



30 July 2024

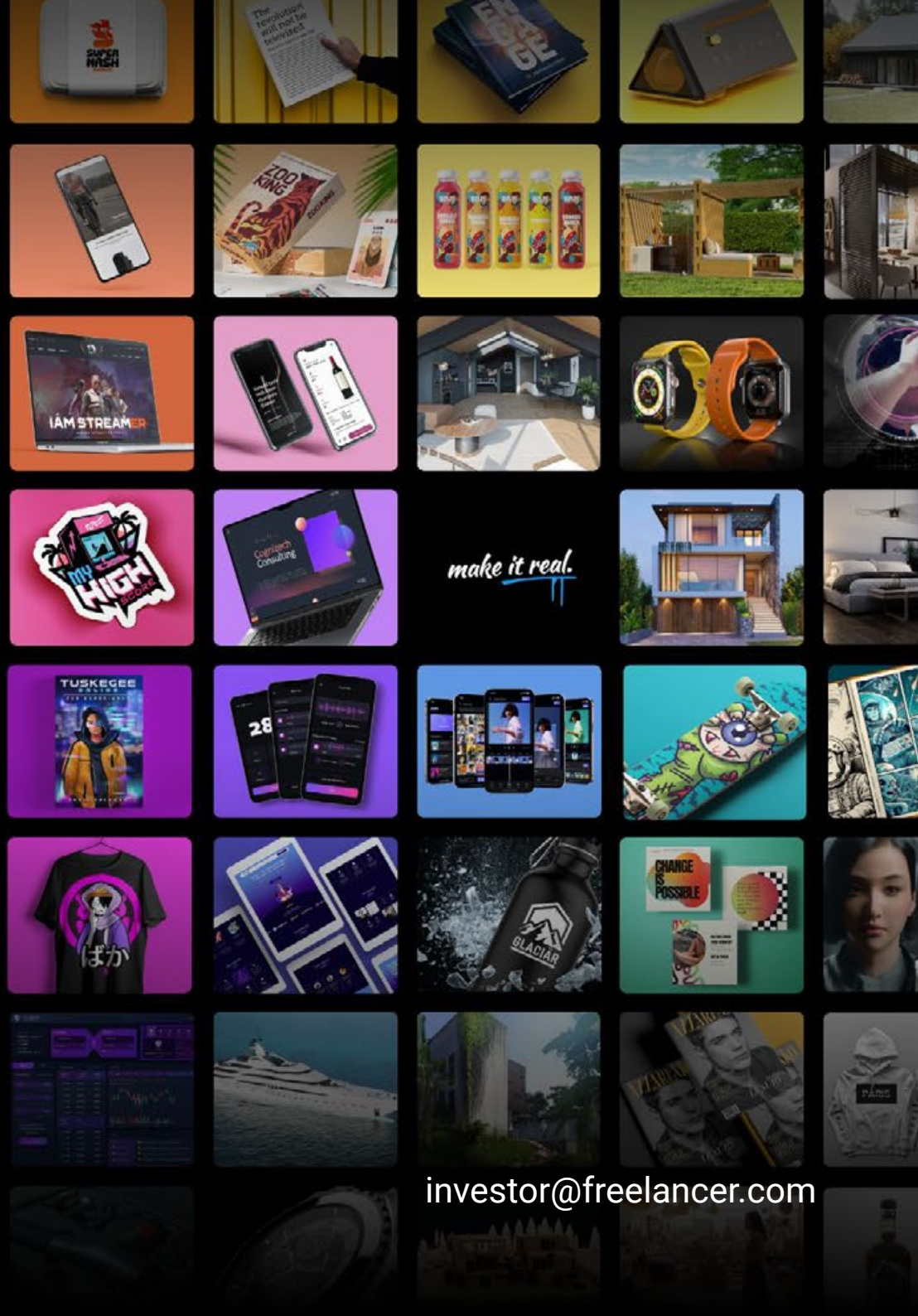
Freelancer Limited

1H24 Financial Results Presentation

Matt Barrie
Chief Executive Officer

ASX: FLN
OTCQX: FLNCF

investor@freelancer.com

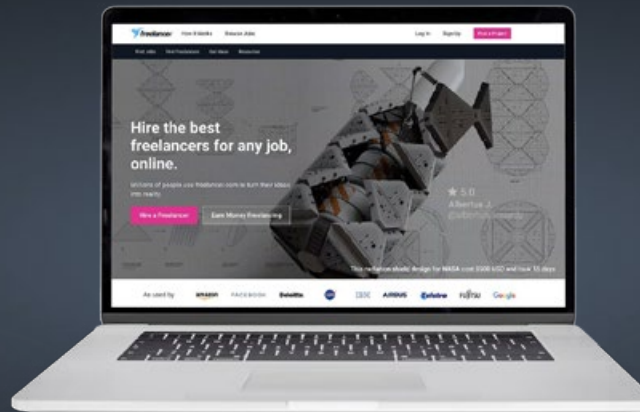




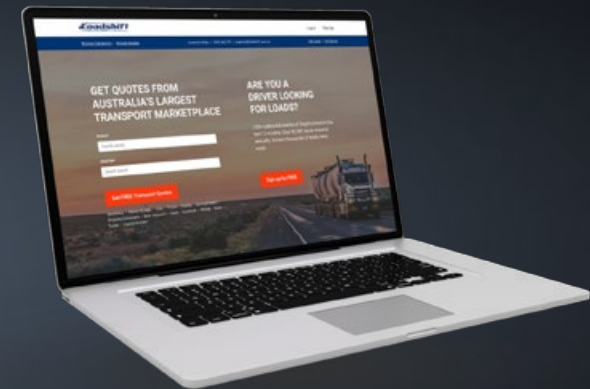
Powering the world's entrepreneurs & commerce



#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 800 million km
in freight posted

Freelancer Limited
ASX: FLN, OTCQX: FLNCF



Freelancer Limited

1H24 Results





Freelancer Group Results for 1H24

- **Freelancer Limited** delivers Gross Marketplace Volume (GMV) in 1H24 of \$449.8 million (down 18.2% on pcp):
 - Freelancer GMV \$64.7m down 0.8% on pcp
 - Escrow GMV of \$385.1m, down 20.5% on pcp
- **Revenue \$25.0m** (down 8.0% on pcp):
 - Freelancer revenue \$20.4m down 9.0% on pcp
 - Lower enterprise engineering services contributed 3% of pcp decline
 - Escrow revenue \$4.6m down 3.2% on pcp
 - 2Q24 \$2.4m, up 10.5% on pcp
- NPAT \$(1.0m) vs \$(0.3m) in pcp
- Operating cash flow for 1H24 was \$2.2 million (1H23: \$1.3 million).
- Cash & equivalents 1H24 of \$21.2 million, flat on FY23.

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).



Gross Marketplace Volume (GMV) 1H24

Group GMV of \$449.8m (down 18.2% on pcp)

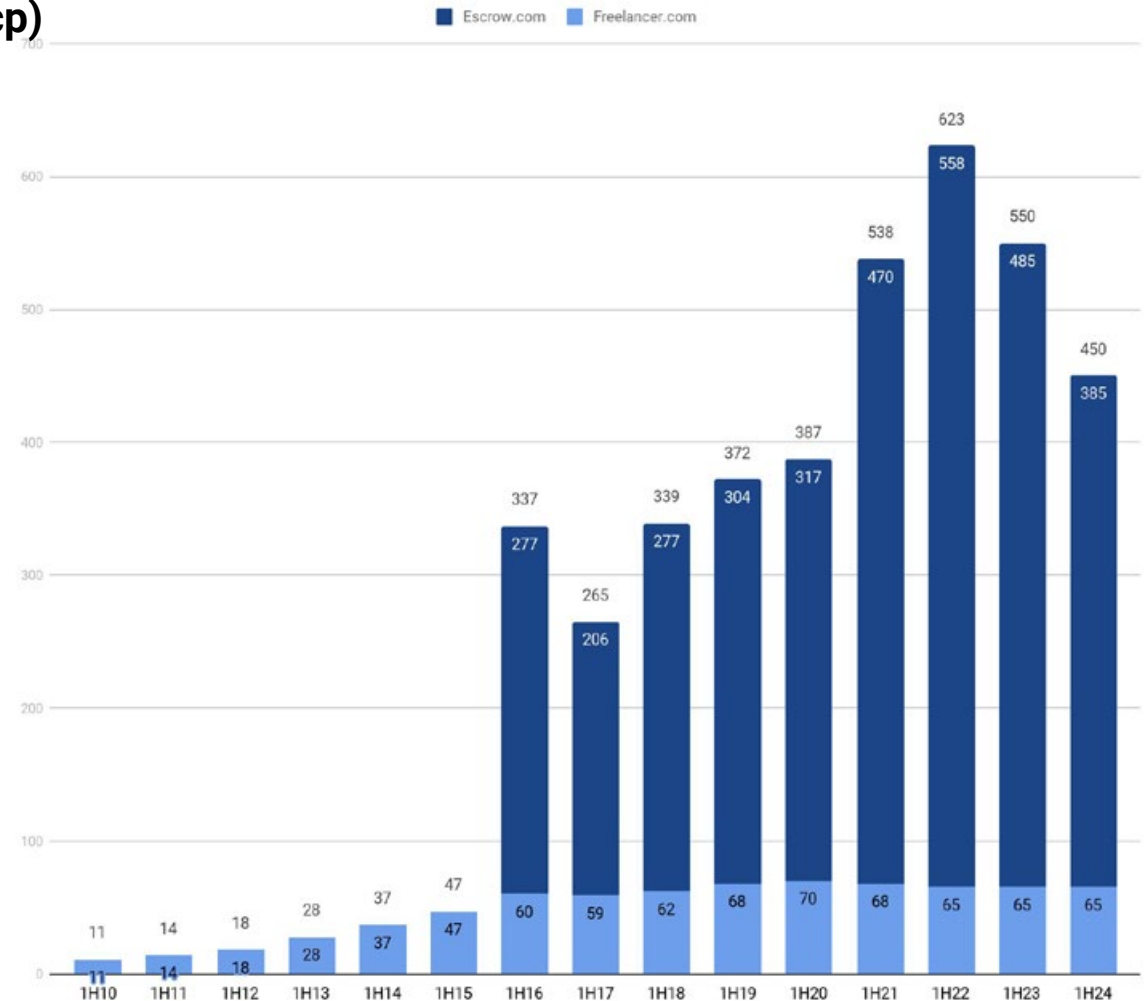
Freelancer

GMV \$64.7m down 0.8% on pcp

Escrow

GMV \$385.1m, down 20.5% on pcp

~71% of group revenue is USD, 10% AUD



* 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). Based on Freelancer's unaudited management accounts which have not been subject to an auditor's review.



Net revenue 1H24

Group Revenue \$25.0m (down 8.0% on pcp)

Group

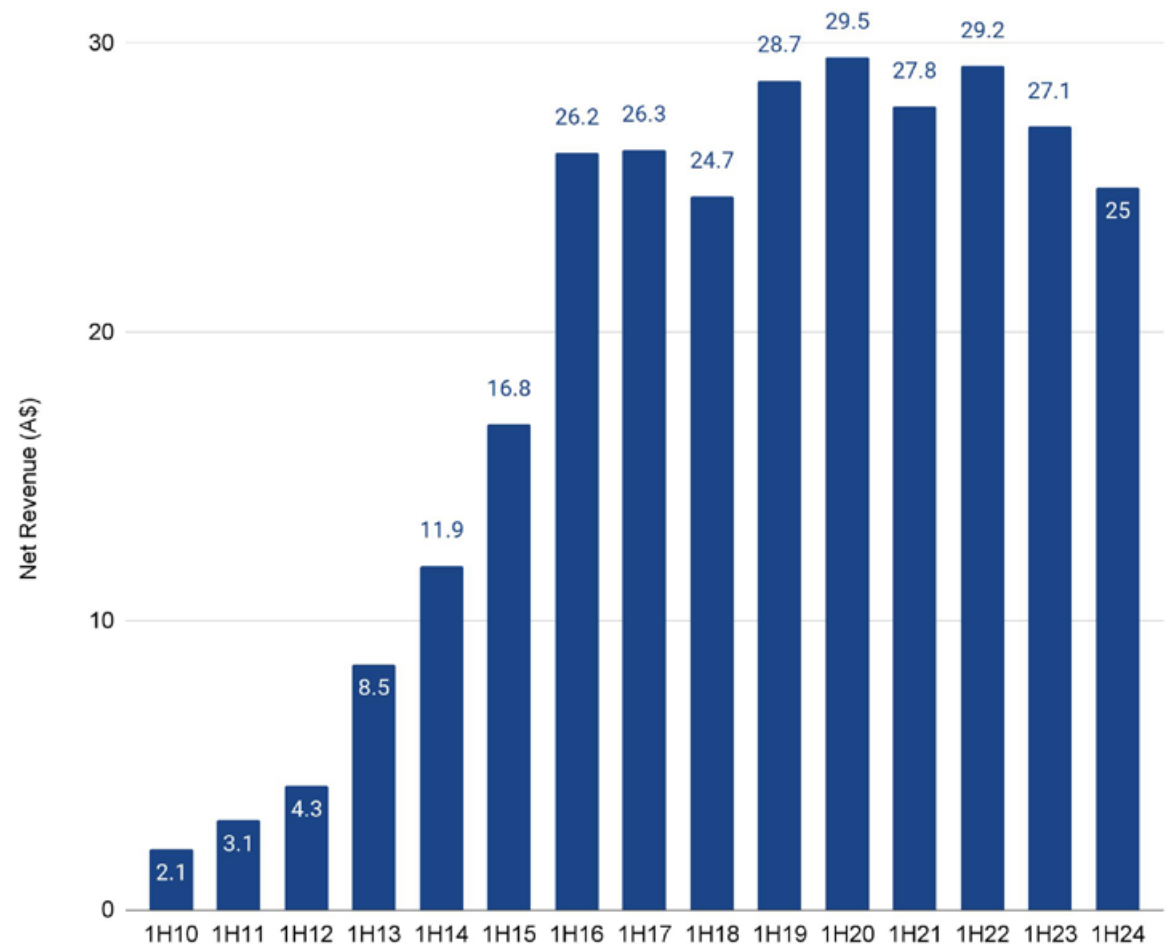
- Group revenue ~71% USD, 10% AUD

Freelancer

- Freelancer revenue \$20.4m, down 9.0%
- Commissions 13% since FY10

Escrow

- Revenue \$4.6m, down 3.2% on pcp
- Escrow blended take rate ~1.00%





Cash flow profile 1H24

Cash & cash equivalents at \$21.2 million at 30 June 2024





Summary profit & loss statement 1H24

- Group 1H24 NPAT \$(1.0)m vs \$(0.3m) in pcp, primarily due to:
 - Lower net revenue of 8%
 - lower gross margin due to increases in fraud provisioning, fraud prevention costs and lower margin enterprise revenues.
- Operating costs down 8.5% on pcp
 - payroll related costs down 12.0% due to lower average headcount.
- 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 \$47k (1H23: \$60k).
- ❖ Net of employee expenses attributable to cost of sales.
- ❖ Occupancy costs adjusted to include depreciation of \$2.3m (1H23: \$2.2m) and finance costs of \$695k (1H23: \$975k) relating to property leases and deducting sublease rental income of \$0.9m (1H23: \$1.0m).
- ❖ Depreciation and amortisation expense of \$100k(1H23: \$147k). Excludes depreciation arising from AASB16 leases.

(A\$m) 1 Jan - 30 Jun	1H24 Actual	1H23 Actual	Change
Net Revenue	25.0	27.1	-8.0%
Gross Profit	19.9	22.8	-13%
<i>Gross margin (%)</i>	79.9%	84.0%	-4.9%
Other income	0.2	0.1	n/m
Employee expenses	(9.9)	(11.3)	-12%
Administrative expenses	(5.9)	(5.8)	+3%
Marketing related expenses	(2.7)	(3.0)	-9%
Occupancy costs	(2.5)	(2.6)	-2%
FX losses	(0.2)	(0.6)	-65%
Share-based payment expense	(0.0)	(0.1)	n/m
EBITDA	(1.3)	(0.4)	n/m
EBIT	(1.4)	(0.6)	n/m
NPAT	(1.0)	(0.3)	n/m
Excluding share-based payments expense			
EBITDA	(1.2)	(0.4)	n/m
EBIT	(1.3)	(0.5)	n/m
NPAT	(1.0)	(0.3)	n/m



Summary balance sheet 1H24

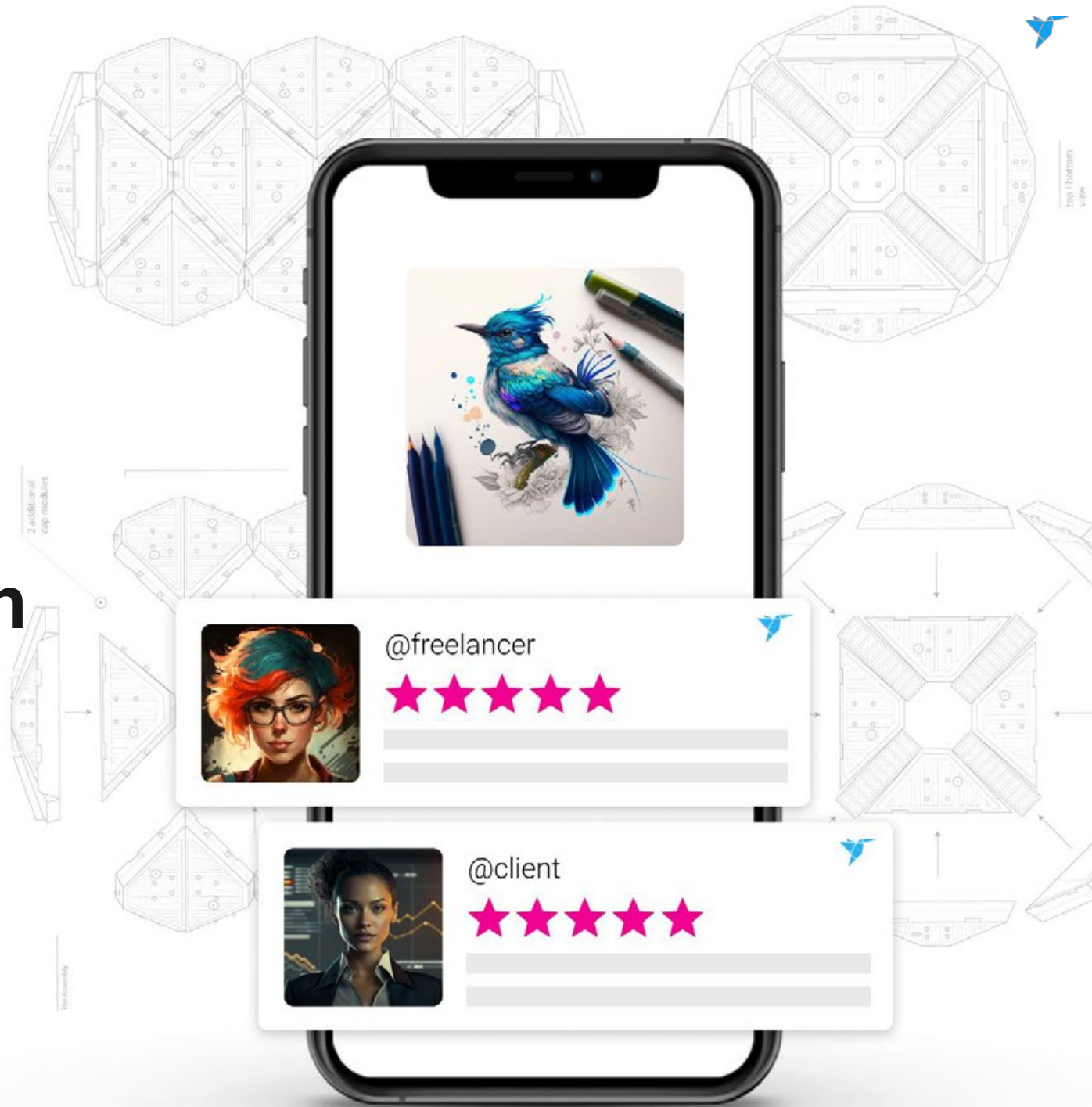
- Cash & equivalents at end of 1H24 \$21.2m (unchanged on FY23), no net debt.
- Trade and other receivables includes receivables from various payment gateways in relation to partially completed transactions
- Trade and other payables includes user obligations (user balances and milestone payments held on balance sheet).

