Airtasker

Airtasker Limited
ABN 53 149 850 457

28 August 2025

ASX Announcement
Airtasker Limited (ASX:ART)

FY25 Financial Results

Airtasker marketplaces revenue accelerated 18.3%
Australian marketplaces generated $15.2m in cash flow to invest in UK (+111% revenue) and US (+422% revenue) expansion

FY25 Highlights

- Group positive free cash flow of $1.2m
- Airtasker marketplaces revenue accelerated 18.3% on pcp (FY24: 9.8%)
- Australian marketplaces generated $15.2m in cash flow after covering global head office expenses
- UK GMV[1] ARR[2] hit $21.0m,[3] revenue up 111%[4] on pcp
- US GMV ARR hit $7.5m,[5] revenue up 422%[4] on pcp
- $19.1m in cash and term deposits plus $27.9m of prepaid media assets on balance sheet

Positive free cashflow

In FY25, Airtasker delivered a second consecutive full year of positive free cash flow of $1.2m.

This strong result was achieved by accelerating Group revenue growth 12.8% to $52.6m (FY24: up 5.6% to $46.6m) and maintaining a disciplined approach to cost efficiency, which supported a 13.2% growth in gross profit to $50.4m.

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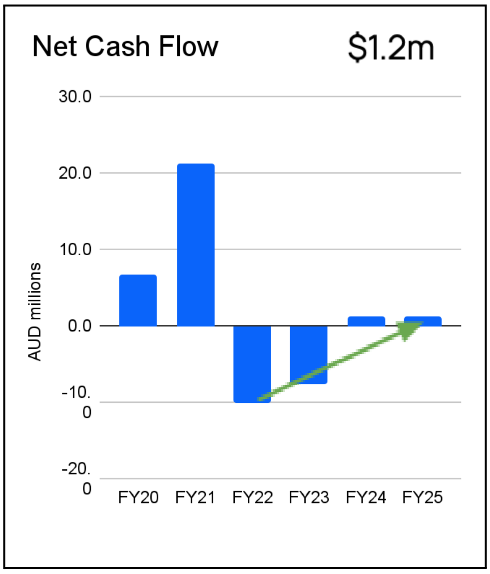
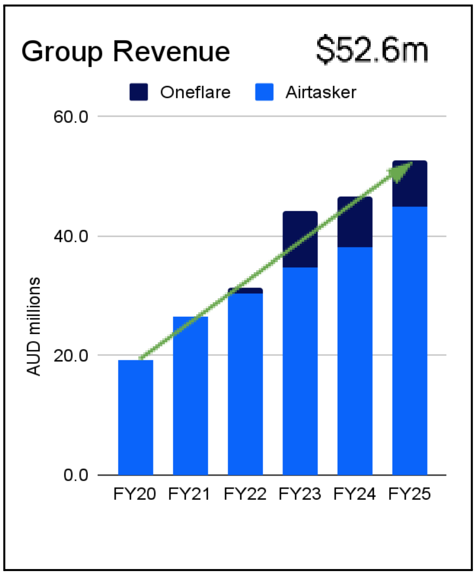
1 Gross marketplace volume.
2 Annualised run rate.
3 Airtasker UK GMV for June 2025 multiplied by 12.
4 In local currency.
5 Airtasker US GMV for June 2025 multiplied by 12.





Airtasker remained in a strong financial position at 30 June 2025 with $19.1m in cash and term deposits on its balance sheet supplemented by $27.9m in prepaid media assets from media partners oOh!media and ARN (in Australia), Channel 4 (in the UK) and iHeartMedia, TelevisaUnivision, Sinclair and Mercurius (in the US).

Airtasker marketplaces revenue growth accelerated to 18.3%

During the year, Airtasker marketplaces revenue grew 18.3% on pcp to $45.0m (FY24: $38.1m) representing a significant re-acceleration from 9.8% revenue growth in FY24.

