

26 November 2025

ASX Announcement Airtasker Limited (ASX:ART)

2025 Annual General Meeting - CEO Presentation

Airtasker Limited (ASX:ART) is pleased to lodge the attached presentation being made by Chief Executive Officer, Tim Fung, at its 2025 Annual General Meeting being held at 11:00 am (AEDT) today.

– 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 Taskers have completed more than 5 million tasks worldwide and Airtasker has put more than \$720 million 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.

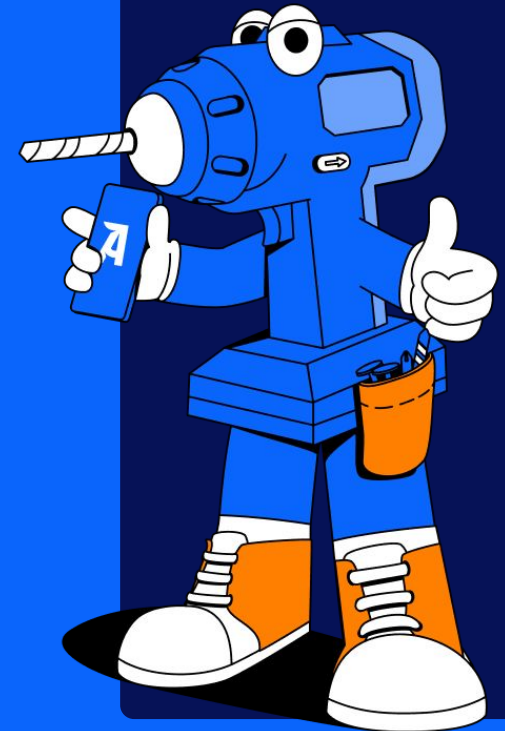


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2025 ANNUAL GENERAL MEETING CEO PRESENTATION



Meet the Taskies:
Mason



OUR VISION

The world's most trusted marketplace to buy and sell local services.

We connect people who need work done, with people who want to work.



OUR MISSION

To empower people to realise the full value of their skills.

Creating jobs isn't a by-product of the work that we do: it's our core purpose.



Corey L.

"Airtasker changed our lives. Even with full-time jobs, we couldn't get ahead. By taking on extra cleaning tasks, we saved \$60,000 in 12 months and bought our first home in Pakenham. It was hard work, but worth it — and now we've started our own cleaning business to pay off the mortgage even faster."



Talal E.

"I've been on Airtasker for years, and it's been a game-changer for my mobile mechanic business. When I first started, it helped me connect with customers I never would've reached on my own, and quite quickly too. Over time, those jobs turned into regular clients, and the positive reviews built my reputation. Now, a big part of my work comes from Airtasker, and it's great because I can choose what tasks I want to take on, and at what price too. The flexibility has been amazing especially in a trade where there can be a lot of emergencies too."

Unique Value Proposition



Open Community

Built on transparency and accountability to enable trust with an efficient light touch operating model.



Infinitely Horizontal

Unifying a fragmented local services industry and creating entirely new service categories.



For Customers:

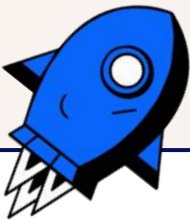
- Super fast responses
- Huge range
- Great value



For Taskers:

- Instant work
- Pricing control
- Complete flexibility

FY25 Overview



Guidance	Result
 Full year Group positive free cash flow	+\$1.2m positive free cash flow
 Airtasker marketplaces deliver double digit revenue growth	+18.3% Airtasker marketplaces revenue growth
 Airtasker Australia continues to generate sufficient cash to fund UK and US expansion after covering global head office expenses	+\$15.2m cash generated in Australia (after covering global head office expenses)
 Accelerating momentum and revenue growth trajectory in UK and US markets	Airtasker UK  \$21m GMV ARR +111% revenue growth Airtasker US  \$7.5m GMV ARR +422% revenue growth
 \$19.1m ¹ in cash and term deposits on balance sheet combined with \$27.9m ¹ of prepaid media assets available to be utilised	

1. As at 30 June 2025.

Growth strategy:

1

Core platform investment

Invest in Airtasker brand and core platform experience and maintain market leadership

