23 February 2017

Freelancer Limited

FY16 Full Year Results Presentation

Matt Barrie

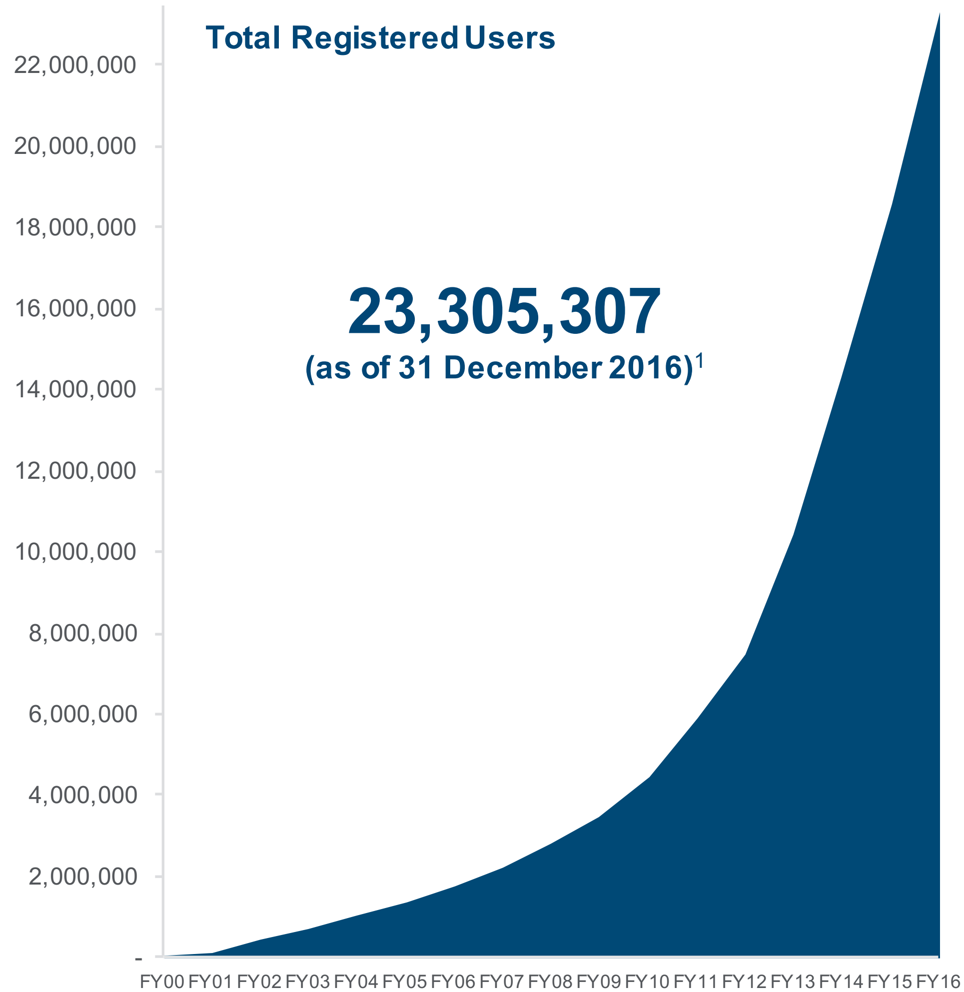
Chief Executive Officer

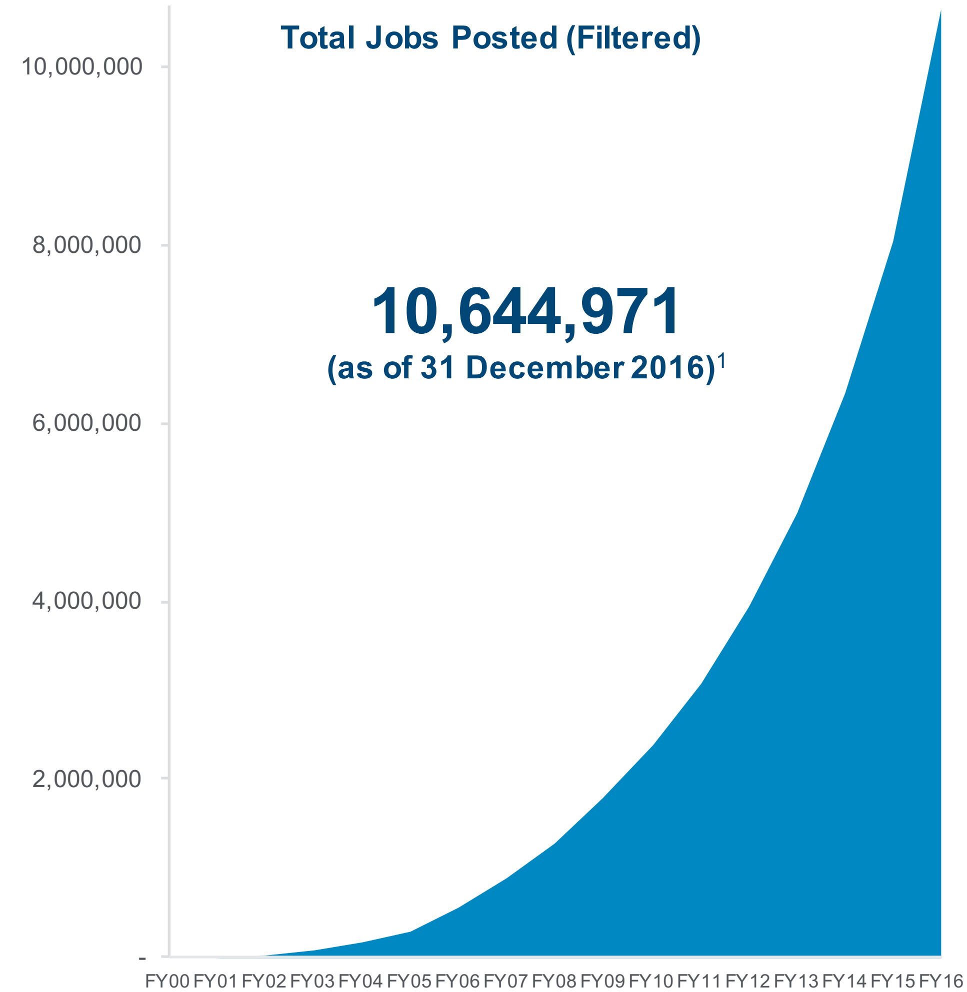
Freelancer delivers a record result with fastest revenue growth since IPO (USD c/c), strong positive group operating cash flow, and first listed full year positive operating EBITDA & NPAT

- Record GPV $666m (up 190% on pcp)
- Record Net Revenue $52.7m (up 37% on pcp)
- Fastest revenue growth since IPO in USD (up 36% on pcp)
- Record Gross Profit $45.6m (up 36% on pcp)
- Gross margin >86%
- Positive Operating Cashflow $4.5m (up 207% on pcp)
- Positive Operating EBITDA $0.5m
- Positive Operating NPAT $0.1m
- Cash and equivalents at 31 December $34.8 million (up 8%)

Fastest job growth since 2010 (up 53% on pcp)

Over 2.6 million projects and contests were posted in the marketplace in 2016

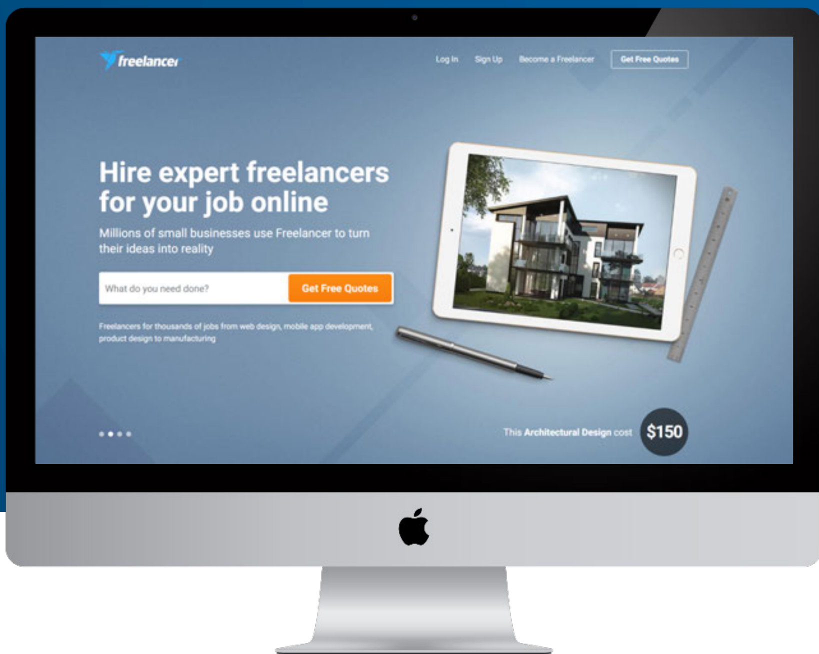


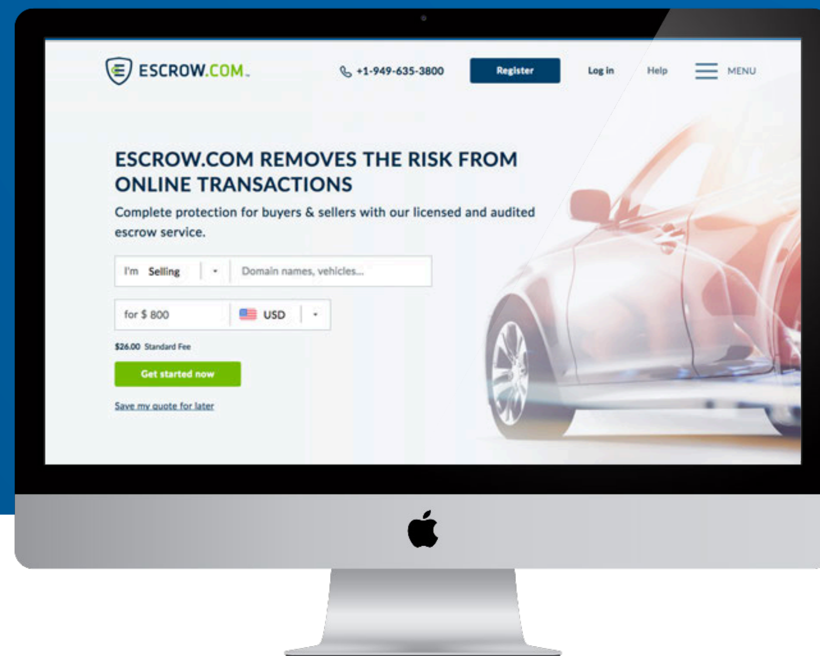


1. Number of user accounts, and projects/contests posted in the Freelancer marketplace as at 31 December 2016. User, project and contest data includes all users and projects from acquired marketplaces. Prior to 2009, all data is from acquired marketplaces. Jobs Posted (Filtered) is defined as the sum 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.com

Escrow.com





Freelancer.com
#1 Online Services Marketplace
Over **US$3 billion** in
projects posted

Escrow.com
#1 for Secure Online Payments
Over **US$3 billion** in
escrow transactions

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

freelancer

in a trillion dollar market

Got a tip? Let us know.

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BULLISH Watch The Relaunch Of TC's Bullish Today

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

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


We help entrepreneurs build the future.
We help small businesses, startups and entrepreneurs turn that spark of an idea into reality.
freelancer
This CAD Design of a VR Helmet cost
$500

Change Lives.

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

"Thanks to Freelancer.com, I am able to work from home, which allows me to spend quality time with my family while making money to meet household needs."

Kelvin Otieno

Graphic Designer
Nairobi, Kenya

★★★★★

4.9 / 5.0 rating, 44 reviews.

Your idea, brought to life in stunning visuals.

We can make your dreams a reality, no matter how large or small your ambition or budget.

freelancer

This **Architectural Design** cost **$150**

Key financial highlights FY16

Record GPV $666.2m (up 190%), Record Net Revenue $52.7m (up 37%), Record Operating Cashflow $4.5m (up 207%)

- First listed positive full year operating EBITDA and NPAT

A$m, 31 December year end	FY16	FY15	Change
Gross Payment Volume[1,2]	$666.2m	$229.3m	+190%
Net Revenue[1]	$52.7m	$38.6m	+37%
Gross Profit	$45.6m	$33.5m	+36%
Gross margin (%)	*86%*	*87%*	*nm*
Operating EBITDA[3]	$0.5m	$(2.0)m	nm
Operating EBIT[3]	$(1.5)m	$(2.5)m	nm
Operating NPAT[3]	$0.1m	$(1.6)m	nm
Operating Cash Flow	$4.5m	$1.5m	+207%
Cash balance	$34.8m	$32.2m	8%

1. Net Revenue excluding Escrow.com for FY16 was $45.2m (up 23% on pcp). GPV excluding Escrow.com for FY16 was $160.3m (up 16% 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.
3. Operating earnings are exclusive of non-cash share based payments expense of $1,252k in FY16 and $1,164k in FY15.

Key marketplace highlights FY16

Fastest growth in jobs posted since 2010 with 2.6 million new jobs (up 53% on pcp)

31 December year end	FY16	FY15	Change %
New Jobs in year[1]	2.6m	1.7m	53%
Total Jobs Posted (Filtered)[1]	**10.6m**	**8.0m**	**33%**
New Users (excl. Escrow)	4.6m	3.5m[2]	31%
Total Registered Users	**23.3m**	**18.5m[2]**	**26%**
Average completed project size[3]	**US$167**	**US$166**	**<1%**

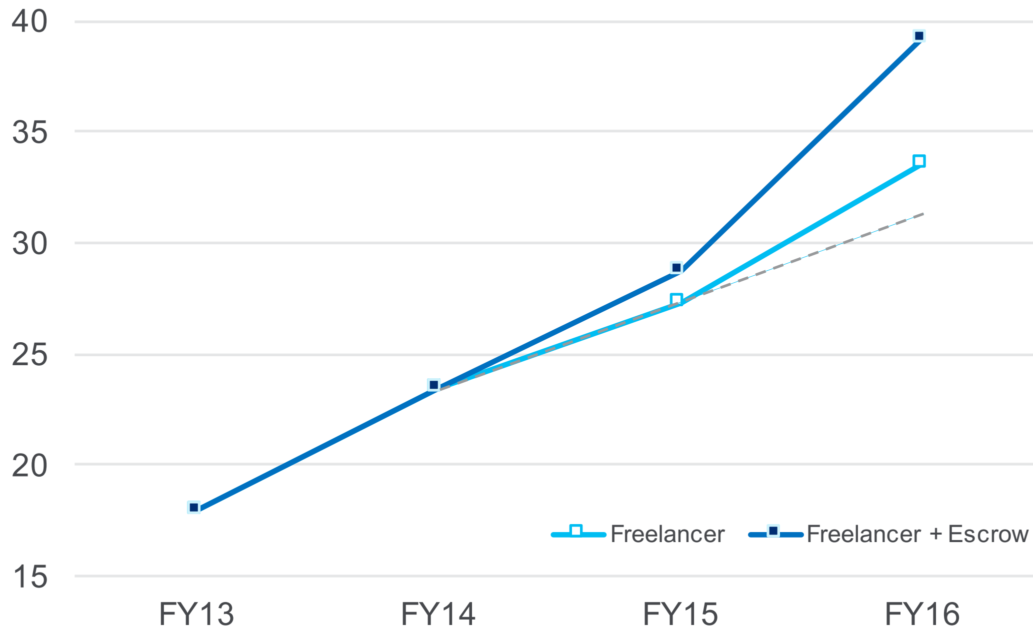
- Average completed project size is now average paid as opposed to average selected bid size
- FY15 included ~931k acquired users via Escrow.com
- FY16 included ~750k acquired users via Nubelo & Prolancer

1. 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.
2. User growth in FY15 included c.1 million acquired users from the acquisition of Escrow.com.
3. Average completed project size now defined as average paid, completed job size, multiple awards as separate jobs. Based on average AUD/USD exchange rates of 0.7434 for FY16 and 0.7522 for FY15.

