



18th April 2016

Freelancer Limited

1Q16 Results Presentation

Matt Barrie

Chief Executive Officer

Freelancer Limited (ASX: FLN)

Key market statistics

ASX code	FLN
Share price	A\$1.58
Market capitalisation	A\$720 million

Share Price Chart



ASX
FREELANCER LIMITED

1Q16 a brilliant quarter with record cash receipts

Delivering large growth in cash receipts and in core volumes

Record cash receipts for 1Q of \$12.8 million, up 60% over pcg

- In Q1 2016, the Company booked record cash receipts of \$12.8 million, up 60% over the prior corresponding period.
- Escrow.com, standalone, grew 18% in constant currency (USD) terms over the prior corresponding period.

Strong Balance Sheet

- As at 31 March 2016, the Company held cash and equivalents of \$33.1 million.
- Escrow.com also holds \$28.6 million in cash, in trust, off balance sheet.

Positive Operating Cashflow

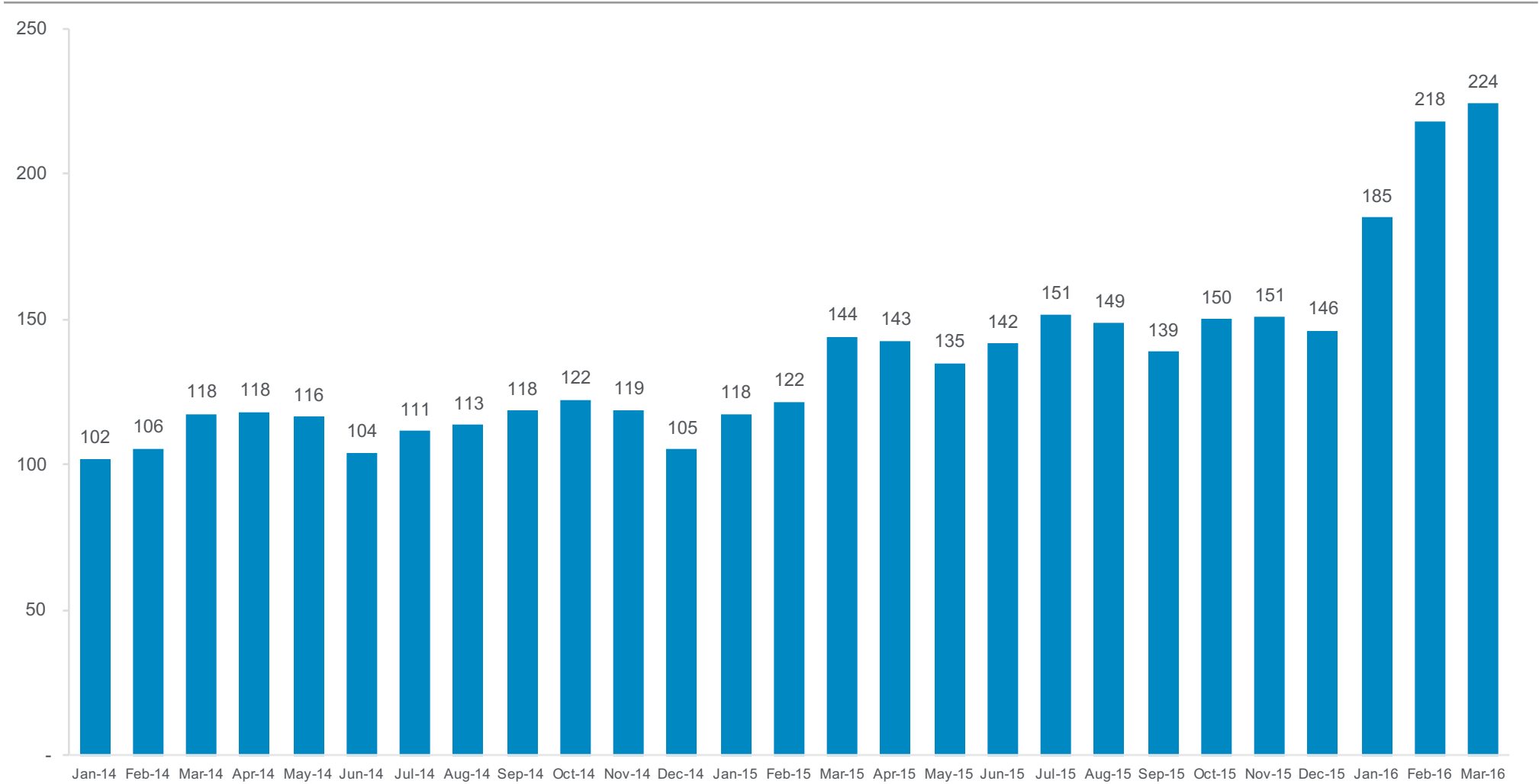
- In Q1 2016, the Company had positive operating cashflow of \$1.95 million.

Exceptional quarter with over 626,000 job listings added in Q1 2016, driven by a focus on execution.



Total Jobs Posted per Month (Filtered), thousands¹

Exceptional first quarter for project and contest listings in 2016

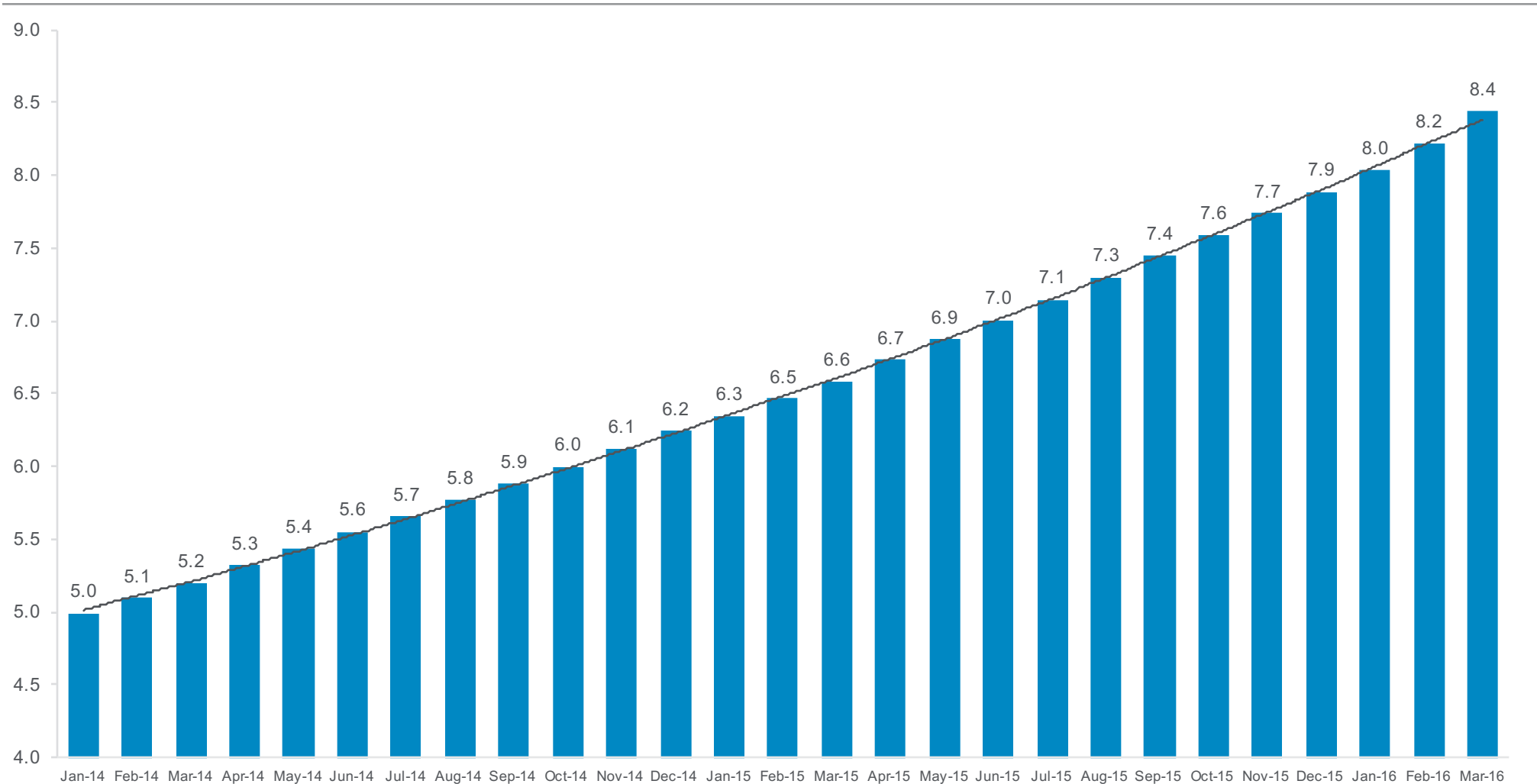


1. Total Projects and Contests Posted was redefined in January 2016 to Total Jobs Posted (filtered). Jobs Posted (Filtered) is defined as the sum of Total Posted Projects and Total Posted Contests, filtered for spam, advertising, test projects, unawardable or otherwise projects that are deemed bad and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