- ❖ Deferred tax assets reflected net of Deferred tax assets of \$11.5m and Deferred tax liabilities of \$(2.9m).
- ❖ Reserves include non controlling interest in Loadshift Group.

(A\$m) 30 June 2024	1H24 Actual	FY23 Actual	Change
Cash and cash equivalents	21.2	21.2	-
Trade and other receivables	4.9	4.7	+6%
Other assets	3.4	3.5	-5%
Plant and equipment	0.2	0.3	n/m
Intangibles	34.1	34.1	-
Right of Use Asset	11.2	13.5	-17%
Deferred tax assets (net)	8.5	8.1	+6%
Total assets	83.5	85.3	-2%
Trade and other payables	38.2	36.7	+4%
Lease Liabilities	14.6	17.0	-14%
Other liabilities	4.8	4.8	-
Total liabilities	57.6	58.5	-1%
Net assets	25.9	26.8	-3%
Contributed equity	38.9	38.9	-
Reserves	4.9	5.0	-1%
Retained earnings	(18.0)	(17.1)	-5%
Total equity	25.9	26.8	-3%

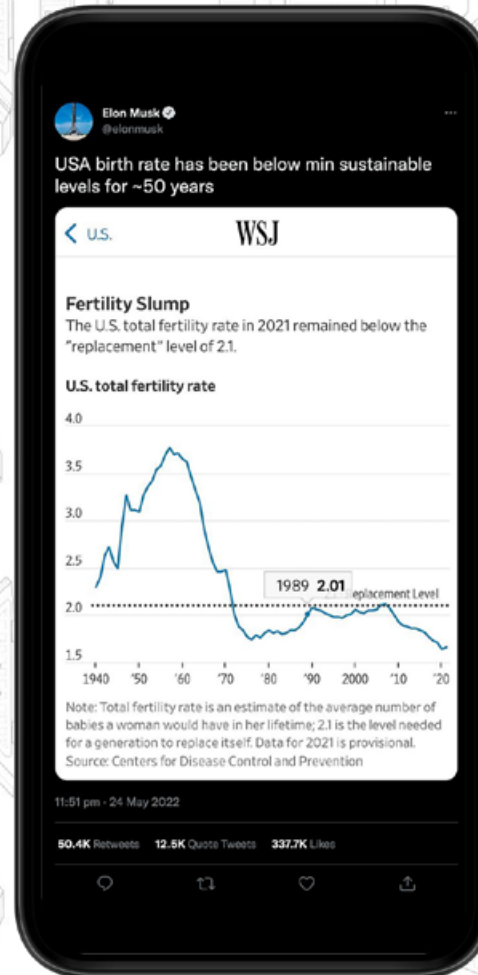
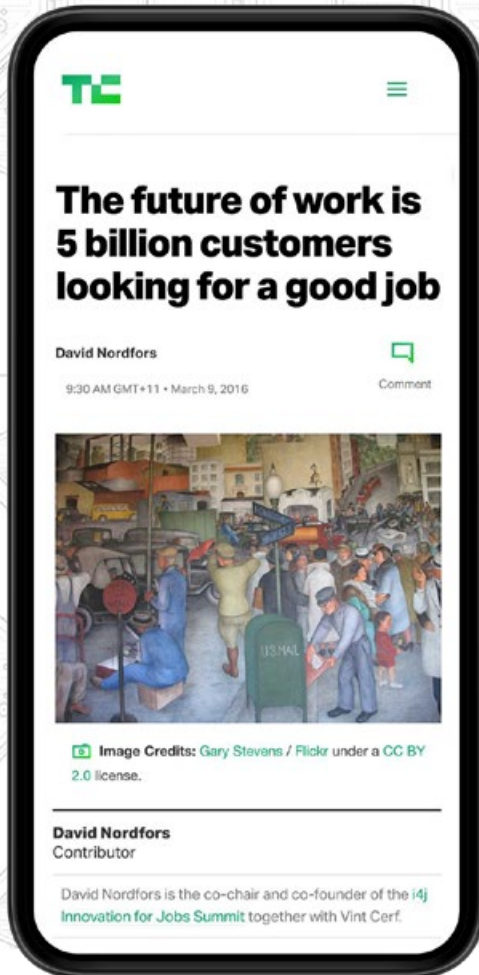


**Your partner in
the new world
of work.**





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.

"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

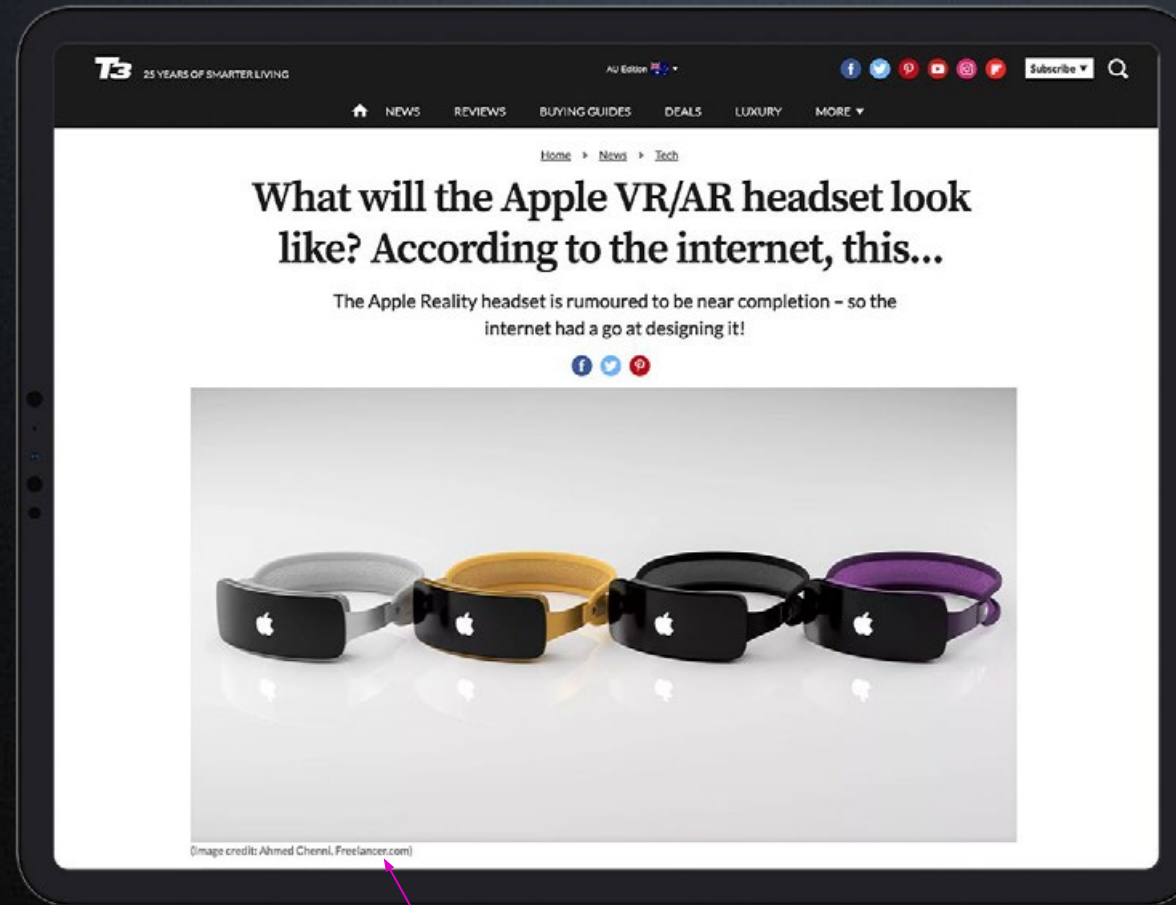


Change Lives.



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

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



 Make it real



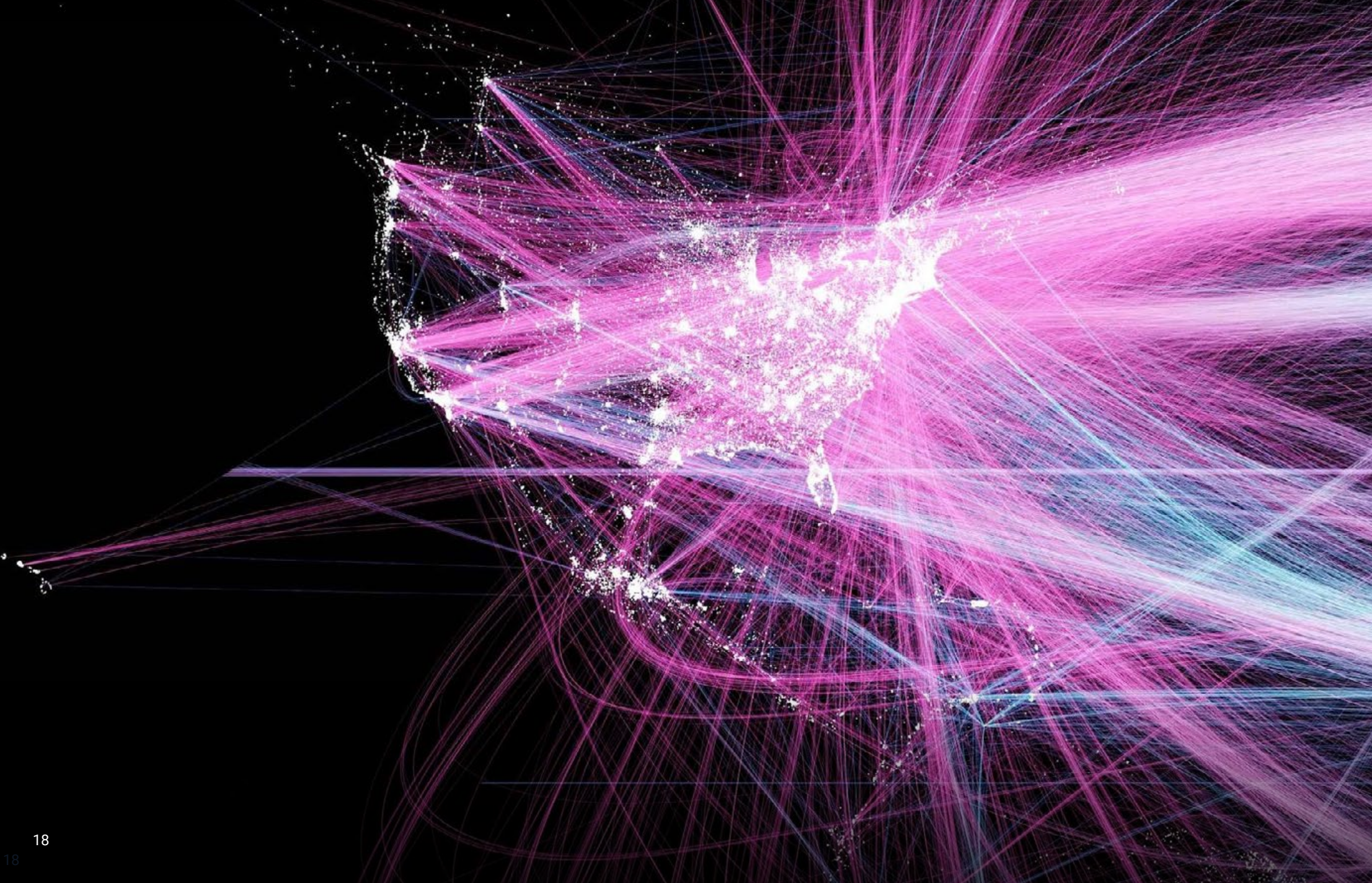
Freelancer's Online Economy



- 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

33

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 | |

38

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.

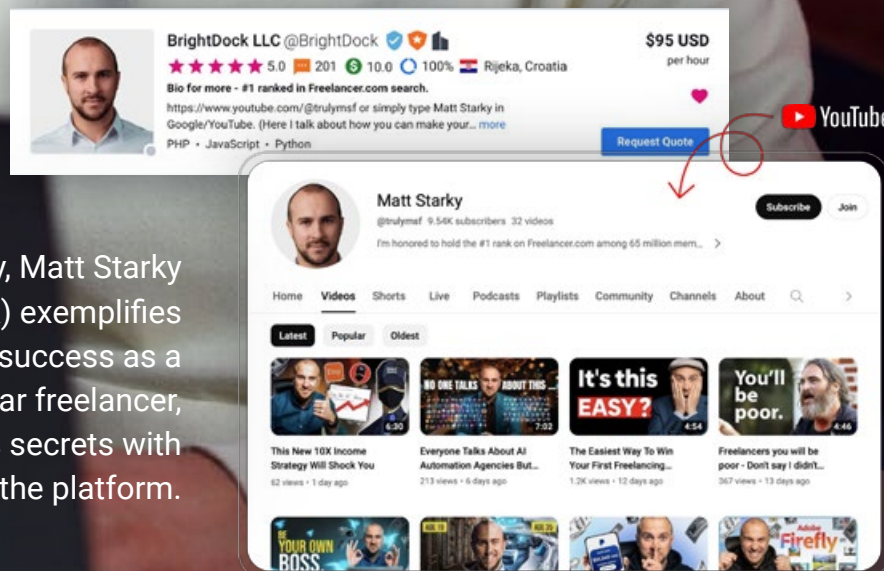
75M+

**TOTAL REGISTERED
USERS**

23M+

**TOTAL JOBS
POSTED**

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



73%

**OF PROJECTS
RECEIVE BIDS
WITHIN 60 SECONDS**

46

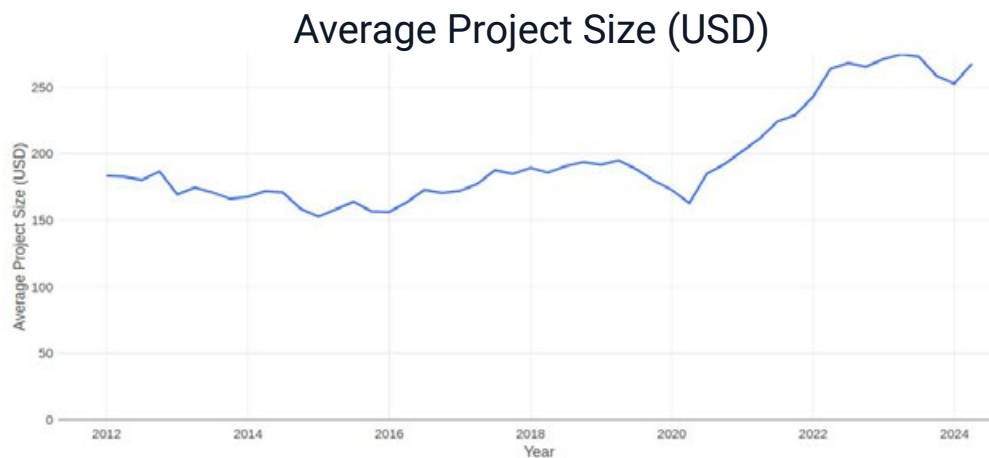
**AVERAGE BIDS
PER PROJECT**



Marketplace dynamics 1H24

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

- Over 3,000 job categories as diverse as Aerospace Engineering, Biotechnology, Sales, Manufacturing, Mechanical Engineering
- Complexity & sophistication growing over time
- Average completed project size was US\$268 in 2Q24³, down 2.5% on pcp.

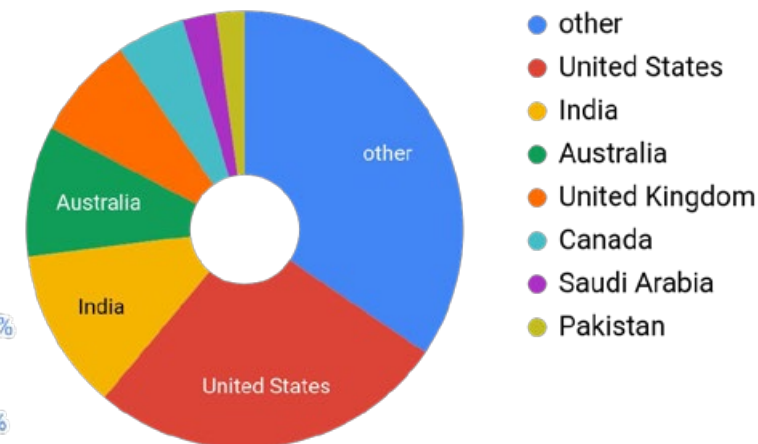


1. Based on the number of completed projects in 1H24
2. Based on the value of project payments for projects that were posted in 1H24
3. Defined as the GMV over the time period, divided by the count of projects with GMV within the time period.

Top completed project categories by volume 1H24



Top countries by completed projects [note 1]





Freelancer is the largest & lowest cost elastic cloud workforce

- **The world's largest on-demand cloud workforce of over 75m users**
 - 247 countries, regions & territories with over 3000+ skills, speaking 33 languages and transacting in 38 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.**

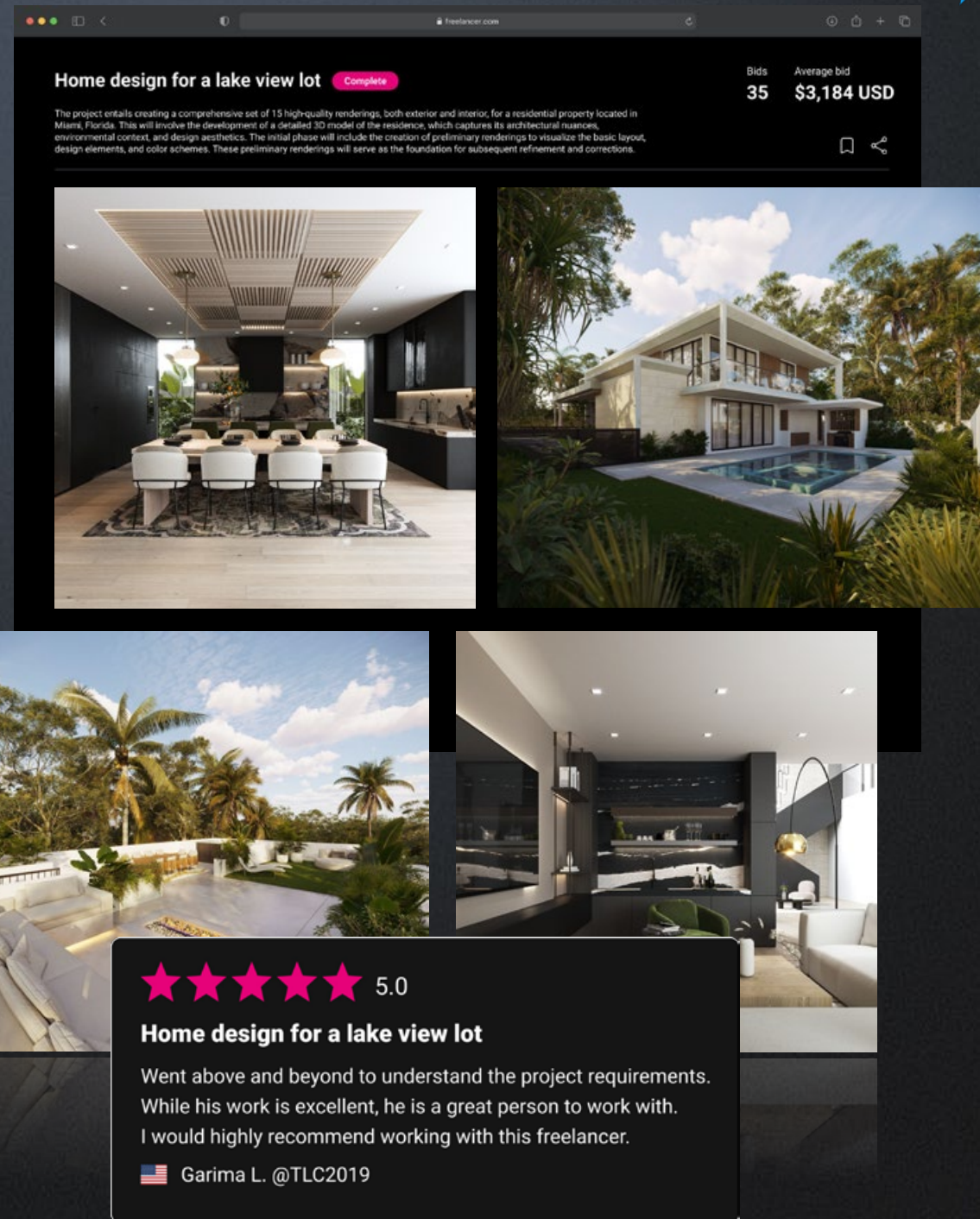
Projects

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

Choose from expert freelancers in over 3,000 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



The screenshot shows a project listing on the Freelancer.com website. The project title is "Home design for a lake view lot" with a "Complete" status badge. It has 35 bids and an average bid of \$3,184 USD. The project description states: "The project entails creating a comprehensive set of 15 high-quality renderings, both exterior and interior, for a residential property located in Miami, Florida. This will involve the development of a detailed 3D model of the residence, which captures its architectural nuances, environmental context, and design aesthetics. The initial phase will include the creation of preliminary renderings to visualize the basic layout, design elements, and color schemes. These preliminary renderings will serve as the foundation for subsequent refinement and corrections." Below the text are four images: a modern dining room interior, an exterior view of a two-story house with a pool, a large outdoor patio with lounge furniture, and a modern living room interior. A review box at the bottom shows a 5.0 star rating from Garima L. @TLC2019, with the text: "Went above and beyond to understand the project requirements. While his work is excellent, he is a great person to work with. I would highly recommend working with this freelancer."

