



18 February 2019

Freelancer Limited

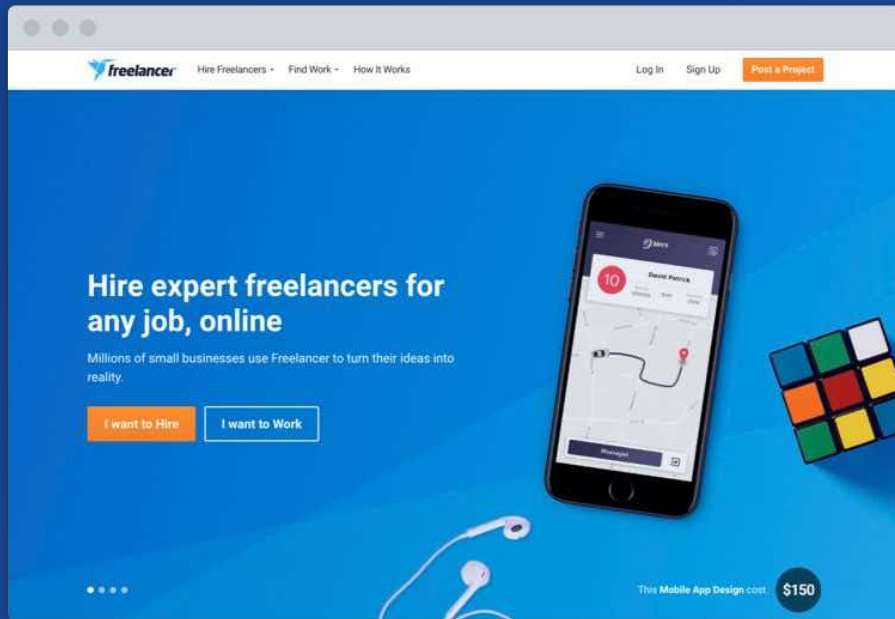
FY18 Presentation

Matt Barrie

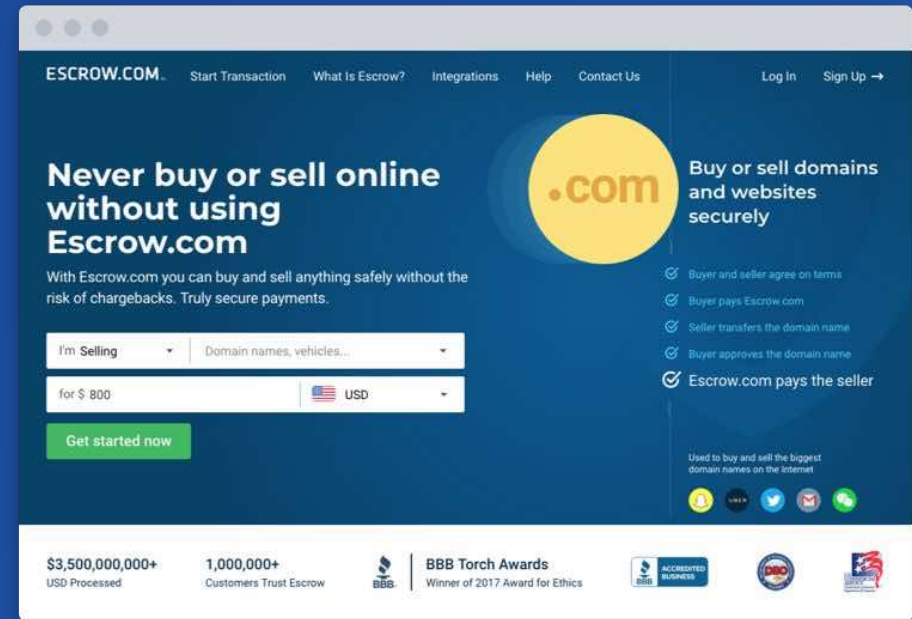
Chief Executive Officer

investor@freelancer.com

Freelancer.com



Escrow.com



Powering the world's entrepreneurs & commerce



FREIGHTLANCER



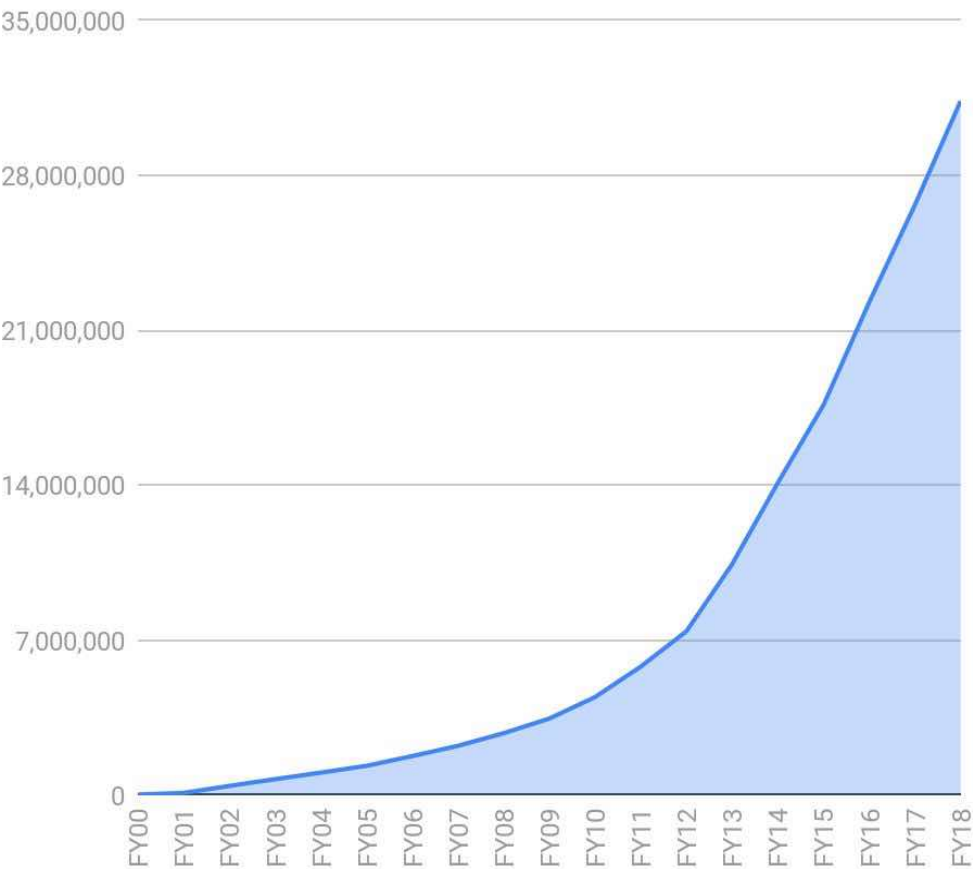
#1 Online Services Marketplace
Over US\$4.5 billion in jobs awarded

#1 for Secure Online Payments
Over US\$3.9 billion in transactions

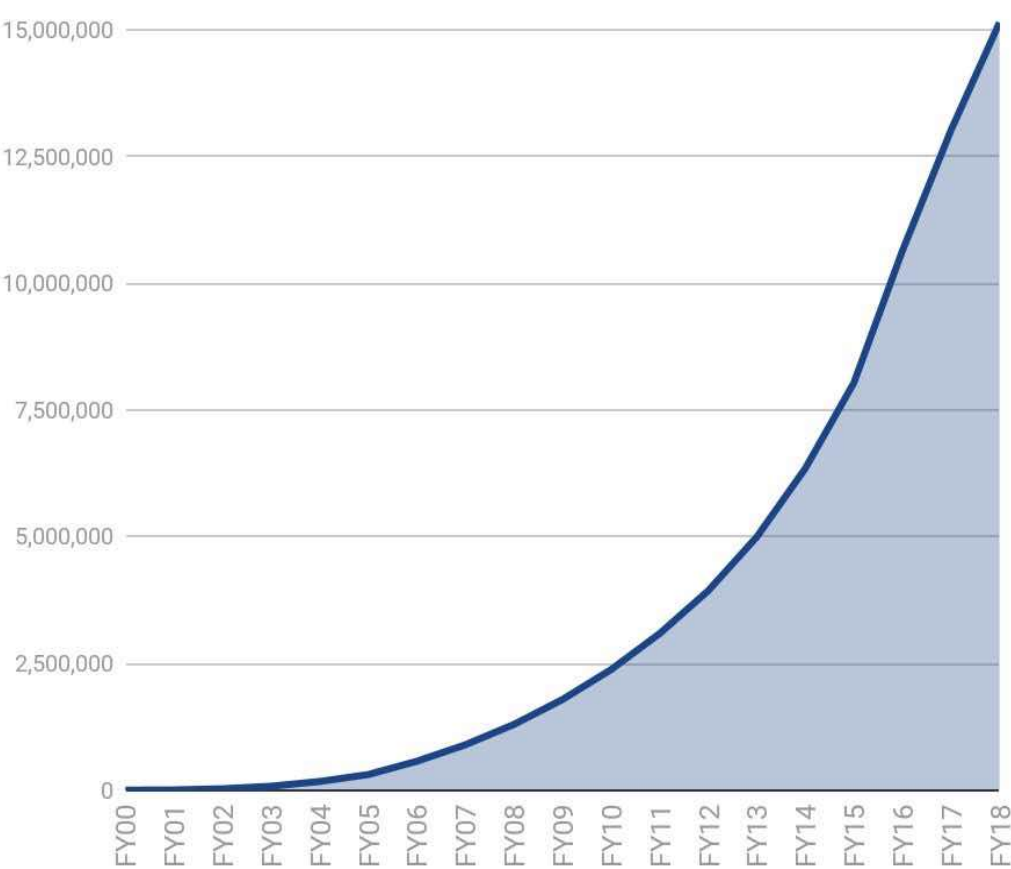
FY18 completed with 31.4 million users and 15.1 million jobs

4.7 million registered users and 2.1 million jobs were added to the group in 2018

Total Registered Users



Total Jobs Posted (Filtered)



1.Number of user accounts, and jobs (projects/contests posted) in the Freelancer marketplace as at 31 December 2018. User, project and contest data includes all users and projects from acquired marketplaces. Prior to 2009, all data is from acquired marketplaces. Jobs Posted (Filtered) is defined as the sum of Total Posted Projects and Total Posted Contests, filtered for spam, advertising, test projects, unawardable or otherwise projects that are deemed bad and unable to be fulfilled. Includes Escrow.com unique users.

Freelancer's Online Economy in 2018

- USERS
- JOBS POSTED
- JOBS DONE

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

Freelancer's Online Economy in 2018 – USA

- USERS
- JOBS POSTED
- JOBS DONE

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

Freelancer's Online Economy in 2018 – Europe

- USERS
- JOBS POSTED
- JOBS DONE

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

Freelancer's Online Economy in 2018 – Australia

- USERS
- JOBS POSTED
- JOBS DONE

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

Freelancer's Online Economy in 2018 – India

- USERS
- JOBS POSTED
- JOBS DONE

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



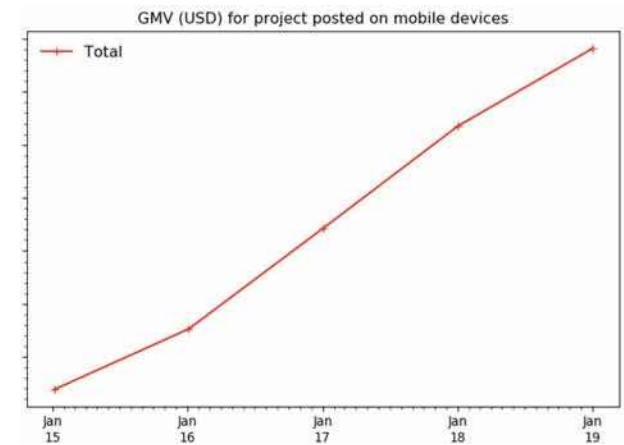
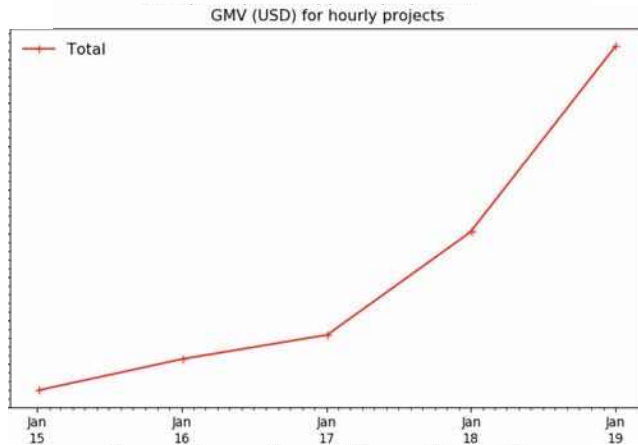
Freelancer Limited

FY18 RESULTS

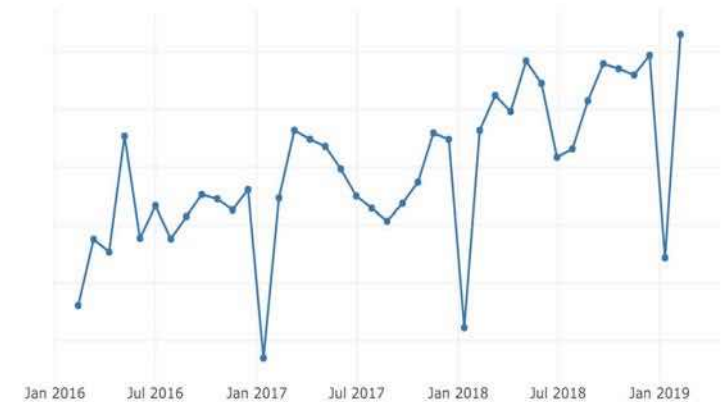
FY18 Freelancer Group Results

- FY18 Net Revenue \$51.9m, up 3.2% on pcip
- FY18 GPV \$740.6m, up 26% on pcip
 - FY18 Freelancer GPV all-time record of \$170.1m, up 6.7% on pcip
 - FY18 Escrow GPV US\$426m, up 30% on pcip (AU\$570.6m, up 33.3% on pcip)
 - FY18 Escrow GPV all-time record ex-China beating previous by 20.2%
- Gross margin >85%
- FY18 Operating EBITDA nearing break-even \$(0.7)m
- FY18 Operating NPAT nearing break-even \$(0.9)m
- Cash & cash equivalents at \$33.2 million (31 Dec), up 4% on pcip

Strong growth in volume across mobile, hourly and recruiter projects in FY18, membership count at all-time high



- **Mobile, hourly and recruiter** continue to grow strongly
 - Mobile GMV - up 27% FY18/17
 - Hourly GMV - up 30% FY18/17
 - Recruiter GMV - up 55% FY18/17
- **Paid, active project fees** continue to hit all-time highs.
- In 2H18 engineering embarked on a major project to overhaul the front-end technical stack in order to improve the user experience, product velocity and website speed.



Paid, active project fees (USD equiv.).
Note y-axis origin is not zero.

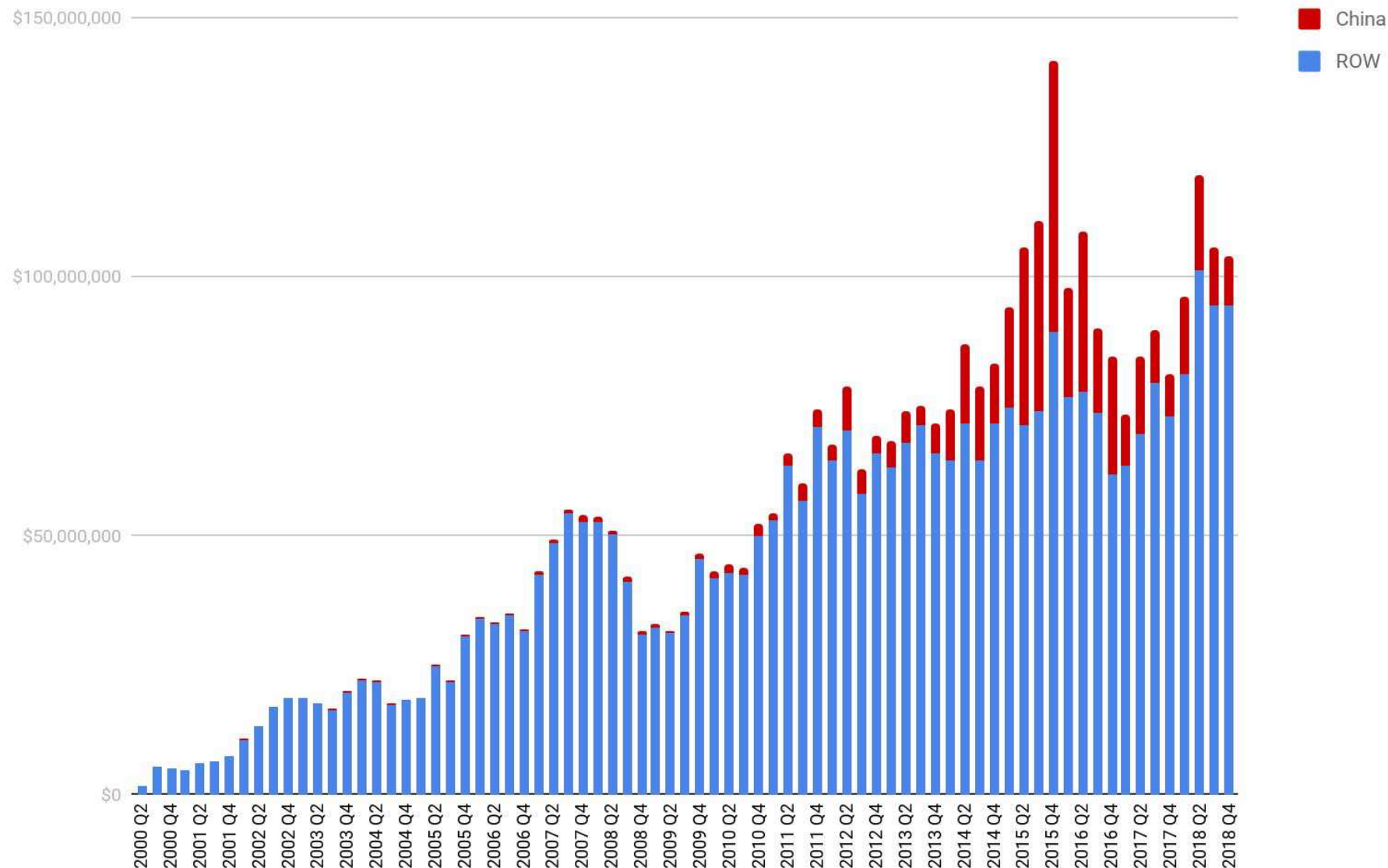
Freelancer Enterprise

Freelancer Enterprise made great progress in FY18

- In Freelancer Enterprise we continued to close Master Services Agreements with customers and build the Freelancer Enterprise pipelines in the quarter.
- The Freelancer Enterprise pipeline is high quality and has 50+ customers in various stages. Signed MSAs during 4Q18 include:
 - a \$200 billion RMB Chinese electrical appliance manufacturer
 - one of the world's largest professional services firms
- Pipeline spans professional services, electronics, aerospace, pharmaceuticals, consumer products, FMCG, technology, e-commerce, and government sectors.
- None of the MSAs signed in 4Q18 have minimum volume commitments.
- We expect to be jointly making an announcement with one of our customers in 1Q19.

