



2023

Airtasker Limited

ABN 53 149 850 457

(ASX Code: ART)

Quarterly Activity Report and Appendix 4C Quarterly Cash Flow Report 31 March 2023

Lodged with ASX under Listing Rules 4.7B and 4.7C.

www.airtasker.com

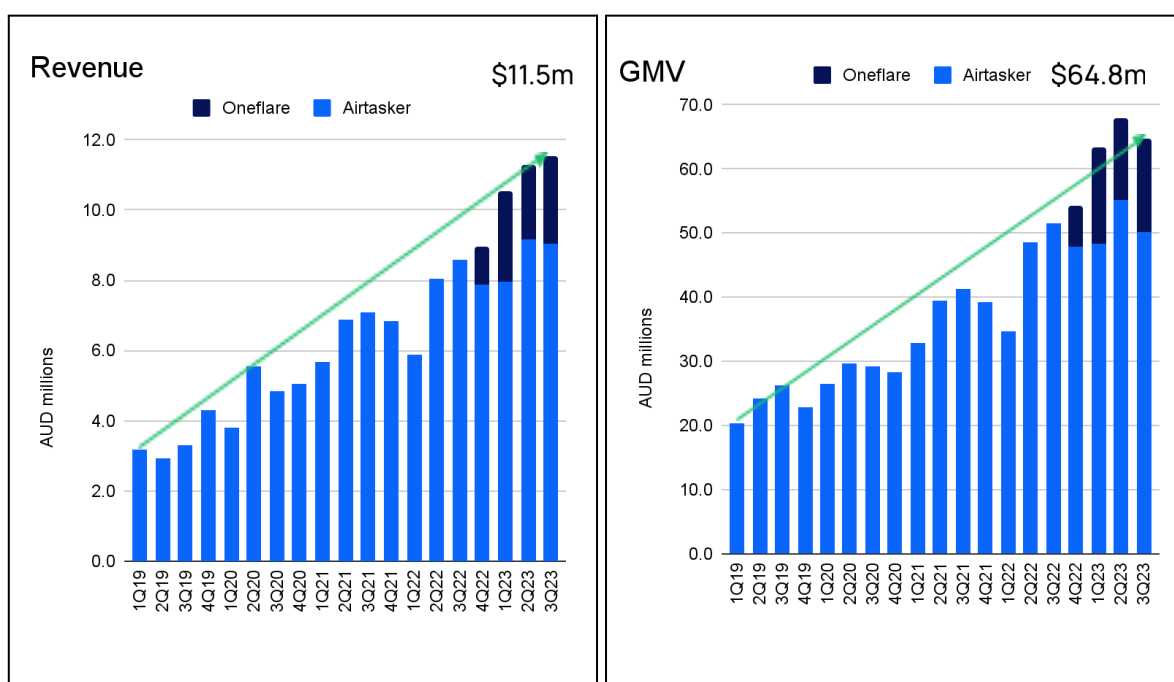
27 April 2023

ASX Announcement

31 March 2023 - Quarterly Activity Report

3Q Highlights

- Revenue up 34.1% on pcp^{1,2} to \$11.5m (up 5.3% on pcp to \$9.0m ex-Oneflare contribution).
- GMV^{3,4} up 25.7% on pcp² to \$64.8m (down 2.6% on pcp to \$50.2m ex-Oneflare contribution).
- Australian marketplace generated record \$1.5m net EBITDA⁵ (after global head office costs).
- UK TTM⁶ GMV up 61.4% on pcp to £3.6m⁷ and TTM revenue increased 128.3% on pcp to £439k⁷.
- US TTM posted tasks up 270.5% on pcp to 60k⁷ and TTM tasker offers up 481.9% on pcp to 90k⁷.
- Operating cash burn of \$1.2m with \$20.6m cash on balance sheet and no debt.



¹ Prior comparative period.

² pcp did not include a contribution from the Oneflare marketplace acquired on 25 May 2022.

