7 November 2016

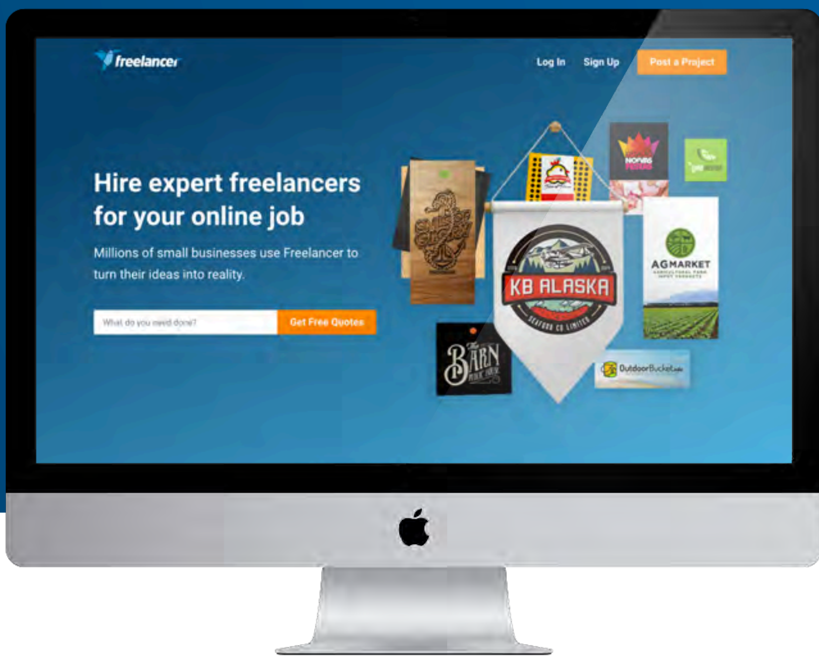
Freelancer Limited

UBS Australia Conference

Matt Barrie

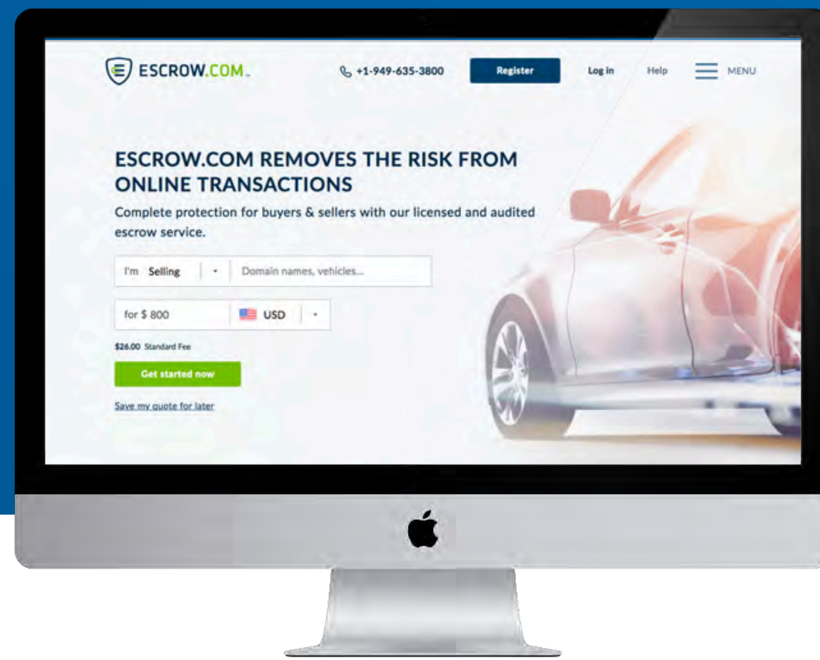
Chief Executive Officer

Freelancer.com



Freelancer.com
#1 Online Services Marketplace
Over **US$3.0 billion** in
projects posted

Escrow.com



Escrow.com
#1 for Secure Online Payments
Over **US$3.0 billion** in
escrow transactions

3Q16 continued strong growth in cash receipts

Delivering on growth in cash receipts and record core volumes, continuing YTD cashflow positive

Cash receipts for Q3 of $12.7 million, up 31% over pcp

- In Q3 2016, the Company booked cash receipts of $12.7 million, up 31% over the prior corresponding period.

Strong Balance Sheet

- As at 30 September 2016, the Company held cash and equivalents of $34.3 million.
- Escrow.com also holds c.$25 million in cash, in trust, off balance sheet.

Positive Operating Cashflow for YTD

- For the 9 months YTD in 2016, the Company had positive operating cashflow of $4.2 million.

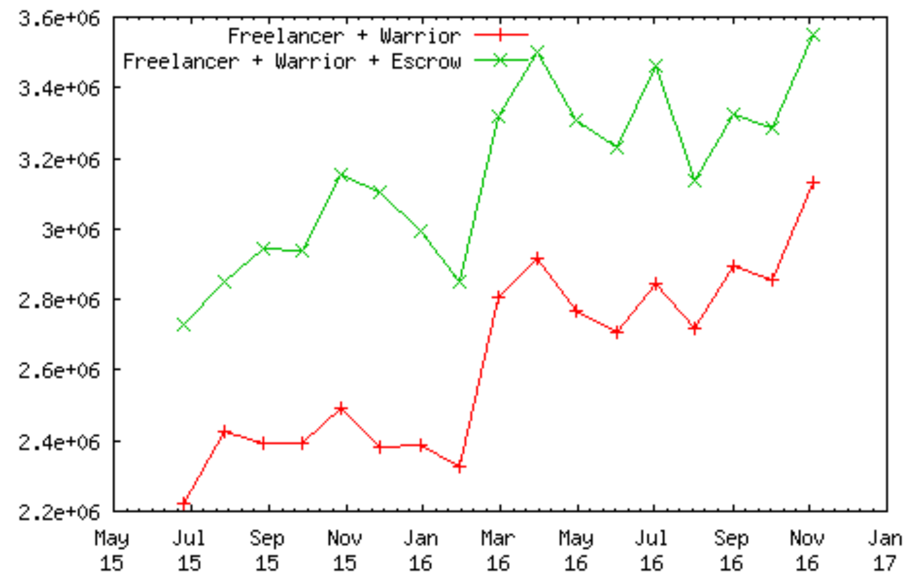
Best quarter ever in core marketplace - an all time record for number of jobs posted, up 47.9% YoY.

Q3 performance detail

Record cash receipts for the third quarter of $12.7 million, up 31% YoY

- In Q3 2016, the Company booked cash receipts of $12.7 million, up 31% over the prior corresponding period.
- For the 9 months year to date, the Company booked cash receipts of $38.8 million, up 47% YoY.
- This result was achieved against the background of a significant appreciation in the Australian Dollar from approximately 0.69 to above 0.78 AUD/USD through this period.

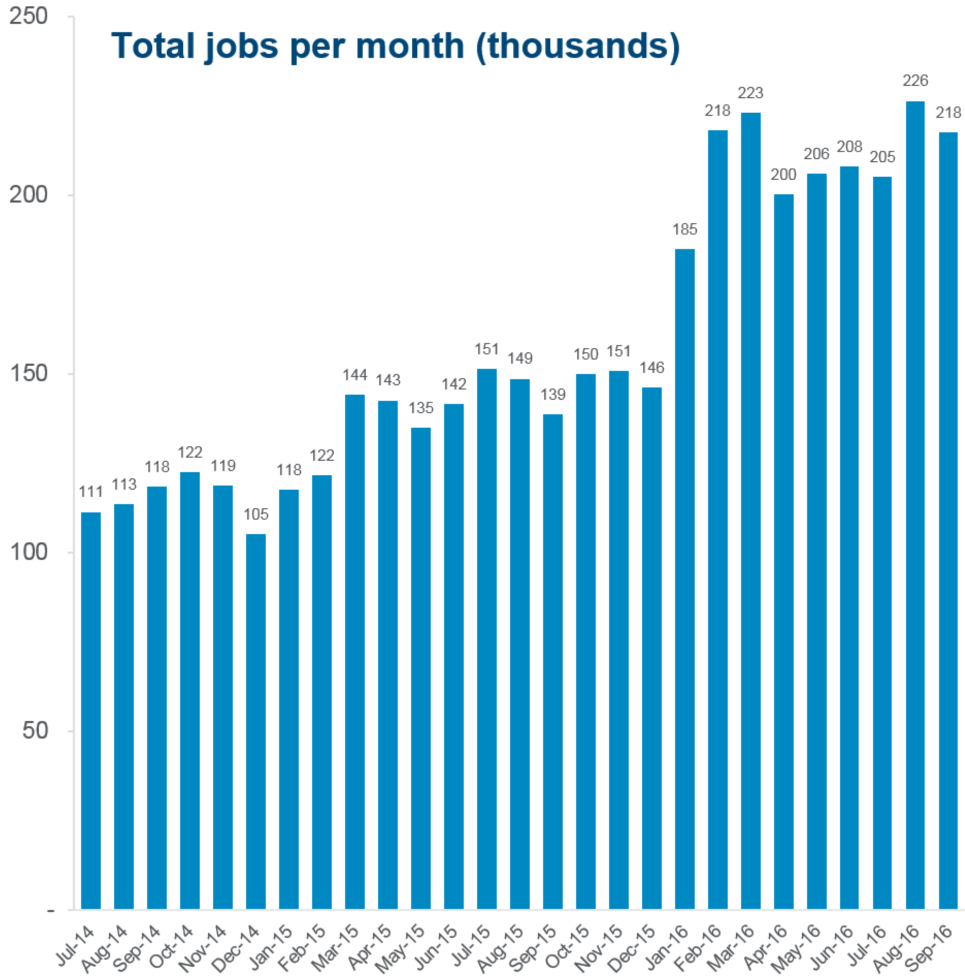
Rolling 30-day revenue by group

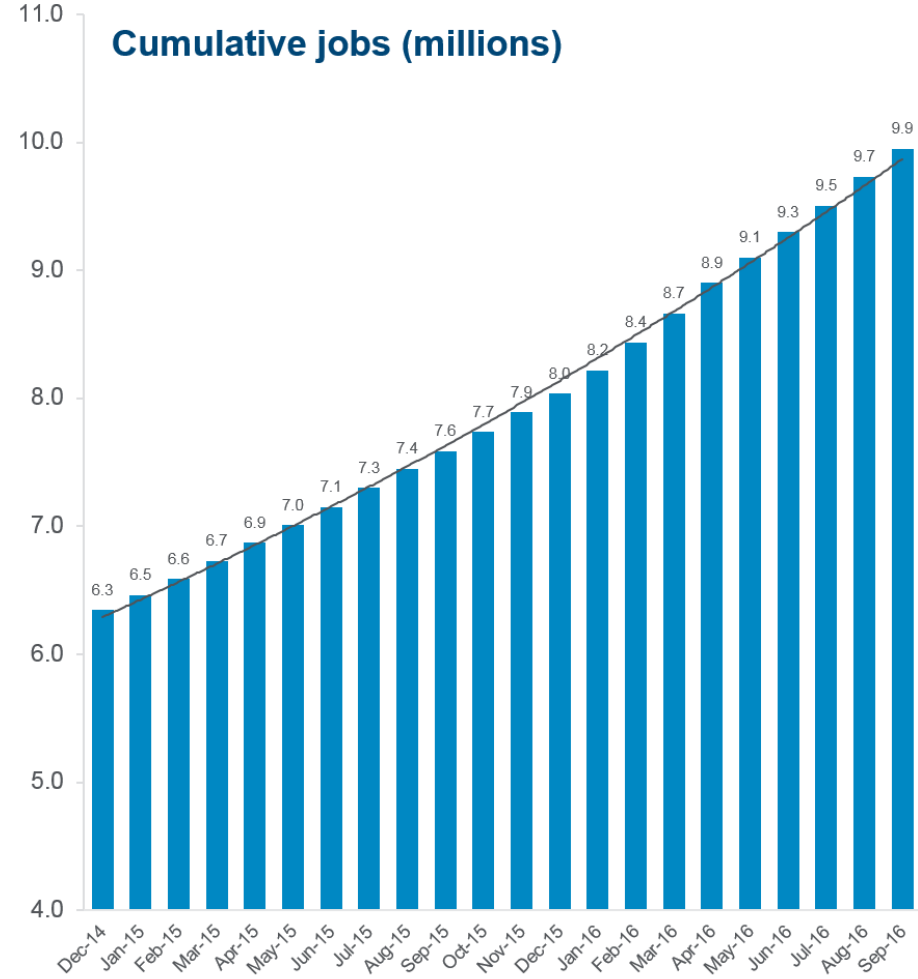


1. Unaudited, USD, to 3 November 2016

Total Jobs Posted (Filtered)[1]

Record quarter for project and contest listings in Q3 2016





1. Total Projects and Contests Posted was redefined in January 2016 to Total Jobs Posted (filtered). 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.

Operational highlights during Q3

Key developments during the quarter

Escrow.com headquarters moves to San Francisco

- A new escrow payments team was hired in San Francisco together with backend support in Sydney.
- Payments are now being processed 30% faster.
- The office in Rancho Santa Margarita has been closed, and Escrow.com's headquarters is now in downtown San Francisco.
- Escrow.com's San Francisco office is supported by engineering, support and other functional groups based in Sydney, Vancouver and Manila.

Mobile launched Version 3 of the iOS App - our biggest release ever

- On mobile, Freelancer now reaches more than 1.2 million active app users globally.
- Distinct from users, the Android app hit a milestone of 1 million downloads last week, while the iOS app has approximately 425,000 downloads.

Operational highlights during Q3

Key developments during the quarter

Local Jobs have now been posted in over 1,000 cities in over 100 countries

- Local jobs can be posted by users anywhere, no matter where they are in the world, and from launch c.18 months ago liquidity continues to grow strongly.
- Globally, the average number of bids per project is seven, and 65% of projects receive a bid within the first hour.
- On average, the first bid arrives within 15 minutes.

Freelancer.com and Escrow.com continue worldwide recognition with major awards

- Freelancer was awarded 12 Stevie Awards, 1 Grand Stevie and 2 People's Choice Awards at the 13th International Business Awards.
- These comprised 6 Gold Stevie Awards, 4 Silver Stevie Awards and 2 Bronze Stevie Awards.
- Escrow.com won a Bronze Stevie in the Financial Services category for Small Company of the Year.


STARTCON
Sean Ellis
Founder of GrowthHackers

Full year outlook

FY16 will be an exceptional year for the Company

- FY16 will be an exceptional year for the Company, with its first full year contribution from Escrow.com.
- Q3 represented a record quarter for the Company in terms of jobs posted.
- 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 fulltime staff
  - Workers looked to the Internet to find new sources of employment

Freelancer delivers yet another record result with strong positive operating cash flow and positive operating EBITDA for 1H16

- Record 1H Net Revenue $26.2m (up 56% on pcp)
- Five year revenue CAGR 52% (FY10-15)
- Record 1H GPV $354.9m (up 453% on pcp)
- Positive 1H Operating Cashflow $4.5m
- Positive 1H Operating EBITDA $0.1m
- Cash & eq. (30 June) $35.2 million (up 9% on 31 Dec)
- First half year contribution from Escrow.com

freelancer

Financial highlights 1H16

Freelancer delivers yet another record result with accelerating revenue and GPV growth, and positive operating EBITDA

- **Record Net Revenue** of $26.2m in 1H16 **(up 56% on pcp, above 5-year CAGR of 52%)**
  - acceleration from 1H15 growth of 41% year on year, FY15 growth of 48% year on year
- **Record Gross Payment Volume**[1] in 1H16 of $354.9m **(up 453% on pcp)**
  - acceleration from FY15 growth of 120% year on year
- Blended take rate[2] of 7.4% across all properties (marketplace and payments)
- **Gross margin of 87%, in line with prior periods**
- **Positive operating cash flow of $4.5m**
  - 2Q16 operating cashflow of $2.6 million up from $1.9 million in 1Q16
- **Positive operating**[3] **EBITDA of $0.1m**
- As at 30 June 2016, **cash and cash equivalents of $35.2 million** (up 9% on 31 December 2015)

1. Gross Payment Volume (GPV) is calculated as the total payments to Freelancer and Escrow users for products and services transacted through the Freelancer and Escrow websites plus total Freelancer and Escrow revenue. Escrow.com contributed to the Company's results from 1 November 2015 to 31 December 2015 (no contribution in 1H15).
2. Take rate is calculated as Net Revenue divided by Gross Payment Volume for the Online Marketplace Segment and Online Payment Services Segment.
3. Exclusive of 1H16 non-cash share based payments expense of $665k (1H15 $466k).