Fastest group revenue growth in USD since IPO

In constant currency (USD) terms, revenue growth for the group was up 36% in FY16, faster than FY15 & FY14

Freelancer & Group Revenue in USD (millions) Constant Currency[1]



Year	USD Net Revenue ($m)	USD % growth
FY14	23.5	30%
FY15	28.8	23%
FY16	39.2	36%

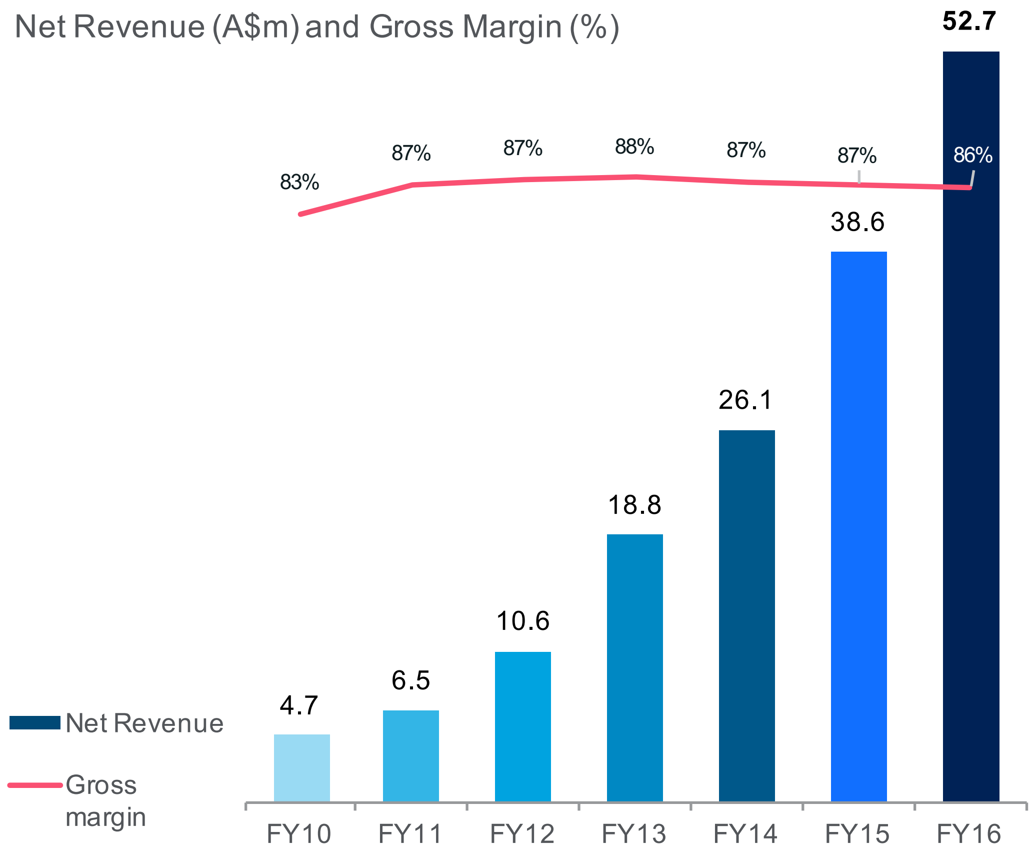
- Both the group and Freelancer core outperformed FY15 in terms of USD revenue growth
- USD is the main operating currency of the group comprised of 75% of revenue in FY16
- The Freelancer marketplace had 71% of revenue denominated in USD in FY16
- Escrow had 97% of revenue denominated in USD in FY16

1. AUDUSD FX at 0.96 for FY13, 0.90 for FY14, 0.75 for FY15 and 0.74 for FY16

Net Revenue

Record FY16 net revenue of $52.7m AUD (up 37% on pcp)

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



	FY10	FY11	FY12	FY13	FY14	FY15	FY16
Revenue (A$m)	**4.7**	**6.5**	**10.6**	**18.8**	**26.1**	**38.6**	**52.7**
Growth on pcp	-	37%	64%	77%	39%	48%	37%
Gross margin	82.6%	86.7%	87.4%	87.6%	87.1%	86.7%	86.4%

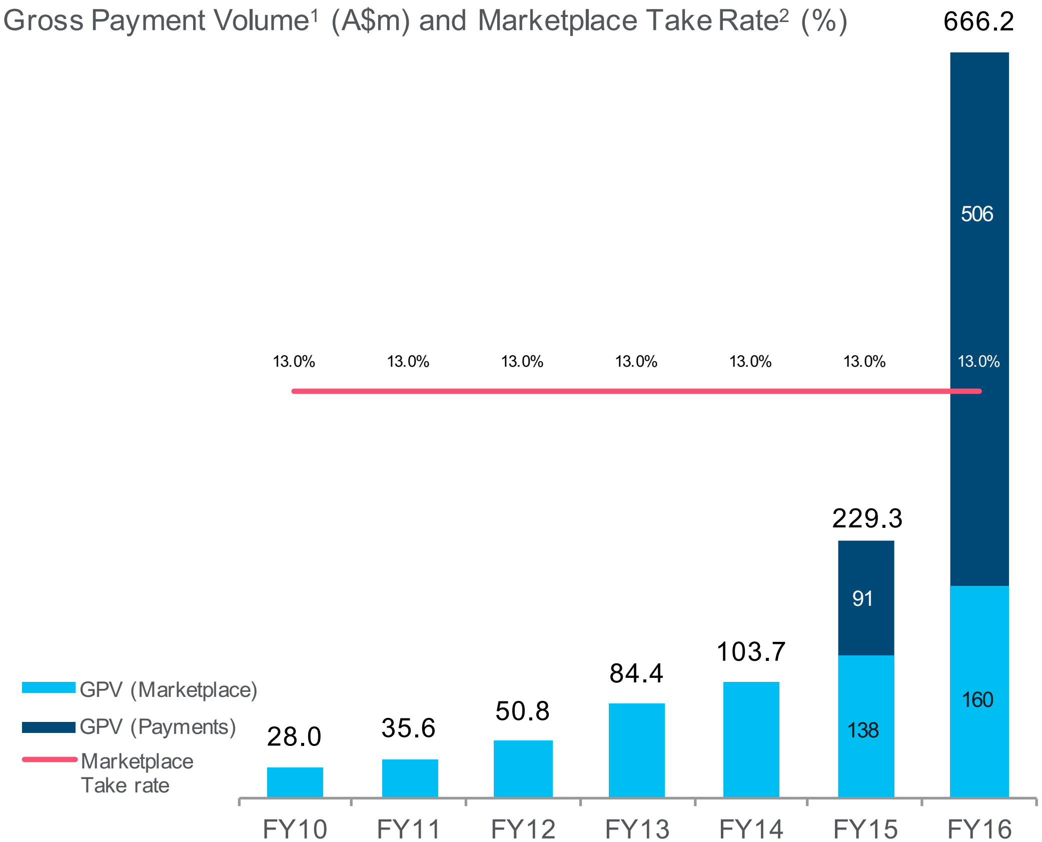
- Record net revenue of $52.7m, up 37% on FY15
- Fastest USD constant currency revenue growth (up 36%) since IPO
- Consistently high gross margins, ~87% since FY11
- Key revenue growth drivers
  - Continuation of marketplace efficiency and conversion rate improvements
  - Increased user, project & contest acquisition through a range of channels
  - Increased take up of value-added services
- Escrow.com contributed for all of FY16
  - Net Revenue excluding Escrow was $45.2m
  - Escrow's revenue for full year FY16 was $7.6m
  - Escrow contributed for two months only in FY15

1. Average AUDUSD of 0.7434

Gross Payment Volume (GPV)

Gross Payment Volume[1] of $666.2m (up 190% on pcp)

Gross Payment Volume[1] (A$m) and Marketplace Take Rate[2] (%)



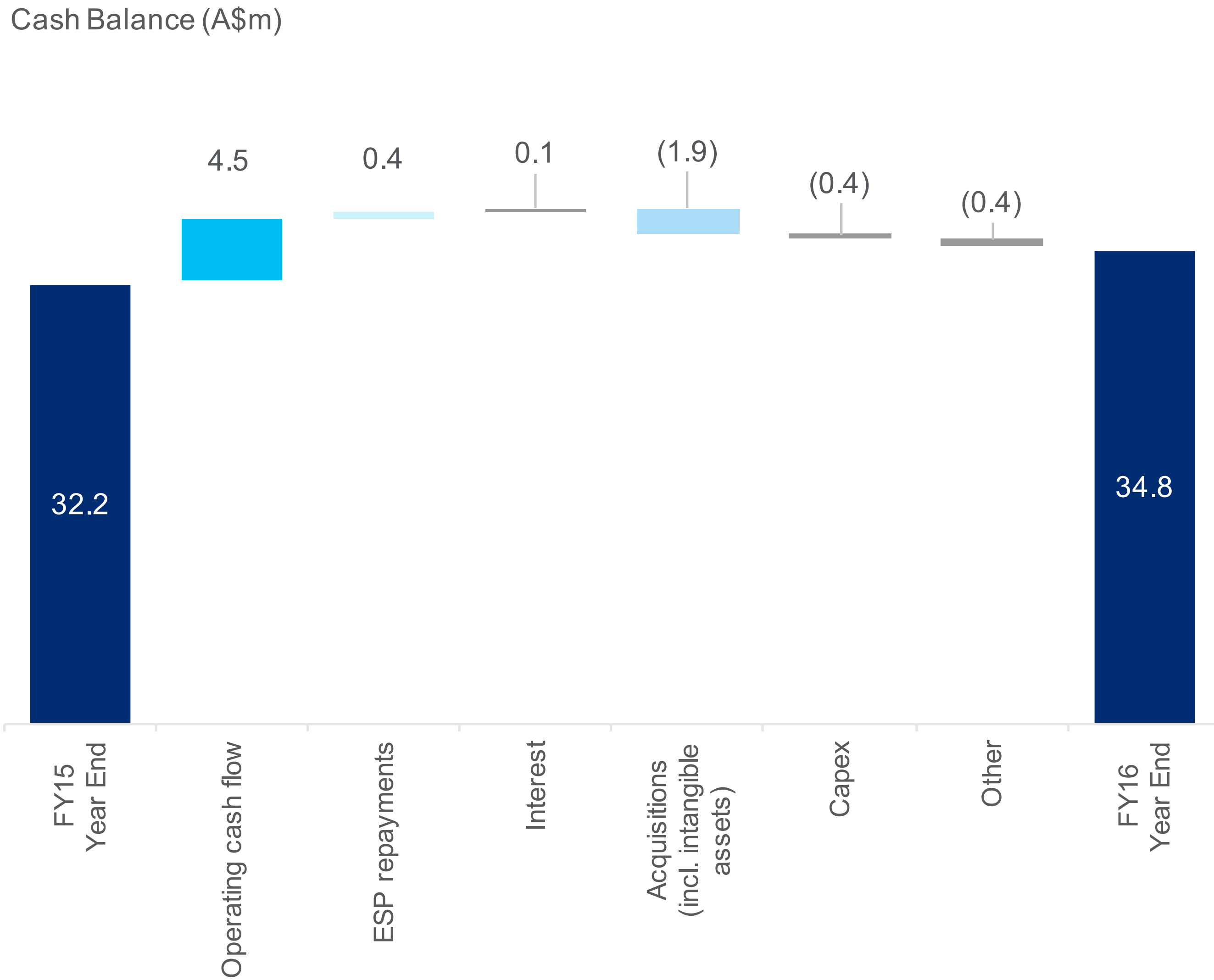
GPV (A$m)	**28.0**	**35.6**	**50.8**	**84.4**	**103.7**	**229.3**	**666.2**
Growth pcp	-	27%	43%	66%	23%	120%	290%
Take rate[2]	13.0%	13.0%	13.0%	13.0%	13.0%	13.0%	13.0%

- GPV of $666.2m in FY16, up 190% on pcp
  - $160.3m from core Freelancer marketplace
  - $505.9m from Escrow.com
- Key GPV growth drivers
  - User, project & contest acquisition
  - Conversion rate improvements
  - Escrow.com transactions
- Escrow.com contributed for all of FY16 and two months in FY15
  - Escrow.com's GPV for FY15 was US$430 million
- Marketplace take rate remains at 13%
  - Commissions (3% for employers and 10% for freelancers) have remained unchanged
  - Pro-forma full year group monetisation rate of 7.9% (Net revenue / GPV) up from 6.3% pro-forma in FY15[4]

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 net Revenue. Based on Freelancer's unaudited management accounts which have not been subject to an auditors review.
2. Take rate for the Marketplace segment is 3% employer commission and 10% freelancer commission, which has not changed since 2010.
3. Escrow FY16 GPV of US$376m, core Freelancer GPV of A$160.3m, average AUDUSD FX of 0.7434= A$666.2m
4. Pro-forma FY15 GPV of A$709.7m / (core Freelancer Net Revenue of A$36.8m + Escrow.com full year 2015 revenue of US$8.1m, average AUDUSD FX of 0.7522) = A$44.8m, = 6.3%

Cash flow profile FY16

Record positive operating cashflow of $4.5m, and while re-investing for growth, cash balances grew 8% to $34.8m



- 31 December 2015 cash balance of $32.2m
- Significant growth in positive operating cash flow of $4.5m
- Acquisitions included intangible assets and the businesses of Nubelo and Prolancer.
- Other comprised primarily foreign exchange effects
- Small contributions arising from repayment of ESP loans
- Total cash at period end of $34.8m (up 8% on pcp)

Summary profit & loss statement FY16

Positive operating EBITDA and NPAT, improved marketing efficiency as % of revenue

(A$m) 31 Dec y/e	FY16 Actual	FY15 Actual	Change
Net Revenue	**52.7**	**38.6**	37%
Gross Profit	**45.6**	**33.5**	36%
Gross margin (%)	*86.4%*	*86.7%*	nm
Employee expenses	(21.8)	(17.9)	22%
Administrative expenses	(10.0)	(7.9)	26%
Marketing related expenses	(9.4)	(6.9)	36%
Occupancy costs	(2.9)	(2.7)	10%
FX gains / (losses)	(0.9)	(0.1)	nm
Share based payments expense	(1.2)	(1.2)	nm
EBITDA[2]	**(0.7)**	**(3.2)**	nm
EBIT	**(1.5)**	**(3.7)**	nm
NPAT	**(1.2)**	**(2.8)**	nm
Excluding share based payments expenses[1]			
EBITDA[2]	**0.5**	**(2.0)**	nm
EBIT	**(0.3)**	**(2.5)**	nm
NPAT	**0.1**	**(1.6)**	nm

- Continued strong revenue and gross profit growth, up 37% on pcp
- Gross margins in line with prior period
- Operating leverage commencing with all major expense lines growing slower than revenue
- 503 FTEs at year end (up 14% on FY15)
- Due to efficiencies, marketing costs in Q4 dropped to 16% of cash receipts from 20% in Q3
- Cost optimisation drove expenses in Q4 for product, advertising, and staff below average for year
- FX gains/(losses) relate to unrealised changes in AUD value of cash and user obligations, primarily driven by GBP volatility post Brexit

1. Operating earnings are exclusive of non-cash share based payments expense of $1,252k in FY16 and $1,164k in FY15.
2. Depreciation and amortisation expense of $769k in FY16 and $511k in FY15.

