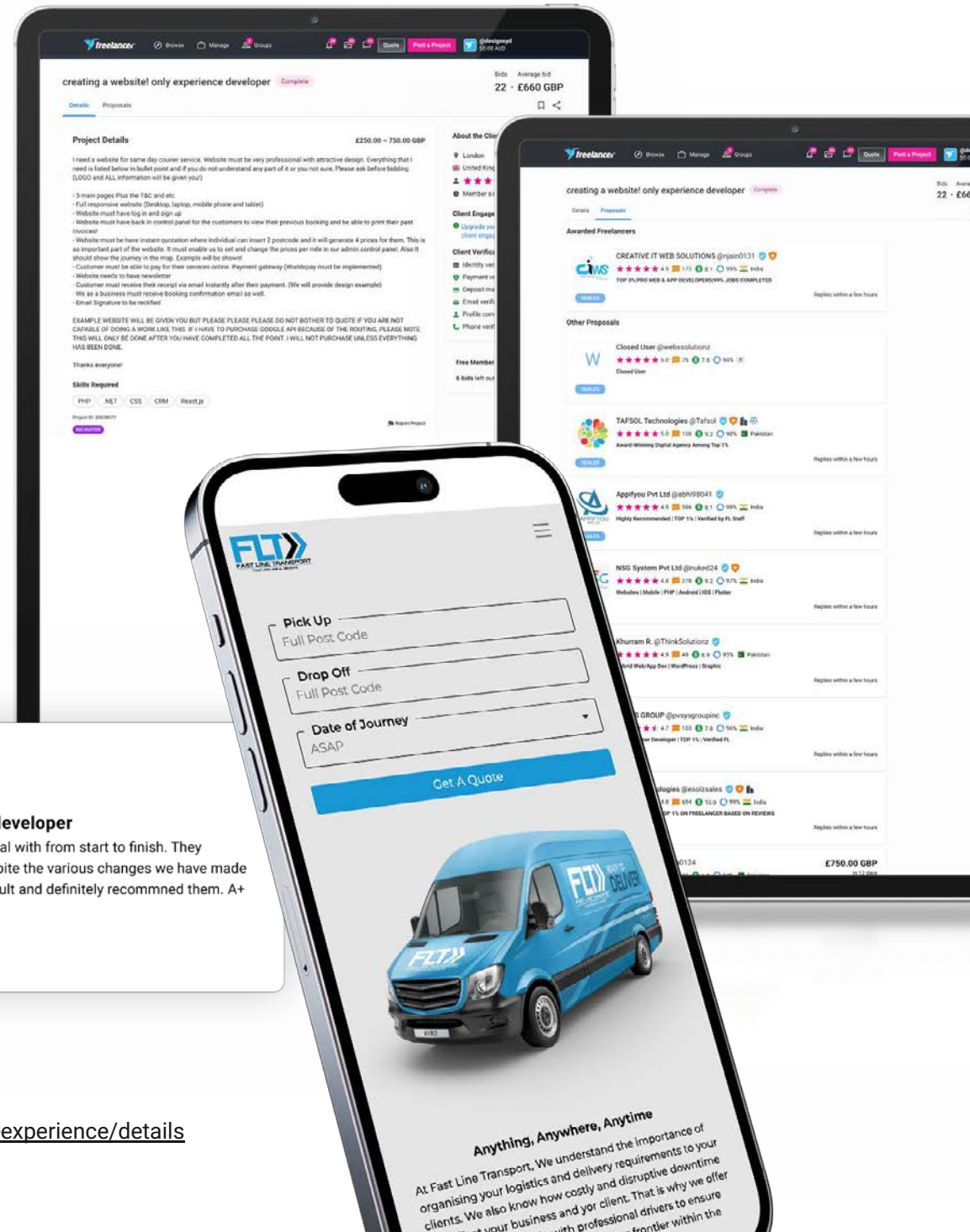


## creating a website! only experienced developer

Really good team of developers. Really easy to deal with from start to finish. They understand the project and delivered on time despite the various changes we have made throughout this project. Really happy with end result and definitely recommned them. A+



Jawad N. @masoud123



<https://www.freelancer.com/projects/graphic-design/creating-website-only-experience/details>



# Contests

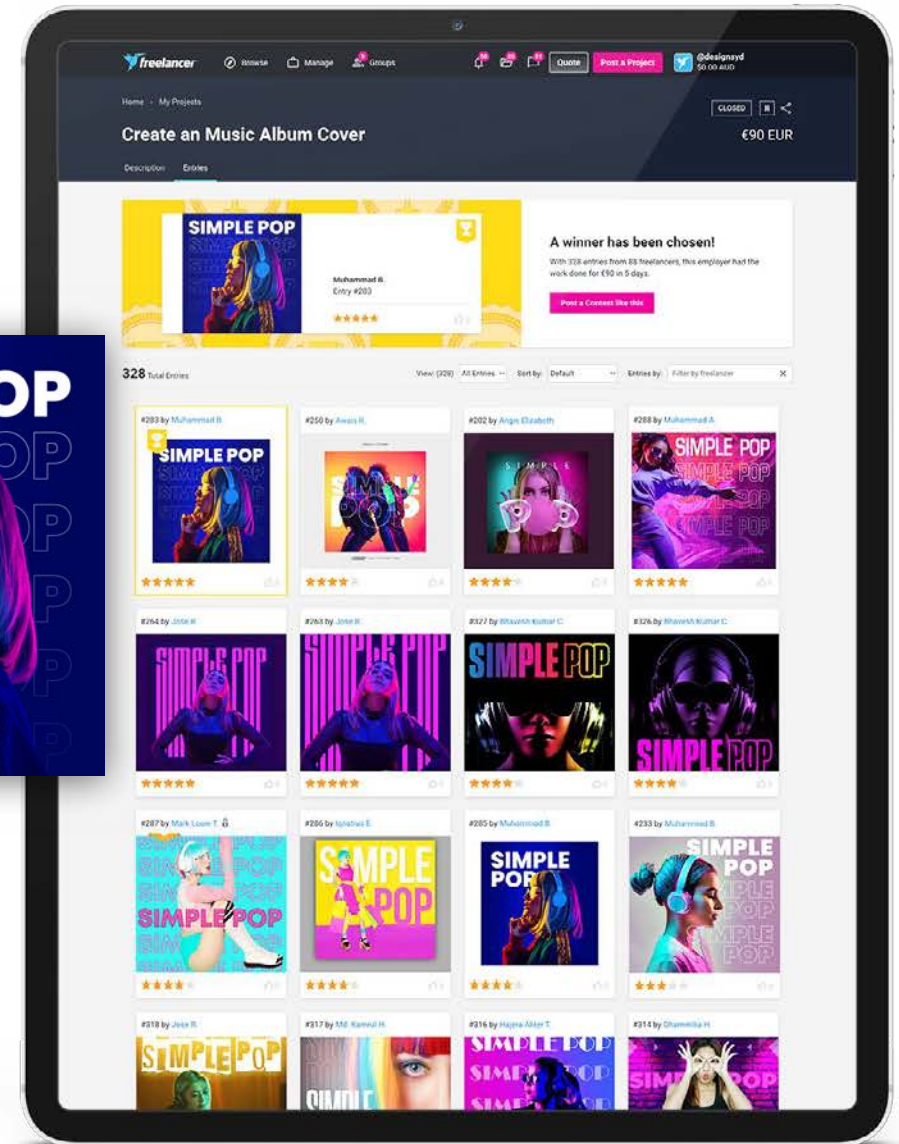
**Get the perfect design by crowdsourcing your ideas to millions of freelancers**

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

Unmatched liquidity:  
1,100,000+ entries per month  
~13,000,000 entries per year

**91%**  
of contests receive  
entries within 1 hour

**320**  
average entries  
per contest

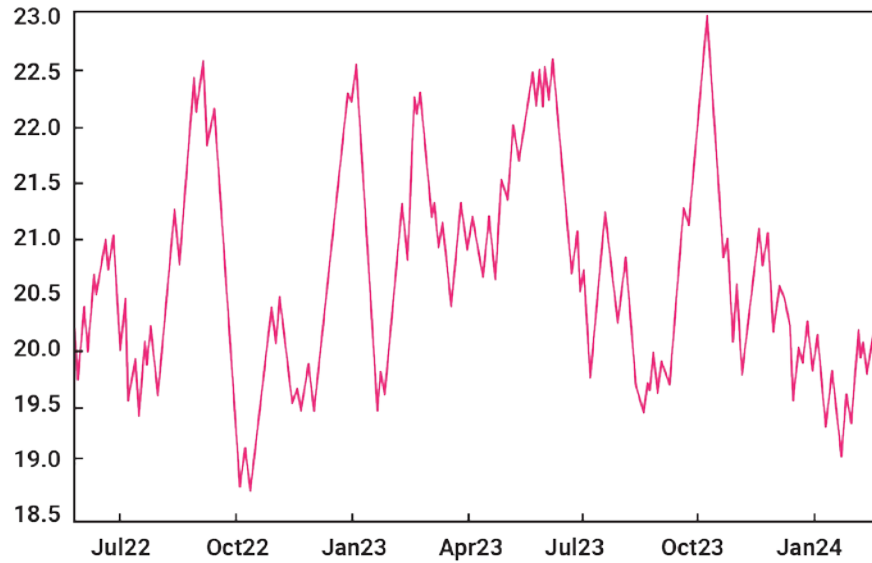


<https://www.freelancer.com/contest/create-an-music-album-cover-2307307>

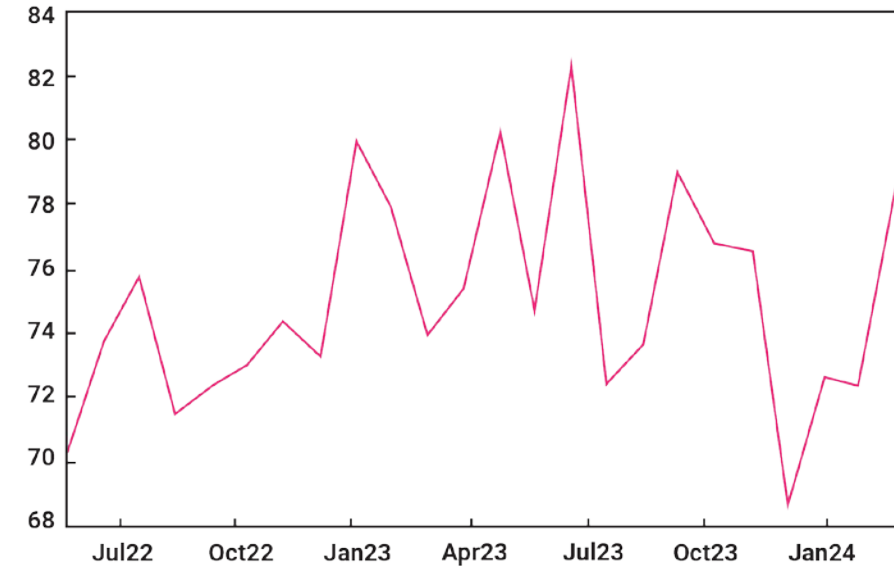


# Contests

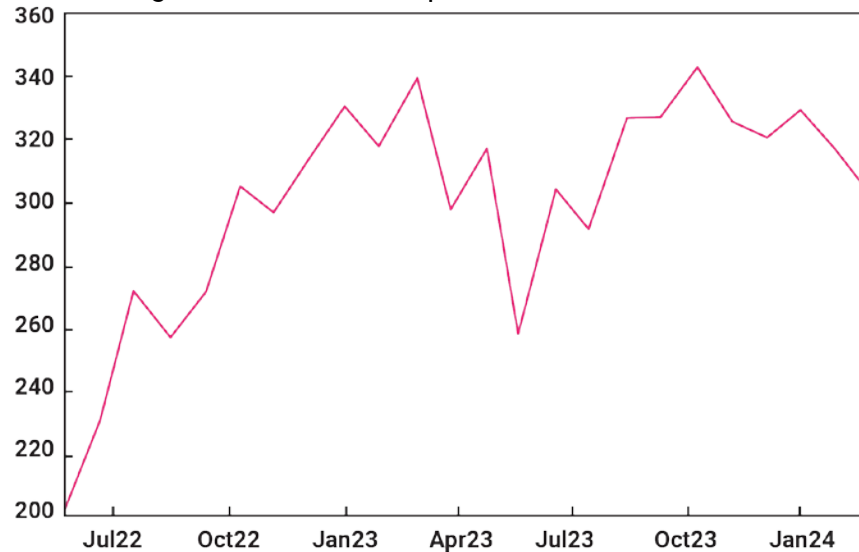
Revenue per contest



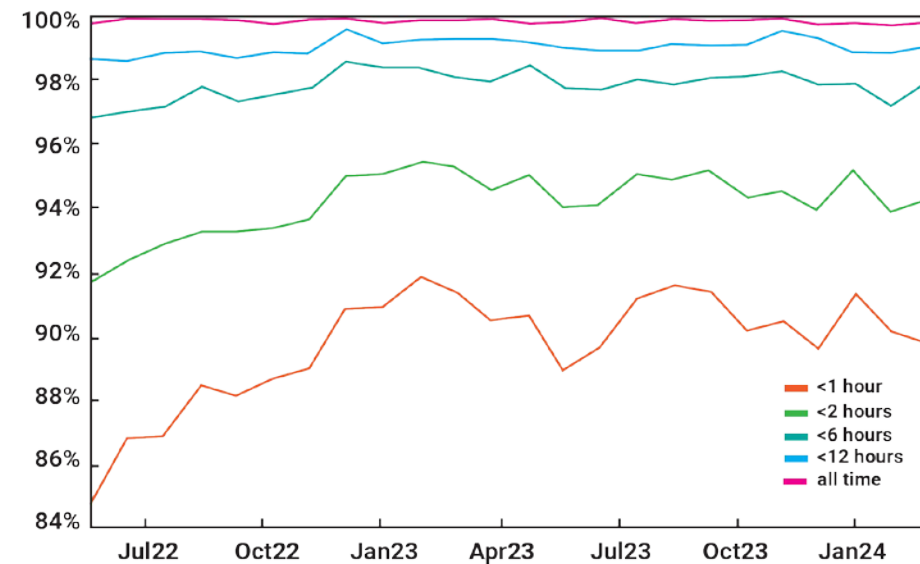
Average prize money per contest (USD)