2

Profitable growth

Deliver profitable growth in Australia to generate free cash flow

3

Scale in UK and US

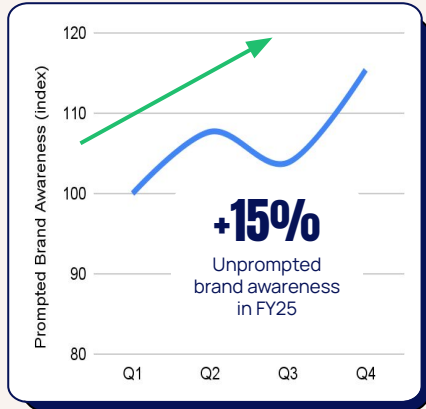
Leverage platform and invest in new markets turbocharged by media partnerships

CORE PLATFORM INVESTMENT

Media partnership strategy delivers growth re-acceleration

In FY25, we successfully executed on our brand investment strategy alongside media partners oOh!media and ARN leading to a strong increase in brand salience (unprompted brand awareness) and a re-acceleration of both GMV and revenue in the Australian market.

We'll continue to maintain brand investment momentum in FY26 as we realise the potential of the enormous \$75 billion TAM¹ in Australia.



\$190m+

Record Australian GMV

+5.3%

Airtasker Australia GMV growth (FY24: -4.6%)

+13.4%

Airtasker Australia revenue growth (FY24: +8.6%)



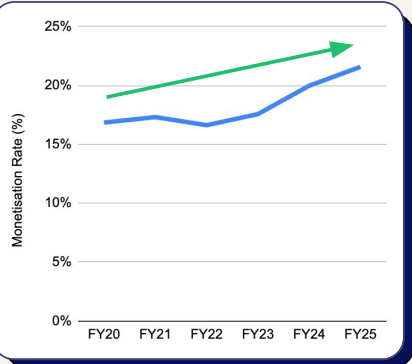
1. The Local Services Market - Market Report, Frost & Sullivan, July 2024.

CORE PLATFORM INVESTMENT

Continue to invest in trust and improve sales funnel efficiency

Enhance trust signals across profiles and offers to enable greater customer confidence and sales funnel conversion:

- ✓ ID verification (implemented for all Taskers)
- ✓ SERR¹ tax compliance (implemented for all Taskers)
- ✓ Top Offer status rolled out for selected offers



21.6%
Monetisation rate
(up 1.6 ppts in FY25)

1. Sharing Economy Reporting Regime.

MEET
David L.
Online 30 min ago
NSW Licensed Painter
Ryde, NSW, Australia

ID Verified badge
Taskers who hold this badge have successfully verified their identity using a valid ID. [Learn more](#)
Got it

Getting started
We need some information to help us confirm your identity. You will need a valid ID document and access to a working camera.

Front of driver license
Take a clear photo of the front of your driver license.

Let's make sure you're you
Position yourself in the centre of the camera and then move your face left and right to show both sides.

Max M.
4.8 (353) · 98% completion rate
Accept offer \$250 Offer price

Hi Tamika
I run my bookkeeping business remotely from the Gold Coast and I am a qualified accountant & bookkeeper with well over 20 years experience.
I am a registered BAS agent and fully insured and QB and Xero certified and MYOB partner.
My quote is for 4 hours. More
Reply 3 hrs ago

CORE PLATFORM INVESTMENT

Address platform leakage and improve purchase frequency

Significant opportunity to address leakage and increase purchase frequency by enabling customers to rebook Taskers they've previously hired by addressing:

- Fee structure - low cost model
- Incentives - to reward rebooking behaviour
- Feature awareness and usability

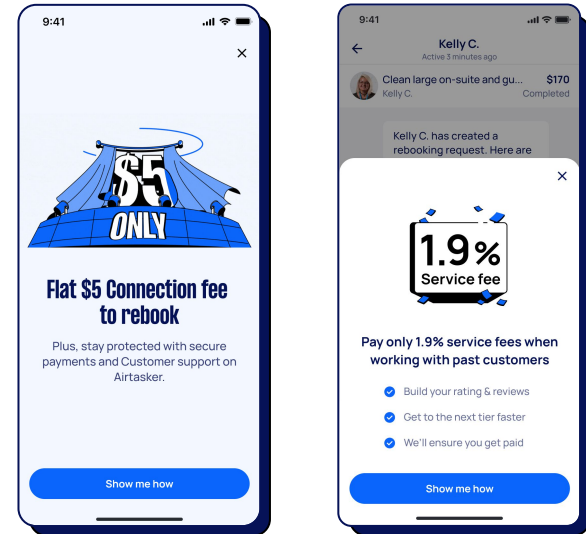
93% of Customers rate their Airtasker experience 5 stars