Summary balance sheet FY16

Strong, growing balance sheet, no net debt

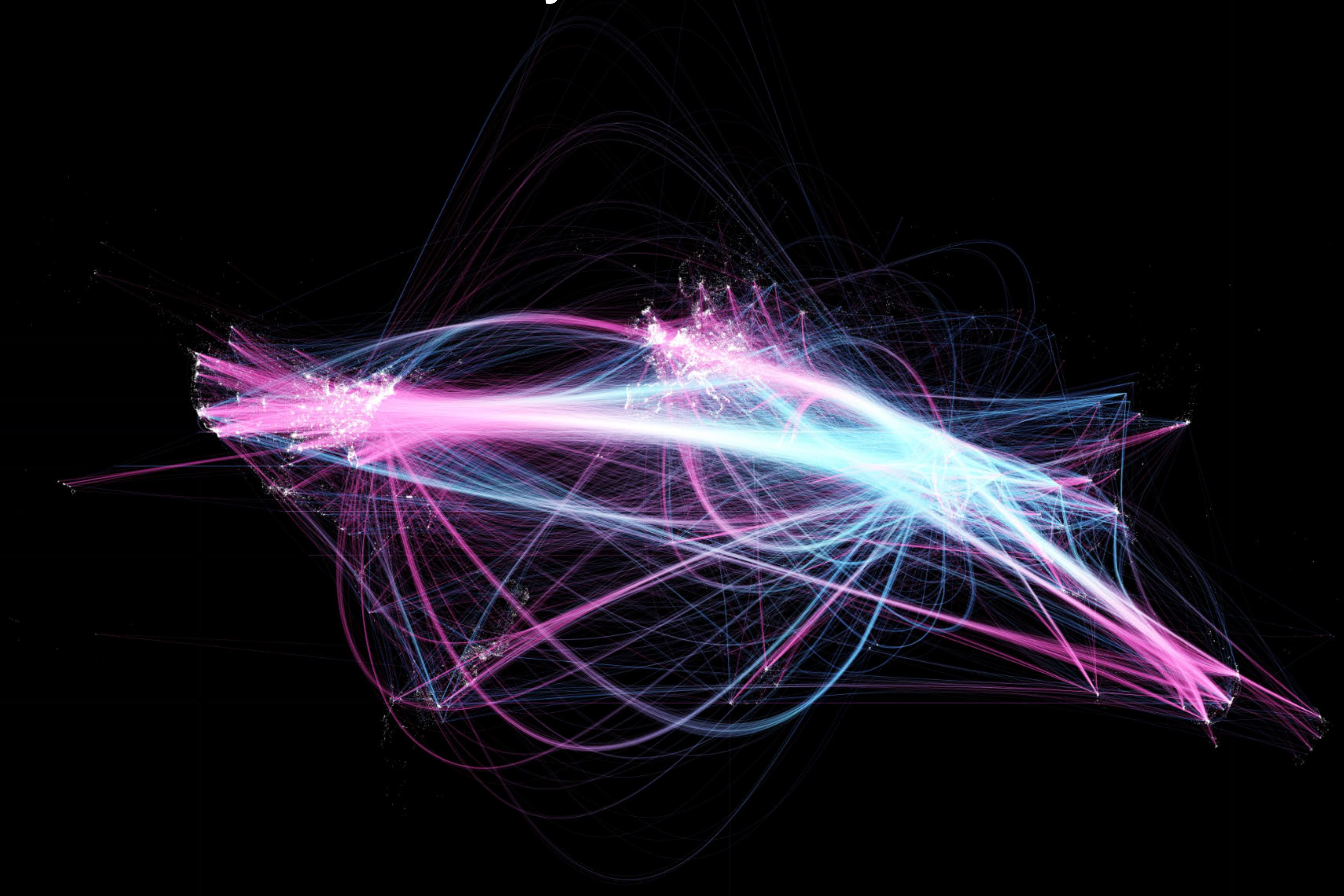
(A$m) 31 Dec y/e	FY16 Actual	FY15 Actual	Change
Cash and cash equivalents	34.8	32.2	8%
Trade and other receivables	4.2	3.4	24%
Other assets	1.1	1.6	nm
Plant and equipment	1.3	1.7	nm
Intangibles	25.7	23.9	8%
Deferred tax assets	3.3	2.8	nm
Total assets	**71.1**	**65.6**	**18%**
Trade and other payables	32.7	28.4	15%
Other liabilities	3.0	2.3	nm
Total liabilities	**35.7**	**30.7**	**16%**
Net assets	**35.4**	**34.9**	**nm**
Contributed equity	37.8	37.3	nm
Reserves	2.4	1.2	nm
Retained earnings	(4.8)	(3.6)	nm
Total equity	**35.4**	**34.9**	**1%**

- Total cash at period end of $34.8m, no net debt
- Escrow.com additionally holds approximately $25 million in cash, in trust, off balance sheet
- Trade and other receivables includes receivables from various payment gateways in relation to partially completed transactions
- Trade and other payables includes user obligations (user balances and milestone payments held on balance sheet)
- Increase in intangibles predominantly relates to goodwill, intellectual property acquired as a result of the Nubelo and Prolancer acquisitions and domain names

Freelancer Limited

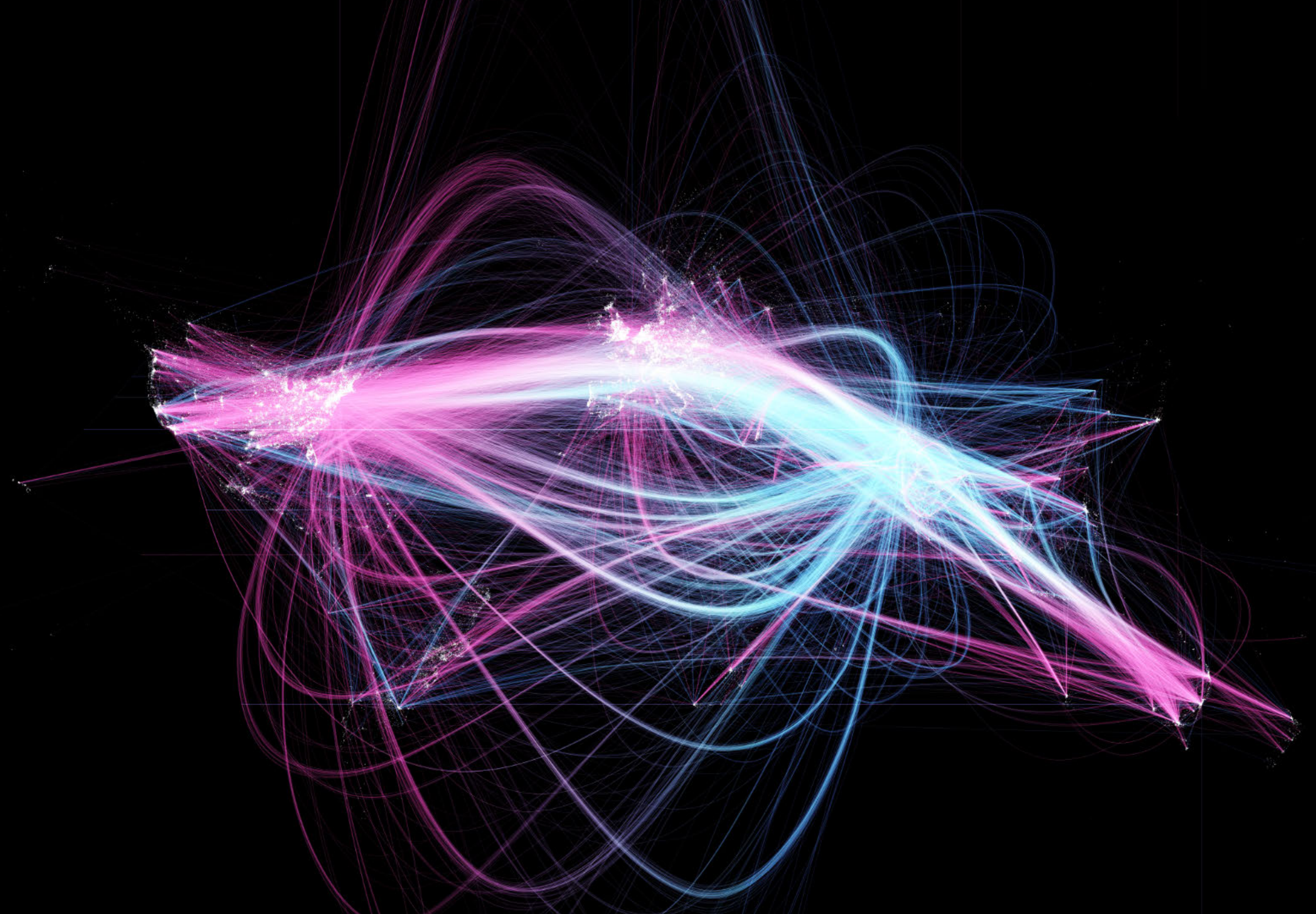
COMPANY

Freelancer's **Online Economy** in 2013



Note: Sample of projects awarded in 2013. 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 2014

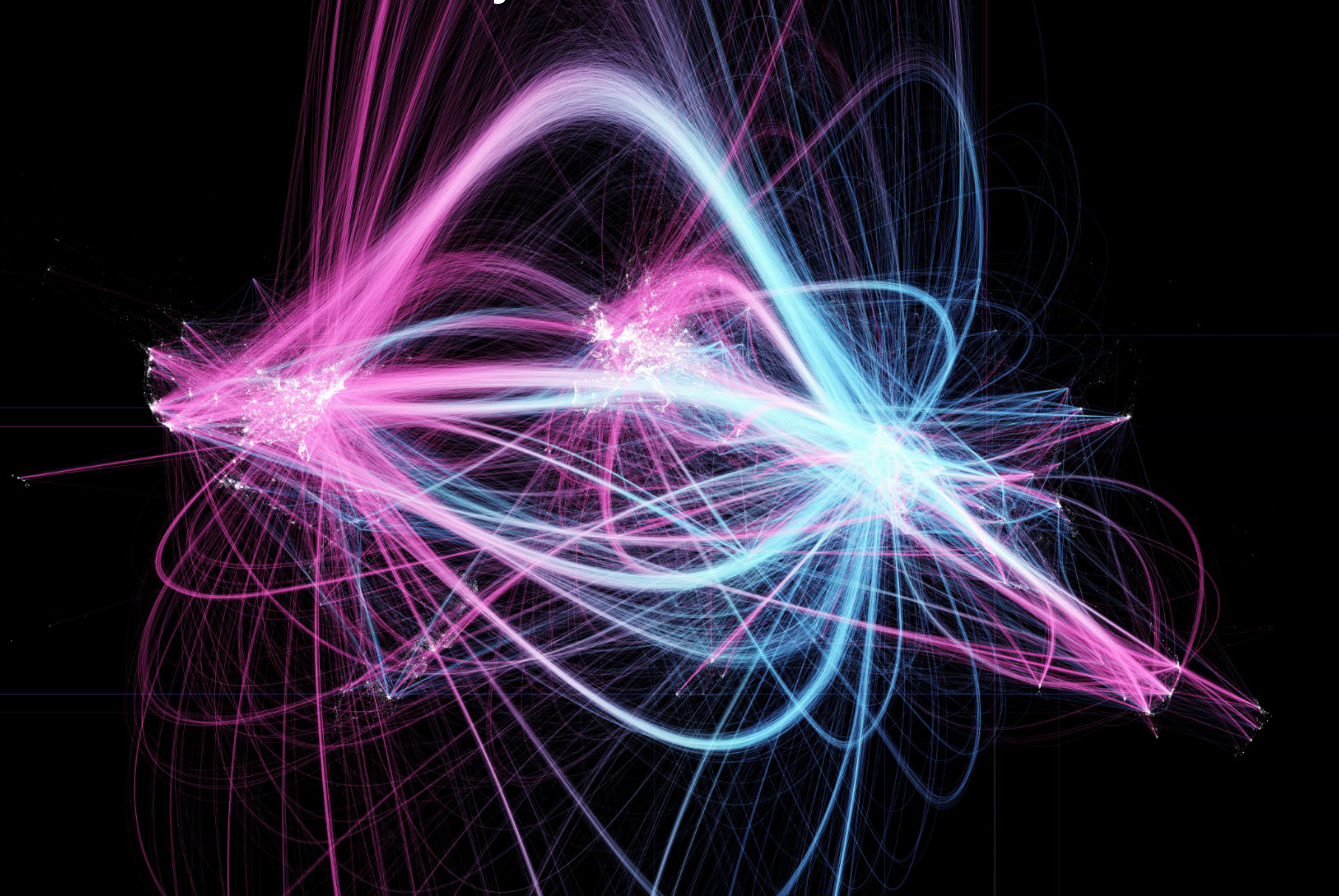


Note: Sample of projects awarded in 2014. The pink lines indicate where projects are being posted by employers, and the blue lines indicate where the projects are being performed by freelancers. Thicker lines indicate a higher volume of work. White dots indicate the location of Freelancer's users. Edges 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.

Freelancer's **Online Economy** in 2016



Note: Sample of projects awarded in 2016. 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.

Global, Multilingual, Multicurrency

53 Regional Websites (added 14 in FY16)

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

28 Supported Currencies (added 8 in FY16)

Currencies

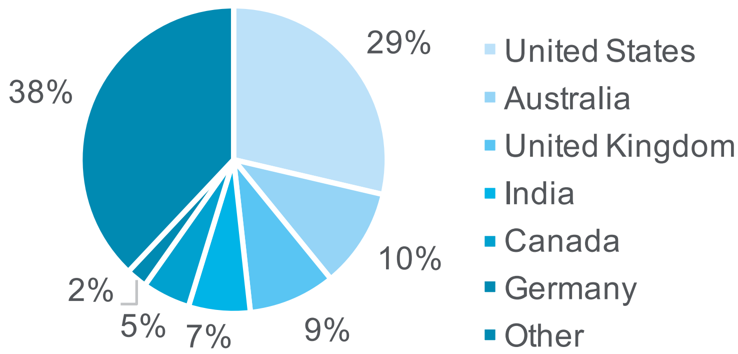
USD	JMD	VND
NZD	CLP	AED
AUD	MXN	ARS
GBP	IDR	BDT
HKD	MYR	COP
SGD	SEK	PKR
PHP	JPY	
EUR	PLN	
CAD	BRL	
ZAR	CNY	
INR	DKK	

24 x 7 x 365
Multilingual Support Team

Marketplace dynamics FY16

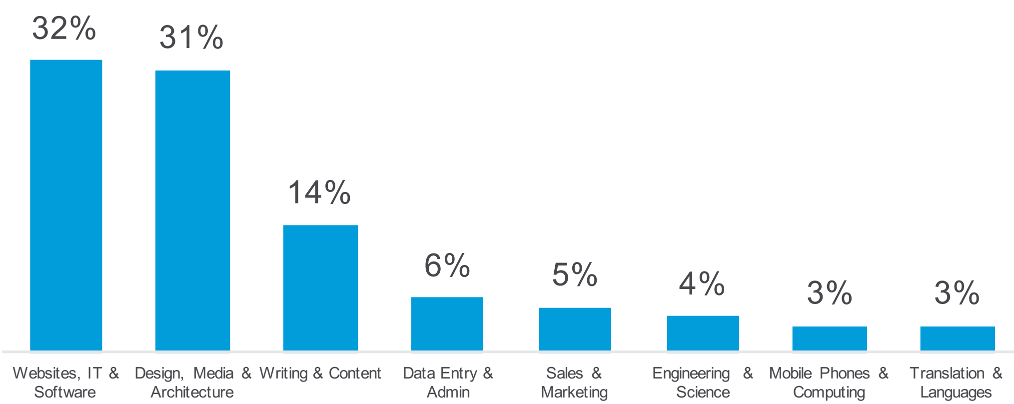
"Every job, every country, every language, every currency, at any time"

Top country sources for completed projects in FY16[1]

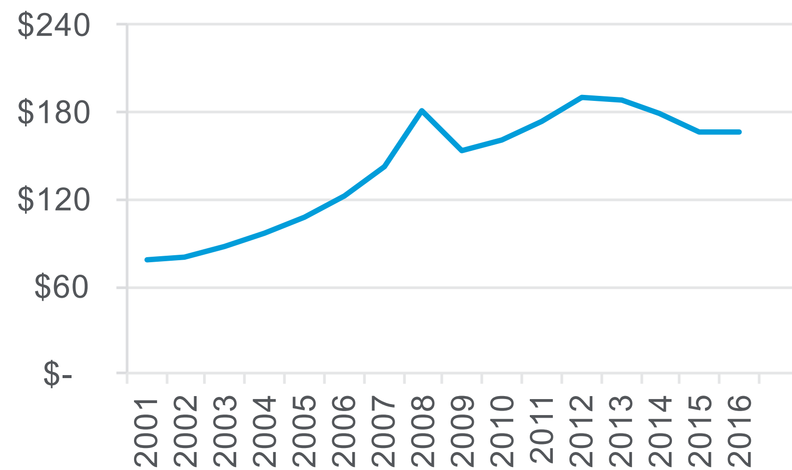


- Over 950 job categories as diverse as Aerospace Engineering, Biotechnology, Sales, Manufacturing, Mechanical Engineering
- Complexity & sophistication growing year by year
- Average completed project US$167 in FY16[3]

Top completed project categories by volume in FY16[2]



Average Completed Project Value (US$)[3]



1. Based on the number of completed projects that were posted in 2016.
2. Based on the value of project payments for projects that were posted in 2016.
3. Average completed project value is now defined as average paid, completed job size, multiple awards as separate jobs. Historicals restated.