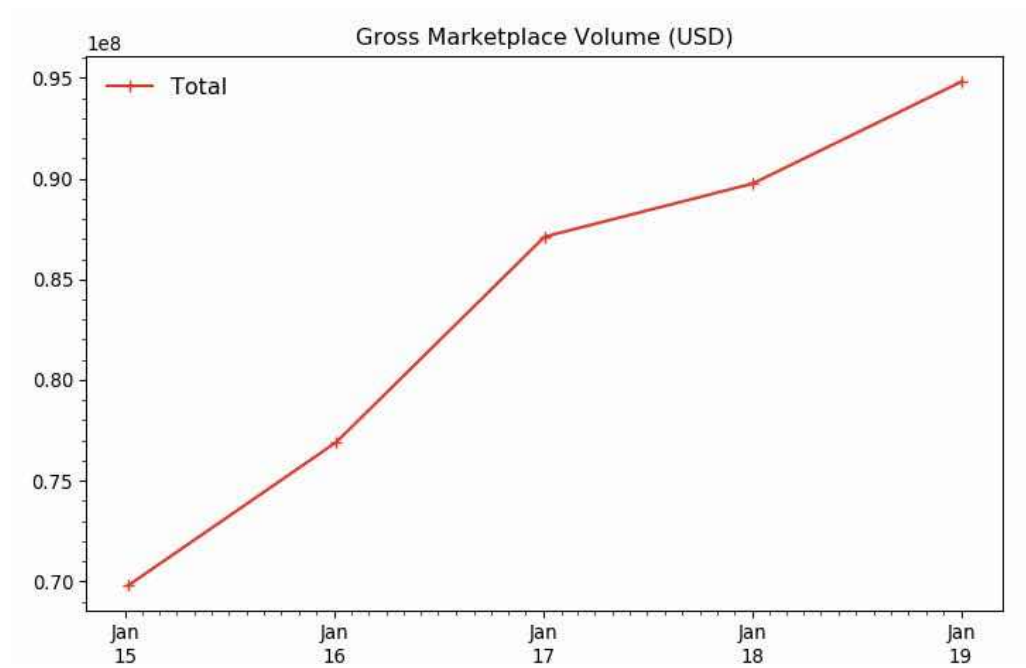
Escrow.com quarterly GPV (US\$)

FY18 GPV US\$426m up 30% on pcp, FY18 ex-China all-time record by 20.2%, 4Q18 GPV US\$104m up 28% on pcp

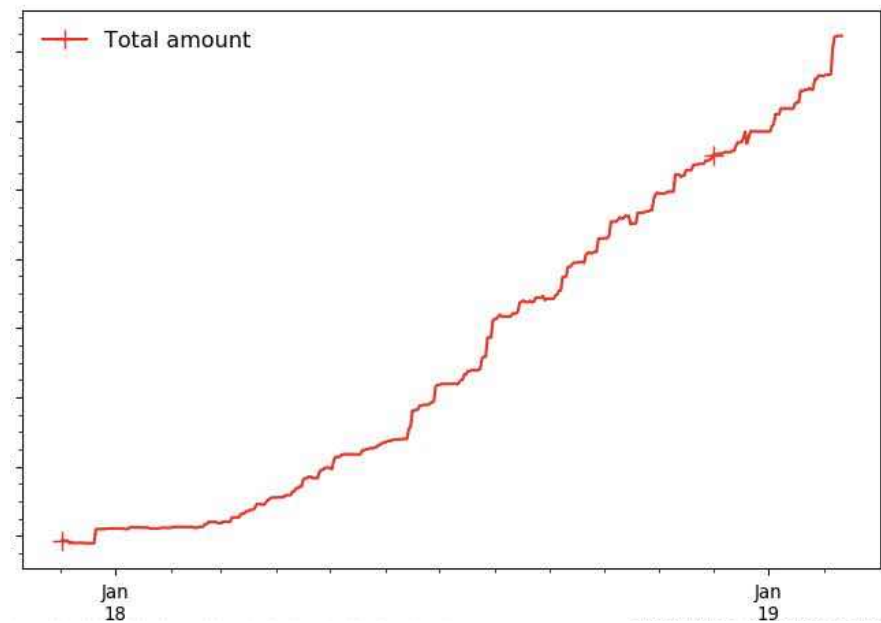


FY18 Freelancer GPV all-time record of \$170.1m, up 6.7% on pcp

Freelancer.com GMV



Freelancer Enterprise GMV



Mobile App Redesign
By Nihal H.

★★★★★

Design a Logo
By Olexandro N.

★★★★★

T-shirt illustrations
By Francisco Rui P.

★★★★★

Track Record Design
By Elsa K.

★★★★★

Website Layout
By Made A.

★★★★★

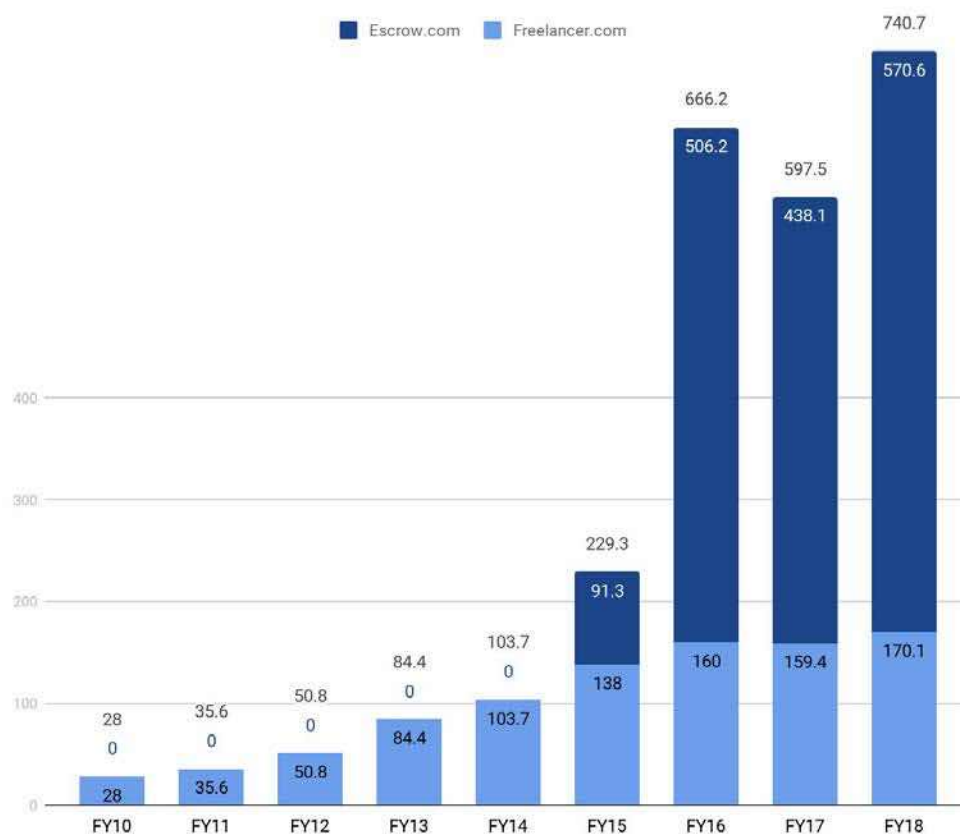
Athlete's Icees Logo
By Hardik P.

★★★★★

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

Gross Payment Volume (GPV) FY18

All-time record FY GPV \$740.7 million, up 26% on pcp



GPV (A\$m)	28	35.6	50.8	84.4	103.7	229.3	666.2	587.5	740.7
Growth pcp	-	27%	43%	66%	23%	120%	290%	-12%	26%

Group

- FY18 all-time record GPV \$740.6m (up 26% on pcp)

Freelancer

- 4Q18 all-time record GPV \$44.6m (up 14% on pcp)
- FY18 all-time record GPV \$170.1m (up 7% on pcp)

Escrow

- 4Q18 GPV US\$104m (up 28.2% on pcp)
- FY18 GPV US\$426m (up 30% on pcp) or AU\$570m (up 33.3% on pcp)
- FY18 ex-China GPV all-time record, beating previous all-time high by 20.2%
- Freelancer take rate at 13%
 - Commissions are unchanged since FY10
 - 3% for employers and 10% for freelancers
- Escrow blended take rate ~1.3%

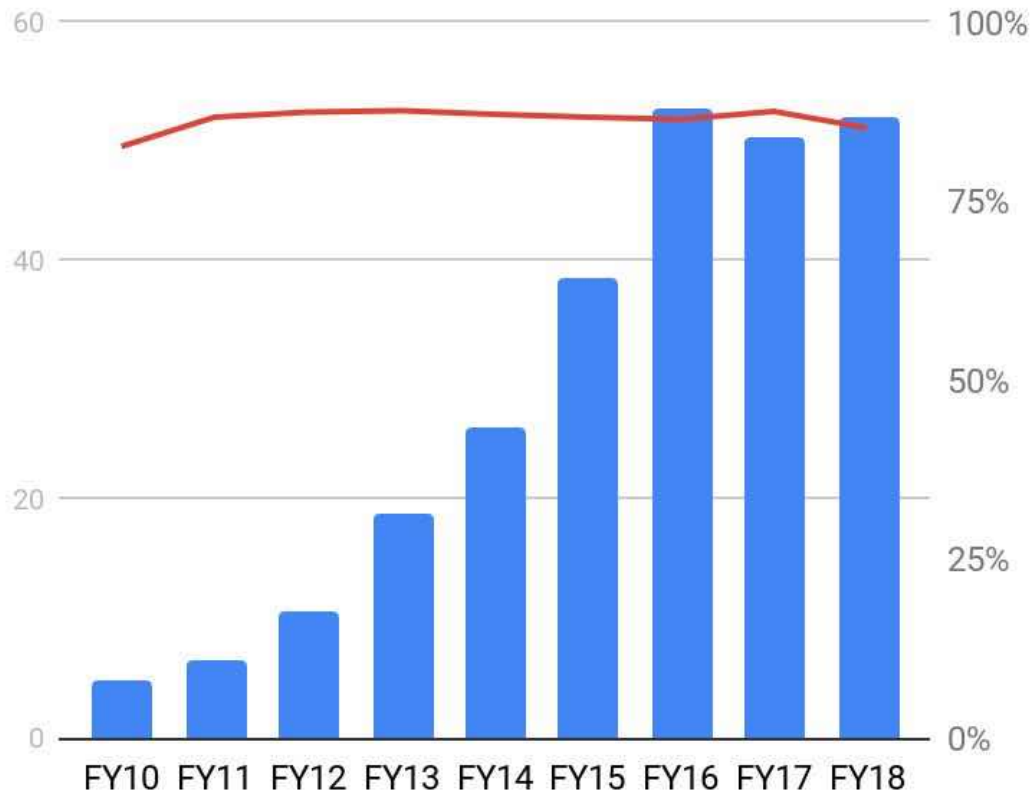
1. Gross Payment Volume (GPV) is calculated as the total payments to Freelancer or Escrow users for products and services transacted through the Freelancer or Escrow websites (GMV) plus net Revenue. Based on Freelancer's unaudited management accounts which have not been subject to an auditor's review.

2. Core Freelancer FY18 GPV of A\$170.1m. Escrow FY18 GPV of US\$426m, average AUDUSD FX of 0.7466= A\$570.6m

Net revenue FY18

FY18 Net Revenue of 51.9m (up 3.2% on pcp)

Net Revenue (A\$m) and Gross Margin (%)

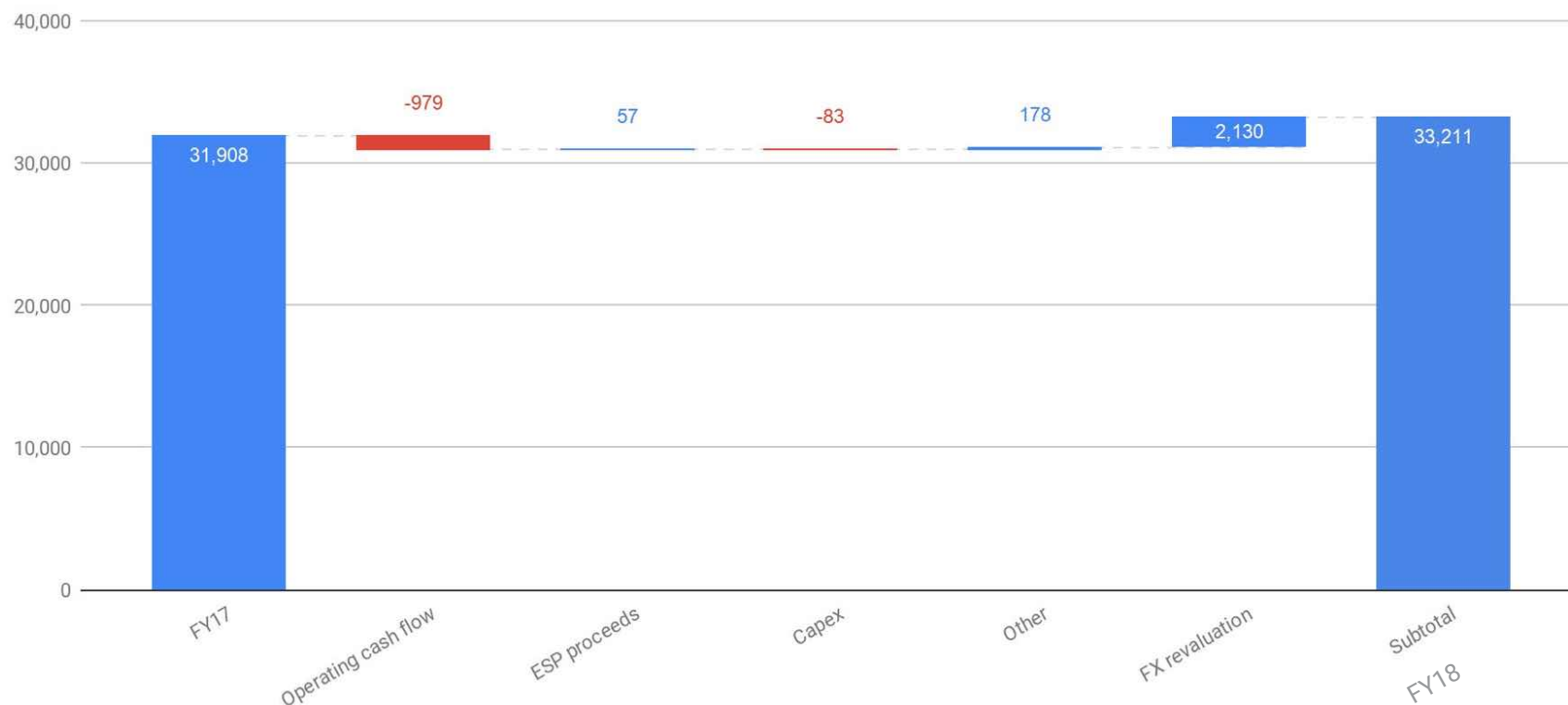


- 4Q18 Cash Receipts of \$13.3m, up 8% on pcp
- FY18 Net revenue of \$51.9m, up 3% on pcp
 - Freelancer revenue \$44.7m (up 2%)
 - Escrow revenue \$7.2m (up 12%)
- FY18 Revenue growth impacted by:
 - Drop in core desktop funnel driven by introduction of “1-click” funnel- has been reverted but has held revenue back yoy
 - Memberships (now at inflection point)
 - Initiatives to improve quality and Net Promoter Score at expense of short term revenue impacts
- Consistently high gross margins, >85% since FY10

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

Cash flow profile FY18 (AUD)

FY18 cash and cash equivalents at 31 Dec 2018 \$33.2 million (up 4% on pcg)



- FY18 operating cash flow (\$0.98m)
- FY18 cash & eq. at 31 Dec 2018 \$33.2m (up 4% on pcg)

Summary profit & loss statement FY18

Group FY18 NPAT nearing break-even at (1.5m), tight cost control improved all cost lines in FY18

(A\$m) 31 Dec y/e	FY18 Actual	FY17 Actual	Change
Net Revenue	51.9	50.3	+3%
Gross Profit	44.2	44.1	+1%
<i>Gross margin (%)</i>	85.2%	87.5%	-2.6%
Employee expenses	(20.0)	(22.0)	-7%
Administrative expenses	(11.7)	(12.4)	-6%
Marketing related expenses	(8.9)	(9.8)	-9%
Occupancy costs	(2.7)	(2.8)	-3%
FX gains / (losses)	(1.4)	(0.8)	+66%
Share based payments expense	(0.6)	(1.0)	-43%
EBITDA²	(1.3)	(4.7)	nm
EBIT	(1.8)	(5.4)	nm
NPAT	(1.5)	(4.8)	nm
Excluding share based payments expense ¹			
EBITDA²	(0.7)	(3.7)	nm
EBIT	(1.2)	(4.4)	nm
NPAT	(0.9)	(3.8)	nm

- Group FY18 NPAT effectively break-even at (1.5m), NPAT excluding share based payments expense (0.9m)
- Lower gross margins attributable to:
 - enterprise services
 - lower margins attributable to escrow division, which has increased revenue share of group in FY18
 - normalisation of provisioning in 2018. One off reduction in provisions in 4Q17 resulted in higher than normal gross margin in FY17
- Employee, administrative, marketing and occupancy expenses were all down due to tight cost control, which will provide operating leverage with rising revenue
- 458 FTEs at end of FY18 (down 3% on FY17)

Summary balance sheet FY18

Cash & equivalents at \$33.2m as at 31 Dec 2018 (substantially unchanged from 1H18)

(A\$m) 31 Dec y/e	FY18 Actual	FY17 Actual	Change
Cash and cash equivalents	33.2	31.9	+4%
Trade and other receivables	4.6	3.9	+17%
Other assets	1.7	1.5	nm
Plant and equipment	0.6	0.9	nm
Intangibles	26.4	26.4	nm
Deferred tax assets	4.6	4.0	nm
Total assets	71.1	68.6	+3%
Trade and other payables	36.0	33.0	+9%
Other liabilities	4.0	3.7	nm
Total liabilities	40.0	36.7	+7%
Net assets	31.1	31.9	-2%
Contributed equity	38.1	38.0	nm
Reserves	4.0	3.4	nm
Retained earnings	(11.0)	(9.5)	nm
Total equity	31.1	31.9	-2%

- Total cash & equivalents at end of FY18 \$33.2m (up 4% on pcp), no net debt
- Trade and other receivables includes receivables from various payment gateways in relation to partially completed transactions
 - Increase in receivables due to enterprise customers
- Trade and other payables includes user obligations (user balances and milestone payments held on balance sheet)

Outlook Statement 2019

FY19 will be a growth year for the Freelancer and Escrow segments

- FY19 will be a growth year for the Freelancer and Escrow segments
 - For Freelancer.com, marketplace health is improving and growth is returning to trend. We are excited in particular about the build out of collaborative tools, usability improvements, mobile, performance, managed service, API and enterprise offerings.
 - For Escrow.com, FY18 was one of the best years ever for gross payment volume growth, we are highly optimistic about opportunities from the new Escrow.com API and ecosystem we are developing around this API.
- We planned to increase Operating EBITDA to above breakeven in FY18, but were slightly under due to one off compliance and regulatory costs as we near completion of our US licensing program. We will do so in FY19.
- Freelancer's marketplace business is acyclical. The global financial crisis led to the original emergence of the online crowdsourcing and freelancing industries
 - Employers looked online to hire freelancers rather than full time staff
 - Workers looked to the Internet to find new sources of employment
- The potential for significant macroeconomic volatility provides further additional upside to Freelancer's opportunities

Unique Investment Thematics

Freelancer Limited (ASX:FLN) is a unique exposure to:

- Massive market: \$5 trillion TAM
- The on-demand and crowdsourced economy
- Increasing internet penetration of emerging markets
- Rising sophistication in emerging markets labour
- Software & mobile eating the world
- Structural imbalances in global labour markets
- Thrives in economic crises
- Incredibly deflationary
- Fintech & transition of global commerce to online (Escrow.com)
- Global Income (>95% of revenue is outside Australia: USD, GBP, EUR, CAD, etc.)



ASX
FREELANCER LIMITED










Freelancer Limited

FREELANCER.COM








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


In a trillion dollar market

Got a tip? [Let us know.](#)Follow Us      [News](#) [Video](#) [Events](#) [Crunchbase](#)[Message Us](#)

The future of work is 5 billion customers looking for a good job

Posted Mar 8, 2016 by [David Nordfors](#) (@Dnordfors)



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

\$1500



**We help entrepreneurs
build the future.**

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



We continue to redefine the future of work.