Home design for a lake view lot Complete

Bids 35 Average bid \$3,184 USD

The project entails creating a comprehensive set of 15 high-quality renderings, both exterior and interior, for a residential property located in Miami, Florida. This will involve the development of a detailed 3D model of the residence, which captures its architectural nuances, environmental context, and design aesthetics. The initial phase will include the creation of preliminary renderings to visualize the basic layout, design elements, and color schemes. These preliminary renderings will serve as the foundation for subsequent refinement and corrections.

★★★★★ 5.0

Home design for a lake view lot

Went above and beyond to understand the project requirements. While his work is excellent, he is a great person to work with. I would highly recommend working with this freelancer.

🇺🇸 Garima L. @TLC2019



Contests

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

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

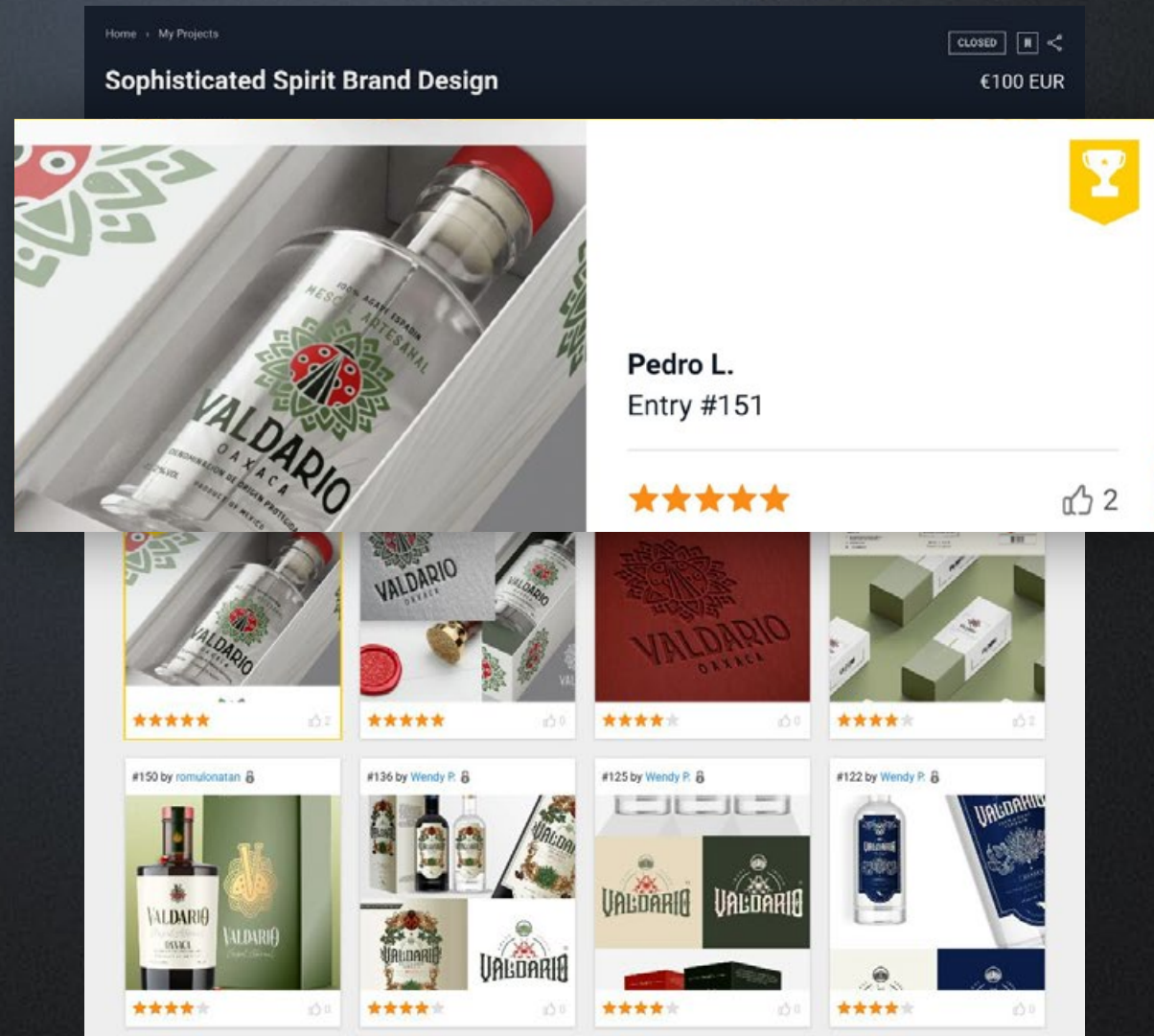
Unmatched liquidity:
1,100,000+ entries per month
~13,000,000 entries per year

92%

of contests receive
entries within 1 hour

340

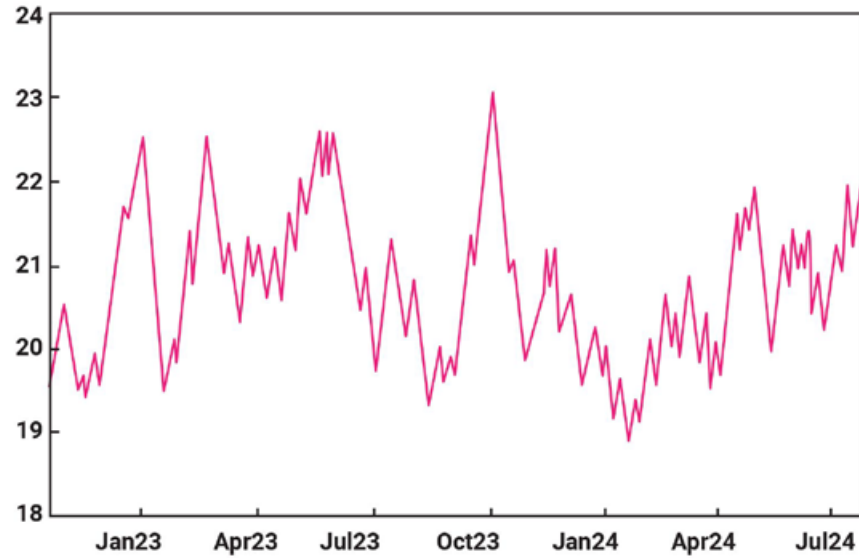
average entries
per contest



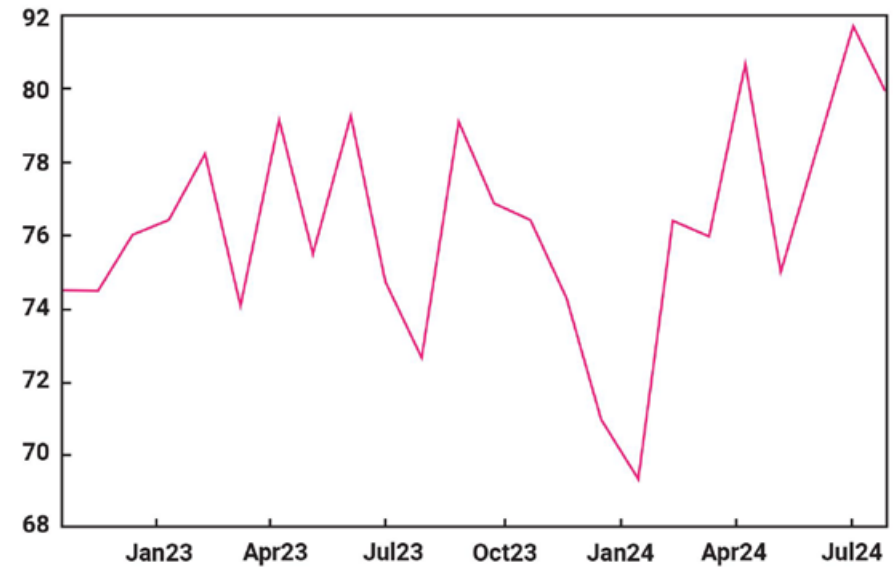


Contests

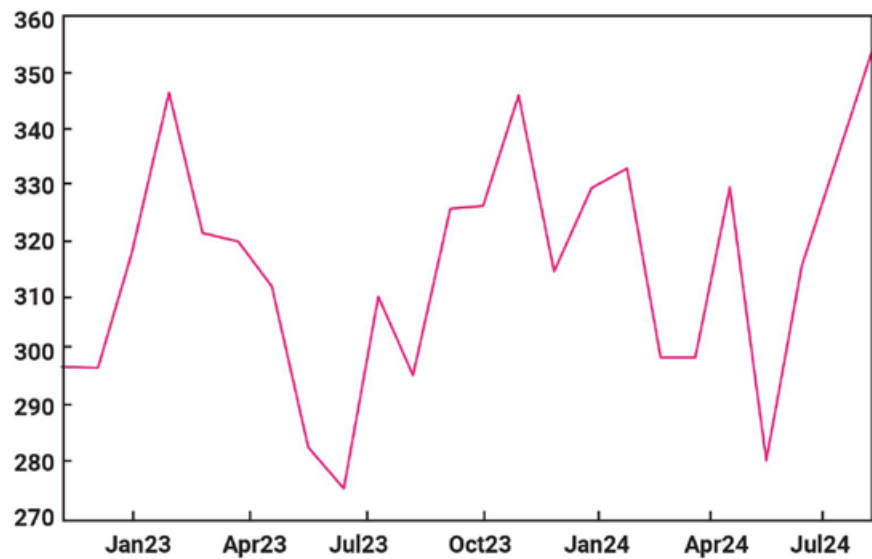
Revenue per contest



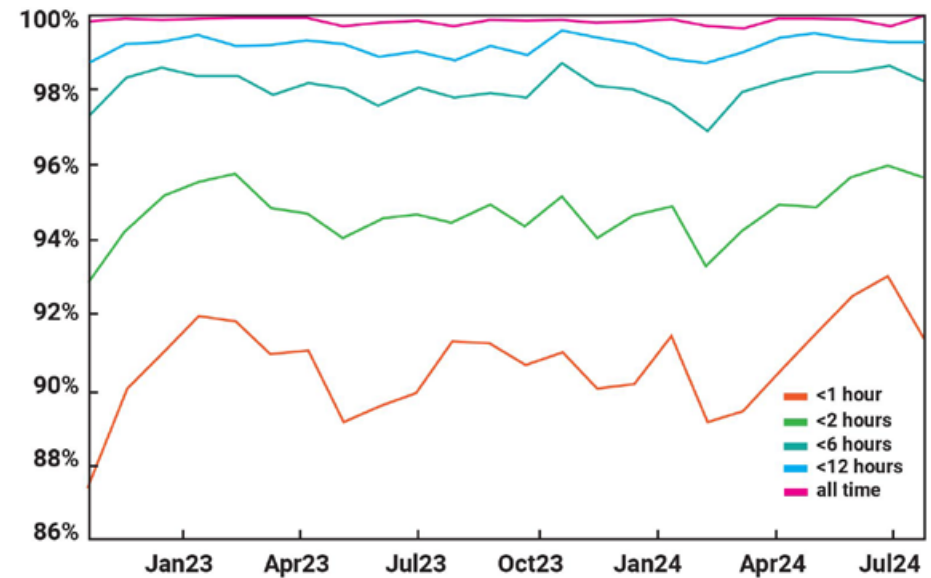
Average prize money per contest (USD)

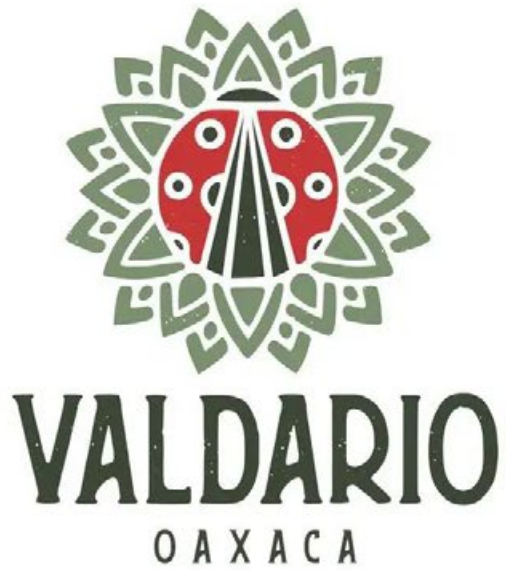


Average number of entries per contest



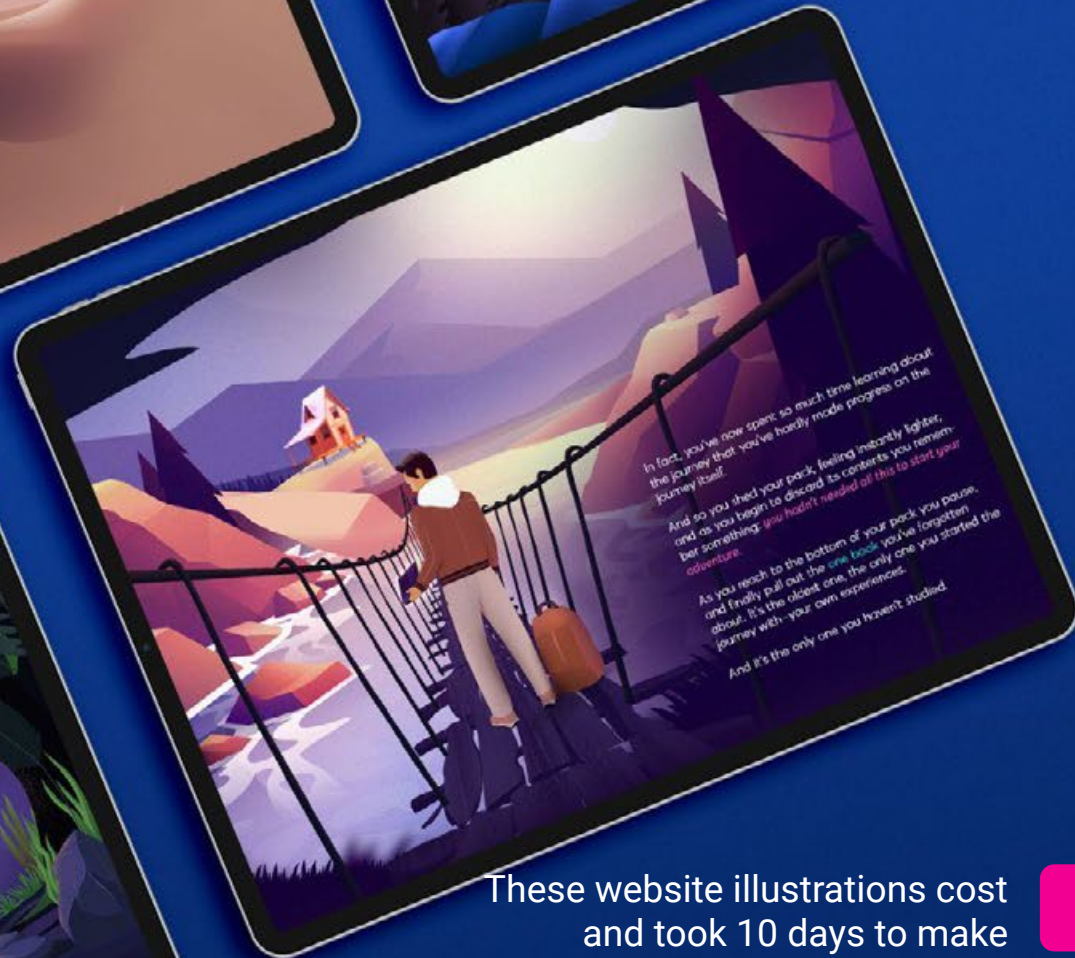
% of contests with first entry in time segment