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$49.95 a month, and provide additional features and benefits including increased bid limits, eligibility for preferred freelancer and high value project bidding.

Intro	Starter	Basic	Plus	Professional (FREE TRIAL)	Premier
$0.99 per month	$1.99 per month	$4.45 per month	$8.95 per month	$24.95 per month	$49.95 per month
$11.88 billed annually	$23.88 billed annually	$53.40 billed annually	$107.40 billed annually	$299.40 billed annually	$599.40 billed annually

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

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

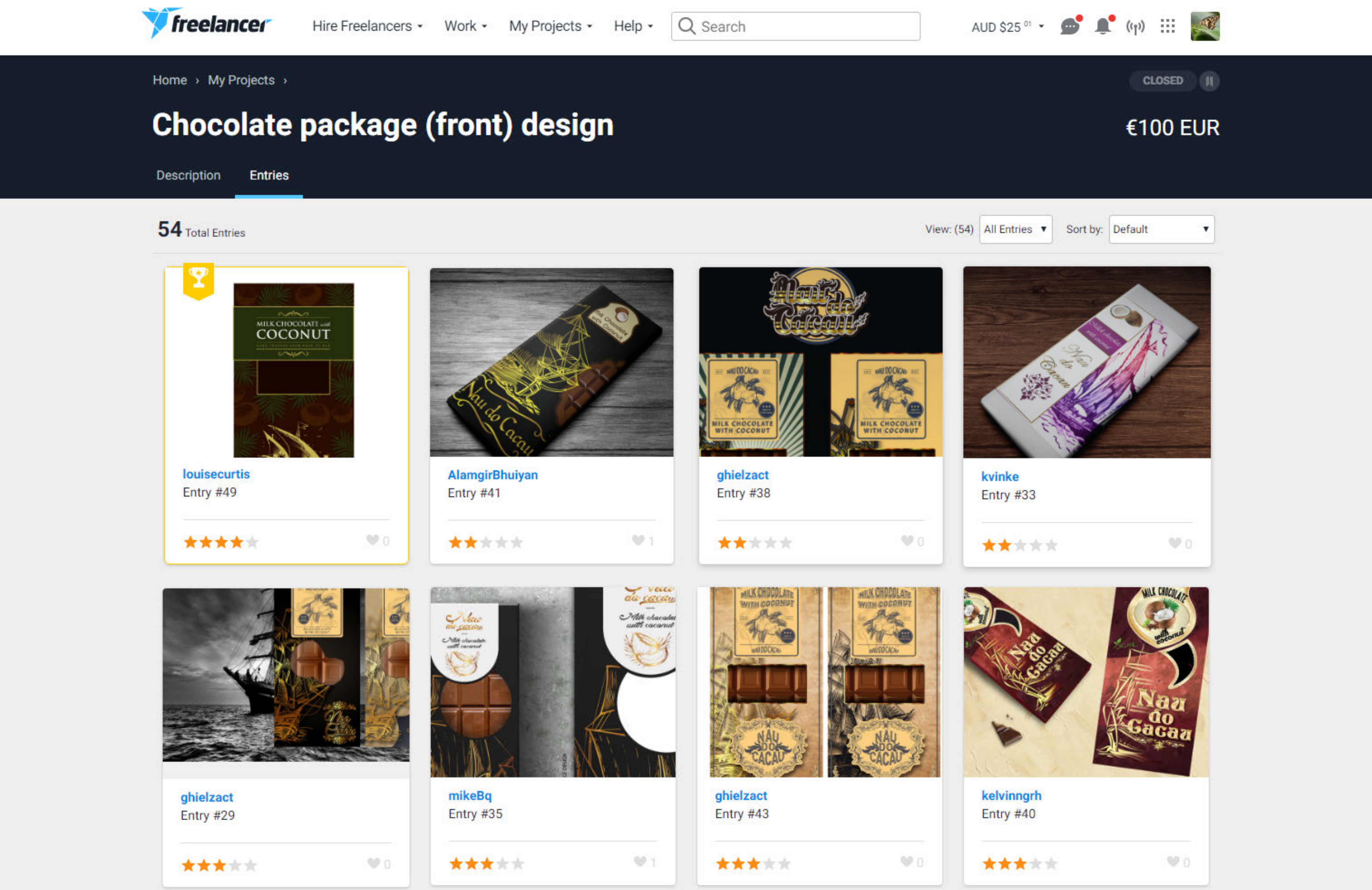
Report Project

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


freelancer
Hire Freelancers
Work
My Projects
Help
Search
AUD $25
Home › My Projects ›
CLOSED
Chocolate package (front) design
€100 EUR
Description
Entries
54 Total Entries
View: (54) All Entries
Sort by: Default
louisecurtis
Entry #49
AlamgirBhuiyan
Entry #41
ghielzact
Entry #38
kvinke
Entry #33
ghielzact
Entry #29
mikeBq
Entry #35
ghielzact
Entry #43
kelvinngrh
Entry #40
MILK CHOCOLATE with COCONUT
MILK CHOCOLATE WITH COCONUT
Nau do Cacau


MILK CHOCOLATE with
COCONUT
HAND CRAFTED FROM BEAN TO BAR
NAU DO CACAU
freelancer
This **Packaging Design** cost
€100

freelancer

This **Logo Design** cost **£10**

freelancer

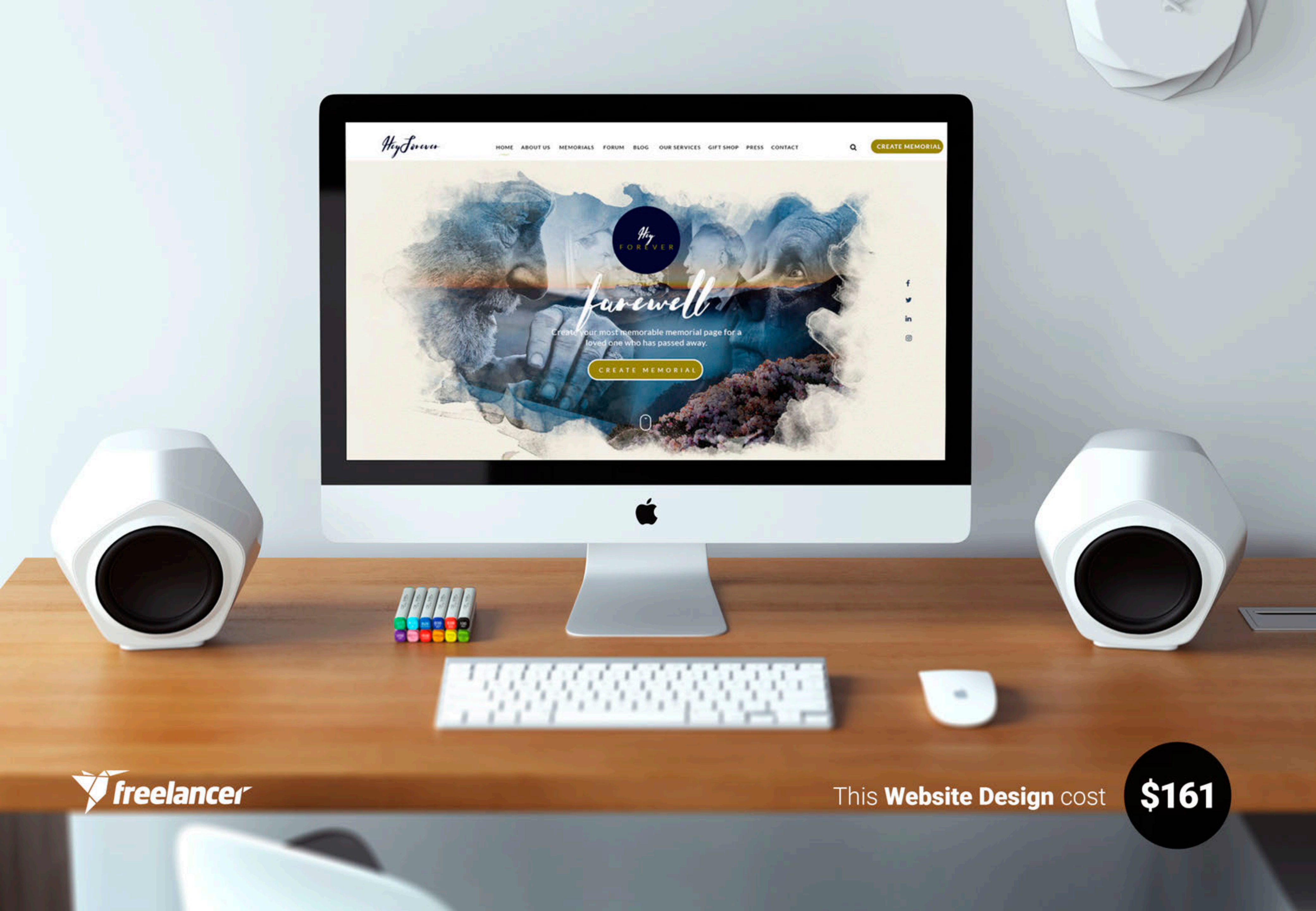
This **Label Design** cost **£10**

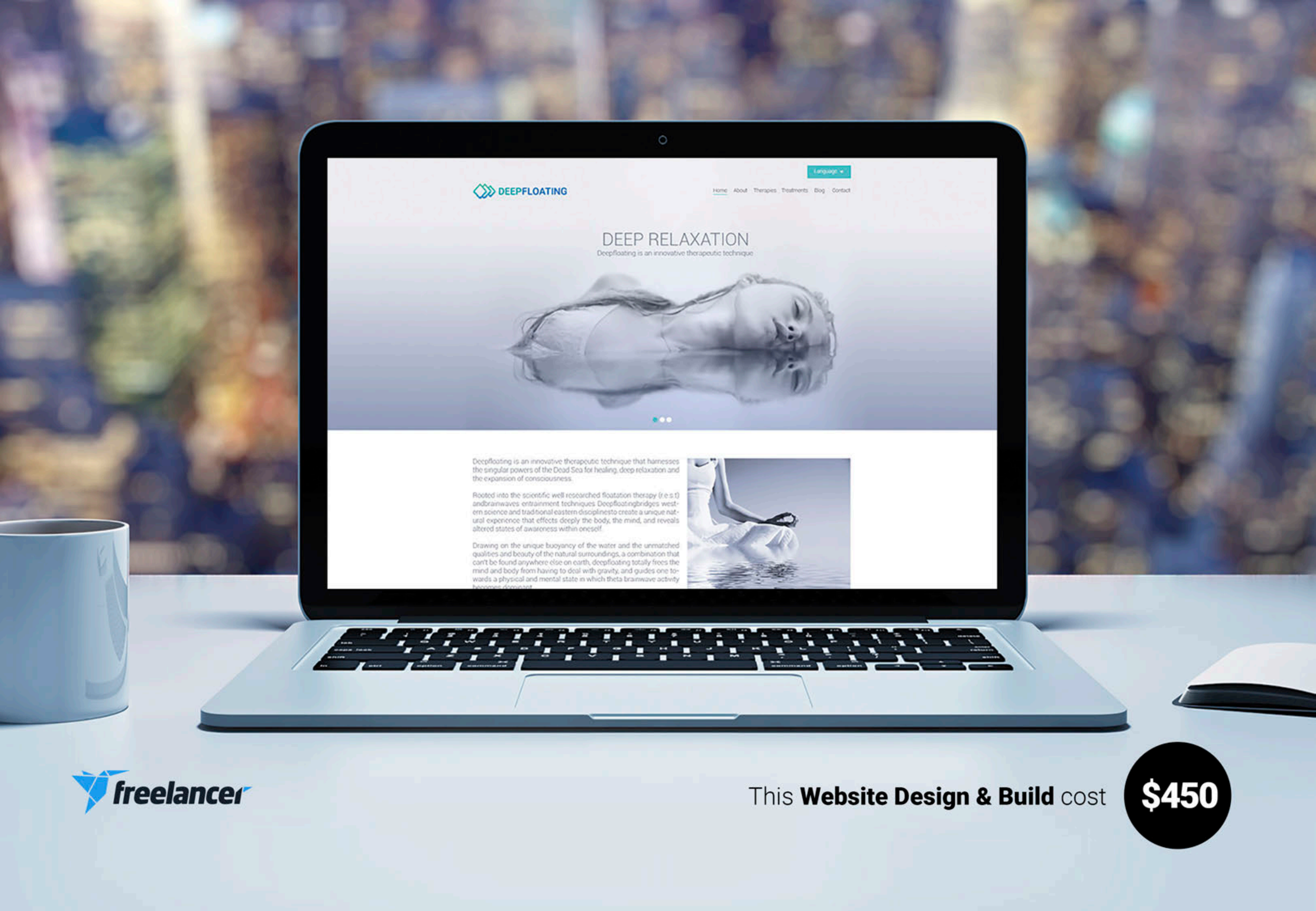
-LUNCH-
MENU SELECTION
SERVED 11AM -7:30PM
PREMIUM OXTAILS
2 SIDES + FOUNTAIN DRINK + CORNBREAD
$12.89
SMOTHERED RIBS
2 SIDES + FOUNTAIN DRINK + CORNBREAD
$10.99
BEEF TIPS
2 SIDES + FOUNTAIN DRINK + CORNBREAD
$11.99
TURKEY WING
2 SIDES + FOUNTAIN DRINK + CORNBREAD
$11.99
TURKEY NECKS
2 SIDES + FOUNTAIN DRINK + CORNBREAD
$9.19
PORK CHOPS
2 SIDES + FOUNTAIN DRINK + CORNBREAD
$9.19
PORK FEET
2 SIDES + FOUNTAIN DRINK + CORNBREAD
$9.19
MEAT LOAF
MEAT LOAF FOR 9.19
SERVED TUES. & THURS
YARDBIRD - BAKED OR FRIED
FARMER'S CHICKEN IS ALL NATURAL & HORMONE FREE
2PC CHICKEN DARK
2 SIDES
FOUNTAIN DRINK
CORNBREAD
$5.99
3PC CHICKEN MIX
2 SIDES
FOUNTAIN DRINK
CORNBREAD
$8.99
2PC CHICKEN WHITE
2 SIDES
FOUNTAIN DRINK
CORNBREAD
$6.99
4PC CHICKEN MIX
2 SIDES
FOUNTAIN DRINK
CORNBREAD
$8.99
SIDE SELECTION
MEDIUM SIDE (8OZ) $2.49 - LARGE SIDE (16OZ) $3.99
CANDY YAMS
MAC N' CHEESE
GREENS
PINTO BEANS
CABBAGE
BLACKEYE PEAS
SWEET CORN
GREEN BEANS
FRESH Homemade BREAKFAST
SERVED 7AM – 10:30AM
SMALL BREAKFAST
1 MEAT +2 EGGS + GRITS OR POTATOES + TOAST
$4.59
MEDIUM BREAKFAST
2 MEAT + 2 EGGS + GRITS OR POTATOES + TOAST
$5.59
LARGE BREAKFAST
3 MEAT + 2 EGGS + GRITS OR POTATOES + TOAST
$5.99
GREAT SELECTION OF BREAKFAST MEATS
SPICED BACON
SMOKED SAUSAGE LINKS
BREAKFAST CHOPS
SLICED HAM
BEEF PAN SAUSAGE
PORK PAN SAUSAGE
CHICKEN PAN SAUSAGE
TURKEY PAN SAUSAGE
PREMIUM OXTAILS
SPECIAL PLATES
CATFISH AND GRITS
1 CATFISH FILET + GRITS OR POTATOES + 2 EGGS
$5.99
PANCAKE BREAKFAST
2 PANCAKES + 2 EGGS + 1 MEAT
$4.99
WINGS AND WAFFLES
1 WAFFLE + 6 WING PIECES
$5.99
Comfort Food with a Southern Mood
FARMER'S FRESH KITCHEN SERVES ONLY THE HIGHEST QUALITY MEATS FROM PREMIUM GRADE OXTAILS TO TOP SIRLOIN BEEF TIPS, OUR MEATS ARE SECOND TO NONE! WITH A DASH OF OUR SPECIAL SEASONING AND A SPRINKLE OF TENDER CARE, WE KNOW YOU'LL ENJOY THE SAVORY GOODNESS OF OUR CLASSIC SOUTHERN DELIGHTS.
freelancer
This Wall Menu Design cost
$250