³ Gross marketplace volume.

⁴ GMV represents the total price of all tasks booked through the Airtasker marketplaces before cancellations and inclusive of price adjustments between customers and taskers, bonuses paid by customers to taskers, and fees payable by customers and taskers to Airtasker, and any applicable sales taxes plus Oneflare marketplace GMV estimated by dividing total Oneflare marketplace revenue by the Airtasker marketplaces take rate.

⁵ Net EBITDA is Australian EBITDA less global head office operating costs. Calculations are estimates based on management assumptions and judgement, are unaudited and are provided for illustrative purposes only to demonstrate the contribution of various marketplaces.

⁶ Trailing twelve months.

⁷ Calculated on a TTM basis.

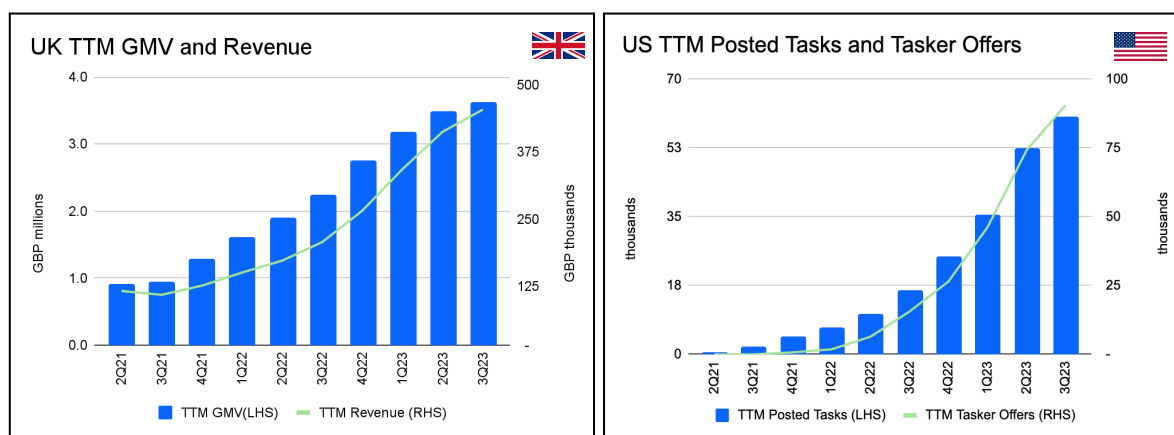
3Q23 saw Airtasker revenue increase 34.1% on pcp to \$11.5m whilst GMV grew 25.7% on pcp to \$64.8m. The strong revenue result in 3Q23 was achieved through a combination of organic growth within the Airtasker marketplaces and the contribution of the Oneflare marketplace.

Excluding Oneflare marketplace contribution, 3Q23 revenue increased 5.3% on pcp to \$9.0m. This solid revenue result was achieved despite GMV (excluding Oneflare) decreasing 2.6% on pcp to \$50.2m due to lower consumer demand (posted tasks) being offset by a sharp increase in tasker engagement (supply) resulting in significantly improved task completion rates. Airtasker's Australian marketplace achieved a record \$1.5m net EBITDA, after covering fixed global head office operating costs, through improvements in the efficiency of marketing expenditure.

Oneflare marketplace revenue continues to be ahead of expectations communicated when the acquisition was announced.

While Airtasker achieved a strong 3Q23 revenue result, net cash used in operating activities for the quarter was \$1.2m (a decrease of 52.4% QoQ⁸). The net cash used in operating activities for the quarter compares with net cash from operating activities of \$1.0m in pcp and is reflective of the increased marketing expenditure in new marketplaces in the quarter. Airtasker remains in a solid financial position with \$20.6m in cash on its balance sheet and no debt at the end of 3Q23.

Airtasker operates marketplaces at multiple stages of development. In Australia, our marketplaces are at the "scaling" stage. In the UK, our marketplaces are in the "one to 100" stage during which the goal is to carefully balance supply and demand to drive marketplace activity and grow GMV. In the US, our marketplaces are in the "zero to one" stage during which the focus is on creating a steadily increasing flow of job opportunities (posted tasks).