This brand design cost
and took 2 weeks to make

\$100 EUR



These website illustrations cost
and took 10 days to make

\$1500 USD



This 3D product visualisation cost
and took 3 weeks to make

\$435 USD

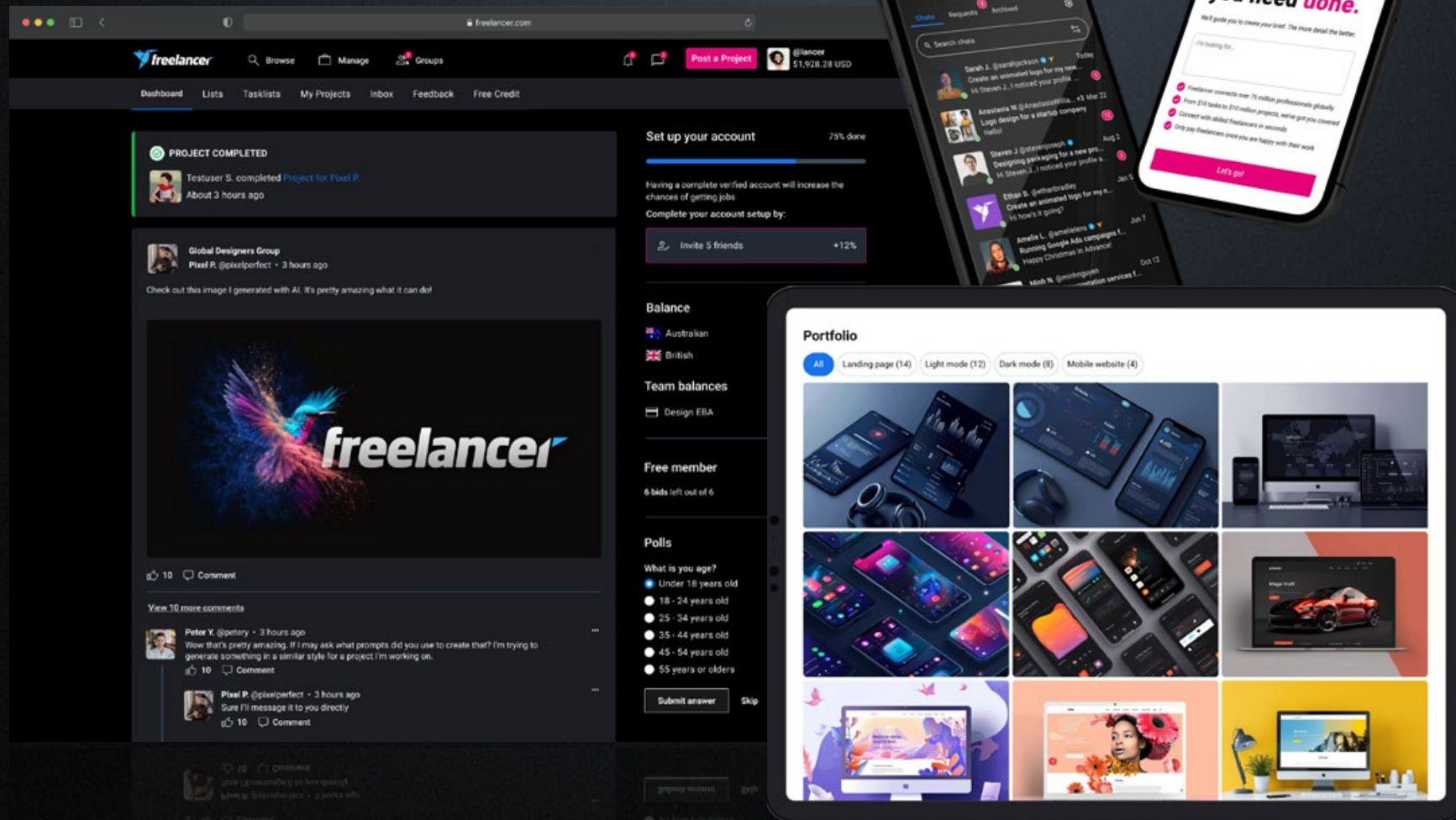


This 3D modeling cost
and took 5 days to make

\$150 USD



Quality Product, UX & Design





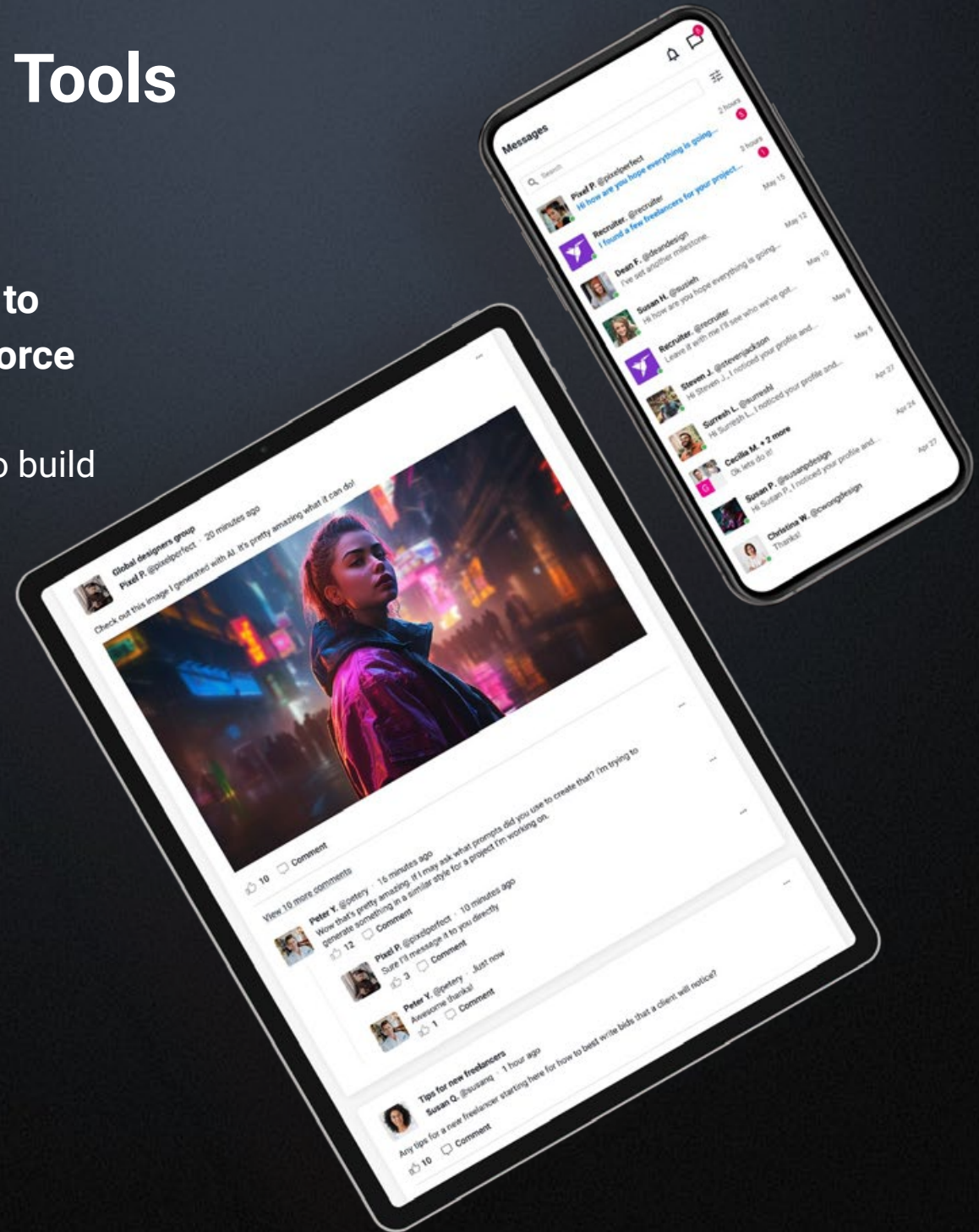
Built-in Collaboration Tools

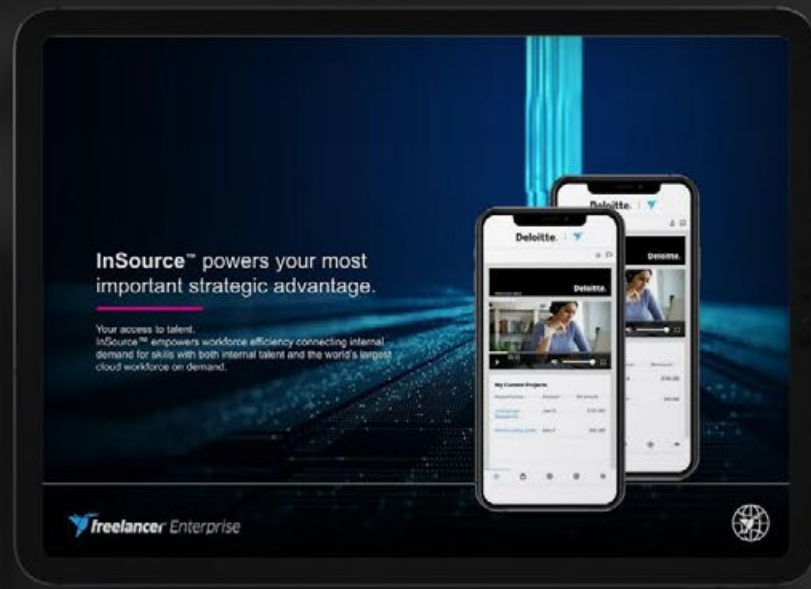
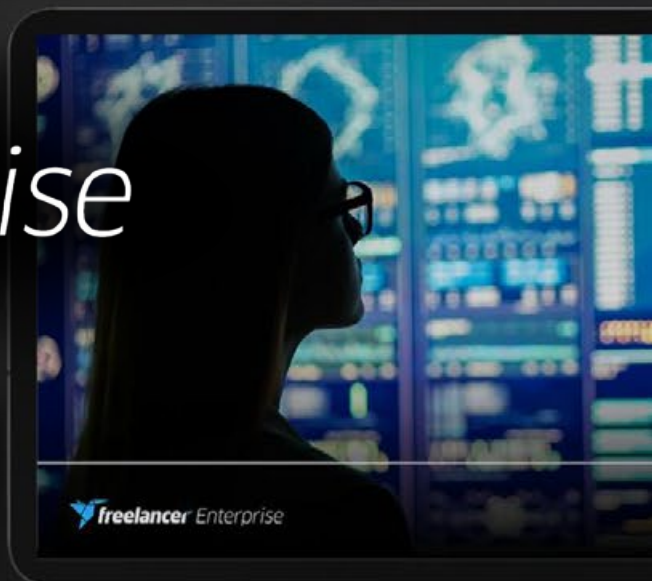
A suite of tools purposely designed to manage an on-demand cloud workforce

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!



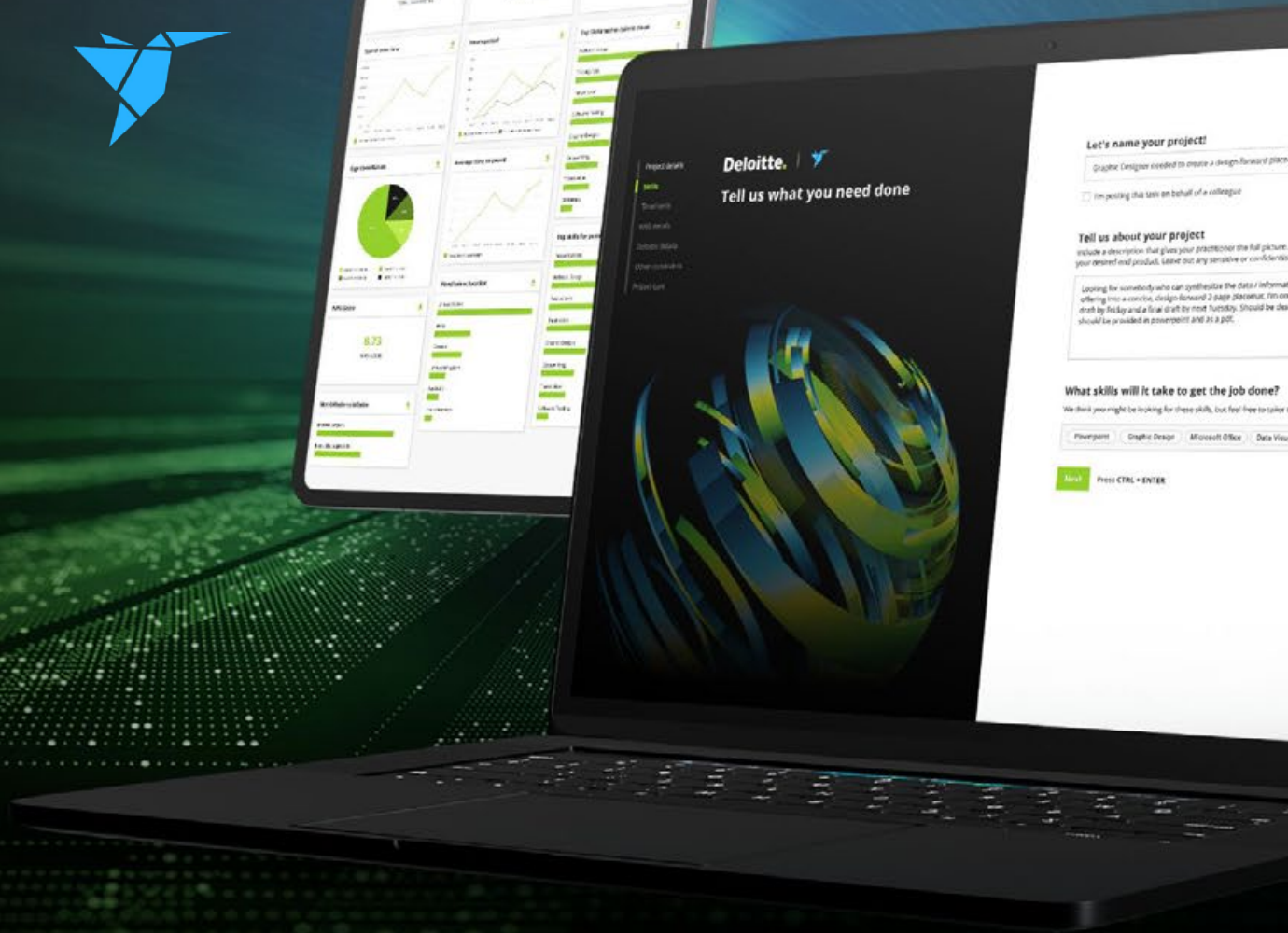


Deloitte.



67,568

CONSULTANTS ONBOARDED





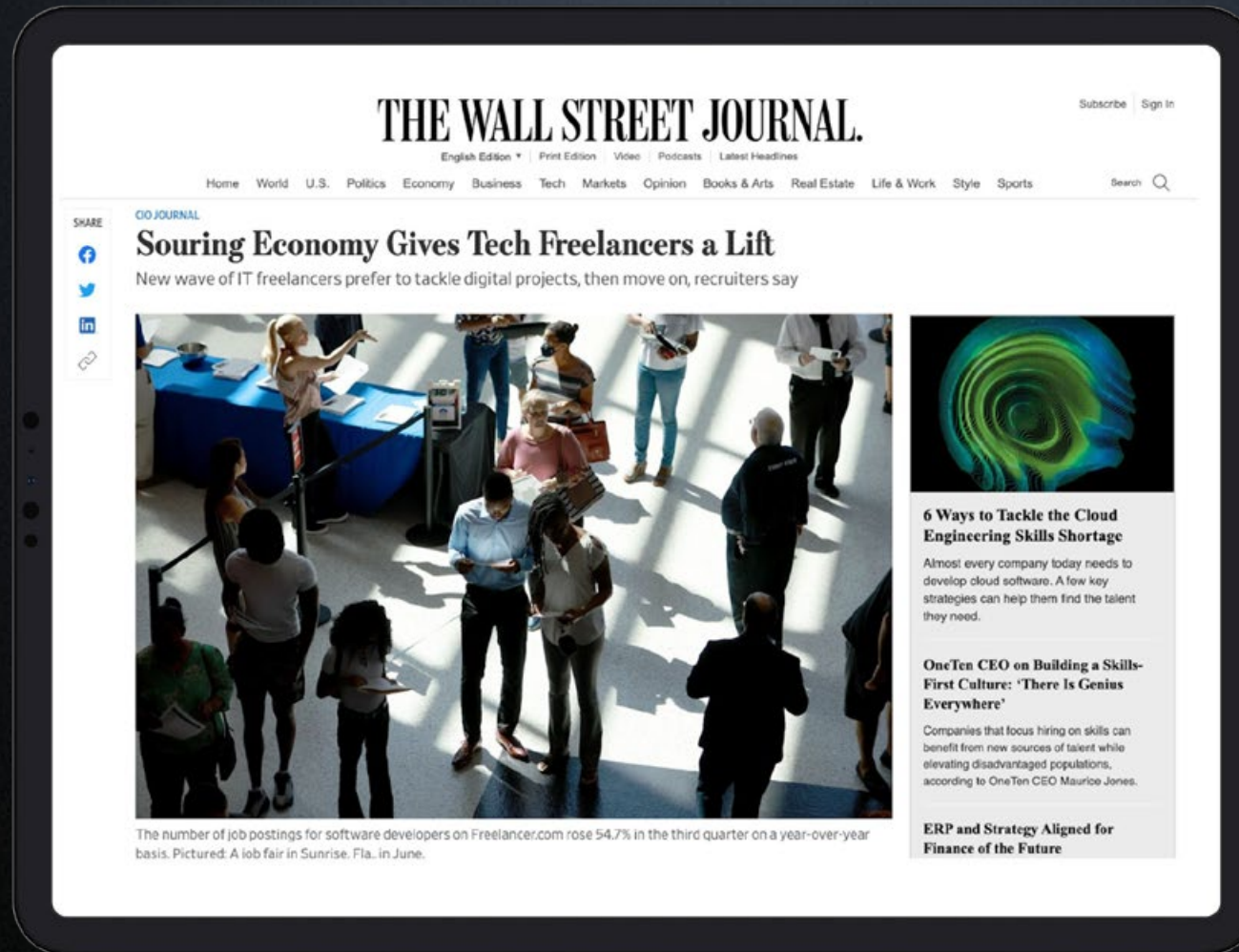
Deloitte.

"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*



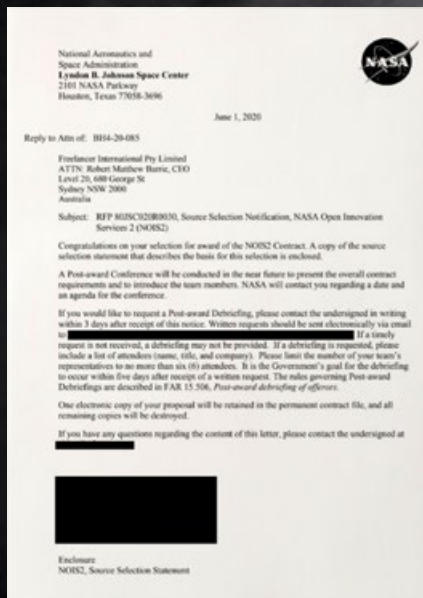
Nishita Henry,
Chief Innovation Officer @ Deloitte



“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

TARGETED GENOME EDITOR DELIVERY CHALLENGE

National Institutes of Health

Topic	Biotechnology
Problem	Genome editing to treat rare diseases which affect 10% of the population. <ul style="list-style-type: none">-> programmable delivery systems-> crossing the blood-brain barrier
Breakthrough innovation	Self-Assembling Proteins, Extracellular Vesicle-Based Delivery, Ultrasound-Assisted Lipid Nanoparticles, Milk Exosomes
Skills	Biotechnology Medical Research Statistics Bioengineering Epidemiology Nanotechnology CRISPR

\$6M USD
PRIZES

5
YEARS

30
WINNERS
TO DATE



NASA TANK VENTING CHALLENGE

Who let the gas out?