Cumulative Jobs Posted per Month (Filtered), millions¹

Continues track record of strong growth in project and contest listings



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Operational highlights during Q1

Key product developments that shipped during the quarter

Key product highlights include

- Escrow.com released a new mobile responsive and multi-lingual front end, added new payment methods for international users, and added chat technical support.
- In contests, instant chat was released within contest entries, confidentiality agreements were added into contests as an option, and NASA completed several contests related to component, logo and engineering design.
- In mobile, payments were added into the apps, and a separate Local Jobs app was released across both iOS and Android.
- The memberships system was completely overhauled and re-deployed, together with other refinements including the launch of Professional and Premier memberships.

Over 810 incremental changes were made to Freelancer.com and 200 for Escrow.com in Q1 2016.



Corporate highlights during Q1

Executive appointments and research initiation by UBS

Escrow.com appoints Danny Raja as Vice President, Sales

- Danny is an experienced Silicon Valley executive who brings 10+ years experience selling into Fortune 1000 companies in the U.S, EMEA and APAC.
- Prior to joining Escrow, Danny was a Regional Sales Director for Box and was an early employee at leading Enterprise SaaS companies including Yammer and Lithium Technologies.
- Danny will be based in California.



Corporate highlights during Q1

Freelancer.com continues to be nominated for global awards

Nomination for Best Employment Website in 20th Annual Webby Awards

- At the end of the quarter we were pleased to announce that we have been officially selected as a Nominee in the 20th Annual Webby Awards for Best Employment Website by the International Academy of Digital Arts & Sciences (IADAS).
- The Webby Awards is the leading international award honouring excellence on the Internet, similar to the Grammy, Oscar and Emmy Awards for music, film and television.





Yggdrasil full color tattoo

satherghoes1

\$50.00



I need some Graphic Design for choosing color for studio design

Sahir75

\$300.00



Architectural design and 3d renders of Hotels and Shopping Center

headplate

\$538.00



Design a Website Mockup for a stylish bespoke fashion brand

succinct

\$500.00



Create a packaging design and label for fruit company

madartboard

\$120.00



DESIGN A FLYER AND WINNER GETS ONGOING WORK

LuisEduarte

\$300.00



Create Print and Packaging Designs for Hazelnut chocolate spreads

midget

\$1,000.00



Design me a Product for the Next Evolution in Smoke Alarm Design

xolas

\$490.00



Design a Logo for a Nightclub Event

MyPrints

\$147.00



Logo and full company identity package for supertaxi

Habitus

\$490.00



Do some 3D Modelling for an office refurbishment for a dynamic small non-profit

lauraburlea

\$312.00



Design a Logo for Safe Harbor Finance & Insurance

gustavsafo

\$50.00



Design a Box for my Skin Care product

mediatenerife

\$200.00



Identity Logo for Kuenchenfinder.ch

kimuchan

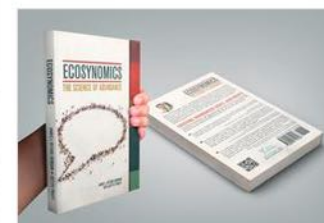
\$150.00



Create Print and Packaging Designs for Eliquid Bottle & Label

HallidayBooks

\$150.00



New Book Cover for Ecosynomics: The Science of Abundance!

F5DesignStudio

\$200.00



Design a Brochure for Car Wash

jauger78

\$100.00



Design Sublimation Shirt for our



Hot labels

madlabcreative

£100.00



Album Tango Electronic



Freelancer delivers yet another record full year result

- **Record Net Revenue \$38.6m (up 48% on pcp)**
- **Record GPV \$229.3m (up 120% on pcp)**
- **Positive Operating Cashflow \$1.5m**
- **Cash & equiv. (31 Dec) \$32.2 million (up 59% on pcp)**
- **Contribution from Escrow.com from 1 November 2015**

Key financial highlights FY15

Record Net Revenue \$38.6m (+48%), Record GPV \$229.3m (+120%), Operating cashflow positive \$1.5m

A\$m, 31 December year end	FY15	FY14	Change
Net Revenue ¹	\$38.6m	\$26.1m	48%
Gross Payment Volume ^{1,2}	\$229.3m	\$103.7m	120%
Take rate ³ (%)	26.6%	25.1%	6%
Gross margin (%)	87%	87%	0%
Operating EBITDA ⁴	\$(2.0)m	\$(2.1)m	5%
Operating EBIT ⁴	\$(2.5)m	\$(2.4)m	(3%)
Operating NPAT ⁴	\$(1.6)m	\$(1.5)m	(13%)
Operating cashflow	\$1.5m	\$(0.1)m	nm
Cash balance	\$32.2m	\$20.2m	59%

1. Net Revenue excluding Escrow.com for FY15 was \$36.8m (up 41% on pcip). GPV excluding Escrow.com for FY15 was \$138.2m (up 33% on pcip).

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 to 31 December 2015.

3. Take rate is calculated as Net Revenue divided by Gross Payment Volume for the Online Marketplace Segment (excluding Escrow.com's GPV and Net Revenue)

4. Operating earnings are exclusive of non-cash share based payments expense of \$1,164k in FY15 and \$388k in FY14.



Key financial highlights FY15

Freelancer delivers yet another record full year result, with debut contribution from Escrow.com

- Record Net Revenue and GPV, operating cashflow positive, contribution from Escrow.com
- Net Revenue of \$38.6m for FY15 (**up 48%** on pcp)¹
- Gross Payment Volume (GPV)² of \$229.3m (**up 120%** on pcp)¹
- Gross margin of 87% in line with prior year (FY14: 87%)
- Continued improvement in Freelancer take rate³ to 26.6% (FY14: 25.1%)
- Operating NPAT⁴ of \$(1.6)m in line with prior year (FY14: \$(1.5)m)
- Operating EBITDA⁴ of \$(2.0)m in line with prior year (FY14: \$(2.1)m)
- Positive operating cashflow of \$1.5m in FY15 up from \$(0.1)m in FY14
- As at 31 December 2015, cash and cash equivalents of \$32.2 million

1. Escrow.com contributed to the Company's FY15 results from 1 November 2015 to 31 December 2015. Net Revenue excluding Escrow.com for FY15 was \$36.8m (up 41% on pcp). GPV excluding Escrow.com for FY15 was \$138.2m (up 33% 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.