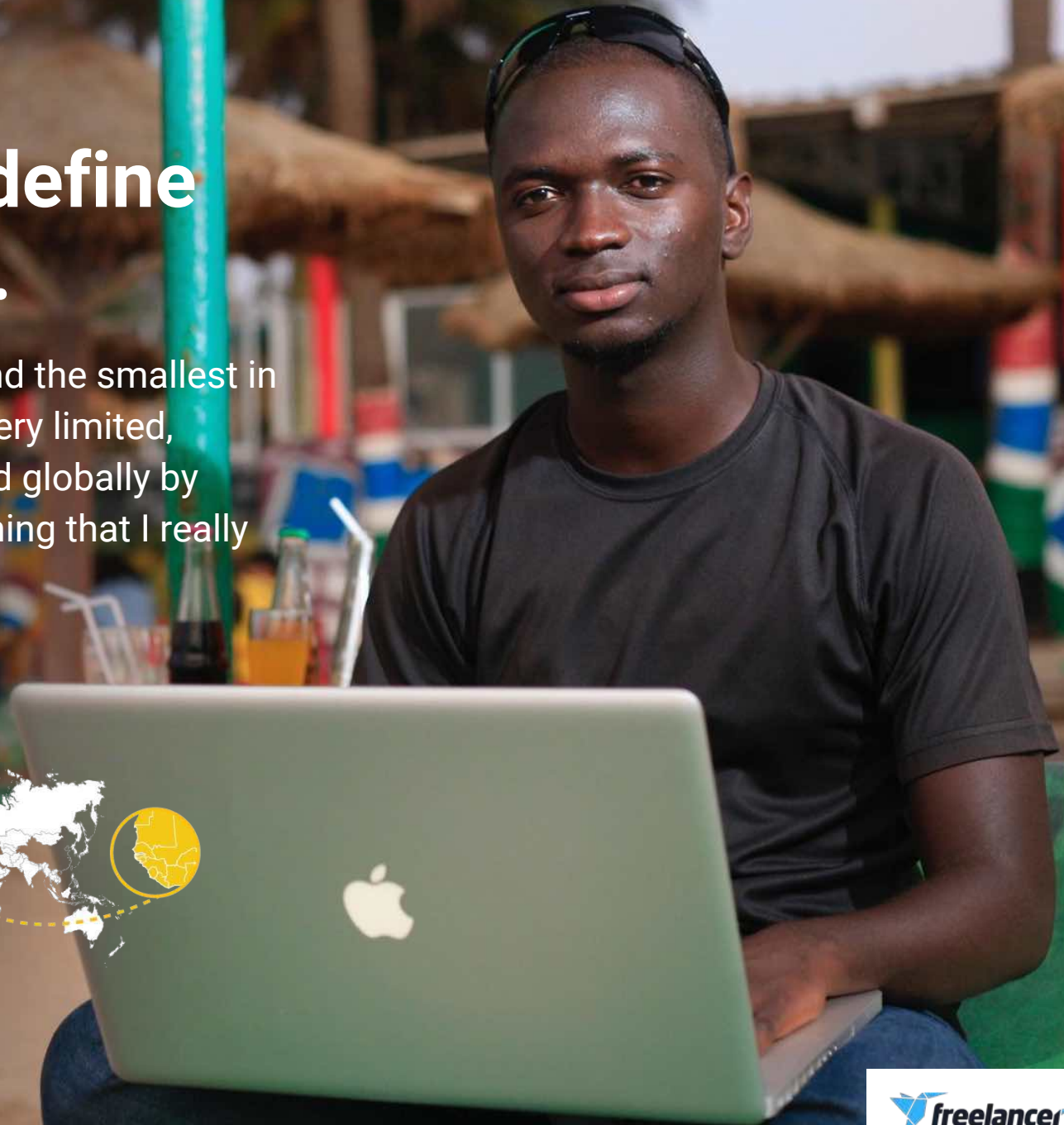
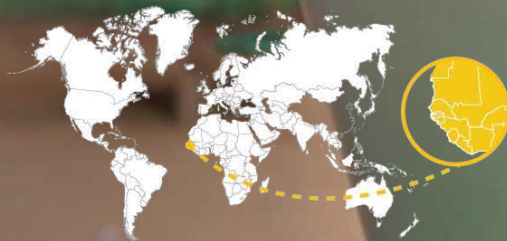
“Coming from a third-world country and the smallest in West Africa where opportunities are very limited, Freelancer.com has helped me expand globally by helping me make a living from something that I really have a passion for, design.”

Sulayman Sanyang

Video & Motion Graphics
Banjul, Gambia



5.0/5.0 rating, 24 reviews





Your idea brought to life in stunning visuals.

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



53

Regional Websites




34

Languages



39

Currencies

North America

-  US (International)
-  Canada
-  Jamaica
















Africa

-  South Africa
-  Kenya









Europe

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

Asia Pacific

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

Latin America

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

Languages

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

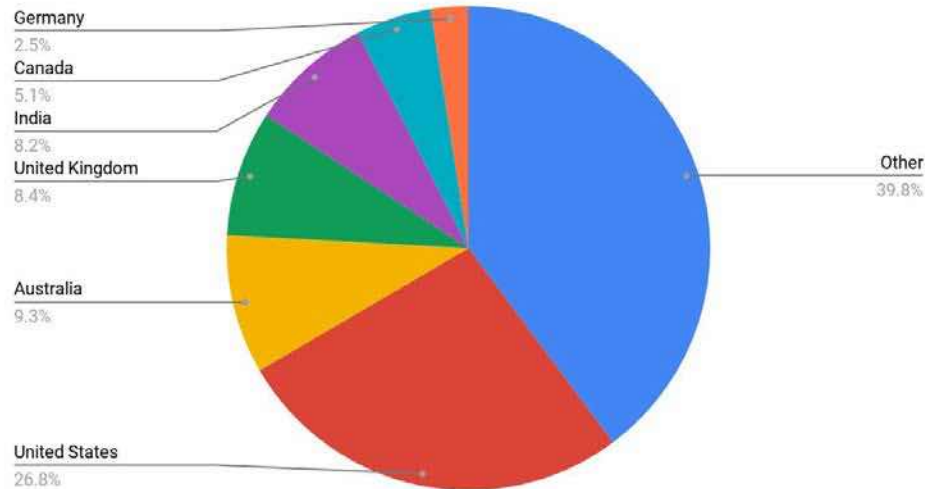
Currencies

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

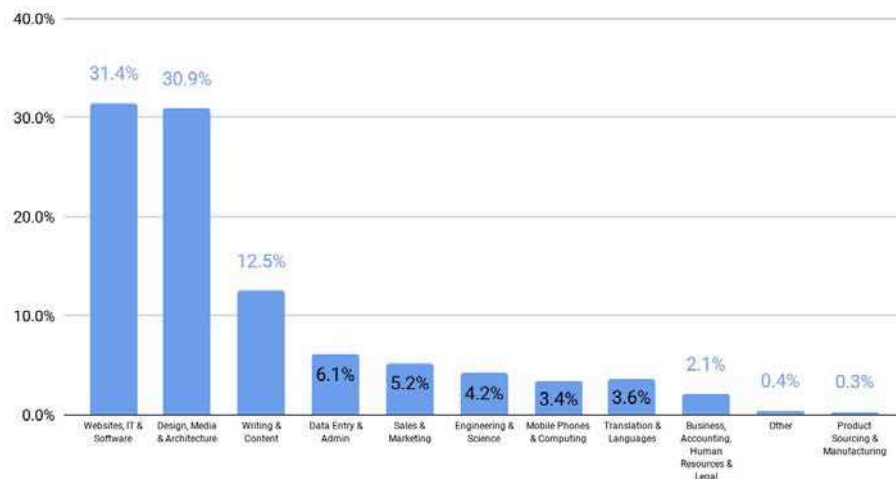
Marketplace dynamics FY18

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

Top countries by completed projects in FY18 [note 1]

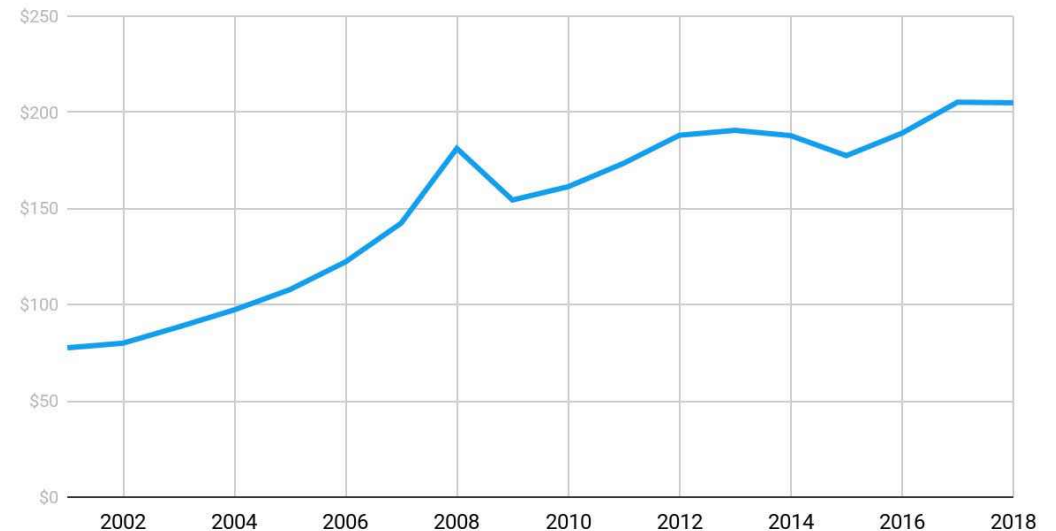


Top categories by completed projects in FY18 (%) [note 2]



- Over 1,350 job categories as diverse as Aerospace Engineering, Biotechnology, Sales, Manufacturing, Mechanical Engineering
- Complexity & sophistication growing each year
- Average completed project US\$205 in FY18³

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



1. Based on the number of completed projects that were posted in FY18.

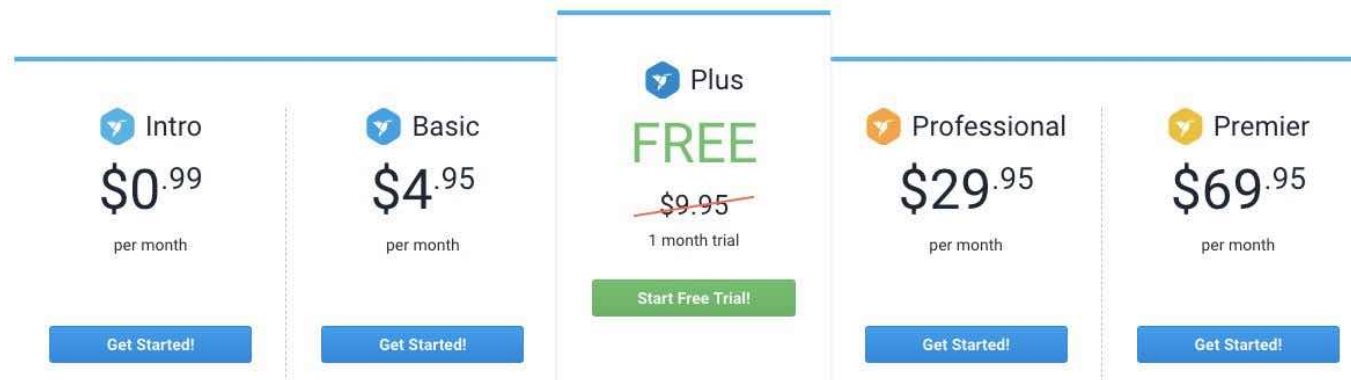
2. Based on the value of project payments for projects that were posted in FY18.

3. Average amount paid per awarded project

Revenue Model

Freelancer's revenue is driven by users posting jobs – as a project or a contest

- For employers it's **free** to post a project, **free** to review bids, **free** to talk and review samples
 - **3%** project commissions paid by employers when a project is awarded and accepted
- For freelancers it's **free** to view projects posted, **free** to bid on projects, **free** to talk to employers and provide samples of work
 - **10%** project commissions paid by freelancers when a project is awarded and accepted
- Membership plans range from US\$0.99 to US\$59.95 a month, and provide additional features and benefits including increased bid limits, eligibility for preferred freelancer and high value project bidding.



- Other value added services include project upgrades, crowdsourcing contests and upgrades, bid upgrades, transaction fees, certification fees and advertising

3D design for an office

✓ COMPLETED

BUDGET \$30-250 USD

Freelancer > Jobs > 3D Modelling > 3D design for an office

AN 8x4 office , needs 3d design with rendering.

Skills: 3D Modelling, 3D Rendering, Building Architecture, Interior Design

See more: interior design 3 d rendering service company, d rendering interior design, d rendering for interior design, d rendering companies, d rendering cheap, d rendering cape town, d rendering buildings, d rendering architecture, d rendering architecture malaysia, d rendering animation design, d rendering and animation services, d plans for office design, d modelling design, d modelling contest, d modelling architecture, d modelling and autocad, d modelling and animation, d modelling 3d design, d modelling 3d animation 3d rendering 3ds max 3d design,, d modelling 3d animation 3d rendering 3ds max 3d design, d mechanical modelling, d max modelling, d jewellery modelling, d event modelling service, d do

About the Employer:

5.0 ★★★★★ (1 review)

🇸🇦 Saudi Arabia



Project ID: #12663042

Looking to make some money?

✓ PROJECT COMPLETED

Your email address

Email address

Apply for similar jobs

✓ Set your budget and timeframe

✓ Get paid for your work

✓ Outline your proposal

✓ It's free to sign up and bid on jobs

🏆 Awarded to:



rajdesigner7031 🇮🇳

Hi, I am Raj Gautam, Architect. My specialization in 3D Architectural . I have 11 years Experience, I offer you 3D Photo realistic rendering quality service. Please visit my 3D (Commercial/Building-Office) Exterio [[More](#)]

\$88 USD in 4 days

4.5 ★★★★★ (40 Reviews)

6.1 \$ ██████████

77 freelancers are bidding on average \$163 for this job



dreams3ds 🇪🇸

Hello, We have reviewed your project brief and are interested in working with you. This project is

\$250 USD in 3 days

5.0 ★★★★★ (342 Reviews)

8.9 \$ ██████████

Post a project like this

Similar jobs

- Looking for interior designers and architects (₹37500-75000 INR)
- interior design (\$750-1500 USD)
- Design project (Rp100000-300000 IDR)
- Need a 3D modeling of building with floor plan,,, 2 apartments, shopping mall, parking needs to be modeled ... ASAP (\$30-250 USD)
- I need custom event designer to design special events and weddings (\$30-250 USD)

< Previous Job

Next Job >



3D design for an office

By [rajdesigner7031](#)

\$88.00 USD



Home ▸ My Projects ▸

CLOSED



Chocolate package (front) design

€100 EUR

Description

Entries

Louise C.
Entry #49

A winner has been chosen!

With 54 entries from 26 freelancers, this employer had the work done for €100 in 5 days.

[Post a Contest like this](#)

54 Total Entries

View: (54)

All Entries ▾

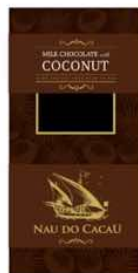
Sort by:

Default ▾

#49 by Louise C.



#48 by Louise C. 🔒



#42 by Louise C. 🔒



#32 by Louise C. 🔒



#15 by Louise C. 🔒



#35 by Mihai B.



#43 by ghieizact



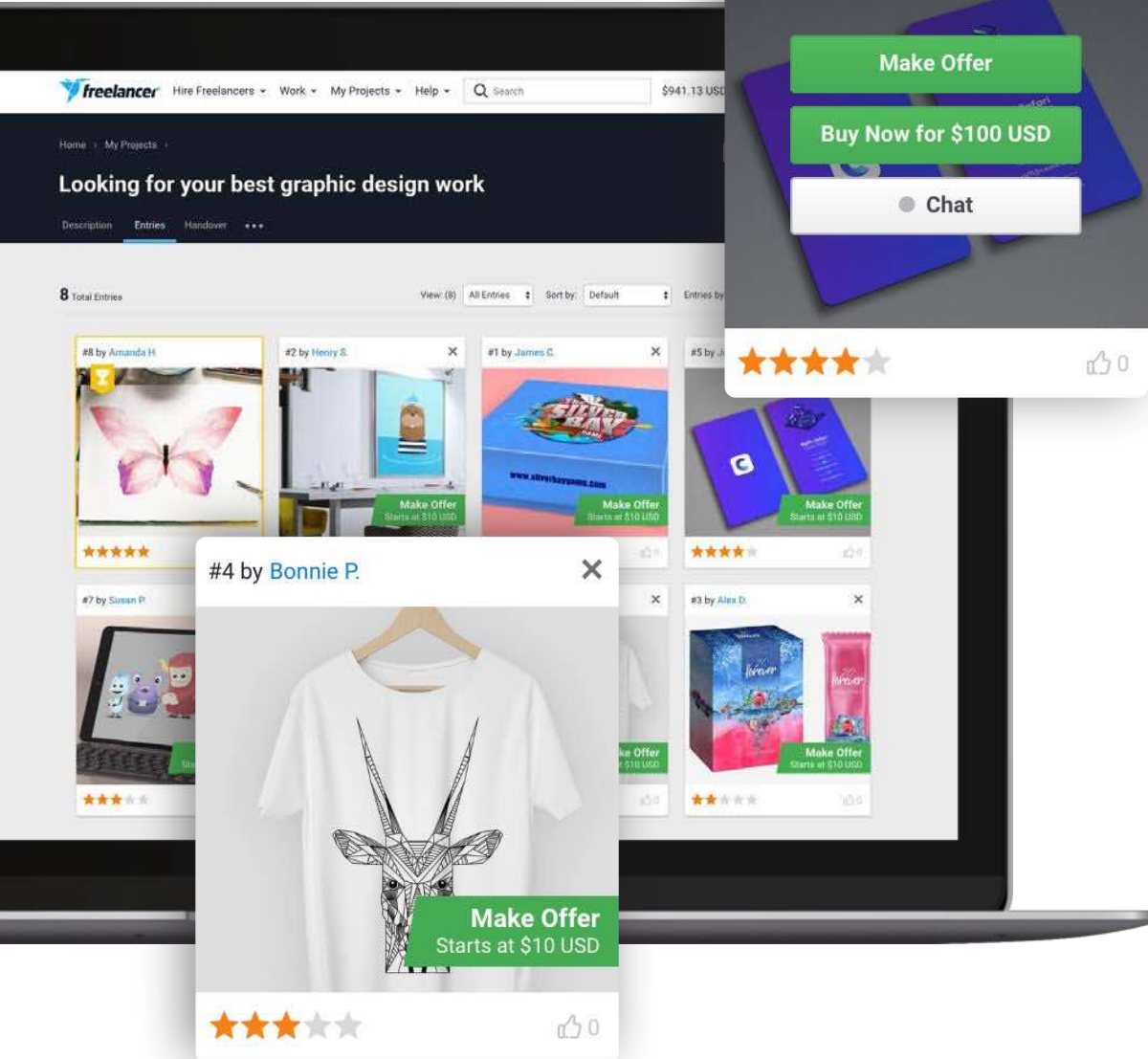
#40 by Kelvin Ng





This **Packaging Design** cost

€100



Contests

Get the perfect design by crowdsourcing your ideas

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

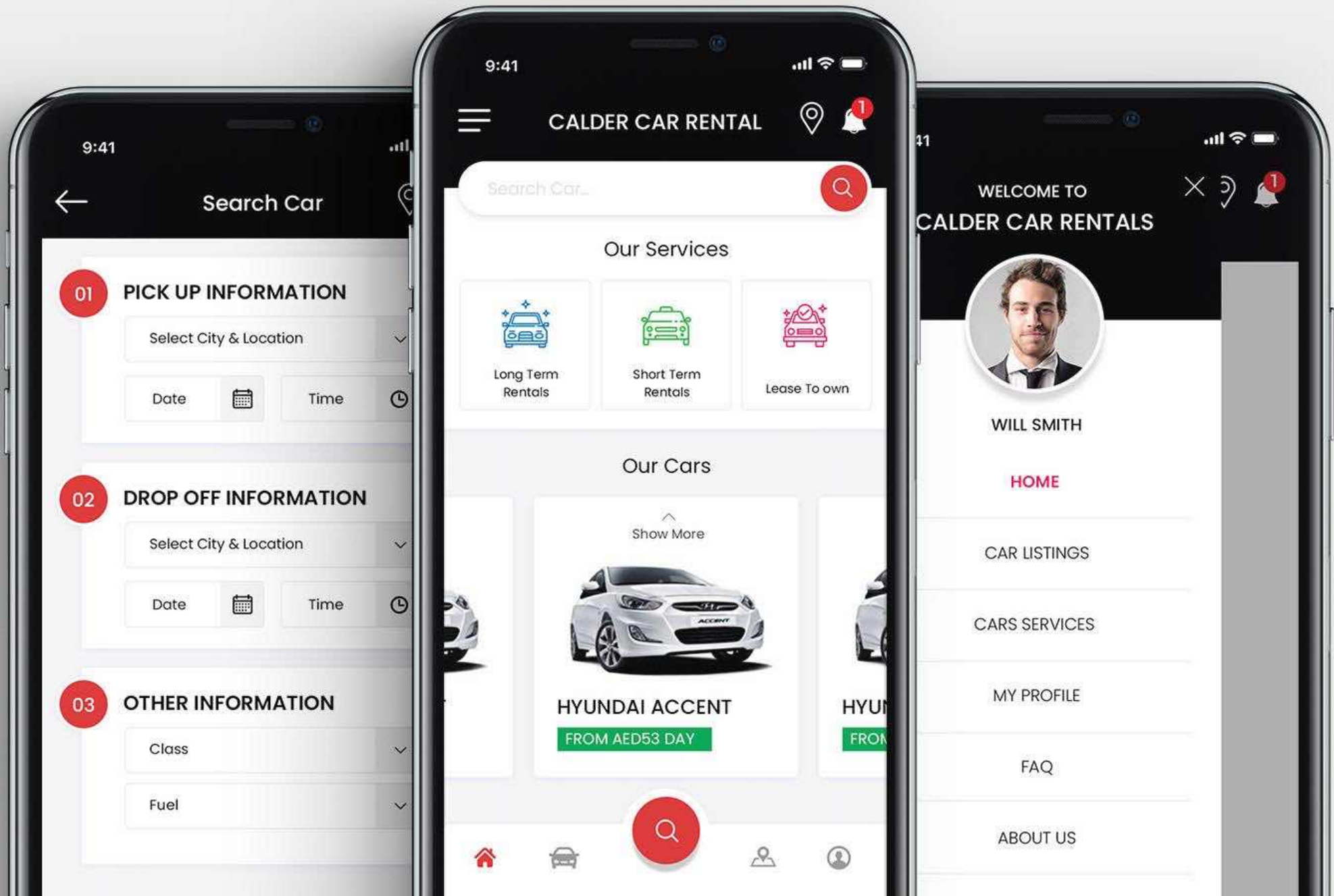
65% of contests get their first entry in an hour