National Aeronautics Space Administration

Topic

Aerospace

Problem

Venting gas from a partially full propellant tank in space, with the aim of reducing propellant loss

Breakthrough innovation

Acoustic excitation, ultrasonic sensing, semi-permeable membranes, centrifugal phase separation

Skills

Aeronautics | Aerospace | Aircraft | Propulsion |
Computational Fluid Dynamics | Thermodynamics |
Astrophysics | Materials Science | Mechanical Engineering

\$80k USD

PRIZES

10

MONTHS

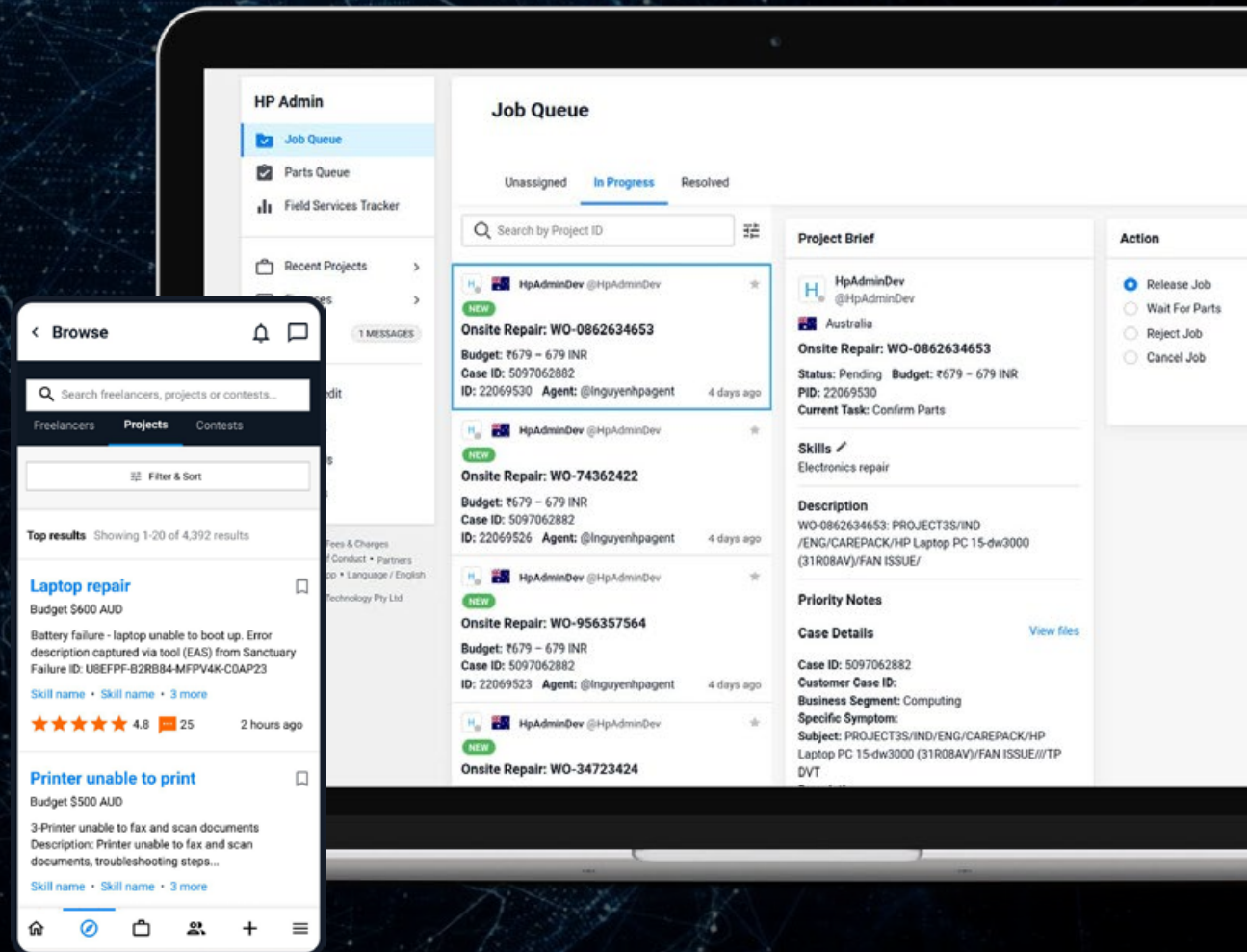
47

ENTRIES

Field Services

- ~71,000 jobs completed to date
- ~21% global cost savings
- Servicing 48 cities in 5 countries with 550 field services engineers
- Global Operation Centre in India
- Scales globally
- 6-month sNPS
 - Commercial 82%
 - Consumer 75%
 - Premium 78%
 - Print 91%

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



Global Field Services Footprint



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 IPscape, 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)*

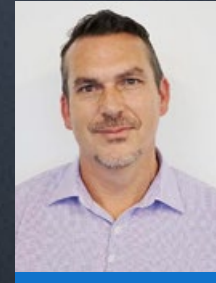
Shaun McMeeken supports Fortune 500 and similar organisations implement new talent models to optimise their workforce for the future. He was a member of the founding ANZ Executive Board at Groupon where he led the sales team as Vice President Sales.



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.



Andrew Bateman

Director of Product (Enterprise)
B App Sci (IT) RMIT

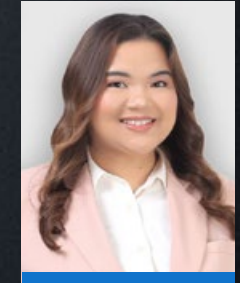
Joining Freelancer in 2023, Andrew leads product strategy and development for our enterprise division. He has over two decades experience as a technology and product leader, most recently as co-founder, CTO and Head of Product at B2B marketplace vendor Bench. Prior to this Andrew was Technical Director 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.



Patrick Grove

Non-Executive Director

Since founding Catcha Group in 1999, Patrick has built an extensive track record of founding, building, acquiring, listing and growing both private and public Southeast Asian digital businesses. Today, he is widely recognized as one of the leading entrepreneurs in the region, having founded and taken 6 digital businesses from their early stages to initial public offering in Australia and Southeast Asia, including the iProperty Group – which was acquired by REA Group in 2016 in one of the largest ever acquisitions of a Southeast Asian internet company at the time; iCarAsia and Frontier Digital Ventures.



Recent Awards | Freelancer.com



Sitejabber Award

96.2% positive customer reviews in last 12 months

Sitejabber Awards
2024



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



“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.



Securing the world's trade



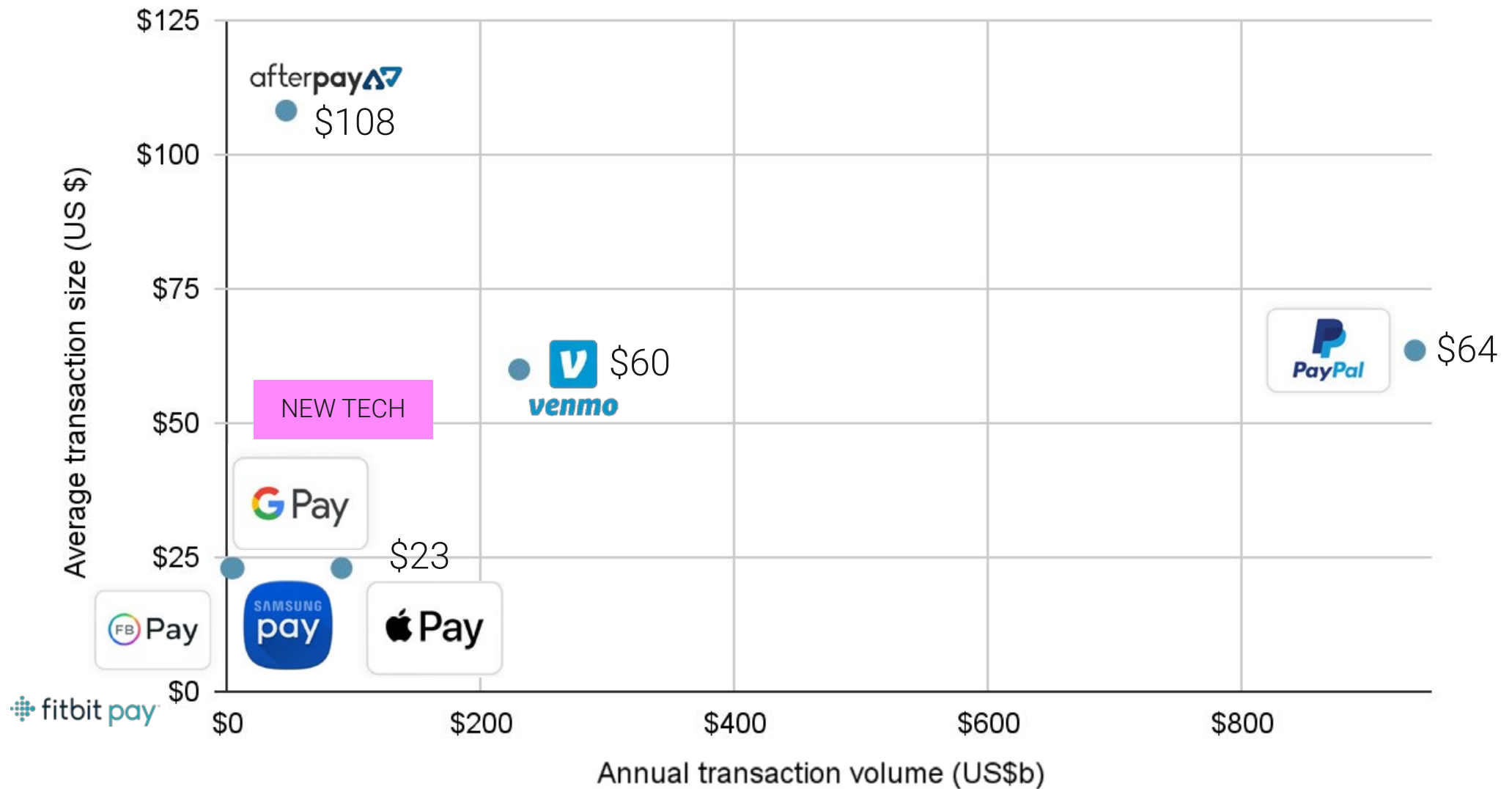
Inspect goods & services before releasing funds
OVER US\$7,000,000,000 IN TRANSACTIONS SECURED

investor@escrow.com

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

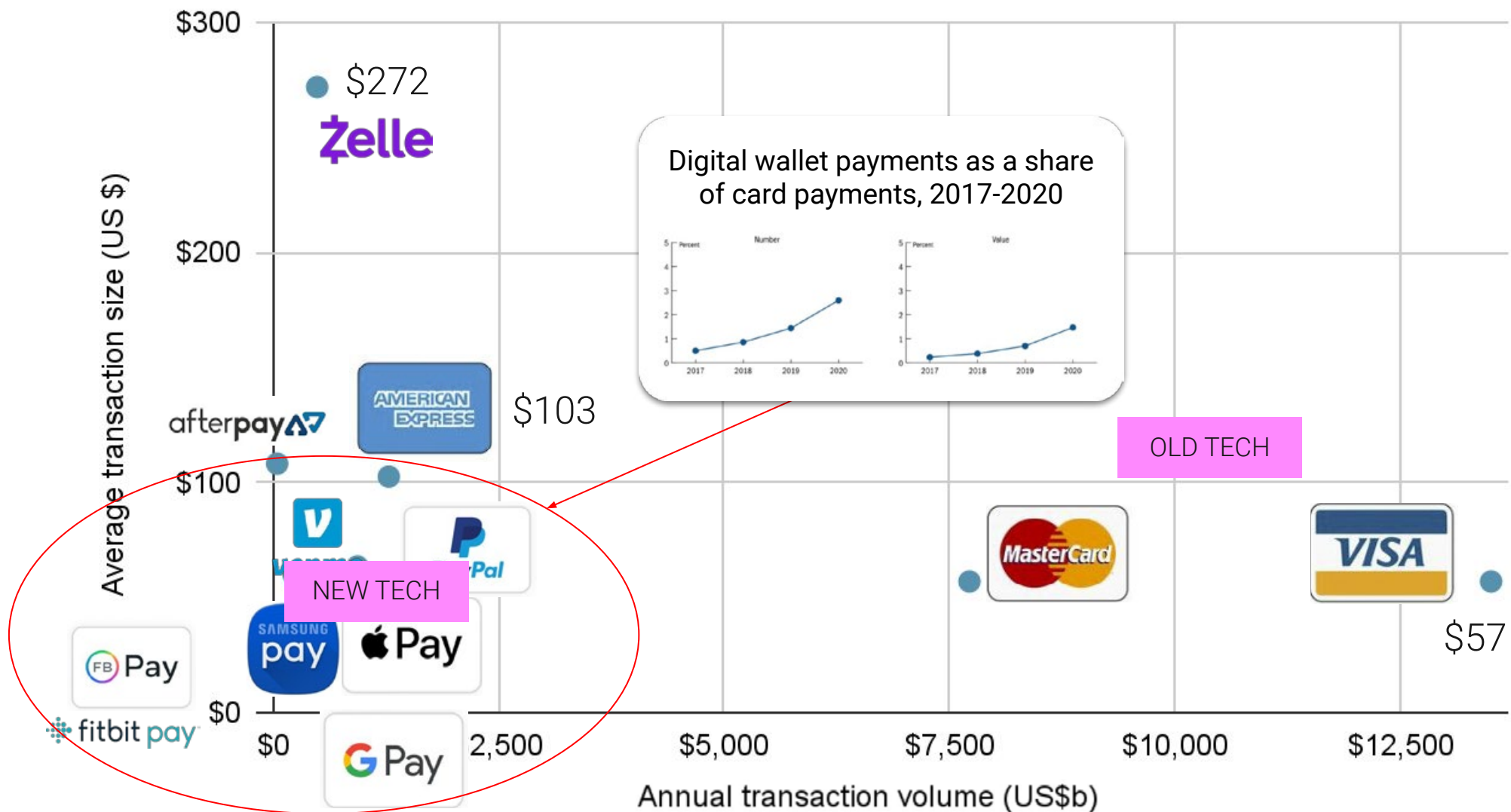


Most of the innovation in payments is in low-value



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



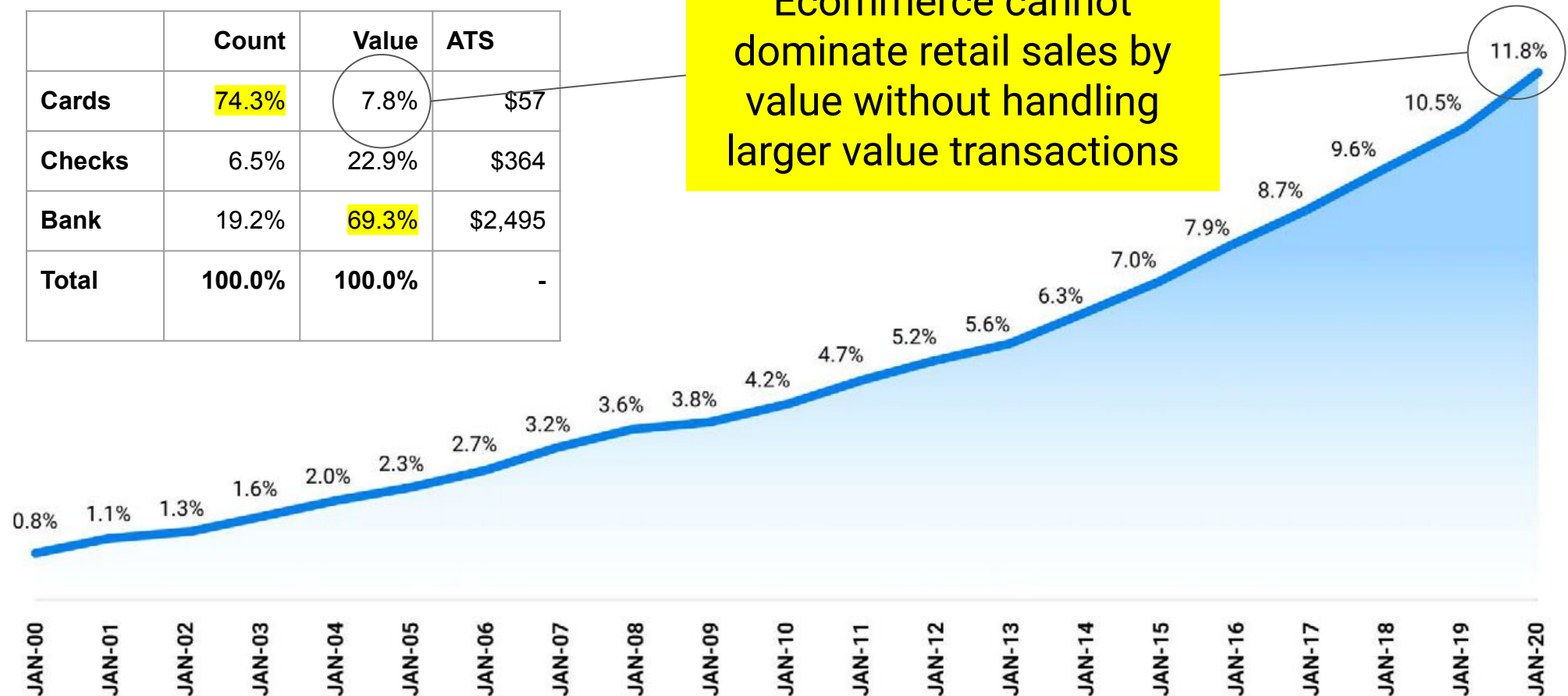
Includes all card transactions made via a digital wallet, including tokenized digital wallet. Include: Digital wallet transactions made by using electronic devices, such as smartphone, smart watch, or activity tracker, by "tapping" the device at the point-of-sale (POS) terminal (i.e., Apple Pay, Samsung 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").

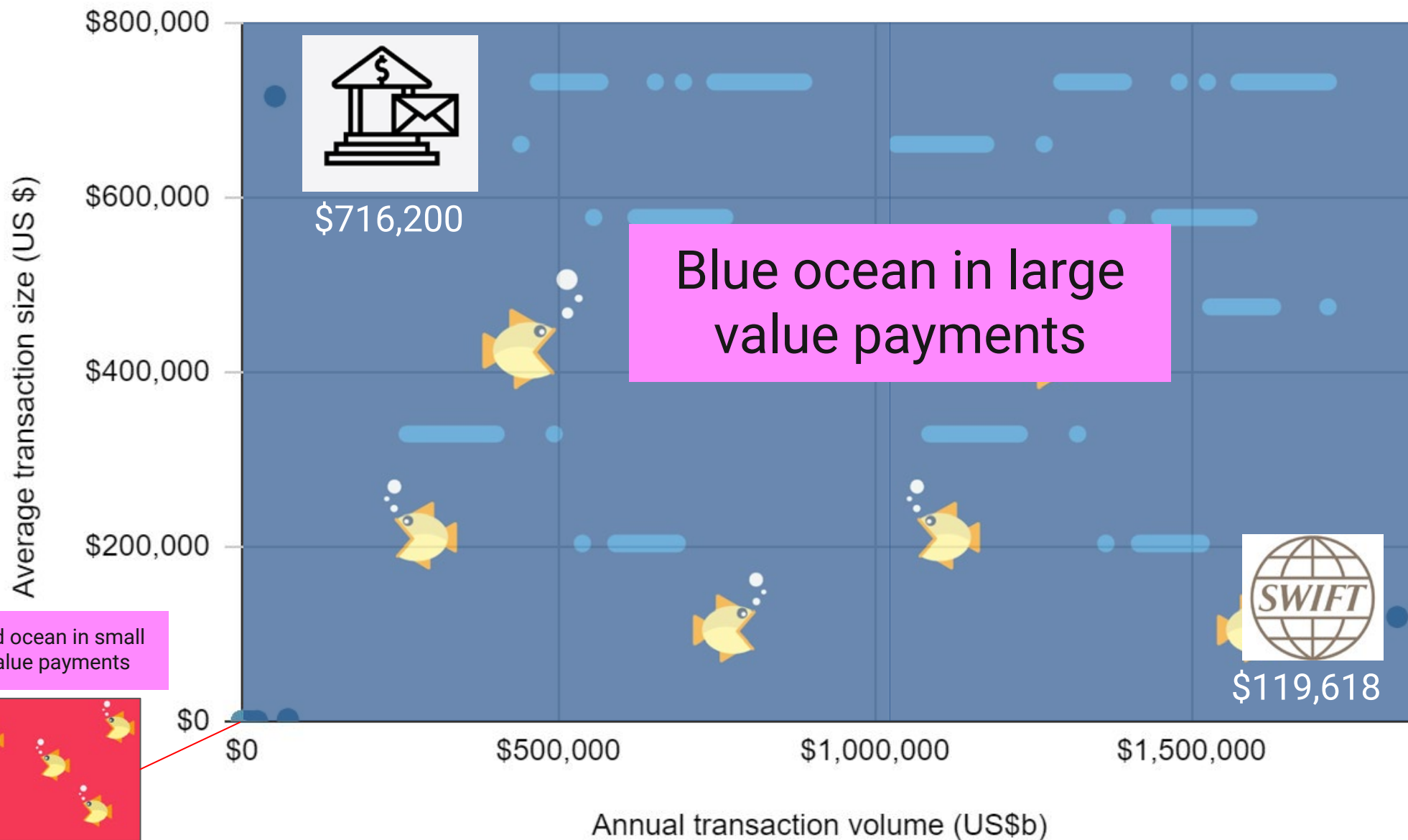
Card volume <8% of US domestic payments

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 and 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: [COMPLETE ADDRESS] or [COMPLETE ADDRESS]

AND: [ESCROW AGENT NAME] (the "Escrow Agent"), an individual with his main address located at: [COMPLETE ADDRESS] or [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 whom 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/320496146_The_Risk_of_Documentary_Discrepancies_in_the_Use_of_Estonian_Export_Letters_of_Credit_Transactions



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

 **eBay Buyer Protection**
Covers your purchase price plus original

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.