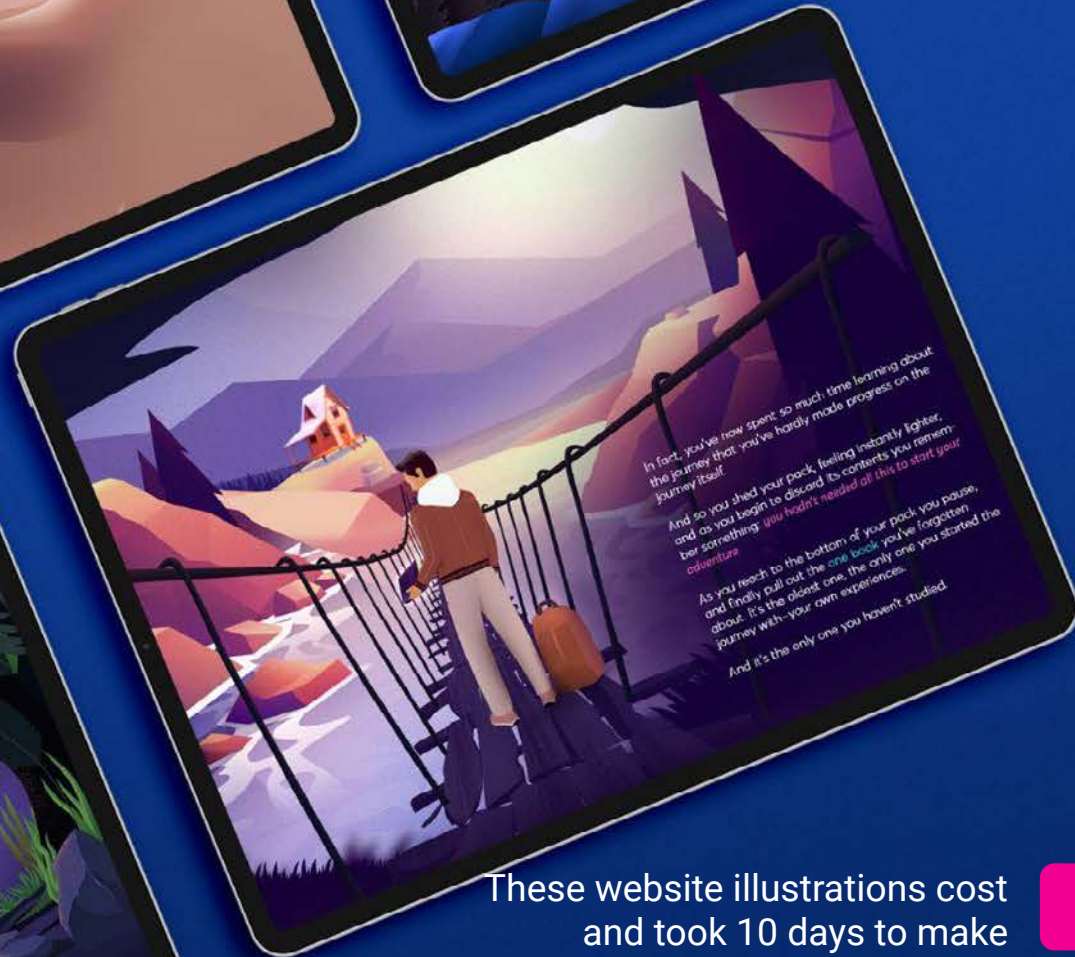
Average number of entries per contest



% of contests with first entry in time segment

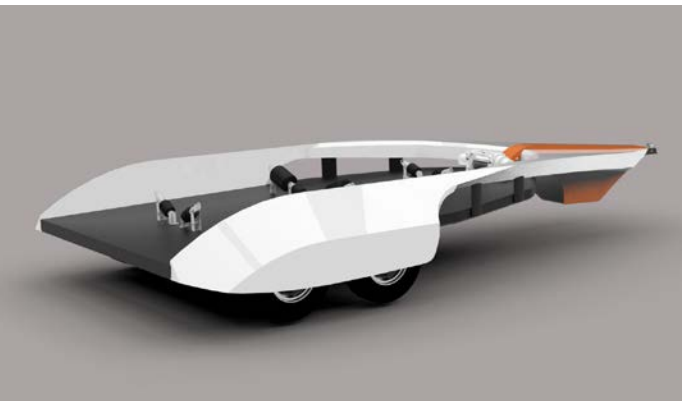
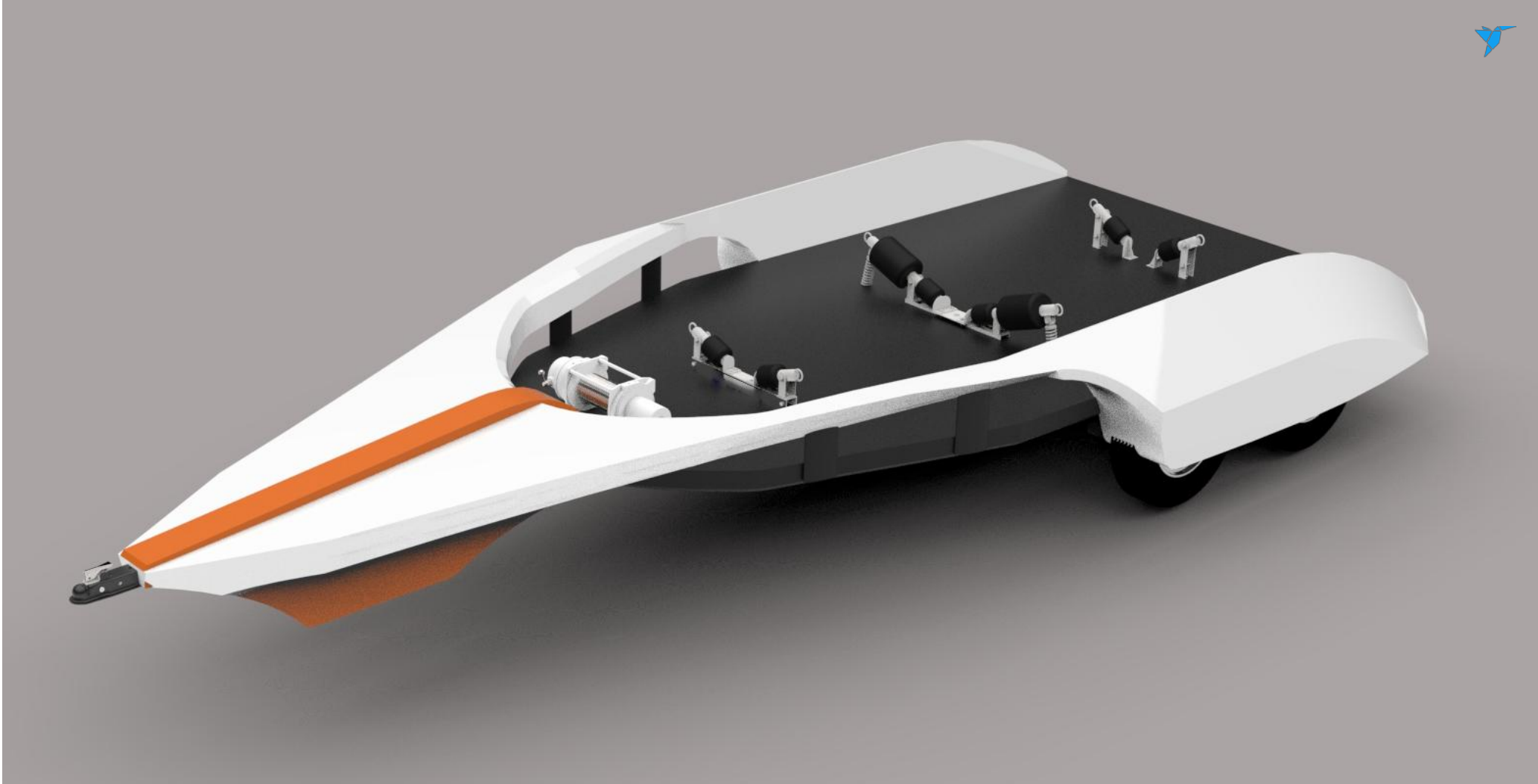






These website illustrations cost  
and took 10 days to make

**\$1500 USD**



This boat trailer design cost  
and took 3 days to make

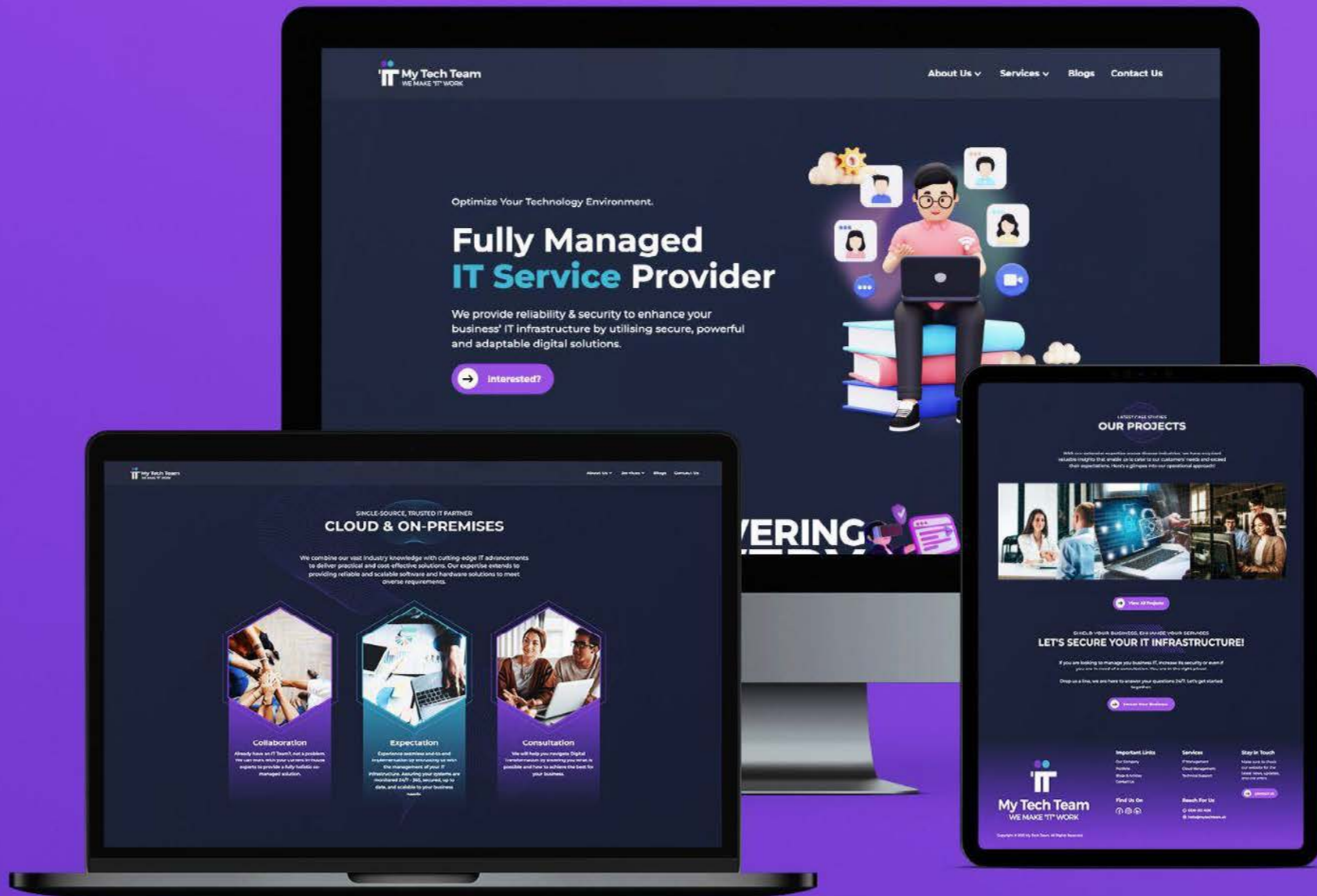
**\$119 USD**





This package design cost  
and took 5 days to make

**\$552 USD**



This website cost  
and took 6 days to make

**\$620 USD**





# Elevating Product Design and Aesthetics

Styrenic thermoplastics as the key to  
achieving sleek and functional products



This white paper cost  
and took 5 days to write

**\$950 USD**



# Built-in Collaboration Tools

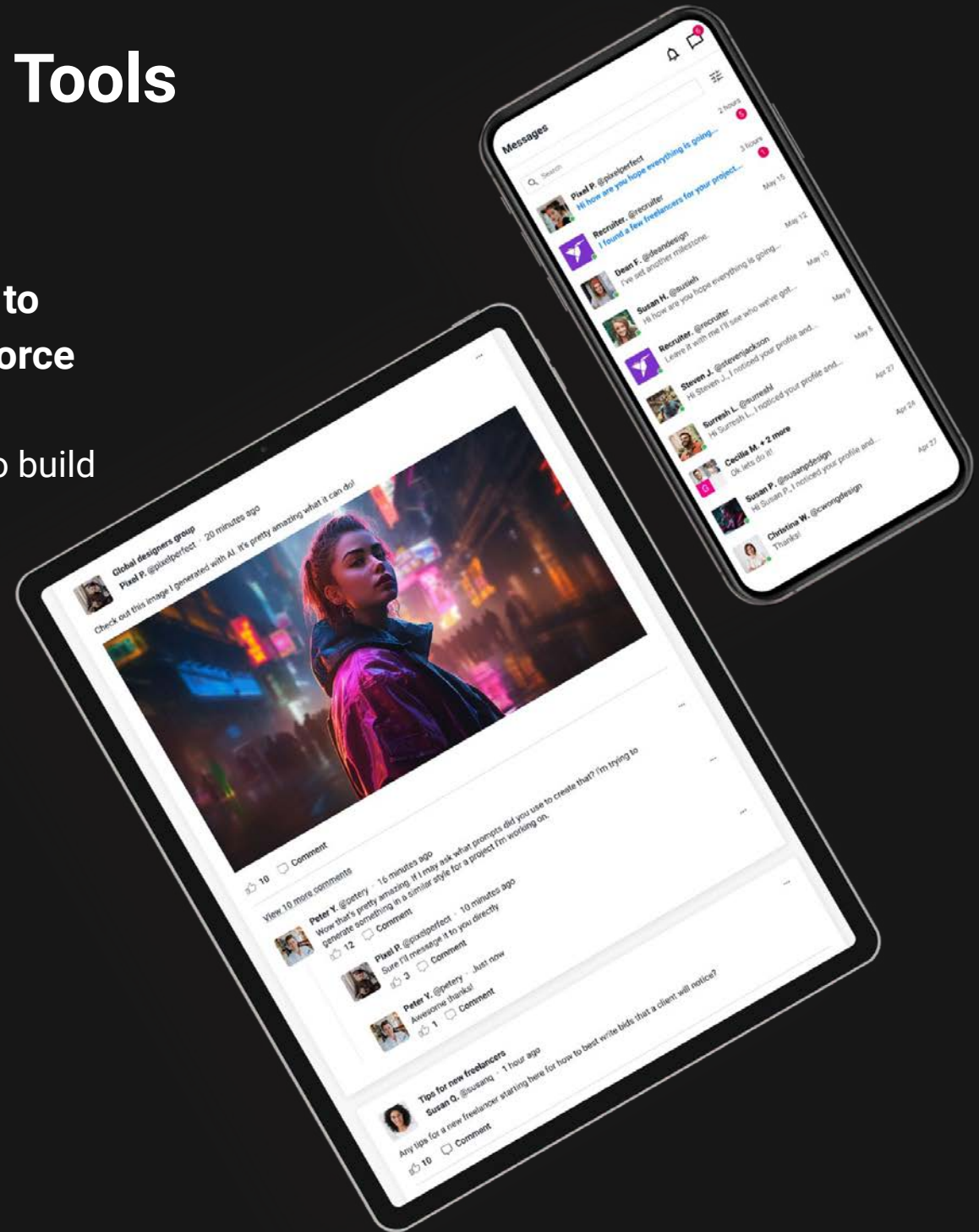
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**A suite of tools purposely designed to manage an on-demand cloud workforce**

An integrated set of collaborative tools to build and manage a distributed team:

- Messaging
- File sharing
- Audio and video calling
- Screen sharing
- Task management
- Workspaces
- AI Assistant

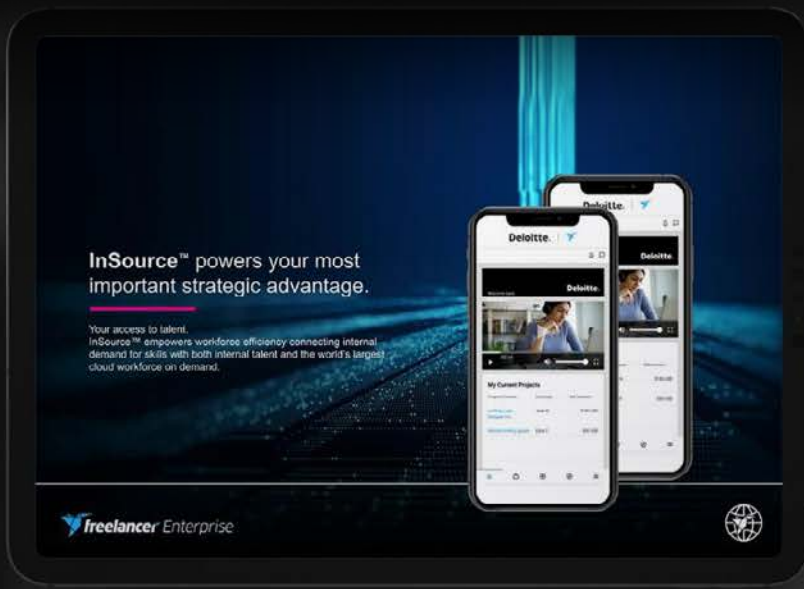
And much more!







# **freelancer** Enterprise





# Deloitte.



# 48,864

CONSULTANTS ONBOARDED





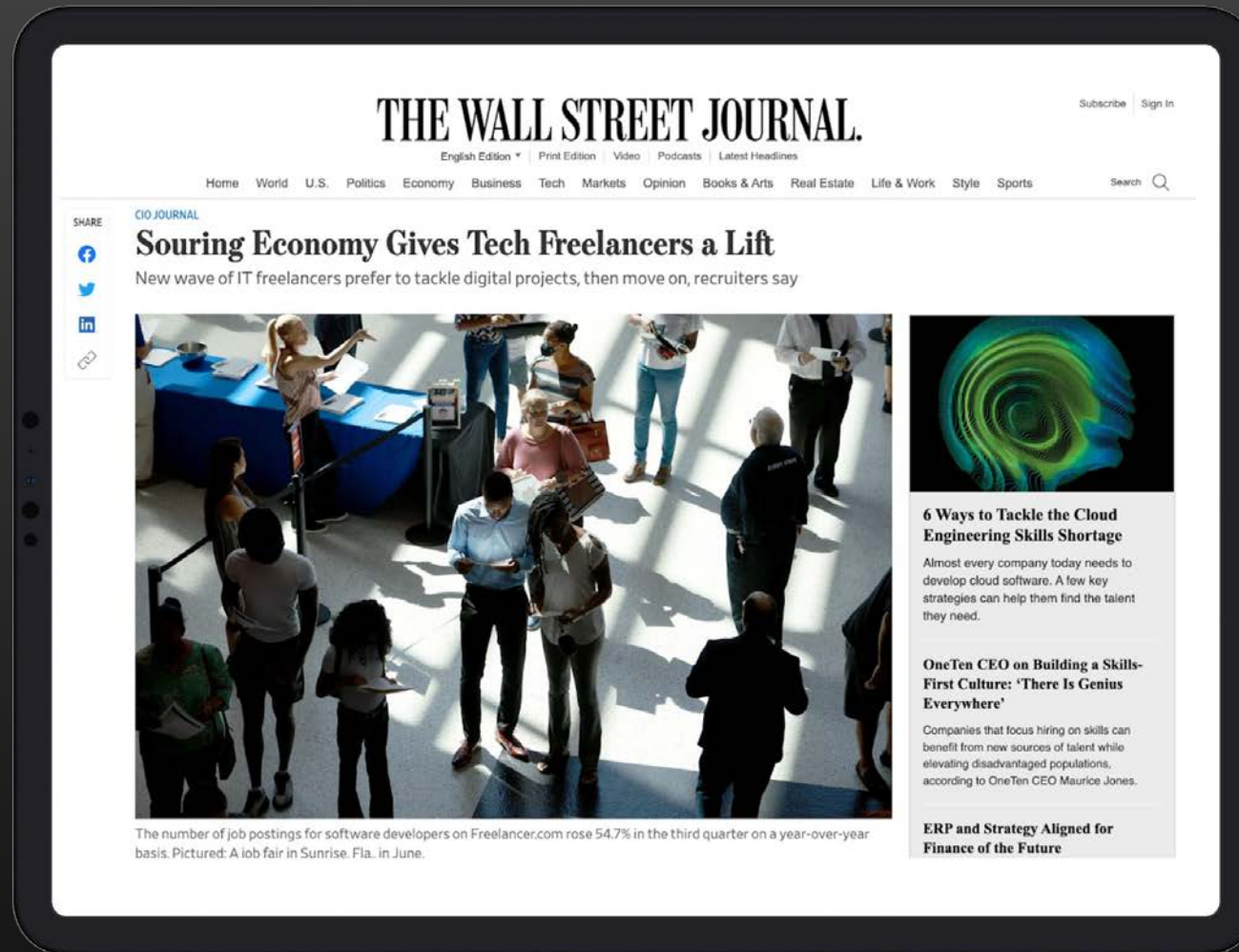


"We accelerated the launch of the MyGigs Platform, a self-service short-term staffing app connecting our internal talent pool to open project opportunities, in an effort to create the #1 remote talent experience. Since March 2020, **the number of gig workers has more than doubled** to a total of 16,800 and the number of job posts has increased by 10x for a total of 100k hours. As we begin to navigate the "new normal," we will focus on **onboarding another 35,000 internal resources** and **drive to delivering 20% of all projects\*** through this platform. MyGigs is **changing the way we deliver work** on our projects to our firm, our clients, and our society!"