Contests now support multi-award



This **Logo Design** cost

€10









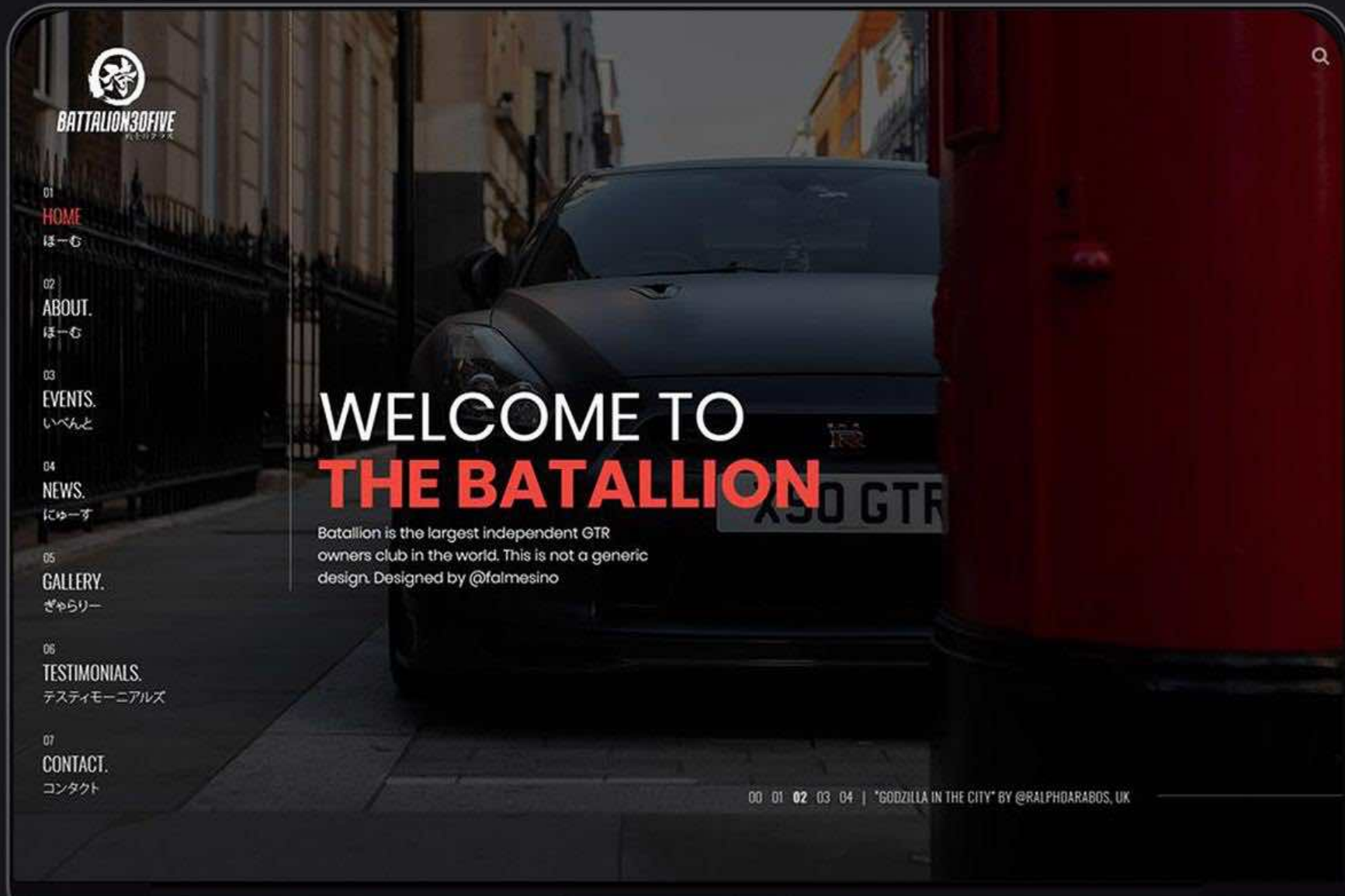
This **3D Model** cost

£100



This **Product Packaging Design** cost

\$120 USD





First Floor

Ground Floor

Garage

[Home](#) ▸ [My Projects](#) ▸

SEALED

CLOSED



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

\$50 USD

Description

Entries

121 Total Entries

View: (121)

All Entries ▾

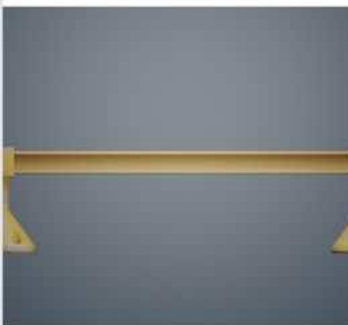
Sort by:

Default ▾

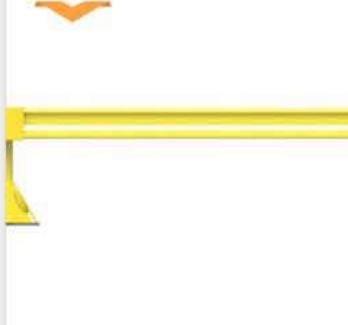
#59 by Miguel G.



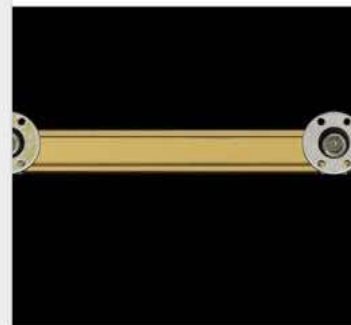
#130 by Balazs S.



#63 by Nicolas G.



#115 by Elena I.



#87 by James C.



#77 by Alexander B.



#75 by Petar I.



#57 by Jefferson B.



#113 by Query O.



#85 by Diego Andres M.

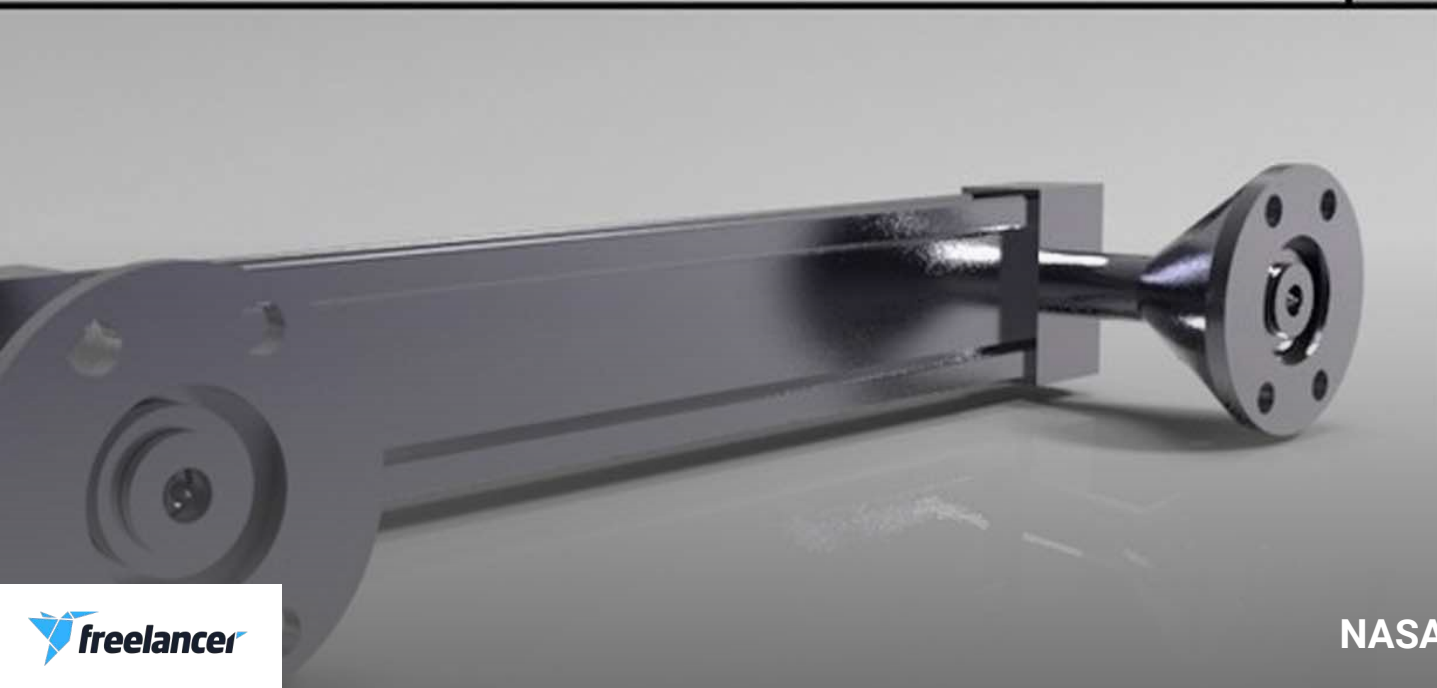


#76 by marcosfernandezv



#67 by farbodpm





NASA got this 3D CAD Model for

\$50

We push the boundaries of human innovation

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

The NASA Tournament Lab and Freelancer have teamed up to help crowdsource solutions to the most complex problems being faced by astronauts on the cutting edge of space exploration.

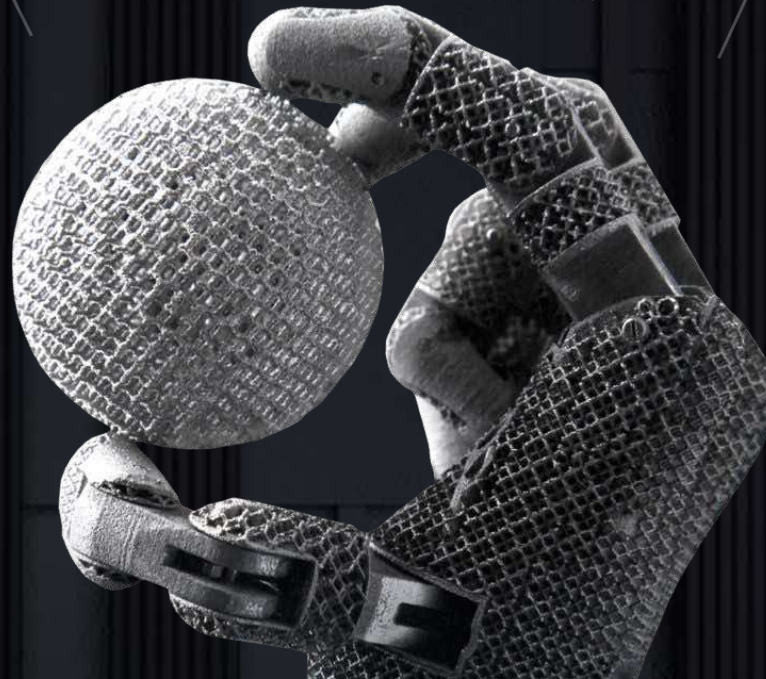
<http://www.freelancer.com/contest/nasa>



4883 FREELANCERS PARTICIPATING

127 COUNTRIES PARTICIPATING

8760 ENTRIES TO DATE



U.S. DEPARTMENT OF **ENERGY**

MANUFACTURING INNOVATOR CHALLENGE

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

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

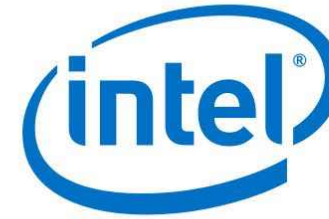
Freelancer Enterprise

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

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

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

NASA CoECI saw 80-99% cost savings*. No hidden fees- employer commissions are waived for volume clients.



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

Introducing Location Tracking

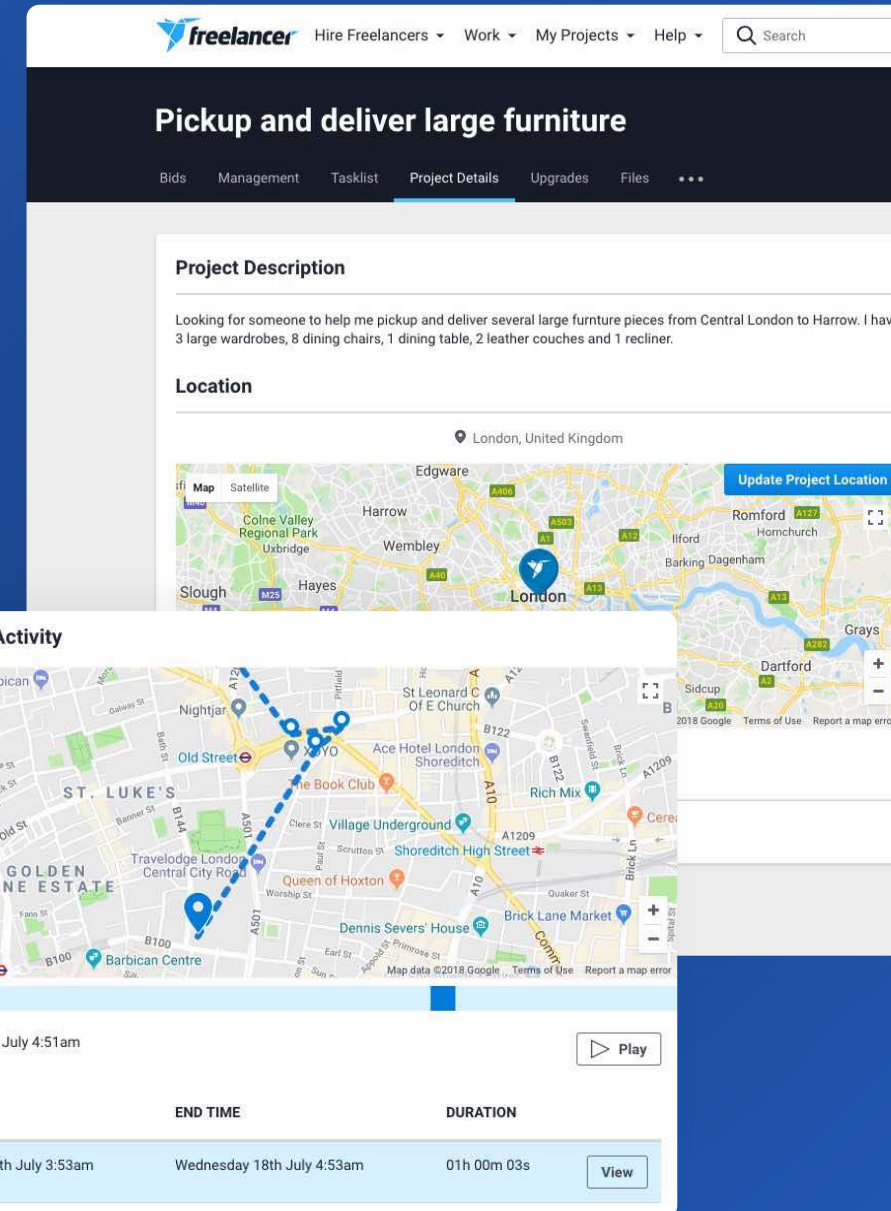
Keep track of a freelancer's location whilst work is in progress

Watch on as your freelancer completes the work.

Record the steps involved and time spent in progress.

Automatically submit and pay for completed work.

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



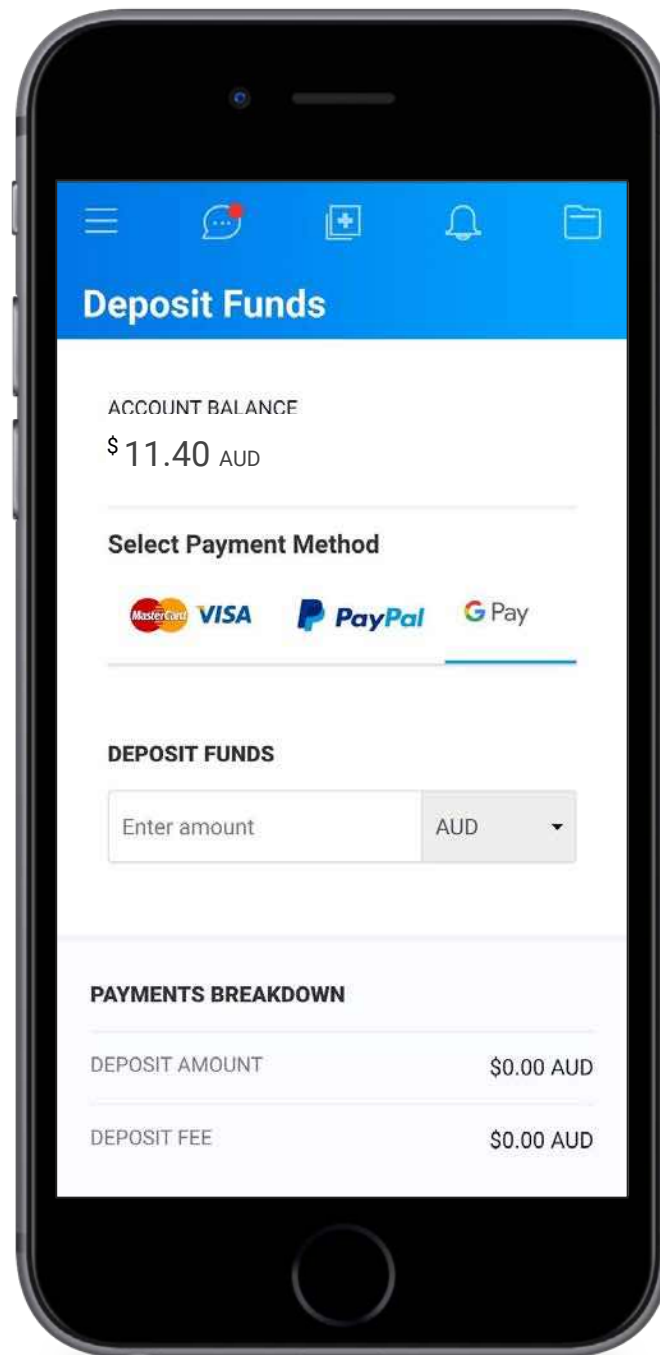
The screenshot shows a project titled "Pickup and deliver large furniture" on the Freelancer platform. The project description states: "Looking for someone to help me pickup and deliver several large furniture pieces from Central London to Harrow. I have 3 large wardrobes, 8 dining chairs, 1 dining table, 2 leather couches and 1 recliner." The location is set to "London, United Kingdom".