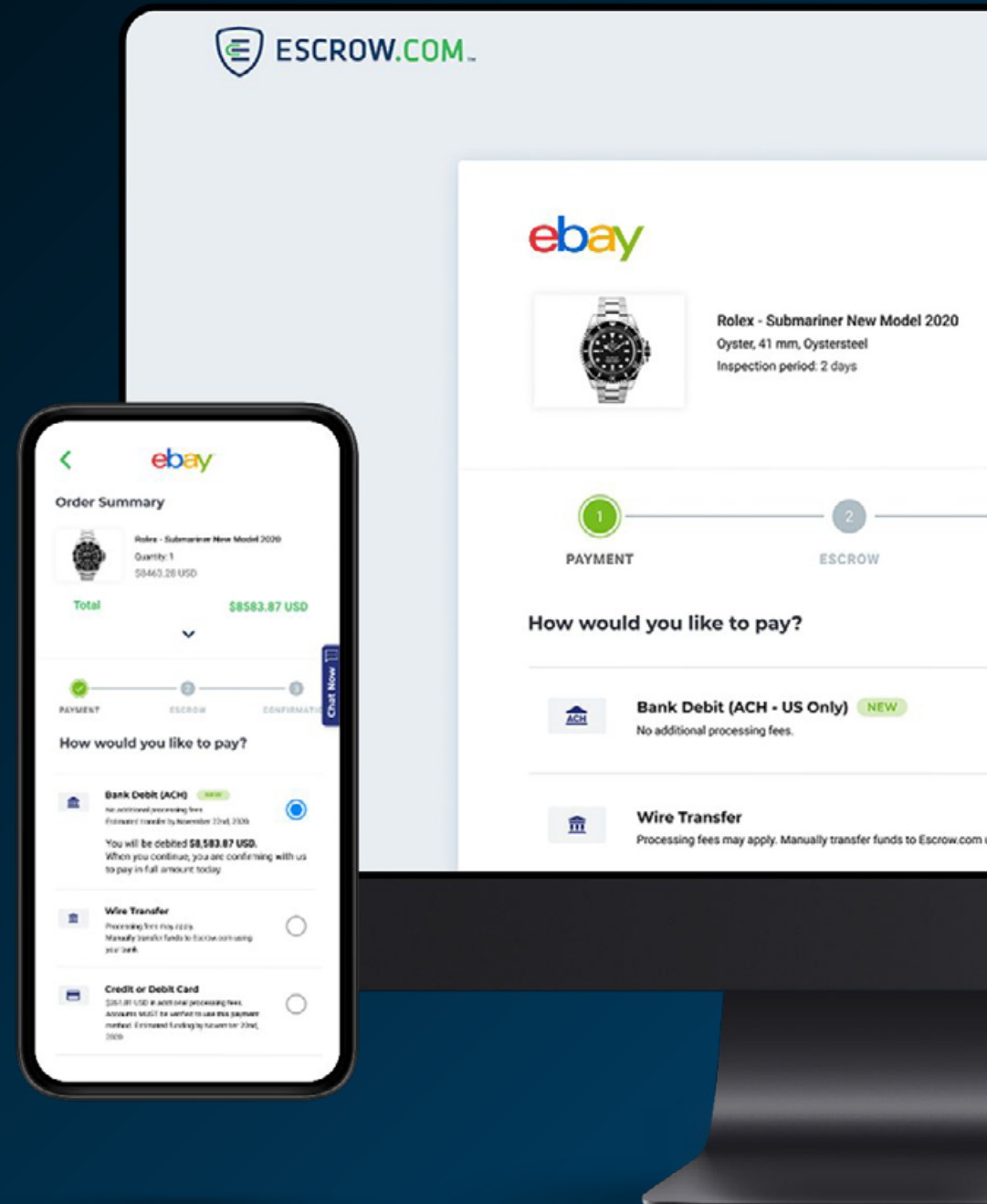
ESCROWPay

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



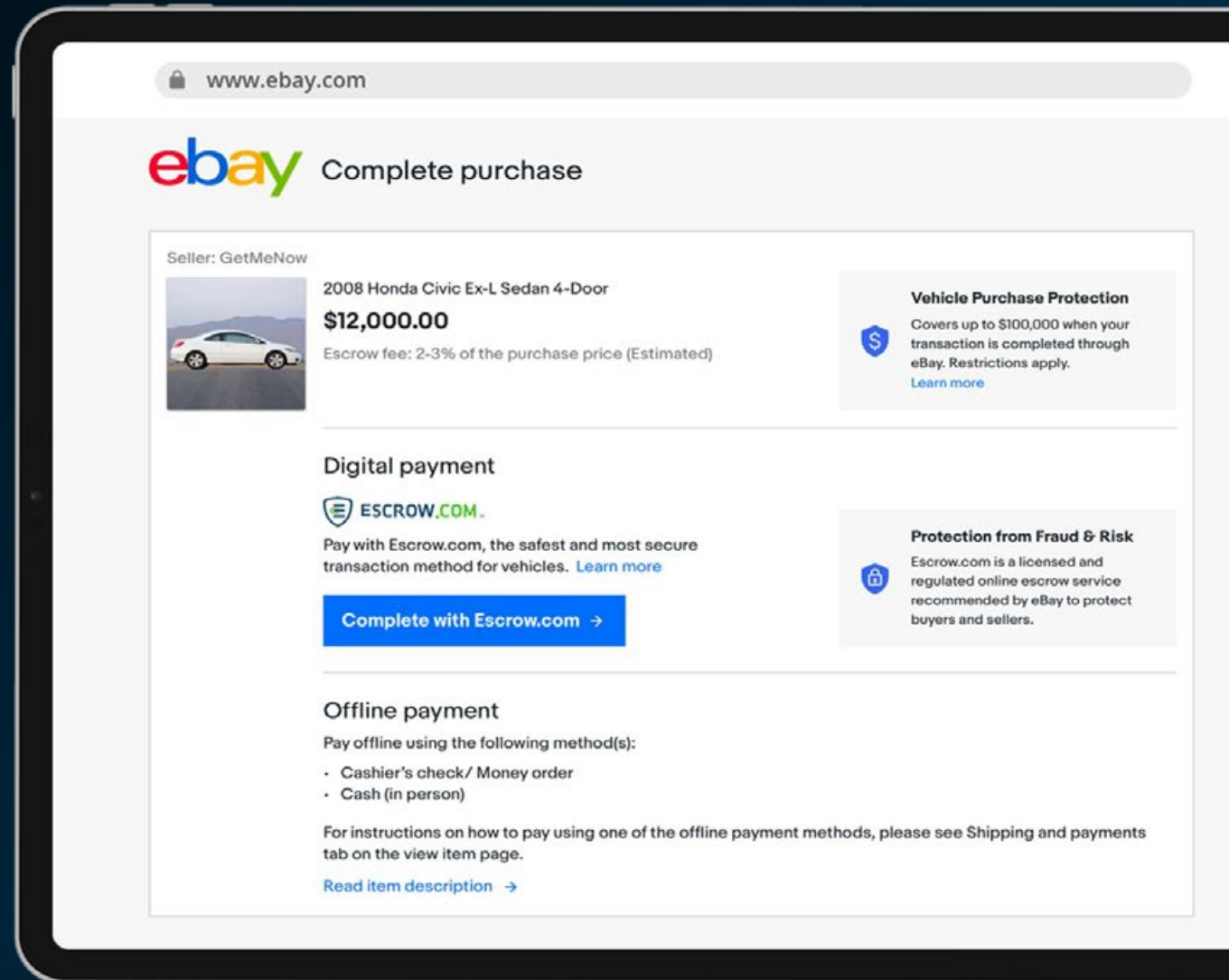
Escrow.com holds the funds while the transaction completes.



+



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



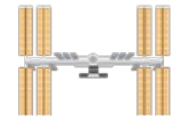
HEAVY EQUIPMENT



INTELLECTUAL PROPERTY



IMPORT/EXPORT



SPACE STATION DEPOSITS



BUSINESS ASSETS



SERVICES & CONTRACTORS

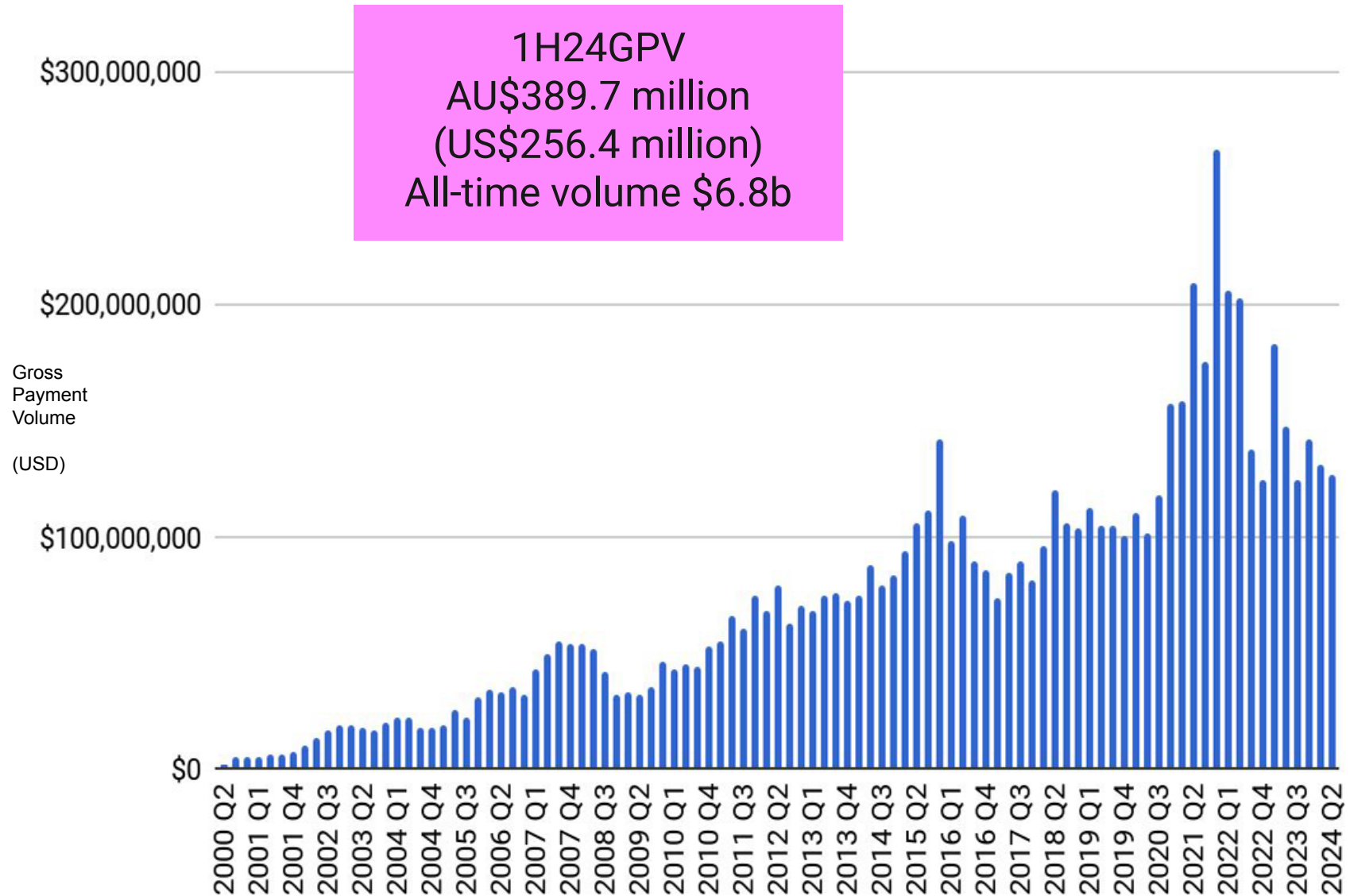


WEBSITES

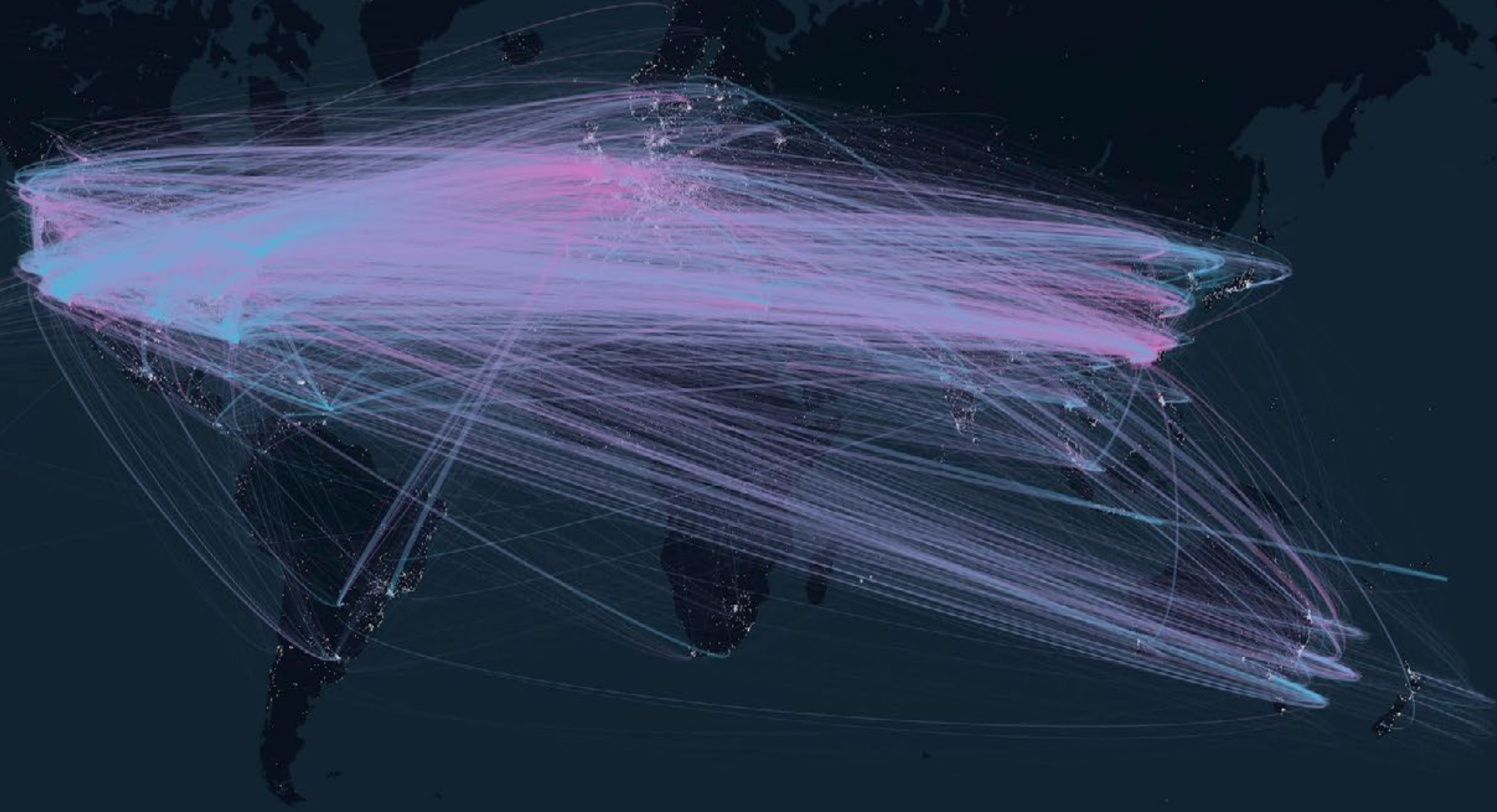


ELECTRONICS

Gross Payment Volume (US\$)

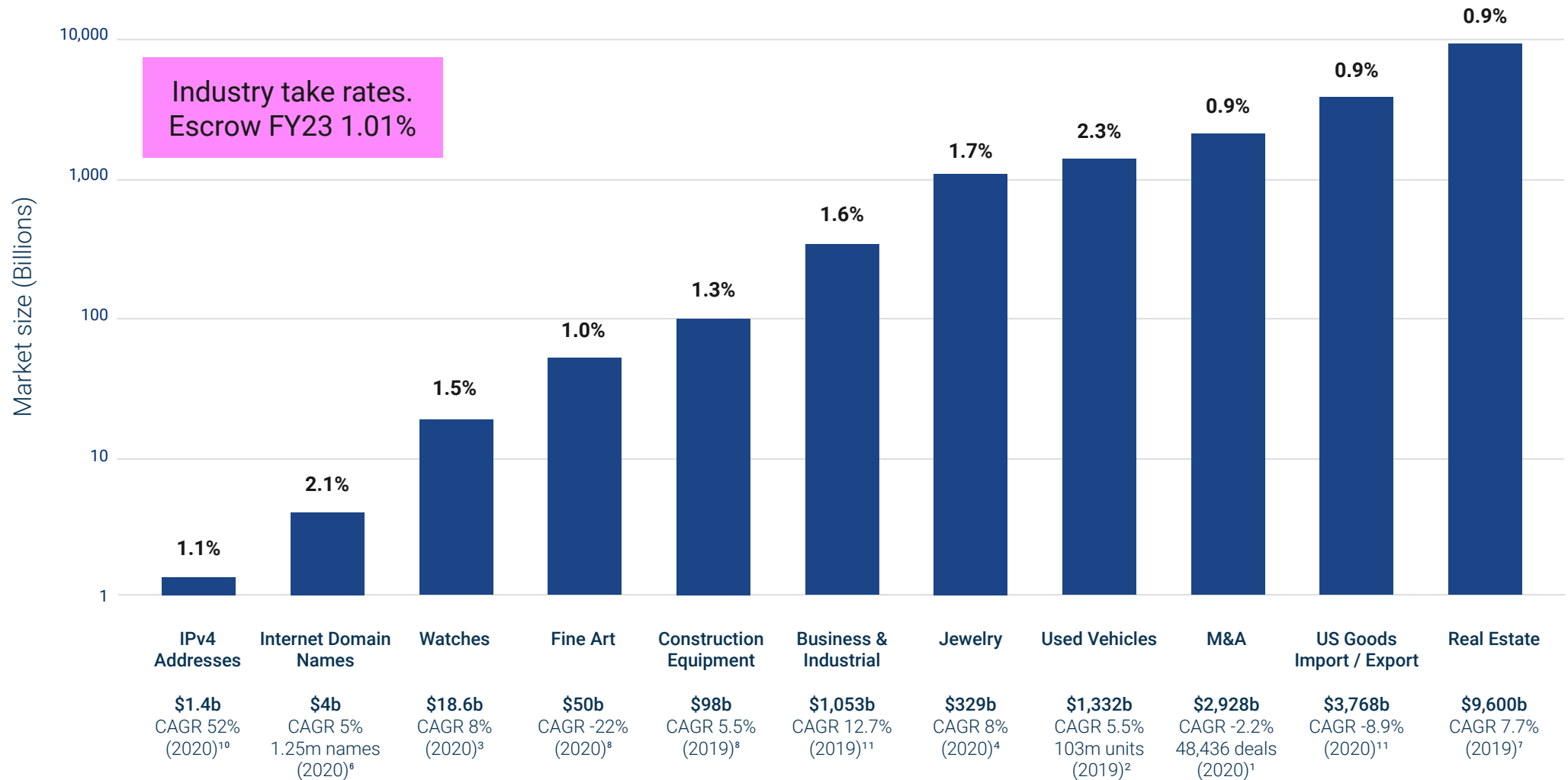


Over 2 million customers



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

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

11 US Trade Census FT900 https://www.census.gov/foreign-trade/Press-Release/ft900_index.html

Beach head customers in key verticals

Domain Names	 GoDaddy	 sedo Buy. Park. Sell. Domains	 afternic	 media options
IP Addresses	 IPv4.GLOBAL	 BRANDER GROUP	 LARUS	
Cars	 ebay MOTORS  blinker	 Auto Trader.ca	 ClassicCars.com  AUTOHUNTER DRIVEN BY ClassicCars.com	 HAGERTY  Porsche Digital
Boats, Aircraft, Vehicles	 TTT TruckTractorTrailer	 YACHTSMART	 MOTORCYCLE.COM	 VINGFORM
Fine Art	 ARTSY	 ARTLAND	 turbare	 artprice.com
Luxury, Watches & Jewellery, Auctions	 ebay	 HERITAGE AUCTIONS AMERICA'S AUCTION HOUSE	 WatchPayer	 verticalscope
Intellectual Property	 Hilco Streambank	 Royalty Exchange		
Business Sales, Mergers & Acquisitions	 shopify	 Flippa	 acquire trader	 CHEVAL M&A, INC. Internet Services M&A MERGERS CORP. The Leader in Business Sales, Mergers & Acquisitions
Import / Export	 global sources	 MAALEXI		
Agriculture	 exim crop	 ONFARM		
Oil & Gas	 OGHelp A Global Oil & Gas Community	 ENERGY DOMAIN a MineralWare company		
Services	 freelancer	 loadshift Connecting Shippers & Carriers	 MUSCOVITCH LAW FIRM	 KILPATRICK TOWNSEND

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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Online Escrow Companies

The following companies are licensed to provide online escrow services:

Stopped escrow


Assembly Escrow Inc.
Telephone: 866-862-2714
Email: tracey@promisepay.com
Website: <http://promisepay.com>

Not external

Upwork Escrow Inc.
Telephone: 650-316-7557
Email: Escrow@Upwork.com
Website: <https://www.upwork.com>


Surrogacy escrow

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



SeedTrust Escrow, Inc.
Telephone: 800 205-3527
Email: Info@SeedTrustInc.com
Website: <https://SeedTrustInc.com>

If you are checking on any company other than the ones listed above, you should click here for [Consumer Alerts](#) . Many alleged online escrow companies are falsely using names similar to our licensees or current licensee Numbers in an effort to deceive consumers into believing they are licensed and regulated by the State of California.