Financial summary 1H16

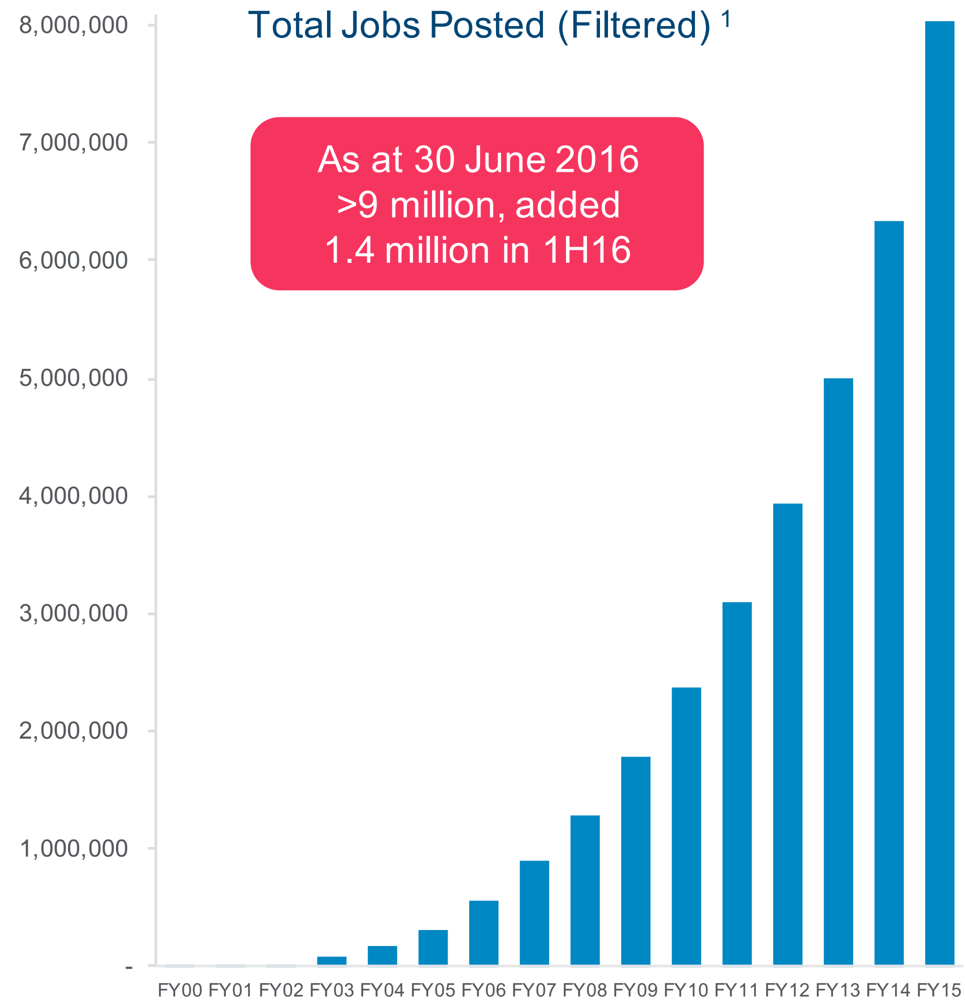
Record net revenue $26.2m (+56%), record GPV $357.1m (+453%), operating cash flow positive $4.5m

A$m, 30 June half year end	1H16	1H15	Change
Net Revenue[1] *($m)*	26.2	16.8	56%
Gross Payment Volume[1,2] *($m)*	354.9	64.1	453%
Take rate[3] (%)	7.4	26.2[4]	nm
Gross margin (%)	87%	88%	1%
Operating EBITDA[5]	0.1	(1.0)	nm
Operating EBIT[5]	(0.3)	(1.2)	nm
Operating NPAT[5]	(0.1)	(0.8)	nm
Operating cash flow *($m)*	4.5	1.1	409%
Cash balance *($m)*	35.2	31.1	13%

1. Net Revenue excluding Escrow.com for 1H16 was $21.8m (up 30.0% on pcp). GPV excluding Escrow.com for 1H16 was $80.9m (up 26% on pcp).
2. Gross Payment Volume (GPV) is calculated as the total payments to Freelancer and Escrow users for products and services transacted through the Freelancer and Escrow websites plus total Freelancer and Escrow revenue. Escrow.com contributed to the Company's results from 1 November 2015 (no contribution in 1H15).
3. Take rate is calculated as Net Revenue divided by Gross Payment Volume for the Online Marketplace Segment and Online Payment Services Segment.
4. For 1H15 for marketplace only. 1H16 marketplace & payments.
5. Operating earnings are exclusive of non-cash share based payments expense of $665k in 1H16 and $466k in 1H15. D&A 1H16 $354k, 1H15 $205k.

Continuation of outstanding marketplace growth (Freelancer.com)

Continues to experience exceptional growth in users and total jobs posted



1. Number of user accounts, and projects/contests posted in the Freelancer marketplace as at 31 December 2015. User, project and contest data includes all users and projects from acquired marketplaces. Prior to 2009, all data is from acquired marketplaces. Total Projects and Contests Posted was redefined in January 2016 to Total Jobs Posted (filtered). 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.

Marketplace dynamics 1H16

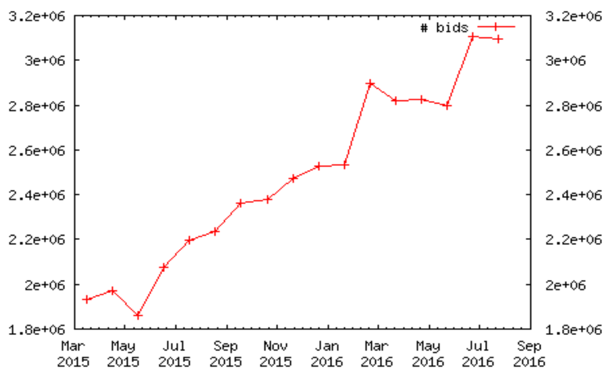
Freelancer continues to break new records and accelerate its growth trajectory

- Key milestones of ~20 million users and >9 million jobs posted.
- Passed US$3.0 billion of all time posted project and contest value in the core business and US$2.975 billion of all time transaction value in Escrow.com.
- Acceleration in the growth of total jobs posted (filtered)[1]
  - added 1.4 million job postings, compared to 1.0 million in 1H15 (up 40% on pcp).
- Strengthening marketplace dynamics
  - the widest range at the lowest cost – continuing to see the marketplace benefits of a reduced minimum project size.
  - average project size of US$164 in 1H16 (down 4.1% from 1H15) continuing to drive greater project volumes.
- Strategic focus continues to remain on increasing revenue growth through conversion optimisation and marketplace efficiency.

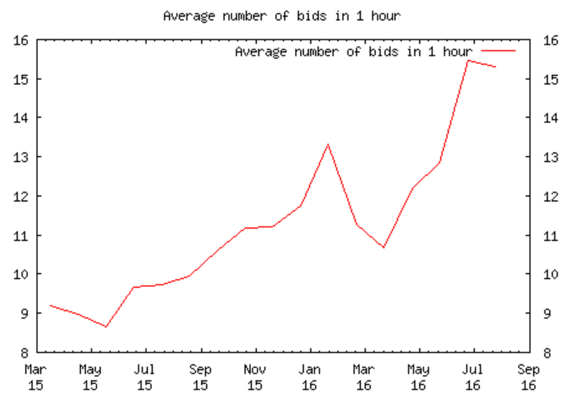
1. Total Projects and Contests Posted was replaced as a metric in January 2016 by Total Jobs Posted (filtered). Jobs Posted (Filtered) is defined as the sum of Total Posted Projects and Total Posted Contests, filtered for spam, advertising, test projects, unawardable or otherwise projects that are deemed bad and unable to be fulfilled.

Liquidity: 74% of projects get a bid within 60 seconds (supply)

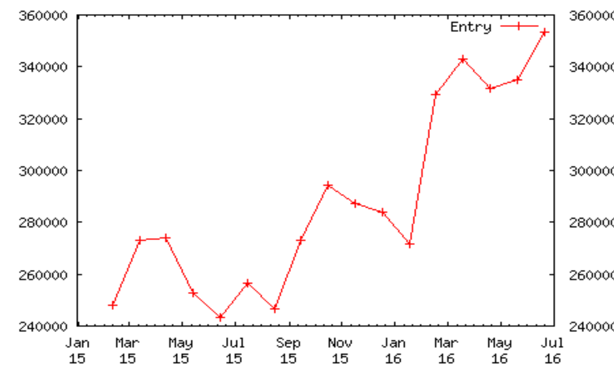
Number of bids on projects



Average number of bids in 1 hour



Number of entries in contests



Actual completed projects

3D Interior Design
by Ehsancgfx $30 AUD

3D Helmet Design
by Alki71 $500 AUD

3D Growler
by FCPRS $150 AUD

Actual contest entries

Mobile App Mockup
by kadyanasantos $100 AUD

Music Album Cover
by razer12 €30 EUR

Healthy Chips Packaging
by medialabcreative $200 USD

Freelancer.com highlights during 1H16

Over 1,460 material incremental changes were made to Freelancer.com and 380 for Escrow.com in 1H16

- **Payments** – addition of Chinese Yuan, addition of key new gateways including AliPay and UnionPay (China), iDEAL (Netherlands), SOFORT Banking (Germany, Austria, Belgium), Giropay (Germany), Interac (Canada), Bancontact / Mister Cash (Belgium), and Dotpay (Poland), also introduced daily express withdrawals for outbound payments.
- **Mobile** – 82% of projects now touch mobile, memberships have been fully deployed into both Android and iOS, and credit card support has been added to Mobile Web.
- **Contests** – instant chat was released within contest entries, and the user interface overhauled in terms of rating entries and giving feedback.
- **Memberships** have been completely overhauled and re-deployed, together with other refinements including the launch of Professional and Premier memberships.
- **Local jobs** now sees 65% of projects with bids in less than one hour and average of 9 bids per project (competitors advertise ~3 bids per project). Local jobs also now has a 24/7 customer support team.
- **International** – now across 34 languages on 52 international sites (14 added in 1H16), and a significant increase and focus on non-English community content.
- **Messaging** has seen a 48% year-on-year increase in active threads, and launched audio and video calls.

Escrow.com highlights during 1H16

The Escrow.com team has made major progress in the re-architecture of the legacy Escrow.com platform for growth

- **Record key metrics in 1H16**: added 40,679 users (up 18.7% on pcp) and 30,372 transactions (up 20% on pcp).
- **Operations**: secured lease for new San Francisco head office (moving from Southern California). Addition of support teams in three more locations (Vancouver, Sydney, Manila). Addition of a processing support team in Sydney. Extension of support hours and new offering of multilingual support. Rollout of support quality assurance globally.
- **Infrastructure**: Migration of technical stack to cloud hosted AWS (Amazon Web Services) and away from legacy infrastructure, rebuilt trust accounting system (about to be deployed).
- **Engineering**: Deployment of new public facing website, redevelopment of automated API interface for partners and affiliates.
- **Management**: Hired Danny Raja as Vice President of Sales (formerly with Box and Yammer).

Escrow.com has completed the majority of technical work moving the infrastructure from legacy co-location to the Amazon EC2 cloud.

Group highlights during 1H16

Multiple award wins and research initiation by UBS

UBS Investment Bank initiates research coverage

- Initiation report published in April 2016.

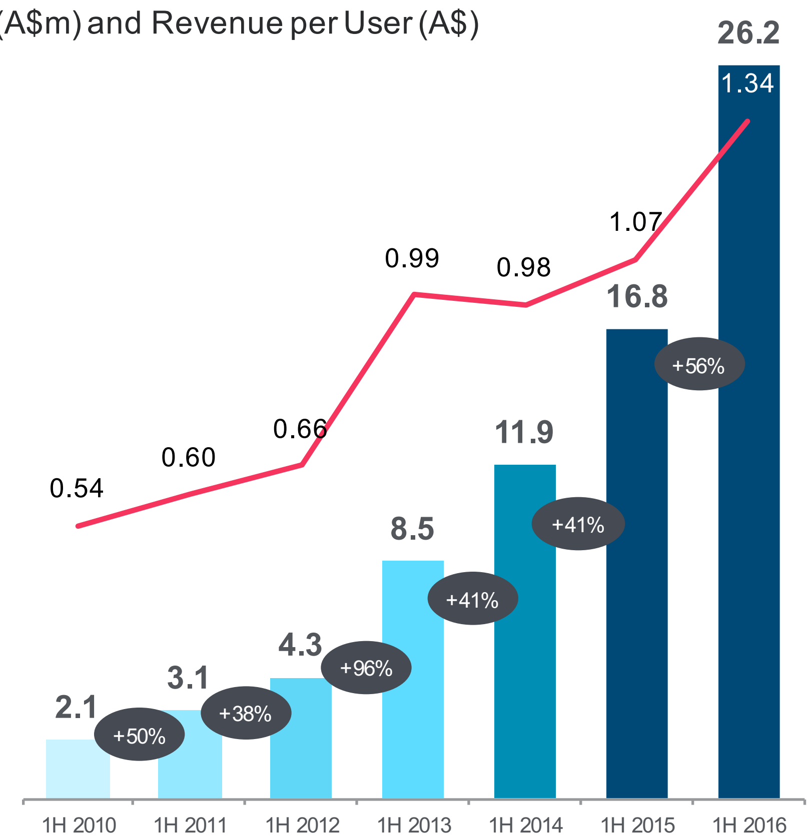
Continues to dominate awards

- Won 2 Webby Awards including Best Employment Website & People's Voice, as well as Official Honoree Award, bringing all time total to 10 Webby Awards, "The Internet's Highest Honour".
- Escrow.com won Export of the Year in the 2016 NSW iAwards.
- Winner of 4 APAC Stevie Awards, bringing all time total to 26 Stevie Awards.

Revenue growth

Record 1H16 net revenue of $26.2m, up 56% on prior corresponding period

Net Revenue (A$m) and Revenue per User (A$)



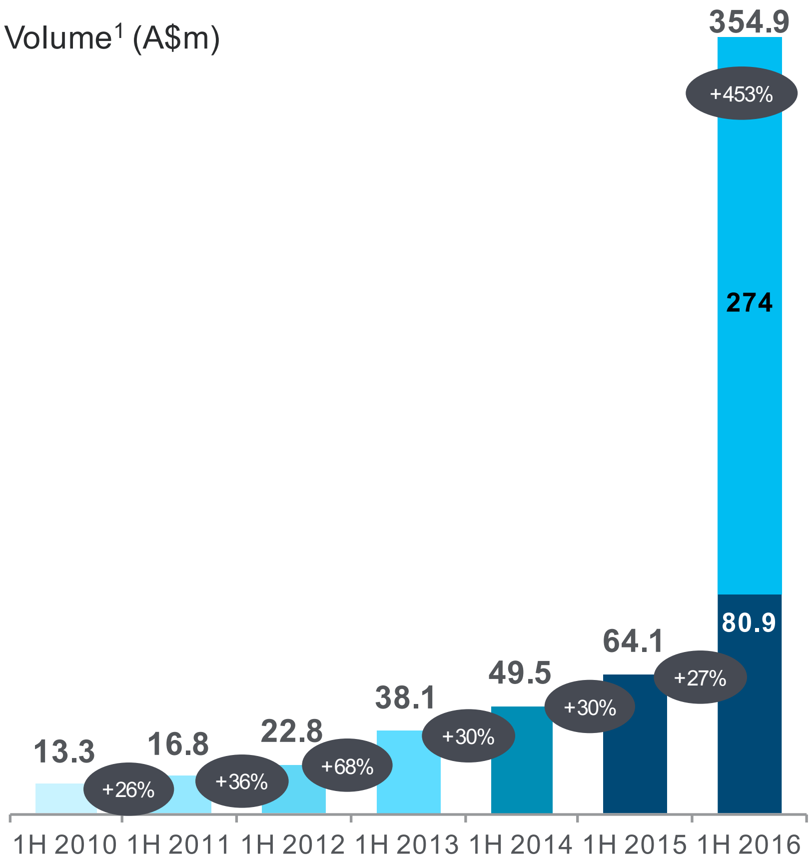
Revenue (A$m)	**2.1**	**3.1**	**4.3**	**8.5**	**11.9**	**16.8**	**26.2**
Growth on pcp	-	50.4%	37.7%	96.3%	40.8%	40.8%	56.2%
Revenue per user (A$)	0.54	0.60	0.66	0.99	0.98	1.07	1.34
Gross margin	82.6%	86.7%	87.4%	87.6%	88.3%	87.8%	86.7%

- Record 1H16 Net Revenue of $26.2m, up 56% on 1H15
  - Freelancer core contribution: $21.8m, up 30% on 1H15
  - Escrow.com contribution: A$4.3m (up 18% on 1H15 in constant USD & 5-year CAGR of 13%)
- Continued to grow revenue on a per registered user basis
- Group revenue growth of 56% accelerating from 48% FY15 year on year
- Consistently high gross margin, 87% in 1H16
  - Escrow.com has a slightly higher cost of sales line driven by secure payments nature of business
- Key revenue growth drivers
  - increased project & contest acquisition
  - increased marketplace efficiency and conversion rate optimisation across all platforms
  - product development & increased take up of value-added services
  - increased take-up and optimisation of memberships, in particular annual memberships
  - full half year contribution of Escrow.com
- Minimal impact of FX translation given cross-rate landscape during 1H16

Gross payment volume

Record Gross Payment Volume[1] (GPV) of $354.9m (up 453% on pcp) driven by Escrow.com contribution

Gross Payment Volume[1] (A$m)



GPV (A$m)	**13.3**	**16.8**	**22.8**	**38.1**	**49.5**	**64.1**	**354.9**
Growth on pcp	-	26.0%	35.5%	67.5%	29.9%	29.7%	453%

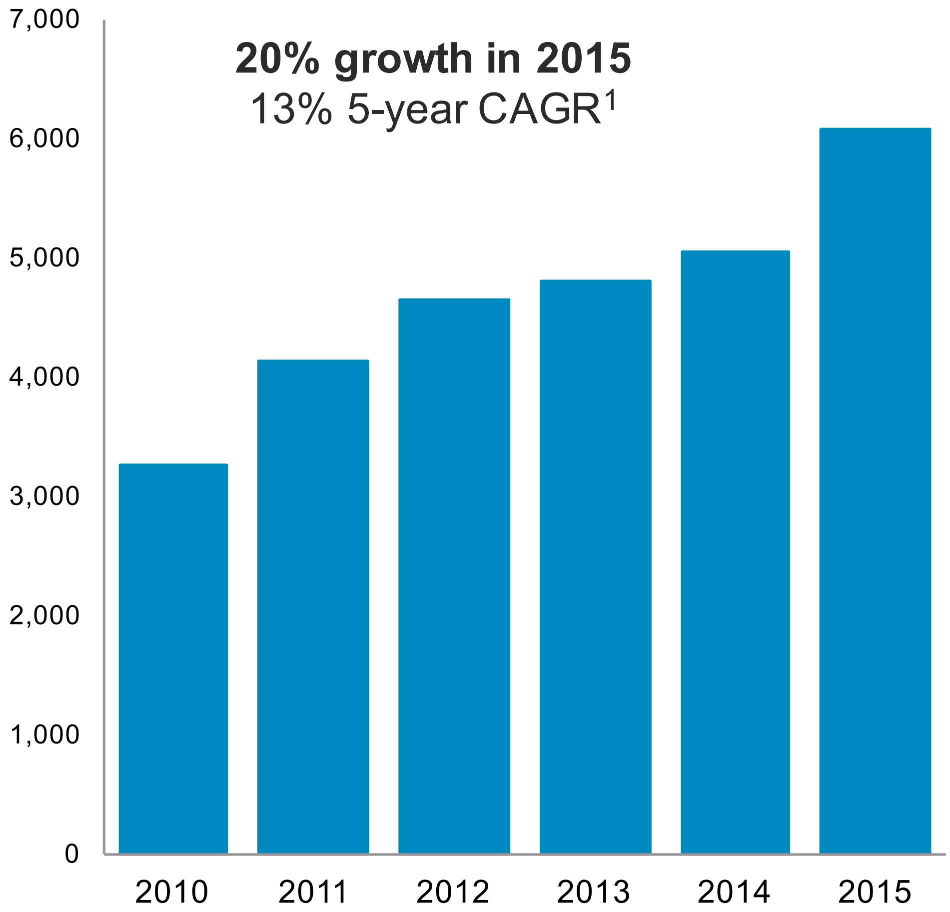
- Record GPV of $354.9m up 453% on 1H15
- Freelancer core marketplace segment growth of 26% on pcp
  - contribution of $80.9 million
- Escrow.com payments segment contribution of $274 million
- Revenue growth has been achieved against a flat marketplace take rate of 13% (3% fee for employers of project value, 10% fee for freelancers of project value)
- Key GPV growth drivers
  - user, project and contest acquisition
  - conversion rate optimisation
  - addition of partner volume in Escrow.com
  - optimisation and re-engineering of Escrow.com platform
  - addition of languages and currencies

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 plus total Revenue. Based on Freelancer's unaudited management accounts which have not been subject to an auditors review. 1H16 average AUDUSD of 0.7397.