*\* US Consulting projects*



**Nishita Henry,**  
Chief Innovation Officer @ Deloitte

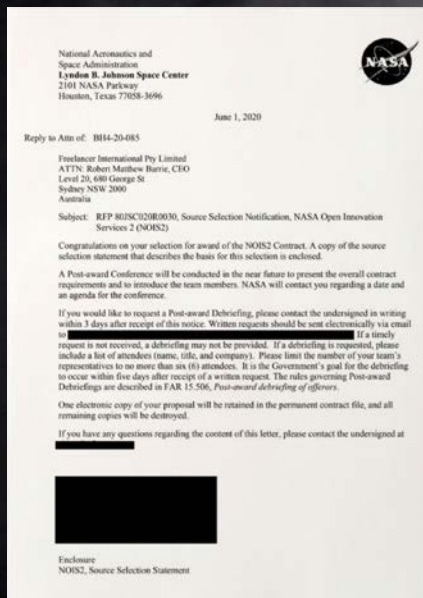


“Deloitte relies more heavily on IT freelancers than it did before or during the pandemic. Like most companies, it enlists freelancers with specific skills across a range of capabilities, including AI and analytics”

**Balaji Bondili**  
Managing Director, Deloitte



# Success with NASA led to NASA Open Innovation Services 2. Funding has increased 600% to US\$175 million



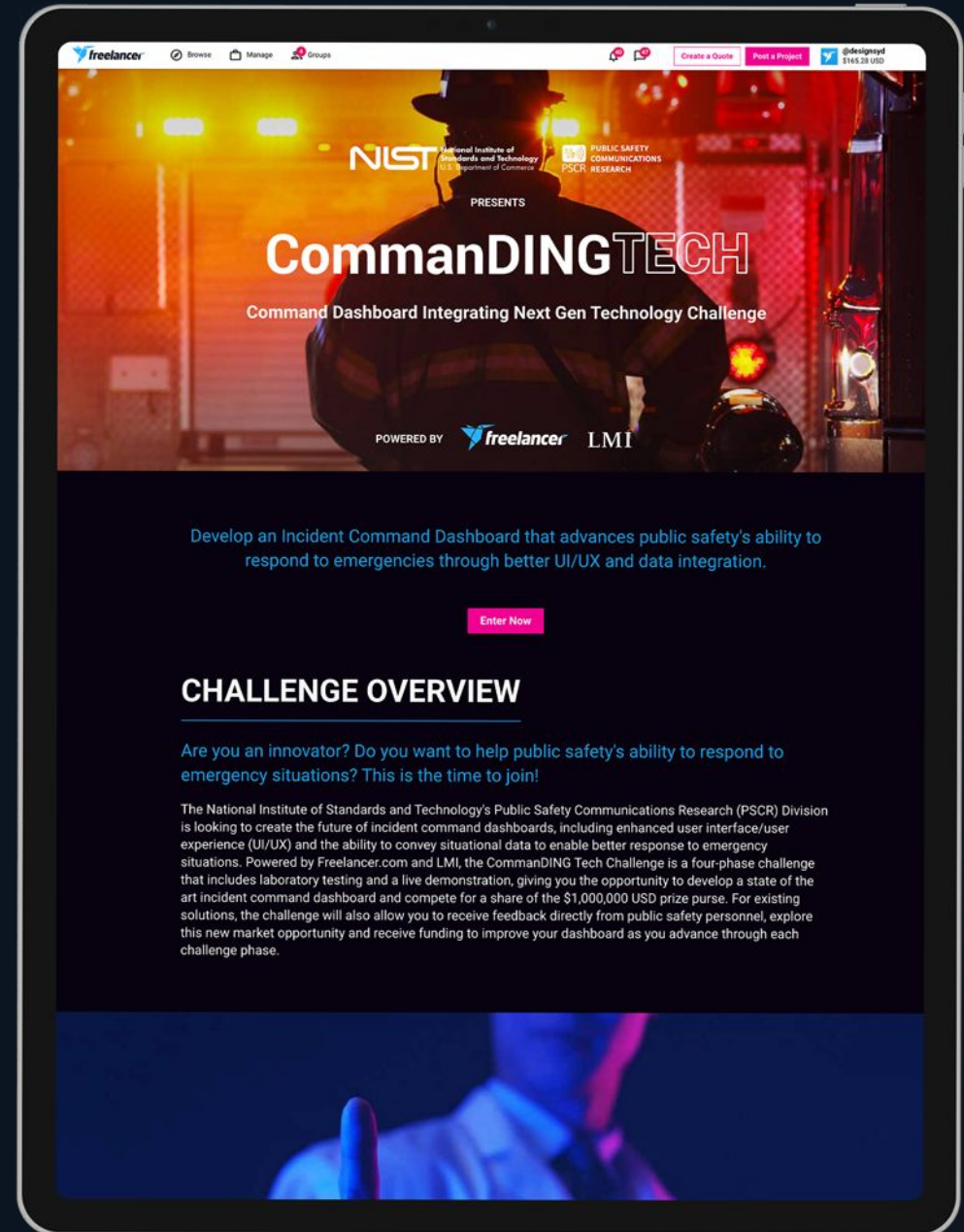
## Freelancer is working with U.S. Government in the fields of:

- Computational fluid dynamics
- Electrical engineering
- Physics
- Data science
- Machine learning
- Physics
- Mechanical engineering
- Graphic design
- UI/UX design
- Software engineering
- Network science
- Advanced manufacturing
- Transcription
- Information security

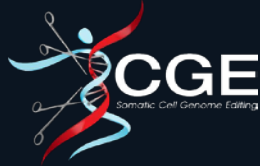
# COMMANDING TECH CHALLENGE

**Next-Gen Incident Command Dashboard** using Augmented Reality/Virtual Reality with enhanced UI/UX and data integration.

**Competing for a chance to win a share of US\$1 million in prizes.**







# TARGETED GENOME EDITOR DELIVERY CHALLENGE

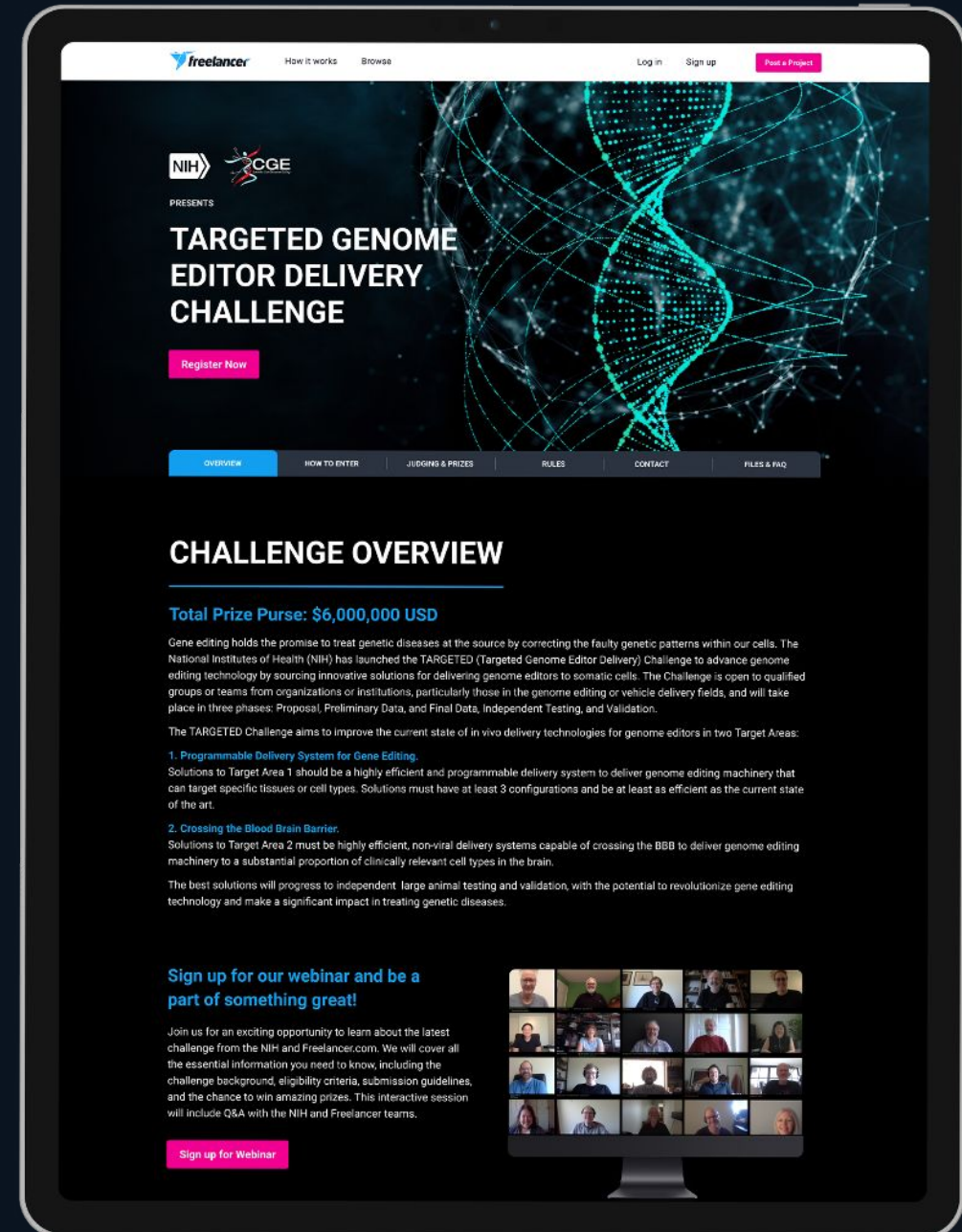
## National Institutes of Health

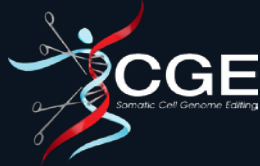
The new US\$6M competition aims to encourage genome editing technology development and improved editing efficiency.

Target Area 1: Programmable Delivery System

Target Area 2: Crossing the Blood Brain Barrier

You can get anything done on Freelancer.





# TARGETED GENOME EDITOR DELIVERY CHALLENGE

## National Institutes of Health

The new US\$6M competition aims to encourage genome editing technology development and improved editing efficiency.

Target Area 1: Programmable Delivery System

Target Area 2: Crossing the Blood Brain Barrier

You can get anything done on Freelancer.



### Target Area 1: Programmable Delivery System

#### Winning Solutions (first prizes)

- **Perelman School of Medicine at the University of Pennsylvania:** Targeted Delivery of Genome Editing Machinery to Blood Marrow Stem Cells, Pulmonary Endothelium, and Cardiomyocytes
- **Nizar Y. Saad, PhD and Meisam Naeimi Kararoudi, PhD:** Development of A Programmable Extracellular Vesicle-Based Delivery System of Allele-Specific Gene Editing Therapy Using Bioorthogonal Chemistry
- **Beth Israel Deaconess Medical Center:** Self-Assembling Protein Polymer Micelles for Targeted Gene Editor Delivery
- **Reza Shahbazi, Ph.D. (Lead PI) Indiana University School of Medicine:** Developing In Vivo CRISPR Nanotherapeutics with Enhanced Safety and Precision by Dual Targeting Approach
- **Vesigen Therapeutics:** Engineered ARMMs: Promising Human-Derived Vectors for Cell Type-Specific Delivery of Genome Editors

### Target Area 2: Crossing the Blood Brain Barrier

#### Winning Solutions (first prizes)

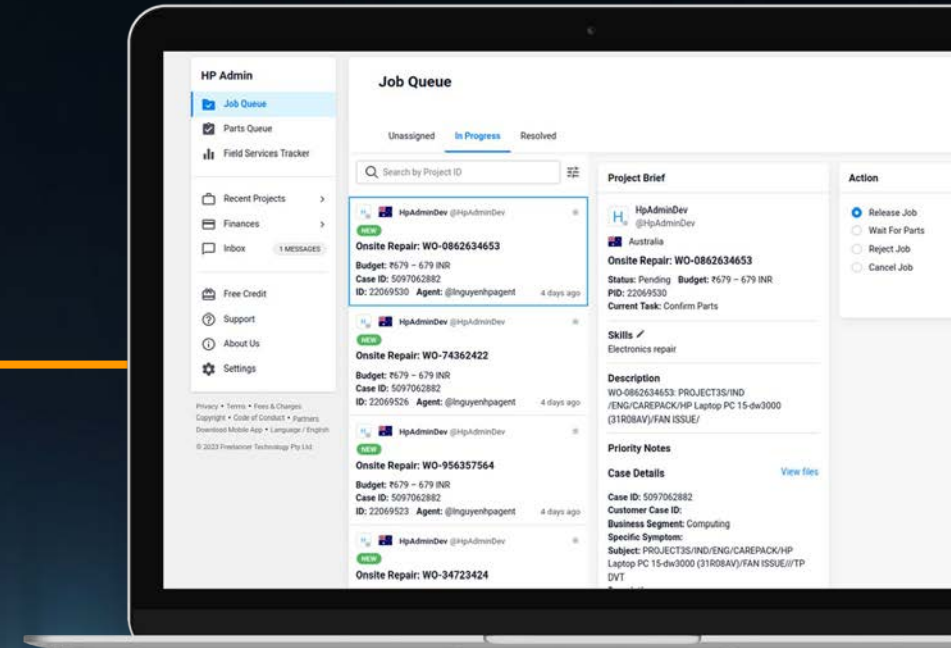
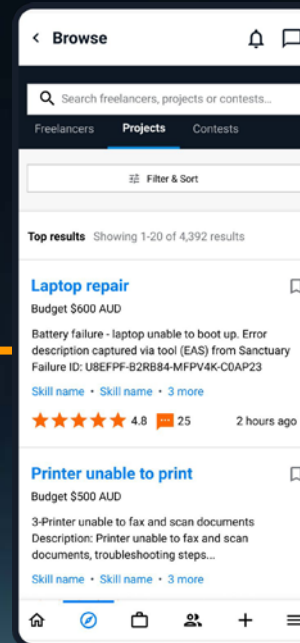
- **ARENEX (University of Kentucky Research Foundation):** Artificially engineered exosomes for gene editing in the brain
- **ZhouTeam@Yale:** TARGETED-STEP RNPs for delivery of genome editing to the brain
- **Cornell University:** Systemic and targeted delivery using engineered endogenous virus-like vesicles for gene editing in the central nervous system
- **Columbia University:** Focused Ultrasound-Assisted Intravenous Delivery of Optimized Lipid Nanoparticles for Targeted Brain Gene Editing
- **LEDGE Team:** Delivery of gene editing complex across the BBB using lectin-mediated transport



# Field Services

- ~45,000 jobs completed to date
- Servicing 46 cities in Asia Pacific
- Global Operation Centre in India
- Scales globally

Custom designed **fully integrated** field service management tool

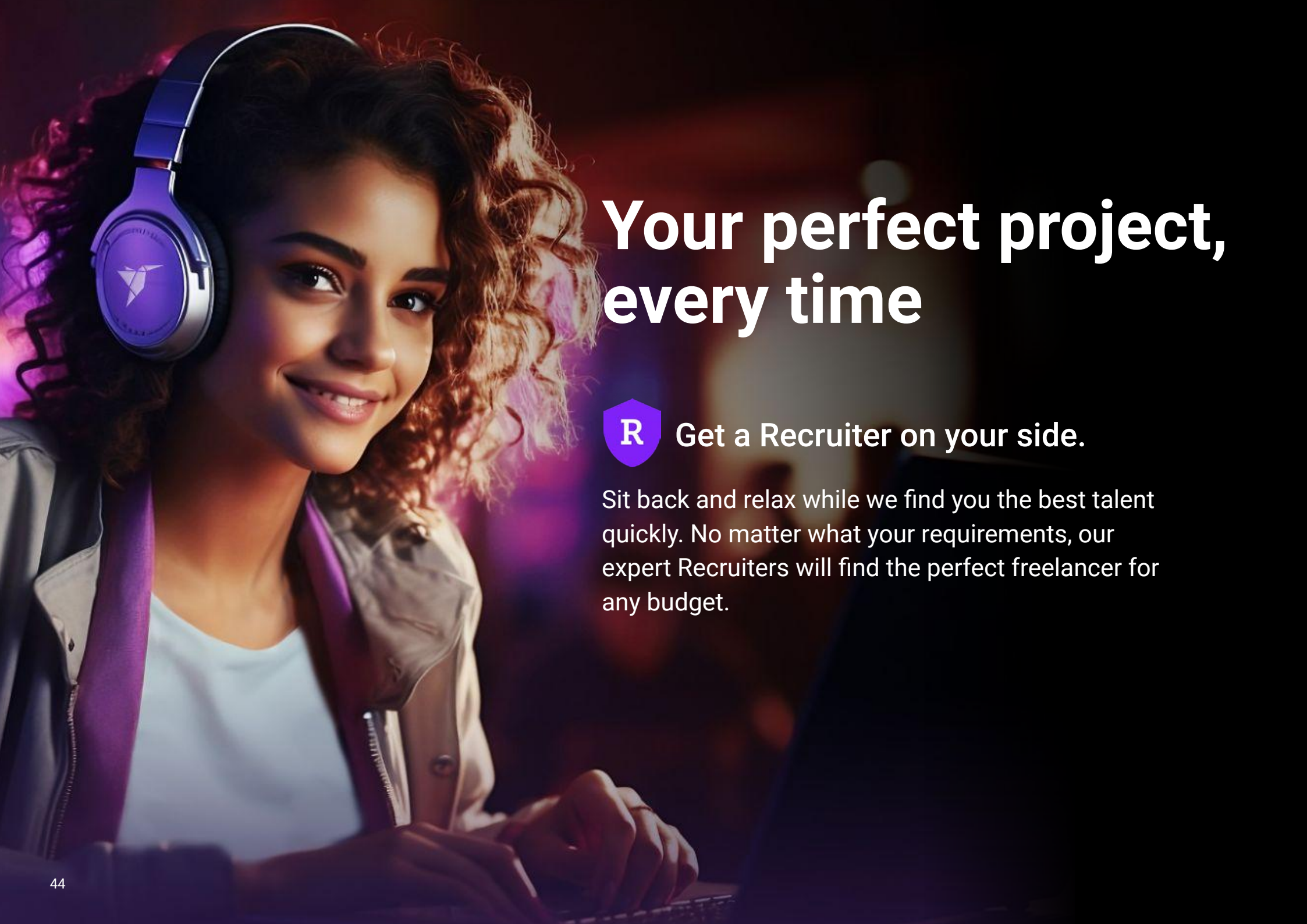




# Global Field Services Footprint







# Your perfect project, every time

**R**

Get a Recruiter on your side.

Sit back and relax while we find you the best talent quickly. No matter what your requirements, our expert Recruiters will find the perfect freelancer for any budget.



# Senior Management Team | Freelancer

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



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

Neil Katz 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 (acquired by NYSE:RELX), Sensory Networks (acquired by NASDAQ:INTC) and Apatrix (acquired by NYSE:IBM).



**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.



**Shaun McMeeken**  
Global Sales  
Director  
*B Bus (Monash)  
(Virginia Tech)*

Shaun McMeeken supports Fortune 500 and similar organisations implement new talent models to optimise their workforce for the future. He was a member of the founding ANZ Executive Board at Groupon where he led the sales team as Vice President Sales.



**Laurent Goudet**  
Chief Technology  
Officer  
*BSc (Mathematics &  
Computer Science)  
(Hons) / MSc  
(Embedded Systems)  
(Hons)*

Laurent Goudet is responsible for the technical direction of the company, ensuring alignment with its business goals. Prior to transitioning from Software Architect to Chief Technology Officer in early 2021, Laurent has been leading multiple technical initiatives, transforming the Web & native clients into mobile-friendly, fast, and reliable web applications, lifting the user experience and reducing the engineering costs.