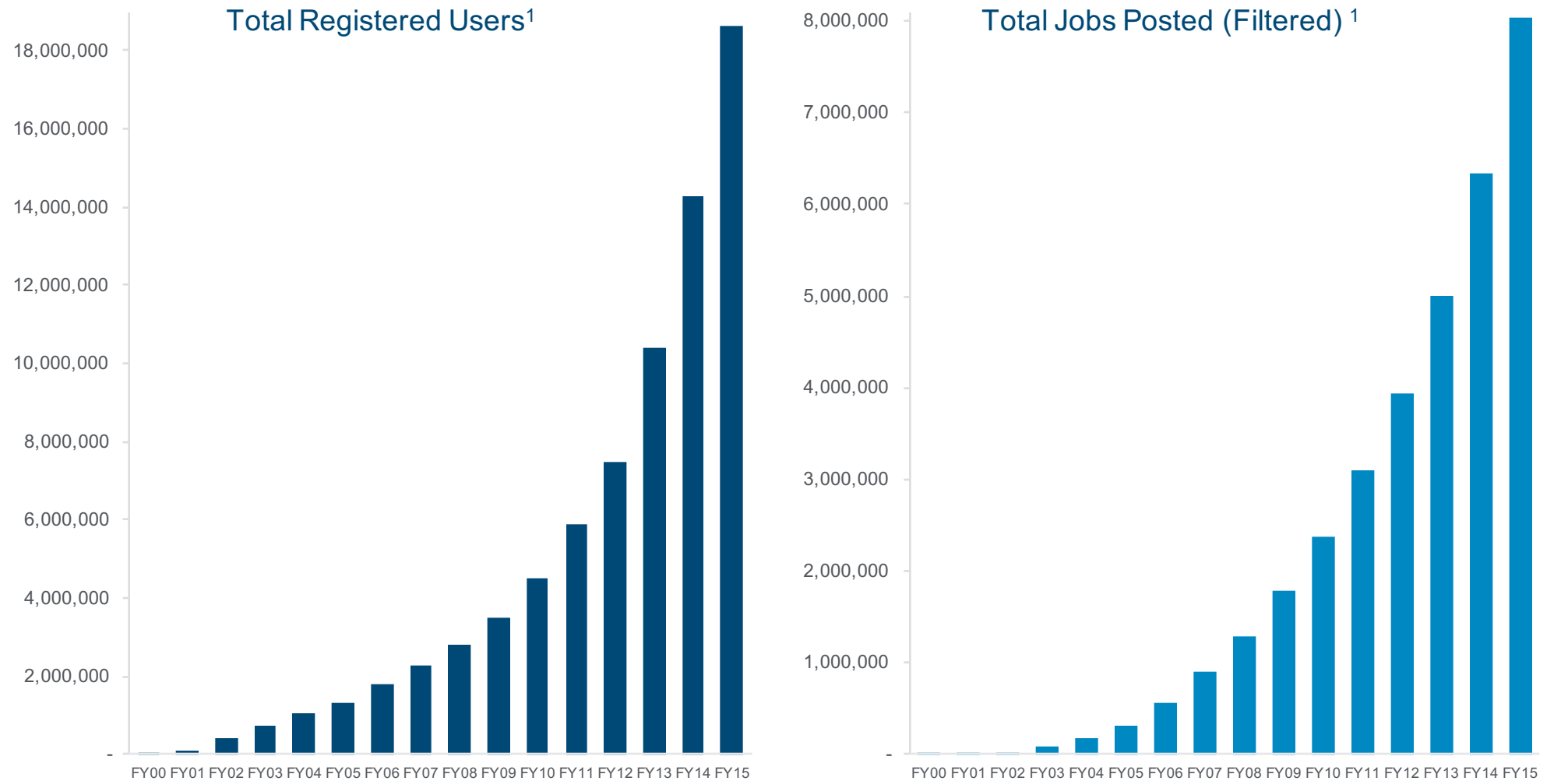
3. Take rate is calculated as Net Revenue divided by Gross Payment Volume for the Online Marketplace Segment (excluding Escrow.com's GPV and Net Revenue)

4. Exclusive of non-cash share based payments expense of \$1,164k.



Continuation of outstanding marketplace growth

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.



Key marketplace highlights FY15

Freelancer delivers yet another record full year result

31 December year end	FY15	FY14	Change %
New Registered Users	4.4m ³	4.6m	
Total Registered Users	18.7m³	14.3m	30%
New Jobs in year ¹	1.7m	1.4m	
Total Jobs Posted (Filtered)¹	8.0m	6.3m	27%
Average completed project size ²	US\$156	US\$179	(13%)

- Exceptional growth in registered users, projects and contests posted
- New metric of Jobs Posted (Filtered) to provide greater transparency on projects and contests

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.

2. Based on average AUD/USD exchange rates of 0.9015 for FY14 and 0.7522 for FY15.

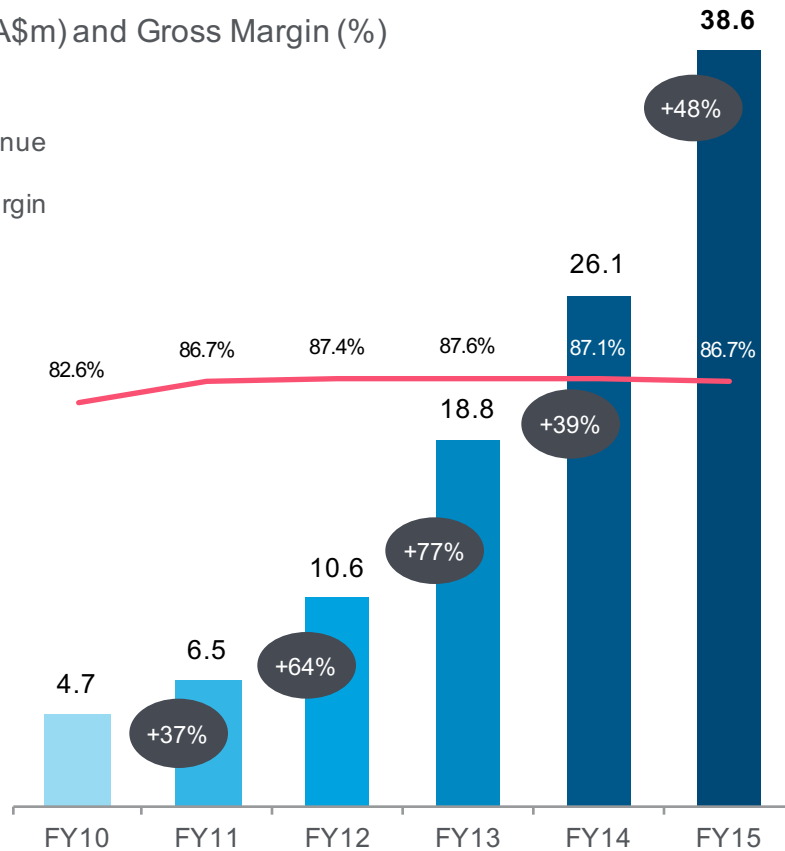
3. Includes 870,619 unique out of 961,387 Escrow.com users.



Net Revenue

Record FY15 net revenue of \$38.6m, up +48% on prior corresponding period

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



Revenue (A\$m)	4.7	6.5	10.6	18.8	26.1	38.6
Growth on pcp	-	37%	64%	77%	39%	48%
Gross margin	82.6%	86.7%	87.4%	87.6%	87.1%	86.7%

- Record net revenue of \$38.6m in FY15, up +48% on FY14
- Consistently high gross margins, 87% in FY15 in line with 87% in FY14
- Key revenue growth drivers
 - Increased marketplace efficiency and conversion rate improvements
 - Increased user, project & contest acquisition
 - Product development & increased take up of value-added services
 - Further take-up and optimisation of memberships
- Escrow.com contributed to the Company's Net Revenue from 1 November 2015
 - Net Revenue excluding Escrow.com for FY15 was \$36.8m (up 41% on pcp)
 - Escrow's revenue for full year FY15 was US\$6.1m (AUD\$8.1m)
 - Group pro-forma for full year Escrow FY15 ownership would be revenue of \$44.8m (up 72% on FY14)