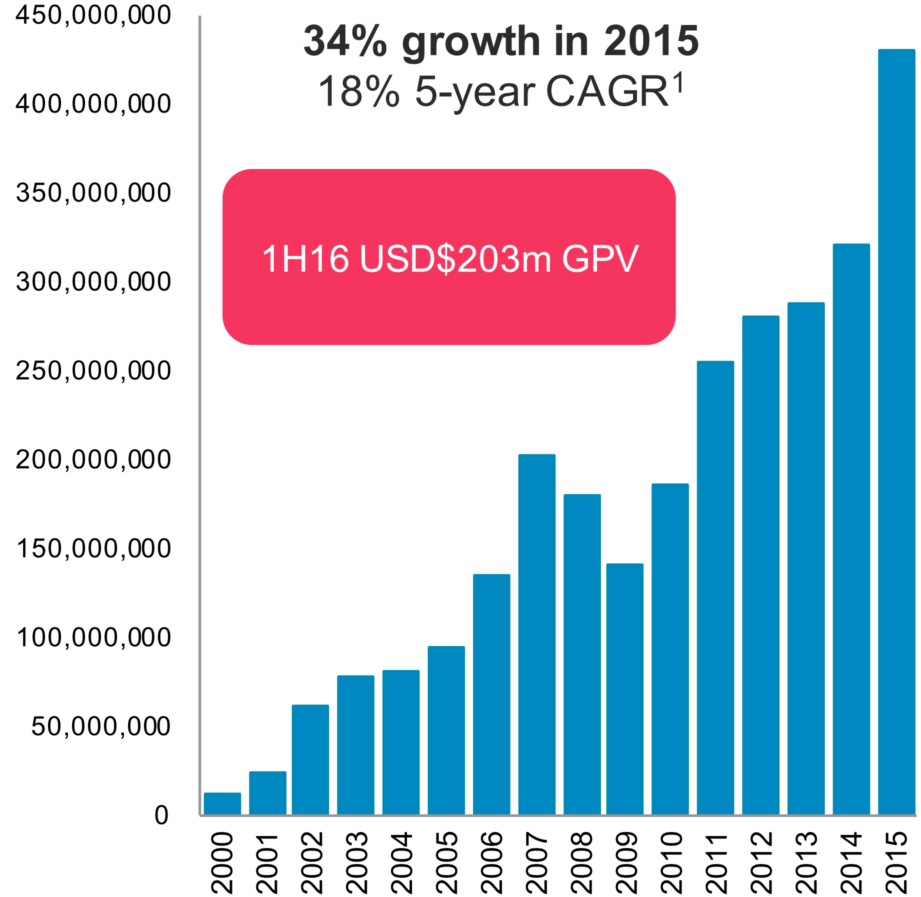
Escrow.com financial performance

1H16 & FY15 significant step up on historical financial performance

Revenue (US$ '000)



Gross Payment Volume (GPV) (US$)



[1] Calendar years 2009 to 2014

Summary profit & loss statement

Continued focus on re-investment in product development, user experience, user/project acquisition and customer service

(A$m) Half-year to 30 June	1H 2015 Actual	1H 2016 Actual	Change
Net Revenue	**16.8**	**26.2**	56%
Gross Profit	**14.7**	**22.7**	54%
margin (%)	*87.8%*	*86.7%*	110bp
Employee expenses	(8.3)	(11.1)	34%
Administrative expenses	(3.6)	(4.5)	22%
Marketing related expenses	(2.4)	(5.2)	113%
Occupancy costs	(1.3)	(1.5)	15%
FX gains / (losses)	(0.1)	(0.4)	nm
Depreciation & amortisation	(0.2)	(0.4)	nm
Share based payments expense	(0.5)	(0.7)	nm
EBITDA	**(1.5)**	**(0.6)**	nm
EBIT	**(1.7)**	**(0.9)**	nm
NPAT	**(1.3)**	**(0.8)**	nm
Excluding share based payments expenses[1]			
Operating EBITDA	**(1.0)**	**0.1**	nm
Operating EBIT	**(1.2)**	**(0.3)**	nm
Operating NPAT	**(0.8)**	**(0.1)**	nm

- Record 1H16 Net Revenue of $26.2m, up 56% on 1H15
  - Freelancer core contribution: $21.8m, up 30% on 1H15
  - Escrow.com contribution: $4.3m (up 18% on 1H15 in constant USD terms)
- Key expense analysis
  - employee expenses in line with headcount growth and step-up post acquisition of Escrow.com and new Escrow.com hires
  - administrative expenses including hosting and cloud provider costs, growing at a slower rate than revenue
  - step up in marketing costs occurred mostly in 2H15 (2H15 $4.5m, predominantly search engine and other attributable marketing)
  - occupancy costs growing within current leases, noting the addition of SoCal Escrow.com office, and going forward relocation of that office to San Francisco (resulting in ~30% less rental expense for Escrow.com)
- Other key notes:
  - reduction in tax benefit due to Escrow.com being domiciled and profitable on a segment basis in the United States, paying taxes even when group is at an NPAT loss position

1. Exclusive of 1H16 non-cash share based payments expense of $665k (1H15 $466k).

Summary balance sheet

Strong balance sheet and no net debt

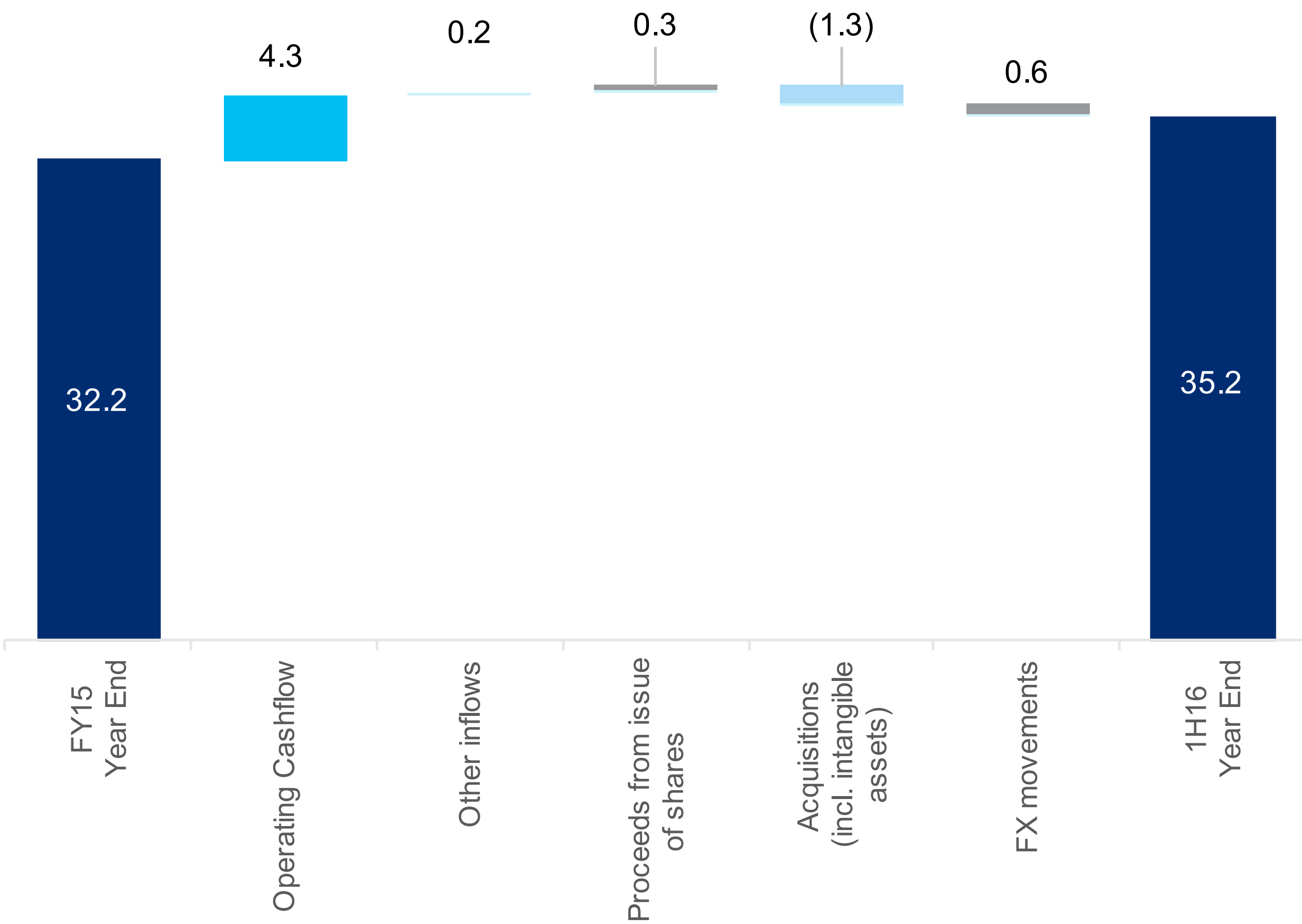
(A$m)	2H 2015 Actual	1H 2016 Actual	Change
Cash and cash equivalents	32.2	35.2	9%
Trade and other receivables	3.6	4.0	11%
Other assets	1.4	1.2	(14%)
Plant and equipment	1.7	1.6	(5%)
Intangibles	23.9	24.9	4%
Deferred tax assets	2.9	3.2	11%
Total assets	**65.6**	**70.0**	**7%**
Trade and other payables	28.4	32.1	13%
Other liabilities	2.3	2.9	26%
Total liabilities	**30.7**	**34.9**	**14%**
Net assets	**34.9**	**35.1**	**1%**
Contributed equity	37.3	37.6	1%
Reserves	1.2	1.9	55%
Retained earnings	(3.6)	(4.4)	21%
Total equity	**34.9**	**35.1**	**1%**

- Total cash of $35.2m on balance sheet as at 30 June 2016
- Additional $26.3m of cash held off balance sheet, in trust, as part of Escrow.com's business operations (note this fluctuates +/- $10m depending on day of week recorded due to inflows & disbursements)
- No net debt
- Notes on specific line items:
  - trade receivables include gateway receivables from various payment gateways, these have grown and are expected to continue to grow in line with transaction volume growth
  - intangibles increased with purchase of domain name unrelated to existing businesses (~$1m)
  - trade payables include user obligations, which have grown and are expected to continue to grow in line with transaction and user growth

Cash flow profile

Re-investing for growth, with positive operating cashflow of $4.5 million in 1H16

Cash Balance/Flows (A$m)



- 31 December 2015 cash balance of $32.2m
- Positive operating cashflow of $4.5m
- Exchange rate impacts on cash primarily relate to weakening AUD predominantly against USD ($0.6m)
- Acquisitions relate to intangible assets (domain names) and minor capex
- Proceeds from issue of shares relate only to paying-up of existing ESP shares
- Total cash at period end of $35.2m

Key operational highlights 1H16

Moved Escrow.com head office to San Francisco and continued investment in talent to drive growth in FY16

Total staff of 469 FTE at 30 June 2016, up 7% from 440 as at 31 December 2015

Unique investment thematics

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

- The on-demand and crowdsourced economy
- Rapidly increasing internet penetration of emerging markets
- The rise of online education
- Rising sophistication in emerging markets labour
- Software & mobile eating the world
- Structural imbalances in global labour markets
- Thrives in deflationary environment (the first GFC launched the industry)
- Massive market – up to $5 trillion TAM (5 billion people live on $10/day or less)
- Fintech & transition of global commerce to online (through Escrow.com)
- Global Income (>95% of revenue is outside Australia: USD, GBP, EUR, CAD, etc.)

Freelancer Limited

COMPANY

LOGO DESIGNS FROM $30

Build that business you’ve always wanted.

You bring the vision, we have the talent, tailored to your budget.

MOBILE APP MOCKUPS FROM $300

Your idea, brought to life in stunning visuals.

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

T-SHIRT DESIGNS JUST FROM $30

Your dream project, only better.

We can make your dreams come real, no matter how large or small your ambition or budget.

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

3D MODEL DESIGN OF A
VR HELMET FOR $500

We help entrepreneurs build the future.

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

freelancer

Change Lives.

We are changing lives in the developing world by providing opportunity and income.

> "After two years I've been doing really well on Freelancer.com. The earnings are very good and now I have a lot of respect among my friends and family members. Thanks Freelancer for everything!

Shahzaib S.
Graphic Designer
Karachi, Pakistan

★★★★★
4.9 / 5.0 rating, 67 reviews.

“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.

Global, Multilingual, Multicurrency

52 Regional Websites

North America
- US (International)
- Canada
- Jamaica

Africa
- South Africa
- Kenya

Europe
- United Kingdom
- European Union
- France
- Germany
- Greece
- Portugal
- Spain
- Czech Republic
- Sweden
- Iceland
- Ireland
- Italy
- Netherlands
- Turkey
- Poland
- Romania
- 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