**Mark Basmayor**  
Regional Director  
of Engineering  
*BSc (Computer  
Science)*

Mark Basmayor is responsible for leading the engineering function at Freelancer. He oversees the execution and delivery of the product and technical roadmap and works alongside the CTO to define the long-term technical strategy of the company. Mark holds a degree in Computer Science from the University of the Philippines, Los Baños, and brings nearly two decades of diverse experience in the technology industry, including FinTech, EdTech, and TelCo.



**Andrew Bateman**  
Director of Product  
(Enterprise)  
*B App Sci (IT) RMIT*

Joining Freelancer in 2023, Andrew leads product strategy and development for our enterprise division. He has over two decades experience as a technology and product leader, most recently as co-founder, CTO and Head of Product at B2B marketplace vendor Bench. Prior to this Andrew was Technical Director of digital studio Future Büro, winning multiple international honours including Cannes Lions, Webby and D&AD awards.



**Sebastián Siseles**  
Vice President,  
International JD  
*(Uni 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.



**Ayen Torcuator**  
Global Head of  
Customer Service  
*B PoliSci*

Ayen Torcuator is responsible for ensuring that customers receive 24/7 world class service and solutions. Ayen holds a bachelor's degree in Political Science from the University of the Philippines, Diliman and has been part of the company for more than a decade.



# 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) Syd.  
GDipAppFin MAppFin HonDLitt Macq.  
MSEE Stanford SEP GAICD 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.

# Recent Awards | Freelancer.com



## Gold Stevie

Business or Professional  
Services - Freelancer.com

International Business  
Awards 2023



## Gold Stevie

Company of the Year -  
Transportation -  
Medium-size

International Business  
Awards 2023



## Official Webby Honoree

Websites and Mobile Sites  
Employment

27th Annual Webby  
Awards 2023



## HR Tech Award

Talent Acquisition:  
Best Virtual / Hybrid Solution

HR Tech Awards  
2022



## APAC Insider

Best Cloud-Based  
Freelancing & Crowdsourcing  
Talent Platform

Southeast Asia Business  
Awards 2022



## Gold Stevie

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

The Asia-Pacific Stevie  
Awards 2022



## Silver Stevie

Innovative Achievement  
in Growth

The Asia-Pacific Stevie  
Awards 2022



## Silver Stevie

Most Innovative  
Company of the Year -  
Up to 2,500 Employees

International Business  
Awards 2022



## Bronze Stevie

Innovative Achievement in  
Sales or Revenue  
Generation : Freelancer  
Enterprise

The Asia-Pacific Stevie  
Awards 2022



## Gold Stevie

Excellence in Innovation in  
Technology Industries  
(More than 100 Employees)

The Asia-Pacific Stevie  
Awards 2021



## Gold Stevie

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

The Asia-Pacific Stevie  
Awards 2021



## Silver Stevie

Achievement in  
Growth

The International Business  
Stevie Awards 2021





“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.

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Securing the world's trade



Inspect goods & services before releasing funds  
**OVER US\$7,000,000,000 IN TRANSACTIONS SECURED**

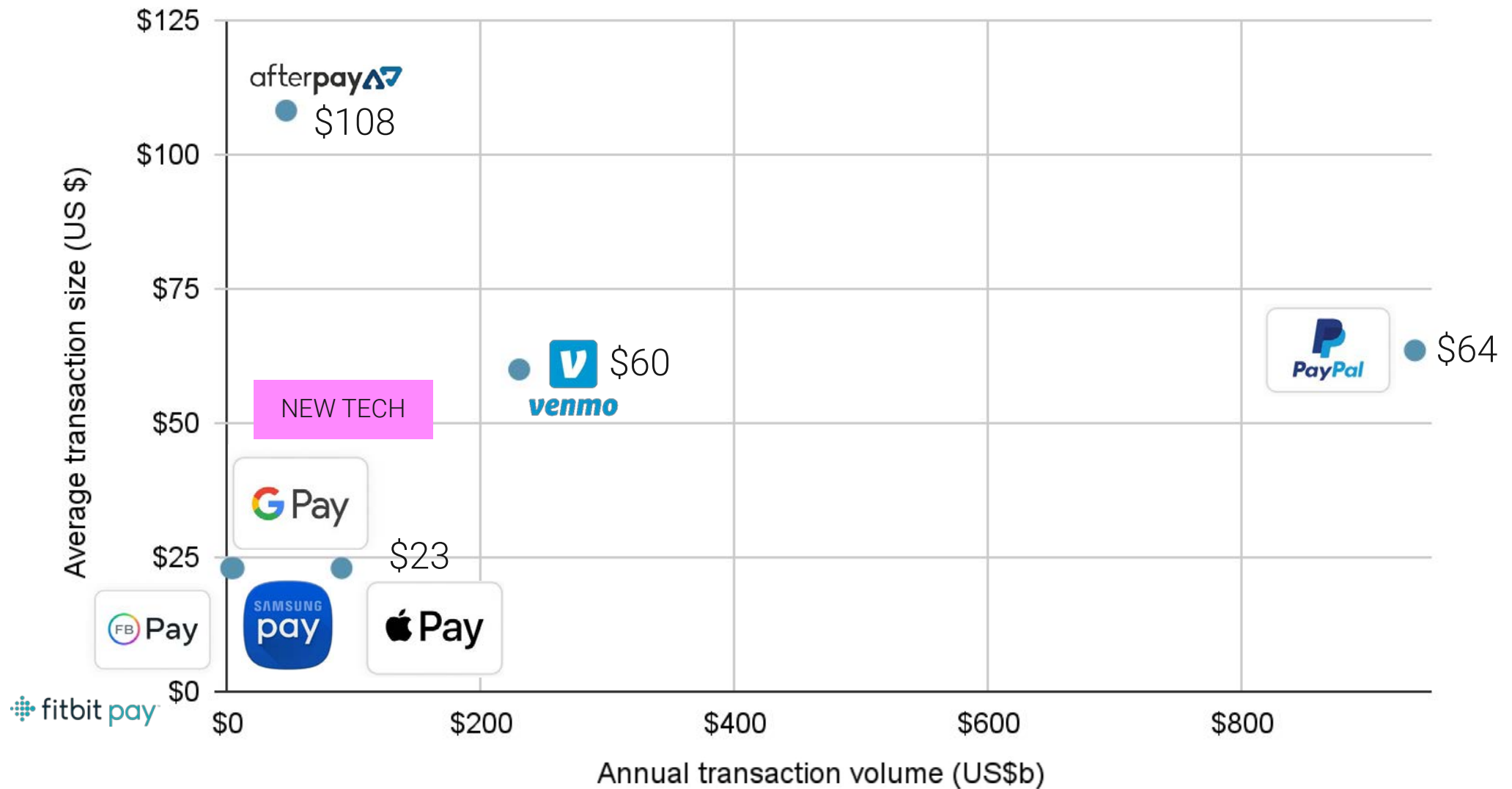
[investor@escrow.com](mailto:investor@escrow.com)



**The world's trade is going online,  
but digital payments can only  
buy a coffee, not a car.**



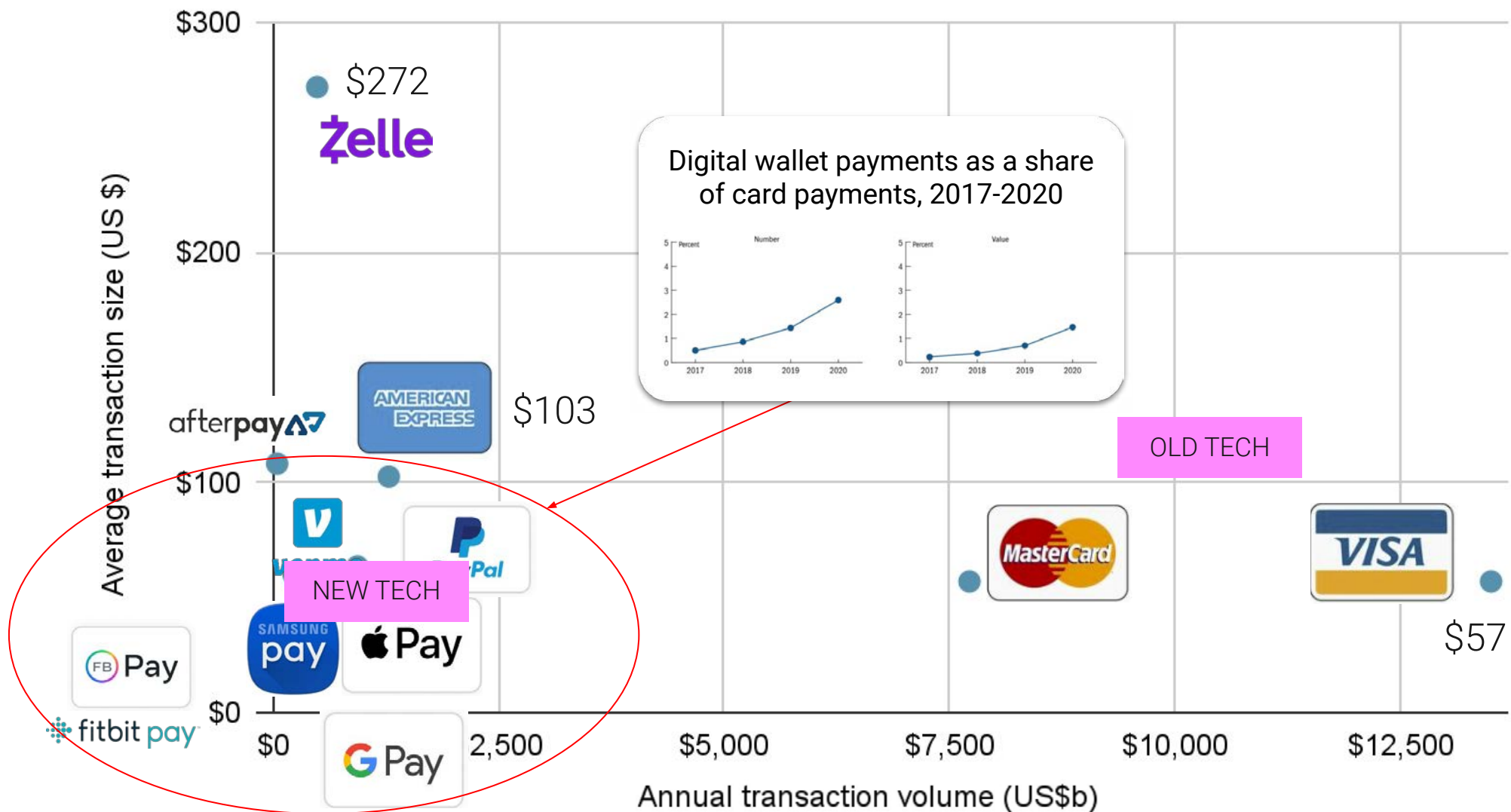
# Most of the innovation in payments is in low-value



Zelle: <https://www.businessinsider.com/zelle-and-venmo-end-2021-with-strong-volume-2022-2>, <https://www.businessofapps.com/data/mobile-payments-app-market/>  
 Paypal: <https://www.nasdaq.com/articles/paypal-stock-has-given-up-all-its-pandemic-era-gains-is-it-a-buy-now>  
 SWIFT: <https://economics.stackexchange.com/questions/9165/how-much-money-is-wire-transferred-every-year-worldwide>  
 BPay, Bank transfer: <https://www.rba.gov.au/publications/annual-reports/psb/2020/trends-in-payments-clearing-and-settlement-systems.html>  
 Letter of Credit: <https://swiftinstitute.org/wp-content/uploads/2014/11/2014-11-International-Trade-Risk-and-Role-of-Banks-Niepmann-and-Schmidt-Eisenlohr-REVISED.pdf>  
 Checks <https://go.gale.com/ps/i.do?id=GALE%7CA91090224&sid=googleScholar&v=2.1&it=r&linkaccess=abs&issn=1048115X&p=AONE&sw=w&userGroupName=anon%7F8bea63a6>  
 Apple Pay, Google Pay: <https://appleinsider.com/articles/21/08/17/apple-pay-accounted-for-92-of-us-mobile-wallet-debit-transactions-in-2020-study-says>  
 Volumes: <https://blockworks.co/bitcoin-surpasses-3-trillion-in-transactions/>  
 Venmo: <https://www.businessofapps.com/data/venmo-statistics/>  
 Letter of Credit: <https://www.alliedmarketresearch.com/letter-of-credit-confirmation-market-A06312#:~:text=The%20global%20letter%20of%20credit,2.72%25%20from%202021%20to%202030>  
 ACH: <https://www.nacha.org/content/ach-network-volume-and-value-statistics#:~:text=2021%20Full%20Year%20Volume%20and,payment%20volume%20grew%20nearly%2074%25>



# The red ocean in small value payments <3% of card volume



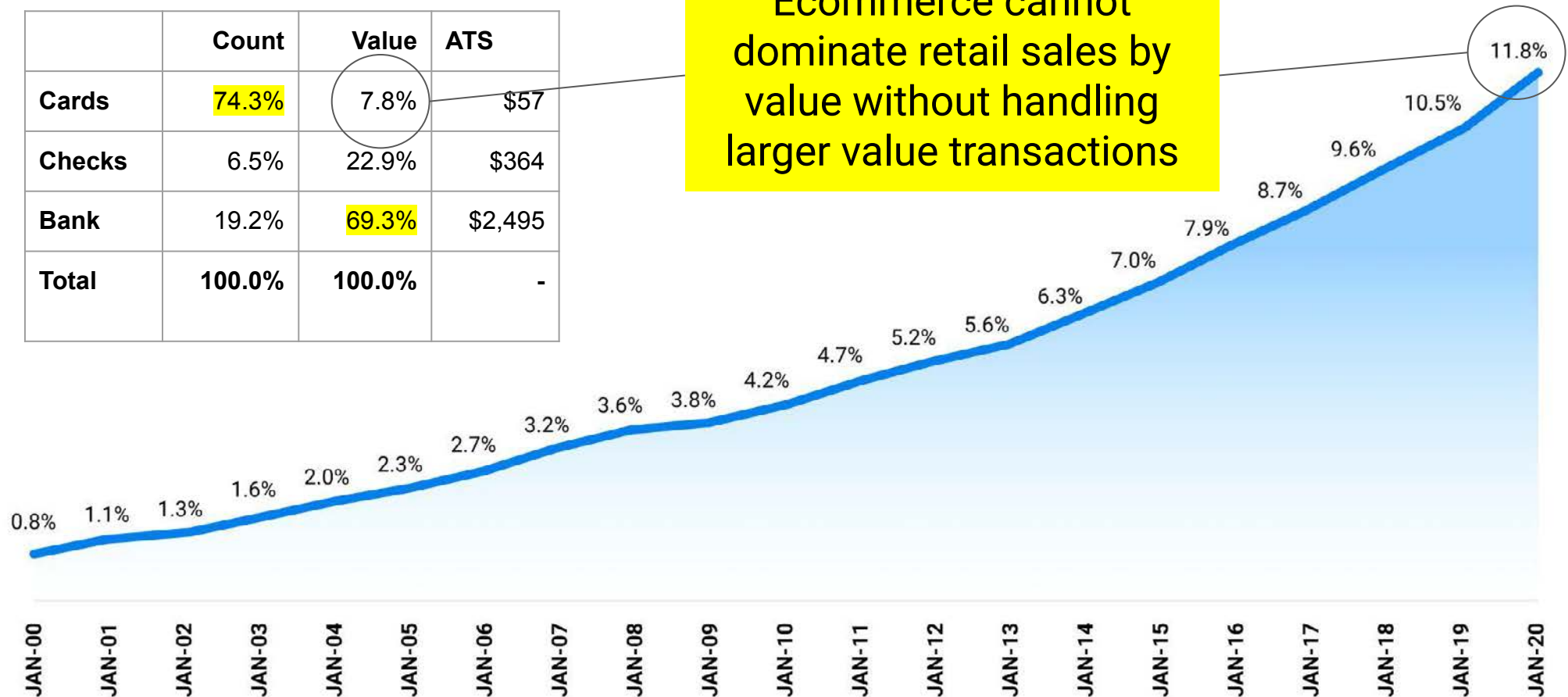
Includes all card transactions made via a digital wallet, including tokenized digital wallet. Include: Digital wallet transactions made by using electronic devices, such as smartphone, smart watch, or activity tracker, by "tapping" the device at the point-of-sale (POS) terminal (i.e., Apple Pay, Samsung Pay, Google Pay, Fitbit Pay, Masterpass). Also include tokenized digital wallet transactions made by using customer's payment credentials saved in a virtual account number. These credentials can be stored either on a smartphone or in the cloud. When making a purchase, a substitute account number and a transaction specific code ("token") are used to process payments. This can include purchasing items online with a computer or using a smartphone to make a purchase with a browser or in-app (i.e., Apple Pay, Google Pay, Masterpass, Visa Checkout, Amex Express Checkout). Include digital wallet near-field communication (NFC) transactions, MST (magnetic secure transmission) transactions, quick response (QR) code transactions, barcode transactions, in-app transactions, or browser transactions. Do not include: Card-on-file e-commerce transactions (cardholder-initiated or merchant-initiated) (i.e., installment payment) or transactions made via contactless cards (i.e., "tap and pay").