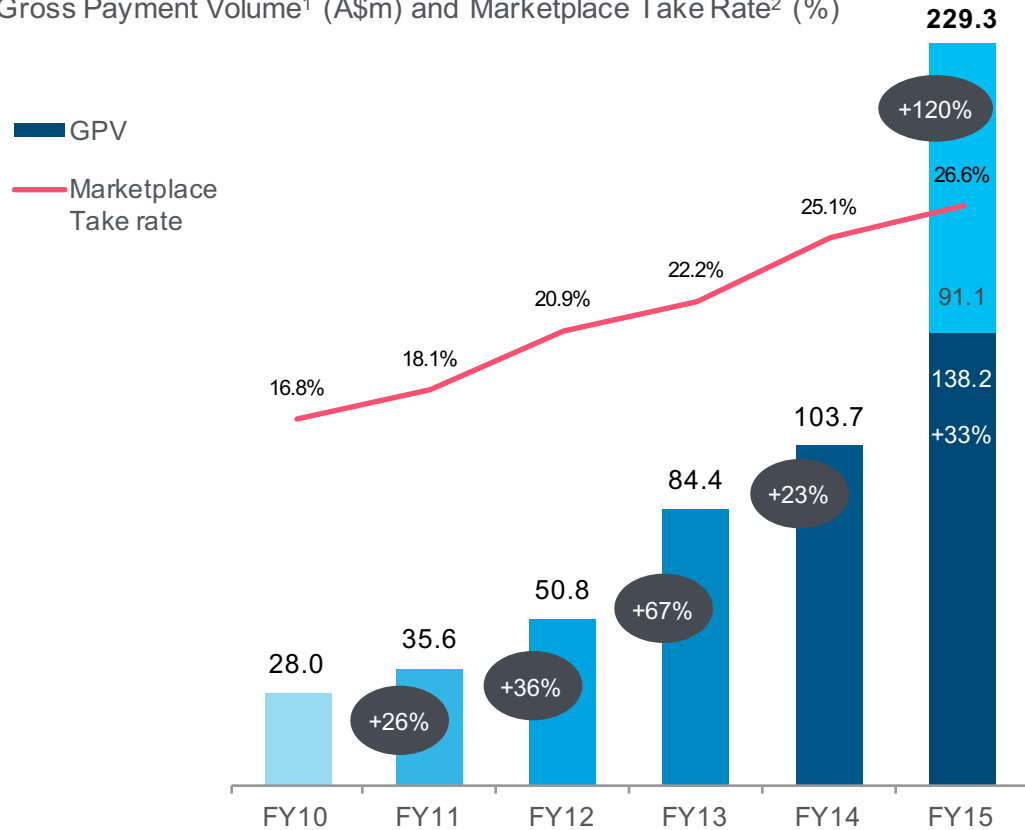
1. Average AUDUSD of 0.7522



Gross Payment Volume (GPV)

Gross Payment Volume¹ (GPV) of \$229.3m (+120% on pcp), pro-forma full year of \$709.7m

Gross Payment Volume¹ (A\$m) and Marketplace Take Rate² (%)



GPV (A\$m)	28.0	35.6	50.8	84.4	103.7	229.3
Growth on pcp	-	27%	43%	66%	23%	120%
Take rate ²	16.8%	18.1%	20.9%	22.2%	25.1%	26.6%

- GPV of \$229.3m in FY15, up +120% on pcp
 - \$138.2m from core Freelancer marketplace
 - \$91.1m from Escrow.com (2 month contribution)
 - GPV growth excluding Escrow.com was 33% pcp
- Key GPV growth drivers
 - User, project & contest acquisition
 - Conversion rate improvements
 - Escrow.com transactions
- Escrow.com contributed to the Company's GPV from 1 November 2015
 - Escrow.com's GPV for 2015 was US\$430 million
 - Pro-forma full year FY15 GPV (assuming Escrow.com owned since 1 January 2015) of \$709.7m³
- Marketplace take rate up 6% to 26.6%⁴
 - Pro-forma full year group take rate of 6.3%⁴
 - Commissions (3% for employers and 10% for freelancers) have remained unchanged

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.

2. Take rate is calculated as Online Marketplace Segment Net Revenue divided by Gross Payment Volume (excluding Escrow.com GPV and Net Revenue)

3. Escrow FY15 GPV of US\$430m, core Freelancer GPV of A\$138.2m, average AUDUSD FX of 0.7522 = A\$709.7m

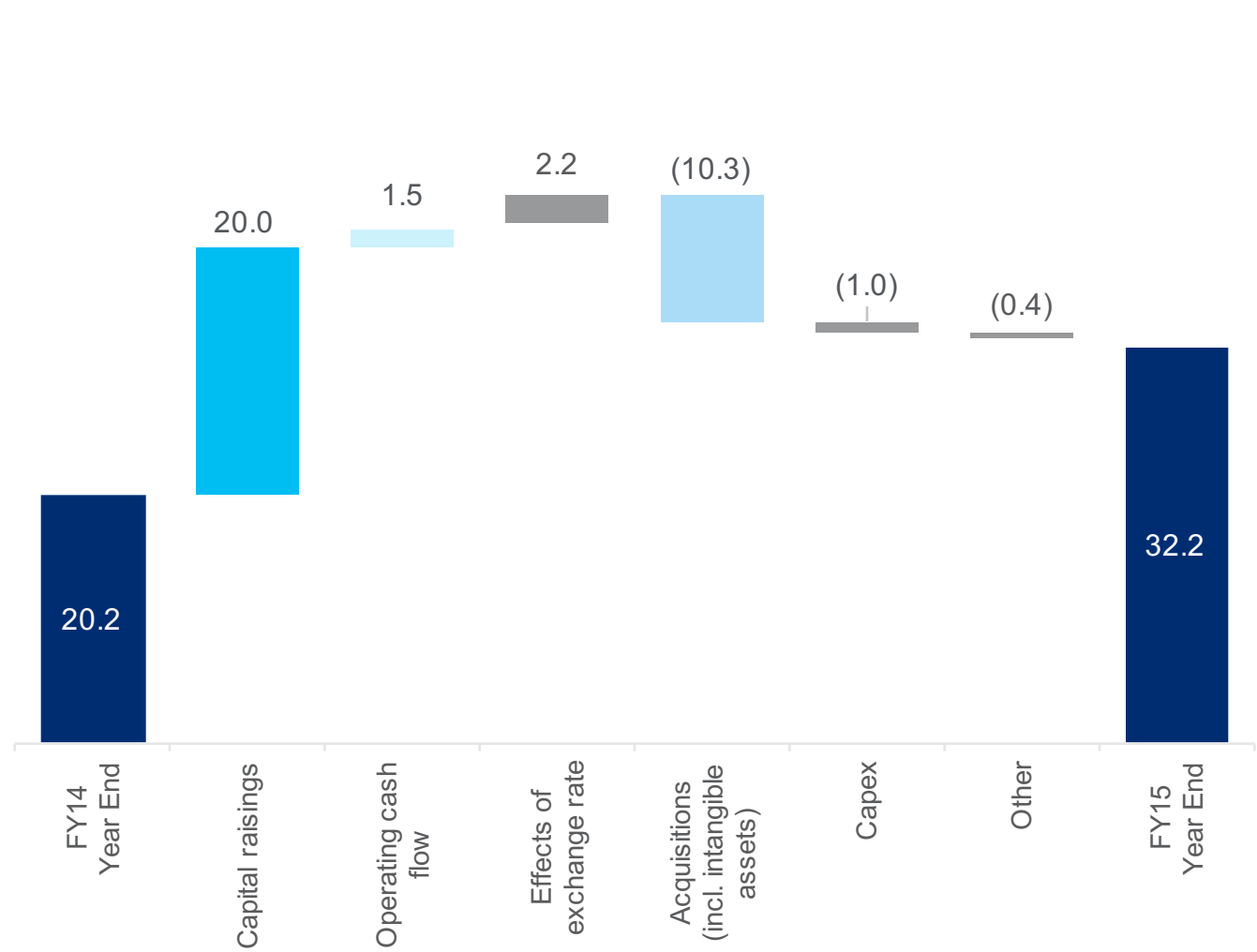
4. Pro-forma FY15 GPV of A\$709.7m / (core Freelancer Net Revenue of A\$36.8m + Escrow.com full year 2015 revenue of US\$8.1m, average AUDUSD FX of 0.7522) = A\$44.8m, = 6.3%