HOTEL
BLINDFOLD VISION
The Real You
A FALCON GROVE PRODUCTION
DAVID GROVER
KINGA SMITH, JOHN INGLER
FRANK TOMCZAK
FRANK TOMCZAK, JOHAN INGLER, JOHAN VANDEWOESTLINE
freelancer
This **Movie Poster** cost
€140

freelancer

This **Corporate Identity** cost **$245**


HOME ABOUT US MEMORIALS FORUM BLOG OUR SERVICES GIFT SHOP PRESS CONTACT
CREATE MEMORIAL
FOREVER
farewell
Create your most memorable memorial page for a loved one who has passed away.
CREATE MEMORIAL
freelancer
This **Website Design** cost
$161



Language
DEEPFLOATING
Home About Therapies Treatments Blog Contact
DEEP RELAXATION
Deepfloating is an innovative therapeutic technique
Deepfloating is an innovative therapeutic technique that harnesses the singular powers of the Dead Sea for healing, deep relaxation and the expansion of consciousness.
Rooted into the scientific well researched floatation therapy (r.e.s.t) andbrainwaves entrainment techniques Deepfloatingbridges western science and traditional eastern disciplinesto create a unique natural experience that effects deeply the body, the mind, and reveals altered states of awareness within oneself.
Drawing on the unique buoyancy of the water and the unmatched qualities and beauty of the natural surroundings, a combination that can't be found anywhere else on earth, deepfloating totally frees the mind and body from having to deal with gravity, and guides one towards a physical and mental state in which theta brainwave activity
freelancer
This **Website Design & Build** cost
$450

This **Architectural Design** cost **$1613** 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

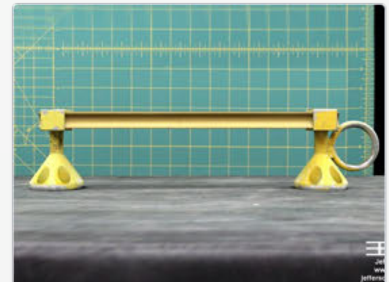
121 Total Entries

View: (121) All Entries Sort by: Relevance

by Miguel3D
Entry #11
5 8

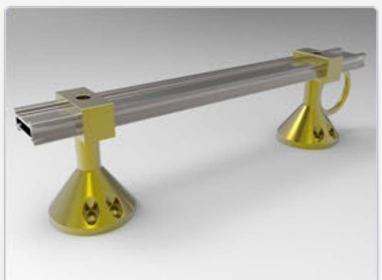
by BlackRiddles
Entry #26
2 0

by Electrojesus
Entry #28
16 12



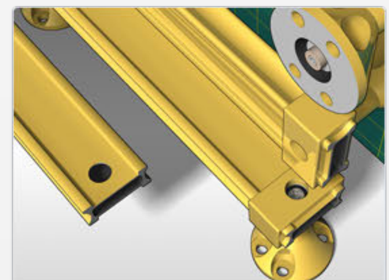
by Jeffersonben
Entry #15
1 1

by speedmaster96
Entry #19
1 5

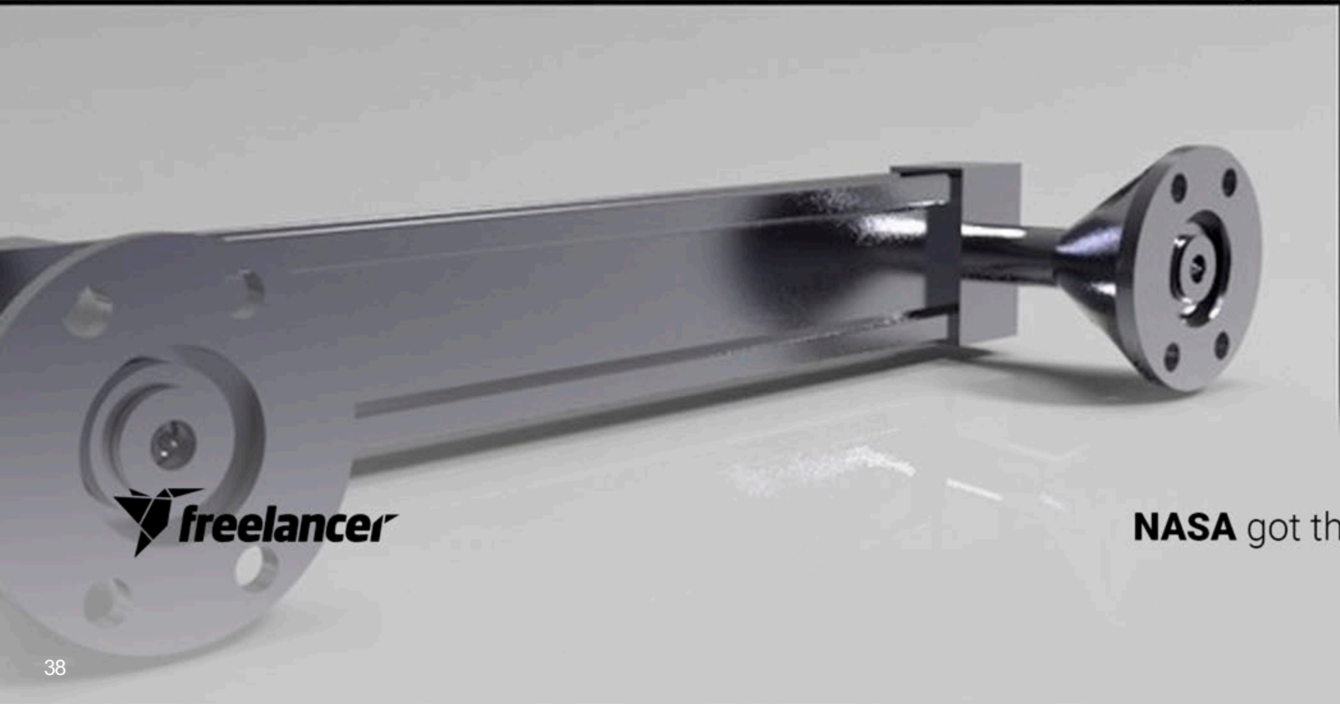


by gmldelhi
Entry #5
1 0

by seifodias
Entry #3
1 1



by AlexBrickley
Entry #42
1 2



freelancer

NASA got this **3D CAD modelling** for **$50**

freelancer

We push the boundaries of human innovation

Our freelancers helped NASA design a robotic arm for the Astrobee, a next generation free flying robot on the International Space Station.