# Card volume <8% of US domestic payments

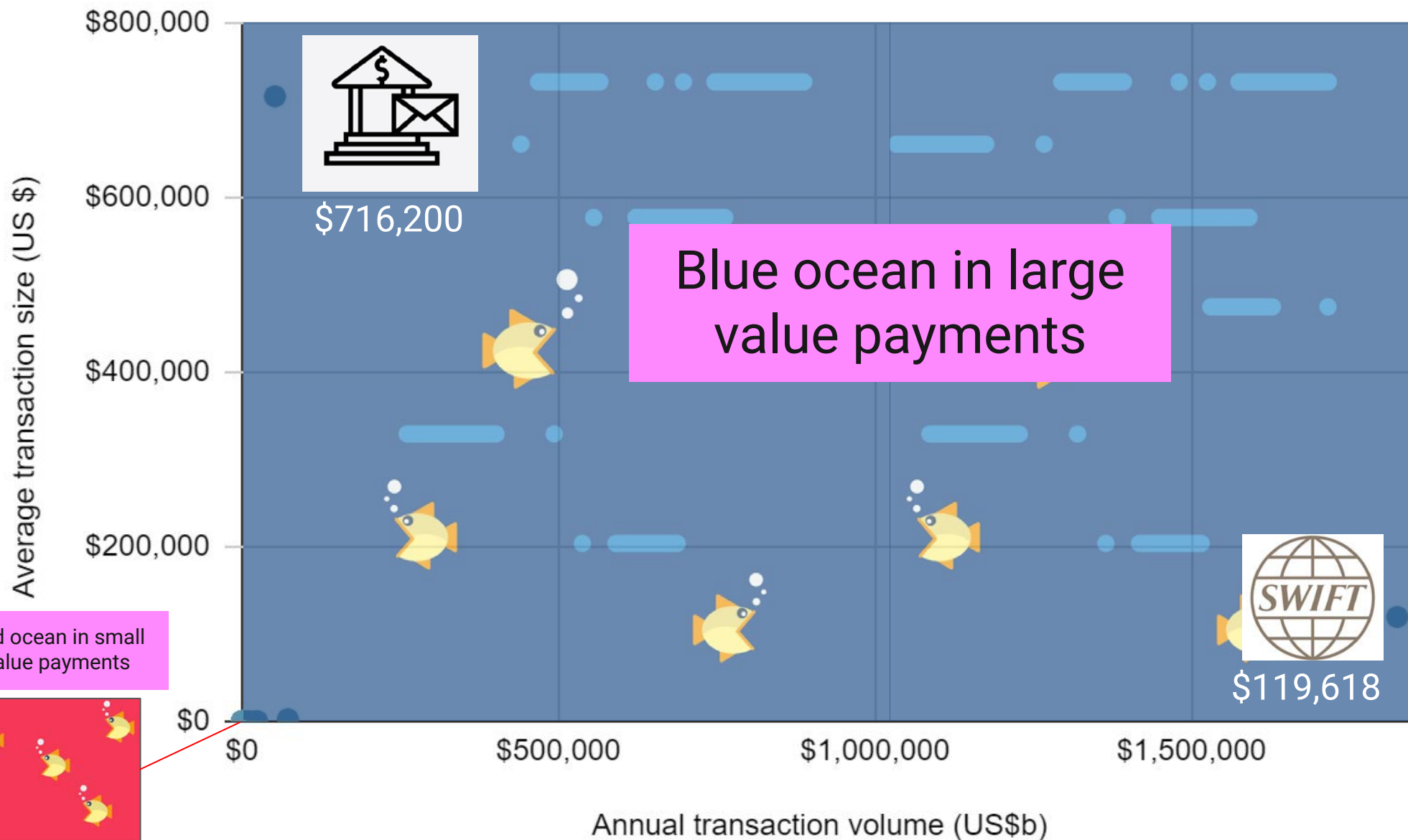
Annual US e-commerce retail sales as percentage of total sales, seasonally adjusted

	Count	Value	ATS
Cards	74.3%	7.8%	\$57
Checks	6.5%	22.9%	\$364
Bank	19.2%	69.3%	\$2,495
Total	100.0%	100.0%	-

Ecommerce cannot dominate retail sales by value without handling larger value transactions







Zelle: <https://www.businessinsider.com/zelle-and-venmo-end-2021-with-strong-volume-2022-2>, <https://www.businessofapps.com/data/mobile-payments-app-market/>

Paypal: <https://www.nasdaq.com/articles/paypal-stock-has-given-up-all-its-pandemic-era-gains-is-it-a-buy-now>

SWIFT: <https://economics.stackexchange.com/questions/9165/how-much-money-is-wire-transferred-every-year-worldwide>

BPay, Bank transfer: <https://www.rba.gov.au/publications/annual-reports/psb/2020/trends-in-payments-clearing-and-settlement-systems.html>

Letter of Credit: <https://swiftinstitute.org/wp-content/uploads/2014/11/2014-11-International-Trade-Risk-and-Role-of-Banks-Niepmann-and-Schmidt-Eisenlohr-REVISED.pdf>

Checks: <https://go.gale.com/ps/i.do?id=GALE%7CA91090224&sid=googleScholar&v=2.1&it=r&linkaccess=abs&issn=1048115X&p=AONE&sw=w&userGroupName=anon%7E8bea63a6>

Apple Pay, Google Pay: <https://appleinsider.com/articles/21/08/17/apple-pay-accounted-for-92-of-us-mobile-wallet-debit-transactions-in-2020-study-says>

Volumes: <https://blockworks.co/bitcoin-surpasses-3-trillion-in-transactions/>

Venmo: <https://www.businessofapps.com/data/venmo-statistics/>

Letter of Credit: <https://www.alliedmarketresearch.com/letter-of-credit-confirmation-market-A06312#:~:text=The%20global%20letter%20of%20credit,2.72%25%20from%202021%20to%202030>

# Online payments fail above a few thousand dollars

Secure business payments are bespoke, slow, error-prone & expensive.

Inspections are required before shipping.

**ESCROW AGREEMENT**

This Escrow Agreement (the "Agreement") is made effective the [DATE].

**BETWEEN:** [YOUR COMPANY NAME] (the "Seller"), a corporation organized and existing under the laws of the [State/Province] of [STATE/PROVINCE], with its head office located at [YOUR COMPLETE ADDRESS]

**AND:** [BUYER NAME] (the "Buyer"), an individual with his main address located at [State/Province] of [STATE/PROVINCE], with its head office located at [COMPLETE ADDRESS]

**AND:** [ESCROW AGENT NAME] (the "Escrow Agent"), an individual with his main address located at [State/Province] of [STATE/PROVINCE], with its head office located at [COMPLETE ADDRESS]

**RECITALS**

Simultaneously with the making of this Agreement, Seller and Buyer have entered into a contract (the "Contract") by which Seller will sell to Buyer the following property:

[DESCRIPTION OF PROPERTY BEING SOLD]

**1. DATE OF CLOSING**

The closing will take place on [DATE OF CLOSING], at [TIME OF CLOSING] at the offices of [NAME OF THE OFFICE WHERE CLOSING IS TAKING PLACE], located at [ADDRESS OF THE OFFICE], or at such other time and place as Seller and Buyer may jointly designate in writing. Pursuant to the Contract, Buyer must deposit [DOWN PAYMENT AMOUNT] as a down payment to be held in escrow by the Escrow Agent.

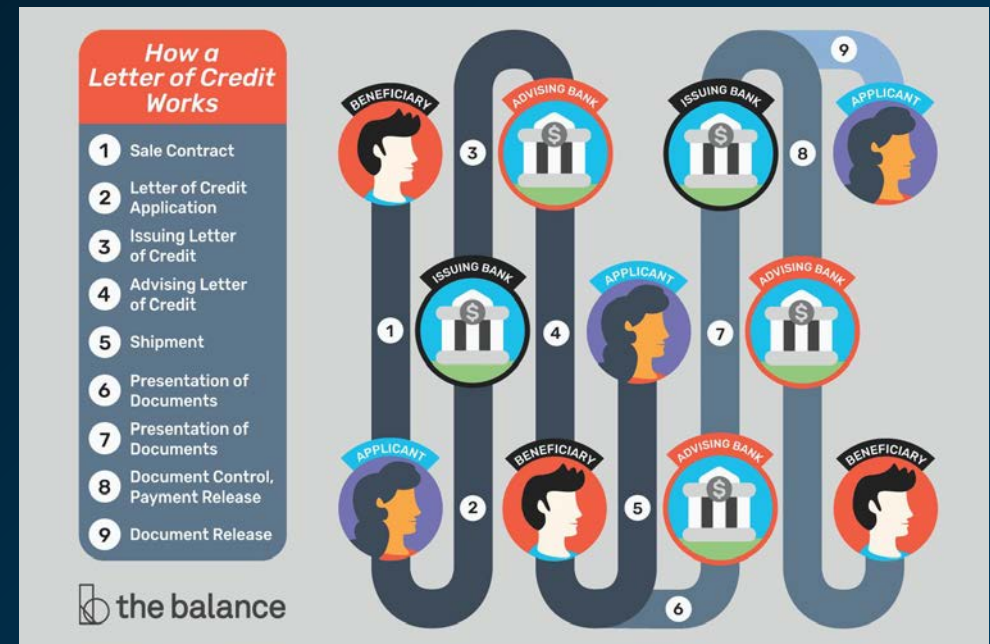
**2. PAYMENT TERMS**

If the closing takes place under the Contract, Escrow Agent at the time of closing shall pay the amount deposited with Agent to Seller or in accordance with Seller's written instructions. Escrow Agent shall make simultaneous transfer of the said property to the Buyer. If no closing takes place under the Contract, Escrow Agent shall continue to hold the amount deposited until receipt of written authorization for its disposition signed by both Buyer and Seller. If there is any dispute as to when Escrow Agent is to deliver the amount deposited, Escrow Agent shall hold the sum until the parties' rights are finally determined in an appropriate action or proceeding or until a court orders Escrow Agent to deposit the down payment with it. If Escrow Agent does not receive a proper written authorization from Seller and Buyer, or if an action or proceeding to determine Seller's and Buyer's rights is not begun or diligently

Escrow Agreement Page 1 of 2

"According to the ICC, the world-wide documentary discrepancy rates against the DLC [letters of credit] are between 60% to 70%"

[https://www.researchgate.net/publication/320202026\\_Evaluating\\_the\\_Risk\\_of\\_Documentary\\_Discrepancies\\_in\\_Letters\\_of\\_Credit\\_in\\_the\\_Context\\_of\\_Estonian\\_Export\\_Bankers'\\_Credit\\_Risk](https://www.researchgate.net/publication/320202026_Evaluating_the_Risk_of_Documentary_Discrepancies_in_Letters_of_Credit_in_the_Context_of_Estonian_Export_Bankers'_Credit_Risk)





# Online payments fail with untrustworthy counterparties

Buyer protection is a terrible experience for consumers.


Card fraud over the next decade will cost \$409 billion in losses globally \*

Money ► Property Pensions Savings Borrowing Careers



**Consumer champions**  
Scams

**I could prove I had been scammed but eBay wasn't on my side**

I sent all the evidence that a £450 pair of trainers were perfect, but it refunded the buyer who has kept my trainers



**Miles Brignall**  
Mon 31 Aug 2020 02:00 EDT



**Here's how eBay Buyer Protection works:**

- Fast** – Solve problems quickly with our customer support team.
- Easy** – We'll work with the seller to make it right.
- Free** – It's included with your eBay purchases.

▲ eBay's buyer protection ... but what about a seller who has been scammed? Photograph: NetPhotos/Alamy

**I appear to have been scammed after I sold a £450 pair of trainers on eBay about a month ago to a "buyer" in the US.**

They paid straight away, and the delivery address was a business in New York, but there was no contact name and they had zero feedback. This concerned me, but I believed I'd be protected by eBay.

I took pictures of the shoes and the box from every angle, and then I bubble-wrapped and double-boxed them so there was zero chance of any damage, and the buyer couldn't possibly dispute their condition. Which is exactly what happened.

I sent all the evidence that a £450 pair of trainers were perfect, but it refunded the buyer who has kept my trainers

\* <https://www.paymentsdive.com/news/card-industry-faces-400b-in-fraud-losses-over-next-decade-nilson-says/611521/>

## ESCROWAPI

Spend more time running your business and less time worrying about payments code and compliance overhead.

Built for developers, by developers.

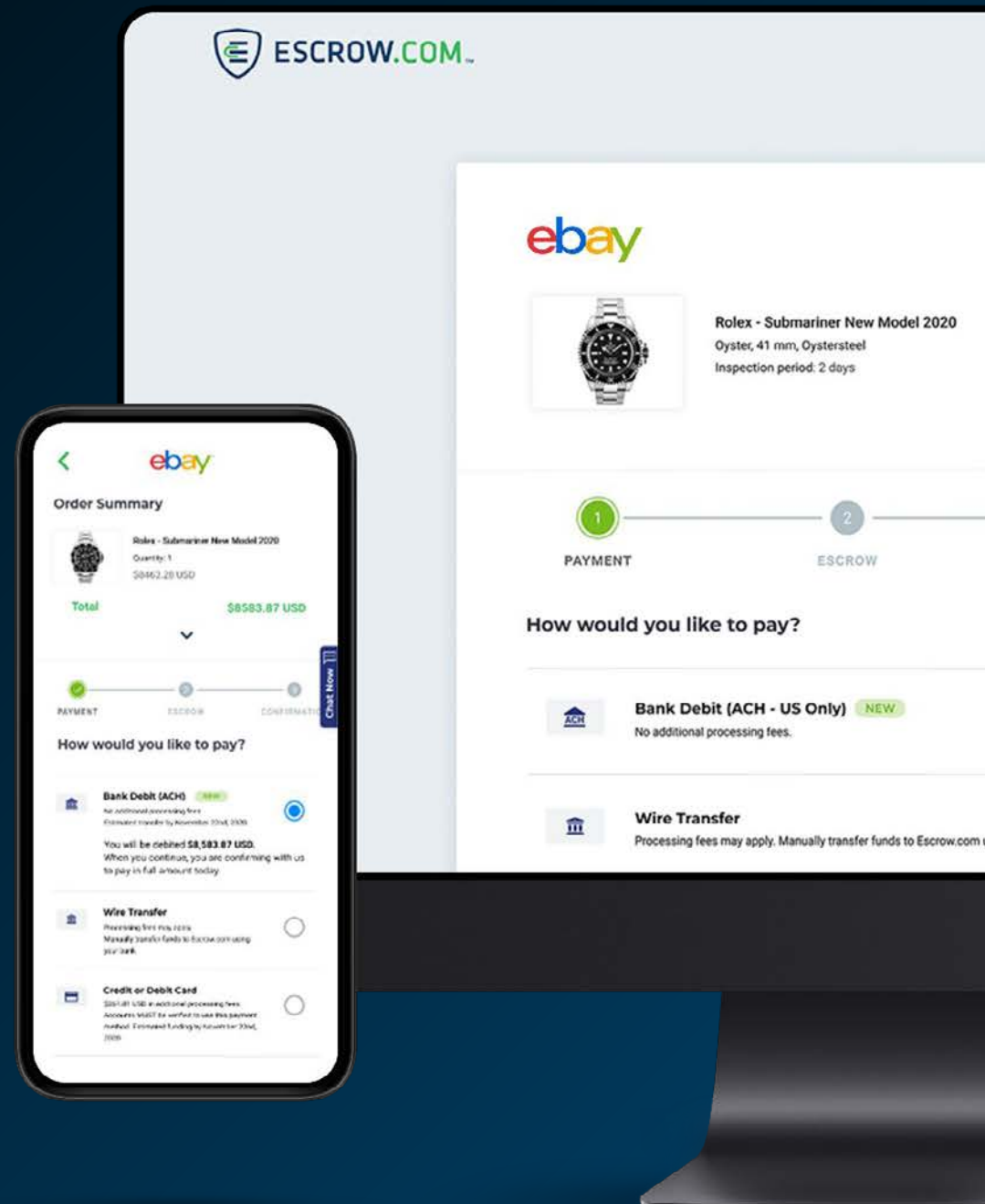
## ESCROWPay

The simplest way to add escrow payments to your website, mobile app, online store, classified site or marketplace.

Escrow.com payments with one line of code.

## ESCROWOffer

Allows buyers and sellers to negotiate a price and securely transact domain names, cars, boats, aircraft or any high-value item online.





# Escrow.com solves large value payments in an untrustworthy world



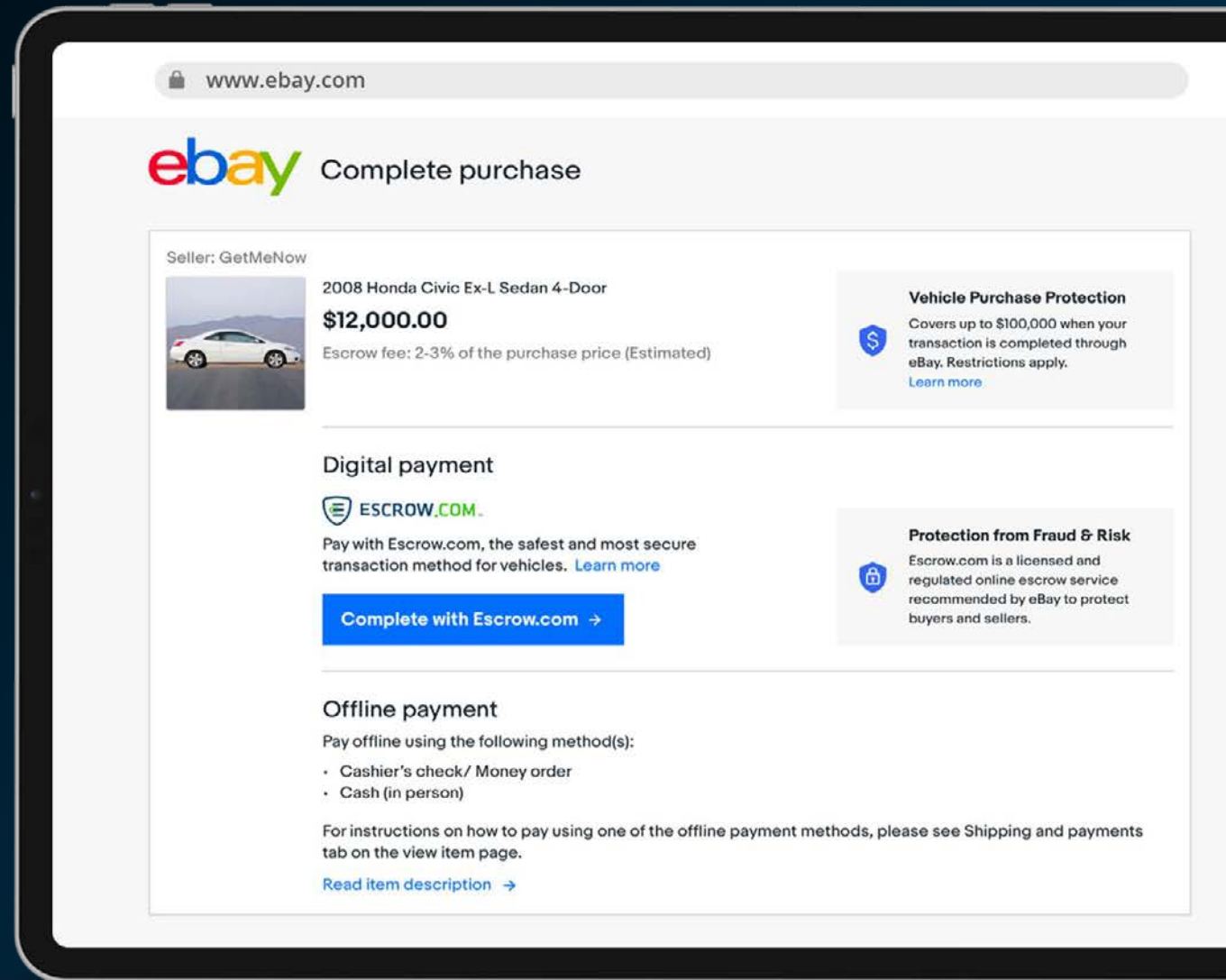
Escrow.com holds the funds while the transaction completes.