This revenue growth re-acceleration was driven by underlying GMV[6] growth of 9.5% on pcp to a record $208.7m (FY24: -3.5% on pcp) combined with ongoing investment in the core platform and yield management which saw the monetisation rate improve to 21.6% (FY24: 20.0%).

In Australia, successful execution of our brand investment strategy alongside media partnerships with oOh!media and ARN re-accelerated revenue and GMV growth. Above the line media investments drove a 15% uplift in Airtasker Australia's unprompted brand awareness leading to revenue growth re-accelerating 13.4% to $41.6m (FY24: 8.6% on pcp) and GMV growth of 5.3% to $190.8m (FY24: -4.6% on pcp).

[6] Gross marketplace volume 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, fees payable by customers and Taskers to Airtasker, and any applicable sales taxes.

Australian marketplaces generate $15.2m free cashflow

During FY25, Airtasker's Australian marketplaces generated cash flow of ~$34.6 (up 11.6% on FY24) after covering all Australian sales and marketing, customer service operations and other direct operating costs.

After covering all global head office expenditure of ~$19.4m, Australia generated cash flow of ~$15.2m in FY25 (up 18.8% on FY24) demonstrating increasing operating leverage.

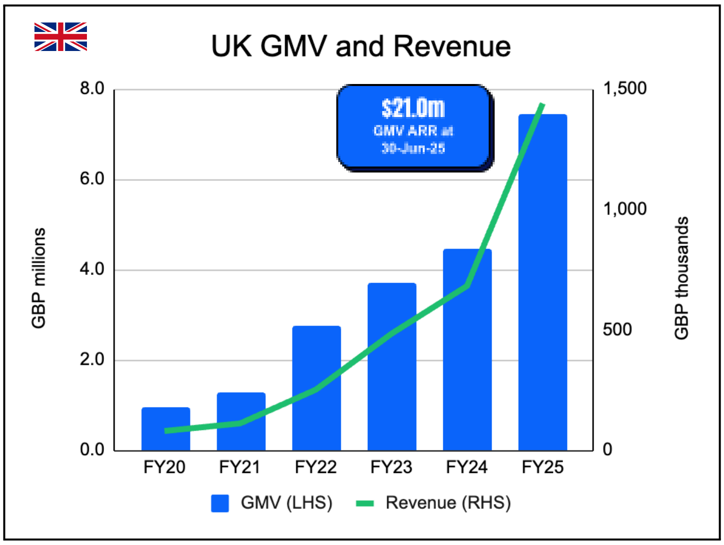
The cash flow generated by the Australian marketplaces enabled proactive investment into UK and US expansion (which saw revenue growth of 111% and 422%, respectively) whilst generating ~$1.2m of Group free cash flow in FY25.

UK marketplace hits $21m GMV ARR with revenue up 111%

In FY25, successful execution of Airtasker's custom built playbook (nicknamed "SHPAB") combined with proactive marketing investment alongside the Channel 4 media partnership saw revenue increase 111% on pcp to £1.4m (FY24: £0.7m).

GMV also grew rapidly - up 67.1% on pcp to £7.5m ($15.0m) and reaching a record ARR of $21.0m[7] (£10.1m) at 30 June 2025 driven by an increase in brand awareness which grew by 24% in London.

In FY26, Airtasker will maintain momentum on brand investment through Channel 4 and continue to increase penetration into London, Birmingham and Manchester alongside a retail partnership with Dunelm (over 200 stores across the UK) and a newly announced collaboration with Argos (which is owned and integrated into the Sainsbury's retail network with over 1,200 stores across the UK).