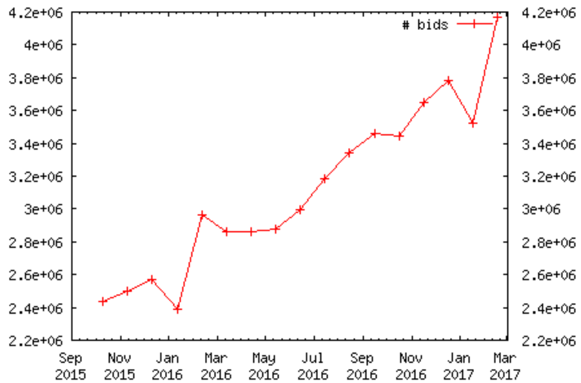
NASA Tournament Lab

88 COUNTRIES PARTICIPATING

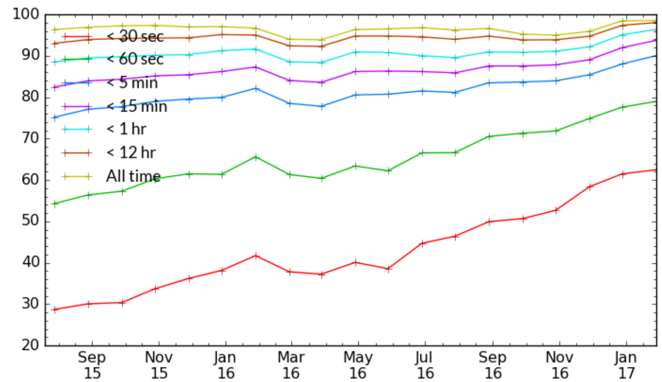
50 CHALLENGES PLANNED

Liquidity: 4.2m bids/month, >78% of projects get bid within 60s

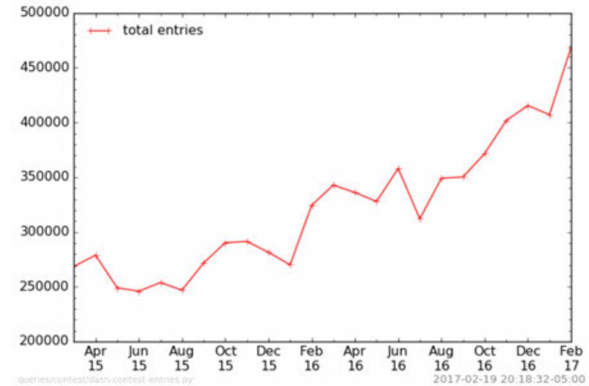
Number of bids on projects



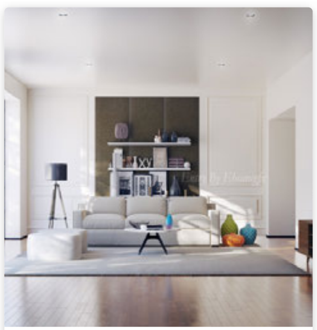
Average number of bids in 1 hour



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

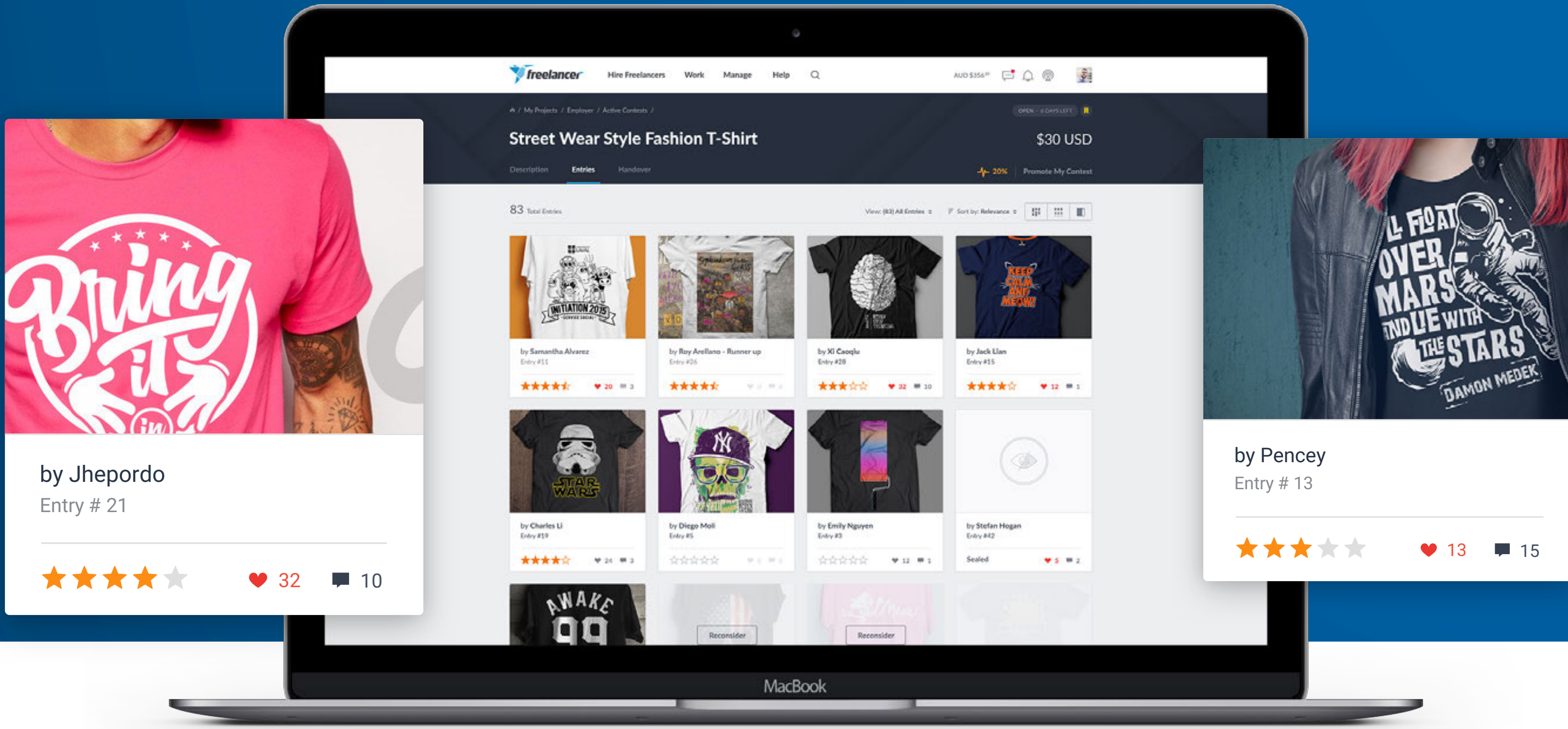
Actual contest entries

Mobile App Mockup
by kadyanasantos $100 AUD

Music Album Cover
by razer12 €30 EUR

Healthy Chips Packaging
by medialabcreative $200 USD

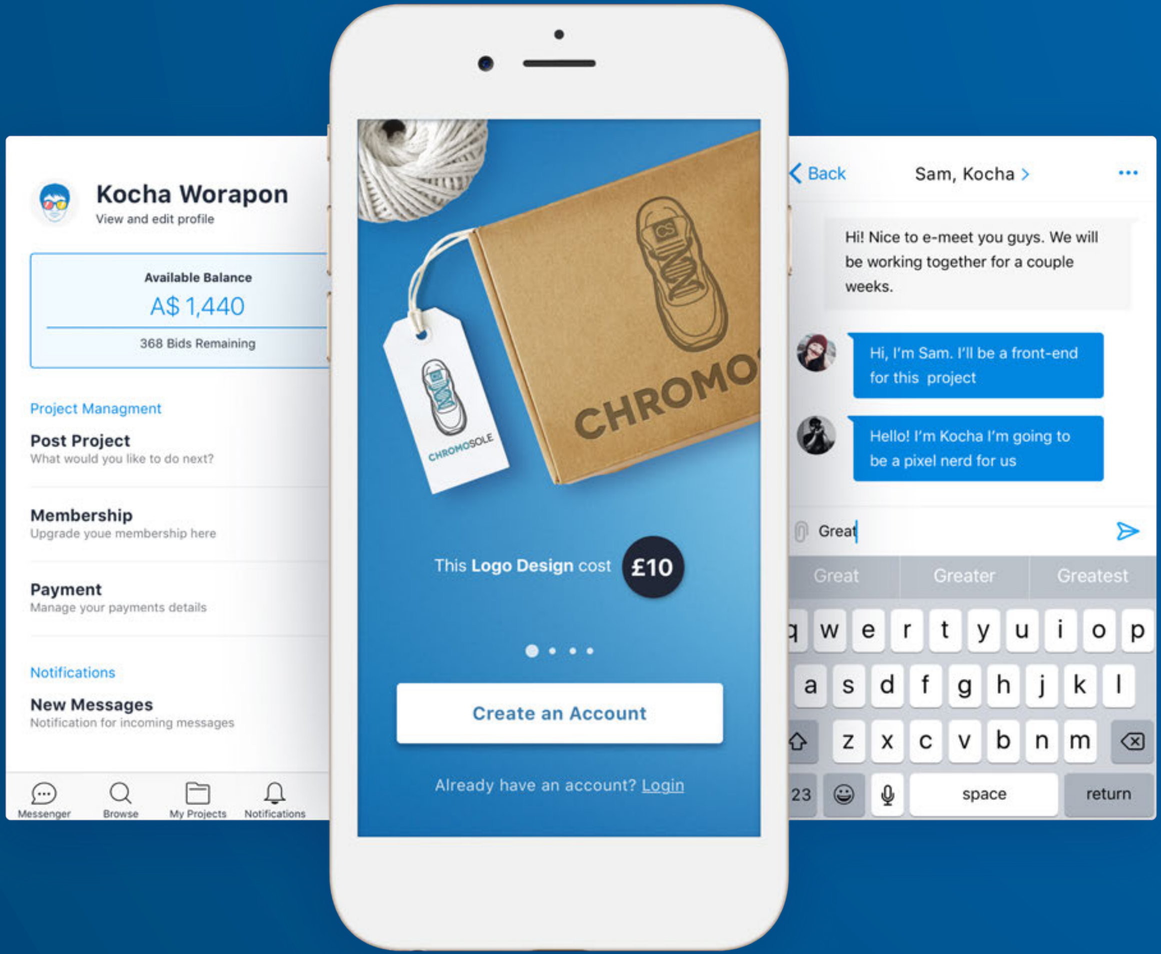
Contests



71 entries per contest on average

70% of the contests receive their first entry within the first two hours

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



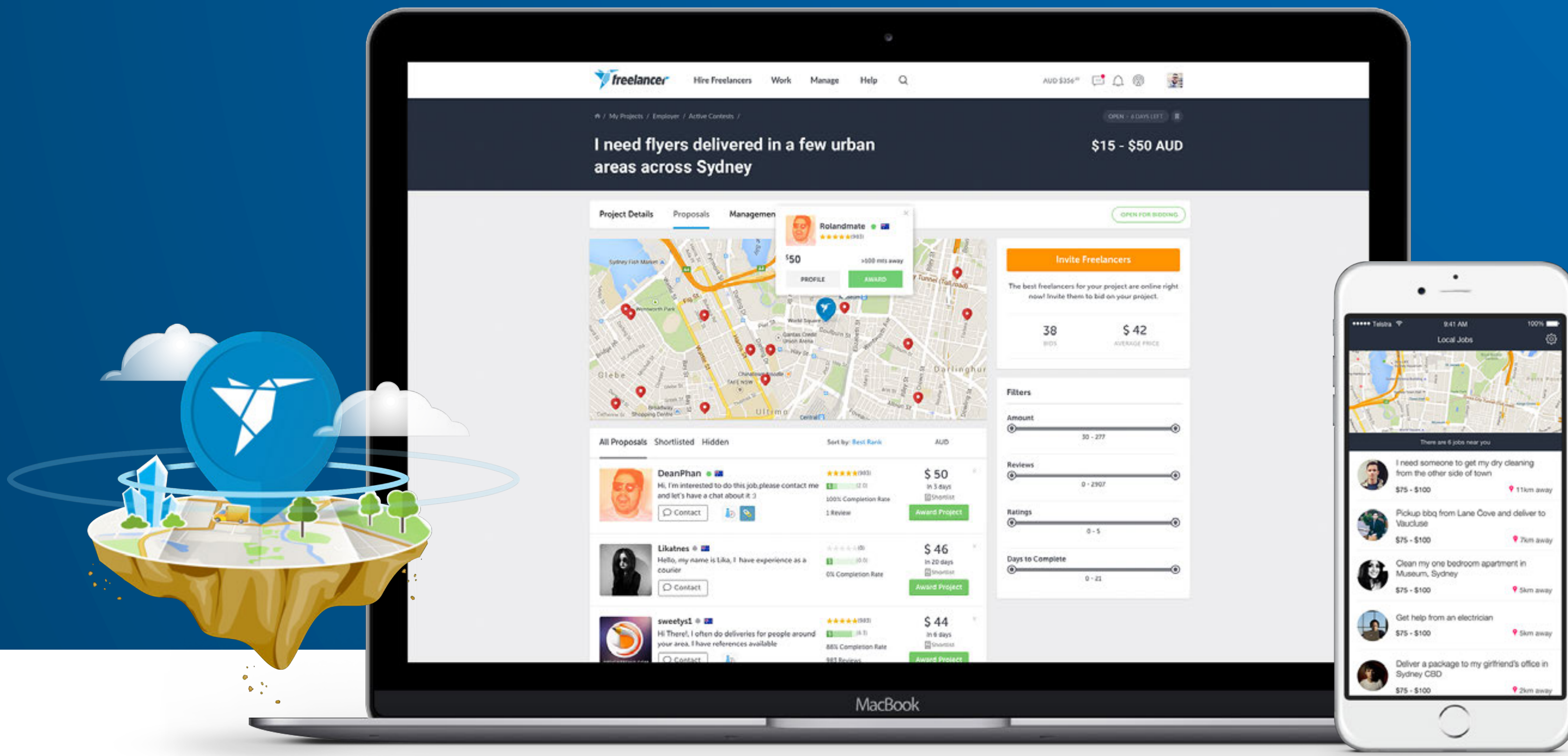
Mobile

Over 1 million downloads of the Android app.

Over 79% of projects touch mobile during the project lifecycle.

Payments have now been added to the apps.

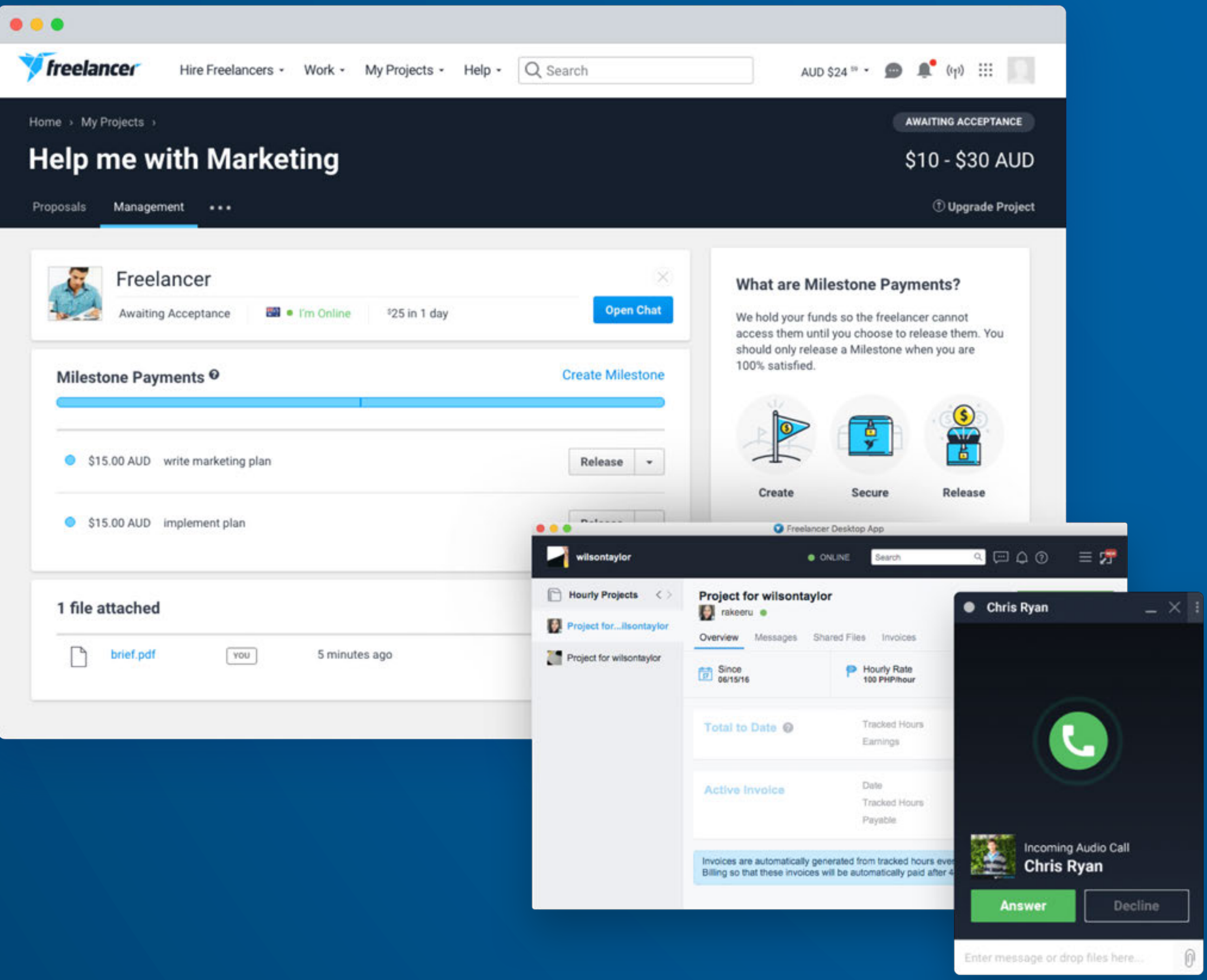
Local Jobs



60% of jobs receive a quote in less than one hour. Globally.

Average time to first bid has been reduced to 15 minutes. Globally.

Local jobs on average receive 7 bids. Globally.



Tools

Users with chat threads increased >100% year on year.

61% of freelancers respond to an employer chat within one hour. Globally.

Native audio & video chat launched.

Stunning Community Content

High quality content across a range of technical areas generated from our community of 23 million skilled professionals.

Nubelo & Prolancer acquisitions

Nubelo

We expanded leadership in the Latin American, Spanish and Portuguese markets by acquiring the Nubelo and Prolancer freelancing marketplaces.

PROLANCER

Adding 750,000 registered users and 122,000 posted projects to the 1.8 million users and 502,000 projects in these markets already on Freelancer.

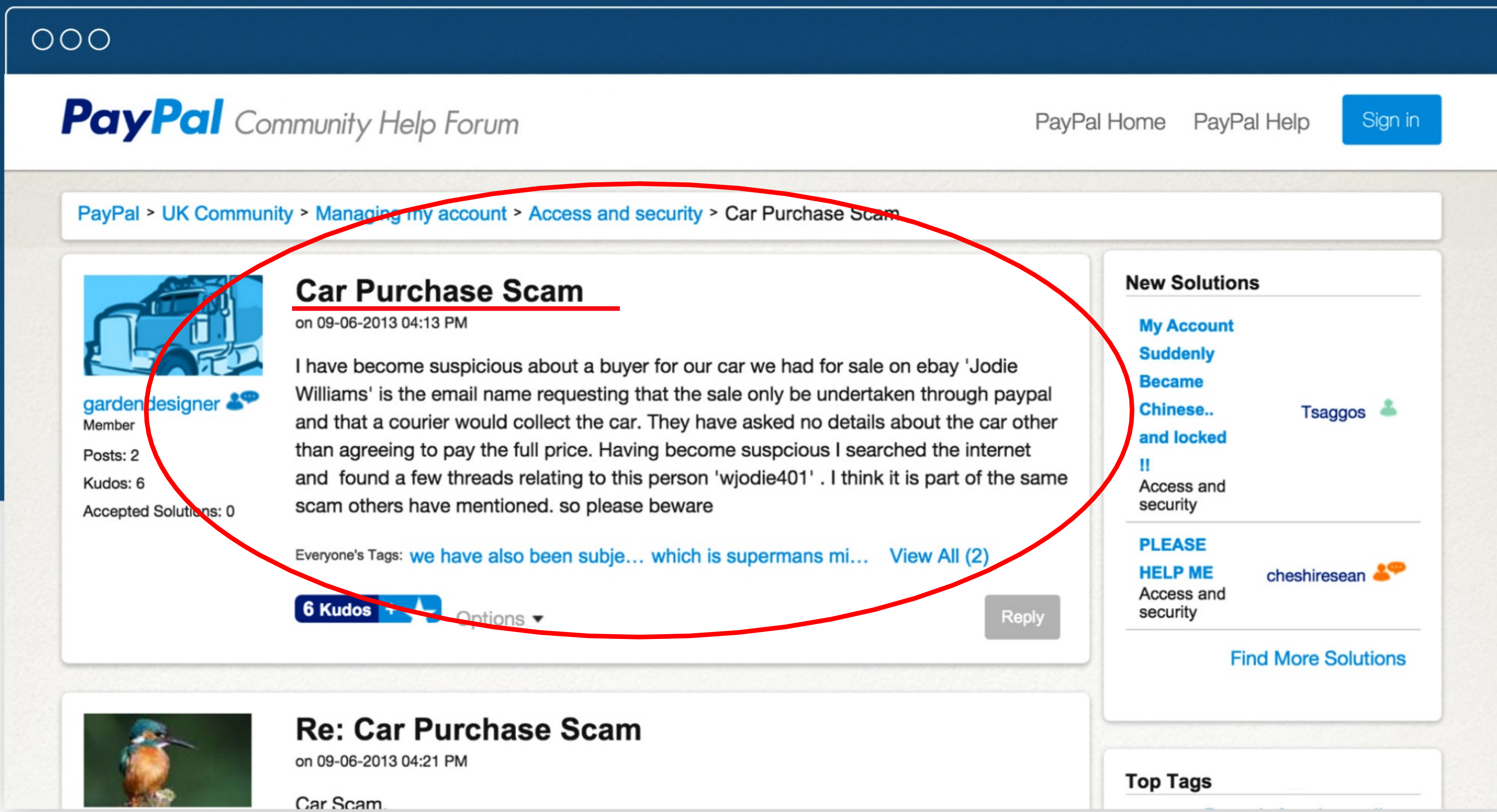
ESCROW.COM™

freelancer

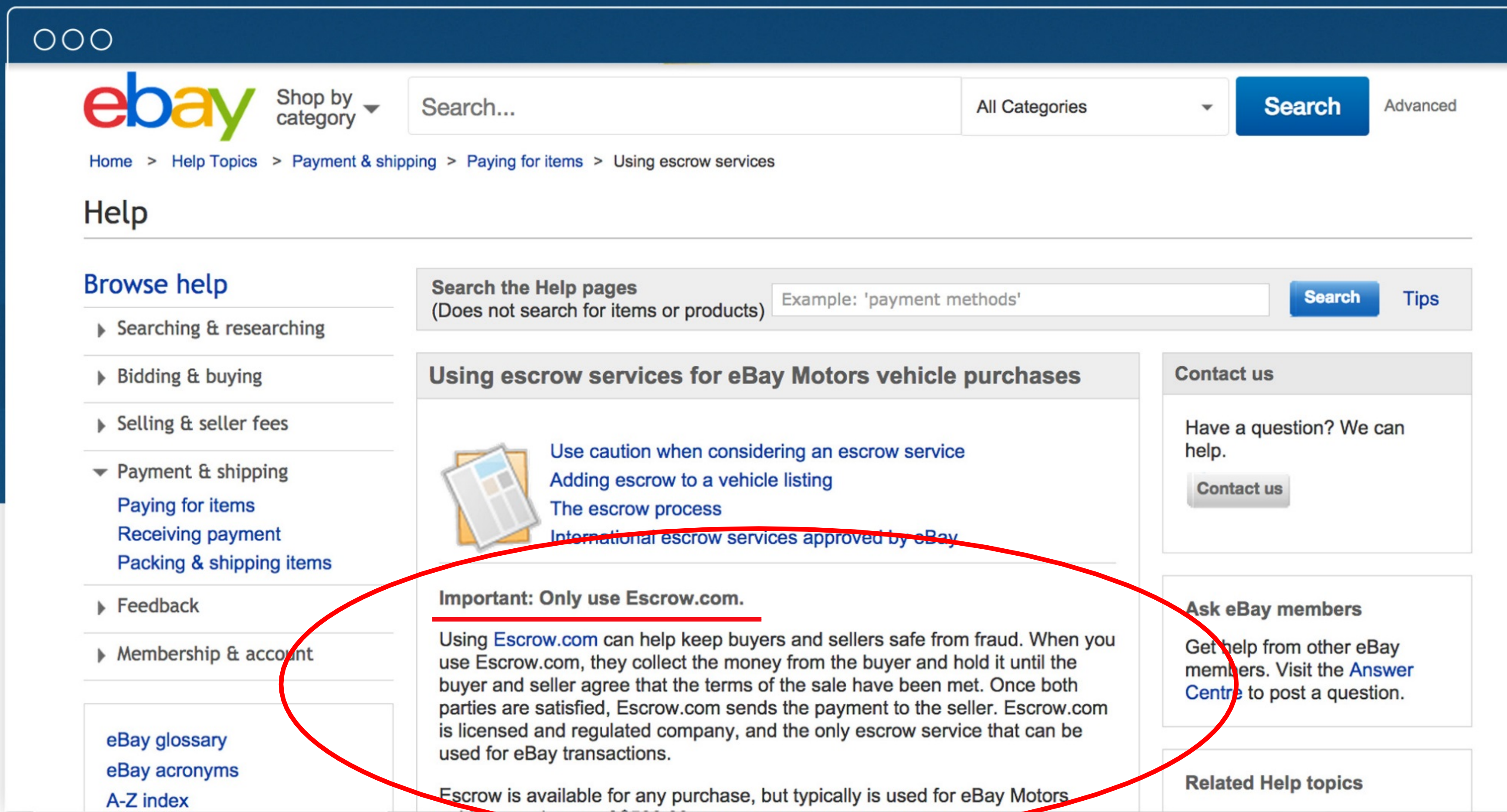
1 million users have transacted over US$3 billion securely through Escrow.com