⁸ Quarter-on-quarter.

In the UK, Airtasker's marketplaces demonstrated steady performance with 3Q23 TTM GMV up 61.4% on pcp to £3.6m⁹ and TTM revenue up 128.3% on pcp to £439k⁹ as a result of record levels of tasker engagement driving higher task completion rates and the ongoing impact of improved monetisation introduced in 1Q23.

In Airtasker's US marketplaces, 3Q23 TTM posted tasks increased 270.5% on pcp to 60k⁹ and tasker offers increased 481.9% on pcp to 90k⁹.

The UK and US marketplaces both saw softer performance during 3Q23 due to seasonality during the northern hemisphere autumn/winter period.

Airtasker reports and manages its business as a single operating unit. However, as the Airtasker marketplaces are at different stages of maturity the economics differ at each stage. As such, management has prepared a notional (non-statutory) split of financial performance for 3Q23 in the table below.

Economics of marketplaces at different stages of maturity ¹⁰	AUD millions
Established marketplaces (Australia) EBITDA ¹¹	6.8
Global head office operating costs ¹²	(5.3)
Net EBITDA	1.5
Global innovation expenditure ¹³	(0.2)
New marketplaces (UK and US) EBITDA	(2.2)
Airtasker Group EBITDA	(0.9)

Commenting on the results, Airtasker Co-founder and CEO Tim Fung said, "I'm pleased to announce that Airtasker's third quarter revenue was up more than 34% on pcp demonstrating the resilience of our marketplace business model in a tight macro environment. During this period, we were very much focussed on efficiency and are pleased to announce that our established Australian marketplace generated net EBITDA of \$1.5m, after covering our global head office operating costs. We continue to maintain a strong balance sheet with over \$20 million in cash and no debt. Whilst consumer confidence is down, we've been really pleased with the resilience and adaptiveness of our marketplace model."

⁹ Calculated on a TTM basis.

¹⁰ The amounts in the table, including EBITDA splits, are estimates based on management assumptions and judgement, are unaudited and are provided for illustrative purposes only to demonstrate the contribution of various marketplaces.

¹¹ Excluding global head office operating costs and global innovation expenditure.

¹² This is operating expenditure relating to the Airtasker and Oneflare marketplaces (engineering, product support and maintenance), as well as back office support functions (leadership, legal, finance and people operations).

¹³ This is non-capitalisable operating expenditure relating to the Airtasker and Oneflare marketplaces associated with the development of new features designed to enhance the customer experience, increase long term GMV and grow long term revenue.

Related party payments in 3Q23 totalled \$295k. The payments comprised \$117k to directors for director's fees, superannuation and expense reimbursements and \$179k to Tank Stream Labs Pty Ltd for leases, utilities and cleaning costs related to office facilities.

All numbers are unaudited.

– Ends –

For further information, please contact:

Media Enquiries

Andrea Philips
andrea.philips@airtasker.com
+61 415 113 908

Investor Relations

www.investor.airtasker.com
investors@airtasker.com

About Airtasker

Airtasker (ASX: ART) is Australia's leading online marketplace for local services, connecting people and businesses who need work done with people who want to work. With a mission to **empower people to realise the full value of their skills**, Airtasker aims to have a positive impact on the future of work by creating truly flexible opportunities to work and earn income. Since launching in 2012, Airtasker has put more than \$450 million into the pockets of workers (payments made after all fee revenue is deducted) and served more than 1.3 million unique paying customers across the world. For more information visit: investor.airtasker.com.

This announcement was approved for release by the Board of Directors of Airtasker Limited.