34 Supported Languages

Languages

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

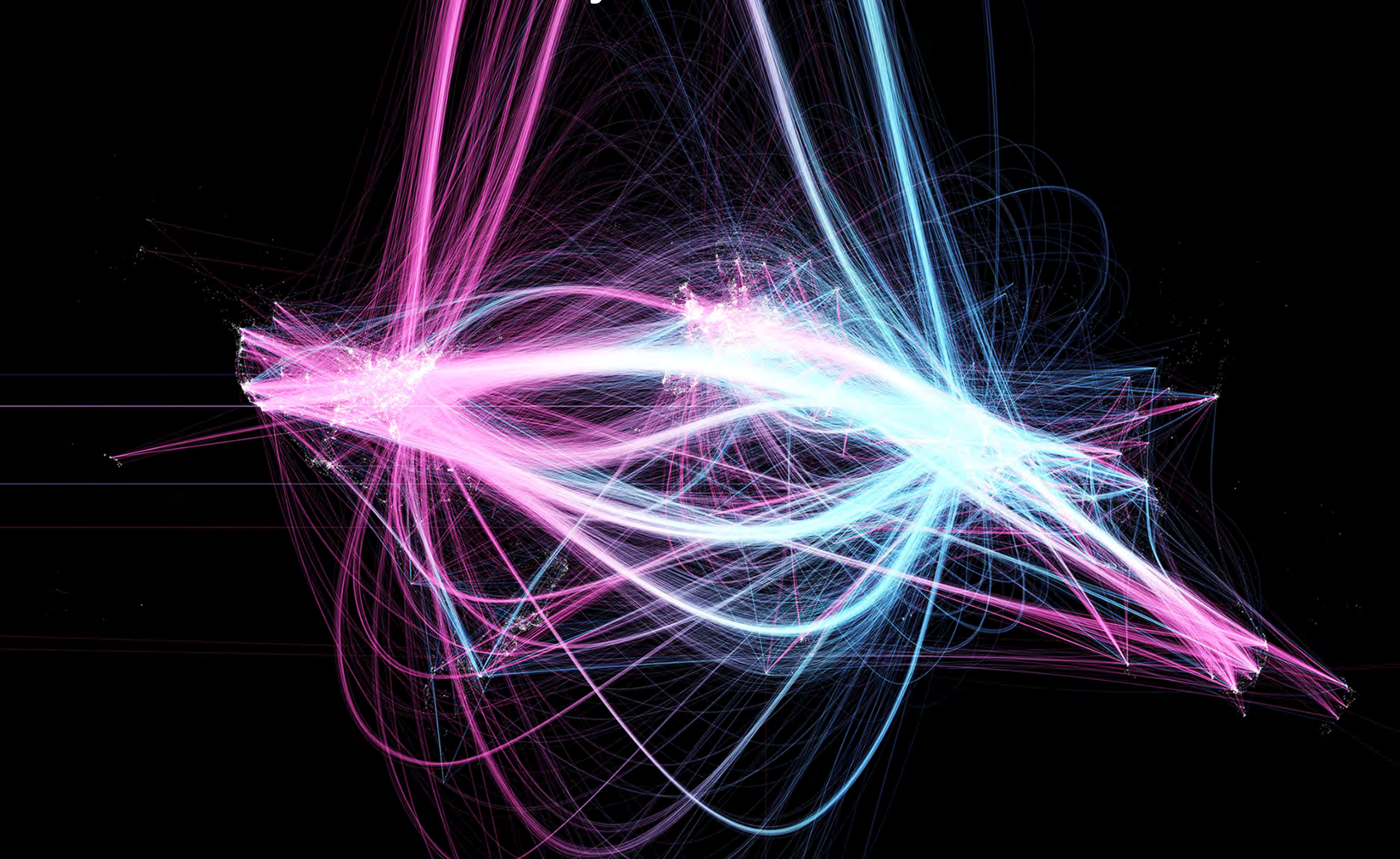
21 Supported Currencies

Currencies

USD	CLP	NZD
AUD	JMD	PHP
CAD	IDR	PLN
EUR	MXN	SGD
GBP	SEK	BRL
HKD	JPY	ZAR
INR	MYR	CNY

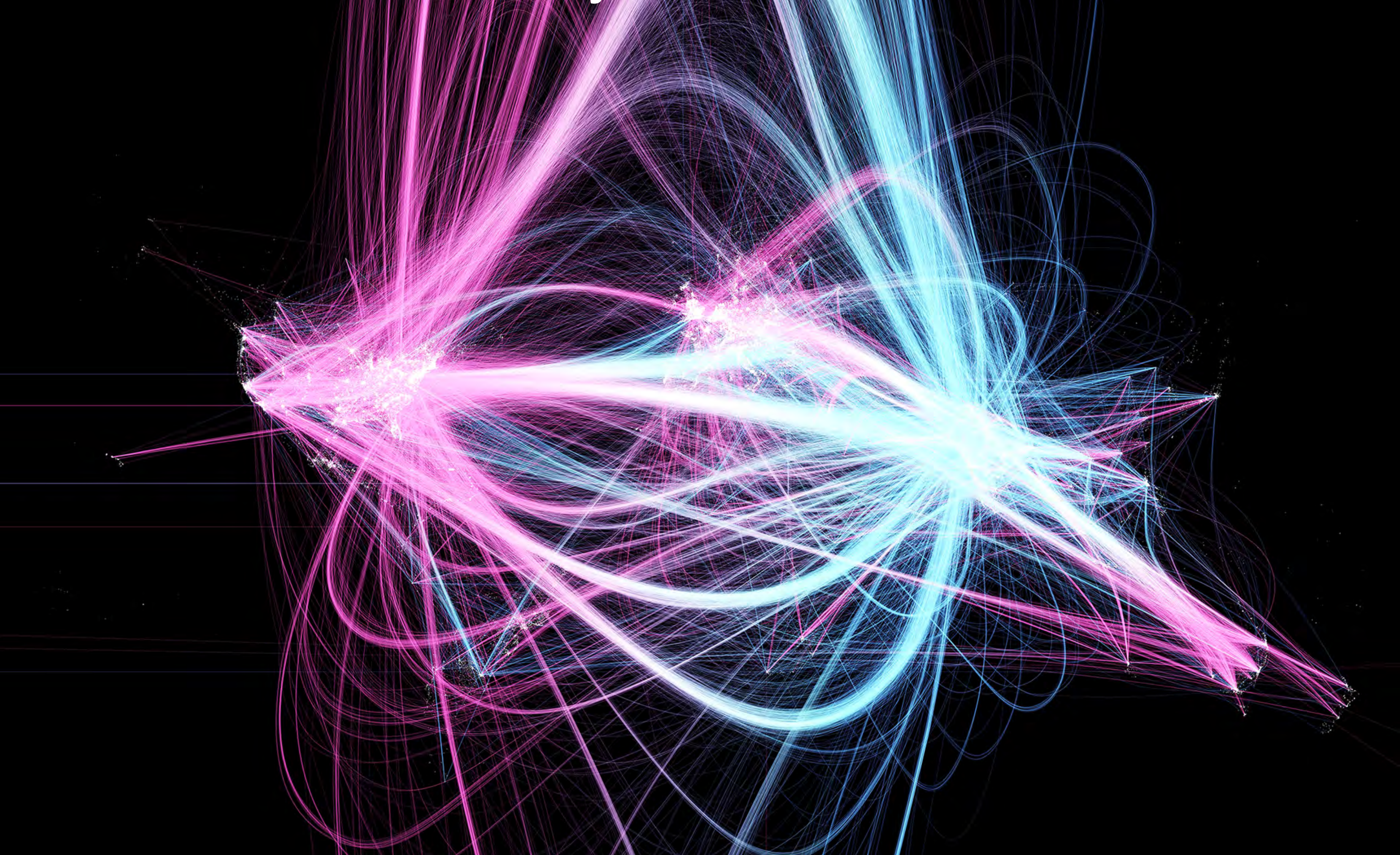
24 x 7 x 365
Multilingual Support Team

Freelancer's **Online Economy** in 2014



Note: Sample of projects awarded in 2014. 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 2015

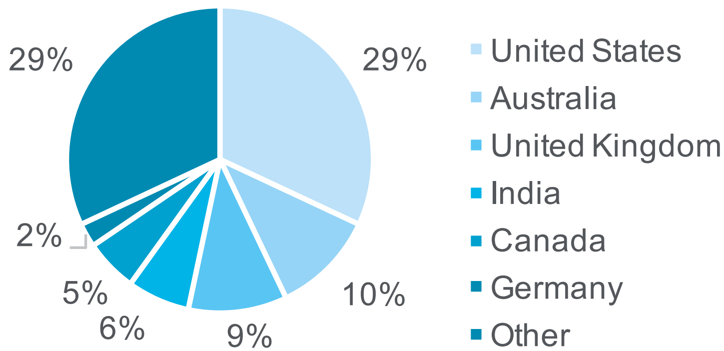


Note: Sample of projects awarded in 2015. The pink lines indicate where projects are being posted by employers, and the blue lines indicate where the projects are being performed by freelancers. Thicker lines indicate a higher volume of work. White dots indicate the location of Freelancer’s users. Edges are sampled data from awarded projects in the period indicated.

Marketplace dynamics

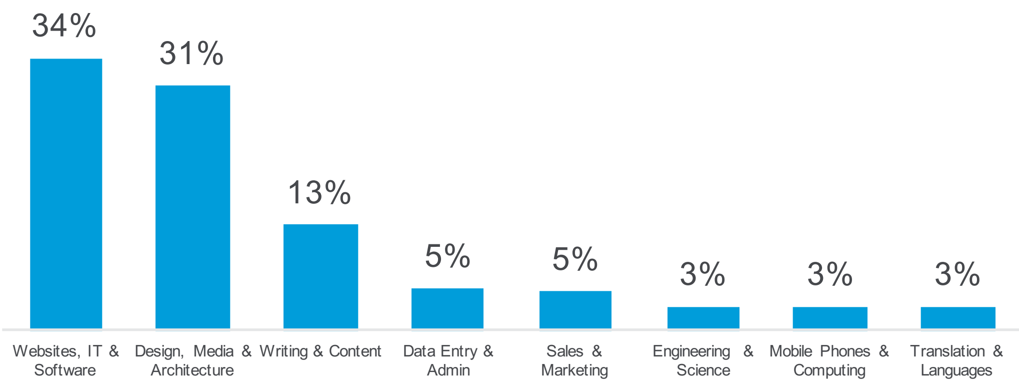
"Every job, every country, every language, every currency, at any time"

Top country sources for completed projects in 1H16[1]

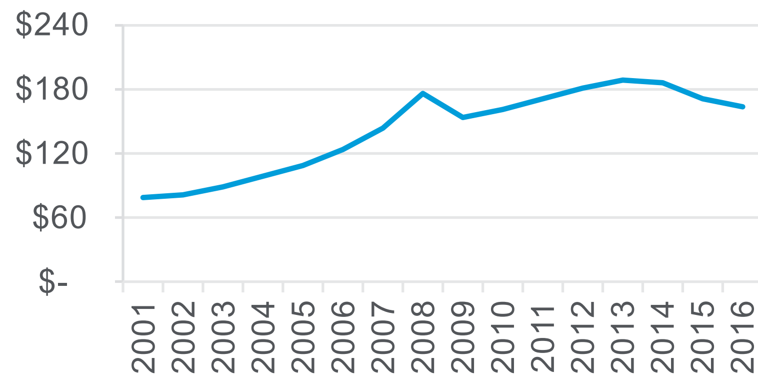


- c.900 job categories as diverse as Aerospace Engineering, Biotechnology, Sales, Manufacturing, Mechanical Engineering, etc.
- c.100 categories of local jobs launched in 2015
- Complexity & sophistication growing year by year
- Average completed project US$164 in 1H16[3]

Top completed project categories by volume in 1H16[2]



Average Completed Project Value (US$)[3]

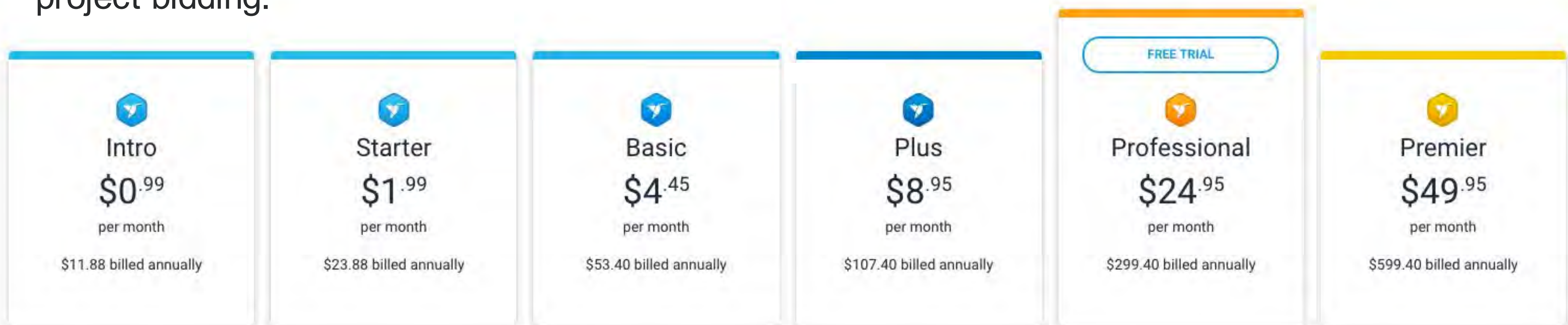


1. Based on the number of completed projects that were posted in 2015.
2. Based on the value of project payments for projects that were posted in 2015.
3. Value is better described as "average completed budget value" as over payments are not included in this calculation and this figure is an under estimate of true average project value.

Revenue Model

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

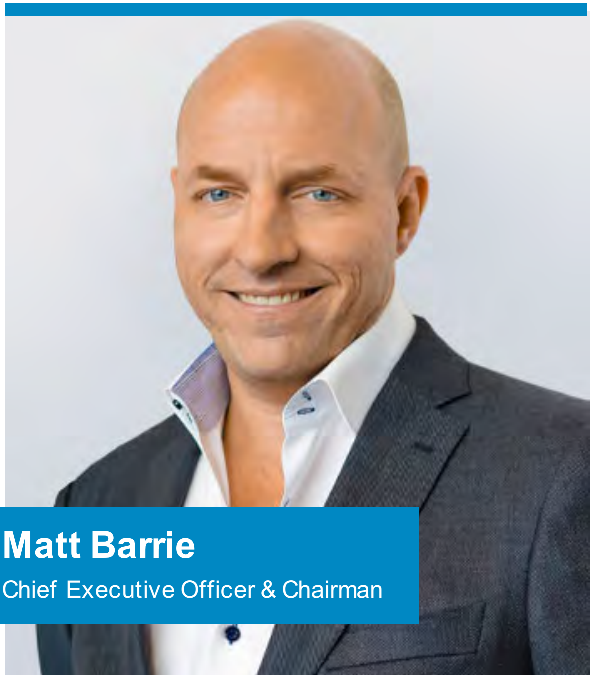
- For employers it's free to post a project, free to review bids, free to talk and review samples
  - 3% project commissions paid by employers when a project is awarded and accepted
- For freelancers it's free to view projects posted, free to bid on projects, free to talk to employers and provide samples 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

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

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 Aptrix.

Christopher Koch
Deputy Chief Financial Officer
M.Fin (INSEAD) LLB (Hons I) B.Ec F. Fin GAICD

Christopher Koch is Deputy Chief Financial Officer. He has $35+ billion of transactional experience in investment and merchant banking, with a focus on technology, and is a former Director at UBS Investment Bank. Christopher completed his masters in finance at INSEAD (France and Singapore campuses), and read economics and law with first class honours at the University of Adelaide.

Peter Phillips
Vice President, Engineering
BSc (Hons I) PhD (Computer Science)

Peter Phillips is Vice President of Engineering at Freelancer. In this role, he is responsible for leading the global engineering teams and defining and executing the company's operating and technical direction. Peter has extensive experience in software engineering, scalable infrastructure and IT management.

Amir Massoudi
Director, Growth
S.Eng, MSc (Computer Science)

Amir Massoudi is a Director of Growth at Freelancer. In this role, he oversees all revenue, product management, data science and customer operations.
Amir holds a masters degree (by research) in Computer Science specialising in Machine Learning and Computer Vision from University of New South Wales

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.

Nicholas de Jong
Vice President, Security & Operations
BE (UNSW)

Nicholas de Jong is the Vice President of Security & Operations. Previously he co-founded Sensory Networks (acquired by Intel Corporation) and co-founder of Julius Finance Corporation. Prior to that he was Chief Information Officer, Sensory Networks. Chief Security Analyst, Securify (New York) and Security Consultant, Kroll O'Gara (New York).

Adam Byrnes
Senior Director, International
BE (Electrical) (Hons I) / BSc (Adv) (Physics)

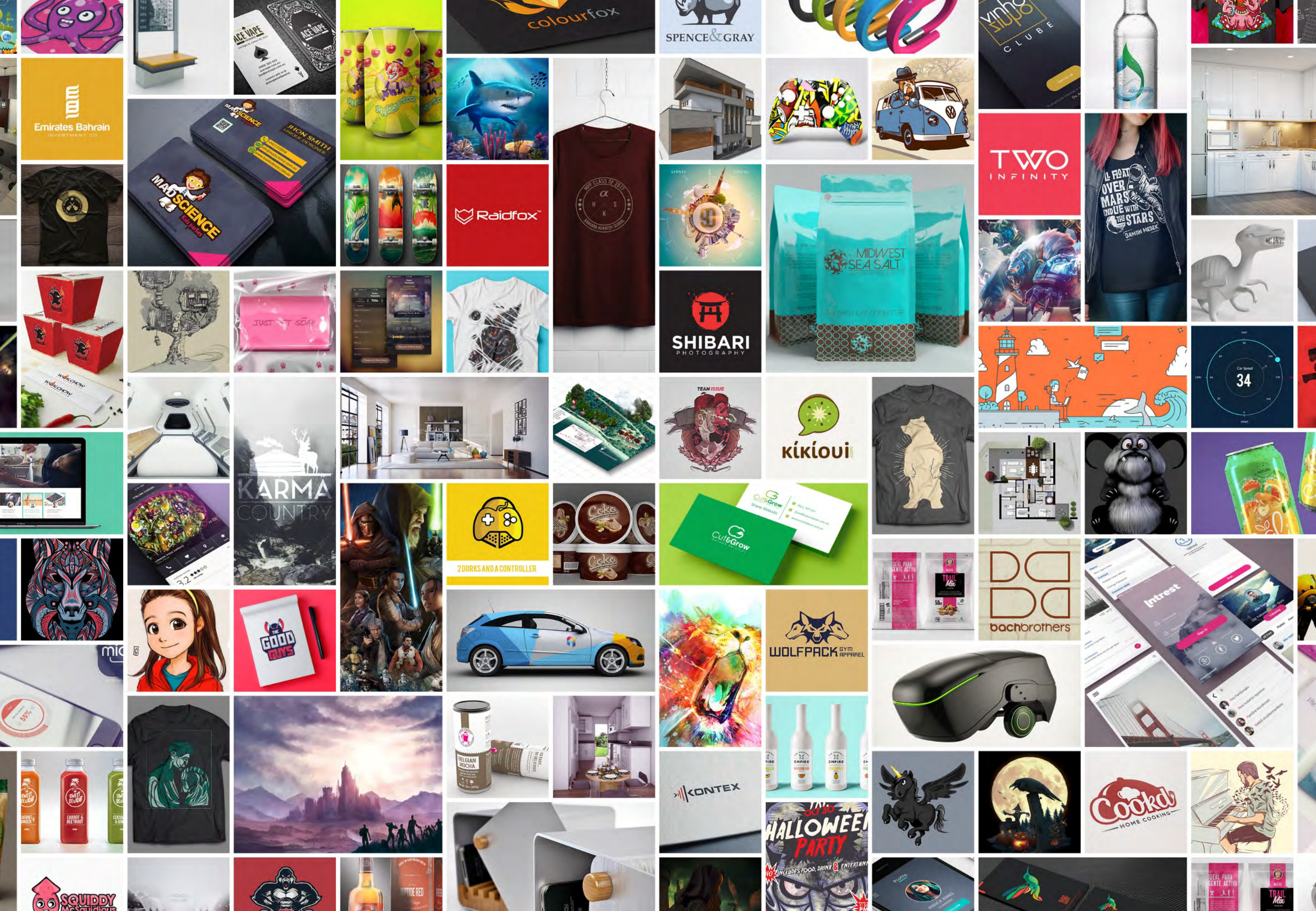
Adam Byrnes is responsible for expanding Freelancer across the world, particularly into markets that are dominated by non-english native speakers, such as Asia and Latin-America. He leads teams in public relations, content, marketing and translation, and has been responsible for launching Freelancer's websites internationally, including 40 dedicated regional sites and 31 languages.

Sebastián Siseles
Director, International
JD (University of Buenos Aires) / MBA (University of 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

Freelancer Limited

JOB EXAMPLES


colourfox
SPENCE&GRAY
Emirates Bahrain
MAD SCIENCE
Raidfox
TWO
INFINITY
SHIBARI
PHOTOGRAPHY
MIDWEST
SEA SALT
KARMA
COUNTRY
TEAM ISSUE
kikioui
Car Speed
34
2 DORKS AND A CONTROLLER
Cut&Grow
bachbrothers
WOLFPACK GYM APPAREL
THE GOOD GUYS
KONTEX
HALLOWEEN
PARTY
Cookd
HOME COOKING
SQUIDDY

3D rendering of a villa from 2D floor plan for $100

Bids	Avg Bid (USD)	Project Budget (USD)
64	$114	$30 - $250

COMPLETED

Project Description

We are building a resort and this will be the first step in designing this resort. Once I am satisfied with the work, I will reward site plan and villa allocation, reception design, restaurant and bar etc. Please note I would like my villa to look like the attached sample picture to show it to the owner. Please fill free to add your creativity if you choose but keep within the theme.