Cash flow profile

Re-investing for growth, with positive operating cashflow of \$1.5 million

Cash Balance/Flows (A\$m)



- 31 December 2014 cash balance of \$20m
- \$20m of capital raised in two placements, each of \$10m
- Positive operating cashflow of \$1.5m
- Exchange rate impacts on cash primarily relate to weakening AUD predominantly against USD (\$2.2m)
- Acquisitions included intangible assets and predominantly comprised the acquisition of Escrow.com
- Other comprises equity raising costs, and contributions arising from repayment of ESP loans.
- Total cash at period end of \$32m



Key operational highlights FY15

Developed international footprint and continued investment in talent to accelerate growth in FY16



- Total staff of 440 FTE at 31 December 2015, up 13% from 390 as at 31 December 2014



Summary profit & loss statement

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

(A\$m) 31 Dec y/e	FY15 Actual	FY14 Actual	Change
Net Revenue	38.6	26.1	48%
Gross Profit	33.5	22.7	47%
<i>margin (%)</i>	86.7%	87.1%	nm
Employee expenses	(17.9)	(14.3)	25%
Administrative expenses	(7.9)	(5.4)	47%
Marketing related expenses	(6.9)	(2.8)	147%
Occupancy costs	(2.7)	(2.1)	28%
FX gains / (losses)	(0.1)	(0.2)	nm
Share based payments expense	(1.2)	(0.4)	200%
EBITDA	(3.2)	(2.5)	nm
EBIT	(3.7)	(2.8)	nm
NPAT	(2.8)	(1.8)	nm

Excluding share based payments expenses¹

EBITDA	(2.0)	(2.1)	5%
EBIT	(2.5)	(2.4)	(3%)
NPAT	(1.6)	(1.5)	(13%)

- Continued strong revenue and gross profit growth, up 48% on pcp
- Gross margins in line with prior period
- Increase in employee expenses reflects continued investment in talent: product development, engineering, finance & customer service
– 440 FTEs at year end (up 13% on FY14)
- Increase in marketing expenses demonstrates ability to deploy funds into customer and project acquisition at attractive ROIs
- Increase in occupancy costs relate to cycling a full year of expanded Sydney and Manila premises, and a new office in Buenos Aires
- FX gains/(losses) relate to unrealised changes in AUD value of cash and user obligations
- Growth in share based payments expense relates to some key hires in 2015

1. Operating earnings are exclusive of non-cash share based payments expense of \$1,164k in FY15 and \$388k in FY14.



Summary balance sheet

Very strong balance sheet, no debt

(A\$m) 31 Dec y/e	FY15 Actual	FY14 Actual	Change
Cash and cash equivalents	32.2	20.2	60%
Trade and other receivables	3.4	2.9	21%
Other assets	1.6	1.2	nm
Plant and equipment	1.7	1.1	nm
Intangibles	23.9	13.0	84%
Deferred tax assets	2.8	1.8	nm
Total assets	65.6	40.2	63%
Trade and other payables	28.4	21.8	31%
Other liabilities	2.3	1.6	nm
Total liabilities	30.7	23.4	31%
Net assets	34.9	16.8	107%
Contributed equity	37.3	17.5	113%
Reserves	1.2	0.1	nm
Retained earnings	(3.6)	(0.8)	nm
Total equity	34.9	16.8	107%

- Total cash at period end of \$32.2m, no debt
- Escrow.com also holds approximately \$27 million in cash, in trust, off balance sheet
- Trade and other includes various payment gateways
- Trade and other payables includes user obligations (user balances and milestone payments held on balance sheet)
- Increase in intangibles predominantly relates to goodwill, domain names and intellectual property acquired as a result of the Escrow.com acquisition
- Increase in contributed equity relates to a total of \$20 million raised in two placements of new shares (each of \$10 million) in 2015 to raise capital to fund the purchase of the Escrow.com business and to deploy in further accelerating growth in the business



Marketplace highlights FY15

Freelancer continues to break new records and accelerate its growth trajectory

- Key milestones of c.18 million users and 8 million jobs posted
 - added 4.4 million users in FY15 including 870k unique (from 961k) Escrow.com users
- Passed US\$3.0 billion of all time posted project and contest value
- Acceleration in the growth of total jobs posted (filtered)¹
 - added 1.7 million job postings, compared to 1.4 million in FY14
 - acceleration to 25% growth year on year, compared to 2010 to 2014 average annual growth of 23%
- Strengthening marketplace dynamics
 - the widest range at the lowest cost – continuing to see the marketplace benefits of a reduced minimum project size implemented in late 2013
 - average project size of US\$156 (down 13% from FY14) driving greater project volumes
- Significant increase in the number of users on membership plans
- Strategic focus remains 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.



Outlook statement FY16

FY16 will be an exceptional year for the Company with the addition of Escrow.com to the group

- Freelancer is continuing its exceptional growth, with record net revenue, registered users and posted projects in FY15
- Freelancer's growth is accelerating
- The acquisition of Escrow.com (completed 1 November 2015) is a strategic and operational inflection point for Freelancer
- 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
- 2016 will be an exceptional year for the Company with the addition of Escrow.com to the group