Licensed, audited & bonded = 0% chargebacks

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

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

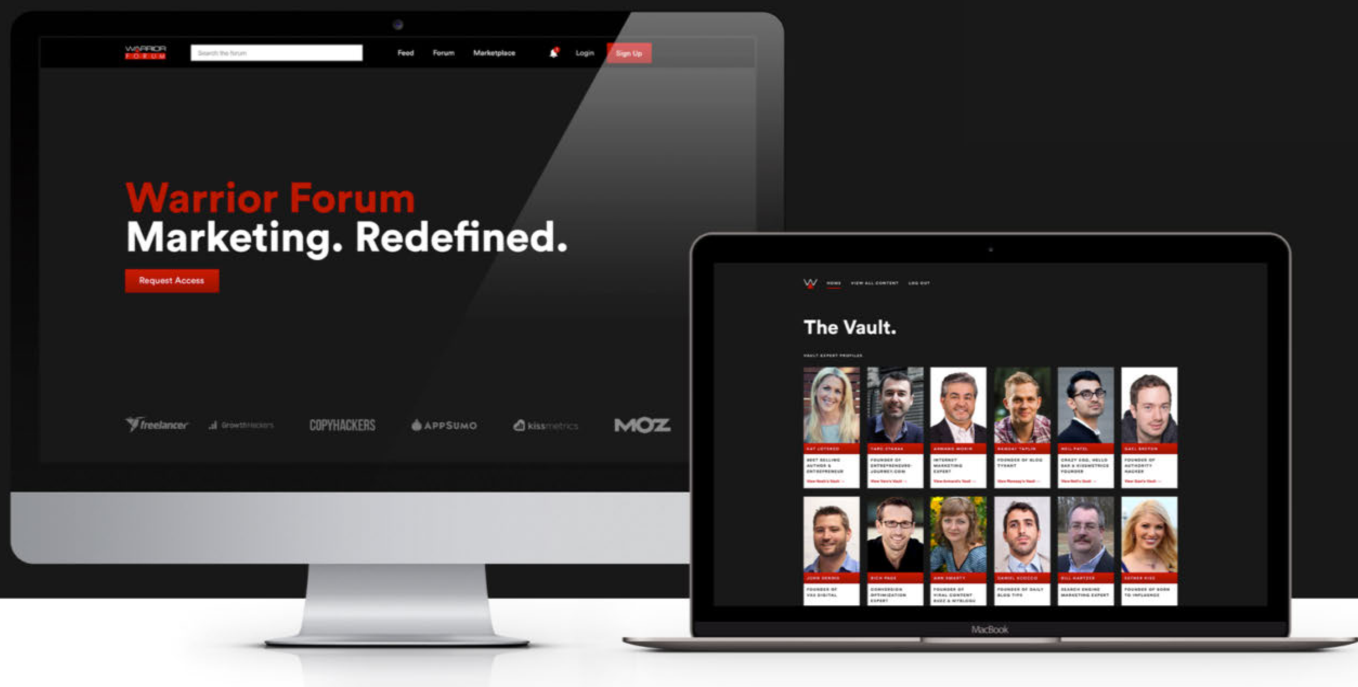
Orbitz.com

Upwork.com

Escrow.com highlights FY16

Reaching the end of a significant period of investment rebuilding Escrow.com's processes & systems

- **Revamped site** - released a new mobile responsive and multilingual front end
- **Added new payment methods** for international users, and increased payment processing times to the fastest in Escrow.com's history
- **Added live chat technical support** - average response time of 20 seconds
- **Added support teams** – in four locations (San Francisco, Vancouver, Sydney, Manila), with extended hours and new offering of multilingual support
- **Infrastructure and engineering technical work** - migration of technical stack away from legacy infrastructure to cloud hosted AWS (Amazon Web Services)
- **Deployed a new KYC (know your client) and AML (anti-money laundering) system** - built a new verification product into the platform which allows users to upload documents and have their identity verified, with a majority of submitted applications processed in under 2 hours



The #1 Internet Marketing Forum Since 1997

1,213,452+
USERS

9,959,391+
POSTS

944,554+
DISCUSSIONS

Awards in 2017

Official Honoree - Best Practices
20th Annual Webby Awards 2016

People's Voice Award - Best Employment Website
20th Annual Webby Awards 2016

Best Employment Website
20th Annual Webby Awards 2016

Matt Barrie, Australia's list of top innovators and thinkers
Knowledge Nation 100

E-commerce Category
54th Australian Export Awards

E-commerce Category
Premier's NSW Export Awards 2016

Top 50 Tech Pioneers
Australia and New Zealand, 2016

Grand Stevie Award
The 2016 International Business Awards

Gold Stevie for Best Interface Design
The 2016 International Business Awards

Gold Stevie for Executive of the Year - Internet/New Media
The 2016 International Business Awards

Gold Stevie for Communications, Investor Relations or PR Executive of the Year
The 2016 International Business Awards

Gold Stevie for Communications Department of the Year
The 2016 International Business Awards

Gold Stevie for Company of the Year - Business or Professional Services - Large
The 2016 International Business Awards

Gold Stevie for Most Innovative Company of the Year - in Asia, Australia and New Zealand
The 2016 International Business Awards

Gold Stevie Winner - Award for Innovative Management in Technology Industries
Asia-Pacific Stevie Awards 2016

Silver Stevie for Communications or PR Campaign of the Year - Media Relations
The 2016 International Business Awards

Silver Stevie for Company of the Year - Internet/New Media
The 2016 International Business Awards

Silver Stevie for Executive of the Year - Advertising, Marketing, Public Relations, Business Services & Diversified Services
The 2016 International Business Awards

Silver Stevie for Utilities & Services
The 2016 International Business Awards

Silver Stevie Winner - Award for Excellence in Innovation in Technology Industries
Asia-Pacific Stevie Awards 2016

Silver Stevie Winner - Award for Innovation in Business Information or Application Websites
Asia-Pacific Stevie Awards 2016

Bronze Stevie for Advertising, Marketing, Public Relations & Business Services
The 2016 International Business Awards

Bronze Stevie for Communications or PR Campaign of the Year - Public Affairs
The 2016 International Business Awards

Bronze Stevie Winner - Award for Innovation in Business Utility Apps
Asia-Pacific Stevie Awards 2016

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)

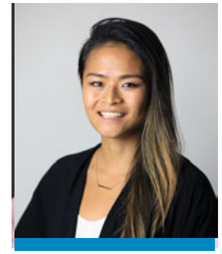
Peter Phillips is Vice President of Engineering at Freelancer. In this role, he is responsible for leading the global engineering teams and defining and executing the company's operating and technical direction. Peter has extensive experience in software engineering, scalable infrastructure and IT management.

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.



Sarah Tang
Global Operations
MSc (Wien) MA BCom (Queens)

Sarah Tang is in charge of operations at Freelancer, across its global footprint. She leads a diverse range of teams across operations, support, talent and human resources. Sarah is a Millennium and Cansbridge Scholar with a double degree in Strategy & Innovation Management. Her thesis explored how face-reading software can be applied to user-driven product research by training it to measure human cognition, emotions and psychology.

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 53 dedicated regional sites and 34 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

Outlook statement FY17

Freelancer is continuing its exceptional growth and its path to profitability

- **Freelancer is continuing its exceptional growth, with record net revenue and GPV in FY16; and this will continue in FY17**
- **Freelancer is experiencing the fastest job growth since 2010 (up 53% on pcp) and fastest revenue growth in USD constant currency since IPO (up 36% on pcp)**
- **Freelancer expects to continue generating positive Operating Cashflow, Operating EBITDA & Operating NPAT (excluding share based payments expenses) through FY17**
- **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
- **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.)

Freelancer Limited

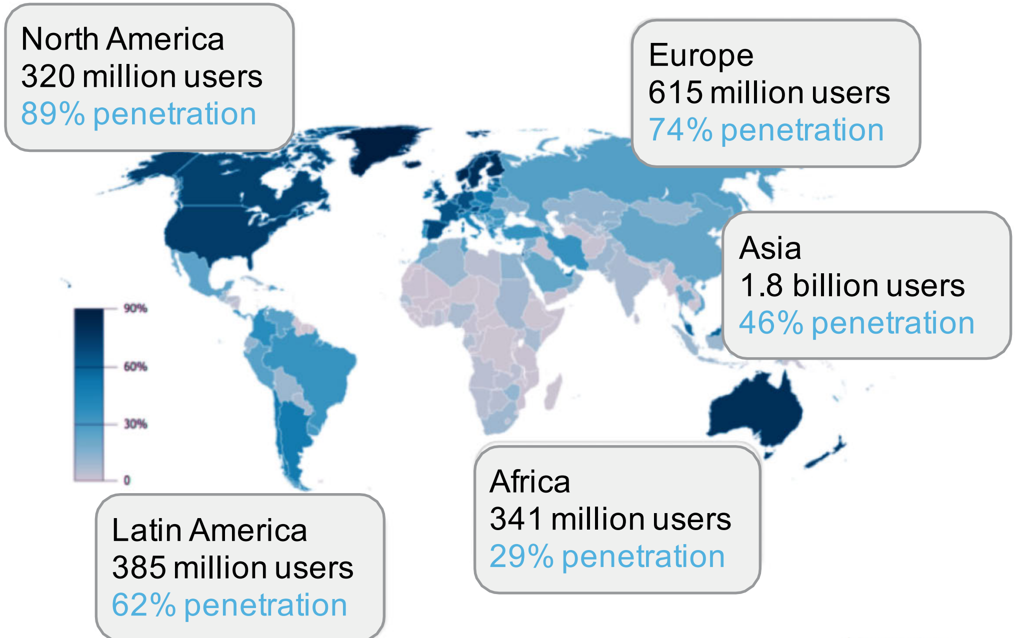
INDUSTRY DRIVERS

The other 50% of the world's population are about to join the Internet.

It's 2017

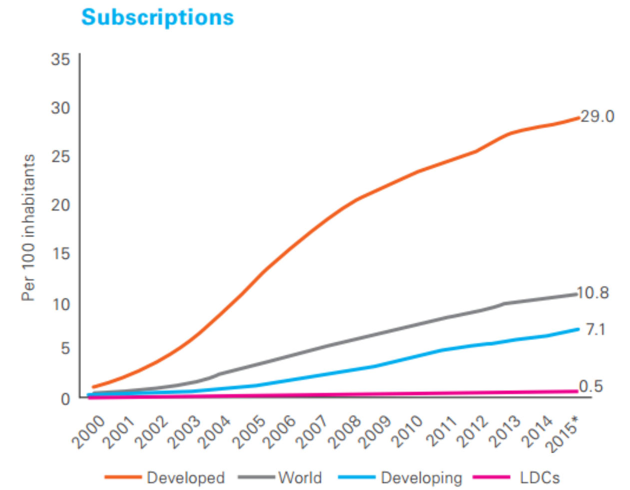
The other four billion are connecting to the Internet at a tremendous pace

- World population[1]: **7,340,159,492**
  Number on the Internet: **3,675,824,813** (50.1%)

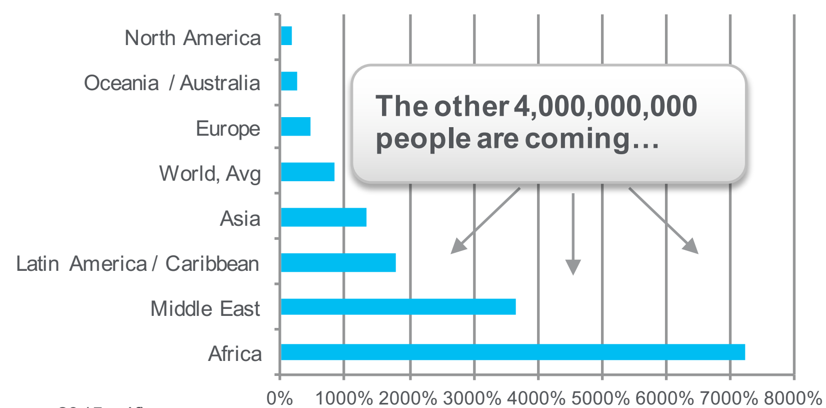


* latest data

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



Worldwide Internet Growth 2000-15[1]



1. Source: Internet World Stats (to 30 June 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

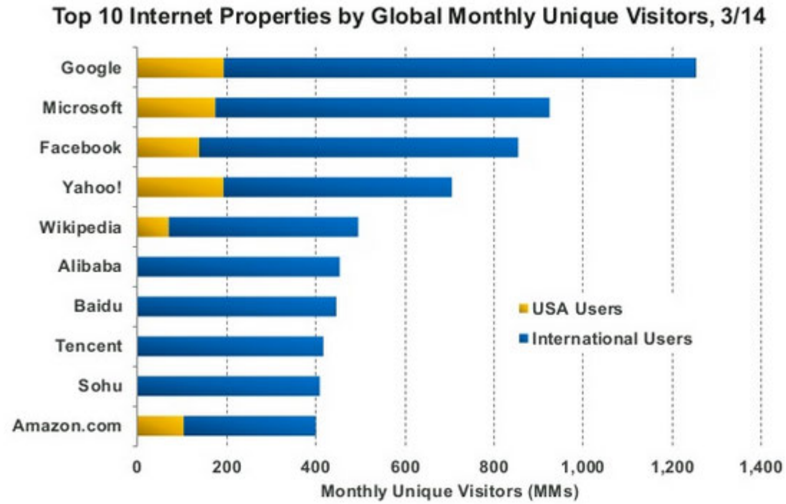
- Five billion people live on $10 a day or less

- 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+

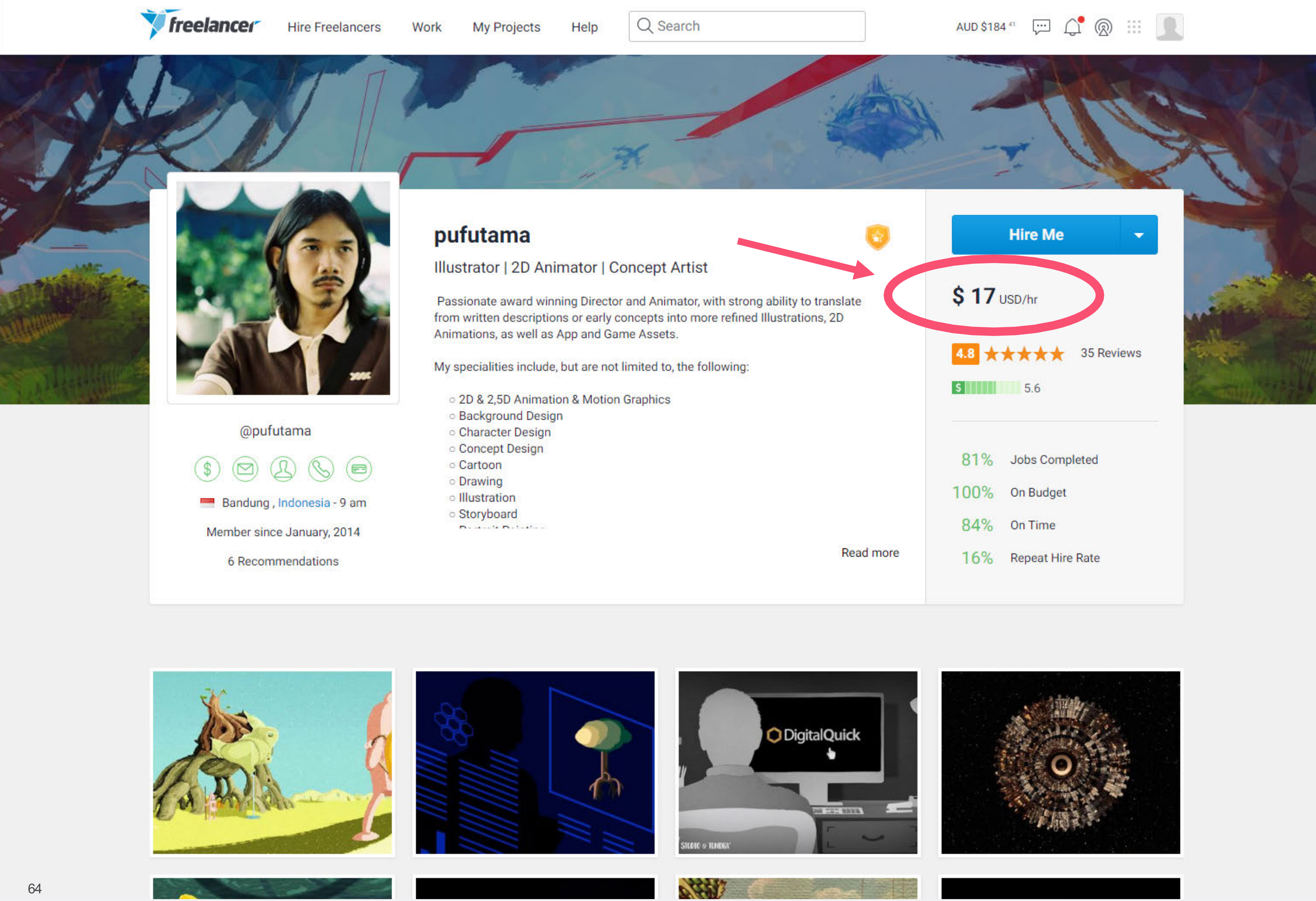
86% of users of top 10 US sites are already foreign[1]



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%

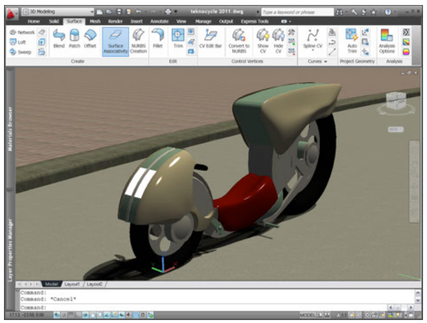
1. Source: comScore Global, 8/11.
2. Source: International Telecommunications Union, ICT Facts and Figures 2013; CNNIC, 31 December 2012.