Appendix 4C

Quarterly Cash Flow Report for Entities Subject to Listing Rule 4.7B

Name of entity

Airtasker Limited

ABN

53 149 850 457

Quarter ended ("current quarter")

31 March 2023

Consolidated statement of cash flows		Current quarter A\$'000	Year to date (9 months) A\$'000
1.	Cash flows used in operating activities		
1.1	Receipts from customers	12,297	37,236
1.2	Payments for		
(a)	research and development	-	-
(b)	product manufacturing and operating costs	(1,250)	(3,611)
(c)	advertising and marketing	(3,134)	(8,292)
(d)	leased assets	(6)	(9)
(e)	staff costs	(6,532)	(22,664)
(f)	administration and corporate costs	(2,089)	(8,079)
1.3	Dividends received (see note 3)	-	-
1.4	Interest received	21	46
1.5	Interest and other costs of finance paid	(64)	(102)
1.6	Income taxes paid	-	-
1.7	Government grants and tax incentives	-	-
1.8	Other – GST and FBT	(478)	(1,965)
1.9	Net cash used in operating activities	(1,235)	(7,440)
2.	Cash flows used in investing activities		
2.1	Payments to acquire or for:		
(a)	entities	-	-
(b)	businesses	-	(23)
(c)	property, plant and equipment	(3)	(69)
(d)	investments	-	-
(e)	intellectual property	(1,007)	(2,859)
(f)	other non-current assets	-	(530)

Consolidated statement of cash flows		Current quarter A\$'000	Year to date (9 months) A\$'000
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	1	13
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	197
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
2.6	Net cash used in investing activities	(1,009)	(3,271)
3.	Cash flows (used in) / from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	3,550
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	-	250
3.4	Transaction costs related to issues of equity securities or convertible debt securities	-	(155)
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	-	-
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other – lease liabilities	(382)	(561)
3.10	Net cash (used in) / from financing activities	(382)	3,084
4.	Net decrease in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	23,259	28,235
4.2	Net cash used in operating activities (item 1.9 above)	(1,235)	(7,440)
4.3	Net cash used in investing activities (item 2.6 above)	(1,009)	(3,271)
4.4	Net cash (used in) / from financing activities (item 3.10 above)	(382)	3,084
4.5	Effect of movement in exchange rates on cash held	8	33
4.6	Cash and cash equivalents at end of period	20,641	20,641

5. Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter A\$'000	Previous quarter A\$'000
5.1 Bank balances (item 4.6 and item 4.1)	20,641	23,259
5.2 Call deposits	-	-
5.3 Bank overdrafts	-	-
5.4 Other (provide details)	-	-
5.5 Cash and cash equivalents at end of quarter (should equal item 4.6 above)	20,641	23,259

6. Payments to related parties of the entity and their associates	Current quarter A\$'000
6.1 Aggregate amount of payments to related parties and their associates included in item 1	185
6.2 Aggregate amount of payments to related parties and their associates included in item 3	110
<i>Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.</i>	

7. Financing facilities		Total facility amount at quarter end A\$'000	Amount drawn at quarter end A\$'000
<i>Note: the term "facility" includes all forms of financing arrangements available to the entity.</i>			
<i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i>			
7.1	Loan facilities	-	-
7.2	Credit standby arrangements	-	-
7.3	Other (please specify)	-	-
7.4	Total financing facilities	-	-
7.5	Unused financing facilities available at quarter end		-
7.6	Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.		
There are no financing arrangements available to the Company.			

8.	Estimated cash available for future operating activities	A\$'000
8.1	Net cash used in operating activities (item 1.9)	(1,235)
8.2	Cash and cash equivalents at quarter end (item 4.6)	20,641
8.3	Unused finance facilities available at quarter end (item 7.5)	-
8.4	Total available funding (item 8.2 + item 8.3)	20,641
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)	16.7
<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>		
8.6	If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1	Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
Answer: N/A		
8.6.2	Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?	
Answer: N/A		
8.6.3	Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?	
Answer: N/A		
<i>Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.</i>		

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 27 April 2023

Authorised by: The Board of Directors

(Name of body or officer authorising release – see note 4)

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.