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

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



**Design of a digital counting
wristband for \$220**

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

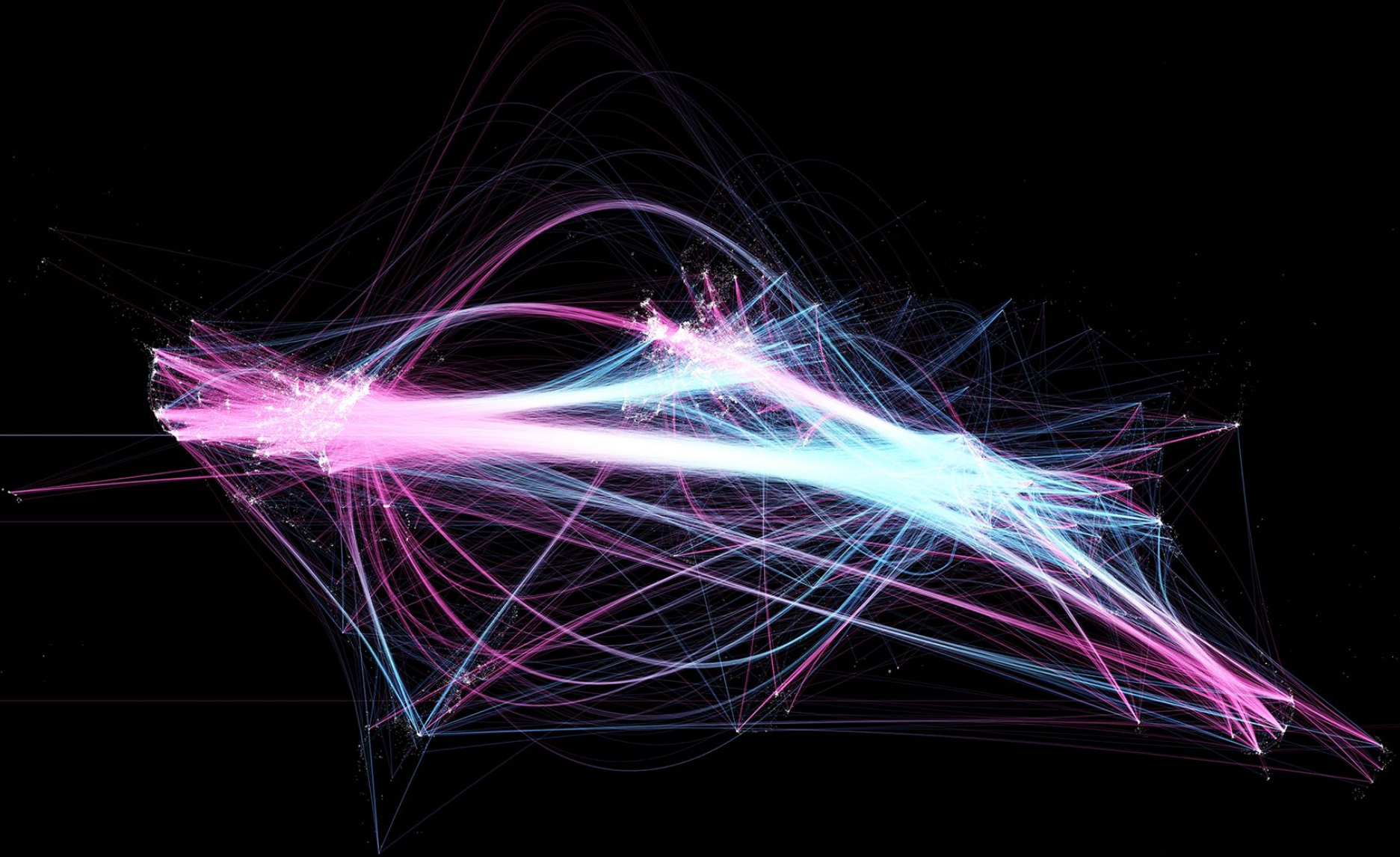


4.9 / 5.0 rating, 67 reviews



**“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” ***

Freelancer's Online Economy in 2012



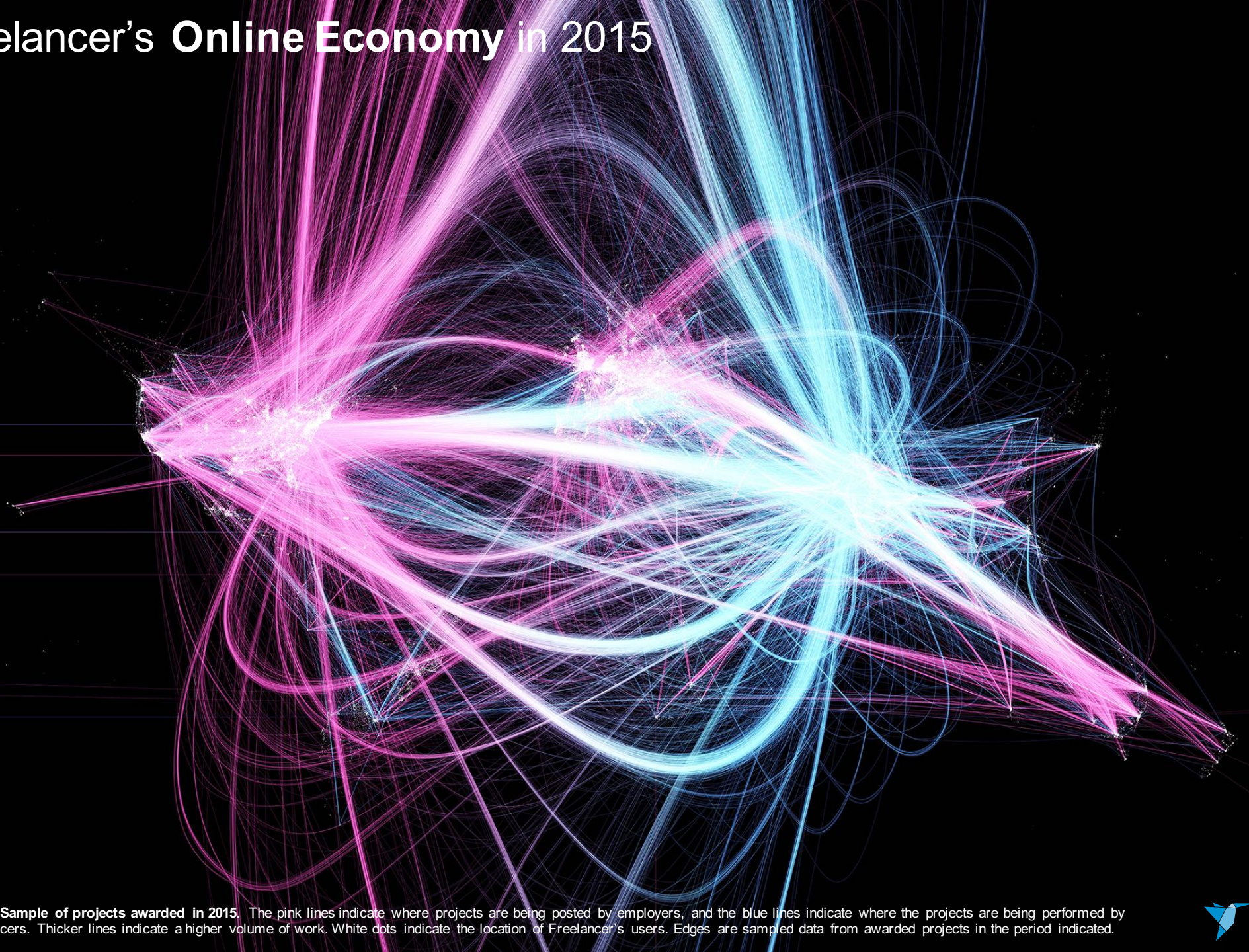
Freelancer's Online Economy in 2013



Freelancer's Online Economy in 2014



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 Limited

JOB EXAMPLES



Design a Wireless Music Headset

tsiamboulas

\$300.00



3D House Render

beehive3dworks

\$200.00



Cool Fish and Chip Shop

thelionsluidos

\$180.00



Design an Inflatable Pool Toy! :-)

tsiamboulas

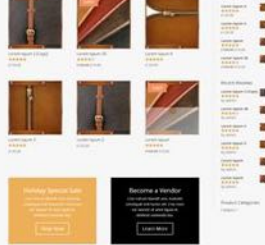
\$452.00



Featured Products



Recent Products



What Our Customers are Saying



Need my website and html desgin

codeunderground

\$440.00



Logo Design for Energy/Mineral Drink

carodevechi5

\$390.00



I need a Flying lizard CGI

jorgeromero3d

\$579.00



Design for Children Role-Play Tent

WendyRV

\$450.00



Design a Responsive Website Mockup for Tourism (Wire-frame Provided)

tania06

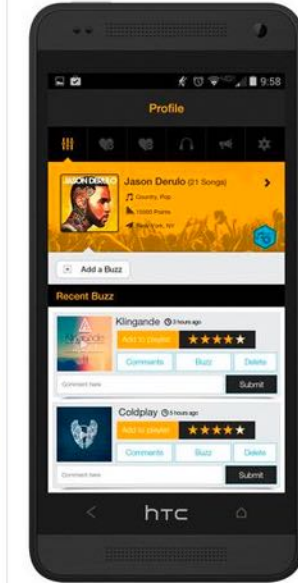
\$750.00



HIGH FASHION LUXURY COMB DESIGN

dimitarstoykov

\$1,202.00



Design an App Mockup

herick05

\$400.00



Création image de marque : logo / brand image, logo



Develop options for a Corporate Identity for an Architectural firm.

BrandCreativ3

\$538.00



Design a Logo for Rainbow Brewery

planarstudio

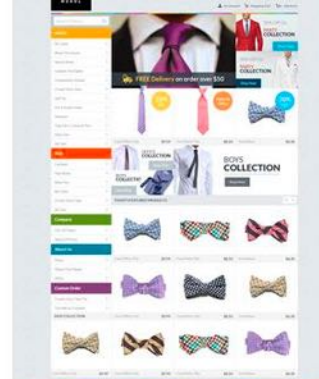
\$190.00



Design a Car Wrap Advertisement on the BMW i3 Vehicle

Jun01

\$220.00



site redo !!

uniqueclick

\$640.00



Print & Packaging Design for food supplement in capsules

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

Bids64

Avg Bid (USD)\$114

Project Budget (USD)\$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



3D Rendering of a Villa from 2D Floor Plan

By jlacape

US\$100



1.6k



7




20

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!



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 designed. 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

★★★★★

4.9

\$

6.3

46 Reviews

69% Completion Rate

\$277

in 3 days

Hire Me!