+



**Escrow.com** is the only online payment method for eBay Motors listings in the United States





**Escrow.com** is the only secure online payment method for high value items.

Supporting payments in USD, EUR, CAD, AUD & GBP from 100 to 100,000,000+.



CARS



BOATS



AIRPLANES



MOTORCYCLES



DOMAINS



COLLECTIBLES



COMPUTERS, TV & HIFI



MACHINERY & ROBOTICS



ANTIQUES



NETWORK EQUIPMENT



GEMSTONES & JEWELRY



GENERAL MERCHANDISE



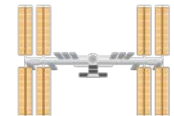
HEAVY EQUIPMENT



INTELLECTUAL PROPERTY



IMPORT/EXPORT



SPACE STATION DEPOSITS



BUSINESS ASSETS



SERVICES & CONTRACTORS

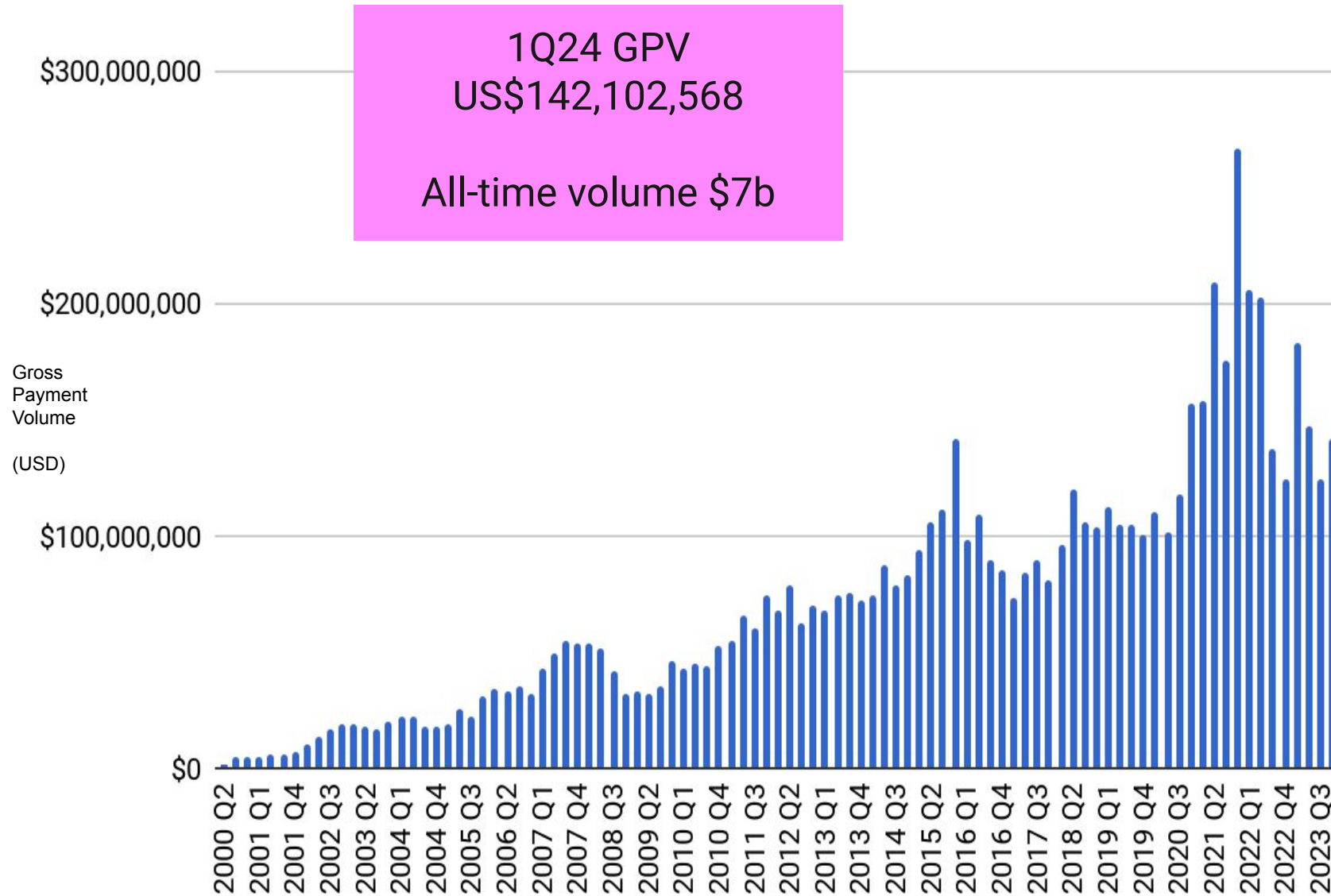


WEBSITES




ELECTRONICS

# Gross Payment Volume (US\$)



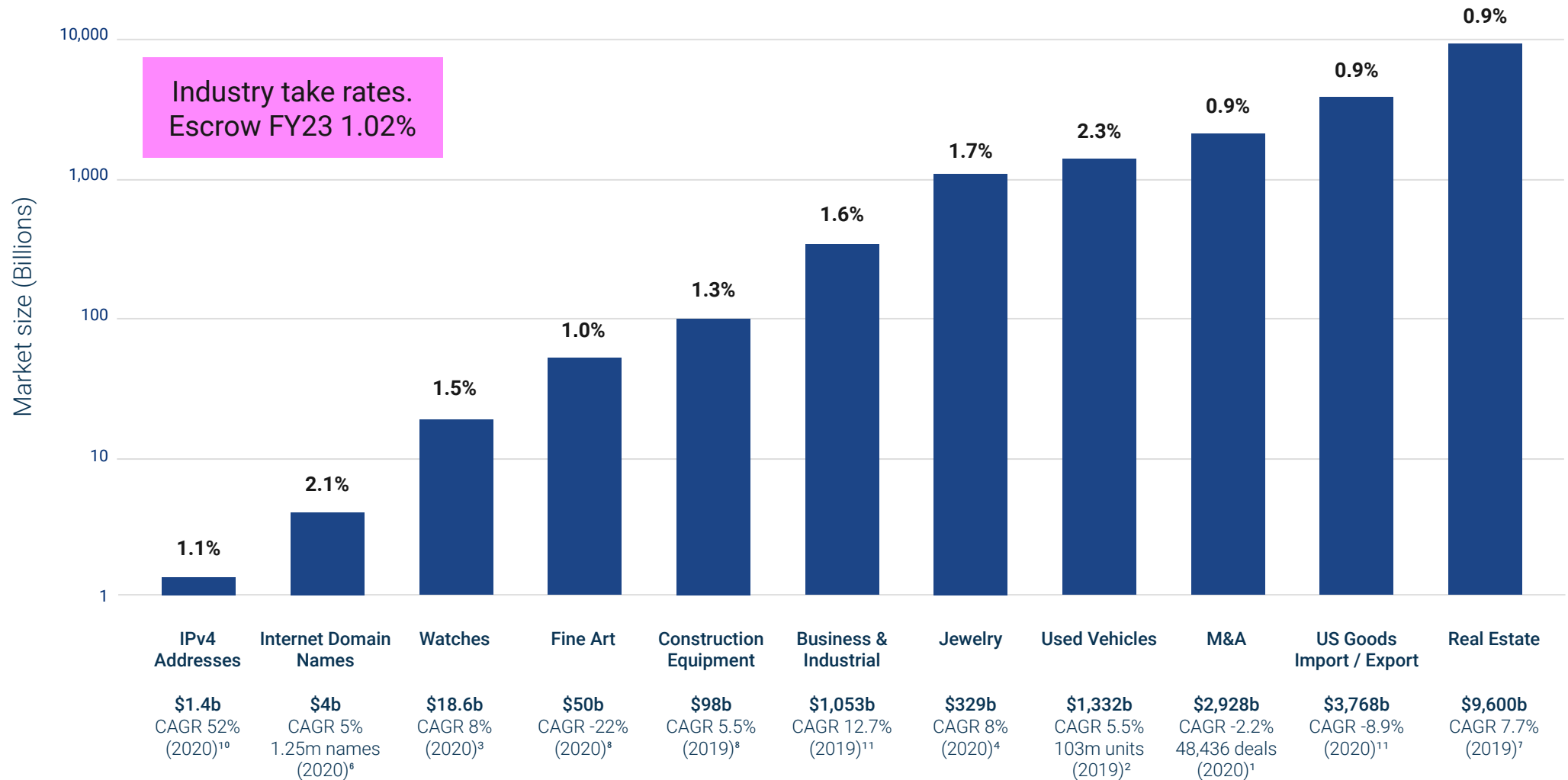


# Over 2 million customers

A world map with a dark blue background. Overlaid on the map are numerous thin, glowing lines in pink and blue, representing transaction flows between different geographical locations. The lines are most dense in the North Atlantic and Europe. White dots are scattered across the map, indicating the locations of Escrow.com's users. The lines vary in thickness, with thicker lines indicating higher transaction volume.

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.

# Key verticals



1 <https://www.pwc.com/gx/en/services/deals/trends.html>

2 <https://www.grandviewresearch.com/industry-analysis/used-car-market>

3 <https://usa.watchpro.com/pre-owned-luxury-watch-market-is-worth-18-6-billion-and-growing-fast/>

4 <https://www.grandviewresearch.com/industry-analysis/jewelry-market>

5 <https://www.ibisworld.com/industry-statistics/market-size/web-domain-name-sales-united-states/>

6 <https://domainnamewire.com/2021/04/14/sizing-the-domain-name-aftermarket/>

7 [https://www.msci.com/documents/1296102/19878845/MSCI\\_Real\\_Estate\\_Market\\_Size\\_2020.pdf/06a13e2c-0230-f253-26fa-3318cecb1c59](https://www.msci.com/documents/1296102/19878845/MSCI_Real_Estate_Market_Size_2020.pdf/06a13e2c-0230-f253-26fa-3318cecb1c59)

8 <https://www.gminsights.com/industry-analysis/used-construction-equipment-market>

9 <https://www.artsy.net/article/artsy-editorial-collectors-art-market-2021-report>

10 Escrow.com estimates, [https://www.caida.org/catalog/papers/2013\\_first\\_look\\_transfer\\_markets/first\\_look\\_transfer\\_markets.pdf](https://www.caida.org/catalog/papers/2013_first_look_transfer_markets/first_look_transfer_markets.pdf)

11 US Trade Census FT900 [https://www.census.gov/foreign-trade/Press-Release/ft900\\_index.html](https://www.census.gov/foreign-trade/Press-Release/ft900_index.html)



# Beach head customers in key verticals

## Domain Names



## IP Addresses



## Cars



## Boats, Aircraft, Vehicles



## Fine Art



## Luxury, Watches & Jewellery, Auctions



## Intellectual Property



## Business Sales, Mergers & Acquisitions



## Import / Export



## Agriculture



## Oil & Gas



## Services



# The world's largest online escrow company.



Escrow.com has 55 financial services licenses granted or in-application.


Five U.S. states do not require Escrow.com to hold licenses (Hawaii, Indiana, Massachusetts, Tennessee, Wisconsin).

Additionally Escrow.com holds an Australian Financial Services License #501215 and is licensed as a MSB in FINTRAC #M23461013.


A UK Payments Institution license application has been filed with the Financial Conduct Authority.





# Escrow.com is the only multi-jurisdiction licensed online escrow company with 55 licenses granted or in-application


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 **DEPARTMENT OF  
FINANCIAL PROTECTION  
& INNOVATION**


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**Stopped escrow**

**Not external**

**Assembly Escrow Inc.**  
Telephone: 866-862-2714  
Email: [tracey@promisepay.com](mailto:tracey@promisepay.com)  
Website: <http://promisepay.com>

**Upwork Escrow Inc.**  
Telephone: 650-316-7557  
Email: [Escrow@Upwork.com](mailto:Escrow@Upwork.com)  
Website: <https://www.upwork.com>

**Internet Escrow Services, Inc.**  
Telephone: 1-888-511-8600,  
949-635-3800  
Email: [sales@escrow.com](mailto:sales@escrow.com)  
Website: <http://www.escrow.com>



**SeedTrust Escrow, Inc.**  
Telephone: 800 205-3527  
Email: [Info@SeedTrustInc.com](mailto:Info@SeedTrustInc.com)  
Website: <https://SeedTrustInc.com>

**Surrogacy escrow** **Key Consumer Links**

## California escrow licenses

# Benefits of using Escrow.com



## Increase Trust

Marketplaces are all about trust. Escrow dramatically lifts trust for platforms.



## Increase Liquidity

Buyers can inspect the goods or services before releasing the funds, driving cross-border transactions.



## Increase Network Effects

Greater liquidity means more buyers & sellers, better choice, pricing and conversion rates.



## Increase Compliance

AML/KYC, bonding, SARs, IFTIs, OFAC/PEP & sanctions checks not the business of platforms.



## Increase Insights

Know who your customer is, enables bidirectional feedback, what happens after the match



## Increase Revenue

Upselling is now possible because the platform handles the payment.



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

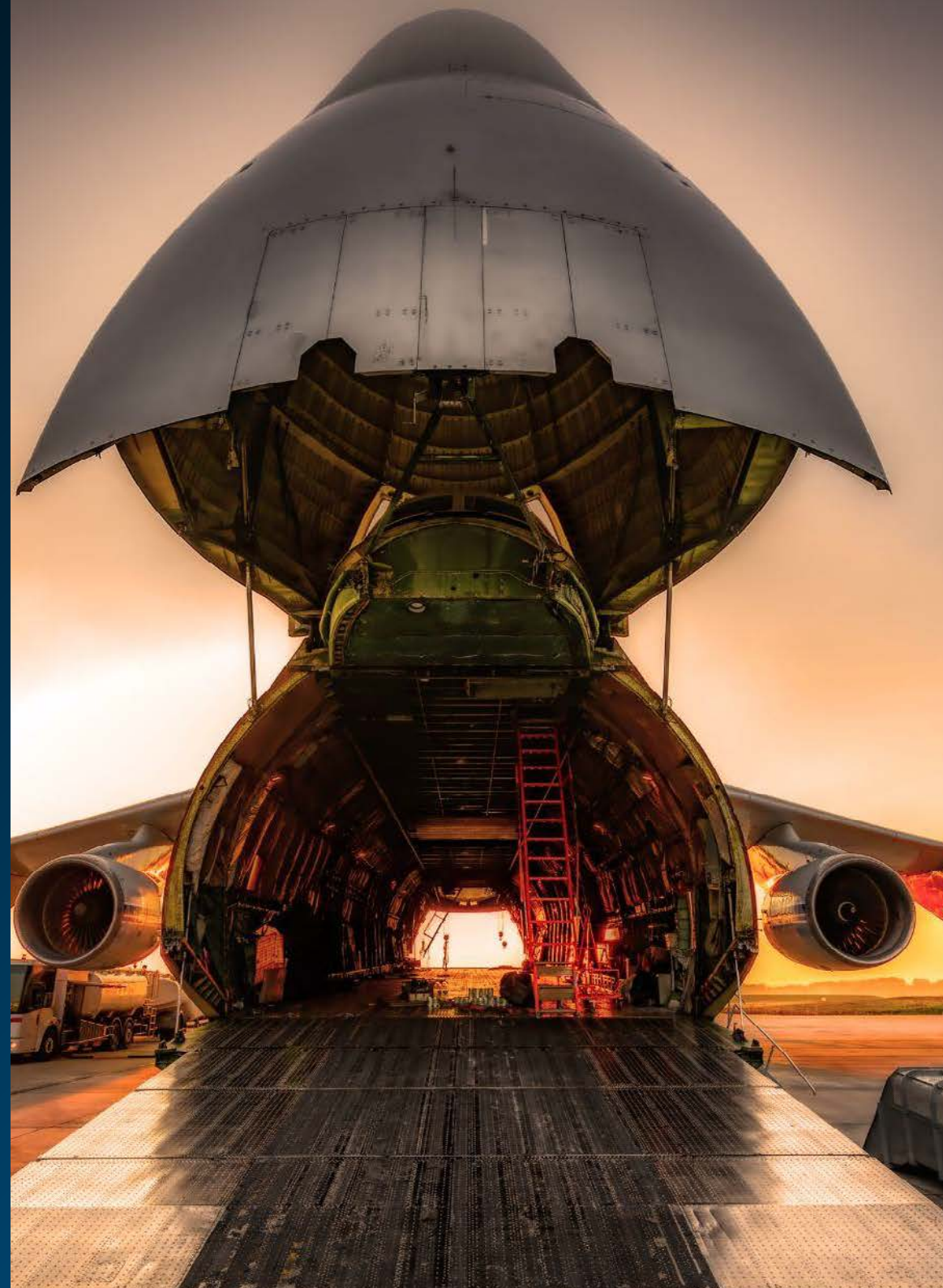
Escrow.com solves trust problem

- Buyer & seller have to physically meet to transact
- Seller accepting cards risks chargebacks
- Buyer using cash or wire has to risk delivering cash safely and trusting 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:

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







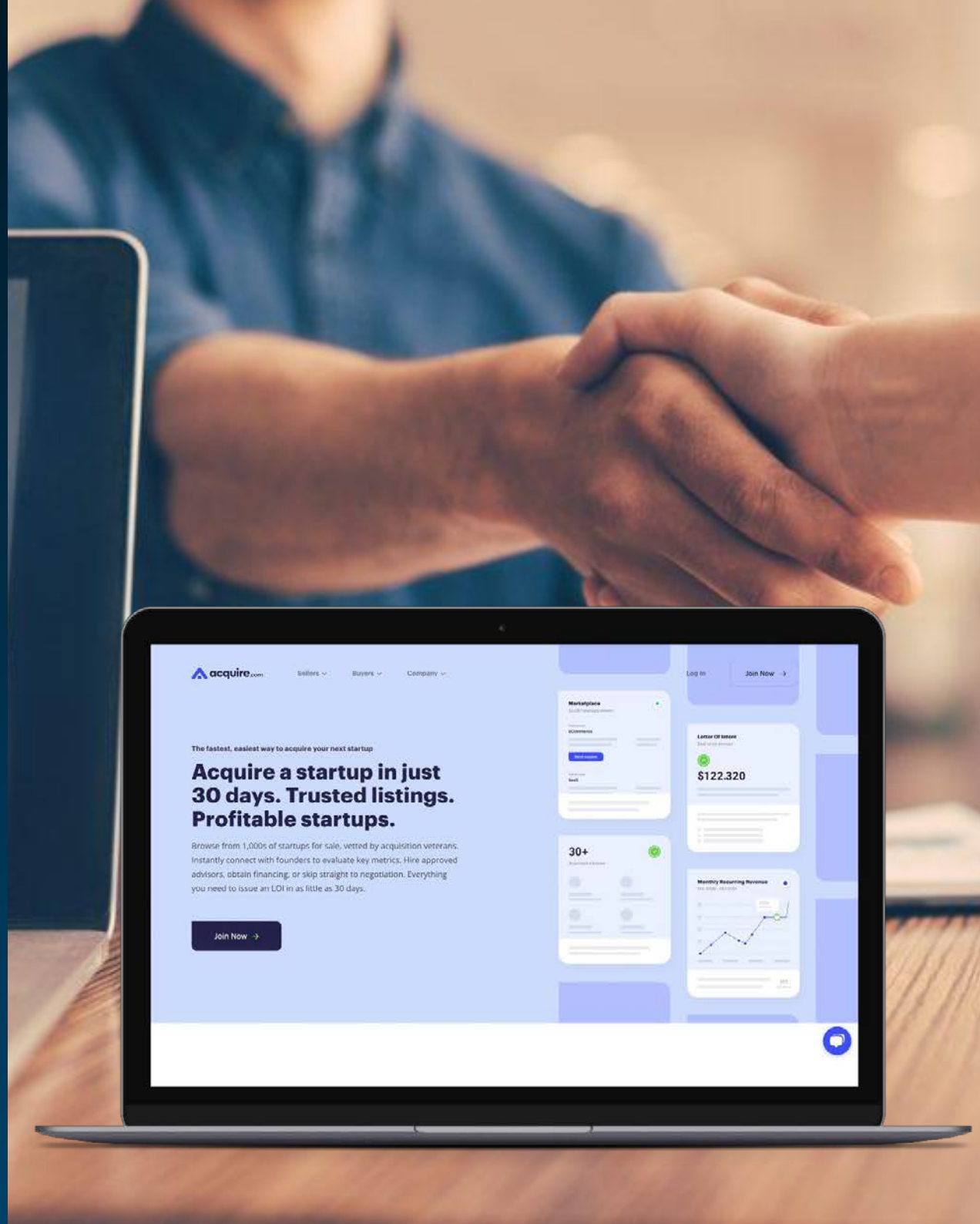
 **ESCROW.COM**™ & **ebay**™ MOTORS first transaction

enabled the secure sale of a 1930 Ford Model A from Poway, California to Farmington, New York -  
a distance that would normally be complicated to transact over.