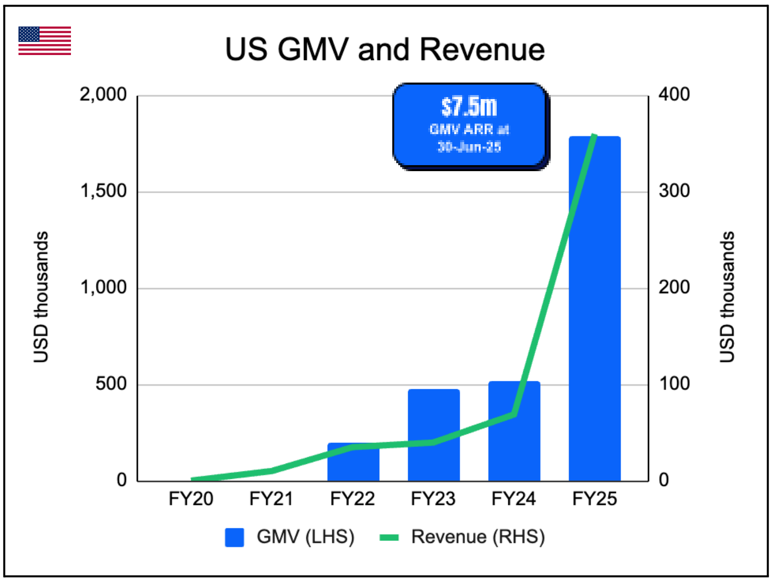
[7] Airtasker UK GMV for June 2025 multiplied by 12.

US marketplace hits $7.5m GMV ARR with revenue up 422%

Following finalising partnerships with leading US media companies TelevisaUnivision, iHeartMedia, Sinclair and Mercurius in the first half of FY25, Airtasker began effectively executing on its SHPAB playbook in the second half - delivering full year revenue of US$360K ($559K) - an increase of 421.7% on pcp.

GMV was up 244.0% to US$1.8m ($2.8m) and reached a record GMV ARR of $7.5m[8] (US$4.8m) at 30 June 2025. Brand awareness also improved significantly - up 114% in the Los Angeles market.

In FY26, Airtasker will focus on the execution of its SHPAB playbook combined with rollout of above the line brand investment alongside media partners in the Los Angeles, Las Vegas and Austin city-level marketplaces as well as activating and amplifying its global partnership with the Visa Cash App Racing Bulls Formula One™ Team at the Formula 1 Miami Grand Prix, Formula 1 Las Vegas Grand Prix and the Formula 1 United States Grand Prix in Austin.



[8] Airtasker US GMV for June 2025 multiplied by 12.

FY26 guidance

Airtasker provides the following guidance for FY26:

- Airtasker Australia to deliver solid double digit revenue growth.
- Exploring strategic repositioning of Oneflare for a return to long term growth.
- Australian marketplace generated ~$15.2m in cash flow in FY25 - cashflow generation (ex Oneflare) to increase in FY26.
- Airtasker UK and US markets accelerate growth trajectory - potential to make targeted investments to further accelerate growth.
- $19.1m in cash and term deposits on balance sheet combined with $27.9m of prepaid media available to be utilised.

Commenting on the results, Airtasker Founder and CEO Tim Fung said, “Thank you to the incredible Airtasker team who gave it their all to deliver this awesome result in FY25! The successful execution of our brand investment in Australia alongside oOh!media and ARN has been super impactful with brand awareness increasing and GMV and revenue both re-accelerating to generate over $15.2m of cash in our Australian marketplace.

As we invest in scaling Airtasker across the world - turbocharged by our partnerships with TelevisaUnivision, iHeartMedia, Sinclair, Mercurius and the Visa Cash App Racing Bulls Formula One™ Team - it was awesome to see our UK marketplace grow 111% and our US marketplace grow over 422%. Bring on FY26 - let’s do this!”

– Ends –

To receive regular Airtasker announcements and updates and to engage with management join [Airtasker's Investor Hub] or for more information visit [investors.airtasker.com].

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About Airtasker
Airtasker Limited (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. In 2025, Airtasker entered the world of Formula One™ through its partnership with the Visa Cash App Racing Bulls Formula One™ Team (VCARB). Since launching in 2012, Airtasker has served more than 2.0m unique paying customers worldwide and has put more than $720m into the pockets of Australian taskers (net of Airtasker’s fees).

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