Portfolio

Completed - Freelancer not yet rated

Website for Fresh Futures

By Only1Design

AU\$277

155.9k

1

32



Paper towel design and render for CAD \$55

Bids

12

Avg Bid (CAD)

\$56

Project Budget (CAD)

\$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

Skills required

3D Animation, 3D Modelling, 3D Rendering

Additional Files: Example.jpg

Post a Project like this

About the employer:

★★★★★ 5.0 (9 Reviews)

VERIFIED

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



Logo design for a consulting firm for \$129

View Brief ▼

Top Contest

Guaranteed

Entries

81

Prize (USD)

\$129

+

57

Winner

belenpoyo

★★★★☆

4 Likes

dalvaleriano

★★★★☆

2 Likes

dianafernan...

★★★★☆

1 Like

lunaim

★★★★☆

0 Likes

lunaim

★★★★☆

0 Likes

pittuk

★★★★☆

0 Likes

Ealarcon68

★★★★☆

1 Like

dianafernan...

★★★★☆

1 Like



Ambient 3D modelling of a wardrobe for \$90

View Brief ▾

Top Contest

Guaranteed

Entries

69

Prize (USD)

\$90

+


All 42

Active 16

Top 1


Order By ▾

Winner




VidiVisuals ★★★★★

0 Likes




oriean ★★★★★

2 Likes




ivanmihardi ★★★★★

2 Likes




ivanmihardi ★★★★★

1 Like




VidiVisuals ★★★★★

0 Likes




studiobacs ★★★★★

0 Likes



emrepak ★★★★★

0 Likes



beehive3d... ★★★★★

0 Likes





Design a contemporary (Bauhaus style) home for \$215

View Brief ▼

Sealed


Guaranteed








Entries51

Prize (USD)\$215

+


Winner












markoculibrk★★★★☆


0 Likes












maro1978★★★★☆


1 Like












markoculibrk★★★★☆


1 Like












pladkani★★★★☆


0 Likes












pladkani★★★★☆


0 Likes












pladkani★★★★☆


0 Likes












dfpizanoarq...★★★★☆

1 Like





cveki★★★★☆

1 Like



Floor plans & rendering for \$215



1. Entrance lobby	15.35 m ²
2. Living room	43.70 m ²
3. Kitchen + Dining room	48.37 m ²
4. Staircase	9.36 m ²
5. Housekeeping room	2.25 m ²
6. Laundry and ironing room	8.35 m ²
7. Guest toilet-WC	1.96 m ²
8. Storage room	4.48 m ²
9. Guest master bedroom	20.65 m ²
10. Guest master bathroom	11.95 m ²
11. Guest walk in closet	5.30 m ²
12. Office room 1	8.90 m ²
13. Office room 2	8.90 m ²
14. Server room with a small kitchen	15.56 m ²
15. WC	3.10 m ²
16. Play room/Party room	23.24 m ²
17. Swimming pool	32.00 m ²
18. Garage 1	34.32 m ²
19. Garage 2	50.64 m ²
20. Place for bicycles	5.51m ² area included in garage 2
21. Waste	3.68 m ²
22. Place for the gardening furniture and gardening tools	13.35 m ²
23. House connection room	4.57 m ²
24. Covered porch	40.38 m ²
25. Covered area for dry get in/ get out of the car	51.77 m ² + 41.90 m ²

Ground floor rooms total net area 235.99m²

Ground floor hallways 14.02 m²

Ground floor total living area 250.01 m²

Ground floor total living gross area 268.22 m²

Ground floor total area (covered porch and covered area for cars not included) 402.13 m²

Drawing Name	Contemporary house
Drawing Status	Staggered floor
Drawing Scale	1:100

Industrial design of a vinyl cutter for €500

[View Brief ▾](#)

Sealed

Guaranteed

Featured

Entries

37


Prize (EUR)