Below the description, there is a "Location Activity" section showing a map of London with a blue line indicating the route of the freelancer. The map shows the route starting from the Barbican area, heading north through the City of London, and ending near Harrow. The route is marked with several location pins and a blue line connecting them.

At the bottom of the screenshot, there is a table showing the project's timeline:

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

The table includes "Play" and "View" buttons for each entry.



Payments

Pay in, pay out within the Freelancer.com platform

Increased direct bank payout from 20 countries to over 50

Google Pay added as a payment method

Streamlined experience depositing funds

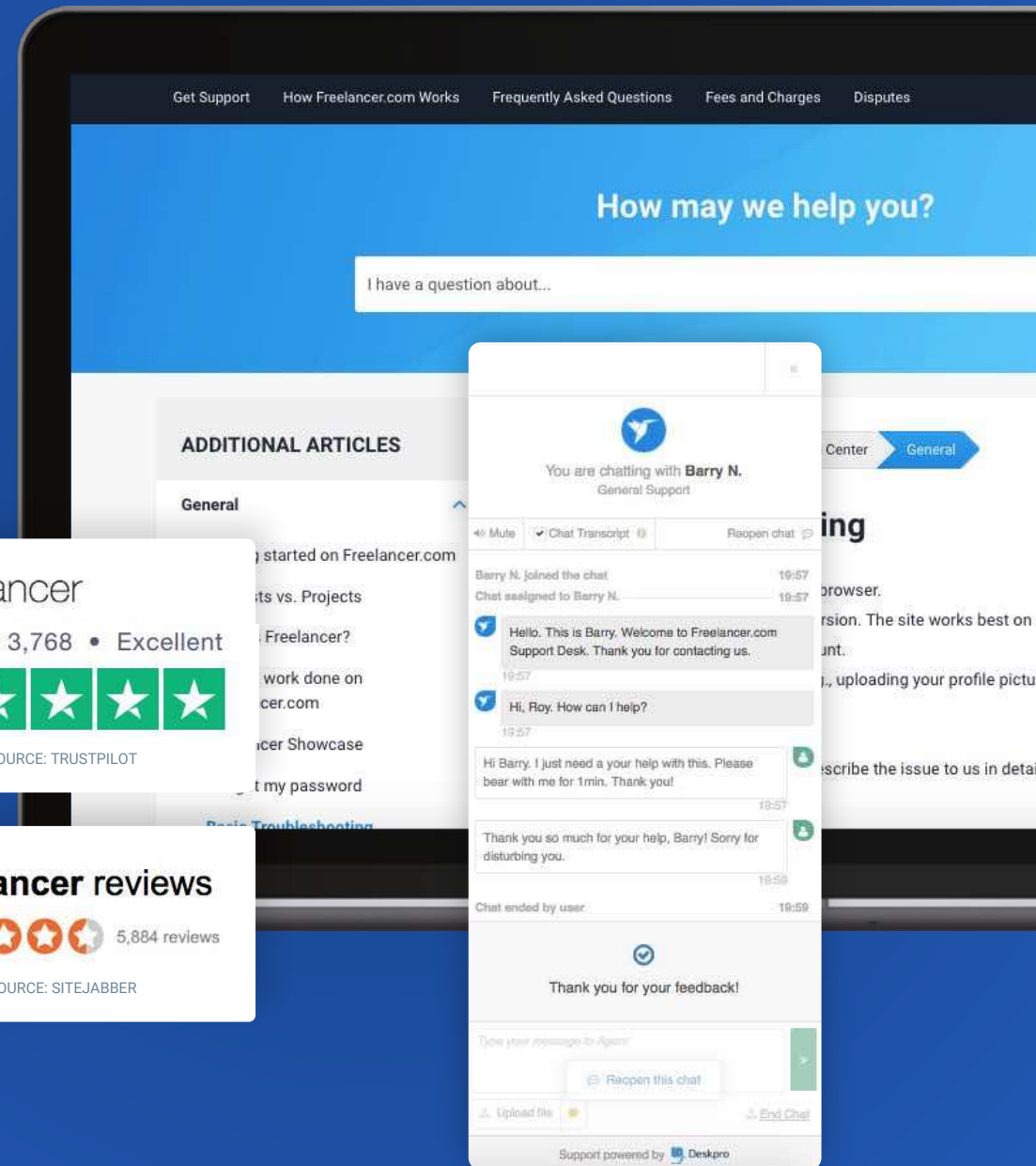
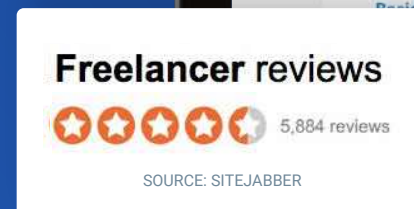
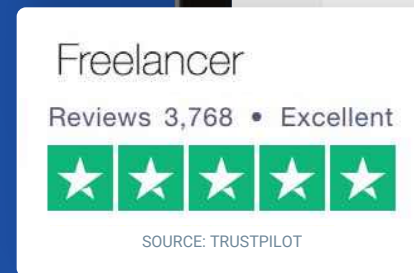
Customer Experience

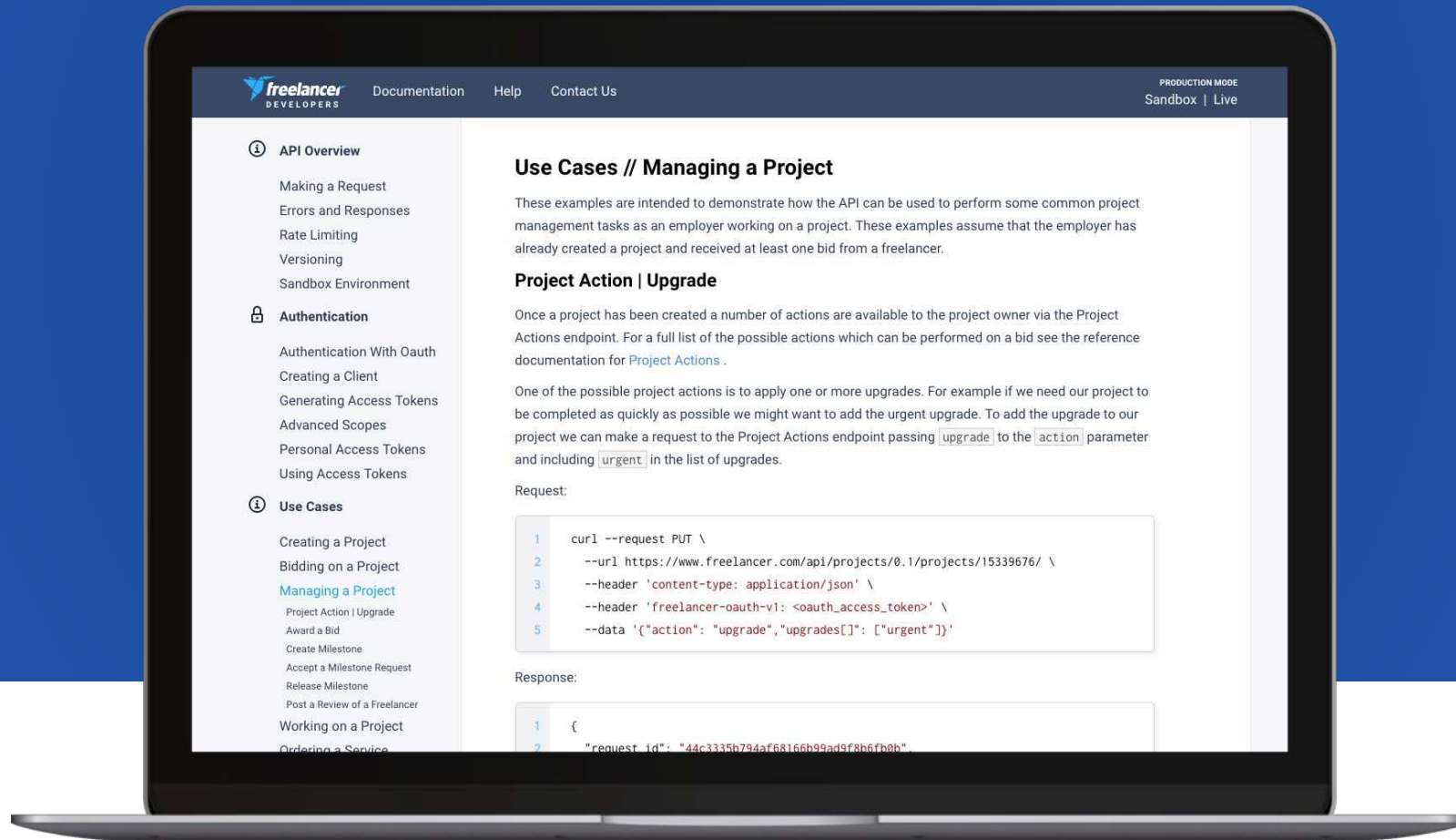
Increasing user satisfaction on the Freelancer platform

Our Customer Experience Team has expanded to support our growing user needs.

Improved our Help Center to make sure users get the fastest resolution whether via self-help articles or getting in touch with our 24/7 support team.

Improvements are validated by the 9.0 TrustPilot rating (Excellent) and 4.5 SiteJabber rating (2018 Customer Choice Award).





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

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

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

A perfect companion to
Freelancer Enterprise customers.

Board of Directors

Technology focused entrepreneurial board with successful exits to major global corporations.



Matt Barrie

Chief Executive Officer & Chairman

BE (Hons I) BSc (Hons I) GDipAppFin MAppFin MSEE (Stanford) GAICD SEP FIEAust

Matt Barrie is an award winning technology entrepreneur. Matt was Adjunct Associate Professor at the Department of Electrical and Information Engineering at the University of Sydney where he taught Cryptography for fifteen years and, later, Technology Venture Creation. He is the co-author of over 20 US patent applications. Previously he founded and was CEO of Sensory Networks Inc., a vendor of high performance network security processors which sold to Intel Corporation (NASDAQ:INTC).



Darren Williams

Non-Executive Director

BSc (Hons I) PhD (Computer Science) MAICD

Darren transitioned from Executive Director and Chief Technology Officer of Freelancer to Non-Executive Director in late 2015. In his time as an executive he was responsible day-to-day for strategic leadership of the company's operating and technical direction. Darren has experience in computer security, protocols, networking and software. Prior to joining Freelancer, Darren was a co-founder of Sensory Networks, where he held the roles of Chief Technology Officer and subsequently Chief Executive Officer. In 2013 Sensory Networks sold to Intel Corporation (NASDAQ:INTC).



Simon Clausen

Non-Executive Director

Simon is a founding investor of Freelancer. Simon has more than 17 years experience in high growth technology businesses in both Australia and the United States. His technical expertise includes proficiency in multiple software development languages, computer security and vulnerability analysis, and he is co-author and inventor of a number of technology patents. Simon founded and was CEO of PC Tools, which he grew to over \$100 million in revenue, more than 250 employees and offices in 7 countries. PC Tools was acquired by Symantec Corporation (NASDAQ:SYMC) in October 2008 in one of Australia's largest ever technology acquisitions.

Senior Management Team | Freelancer

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



Neil Katz

Chief Financial Officer
*B Com (Hons) ACA
EPGC (Stanford)*

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



Jun Yao

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

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



Adam Byrnes

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

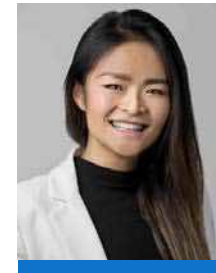
Adam Byrnes is responsible for product leadership at Freelancer. He advises on the product direction and strategy of the Freelancer marketplace, and provides mentorship to other product managers in the business. Adam holds first class honours degrees in Advanced Physics and Electrical Engineering from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



Greg Robinson

Vice President, Compliance
ACI, SA Fin

Greg Robinson is the Vice President of Compliance at Freelancer. Greg oversees the overall compliance environment within the Company. In this role, Greg is responsible for the development and maintenance of the governance and compliance risk programs to support the business. Before joining Freelancer, Greg worked for PayPal Australia as Head of Compliance.



Sarah Z. Tang

Vice President, Enterprise
*MSc / MA (Wien) MA
BCom (Queens)*

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



Sebastián Siseles

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

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

2018 Awards | Freelancer.com



Gold Stevie Business Services

The International Business
Awards 2018



Gold Stevie Matt Barrie, Executive of the Year - Business / Professional Services

The International Business
Awards 2018



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

The International Business
Awards 2018



Silver Stevie Communications Department of the Year

The International Business
Awards 2018



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

The International Business
Awards 2018



Bronze Stevie Sebastián Siseles - Communications, Investor Relations or PR Executive of the Year

The International Business
Awards 2018



Winner Digital Technology Category

Premier's NSW Export
Award 2018



Gold Stevie Innovative Management in Technology Industries

The Asia-Pacific Stevie
Awards 2018



Gold Stevie Innovation in Shopping or E-commerce Websites

The Asia-Pacific Stevie
Awards 2018



Silver Stevie Excellence in Innovation in Technology Industries

The Asia-Pacific Stevie
Awards 2018



Silver Stevie Most Innovative Communications Team of the Year

The Asia-Pacific Stevie
Awards 2018



Silver Stevie Innovation in Technology Development

The Asia-Pacific Stevie
Awards 2018



Honoree Employment Category

22nd Annual Webby
Awards 2018



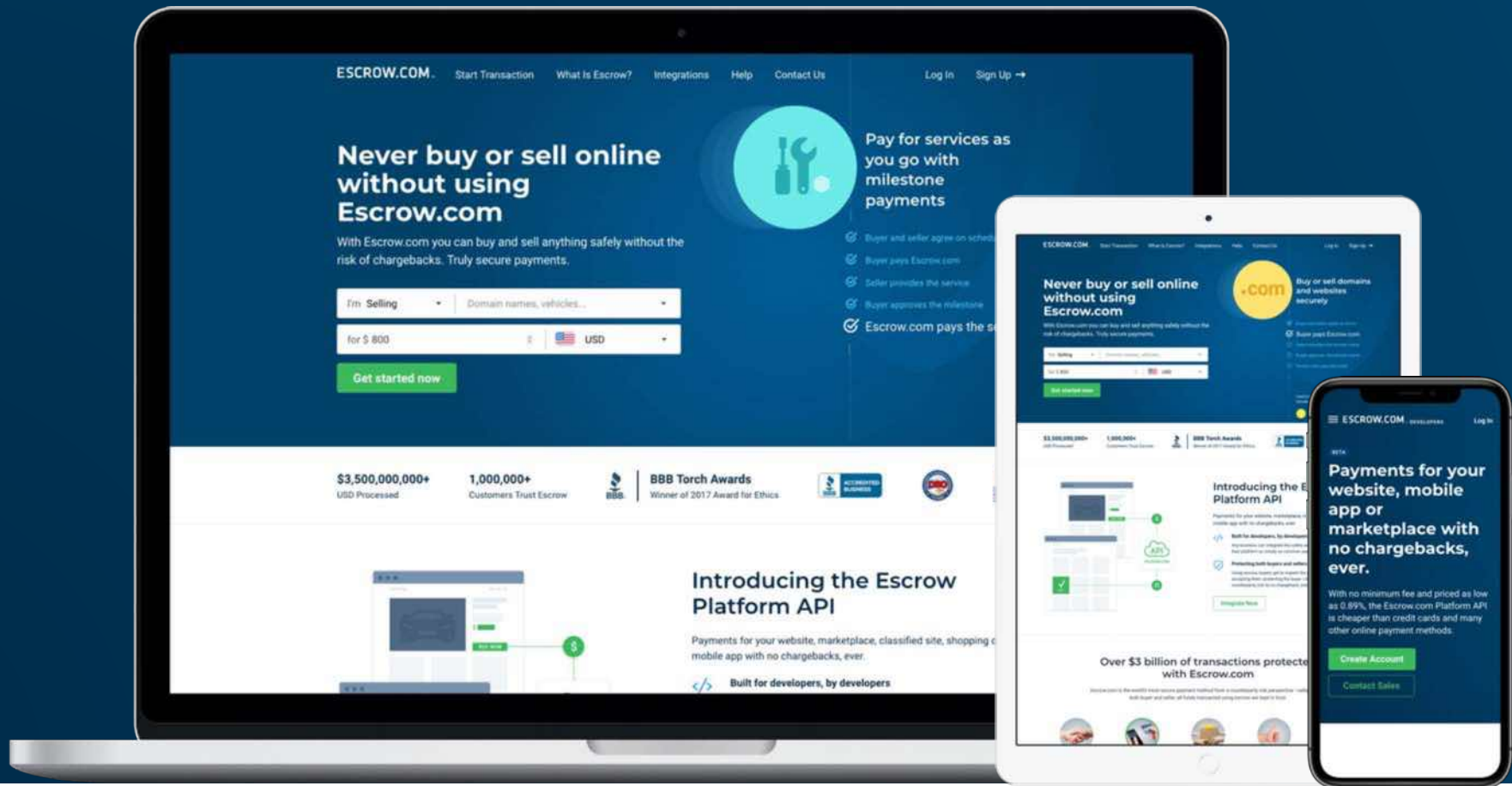
People's Voice Award Mobile Sites & Apps: Professional Services

22nd Annual Webby Awards
2018



Freelancer Limited

ESCROW.COM



**Inspect goods & services before releasing funds.
No chargebacks, ever.**

OVER US\$3,900,000,000 IN TRANSACTIONS SECURED SINCE 1999

Most **payments** innovation revolves around trying to buy a cup of coffee



rather than selling anything of real **value**, like a car



CARS



BOATS



AIRPLANES



MOTORCYCLES



DOMAINS



COLLECTIBLES



COMPUTERS, TV & HIFI



MACHINERY & ROBOTICS



ANTIQUES



NETWORK EQUIPMENT



GEMSTONES & JEWELRY



GENERAL MERCHANDISE



HEAVY EQUIPMENT



INTELLECTUAL PROPERTY



IMPORT/EXPORT



SPACE STATION DEPOSITS



BUSINESS ASSETS



SERVICES & CONTRACTORS



WEBSITES



ELECTRONICS

Escrow.com is used to secure a wide
range of valuable transactions

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



2007 Robinson R44 securely sold
through Escrow.com



Aerocruiser 1100 hovercraft securely sold through
Escrow.com



Don Pedro houseboat securely sold
through Escrow.com



Piper PA-23-250 Aztec F securely sold
through Escrow.com



2012 Ferrari Scaglietti securely sold
through Escrow.com



2004 Fountain 38 LX securely sold
through Escrow.com

Escrow.com Economy



NOTE: SAMPLE OF TRANSACTIONS. THE PINK LINES INDICATE WHERE ESCROW TRANSACTIONS ARE BEING ORIGINATED BY BUYERS, AND THE BLUE LINES INDICATE WHERE TRANSACTIONS ARE BEING FULFILLED BY SELLERS. THICKER LINES INDICATE HIGHER VOLUME. WHITE DOTS INDICATE THE LOCATION OF ESCROW.COM'S USERS. ALL TIME DATA.

Escrow.com

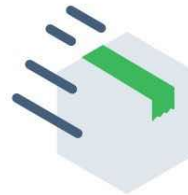
The only licensed, bonded & audited secure online solution that protects both the buyer and the seller with a simple 5-step trust process



1. Buyer and seller agree to terms



2. Buyer pays Escrow.com



3. Seller ships merchandise



4. Buyer accepts the merchandise



5. Escrow.com pays the seller

Benefits of using Escrow.com



Increase Trust

Allow your customers to transact on e-commerce, marketplaces & classifieds sites with higher trust & safety greatly reducing fraud and with no chargebacks, ever.



Increase Liquidity

Physical inspection & acceptance happen on delivery, meaning valuable items can ship across state or country lines before the transaction completes, allowing you & your customers to expand beyond local to global markets safely.



Increase Fulfillment

Greater liquidity means sellers can access more buyers and buyers more sellers, resulting in better choice, pricing and increasing the probability of a successful transaction.