73%¹ of Customers said "yes" or "maybe" that they will repeat the same or similar task again within the next 12 months

83%¹ of customers said they would hire the same Tasker again

1. Airtasker survey (N:3390), February 2025

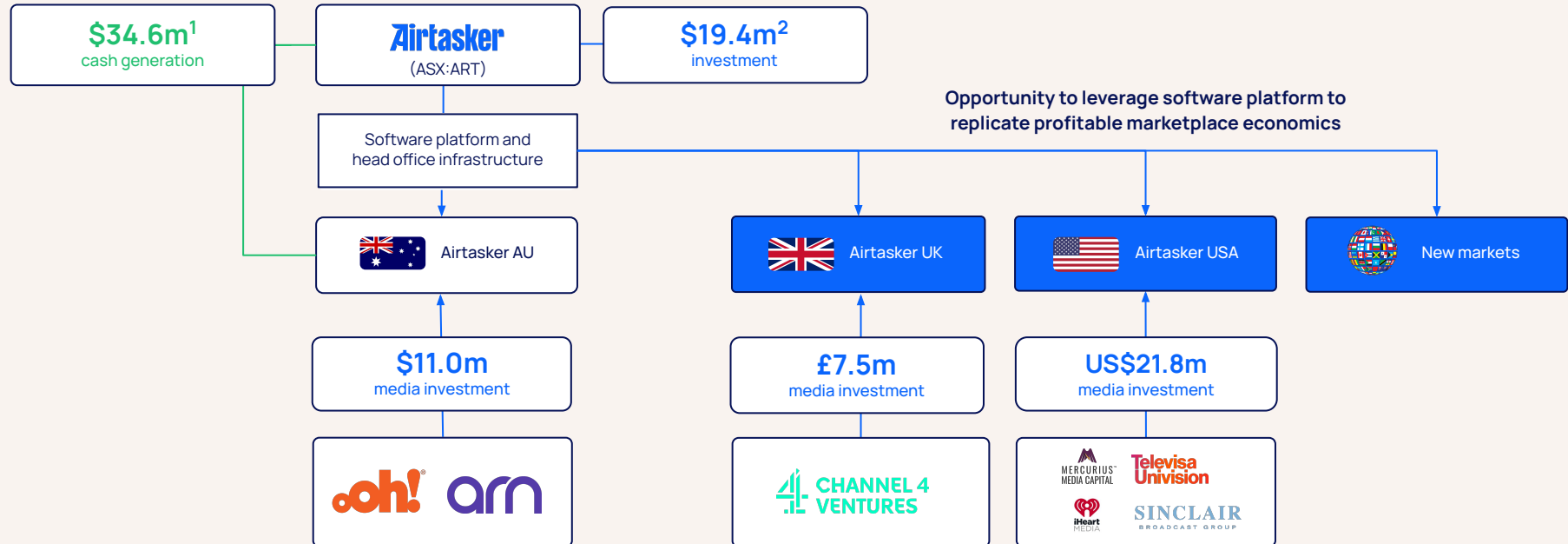
New rebooking fee structure launched Aug-25:



Customers pay a flat \$5 rebooking fee and Taskers pay 1.9% service fee.

Opportunity to leverage our scalable software platform, turbocharged by local media partnerships

Australian marketplaces generate cash flow in excess of software platform and head office infrastructure investment



1. Represents EBITDA for the Established Marketplaces Segment as disclosed in note 4 of the FY25 financial statements, adjusted for material non-cash items.
 2. In FY25 invested \$19.4m in operating the software platform and head office infrastructure that enables the global marketplaces.