## Escrow.com ensures the safety of startup acquisitions.

As soon as a letter of intent or an asset purchase agreement is signed, **Escrow.com** ensures the acquisition deal proceeds safely and smoothly for both parties.



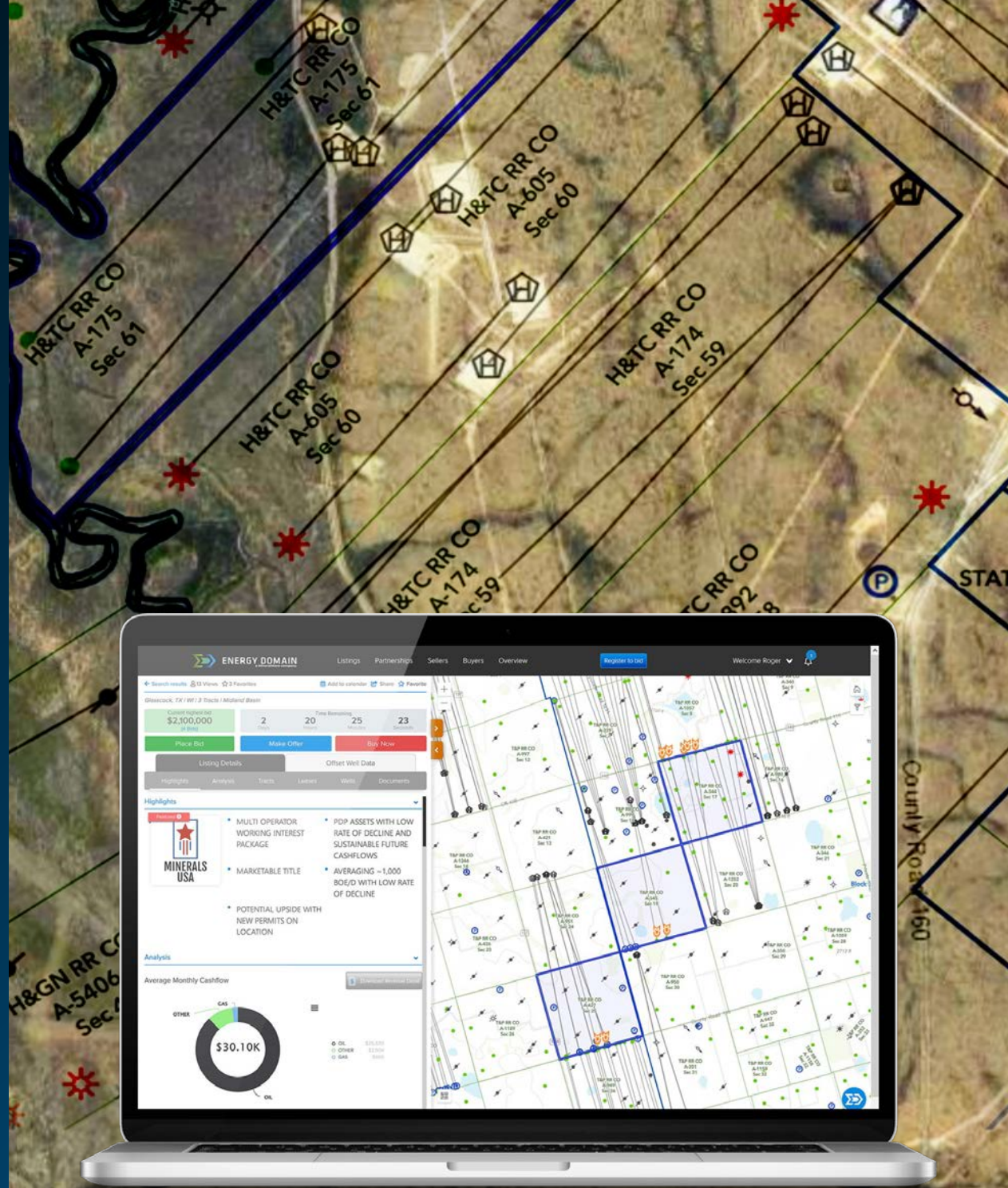


# Escrow.com enables trading of oil, gas and mineral rights online

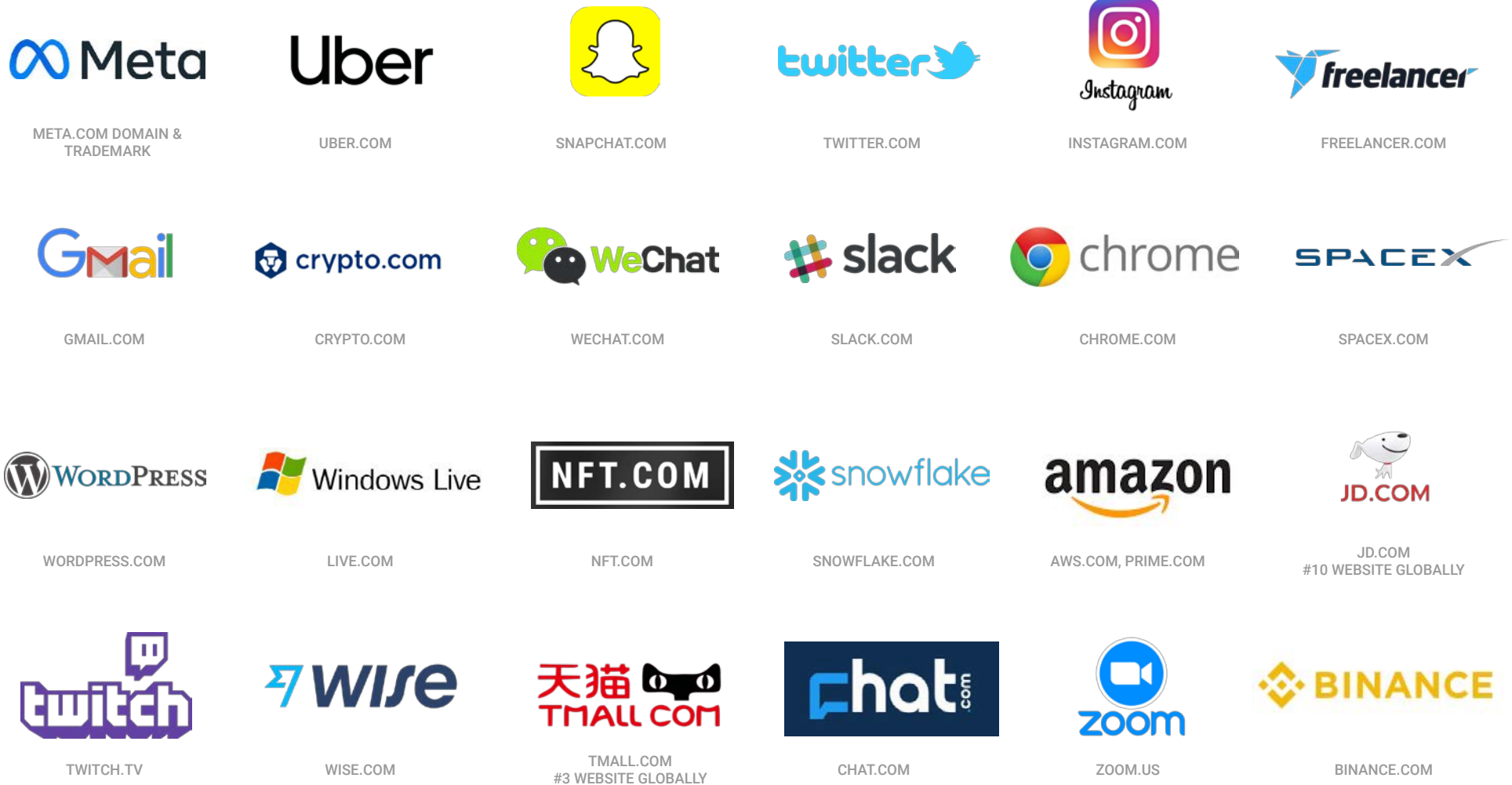
In a world first, **Escrow.com** enabled Energy Domain to complete sales of non-operated mineral rights online, transforming a centuries old business into an online marketplace.



52.5 mineral acres of oil rights securely sold through **Escrow.com**



# ESCROW.COM™ is where the metaverse is bought and sold



All these domains were bought through Escrow.com



# Management Team

**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 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 IPscape, Threatmetrix (acquired by NYSE:RELX), Sensory Networks (acquired by NASDAQ:INTC) and Aptrix (acquired by NYSE:IBM).

**Michael Best**

Senior Manager of BSA / AML and Regulatory Compliance  
*BSc*

Michael Best is the BSA/AML and Regulatory Compliance Officer at Escrow.com, where he is responsible for overseeing and maintaining the BSA/AML program and regulatory compliance functions of the company. With more than 15 years of experience in regulatory compliance, Michael has worked extensively with large and small financial institutions building BSA/AML, risk management, and compliance programs. Michael holds a bachelor's degree in Political Science with a focus on Economics from Purdue University, and he is both a Certified Regulatory Compliance Manager (CRCM) and a Certified Anti Money Laundering Specialist (CAMS).

**Behrokh Abbasnejad**

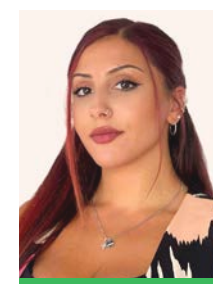
Product Manager  
*BSc MSc PhD  
(Mechanical/Biomedical Engineering)*

Behrokh is a Product Manager at Escrow.com. She is overseeing product development engineering, account management, and business operations working with key stakeholders and ensuring timely and proper execution of goals across the business. Behrokh also acts as the Product Manager for payments at Freelancer.com. Behrokh holds a PhD in Biomedical/Mechanical engineering and was a casual lecturer in different universities in Iran and Australia.

**Kristian Sisayan**

Associate Product Manager  
*BS CS*

Kristian Sisayan is the Associate Product at Escrow.com, where he is responsible for overseeing product development, engineering, and business operations. He also manages relationships with partners and key stakeholders, and ensures timely and proper execution of goals across the business. Kristian is previously a Software Engineer at Escrow.com and holds a bachelor degree in Computer Science from De La Salle University in the Philippines.

**Sofia Canala**

Head of Account Management

Sofía Canala is the dynamic force behind the operations at Escrow.com's Buenos Aires office, orchestrating seamless workflows and ensuring optimal efficiency. With a passion for facilitating seamless transactions and a deep understanding of client needs, Sofia leads the Account Management team. Starting her journey as an Associate Account Manager, Sofia's dedication and skill quickly propelled her into leadership roles. Her background in conference interpreting and teaching has equipped her with unparalleled communication skills and channels her expertise through training and coaching.

**Reagan Paul Aldover**

Global Support and Payments Manager

Reagan manages operations at Escrow.com, directing customer support and payments teams with experience in Anti-Money Laundering (AML) and customer support roles across tech companies. Additionally, he serves as one of the AML and Payments managers at Freelancer.com. Reagan's focus on practical solutions and effective management ensures smooth online transactions and fosters positive customer relationships.

# Recent Awards | Escrow.com



## Gold Stevie

Financial Services  
- Escrow.com

International Business  
Awards  
Awards 2023



## Silver Stevie

Achievement in Sales or  
Revenue Generation

The International Business  
Stevie Awards 2021



## Bronze Stevie

Achievement in Growth

The International Business  
Stevie Awards 2021



## Gold Stevie

Company of the Year -  
Financial Services - Small

The International Business  
Stevie Awards 2020



## Bronze Stevie

Most Innovative Company  
of the Year - Up to 100  
Employees

The International Business  
Stevie Awards 2020



## Silver Stevie

Company of the Year: for  
Financial Services - Small

The International Business  
Stevie Awards 2019



## Bronze Stevie

FinTech Solution

The International Business  
Stevie Awards 2019



## Gold Stevie

Company of the Year:  
Financial Services - Small

The International Business  
Stevie Awards 2018



## BBB Torch Award For Ethics

Better Business Bureau  
Torch Awards 2017



## Export of the Year Award NSW iAwards

Premier's NSW Export  
Awards 2016





# **Loadshift**

Connecting Shippers & Carriers

Australia's largest freight marketplace  
**OVER 750,000,000 KILOMETERS OF FREIGHT POSTED**



# Freight Customers

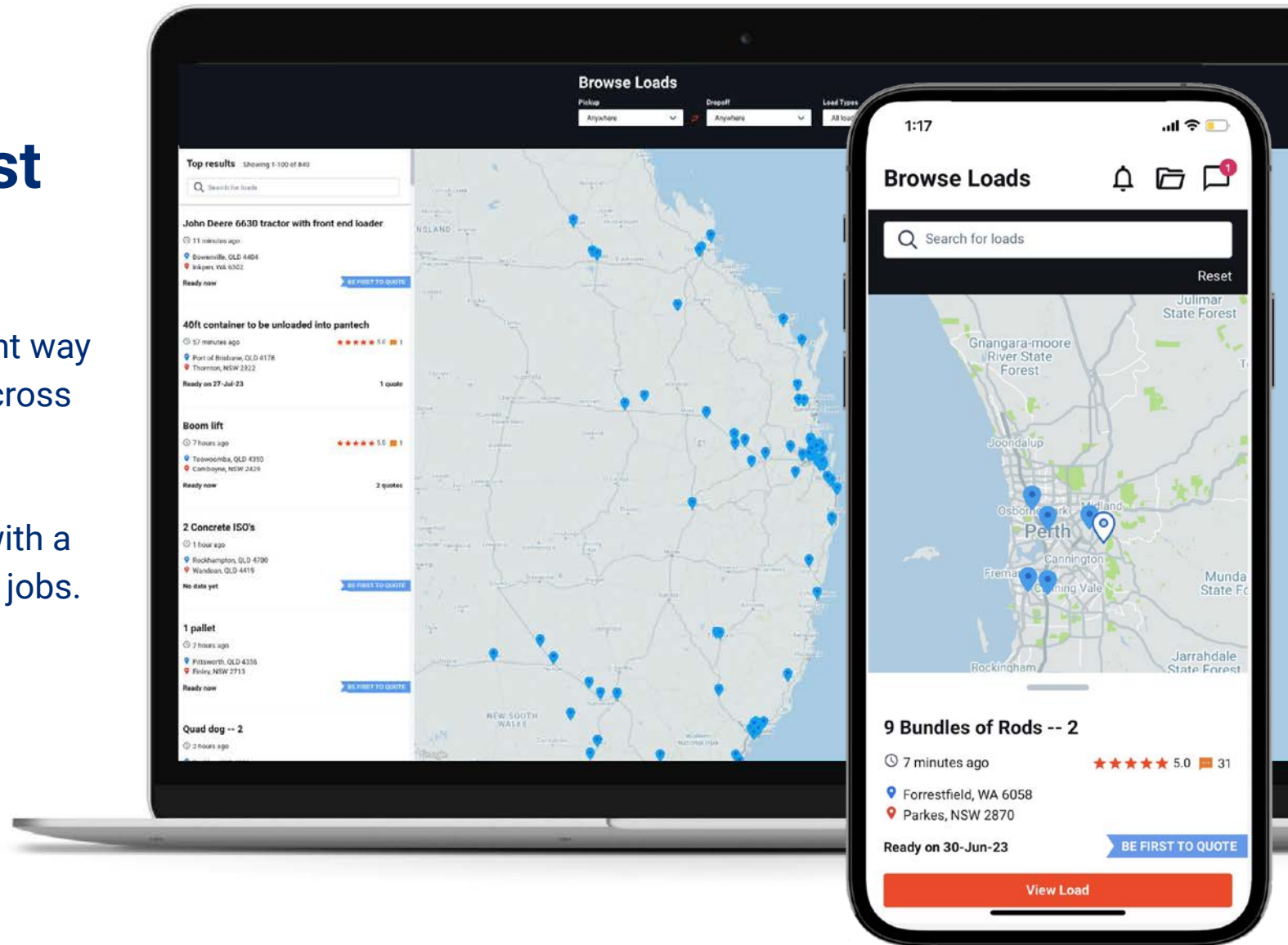




# Find loads fast on Loadshift

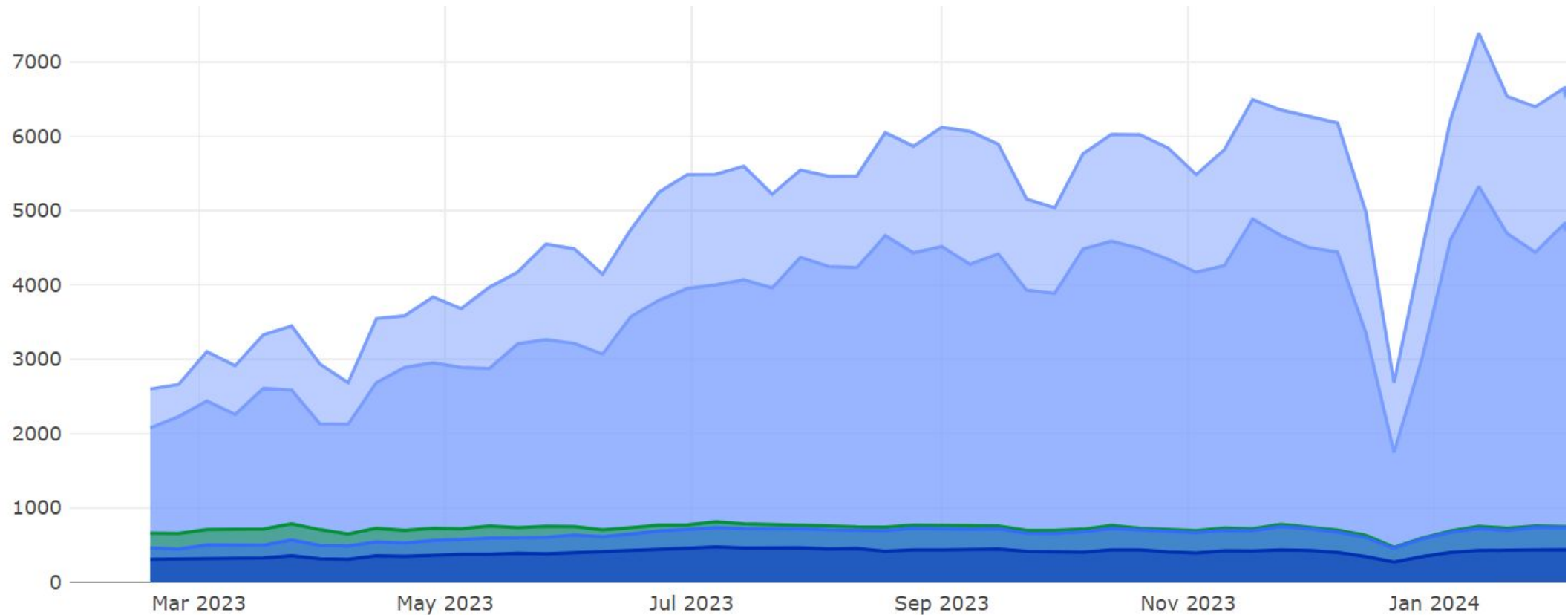
Discover the most efficient way  
to manage your freight across  
Australia.