Project offered by:

☆☆☆☆☆ 0.0 (0 Reviews)

VERIFIED

Skills required

3D Design, Building Architecture, Creative Design, Home Design, Interior Design

Post a Project like this

Project ID: 6900309

Report Project

FREELANCERS AWARDED	REPUTATION	BUDGET (USD)
jlacape · 2 days ago Portfolio ✓ Accepted	★★★★★ 5.0 $ 5.4 5 Reviews 100% Completion Rate	$100 in 4 days Hire Me!

3D Rendering of a Villa from 2D Floor Plan

By jlacape US$100

1.6k 7 20

Website for Fresh Futures for $277

Bids	Avg Bid (AUD)	Project Budget (AUD)
36	$174	$30 - $250

COMPLETED

Project Description

Fresh Futures requires a website design of its existing page. We need only 3 - 5 pages to be created and deisgned. All colours and decision have been made. you will be required to provide us with all files and photos at the end of the project and work with us until your images have been uploaded and finished designing.

About the employer

★★★★★ 5.0 (8 Reviews)

VERIFIED

Skills required

Graphic Design, User Interface / IA, Website Design

Post a Project like this

Project ID: 5497032

Report Project

FREELANCERS AWARDED	REPUTATION	BID (AUD)
Only1Design · 4 months ago Portfolio Completed - Freelancer not yet rated	★★★★★ 4.9 $ 6.3 46 Reviews 69% Completion Rate	$277 in 3 days Hire Me!

Website for Fresh Futures

By Only1Design AU$277

155.9k 1 32

Paper towel design and render for CAD $55

Bids	Avg Bid (CAD)	Project Budget (CAD)
12	$56	$10 - $50

COMPLETED

Project Description

Design of a Paper Towel holder.
Dimensions 11" x 1.625" dia

The design needs to be unique and modern. Completed in 7 days.
3-4 designs required
You must include:
- STEP or IGES file format
- Rendering
- STL
- Description explaining your design

About the employer:
5.0 (9 Reviews)
VERIFIED

Skills required

3D Animation, 3D Modelling, 3D Rendering

Additional Files: Example.jpg

Post a Project like this

Project ID: 5486257
Report Project

FREELANCERS AWARDED	REPUTATION	BID (CAD)
Blucero - hace un año	5.0 $ 1.3 1 Review 100% Completion Rate	$55 in 3 days Hire Me!

Portfolio

Completed - Freelancer rated

Paper Towel Design and Render

By Blucero CAD$55

1.3k 6 15

Source: https://www.freelancer.com/jobs/threed-modelling-Rendering/Create-model-product-Printed/

freelancer Hire Freelancers Work Manage Help AUD $356.89

/ My Projects /

OPEN · 6 DAYS LEFT

Create a logo for Raidfox

$500 USD

Description Entries Handover

100% Promote My Contest

435 Total Entries

View: (435) All Entries Sort by: Relevance

by paxslg
Entry #70
2 8

by paxslg
Entry #156
2 0

by Starwinner
Entry #304
1 12

by taganherbord
Entry #76
1 1

by thefrenzilicious
Entry #435
1 5

by rashedhannani
Entry #163
1 0

by taganherbord
Entry #340
1 1

by nixRa
Entry #200
1 2

freelancer Hire Freelancers Work Manage Help AUD $356.89

/ My Projects /

OPEN · 6 DAYS LEFT

3D Rendering of my penthouse

$177 USD

Description Entries Handover

100% Promote My Contest

30 Total Entries

View: (30) All Entries Sort by: Relevance

by archmamun
Entry #30
★★★★★ ♥ 2 8

by SDBcIndia
Entry #9
★★★★★ ♥ 2 0

by asviridenko92
Entry #8
★★★★★ ♥ 1 12

by WaOne1987
Entry #26
★★★★★ ♥ 1 1

by epinagar
Entry #27
★★★★★ ♥ 1 5

by epinagar
Entry #20
★★★★☆ ♥ 1 0

by archmamun
Entry #12
★★★★☆ ♥ 1 1

by SDBcIndia
Entry #10
★★★★☆ ♥ 1 2

freelancer Hire Freelancers Work Manage Help AUD $356.89

/ My Projects /

OPEN · 6 DAYS LEFT

Design me Metallic Street Furniture

€374 EUR

Description Entries Handover 100% Promote My Contest

50 Total Entries View: (50) All Entries Sort by: Relevance

by kvp77
Entry #43
2 8

by aniketSS
Entry #38
2 0

by RajAsodia
Entry #2
1 12

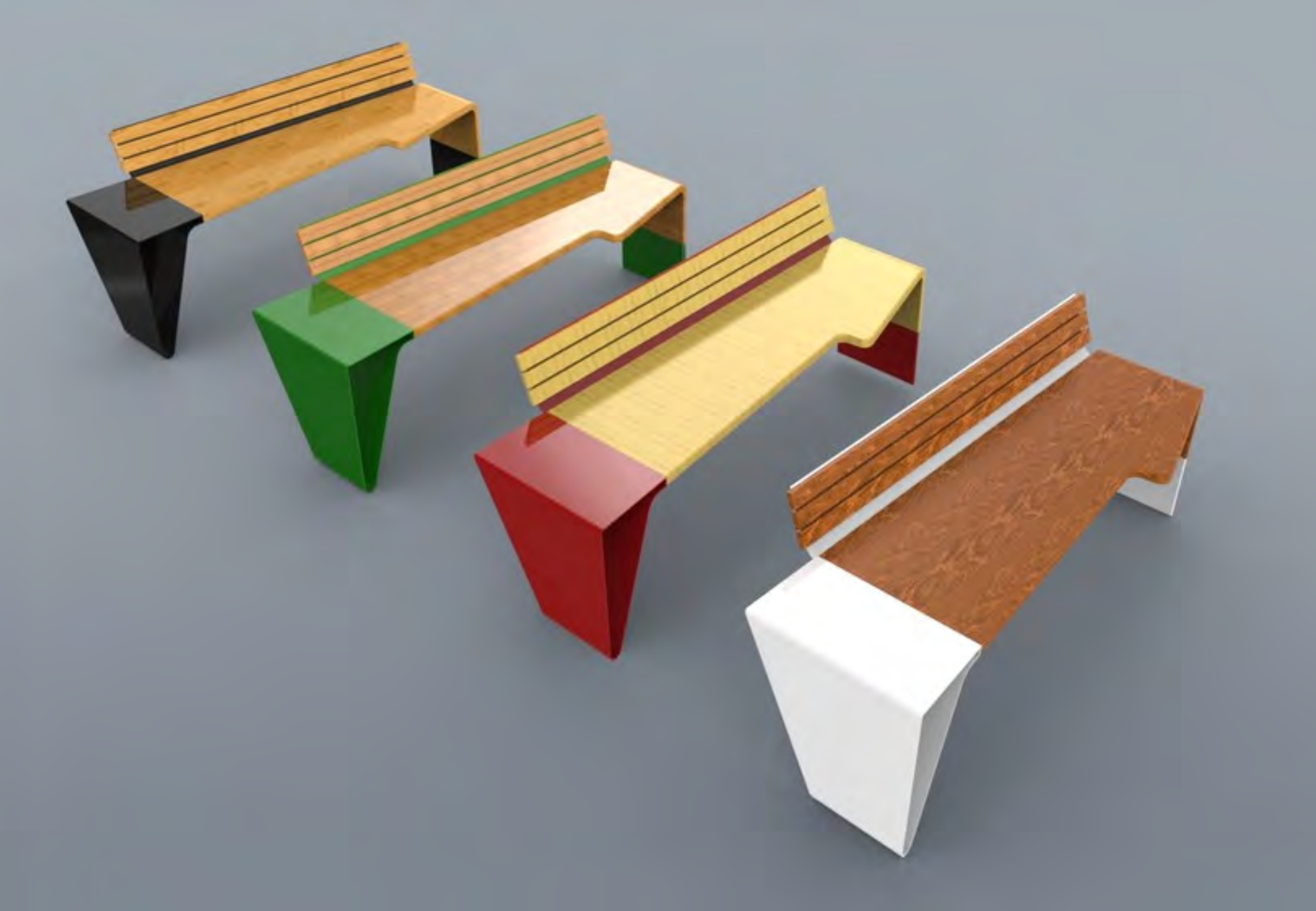
by BruteF
Entry #1
1 1

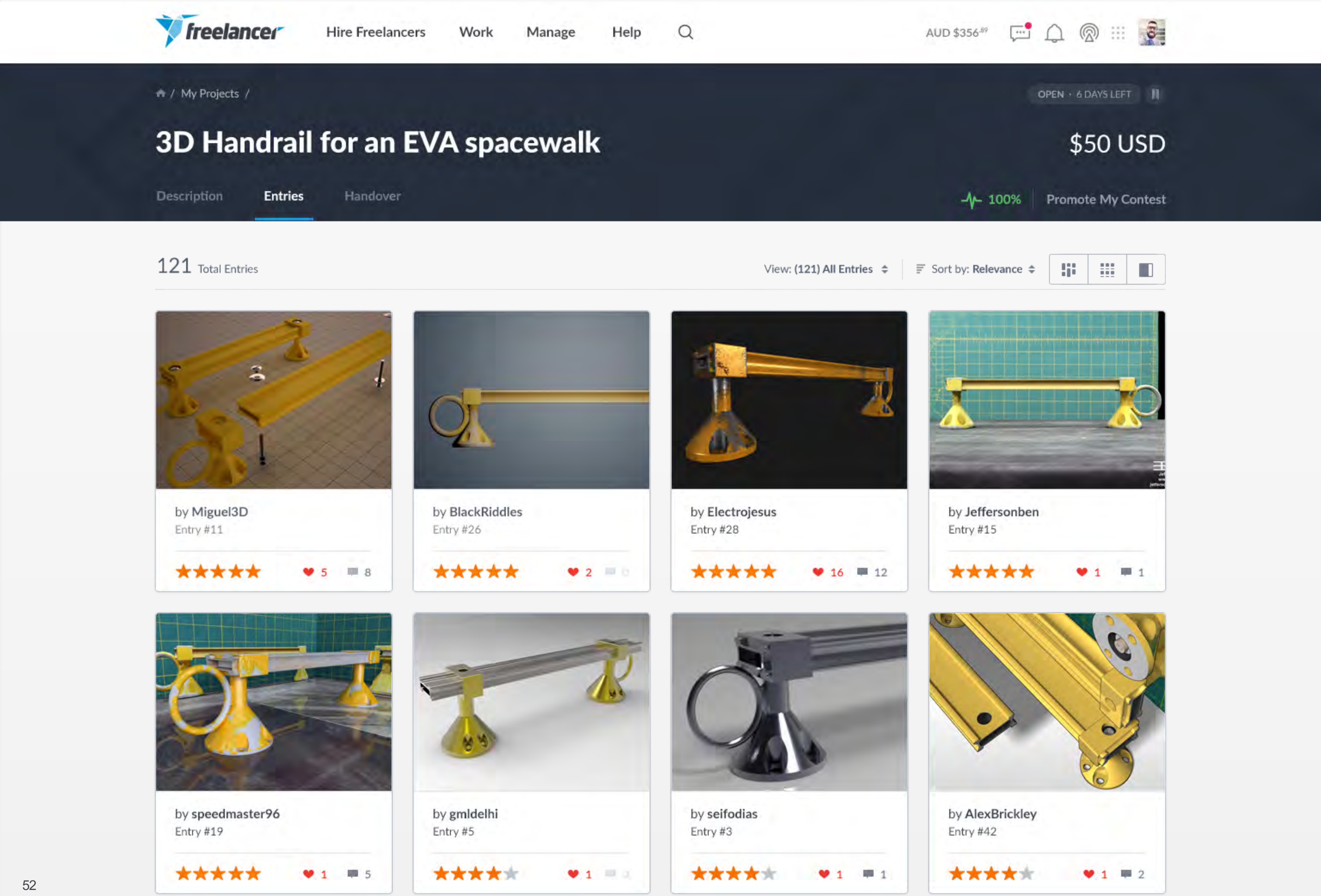
by headplate
Entry #30
1 5

by aniketSS
Entry #50
1 0

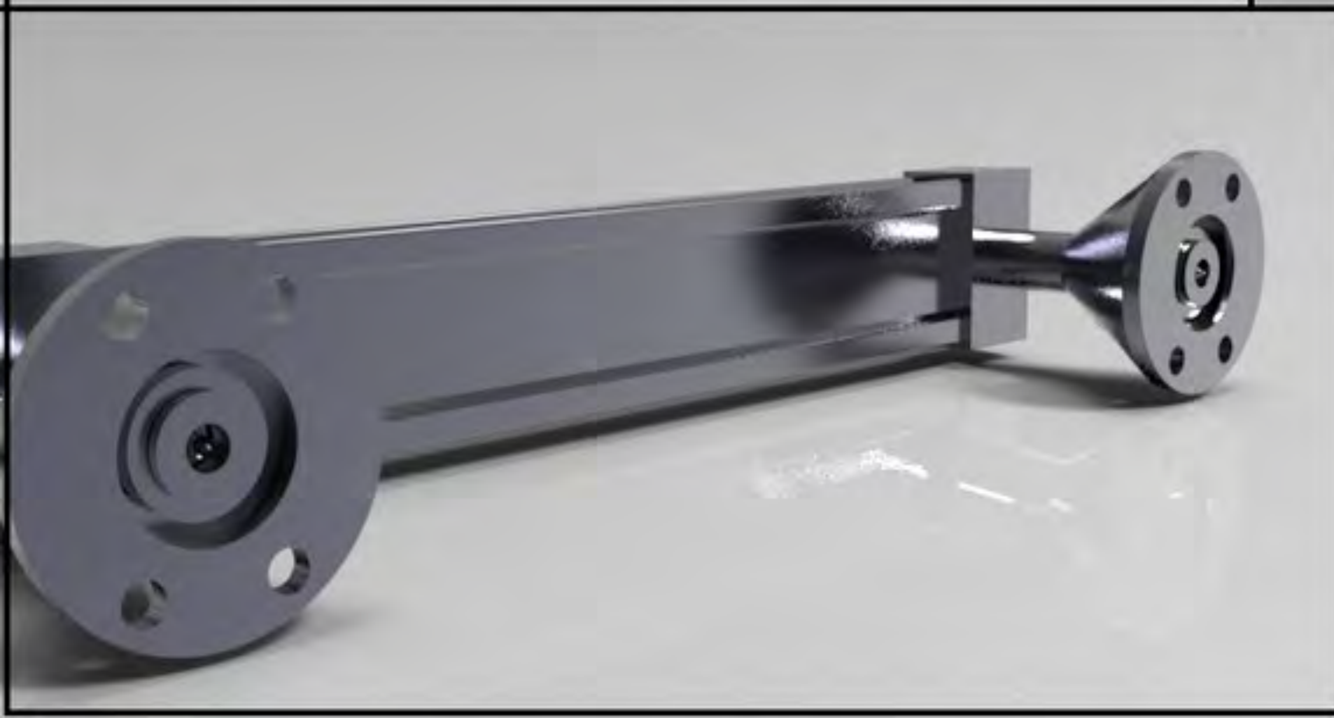
by kvp77
Entry #3
1 1

by zacky250
Entry #11
1 2



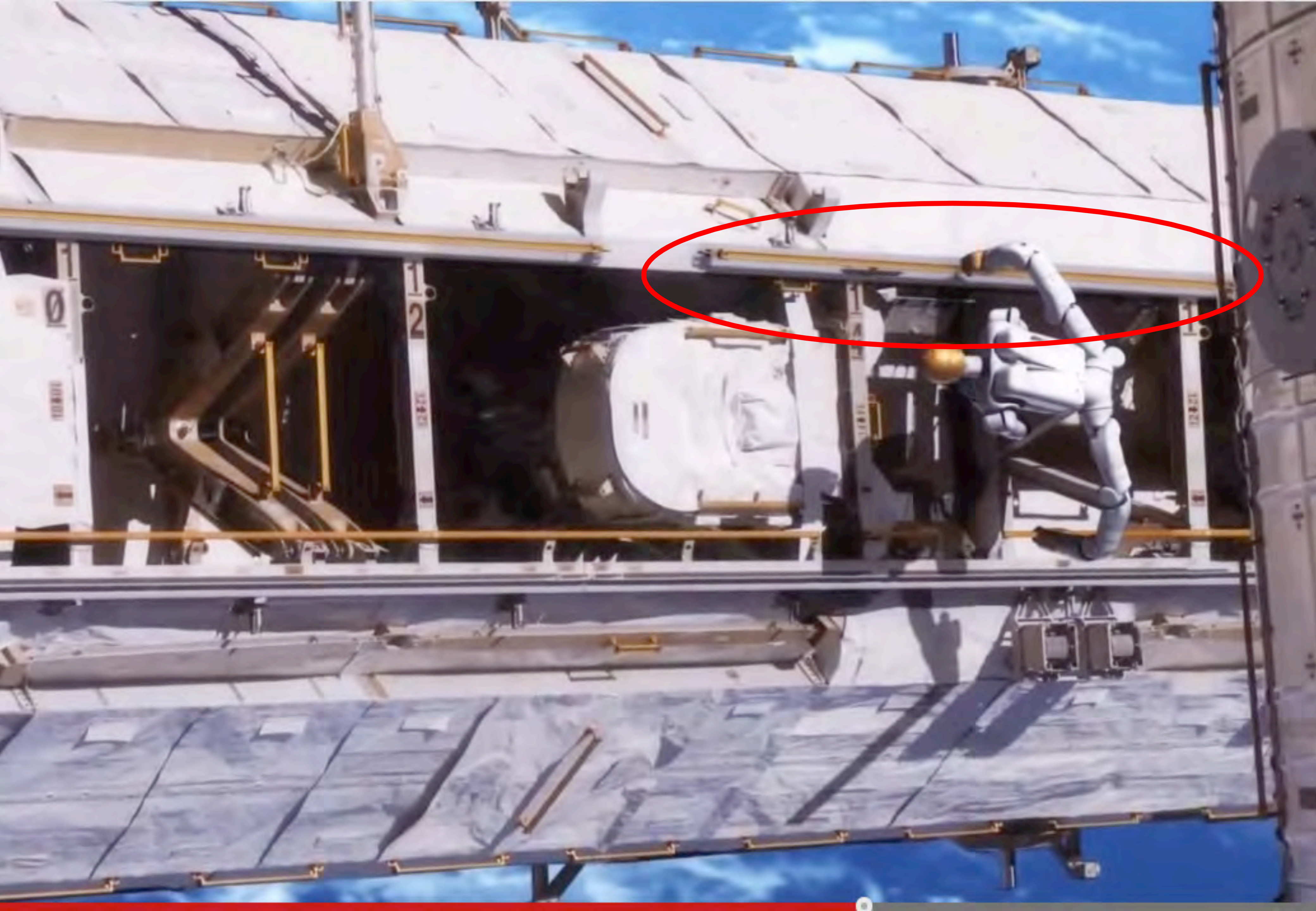

freelancer
Hire Freelancers
Work
Manage
Help
AUD $356.89
My Projects /
OPEN · 6 DAYS LEFT
3D Handrail for an EVA spacewalk
$50 USD
Description
Entries
Handover
100%
Promote My Contest
121 Total Entries
View: (121) All Entries
Sort by: Relevance
by Miguel3D
Entry #11
5
8
by BlackRiddles
Entry #26
2
by Electrojesus
Entry #28
16
12
by Jeffersonben
Entry #15
1
1
by speedmaster96
Entry #19
1
5
by gmldelhi
Entry #5
1
by seifodias
Entry #3
1
1
by AlexBrickley
Entry #42
1
2







Robonaut 2 delivered February 2011 to the ISS.
Pictured here with Zero-G leg upgrade which will
allow EVA spacewalks via external handrails.