Increase Support

Your customers benefit from our world class transaction support. Experienced Escrow.com personnel can check shipping documentation, title, liens, and more.

Benefits of using Escrow.com



Increase Compliance

Escrow.com provides “compliance as a service” performing know your customer & anti-money laundering verification for high value transactions.



Increase Insights

Escrow.com “closes the loop” providing insight into what happens to your customers after they match on your site.



Increase Conversion

Campaigns and ad targeting can run more effectively. Know which listings are up to date and which are expired, creating a more relevant experience for your audience.



Increase Revenue

Revenue share is available for volume partners of \$1 million per month or more.



Escrow.com has 46 financial services licenses granted or in-application (Hawaii, Nevada and the territories are the only US licenses remaining to file).

The oldest, most trusted and **licensed** online escrow service in the world

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

Escrow.com solves trust problem

- Buyer & seller have to physically meet to transact
- Seller accepting cards has to risk charge backs
- Buyer using cash or wire has to risk delivering cash safely and trust the seller to deliver a vehicle in good standing

With Escrow.com one can ship across state lines, physical inspection and acceptance happen on delivery.

Value-add services include:

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





Escrow.com protects fine art, antiques, collectibles, watches, jewelry, gemstones from forgeries and fakes

Whether it's by Warhol, Picasso or Hirst, we've sold it securely through [Escrow.com](https://www.escrow.com)

Shipping documentation is tracked and buyers receive & inspect the goods before accepting, opening up international markets and protecting against forgery and fakes

Andy Warhol "Queen Elizabeth Suite", "Mao" and "John Wayne" securely sold through [Escrow.com](https://www.escrow.com)

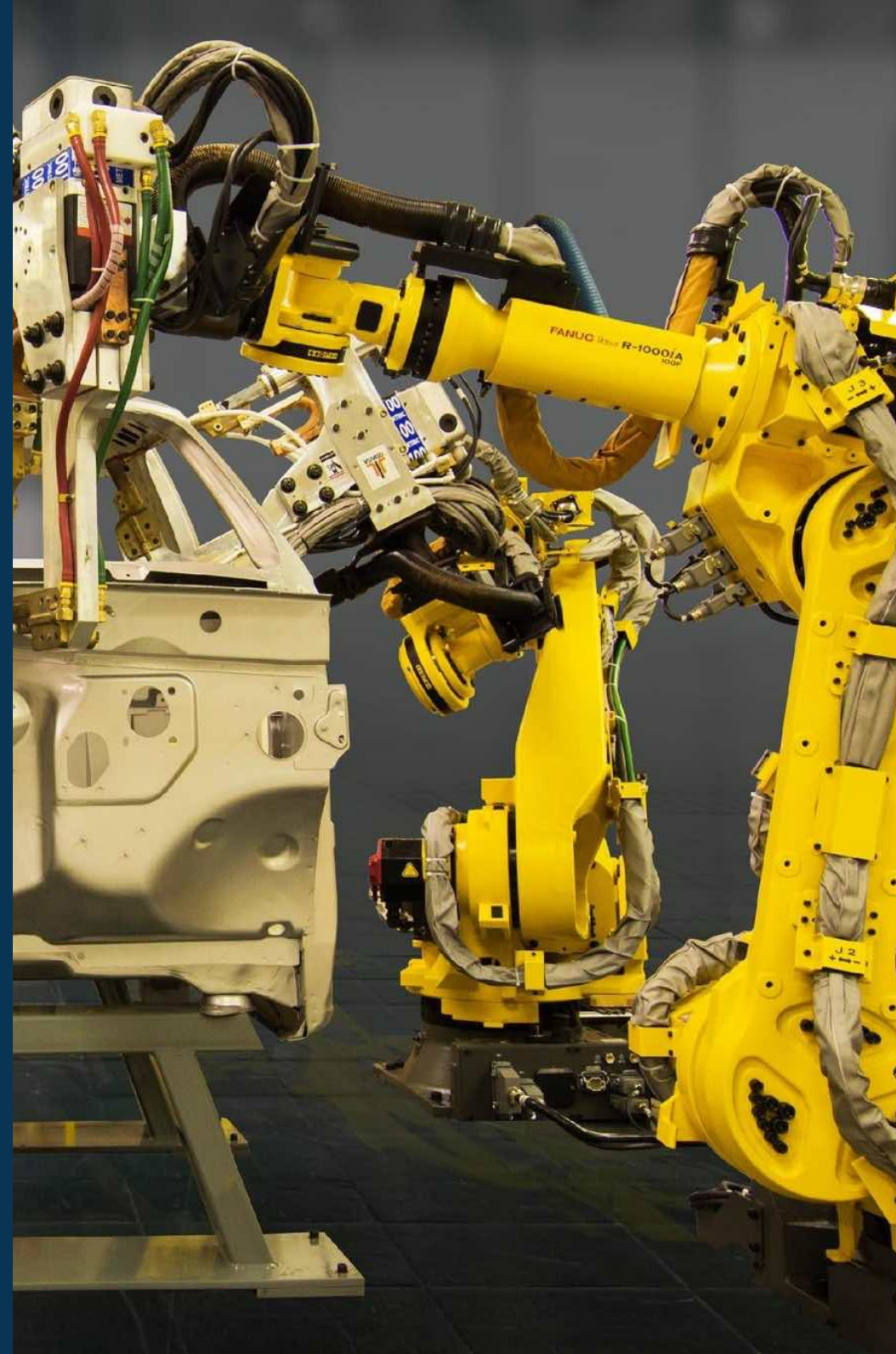
Industrial, network, construction & heavy equipment sold through **Escrow.com**

Transact beyond the local area to a global market

Sellers access more buyers, buyers access more sellers

Escrow.com makes it easier to agree to larger contracts

*FANUC M710iC Industrial Robots securely sold through **Escrow.com***



Escrow.com makes import / export simple

No expensive & complicated letters of credit

Removes need to perform customer credit checks

Automates payments to international suppliers

Increases competitiveness of exporters through facilitating supplier & customer diversity

Shipment of 28 Ford F250 securely sold through [Escrow.com](https://www.escrow.com)

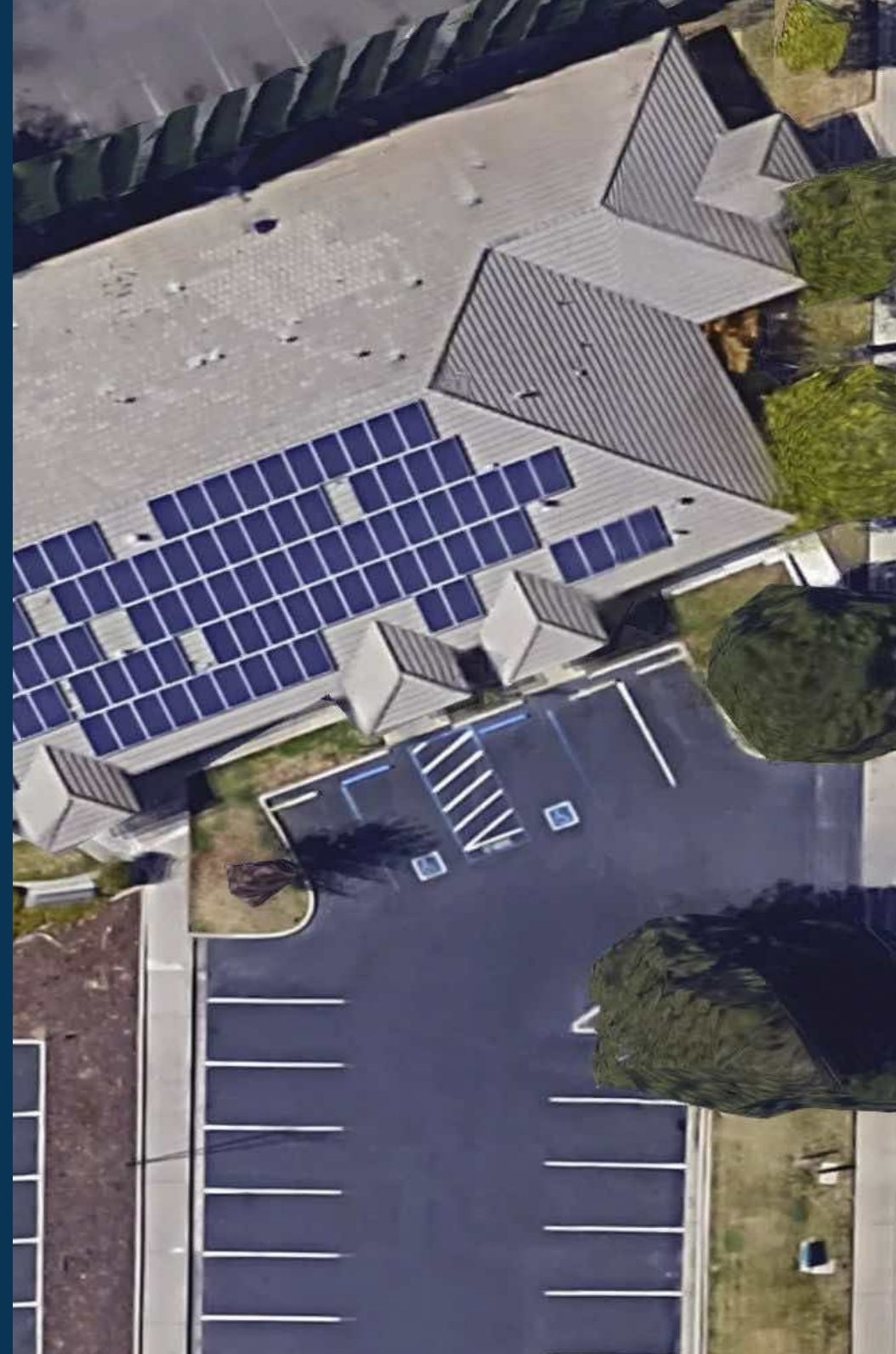


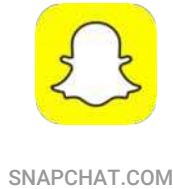
Service contracts including freelancing through **Escrow.com**

We support milestone payments against a time or deliverables schedule

Ensure your last invoice gets paid

*Medical solar system installation in Yuba City, CA securely sold through **Escrow.com***



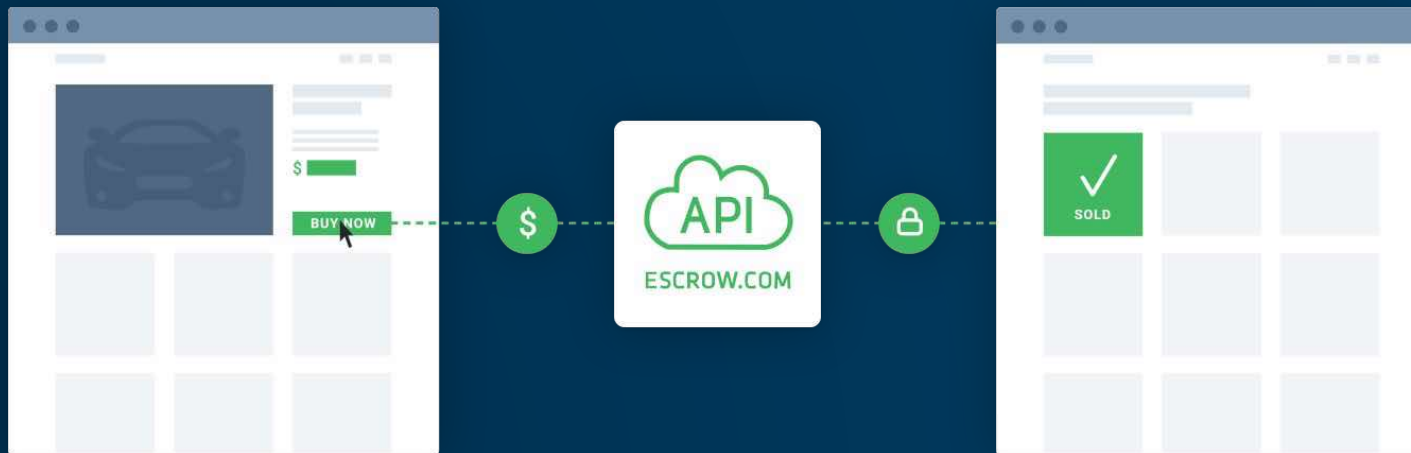


All these domains, and tens of thousands more sold through [Escrow.com](https://www.escrow.com)

Escrow.com where the
Internet is bought and sold

The Escrow.com Platform API

With no minimum fee and priced as low as 0.89%, integrate Escrow.com into your website, mobile app, classified site or marketplace.



Beautiful Docs

Our step-by-step integration guides, code examples and centralized API reference make it simple to understand and easy to integrate so your can spend less time writing code.



Real-time Insights

Stay up to date on the progress of each of your transactions through our portal or use our webhooks to get real time granular updates on the progress of each transaction.



Versioning

Time to take control of your roadmap – your integration will work the same as it does today as it will tomorrow.



Developers First

With a new developer portal, interactive documentation, and real-time dashboards, we are putting developers first. We can't wait to see what your build!

The **Escrow.com** Platform API is built by developers, for developers

The screenshot displays the Escrow.com Developers API documentation interface. The top navigation bar includes 'ESCROW.COM DEVELOPERS', 'My Transactions', 'My Integrations', 'Help', and 'Contact Us'. A left sidebar contains a 'GETTING STARTED' section with links to 'DASHBOARD', 'API' (highlighted), 'API Keys', and 'Webhooks'. Below this are 'BUTTONS' and 'REFERRAL LINKS'. A 'Support' section at the bottom lists 'API DOCUMENTATION' with links to 'API Basics', 'Create a customer', 'Create a transaction', and 'Fetch transaction details'. The main content area shows a 'cURL' tab selected, displaying a cURL command to create a transaction. The command is as follows:

```
1 % curl "https://api.escrow.com/2017-09-01/transaction" \  
2   -X POST \  
3   -u "email-address:your-password" \  
4   -H "Content-Type: application/json" \  
5   -d '  
6   {  
7     "parties": [  
8       {  
9         "role": "buyer",  
10        "customer": "me"  
11      },  
12      {  
13        "role": "seller",  
14        "customer": "scott@escrow.com"  
15      }  
16    ],  
17    "currency": "usd",  
18    "description": "1962 Fender Stratocaster",  
19    "items": [  
20      {  
21        "title": "1962 Fender Stratocaster",  
22        "description": "Like new condition, includes original hard case."}
```

ESCROW*Offer*

Escrow Offer empowers buyers and sellers to negotiate a price for domain names, cars, boats, aircraft or any high-value item online.

The diagram illustrates the Escrow Offer process flow. It starts with a 'Make Offer for 2008 BMW 328xi' form, which includes fields for email, phone, offer amount, and a message. A green dashed line connects the 'Submit Offer' button to the 'Offers for 2008 BMW 328xi' page. This page shows a list of offers, with the top offer from 'Mr. Jack Brown' for \$33,000.00 USD. A green dashed line connects the 'Accept Offer' button to the Escrow.com logo at the bottom.

Make Offer for 2008 BMW 328xi

YOUR EMAIL ADDRESS*
Buyer@gmail.com

YOUR PHONE NUMBER (OPTIONAL)
+1 5417543010

YOUR OFFER TO SELLER*
\$ 35700 USD

MESSAGE TO SELLER (OPTIONAL)
Hi, is this price acceptable to you?

☒ I agree to General Escrow Instructions, Terms of Use and Privacy Policy

Submit Offer

CAN'T WAIT?
Buy it now for \$35895.00 USD

Offers for 2008 BMW 328xi

Offers	
Mr. Jack Brown	0m 9s 33000

Mr. Jack Brown made an offer
Oct 6, 2018 at 17:07:09


Offer amount
\$33000.00 USD

Expiry
2d 23h

Message
How about we settle at 33K? It seems like a reasonable compromise.

Accept Offer

Make Counteroffer



Shopify Exchange

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

[EXCHANGE](#) [NEW LISTINGS](#) [CATEGORIES](#) [RESOURCES](#) [BLOG](#) [SEARCH](#) [Sell your business](#) [Log out](#)

BROWSE BUSINESSES FOR SALE

Fuel your business ambitions

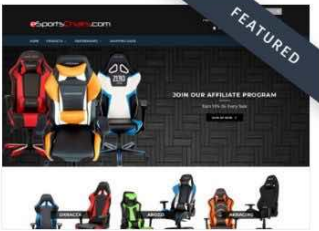
Exchange is Shopify's marketplace to buy and sell businesses for entrepreneurs like you.

[Price](#) [Revenue](#) [Age](#) [Business Type](#) [Industry](#)

Established stores for sale

Use your expertise to grow a business to the next level

FEATURED



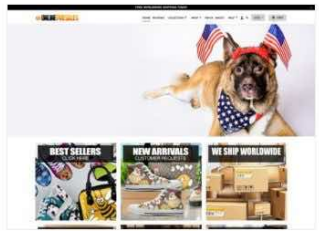
eSportsChairs.com - A Gaming C...
www.esportschairs.com

Established stores North Carolina Home and...

Revenue (usd)*	\$35.31k
Traffic*	9.47k
Profit (usd)*	\$8k
Inventory Value (usd)	—

*monthly averages

\$550,000 USD



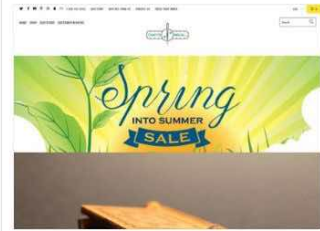
ONLINEPRESALES
www.onlinepresales.com

Established stores Arizona Lifestyle

Revenue (usd)*	\$77.33k
Traffic*	94.77k
Profit (usd)*	\$10k
Inventory Value (usd)	—

*monthly averages

\$55,000 USD



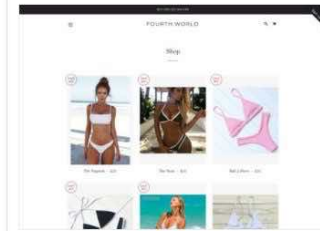
CraftsNinja (Multi-Million Dollar ...
www.craftsninja.net

Established stores Gifts and collectibles Inv

Revenue (usd)*	\$68.07k
Traffic*	89.52k
Profit (usd)*	\$44.9k
Inventory Value (usd)	\$30k

*monthly averages

\$79,000 USD



fourth.world
fourthworldexchange.com


Established stores California Fashion and a

Revenue (usd)*	\$65.54k
Traffic*	95.45k
Profit (usd)*	\$50k
Inventory Value (usd)	—

*monthly averages

\$80,000 USD

74





 **ESCROW.COM**

Wingform uses Escrow.com to deliver a turnkey solution

Thanks to Escrow.com, if you find an aircraft on Wingform, you know the seller is serious about selling their aircraft

SALE OF
Cirrus SR22T GTS

Contact Owner



Market Info

COUNTRY OF REGISTRATION
Sweden

AIRCRAFT LOCATION
Sweden

ASKING PRICE
\$ 650.000,00

BROKER COMMISSION
\$ 20.000,00

NOTE: Included in end price.

Main Specifications

MODEL
Cirrus SR22T GTS

YEAR OF MANUFACTURING
2014

AIRCRAFT TYPE
Piston, Single engine

AIRFRAME HOURS
650

The Aurora Space Station uses **Escrow.com** to take deposits

Deposits are already flowing for the \$10 million luxury Space Hotel by Orion Span (www.orionspan.com)



Arturas Kerelis @arturaskerelis Follow

I joined the waitlist to stay in a space hotel with @OrionSpan and @frankbunger!

Orion Span Deposit Escrow	
1	Deposit for future stay aboard Orion Span's Space Station
1	[REDACTED]
Subtotal [REDACTED]	
Total [REDACTED]	
Transaction ID: 3874462	
Terms	
Transaction #:	3874462
Escrow #:	0
Transaction Title:	Ecart transaction
Buyer:	Arturas Kerelis (arturaskerelis@gmail.com)
Seller:	Orion Span, Inc.