Growth momentum building: UK hits \$21m and US hits \$7.5m run rate in Jun-25



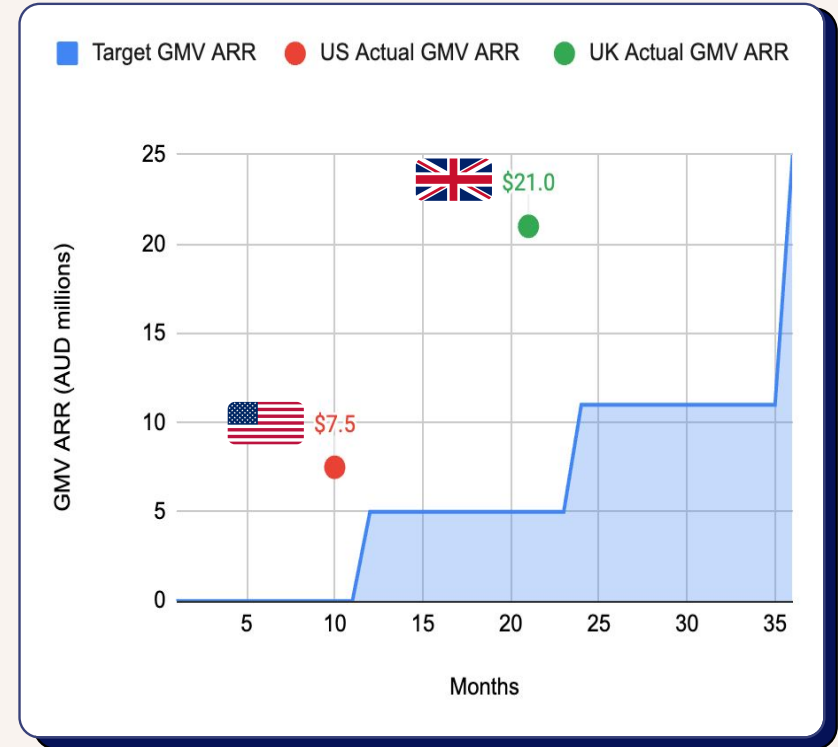
Airtasker UK reached GMV ARR of \$21m in Jun-25 at 21 months from launch date (Oct-23)



Airtasker US reached GMV ARR of \$7.5m in Jun-25 at 10 months from launch date (Sep-24)



In FY26, Q1 and Q2 to maintain GMV levels during seasonal low period with further acceleration in Q3 and Q4.

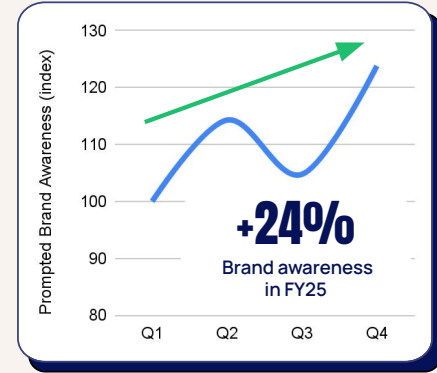


Custom playbook delivering results alongside long term brand investment

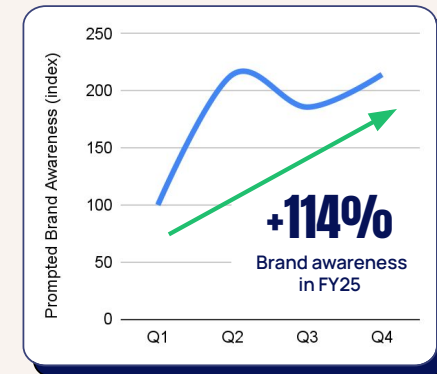
- Our custom built playbook for launching new marketplaces (nicknamed “SHPAB”) enables us to invest in local growth tactics that generate **predictable** marketplace traction.
- In parallel, we invest in the Airtasker brand (notably through our media partnerships) to generate brand awareness that supports **sustainable** long term momentum.
- Our suite of brand partnerships in the US and UK are creating incredible value through local market expertise and networking opportunities as well as powerful media distribution...



Brand awareness in London, UK



Brand awareness in Los Angeles, USA



Raised \$10m equity capital to accelerate growth in the UK and US cornerstoned by iHeartMedia

1



Strong start to FY26 with 1Q26 Airtasker marketplaces¹ revenue up 20.5%² on pcp. Airtasker Australia³ revenue up 12.8%² on pcp - on track for solid double-digit growth in FY26.

2



Airtasker UK 1Q26 revenue up 83.3%² on pcp and Airtasker USA revenue up 609.1%² on pcp - playbook is delivering results with significant opportunity to scale.

3



Raised \$10m equity capital by way of a placement of fully paid ordinary shares to fund a disciplined program of targeted marketing investments into the UK and US marketplaces and to provide additional balance sheet flexibility.

4



iHeartMedia - America's no.1 audio media company with 276 million monthly listeners investing **A\$2.3m⁴** in ASX:ART under the placement as a cornerstone investor.

1. Includes all Airtasker marketplaces (principally Australia, the UK and US) and excludes the Oneflare marketplace.
2. All amounts are unaudited.
3. Excludes the Oneflare marketplace.
4. Subscription is for US\$1.5m based on USD1.00:AUD1.54 exchange rate.

Airtasker

THAAANKS