2016

FREELANCER & NASA TEAM UP TO PUSH THE BOUNDARIES OF HUMAN INNOVATION

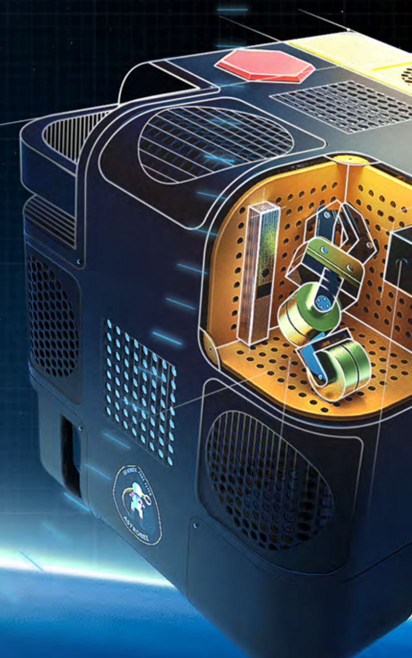
In the latest set of challenges, we will designing a robotic arm for the Astrobee, the next generation of free flying robots on the International Space Station.

50+ CHALLENGES PLANNED

NASA Tournament Lab

freelancer®

88 COUNTRIES PARTICIPATING



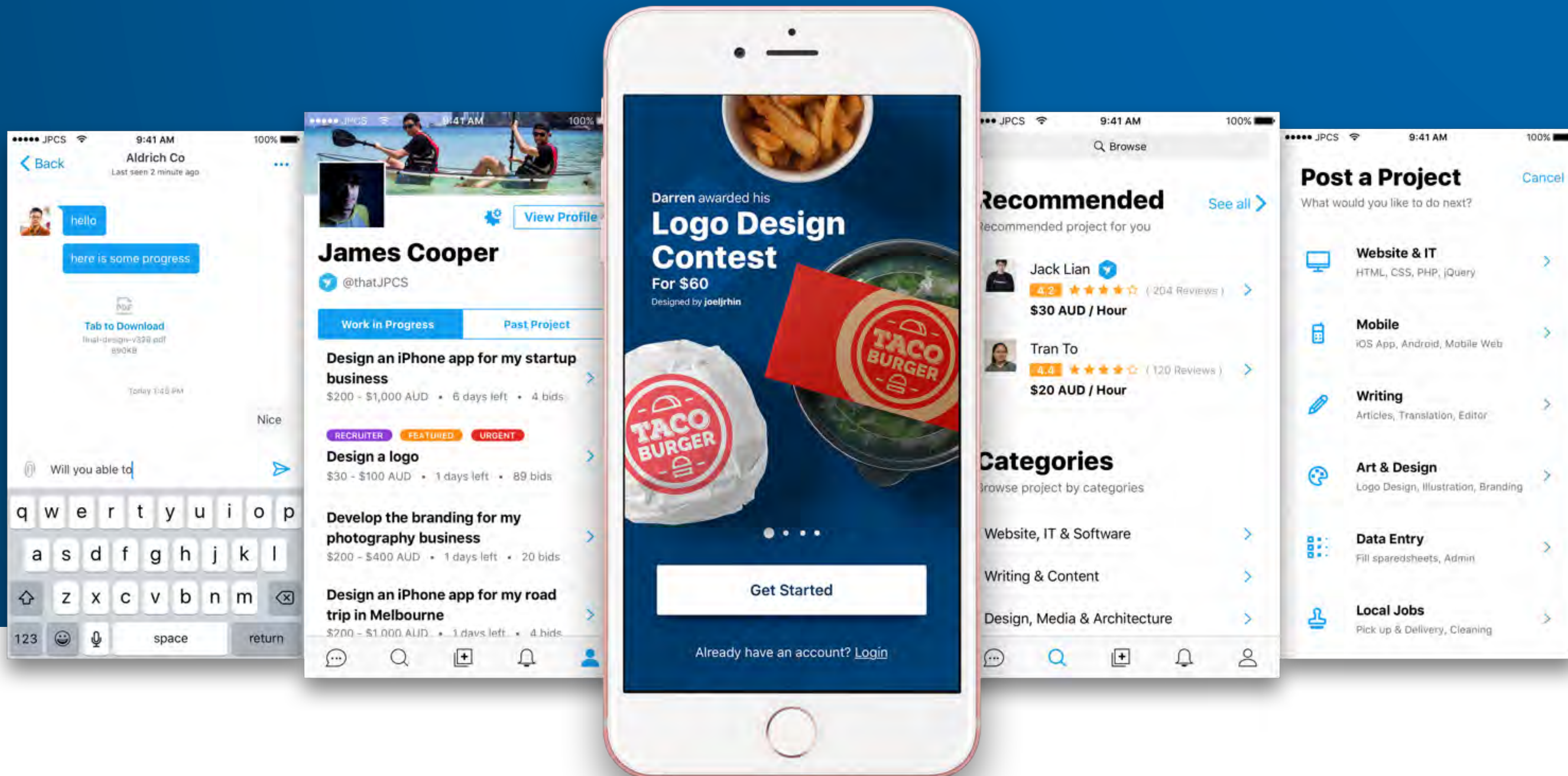
Freelancer Limited

PRODUCT UPDATE

Beautiful Products

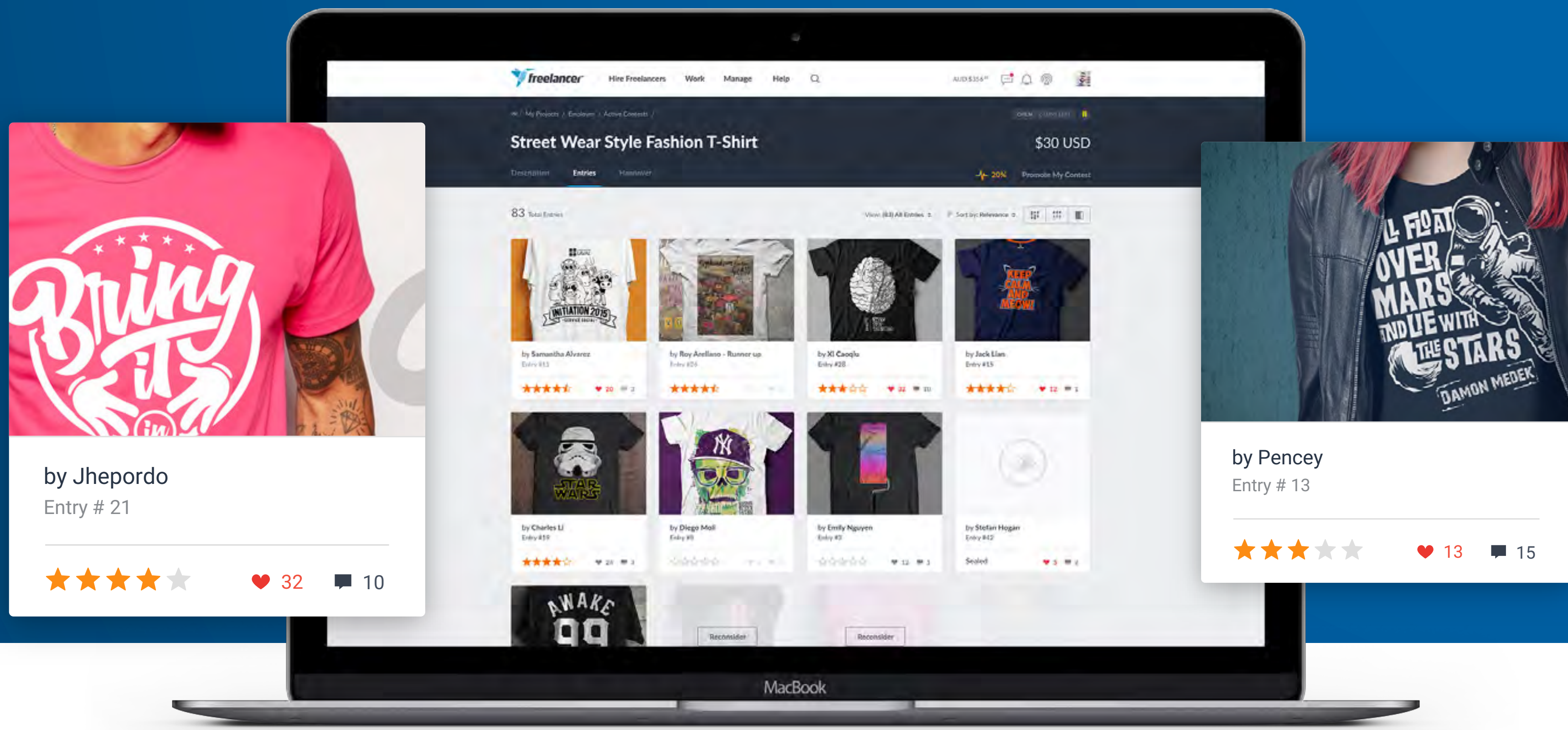
Mobile

freelancer



82% of projects are now touched by mobile

Contests



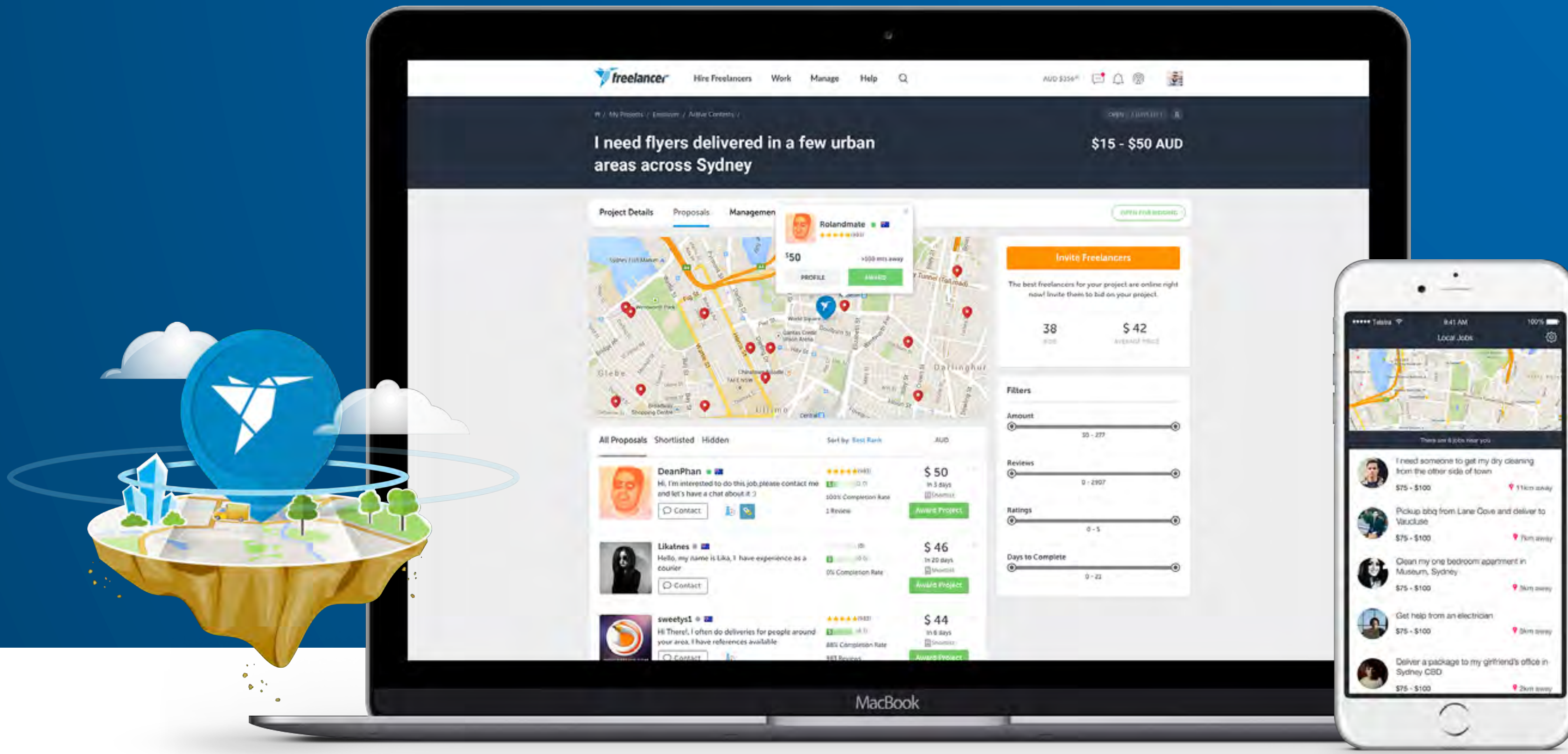
66 entries per contest on average

50% of the contests receive their first entry in the first hour

Give feedback and get exactly what you need with real time chat

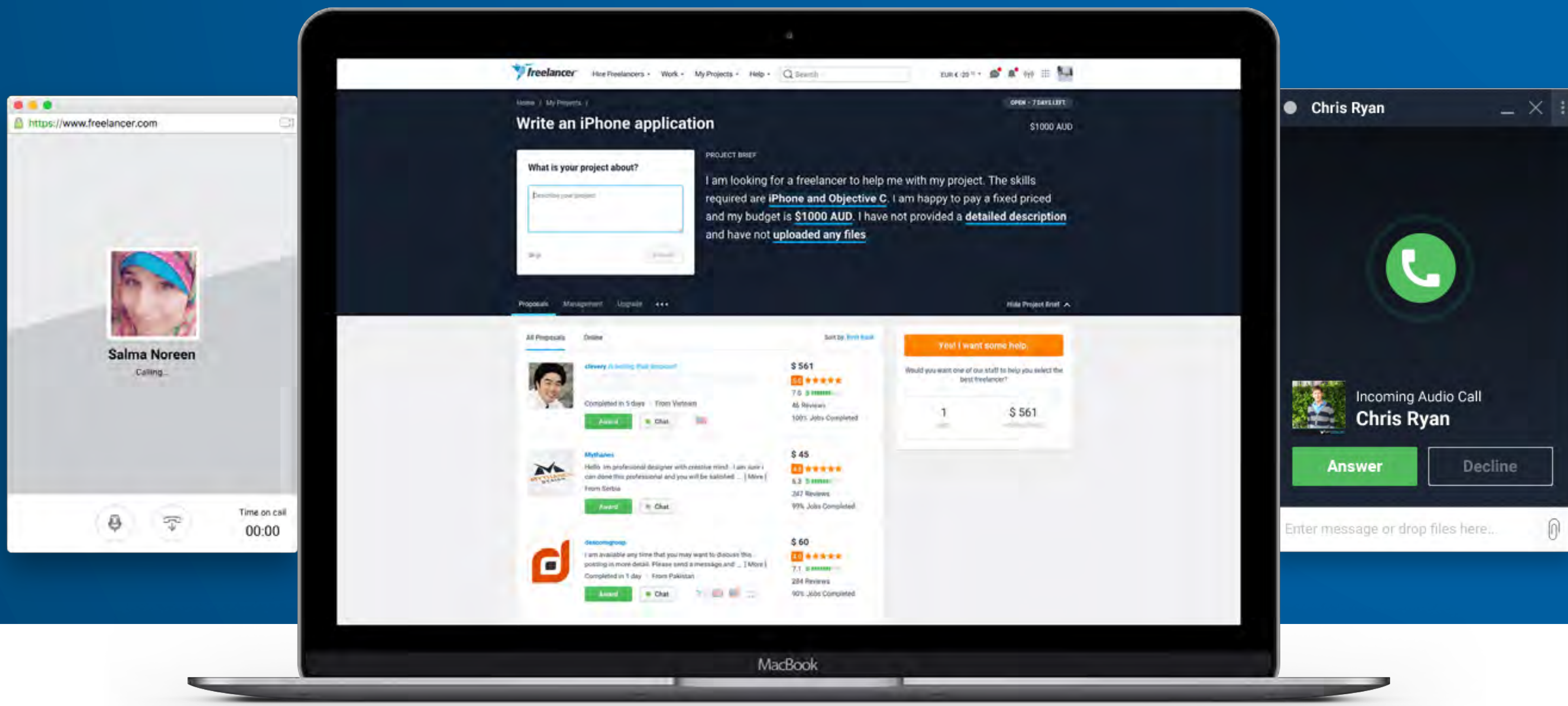
Local Jobs

freelancer



60% of local jobs get a quote in under an hour.
Anywhere in the world.