8:41 AM - 6 Apr 2018

5 Retweets 22 Likes

1 5 22

Senior Management Team | Escrow

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



Matt Barrie
Chief Executive
*BE (Hons I) BSc (Hons I)
GDipAppFin MAppFin
MSEE (Stanford) GAICD
SEP FIEAust*

Matt Barrie is an award winning technology entrepreneur. Matt was Adjunct Associate Professor at the Department of Electrical and Information Engineering at the University of Sydney where he taught Cryptography for fifteen years and, later, Technology Venture Creation. He is the co-author of over 20 US patent applications. Previously he founded and was CEO of Sensory Networks Inc., a vendor of high performance network security processors which sold to Intel Corporation (NASDAQ:INTC).



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

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



Greg Robinson
Vice President, Compliance
ACI, SA Fin

Greg Robinson is the Vice President of Compliance at Freelancer. Greg oversees the overall compliance environment within the Company. In this role, Greg is responsible for the development and maintenance of the governance and compliance risk programs to support the business. Before joining Freelancer, Greg worked for PayPal Australia as Head of Compliance.



Ehsan Azizi
Director of Product,
PhD ME BE

Ehsan is responsible for overseeing engineering, account management and business operations, working with key stakeholders and ensuring timely and proper execution of goals across the business. Ehsan also acts as the Director of Product for Payments and AML group at Freelancer.com. He holds a PhD in Reservoir Engineering from the University of New South Wales, Australia.



Jackson Elsegood
General Manager
BCom CA

Jackson Elsegood is responsible for directing the strategic development of Escrow.com and execution of escrow activities. Previously with First Data and PwC, Jackson brings over ten years of international payments experience to the team and is dedicated to working closely with our customers to help them to do business all over the world. Jackson is a member of the Institute of Chartered Accountants in Australia and holds a bachelor's degree from Sydney's Macquarie University.



Michael Liedtke
Engineering Manager, Applications and API
MPH BA (Comp Sci)

Michael Liedtke has been building SaaS products and services for the past 16 years. Joining Escrow at the end of 2015, he splits his time between engineering, product, business development, and sales, working closely with partners to help ensure their success. Michael has a Bachelor of Arts in Computer Science from Colby College and a Master of Public Health in Epidemiology from the University of Colorado Denver.



Chris Trotman
Associate Vice President, Engineering
BSc

Chris Trotman is the Associate Vice President of Architecture at Freelancer. Chris is responsible for all technical aspects of engineering, maintaining the highest level of engineering standards and ensuring Freelancer is prepared for current and future growth. Chris holds a Bachelor of Science in Information Systems from the University of Auckland, New Zealand.

Awards | Escrow.com



Gold Stevie
Company of the Year -
Financial Services - Small

The International Business
Awards 2018



Bronze Stevie
Financial Services

The International Business
Awards 2018



Gold Stevie
Financial Services
Company of The Year

The International
Business Awards 2017



Silver Stevie
Financial Services
Company

The International
Business Awards 2017



BBB Torch Award
Ethics

Better Business Bureau
Torch Awards 2017



Bronze Stevie
Financial Services
Company of The Year

The International
Business Awards 2016



Export of the Year
Award
NSW iAwards

Premier's NSW Export
Awards 2016



Honorable Mention
X-Factor Award

Anthill Cool Company
Awards 2016

A close-up, low-angle shot of the front of a white Freightliner truck. The truck's grille, featuring vertical slats and a 'W' logo with a star, is prominent on the right side. The hood and upper part of the cab are visible, showing various lights and sensors. The background shows a paved road leading towards industrial buildings under a clear sky. Three thin red vertical lines are positioned on the left and right sides of the image.

FREIGHTLINER

Ship anything, anywhere

Every freight company in the world subcontracts to freelance drivers

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

8,000+

TRANSPORT
OPERATORS

30,000,000+

FREELANCERS

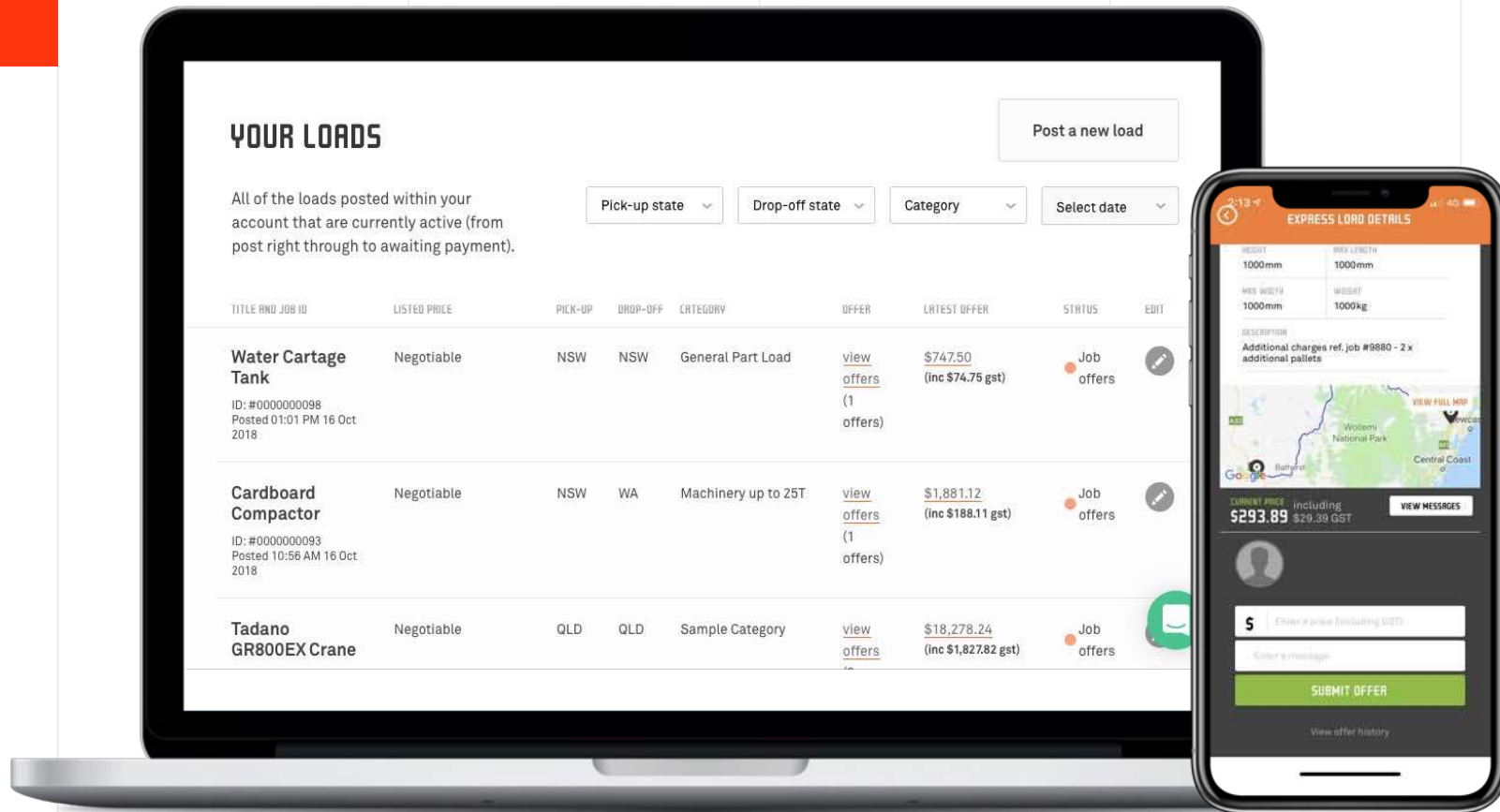


Customers using Freightlancer

FREIGHTLANDER

> \$5.1m

FREIGHT SHIPPED IN
THE PAST 12M



Connecting Freight Owners with Transport Operators

FREIGHTLANDER

JM1310 Crusher loaded for transport to the wharf for coastal shipping using Freightlancer.



Road train being loaded with scrap steel, booked using Freightlancer.



AD55 Underground truck transported from Western NSW to Perth using Freightlancer.

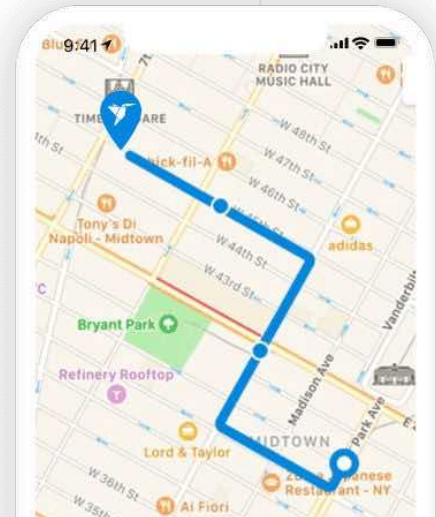


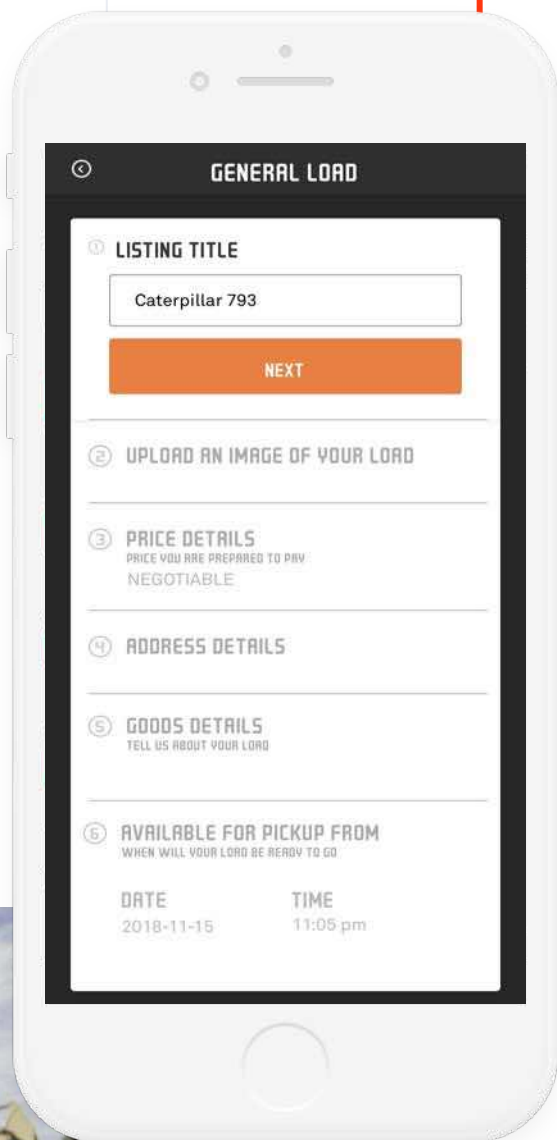
Industrial

- Mining
- Infrastructure
- Construction
- Rail
- Urgent/Express freight
- International shipping
- Heavy machinery
- General freight
- Manufacturing
- Oil & Gas
- Line haul
- Vehicles
- Perishables
- Shipping containers

Retail

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





Four easy steps to moving your loads

- 01** — Drop a pin
- 02** — Take a photo
- 03** — Fill job details
- 04** — Get your quote

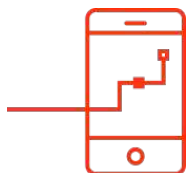


CAT 793 Body transported under pilot and police escort using Freightlancer.

Freightlancer manages it all for you

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

Freightlancer is safe & efficient



Live tracking while your cargo is on the move

Real-time GPS load shows exactly where loads are.. Notification on collection, drop off, minimum, maximum and average speeds traveled.



Safety for everyone

Choose from a range of vetted drivers and see past ratings to ensure reliability and quality.



Secure payments ensure the delivery and on-time payment

Powered by Escrow.com, payment is kept in trust until it has been delivered exactly where it should be.



Real-time bidding gets competitive quotes fast

Upload a photo, dimensions, weight and delivery address to have drivers respond in a click.



Save time, communicate directly

Booking, tracking, monitoring and cross-checking compliance all in the one place. Chat directly with the transport operator.



Compliance peace of mind

Turnkey solution for compliance obligations including Chain of Responsibility and regular auditing.

Mining

Ship anything, anywhere. Urgent or unique, Freightlancer can handle it.

Whether sending CAT loaders to Tanzania, a drill to South Korea or hotshotting a transmission to Papua New Guinea, we've done it.



Sandvik DD420 development drill shipping from Perth to Cobar using Freightlancer.



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

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

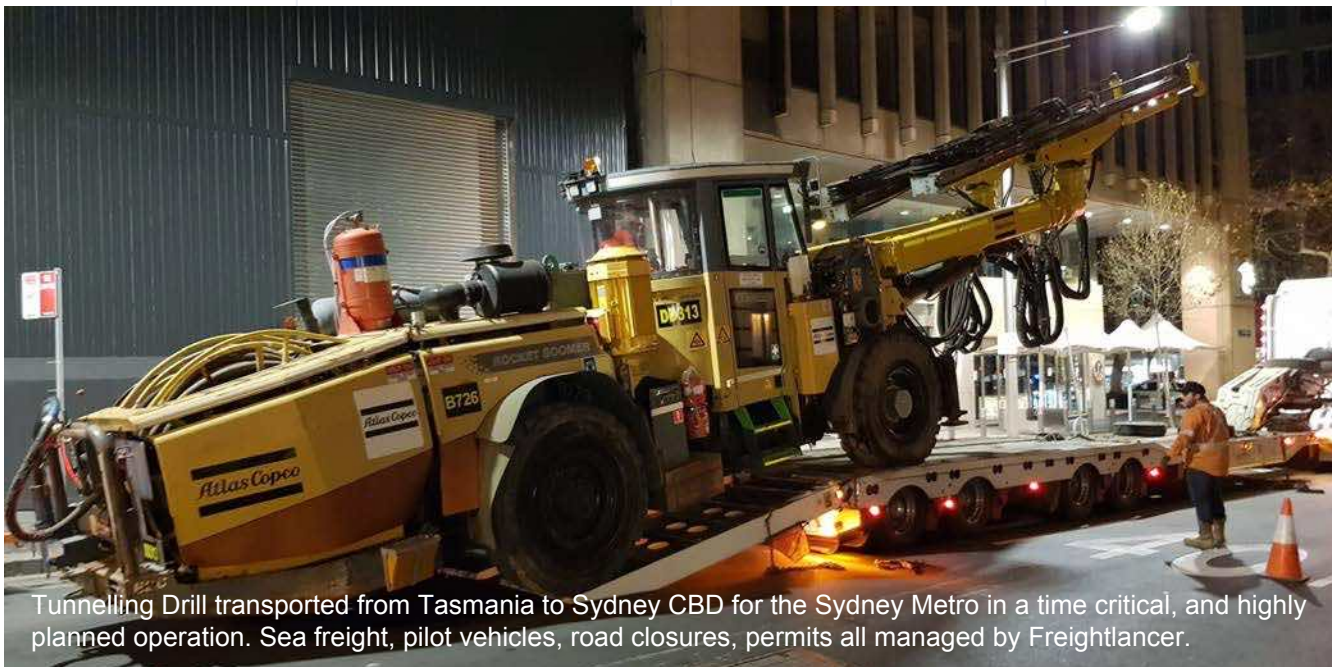
Infrastructure / Construction

Strict deadlines and challenging locations are a speciality.

Know when machines are on and off site. Ensure only vetted personnel access. Project requirements can change quickly, Freightlancer ensures that you are not held up by transport.



CAT Excavator moved from Contractor to Roadworks site using Freightlancer.



Tunnelling Drill transported from Tasmania to Sydney CBD for the Sydney Metro in a time critical, and highly planned operation. Sea freight, pilot vehicles, road closures, permits all managed by Freightlancer.

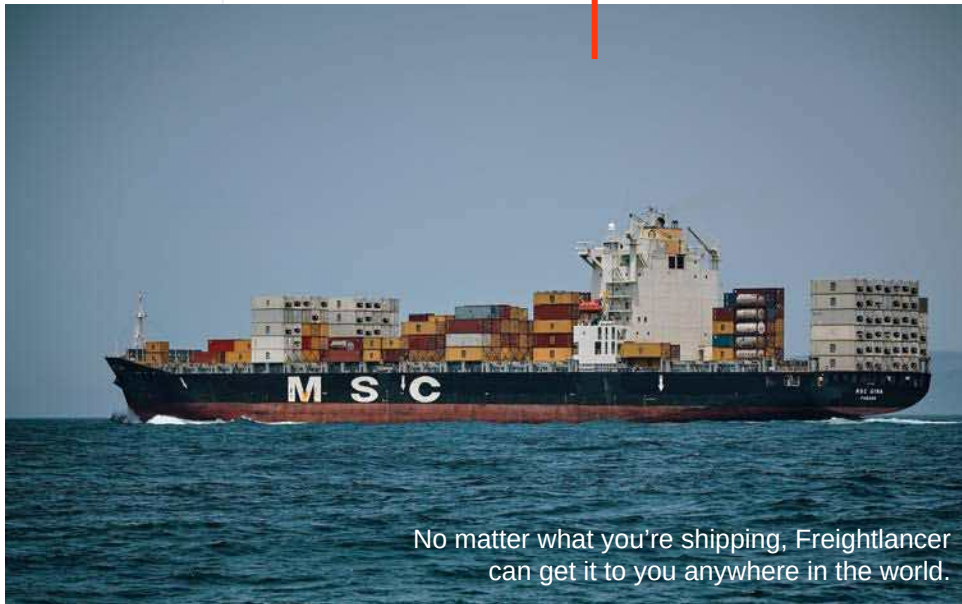
International Shipping

Use freightlancer to handle all of your import / export or shipping needs.

Direct rates with some of the biggest shipping lines

Extensive network of freight forwarders and customs brokers all over the world.

Ensure loads are shipped safely to destination with payment secured by Escrow.com.



No matter what you're shipping, Freightlancer can get it to you anywhere in the world.



54 tonne CAT Underground Loader delivered to Tanzania using Freightlancer.



Retail point to point delivery with Freelancer is powered by the world's largest human labor cloud.

Retail / Consumer / Metro

Why build costly infrastructure when you can make an API call to the human cloud to deliver your product, food, furniture or package.

Powered by the world's largest human labor cloud of 30,000,000 freelancers via Freelancer.com.



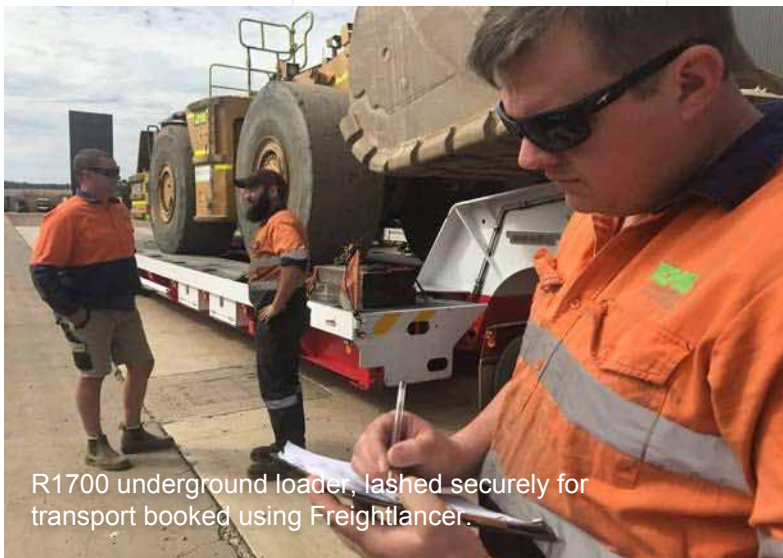
Testimonials

“We’ve been using Freightlancer.com to service our road freight needs, with our loads varying from one or two pallets, to multiple trailers. It is a great platform for obtaining competitive pricing at short notice.”

– Benjamin Carter, Redpath Mining



Machine attachments & complete R1700G loader shipped to MPC Global in New Mexico using Freightlancer.



R1700 underground loader, lashed securely for transport booked using Freightlancer.

“Getting our purchases to the United States through Freightlancer is always easy. The team there manage the whole thing for us, and I have never had a problem with our shipments”.

– Manny Pereira, Chief Executive,
MPC Global



The Team



Josh Mullens
Chief Executive Officer

A logistics specialist, Josh Mullens combines over 7 years handling shipments of large mining equipment from large multinationals with a passion for business and love of day-to-day operations. Josh prides himself on being a real 'hands-on' CEO who is just as comfortable in high level liaison with Australian Quarantine and Customs as he is with doing the dirty and difficult work of organising quotes and contracts. When he's not using this experience to make freight easier he's racing his dirt bike, hitting the Crossfit floor or spending time with family and friends.