 **Key Consumer Links**

- [Consumer Insights](#)
- [Consumer Alerts](#)
- [Consumer Connection Newsletter](#)
- [Licensees and Industries Regulated by the DFPI](#)
- [Actions, Orders and Administrative Hearing Decisions](#)
- [File a complaint](#)
- [Submit a Public Records Request](#)

Help us improve the DFPI website!

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**

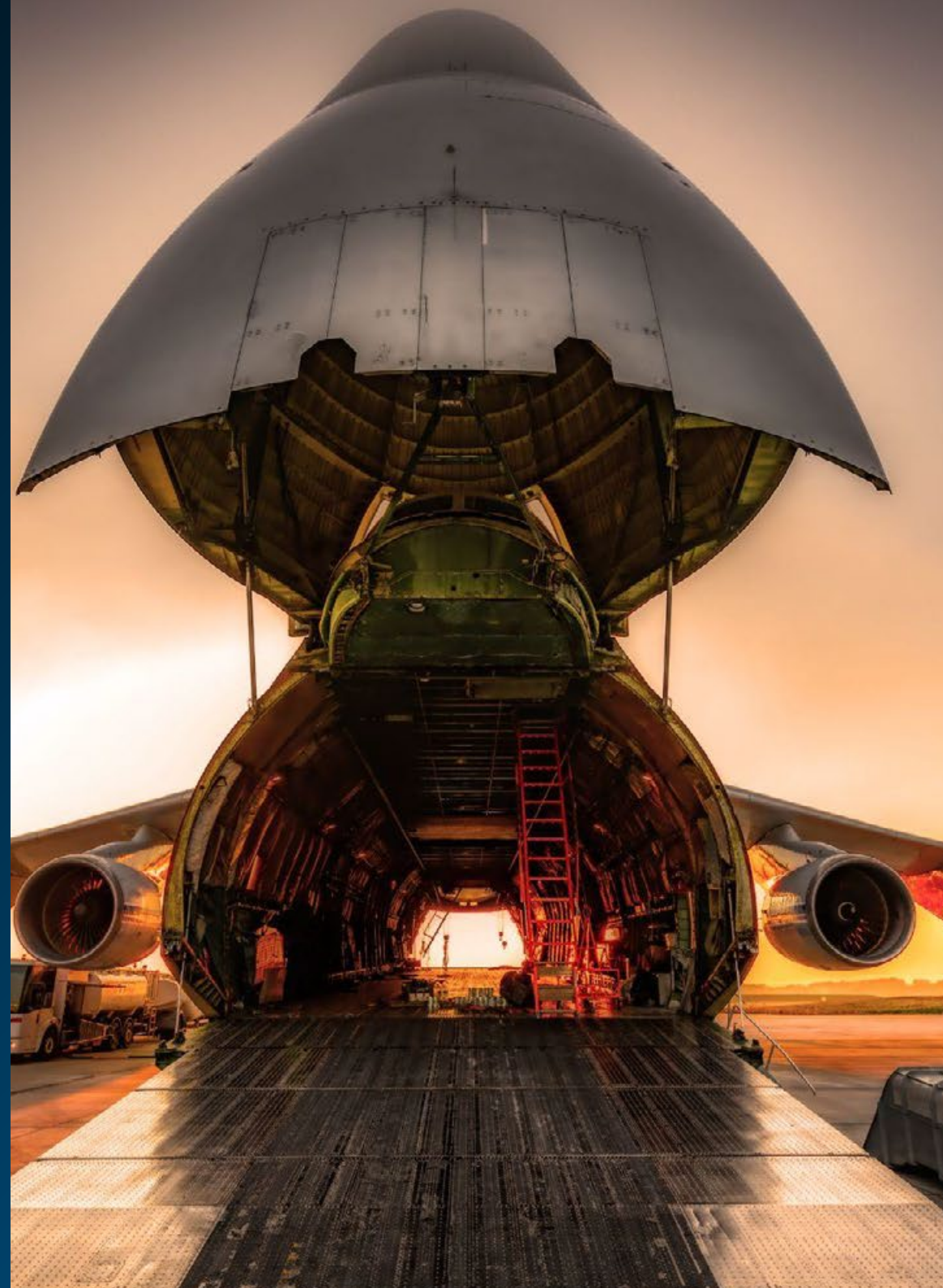
Escrow.com solves trust problem

- 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



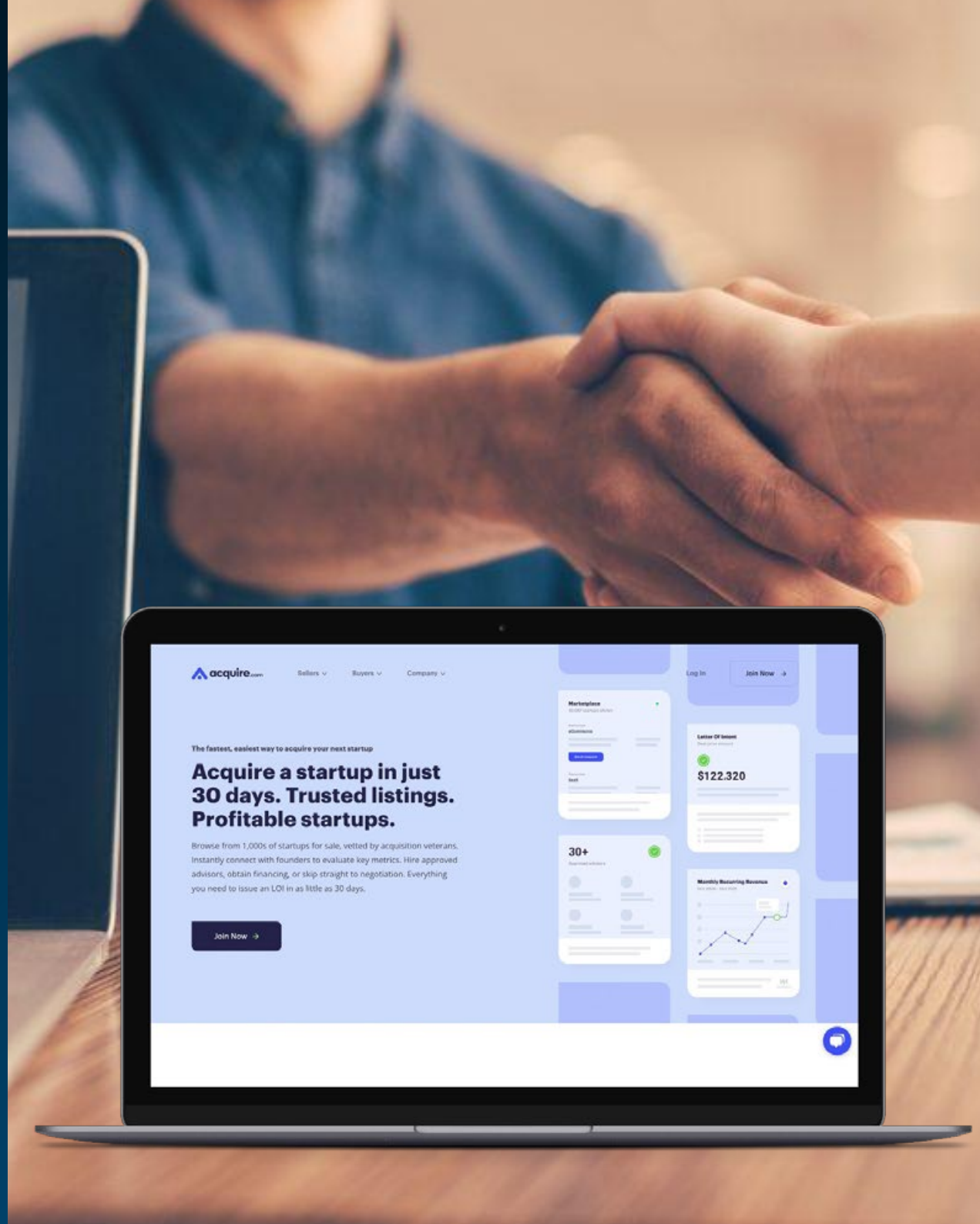


 **ESCROW.COM** & **ebay** MOTORS first transaction

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.

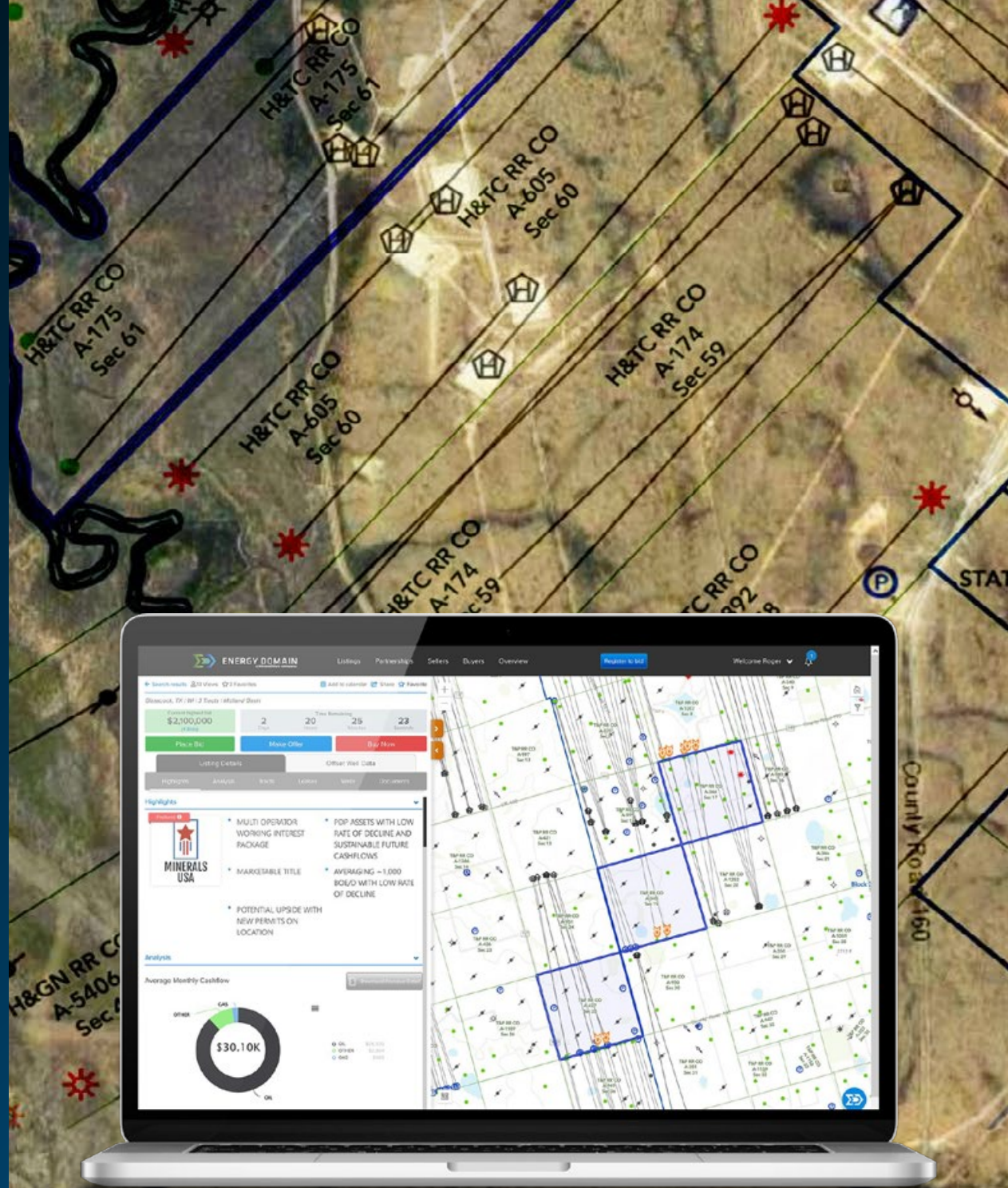


Escrow.com enables trading of oil, gas and mineral rights online

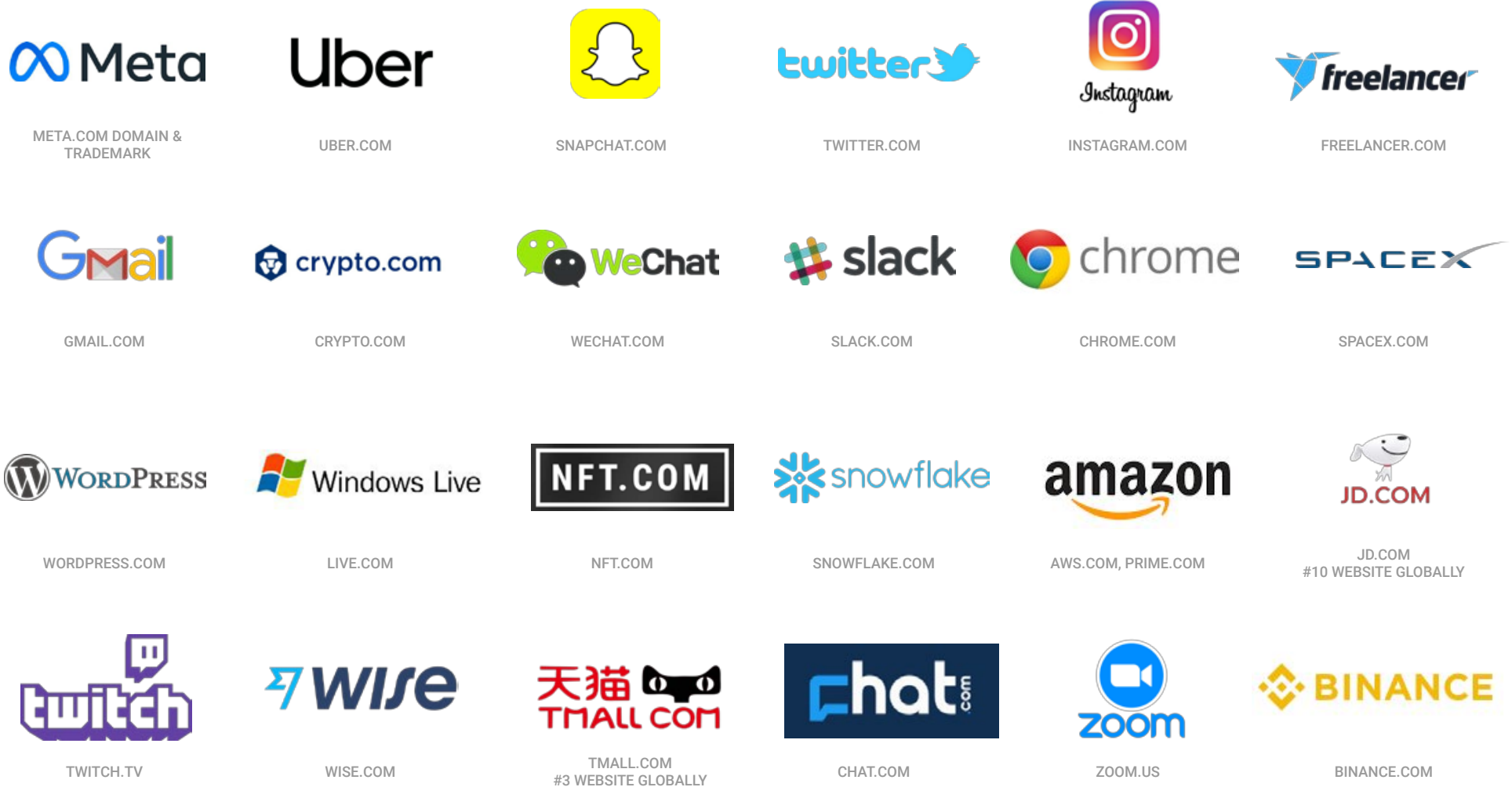
In a world first, **Escrow.com** enabled Energy Domain to complete sales of non-operated mineral rights online, transforming a centuries old business into an online marketplace.



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 Director
Group Compliance
*BSc Political Science
and Economics
(Purdue)*

Michael Best is the Senior Director of Group Compliance and BSA 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).



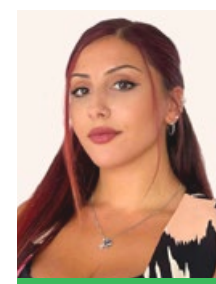
August Piao
Senior Product Manager
BE

August Piao leads the product function for Escrow.com, responsible for strategy, customer experience, engineering and operations. With over a decade of experience building innovative digital products at market leading organisations in the financial services and automotive industry. Spearheading products across mortgage lending, mobile app, big data and marketplaces. August holds a bachelor's degree in Computer Engineering from the University of New South Wales.