Freelancer Tools



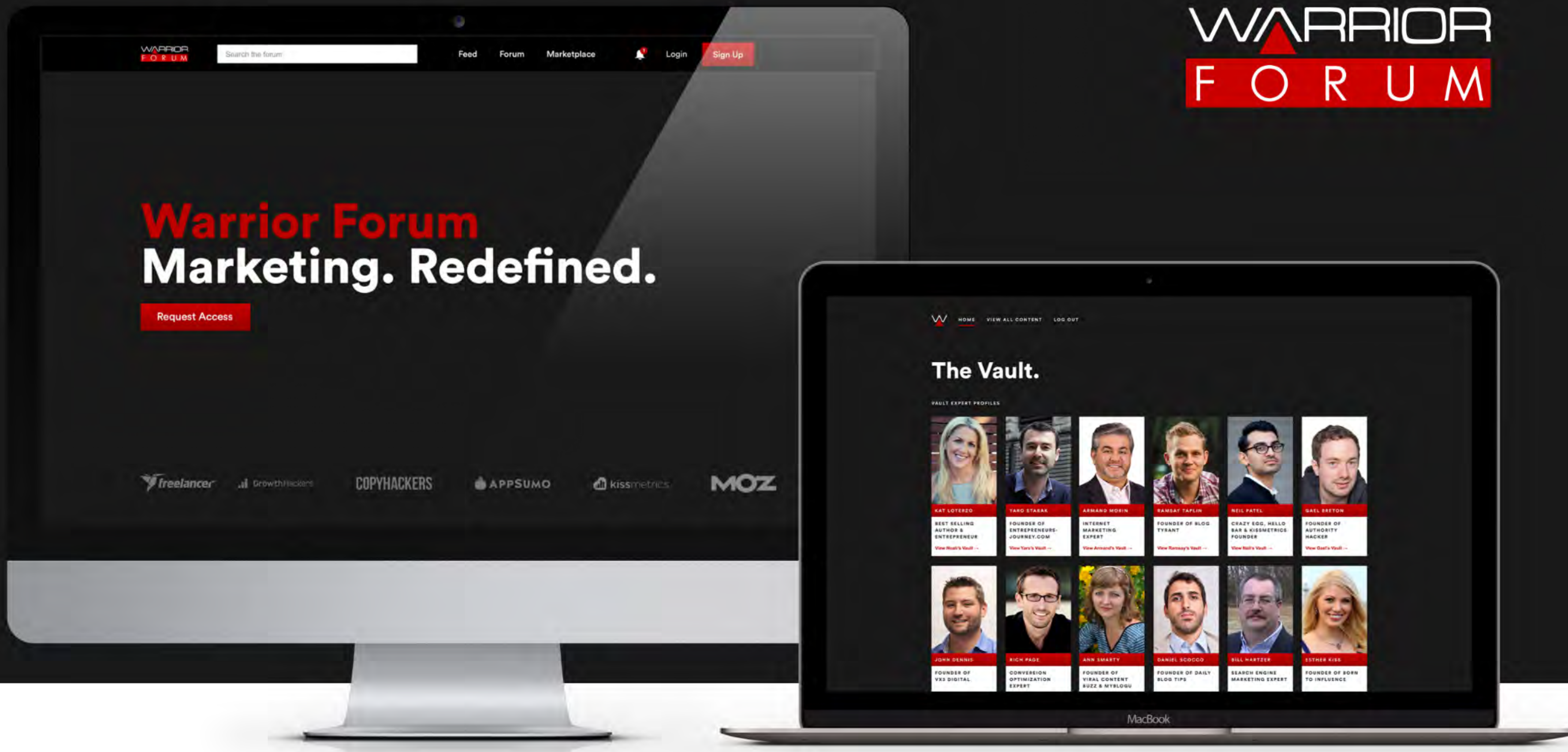
Improved interface for project management

48% increase in active conversations on the platform (YoY)

Audio & video chat now available

ESCROW.COM™

1 million users have transacted US$3 billion securely through Escrow.com



WARRIOR FORUM

The #1 Internet Marketing Forum Since 1997

1,107,939+
USERS

9,765,737+
POSTS

902,008+
DISCUSSIONS

Freelancer Limited

INDUSTRY DRIVERS

The other

55%

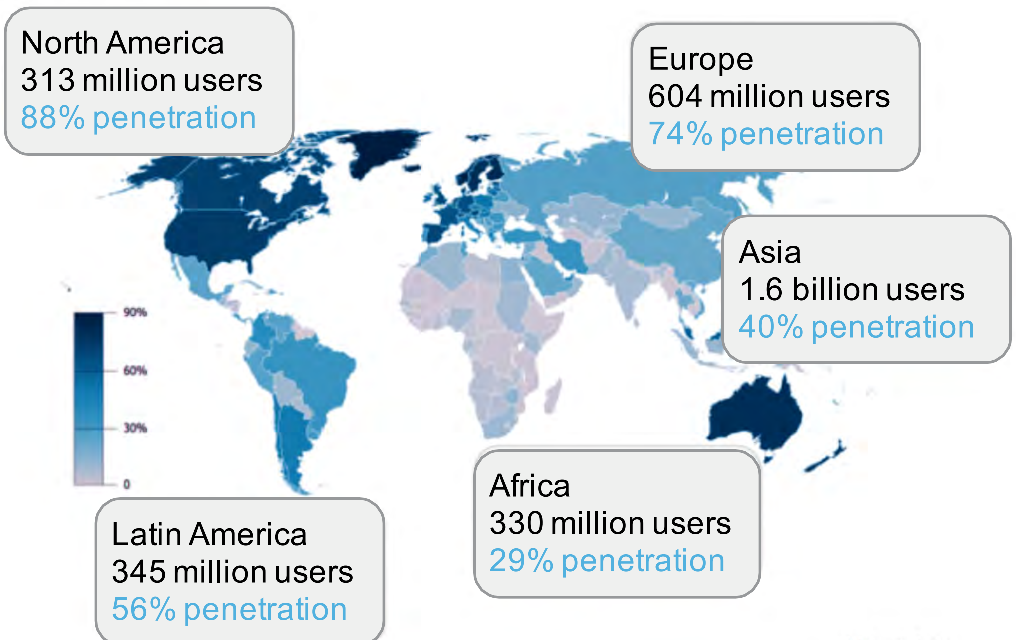
of the world's population are about to join the Internet.

It’s 2016

The other four billion are connecting at a tremendous pace

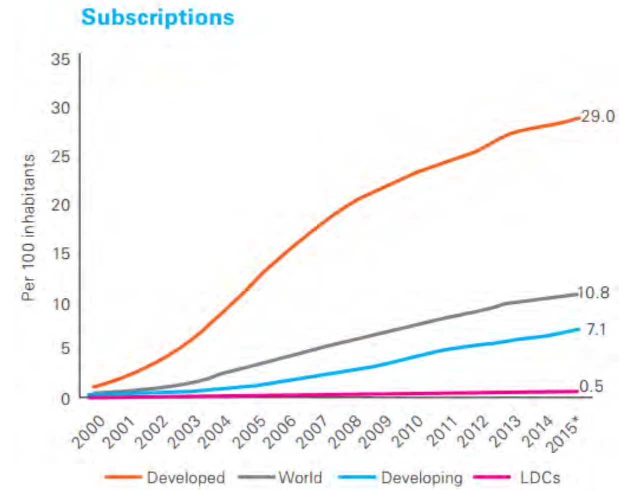
- World population[1]: **7,259,902,243**

  Number on the Internet: **3,366,261,156** (46.4%)

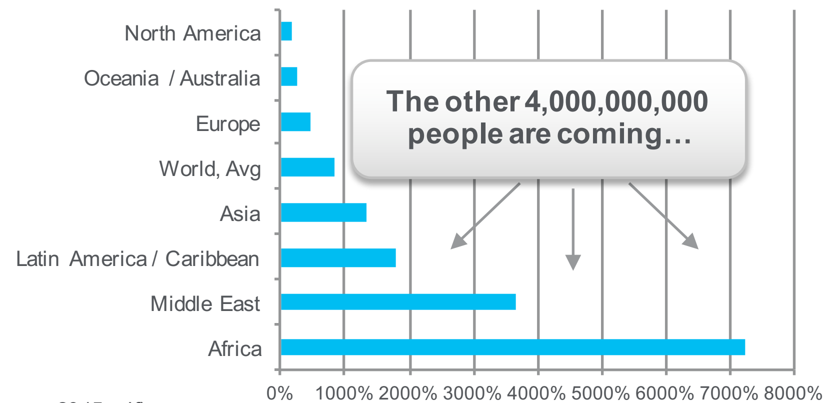


* latest data

Internet Users by Development Level 2005-2015E[2]



Worldwide Internet Growth 2000-15[1]



1. Source: Internet World Stats (Jan 2016)
2. International Telecommunications Union (https://www.itu.int/en/ITU-D/Statistics/Documents/facts/ICTFactsFigures2015.pdf)

Developing world self-educating to raise socio-economic status

The wealth of human knowledge is available online

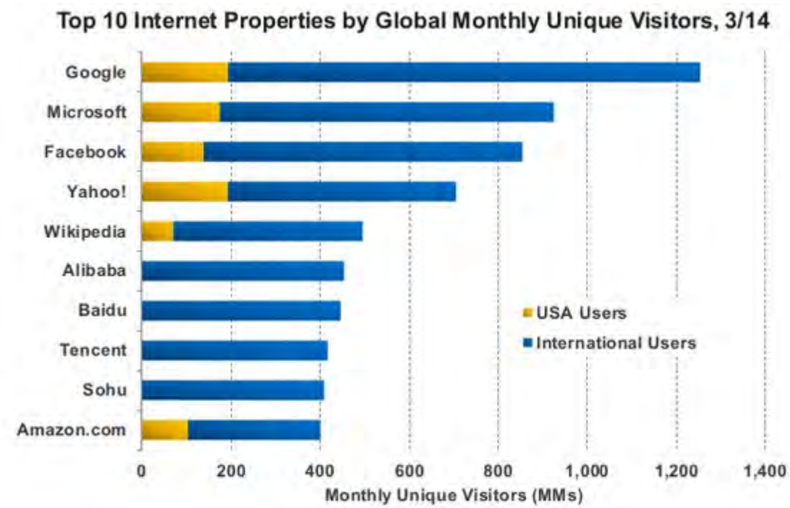
- Five billion people live on $10 a day or less

- The first thing they are looking to do online is raise their socio-economic status
- But it's never been easier to learn a trade
  - The wealth of human knowledge is available online
  - A revolution is also occurring in online education: Coursera, Udacity, Khan Academy, edX

UDACITY coursera edX

- The other 4 billion are rapidly self educating
- $10 per day to $10 an hour+

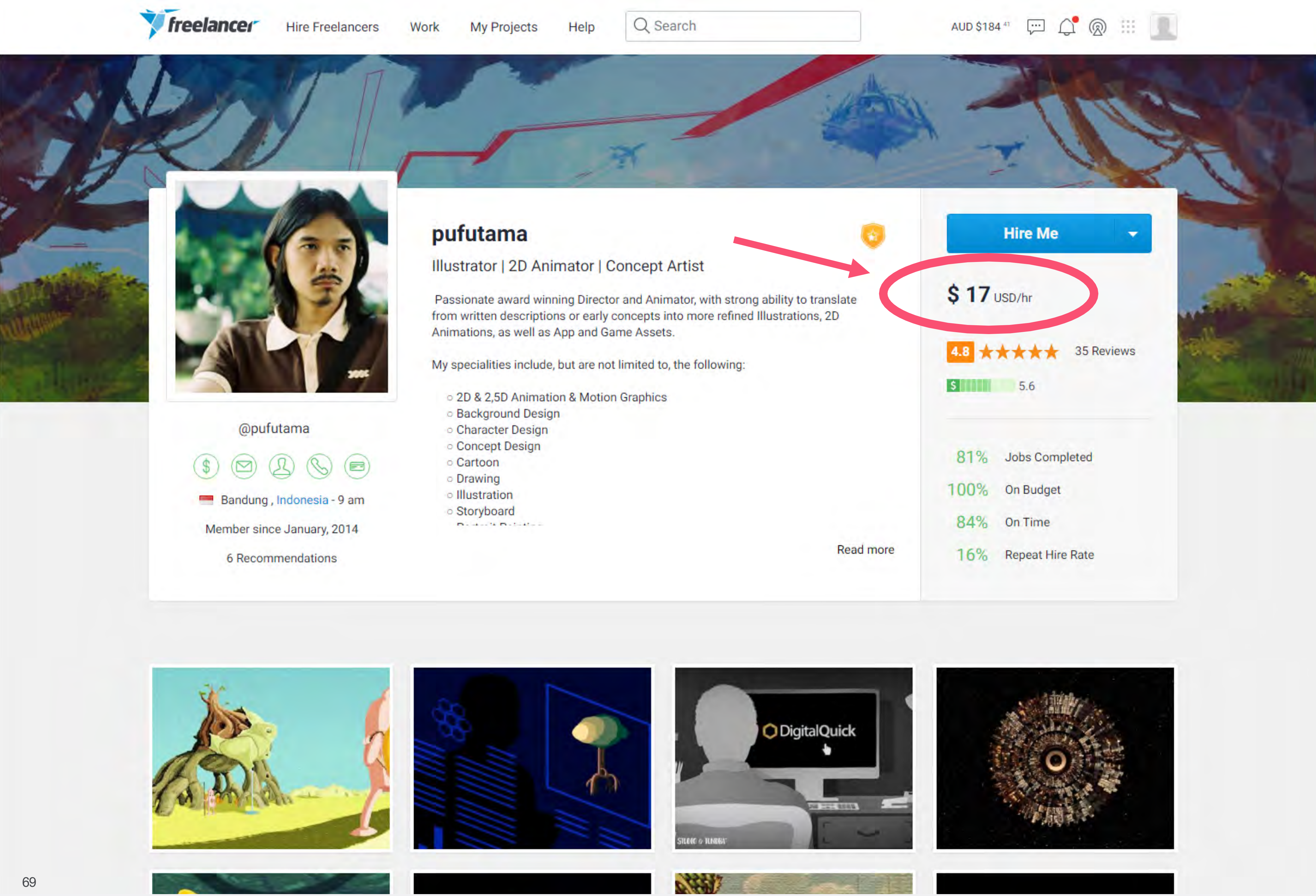
86% of users of top 10 US sites are already foreign[1]



Twice as many Chinese on the Internet as Americans[2]

Rank	Country	2008-2012 Internet User Adds (MMs)	2012 Internet Users (MMs)	Y/Y Growth	Population Penetration
1	China	264	564	10%	42%
2	India	88	137	26	11
3	Indonesia	39	55	58	23
4	Iran	35	42	205	55
5	Russia	33	70	6	49
6	Nigeria	31	48	15	30
7	Philippines	28	34	32	35
8	Brazil	27	88	6	45
9	Mexico	19	42	9	37
10	USA	18	244	3	78
11	Argentina	17	28	57	68
12	Egypt	17	30	11	38
13	Colombia	14	25	39	54
14	Turkey	13	35	17	47
15	Vietnam	12	31	7	35
	Top 15	654	1,473	15%	34%
	World	902	2,406	8%	34%

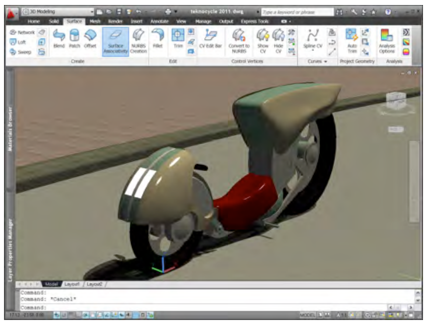
1. Source: comScore Global, 8/11.
2. Source: International Telecommunications Union, ICT Facts and Figures 2013; CNNIC, 31 December 2012.

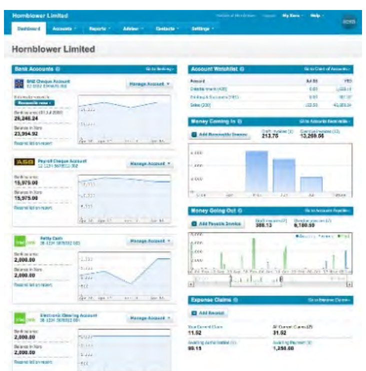

freelancer
Hire Freelancers
Work
My Projects
Help
Search
AUD $184
pufutama
Illustrator | 2D Animator | Concept Artist
Passionate award winning Director and Animator, with strong ability to translate from written descriptions or early concepts into more refined Illustrations, 2D Animations, as well as App and Game Assets.
My specialities include, but are not limited to, the following:
2D & 2,5D Animation & Motion Graphics
Background Design
Character Design
Concept Design
Cartoon
Drawing
Illustration
Storyboard
Read more
@pufutama
Bandung , Indonesia - 9 am
Member since January, 2014
6 Recommendations
Hire Me
$ 17 USD/hr
4.8
35 Reviews
5.6
81% Jobs Completed
100% On Budget
84% On Time
16% Repeat Hire Rate
DigitalQuick

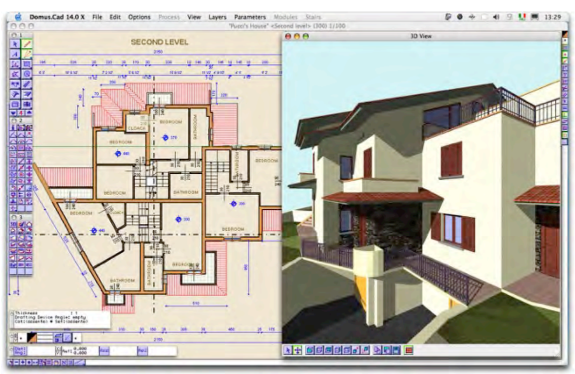
Software is eating the world

"We are in the middle of a dramatic and broad technological and economic shift in which software companies are poised to take over large swathes of the economy"[1]

- Every industry is being disrupted rapidly, and becoming dominated by software companies
- White collar job functions are all headed to software, and moving into the cloud