Aidan McCartan
Sales

Aidan is an all-round Logistics Professional and brings over 10 years of expertise in international and domestic freight, with experience across road, air, sea, rail and warehousing. He has vast knowledge in all aspects of the supply chain, including day to day operational roles, sales and strategic logistics management. Away from logistics he enjoys spending time with his family and getting out on the cricket field.



Drew Davis
General Manager

Drew is one of a new breed of tech 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. Three years later, very soon after meeting Channel 40 founder Tom Cavanagh, Drew took up his current role as General Manager at Freightlancer.



Juliette Bender
Technical Account Manager

With 17 years experience in the customer service industry, Juliette has the ability to train, lead, manage and implement Freightlancer's technology to everyone from sole traders to multinationals. With solid management skills and a flair for communication as her tools, Juliette gets excited by the challenge of teaching and the opportunity to offer businesses the tools to evolve. When she's not shaping change, she's chasing toddlers and testing her fitness in the Crossfit gym.



Jason Gush
Operations

Jason has a real passion for the logistics industry with over three years of experience handling shipments of large mining equipment from large multinationals. Jason has completing a certificate in International Freight Forwarding. In his spare time he enjoys hanging out with friends & family and working hard in the Crossfit gym.



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 IPscape, Threatmetrix, Sensory Networks and Aprtix.

Global freight market is massive

US \$9,457 Billion

GLOBAL LOGISTICS MARKET (2017)

41,000~

BUSINESSES

213,590 Million

TONNES MOVED PER YEAR

50,000+

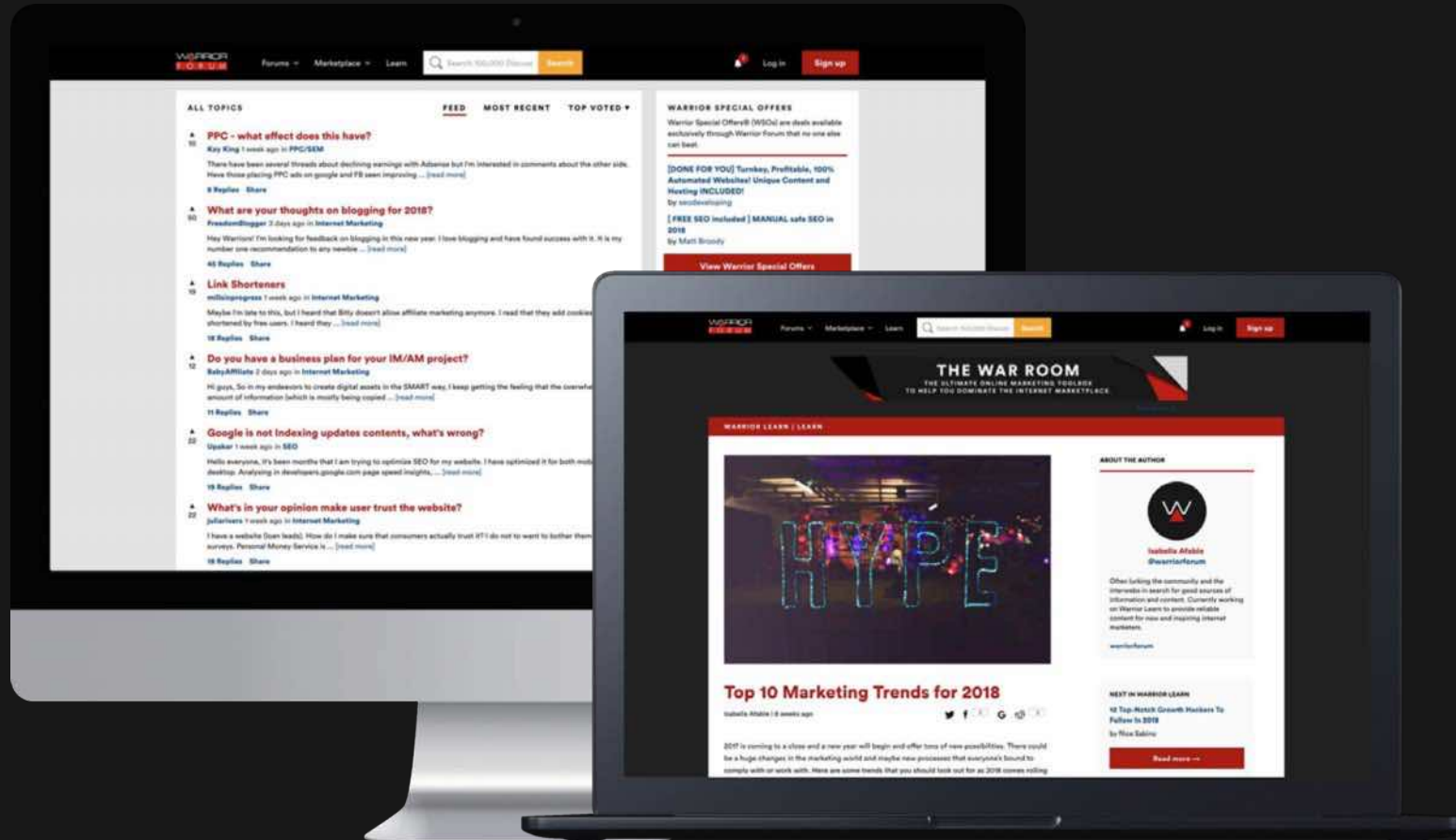
MERCHANT SHIPS WORLDWIDE

17,000,000,000

KILOMETERS TRAVELLED PER ANNUM

US \$13+ Billion

IN ANNUAL WAGES



The #1 Internet Marketing Forum Since 1997

1,383,035+
USERS

10,423,063+
POSTS

1,061,132+
DISCUSSIONS

STATE THEATRE 20 SEPT 2018 · MELBOURNE TOWN HALL 24 SEPT 2018

THE STORY OF NETFLIX



PRESENTED BY FOUNDING CEO MARC RANDOLPH



Australia's Largest Startup & Growth Conference



Sarah Bird
CEO @ MOZ



Asia Pacific's Largest Startup Pitch Competition



Jack Stevens
CEO @ Edstart

EXCLUSIVE INTERNATIONAL
SPEAKER LINEUP

35 EVENTS

10,000 ATTENDEES

7 COUNTRIES



Freelancer Limited

HOW BIG IS THE MARKET?

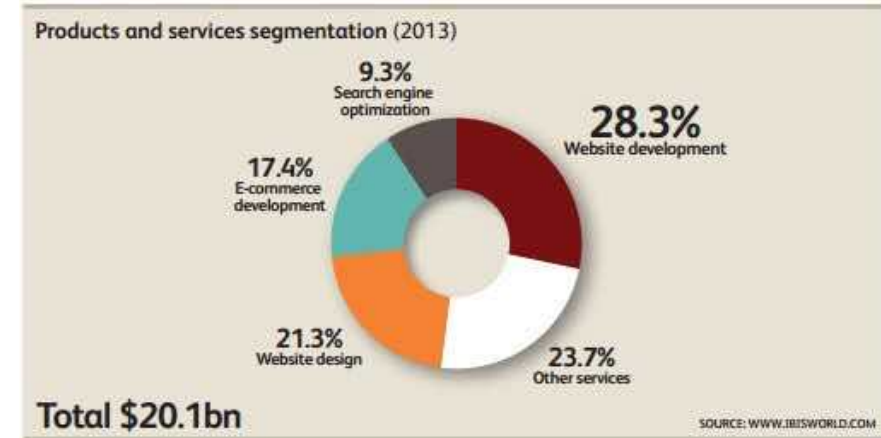
“160 million jobs, or about 11% of the projected 1.46 billion services jobs worldwide, could in theory be carried out remotely, barring any constraints in supply” *

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

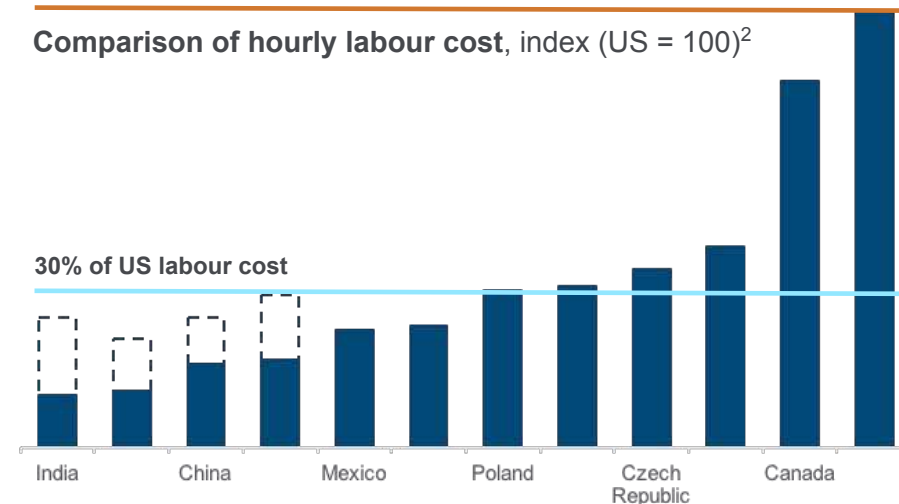
Estimated demand for Web Design services (mid-high OECD)

Freelancer's global web design revenue opportunity estimated as \$2.7 billion per annum (\$10.5b GPV)

- Freelancer's estimated global web design revenue opportunity at c.\$2.7 billion (\$10.5b GPV).
- This is as a replacement of existing business only- there is also potential upside from opening up of new demand from lower cost labour services
 - e.g. for the first time, a café can get a website for c.\$100
- Indicative calculation:
 - web design in the US alone is US\$20 billion + industry¹
 - wages constitute US\$12 billion of this
 - more than 50% of software engineering jobs can be outsourced at 30% of US wages²
 - US\$1.74 billion in wages outsourced @ 26% monetisation rate = c.A\$620 million revenue opportunity for Freelancer in the US (Total Available Market)⁴
 - there are 28 million small businesses in the US, but at least 96 million more in other mid-high income OECD countries³
 - from this we estimate the global opportunity is $(96+28)/28 = \text{c.}4.4\text{x}$ larger than the US market



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



1. IBISWorld, "Web Design Services in the US" (August, 2013).

2. McKinsey Global Institute, "The Emerging Global Labor Market: Part III: How Supply and Demand for Offshore Talent Meet" (June, 2005).

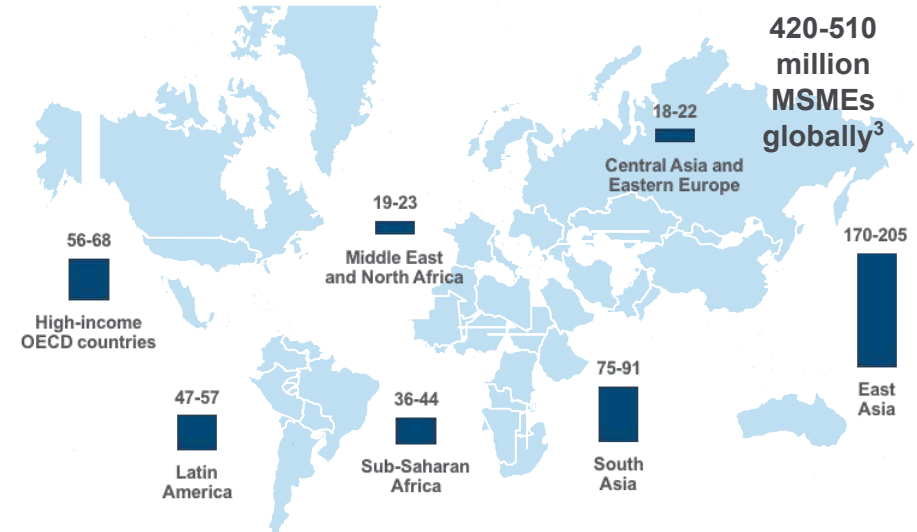
3. Based on 28m SMEs in the US, 96m MSMEs outside the US in mid-high income OECD countries.

4. Based on AUD/USD exchange rate of 0.73.

Estimated demand from mid-high income OECD SMEs

Global small business revenue opportunity estimated as \$48 billion per annum (620 million projects, \$181 billion GPV)

- There are about 28 million small businesses in the US
 - 22 million of these are informal non-employers (yet generate >\$1 trillion per annum in revenue)¹
- US job posters who posted more than one project posted on average 4.97 projects in 2016²
- Average project size in FY18 was US\$205, generating revenue of \$54 to Freelancer (26.3% monetisation rate)²
 - Implies A\$10.8 billion TAM (A\$41 billion GPV, 140 million projects) from US SMEs
- But there are 420 – 510 million micro, small and medium enterprises (MSMEs) globally³
- 96 million are formal employer MSMEs outside the US in mid-high income nations⁴
 - Additional A\$37 billion TAM (A\$140 billion GPV, 480 million projects)
- **Estimated global TAM from MSME market of c.\$48 billion (A\$181 billion GPV, 620 million projects)**
- This excludes another 100m+ informal (unregistered) MSMEs in high income nations globally including non-employer firms, sole proprietors and partnerships which could add materially to Freelancer's revenue opportunities



1. US Government, Small Business Administration Office of Advocacy.

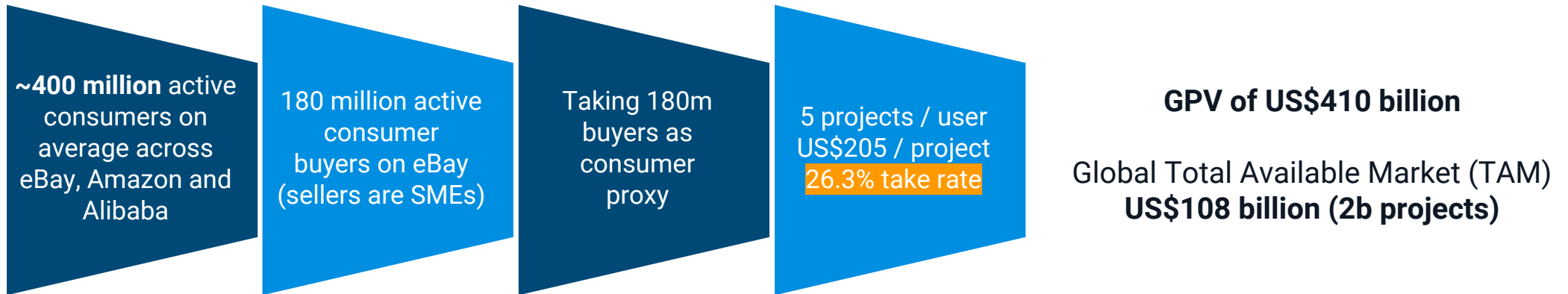
2. Based on Freelancer internal statistics. Average paid value of completed project was US\$167 in FY16. Monetisation rate = \$45.2m / 160m = 28.25%





3. McKinsey Global Institute, "Two trillion and counting: Assessing the credit gap for micro, small, and medium-size enterprises in the developing world" (October, 2010).

4. World Bank Statistics, International Finance Corporation. Excludes informal MSMEs including non-employer firms, sole proprietors and unincorporated partnerships.

Estimated demand from consumers

Product marketplaces as proxy of consumer demand indicates TAM of US\$108 billion (2b projects, US\$410b GPV)



				
2018 Revenue	US\$10.7 billion	US\$178 billion ¹	US\$37 billion	A\$51.9 million
2018 GMV/GPV	US\$94.6 billion	US\$258 billion ²	US\$547 billion ⁴	A\$170.1 million
2018 Users	179 million active buyers	310 million active buyers	552 million active buyers	31 million total registered users
Geography	Global	Global	Predominantly China	Global

Source: Company reports, Bloomberg, Statista, Nasdaq.

¹ Actual year end 31 December 2018

² Based on analyst estimates

³ Google Finance 31 December 2018

⁴ Trailing 12 months as at 30 June 2018, company disclosure

Estimated supply of professional labour in the developing world

370 million people, or 10% of the 3.7 billion working age population in the developing world have a tertiary qualification

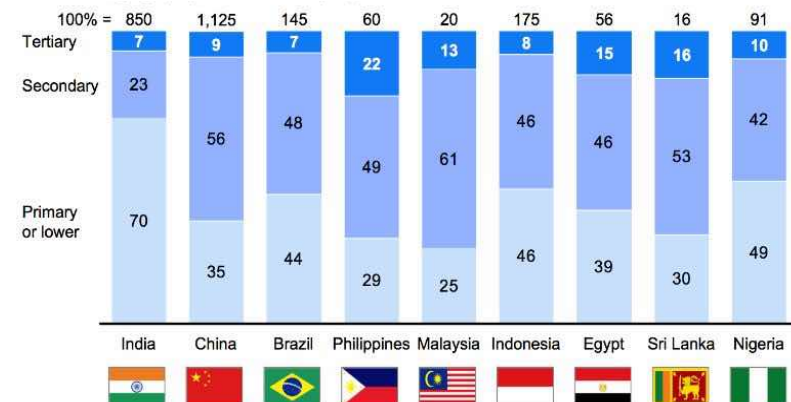
- 2010 global working age population: 3.7 billion, labour force: 2.9 billion¹

Cluster	Young Developing	Young Middle-Income	India	China	Young Advanced	Russia & CEE	Southern Europe	Aging Advanced
Workers Million	322	640	469	783	290	141	60	145
GDP per capita \$	<3,000 ²	3,000–20,000 ³	3,000	7,000	25,000–50,000 ⁴	10,000–20,000 ⁵	20,000–30,000	30,000–45,000

- 2030 predicted global labour force: 3.5 billion¹
- Of the 3.7 billion working age in the developing world in 2010:
 - 1.7 billion (46%) have a secondary education
 - 370 million (10%) have a tertiary education
- In the Philippines, tertiary education rose from 9% to 22% (13m) 1980-2010
 - Brazil, China, India @ 7 to 9%, yet produce c.5m STEM grads per annum³

- There are 220 million people with a tertiary degree between India, China, Brazil, Philippines, Malaysia, Indonesia, Egypt, Sri Lanka and Nigeria
- c.5 billion people to join the Internet over next decade that earn <\$10/day
- They have very little assets however are educated and can sell their services
- Freelancer.com is the first stop on the Internet for these people to raise their wages from \$10/day to \$10/hour +

Educational attainment (2010)
% working age population; million people¹



NOTE: Numbers may not sum due to rounding.

SOURCE: United Nations Population Division (2010 revision); IIASA; ILO; local statistics for India and China; McKinsey Global Institute analysis

1. McKinsey Global Institute: The World at Work: Jobs, Pay and Skills for 3.5 Billion People (June 2012)
 2. McKinsey Global Institute, The Emerging Global Labor Market 2005, Part I: The Demand for Offshore Talent in Services
 3. Accenture Institute for High Performance: Where will all the STEM talent come from? (May 2012)

Estimated demand from Local Jobs in the US

Freelancer's expansion into 100 categories of Local Jobs expands the total addressable market by up to \$800 billion

- Online services is already a huge market, with enormous future potential
 - McKinsey Global Institute has estimated that “160 million jobs, or about 11% of the projected 1.46 billion services jobs worldwide, could in theory be carried out remotely, barring any constraints in supply”
- In the US alone, the temporary labour market is estimated to be in the order of \$100 billion¹
 - MBO Partners² also found that in 2013 in the US there were 17.7 million independent workers
 - these generated \$1.2 trillion in total income per annum
 - Angie's List estimates the home services industry, which includes electricians, plumbers, dog walkers and other manual labour, alone is worth \$400 billion per annum
 - others put it at \$800 billion per annum⁴



1. <http://www.theverge.com/2012/7/23/3177860/taskrabbit-13-million-funding-peer-to-peer-labor-market-zaarly-done-exec>
2. http://info.mbopartners.com/rs/mbo/images/2013-MBO_Partners_State_of_Independence_Report.pdf
3. <https://www.fool.com/investing/general/2015/04/03/does-a-market-exist-for-amazoncom-incs-home-servic.aspx>
4. http://www.nytimes.com/2015/04/13/technology/amazon-google-and-more-are-drawn-to-home-services-market.html?_r=0

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