Loadshift connects you with a  
vast network of transport jobs.



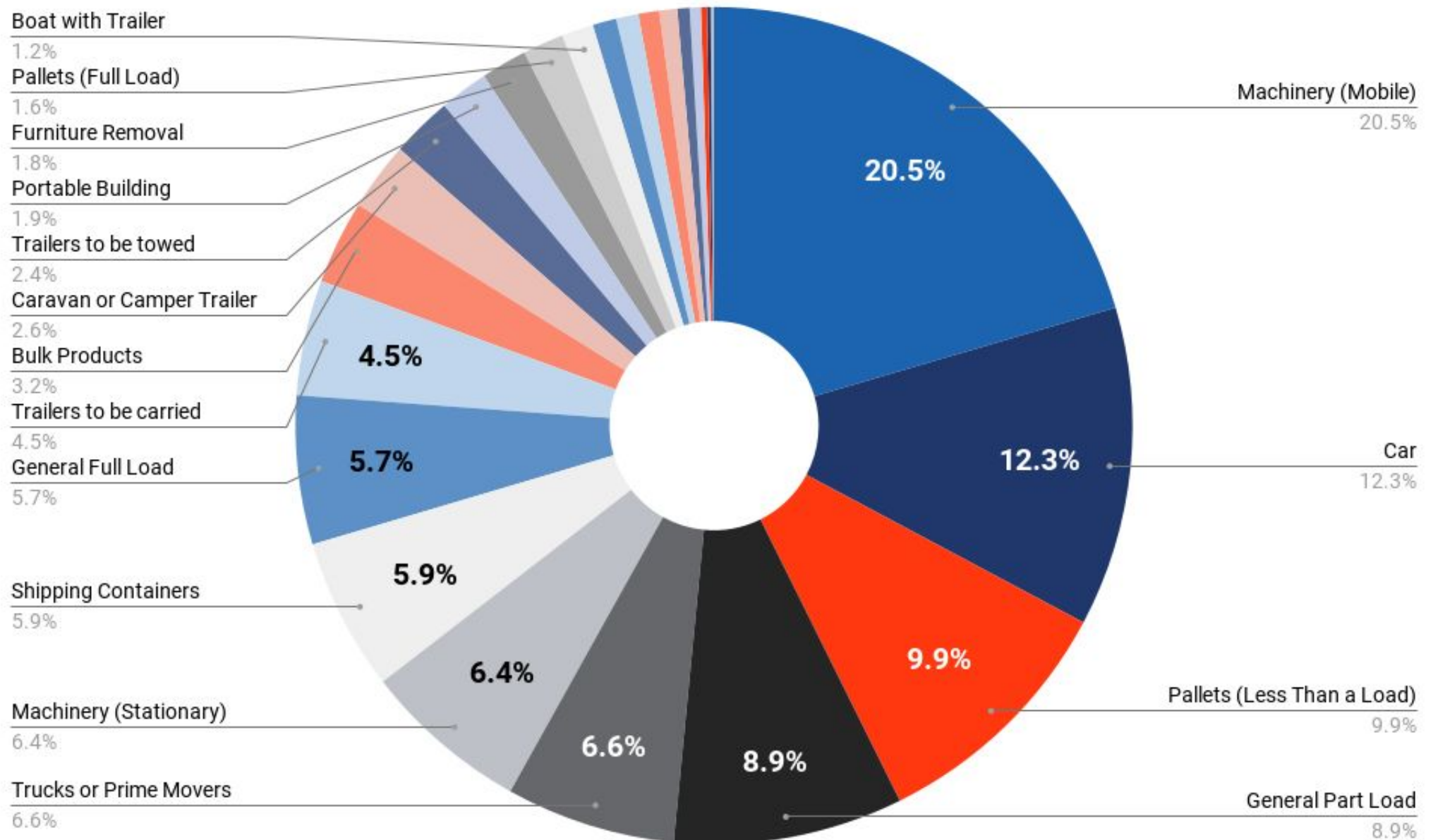
# 232,777 quotes submitted in FY23

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# Freight Categories FY23





# Loadshift Results for FY23

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- Full year comparisons with FY22 difficult due to a transition to marketplace from bulletin board.
- However, for the full year GMV was up 238.4% on pcp.
- 4Q23 saw significant uplifts in liquidity on 4Q22 including:
  - **Quotes:** up 220% on pcp (from 22,815 to 73,017)
  - **Quotes per job:** from 1.5 to 5.6
  - **Awarded jobs:** up 273% on pcp (from 796 to 2,967)
  - **Award rate:** from 5.2% to 22.8%
- Decrease in the number of loads posted from 15,295 in 4Q22 to 13,015 in 4Q23 (down 14.9%).
  - Reduced reposts as more loads become awarded
  - The load expiry time was increased, removing duplicate postings.
  - Additionally some low award rate abusers of the platform were removed.
- Total kilometres posted were 17,510,304, representing ~\$70m Notional Gross Load Value (NGLV) posted and an annual NGLV of approximately \$280m.





## Industrial

- Mining
- Infrastructure
- Construction
- Rail
- Oil & Gas
- Manufacturing
- Heavy haulage
- Bulk tipper transport
- Car, boat transport
- Container transport
- Palletised freight
- Grain transport
- Livestock transport
- Machinery transport
- Liquid transport
- Trailer transport
- International shipping
- Refrigerated transport

## Retail

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





147 loads  
303,583 kms

Perth WA to Cadia NSW One of 147 loads  
carried out for Newcrest in 2022

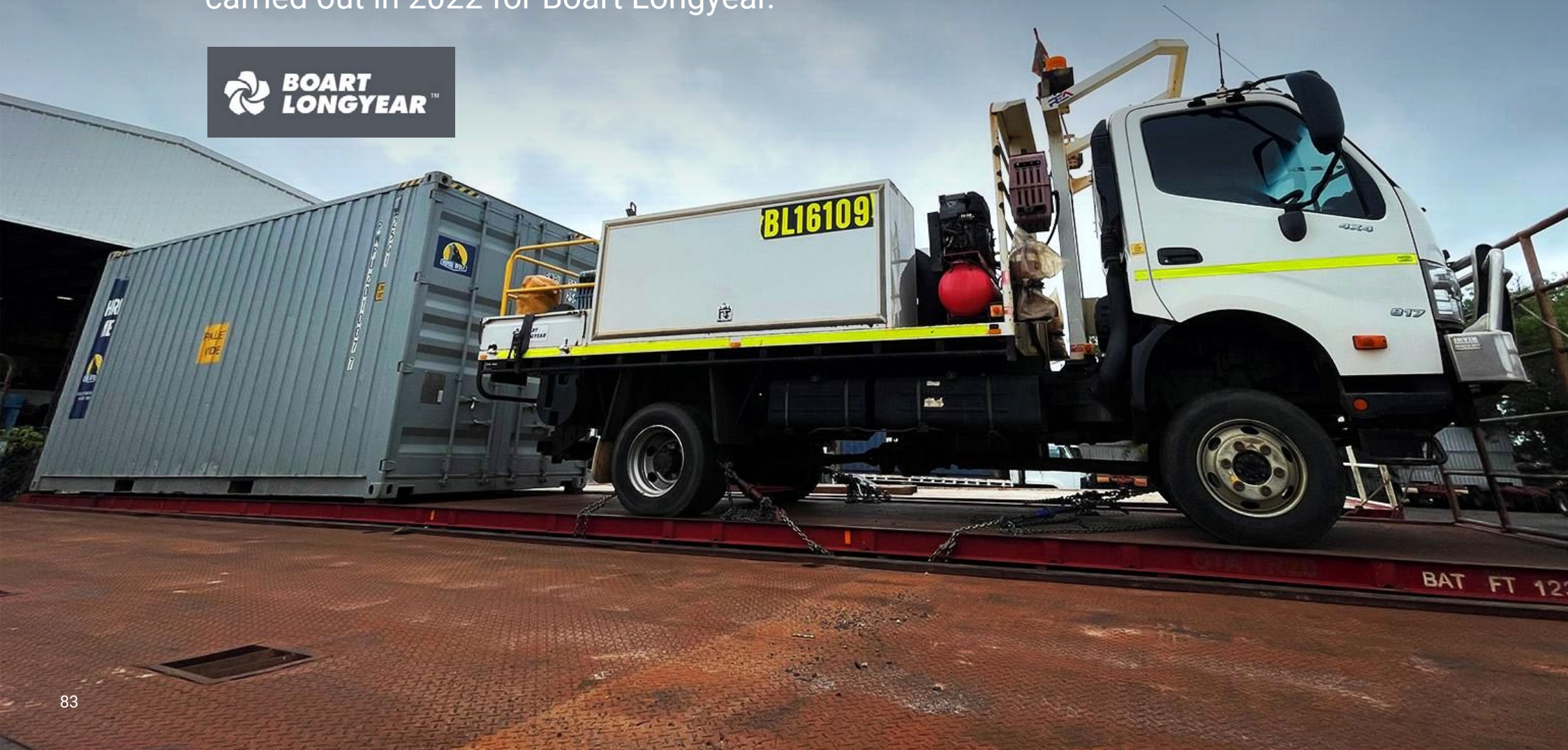


**NEWCREST**  
MINING LIMITED



# 165 loads 328,912 kms

East Arm NT to Perth One of 165 loads  
carried out in 2022 for Boart Longyear.





# Loadshift can manage it all for you

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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

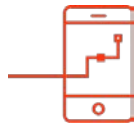




# Advantages



**Real-time bidding, competitive quotes fast**  
Upload a photo, dimensions, weight and delivery address & get quotes fast.



**Live tracking of cargo on the move**  
Notification on collection and drop off, minimum, maximum and average speeds traveled.



**Vetted operators**  
Choose from a range of vetted drivers and see reviews to ensure reliability and quality.



**Compliance peace of mind**  
Loadshift conducts audits on operators and loads to ensure compliance.



**Secure payments**  
Powered by Escrow.com, payment is kept in trust until it has been delivered.



Top: CAT 793 Body transported under pilot and police escort using Loadshift  
Bottom: R1700 underground loader, lashed securely for transport booked





# Mining

**Ship anything, anywhere. Urgent or unique, Loadshift 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.

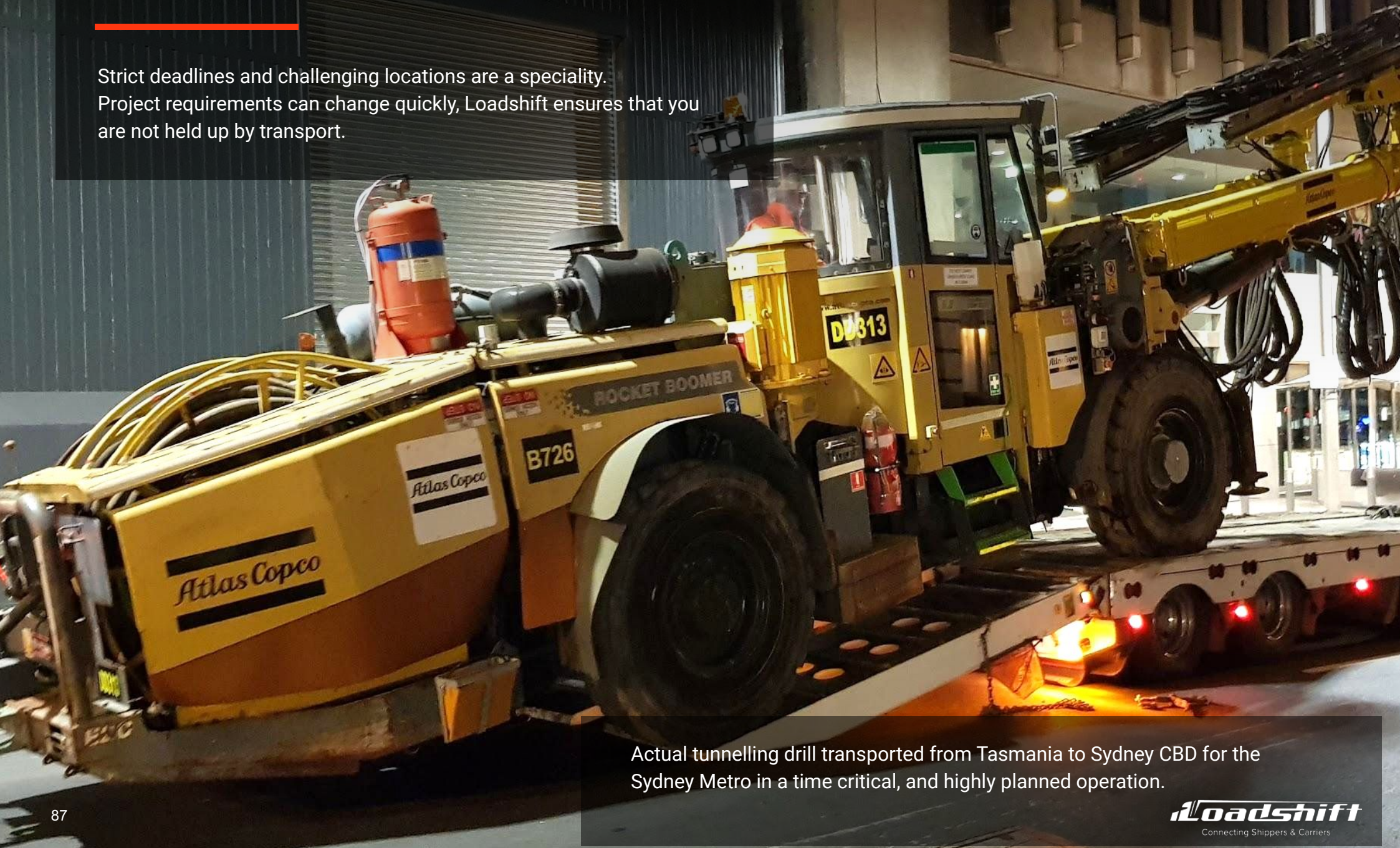
An ASX 50 listed mining company reported saving over 30% on heavy haulage and urgent freight movements for an underground gold mine using Loadshift, whilst also achieving huge efficiency gains.

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



# Infrastructure / Construction

Strict deadlines and challenging locations are a speciality. Project requirements can change quickly, Loadshift ensures that you are not held up by transport.



Actual tunnelling drill transported from Tasmania to Sydney CBD for the Sydney Metro in a time critical, and highly planned operation.





# International Shipping

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Use Loadshift 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. Payment secured by Escrow.com.



# GIANT PADDLEWHEELER IN BIGGEST MARINE MOVE IN THE SOUTHERN HEMISPHERE

Loadshift successfully transported the Pride of the Murray in 2Q22 to its new home in the Thompson River, a 1,750km voyage at a maximum of 80 km/hour with a 192 tonne payload.

This was the largest overland marine transport operation ever attempted in Australian history.



# Leadership Team

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**Matt Barrie**  
Executive Chairman

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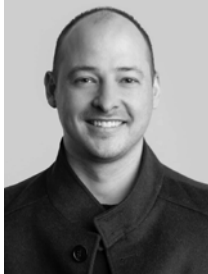
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**Neil Katz**  
Chief Financial Officer

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**Drew Davis**  
General Manager

---

Drew is one of a new breed of technology entrepreneurs striving to take the internet start-up world beyond the hype into traditional 'on-the-tools' industries. Graduating from Sydney University with a Bachelor of Commerce, Finance, Drew initially founded leading boutique Australian technology firm, dripcreative.



**Cohen Wisniewski**  
Global Manager of  
Managed Services

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Cohen is an experienced operations coordinator who has taken on a leadership role at Loadshift. He brings a unique perspective on strategy and growth, and is dedicated to a supportive management style and achieving the best results for his team. Before joining Loadshift, he successfully managed and grew a swimming pool business, and has experience managing and training teams, as well as implementing effective processes and documentation.



**Stanislav Markevic**  
Engineering Lead

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Stanislav has been working professionally as a web developer for the past 10 years. Before joining the Freelancer Group three years ago, he was involved in a number of startups and consulting projects. Stanislav brings a wealth of knowledge and experience to his role leading the Loadshift engineering teams. He has a Bachelors of Computer Science and a Masters in Computer Science from the University of Bialystok in Poland.



**Simon Manton**  
Operations Manager

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Simon brings with him a wealth of experience in the industry. He has built strong relationships with many of Loadshift's clients and is consistently striving to improve the user experience and grow Loadshift's share of the Marketplace. Before joining Loadshift, Simon managed a successful harvest workforce, and is utilising his skills and experience to optimise the operations process.



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