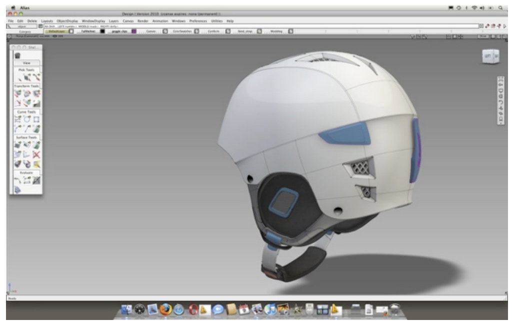

freelancer
Hire Freelancers
Work
My Projects
Help
Search
AUD $184
pufutama
Illustrator | 2D Animator | Concept Artist
Passionate award winning Director and Animator, with strong ability to translate from written descriptions or early concepts into more refined Illustrations, 2D Animations, as well as 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

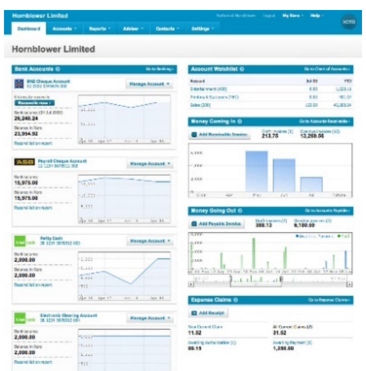
Software is eating the world

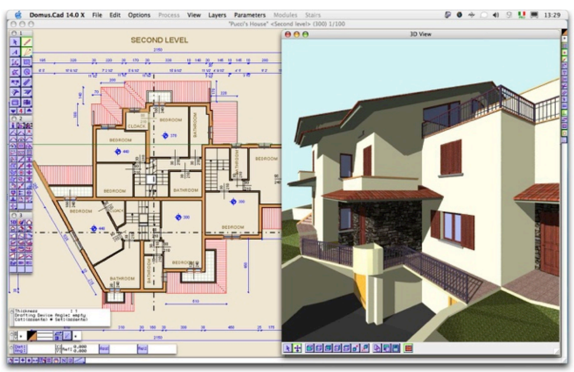
“We are in the middle of a dramatic and broad technological and economic shift in which software companies are poised to take over large swathes of the economy”[1]

- 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





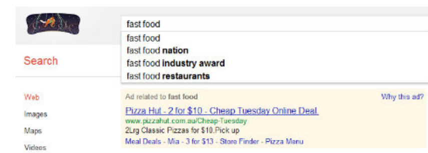




Advertising

Physical

Google



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

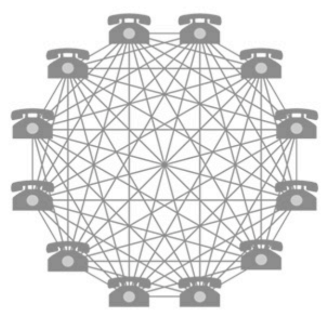
DEVELOPED WORLD

DEVELOPING WORLD

amazon.co.uk

ebay

freelancer®



PRODUCTS

SERVICES

Freelancer Limited

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” *

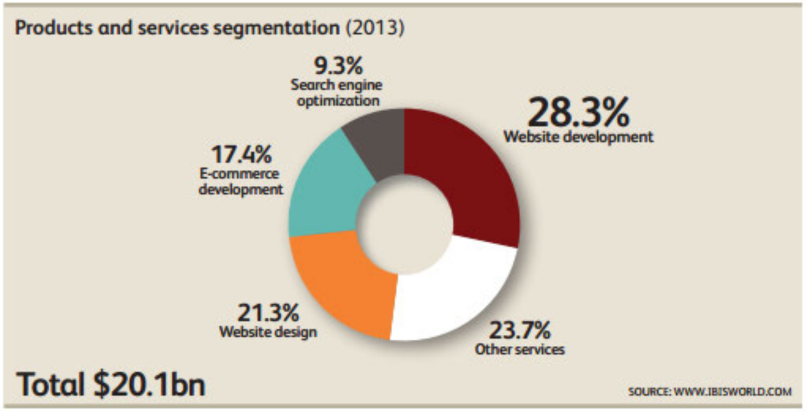
freelancer

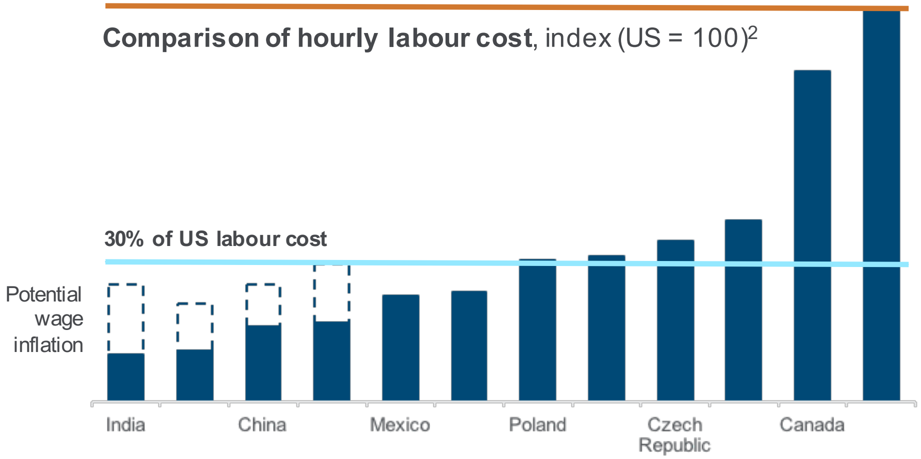
* McKinsey Global Institute, The Emerging Global Labor Market, Part I: The Demand for Offshore Talent in Services.

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 + industry[1]
  - wages constitute US$12 billion of this
  - more than 50% of software engineering jobs can be outsourced at 30% of US wages[2]
  - US$1.74 billion in wages outsourced @ 26% take 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 countries[3]
  - from this we estimate the global opportunity is (96+28)/28 = c.4.4x larger than the US market



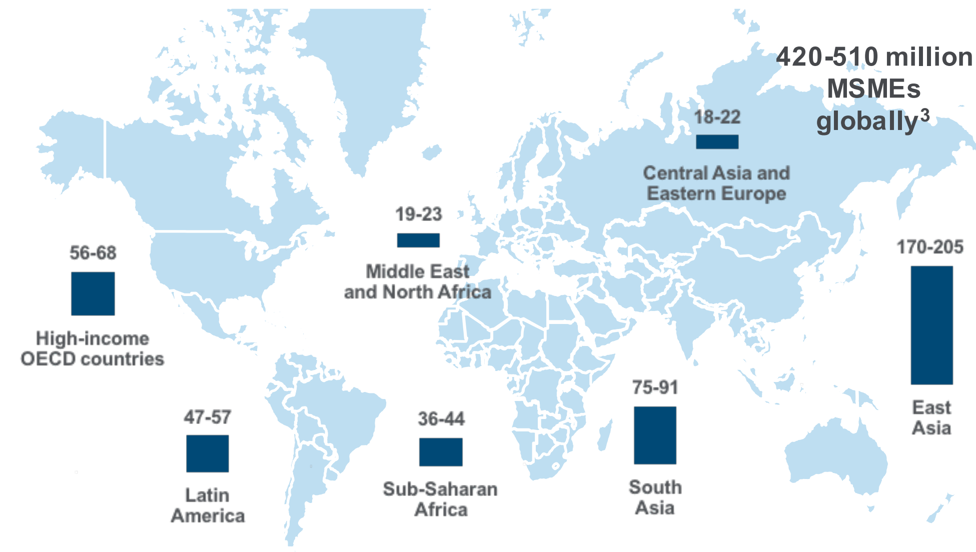


1. IBISWorld, "Web Design Services in the US" (August, 2013).
2. McKinsey Global Institute, "The Emerging Global Labor Market: Part III: How Supply and Demand for Offshore Talent Meet" (June, 2005).
3. Based on 28m SMEs in the US, 96m MSMEs outside the US in mid-high income OECD countries.
4. Based on AUD/USD exchange rate of 0.73.

Estimated demand from mid-high income OECD SMEs

Global small business revenue opportunity estimated as $38 billion per annum (602 million projects, $135 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 2016[2]
- Average project size in FY16 was US$167, generating revenue of $47 to Freelancer (28.3% monetisation rate)[2]
  - Implies A$8.6 billion TAM (A$30.4 billion GPV, 140 million projects) from US SMEs
- But there are 420 – 510 million micro, small and medium enterprises (MSMEs) globally[3]



- 96 million are formal employer MSMEs outside the US in mid-high income nations[4]
  - Additional A$29 billion TAM (A$104 billion GPV, 480 million projects)
- **Estimated global TAM from MSME market of c.$38 billion (A$135 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

Engaged active users on major product marketplaces are low hanging fruit for online services. Major product marketplaces as a proxy of consumer demand indicates TAM of A$50 billion (835 million projects, $180 billion GPV)

300 million active consumers on average across eBay, Amazon and Alibaba

167 million active consumer buyers on eBay (sellers are SMEs)

Taking 167m buyers as consumer proxy

5 projects / user
US$167 / project
28% take rate

GPV of
A$**180 billion**

Global Total Available Market (TAM)
A$50 billion
(835m projects)

	ebay	amazon.com	Alibaba.com	freelancer
2016 Revenue	US$9 billion[1]	US$136 billion[1]	US$155 billion[3]	***A$52.7 million***
2016 GMV/GPV	US$84 billion	US$300+ billion[2]	US$500+ billion[4]	***A$160.3 million***
2016 Users	167 million active buyers	300+ million active buyers	434 million active buyers	***23 million total registered users***
Geography	Global	Global	Predominantly China	***Global***

Source: Company reports, Bloomberg, Statistica, Nasdaq.
1 Actual year end 31 December 2016
2 Based on analyst estimates
3 Bloomberg FY17E (March year end) estimate
4 Trailing 12 months as at 30 June 2016, company disclosure

Estimated supply of professional labour in the developing world

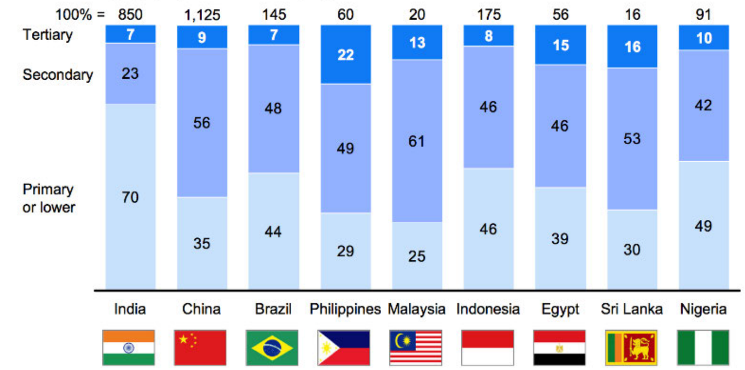
370 million people, or 10% of the 3.7 billion working age population in the developing world have a tertiary qualification

- 2010 global working age population: 3.7 billion, labour force: 2.9 billion[1]

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 billion[1]
- 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
- There are 220 million people with a tertiary degree between India, China, Brazil, Philippines, Malaysia, Indonesia, Egypt, Sri Lanka and Nigeria
- 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 annum[3]
- 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 people[1]



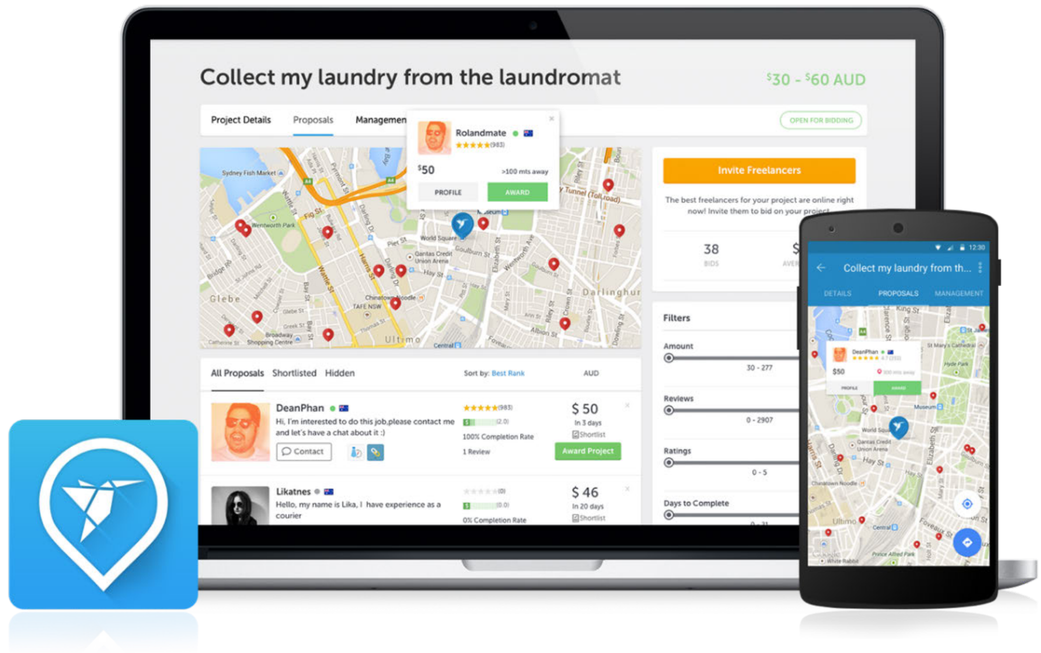
NOTE: Numbers may not sum due to rounding.
SOURCE: United Nations Population Division (2010 revision); IIASA; ILO; local statistics for India and China; McKinsey Global Institute analysis

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 billion[1]
  - MBO Partners[2] 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 annum[4,5]



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. http://www.fool.com/investing/general/2015/04/03/does-a-market-exist-for-amazoncom-incs-home-servic.asp
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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