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

Sofia 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 Paul Aldover 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 800,000,000 KILOMETERS OF FREIGHT POSTED



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

Loadshift can manage it all for you

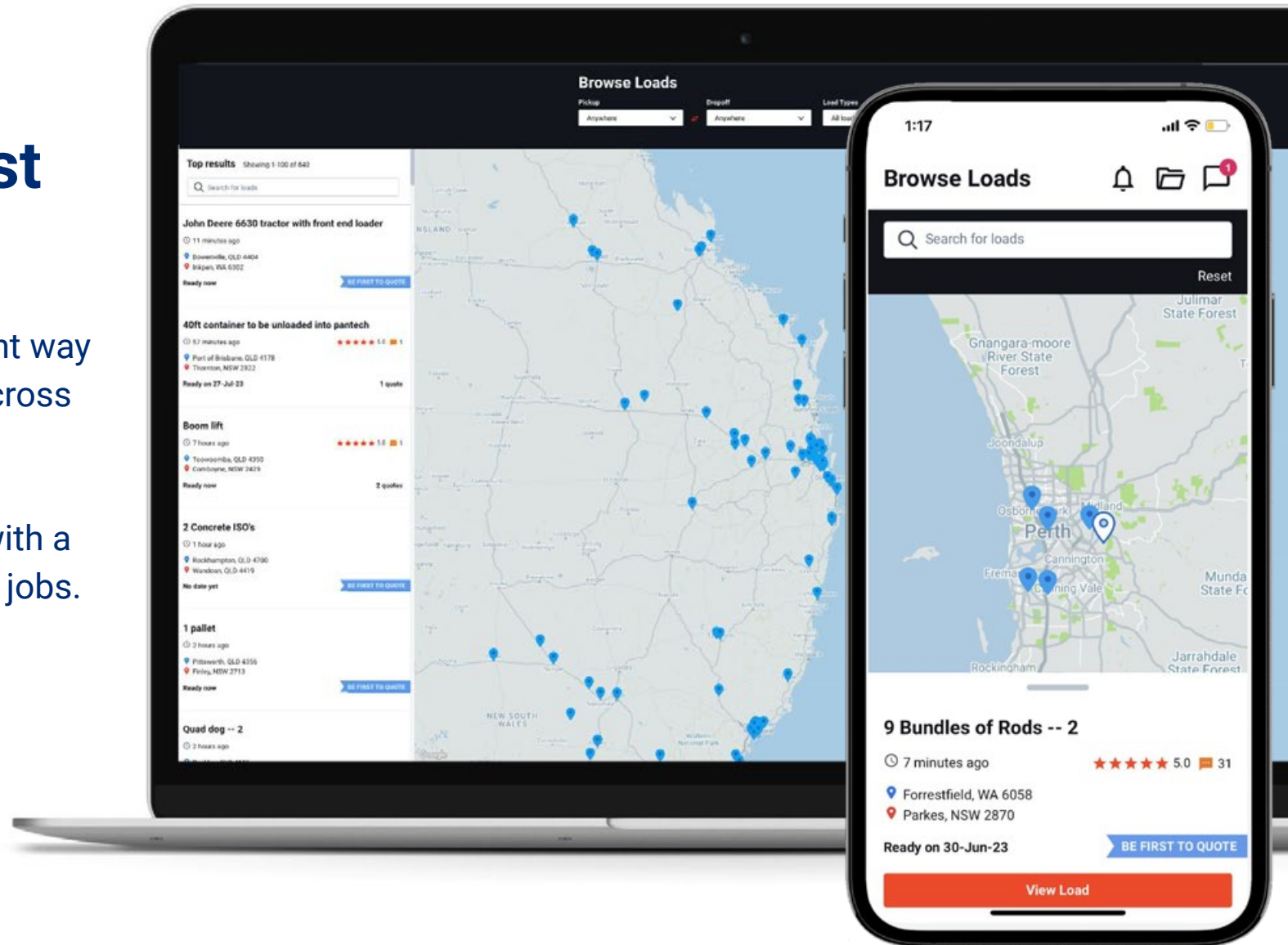
Permits
Pilots
Road closures
Import / export taxes & duties
Marine Insurance
Customs clearance
Quarantine
Shipping documents
Packing
Washing / cleaning
Cranage
Container rental
Vessel booking
Multi-currency
Escrow payments



Find loads fast on Loadshift

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

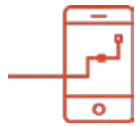
Loadshift connects you with a
vast network of transport jobs.



Advantages



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



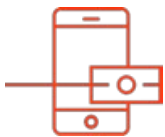
Live tracking of cargo on the move
Notification on collection and drop off, minimum, maximum and average speeds traveled.



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

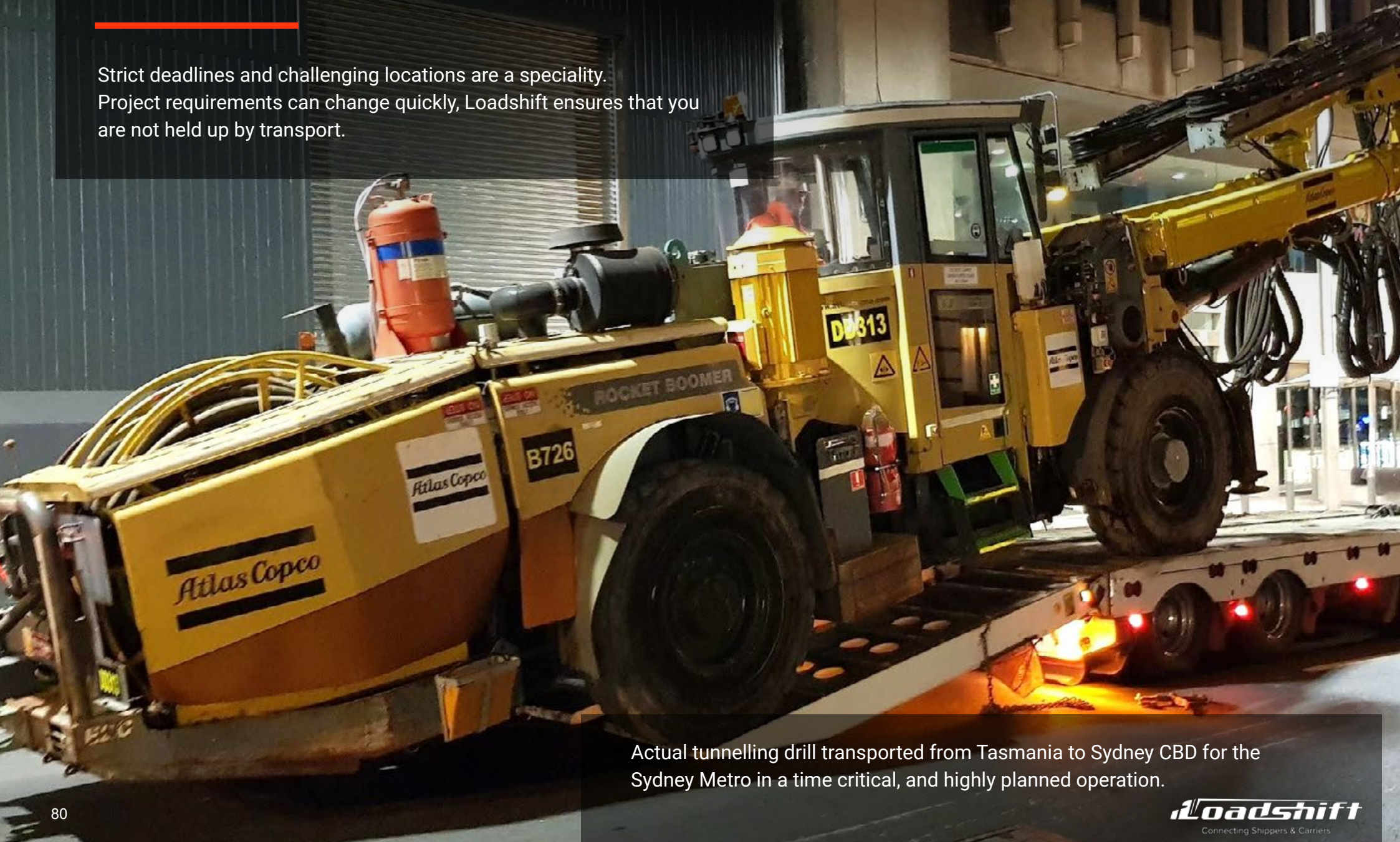
Ship anything, anywhere. Urgent or unique, Loadshift can handle it. Whether sending CAT loaders to Tanzania, a drill to South Korea or hotshotting a transmission to Papua New Guinea, we've done it.

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

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.

54 tonne CAT Underground Loader delivered to Tanzania using Loadshift

Freight Customers

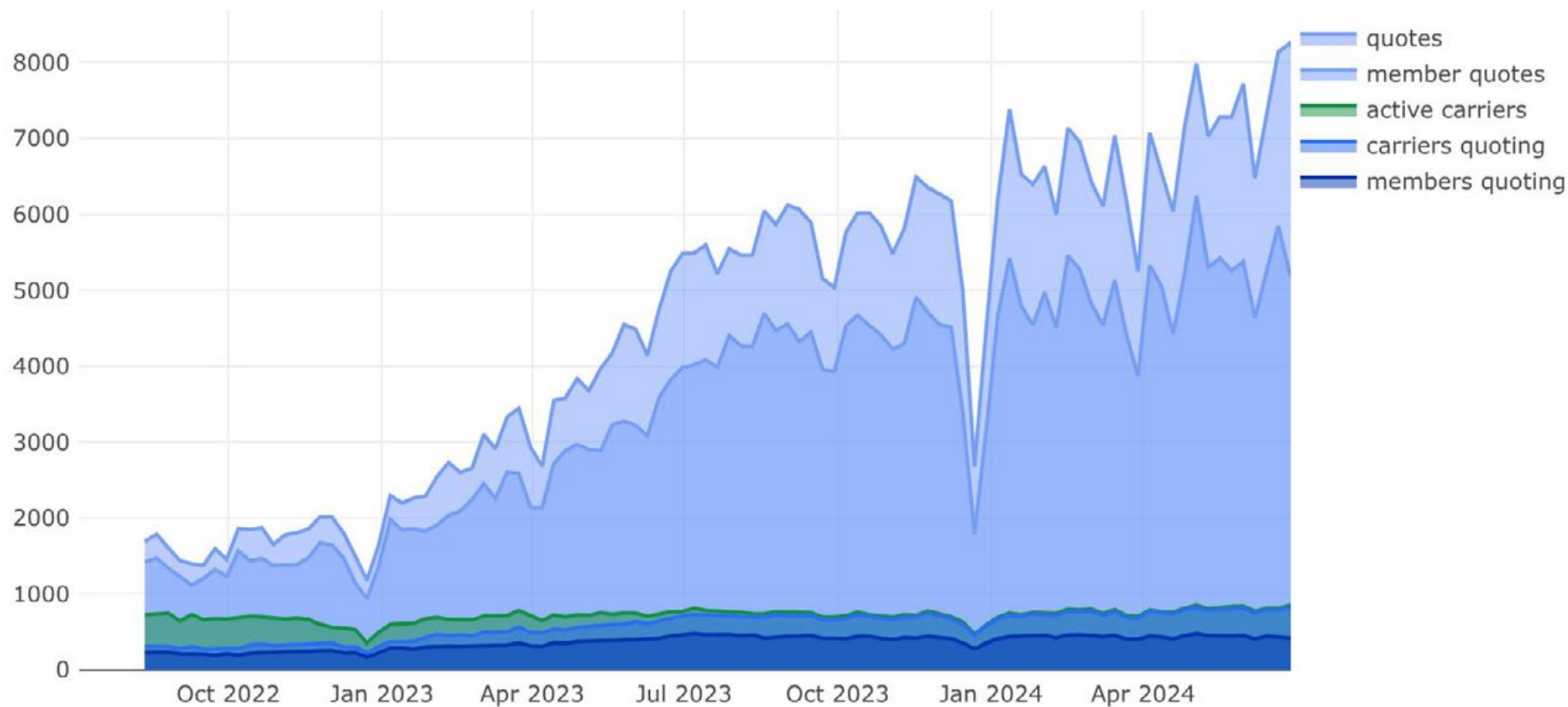


Loadshift Results for 1H24

Loadshift had an impressive first half of 2024, with significant growth and increased engagement on the platform. Here are the key highlights:

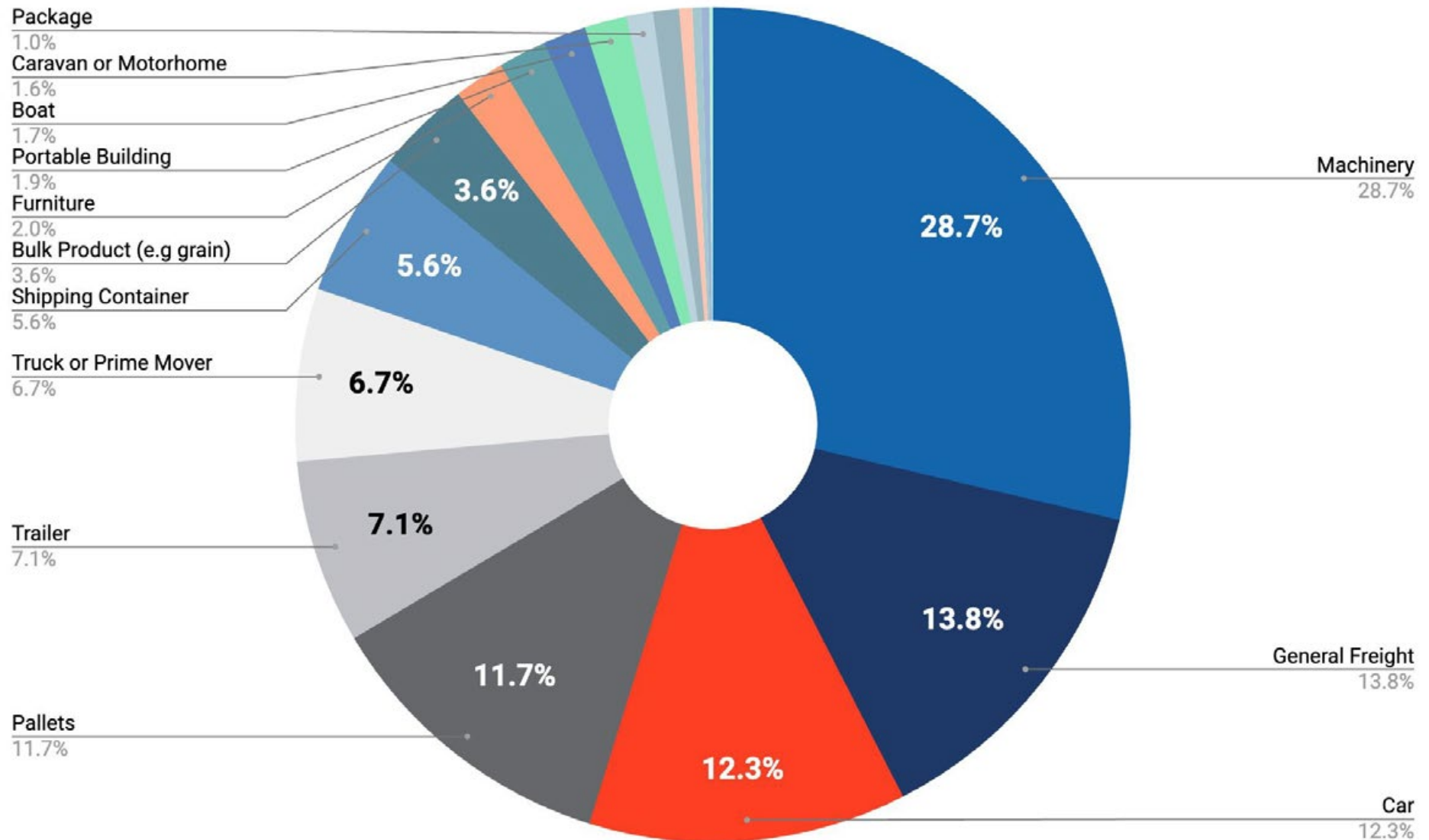
- **GMV Growth:** substantial year-on-year increase of 43.6% in GMV (Gross Merchandise Value), reaching \$12.8 million. Project fees also rose by 95.2%, highlighting enhanced monetisation efforts. Additionally, the roll-off of low commission memberships contributed to optimising revenue streams.
- **Enhanced Engagement:** quotes placed more than doubled to 176,225, representing a 104.7% year-on-year increase. The average number of quotes per job also saw a significant rise from 3.3 to 7.9.
- **Awarded and Delivered Loads:** 77.0% increase in awarded loads year-on-year, reaching 6,009, while delivered loads more than doubled with a 105.2% increase to 4,915.

176,225 quotes submitted in 1H24

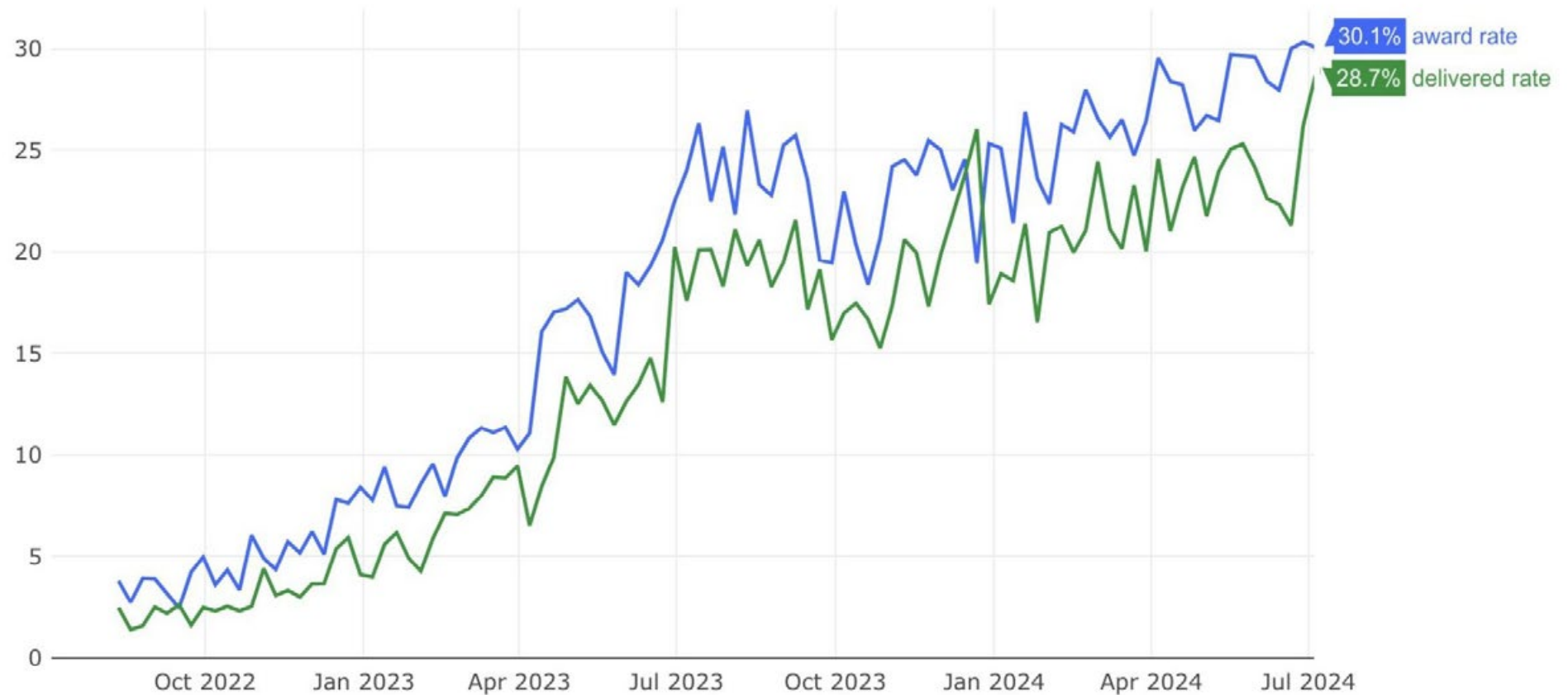


Weekly quotes placed

Freight Categories 1H24



Conversion of Loads



Weekly award rate and delivered rate of loads

111 loads 247,221 km

Mounted Drill Adelaide to Regency Park SA
One of 111 loads carried out in 1H24 for
Boart Longyear.



Leadership Team



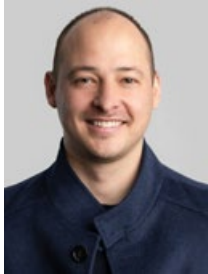
Matt Barrie
Executive Chairman

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).



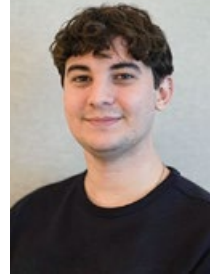
Neil Katz
Chief Financial Officer

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



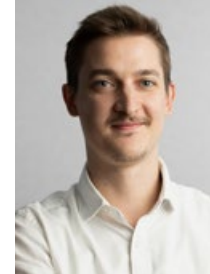
Drew Davis
General Manager

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
Product Manager

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 Manager

Stanislav has been working professionally as a web developer for the past 15 years. Before joining the Freelancer Group six 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

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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