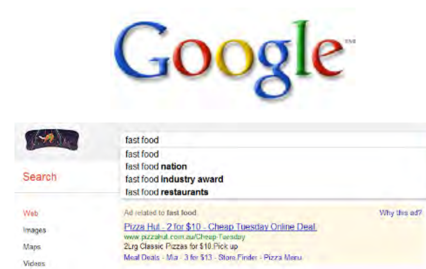






Advertising

Physical



Software

Telecommunications

Physical

skype Asterisk

Software

1. Marc Andreessen, Wall Street Journal, Why Software is Eating the World, 20 August 2011.

The world is repeating itself 20 years later

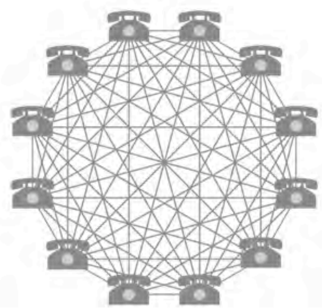
DEVELOPED WORLD

DEVELOPING WORLD

amazon.co.uk

ebay

freelancer®



PRODUCTS

SERVICES

Freelancer Limited

ESCROW.COM

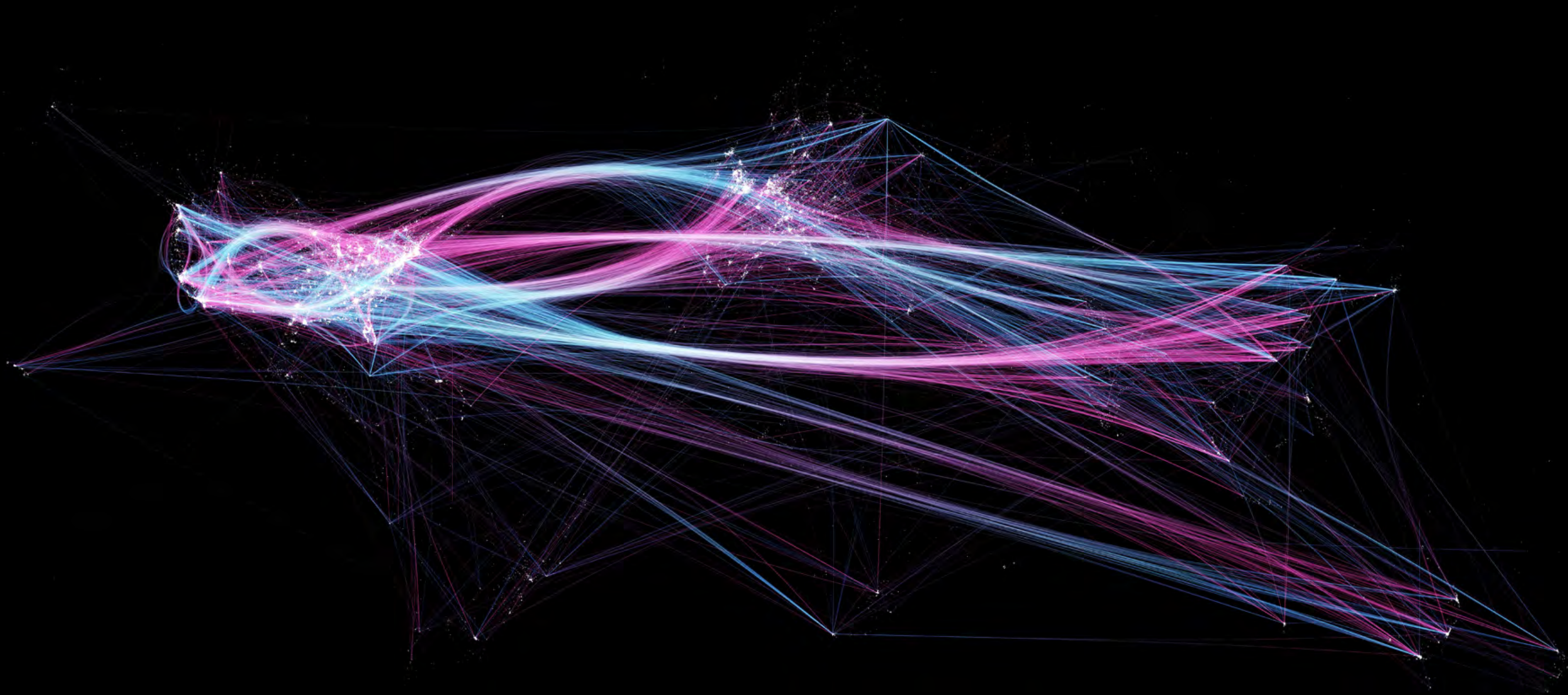
ESCROW.COM™

Payments you can trust.

The world's #1 provider of secure online payments.

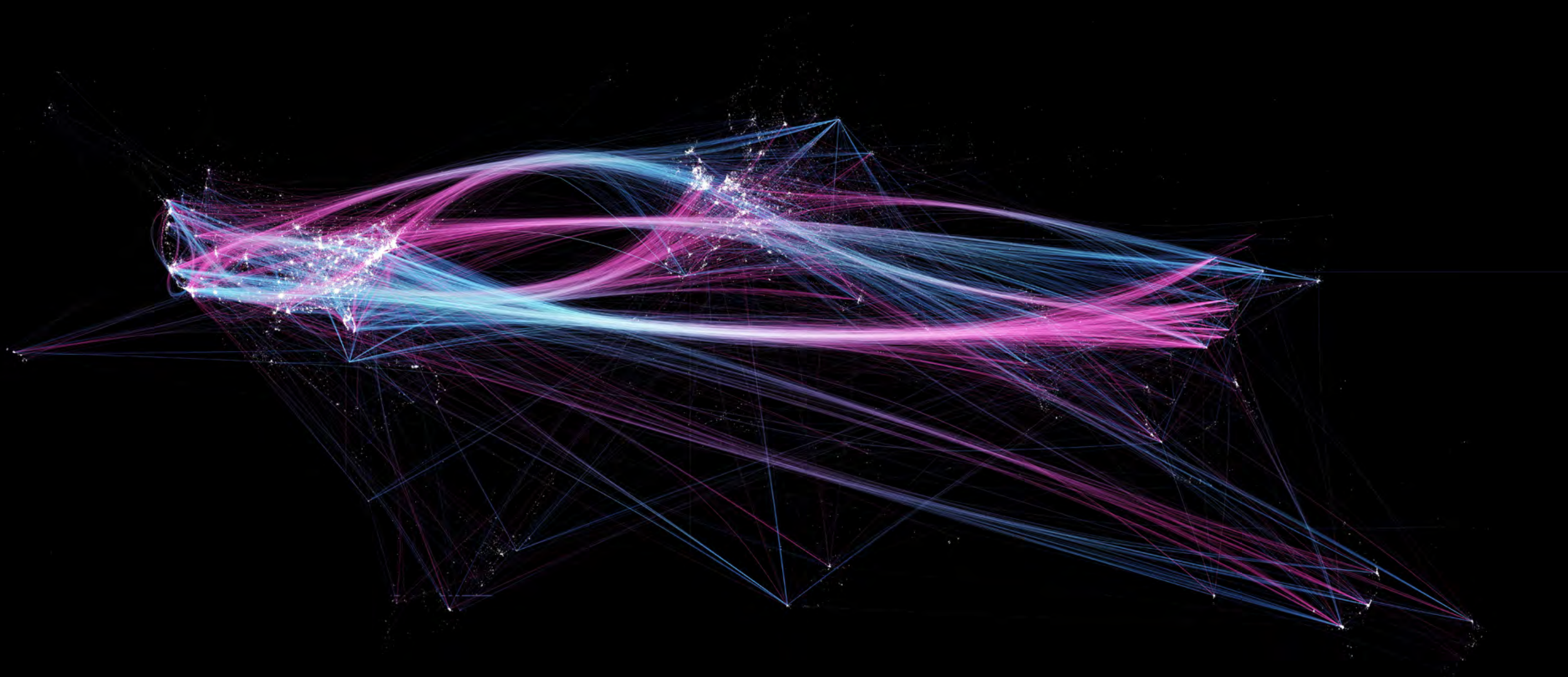
US$3 billion of transactions protected.

Escrow.com's **Online Economy** in 2014



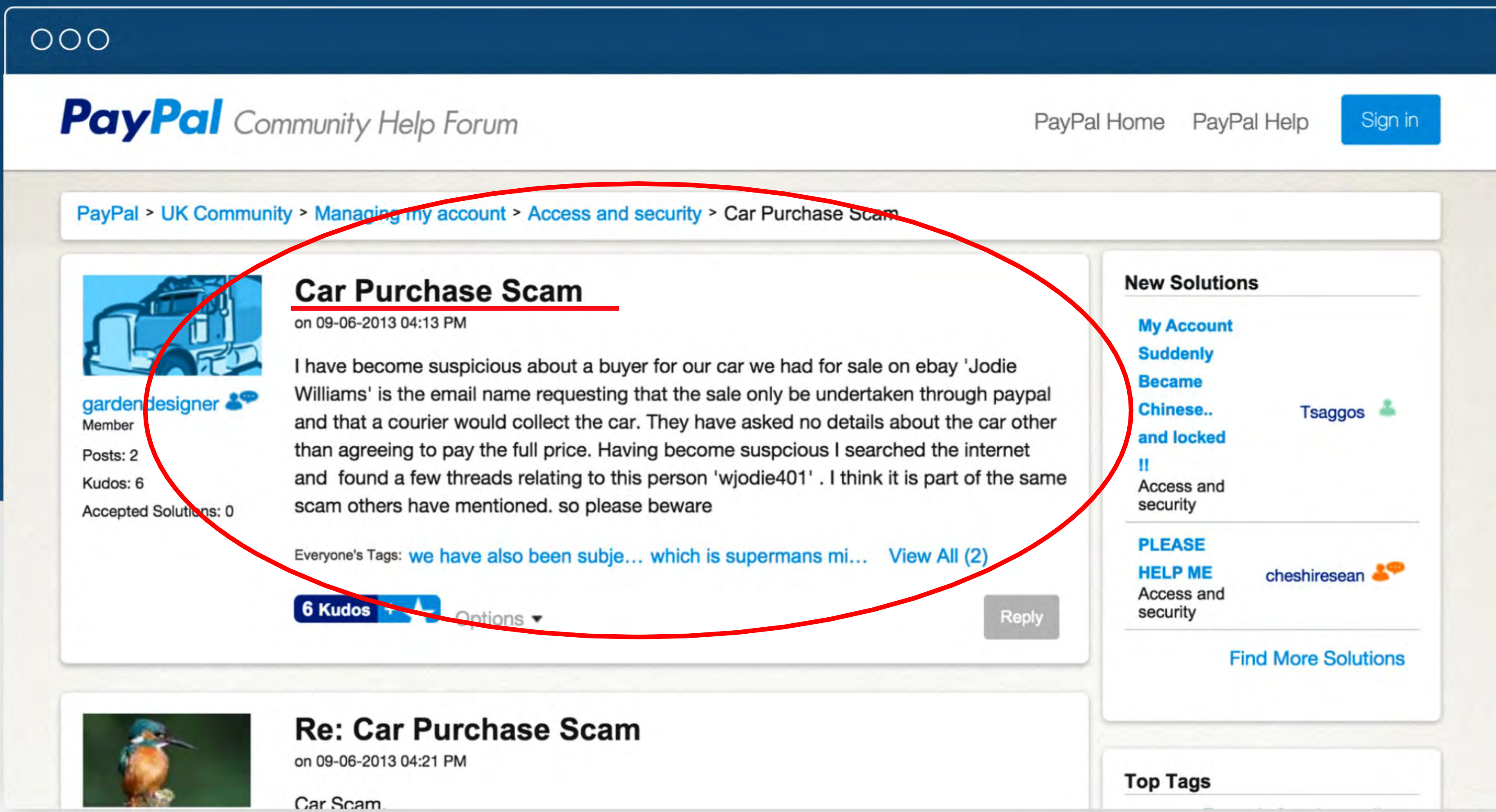
Note: Sample of transactions. The pink lines indicate where Escrow transactions are being originated by buyers, and the blue lines indicate where transactions are being fulfilled by sellers. Thicker lines indicate higher volume. White dots indicate the location of Escrow.com's users.

Escrow.com's **Online Economy** in 2015



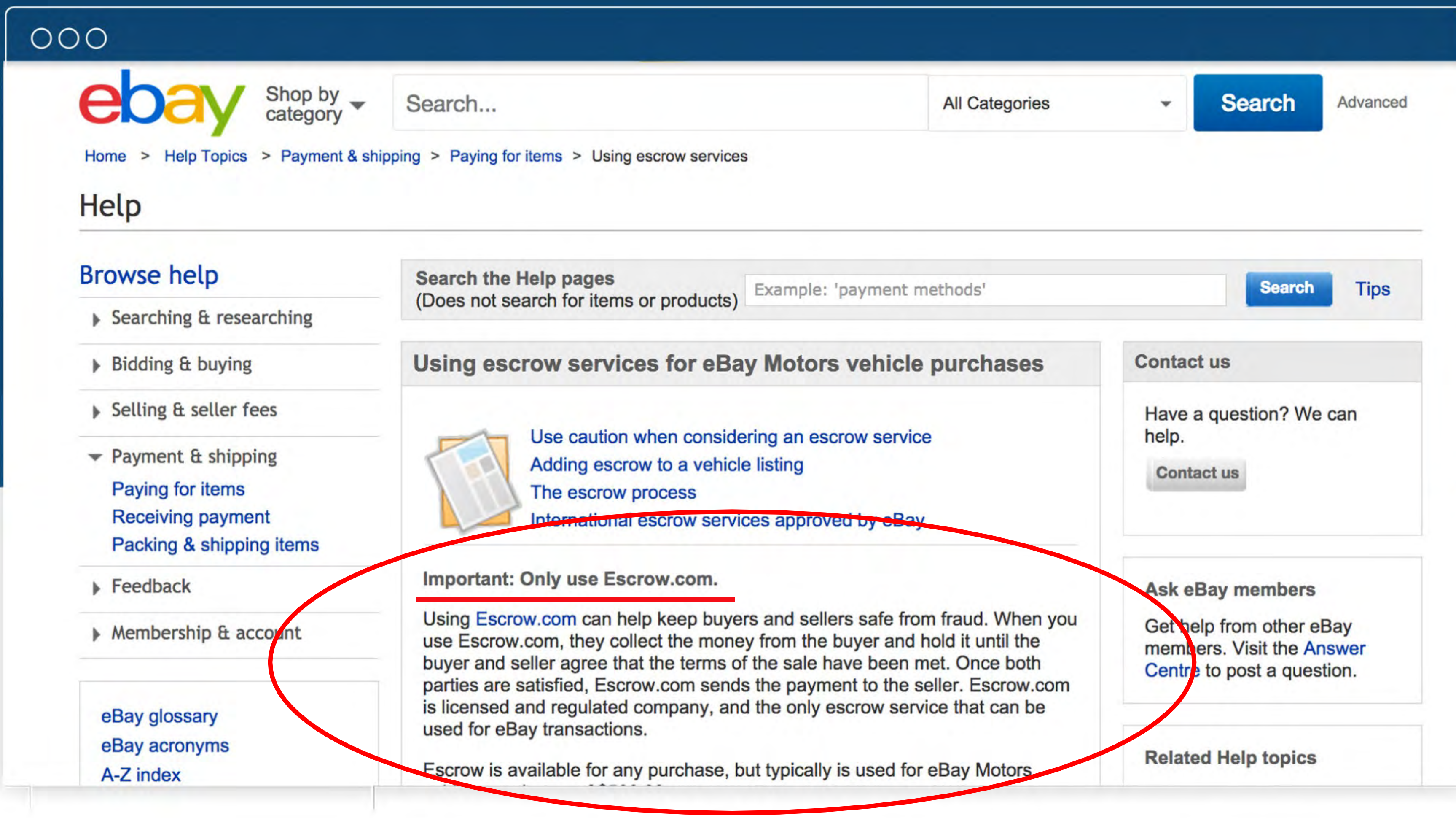
Note: Sample of transactions. The pink lines indicate where Escrow transactions are being originated by buyers, and the blue lines indicate where transactions are being fulfilled by sellers. Thicker lines indicate higher volume. White dots indicate the location of Escrow.com's users.

You wouldn’t sell your car with PayPal



In fact, eBay doesn't think so either:

"Important: Only use Escrow.com"



Escrow.com
is used to secure a wide range of transaction types

Domains	Antiques	Computer Equipment	Jewellery	Motorcycles
Consultants	Boats	Classic Cars	Contractors	Refurbished Equipment
Websites	Heavy Equipment	IT Services	Copyrights	Electronics
Legal Services	RVs	Wholesale Goods	Musical Instruments	Auction Items

Audited

Licensed

Bonded

=

0%

chargebacks

Escrow.com is 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 & seller agree to terms

Both parties agree to terms of the transaction, which includes a description of the merchandise, sale price, number of days for the buyers inspection, and any shipping information.

2

Buyer pays Escrow.com

The buyer submits funds via available payment options. Escrow.com verifies the payment. Processing time varies by payment method.

3

Seller ships merchandise

Upon payment verification, the seller is authorized to ship merchandise to the buyer and submit tracking information. Escrow.com verifies that the buyer receives the shipment.

4

Buyer accepts the merchandise

The buyer has set a number of days for merchandise inspection and the option to accept or reject the merchandise.

5

Escrow.com pays the seller

Upon buyer's approval of merchandise or expiration of inspection period, Escrow.com pays the seller by the method selected by the seller. The transaction is then complete.

Escrow.com secures transactions from $100 to $10,000,000+

Transact in US Dollars or Euros

1975 Piper PA-23-250 securely sold through Escrow.com

2004 Fountain 38 LX securely sold through Escrow.com

2003 Ferrari Enzo securely sold through Escrow.com

Escrow.com makes import / export simple

No more expensive & complicated letters of credit

Industrial & heavy equipment sold through Escrow.com

2014 FANUC
Industrial Robot

2006 Caterpillar
D5N Dozer

Escrow.com protects the sale of jewellery and fine art including the purchase of Andy Warhol's "Queen Elizabeth Suite"

Escrow.com also protects the supply of services such as as holiday rentals or designing a website

Where the Internet is bought and sold

Uber.com	Snapchat.com	SpaceX.com	Twitter.com	Instagram.com	Freelancer.com
Gmail.com	Foursquare.com	WeChat.com	Slack.com	Chrome.com	WarriorForum.com & Business
Wordpress.com	Medicare.com	Lotto.com	Dating.com	California.com	Outlook.com
FullTilt.com	InternetBrands.com	Centurion.com	Hulu.com	Orbitz.com	Upwork.com

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