€500



+

vinyl cutter concept

Winner





conceptadetails





stoth

★★★★★


 1 Like










juwin305

★★★★★


 2 Likes










juwin305

★★★★☆


 1 Like










baabaksun

★★★★☆


 1 Like









baabaksun

★★★★☆


 1 Like









juwin305

★★★★☆


 0 Likes






andhikaswara




★★★★☆

 0 Likes

vinyl cutter concept




conceptapreliminaryrenders



stoth

★★★★☆

 0 Likes





3D Model of a Handrail for an EVA Spacewalk for NASA for \$50

View Brief ▾

Launch Poll

Upgrade Contest ▾

Top Contest

Sealed

Entries
93

Prize (USD)
\$50

+

nicogiudiche ★★★★★

2 Likes

lenstone ★★★★★

1 Like

Electrojesus ★★★★★

1 Like

seifodias ★★★★★

1 Like

speedmaste... ★★★★★

1 Like

TimurSurin... ★★★★★

1 Like

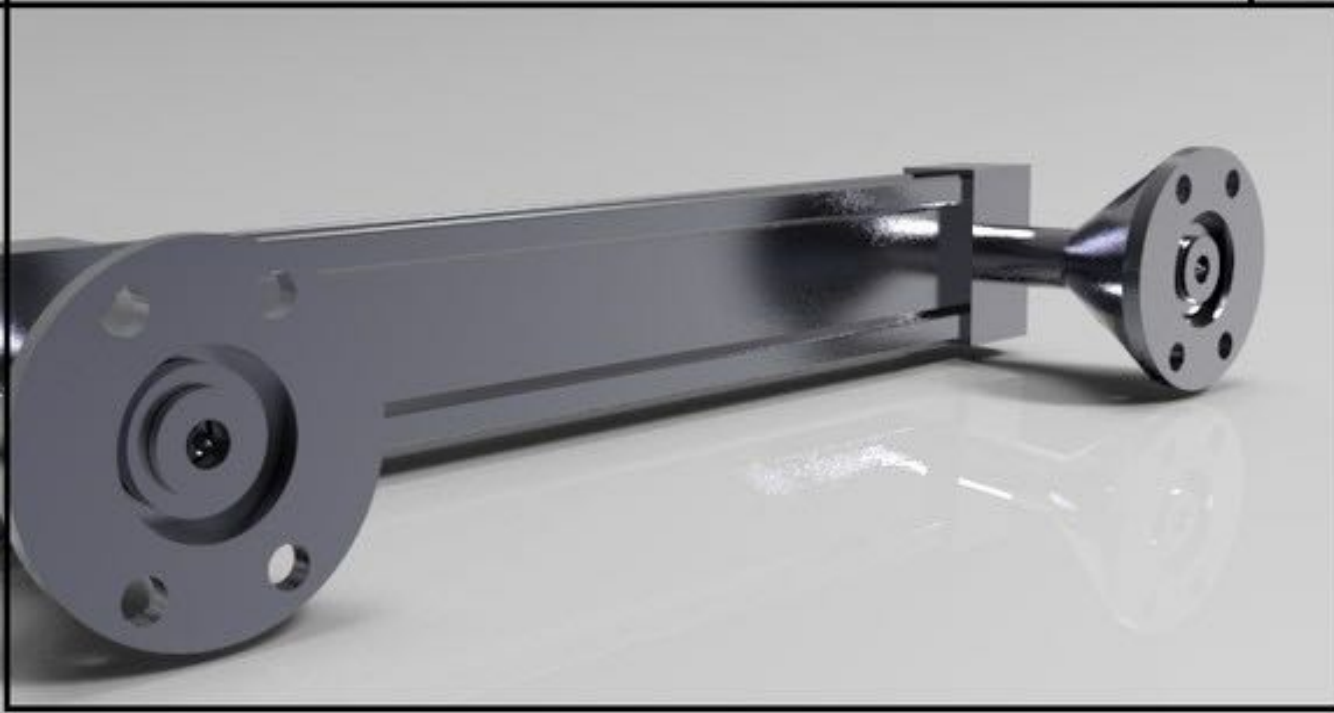
seifodias ★★★★★

1 Like

miguel3d ★★★★★

1 Like

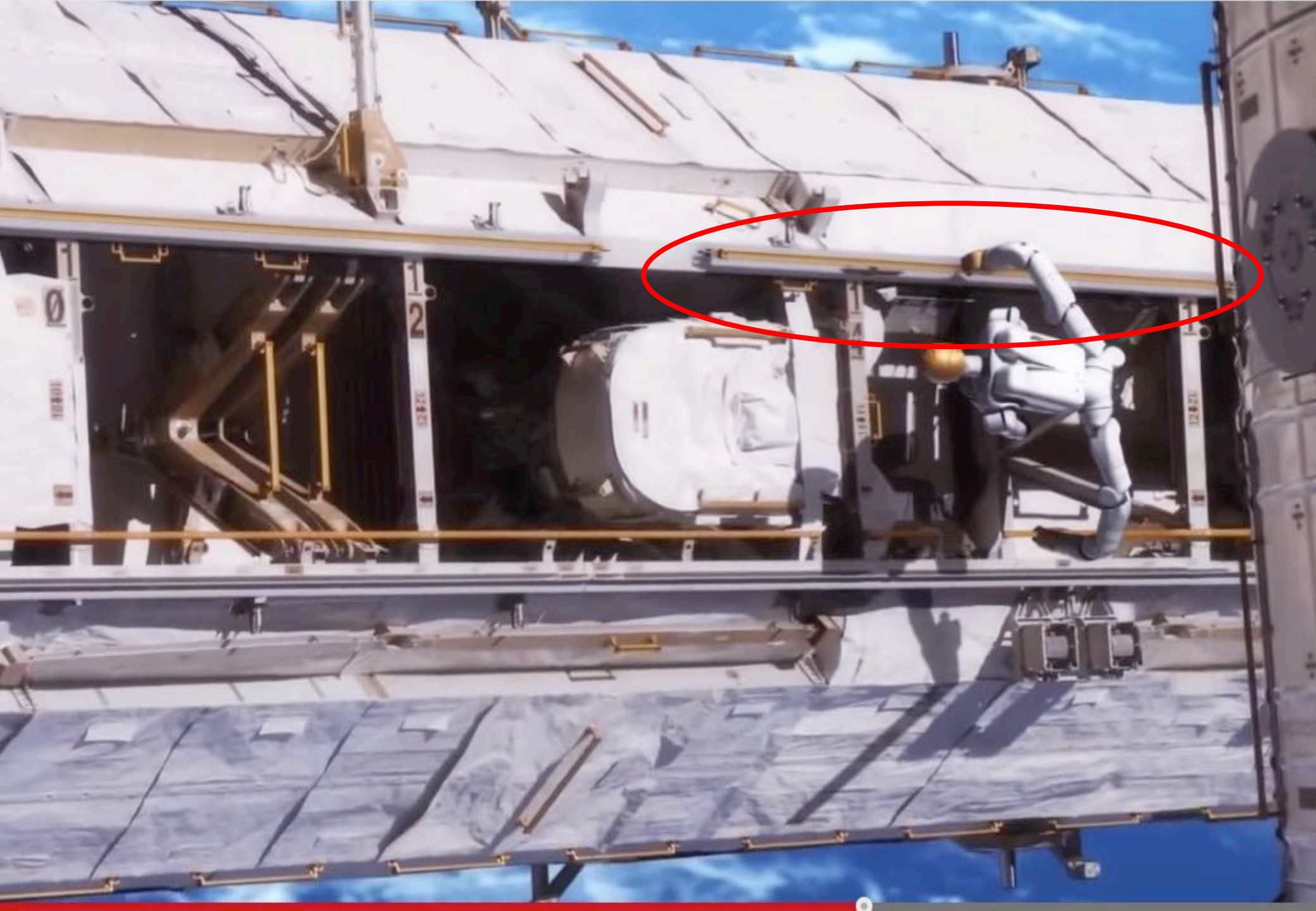






Robonaut 2 delivered February 2011 to ISS.

Pictured here with Zero-G leg upgrade which will climb using 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



88
COUNTRIES
PARTICIPATING



Beautiful Products



Global, Multilingual, Multicurrency

44 Regional Websites

North America

 United States
 Canada
 Jamaica

Latin America

 Argentina
 Brazil
 Chile
 Colombia
 Ecuador
 Mexico
 Peru
 Uruguay

Africa

 South Africa

Europe

 United Kingdom
 European Union
 France
 Germany
 Greece
 Portugal
 Spain
 Czech Republic
 Sweden
 Iceland
 Italy
 Netherlands
 Turkey
 Poland
 Romania
 Russia
 Ukraine
 Norway

Asia Pacific

 Australia
 New Zealand
 Hong Kong
 Bangladesh
 India
 Indonesia
 Japan
 Malaysia
 Pakistan
 Phillipines
 P.R. China
 Singapore
 Thailand
 South Korea

34 Supported Languages

Languages

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

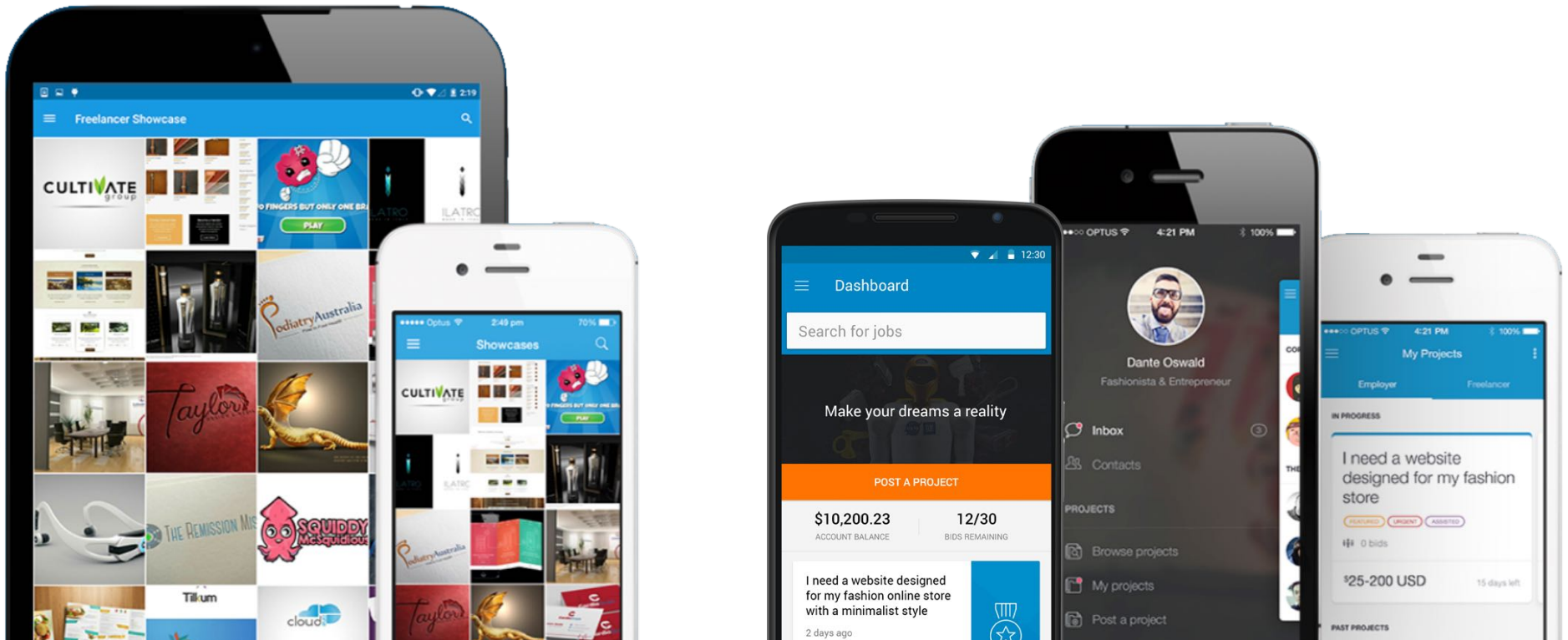
21 Supported Currencies

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



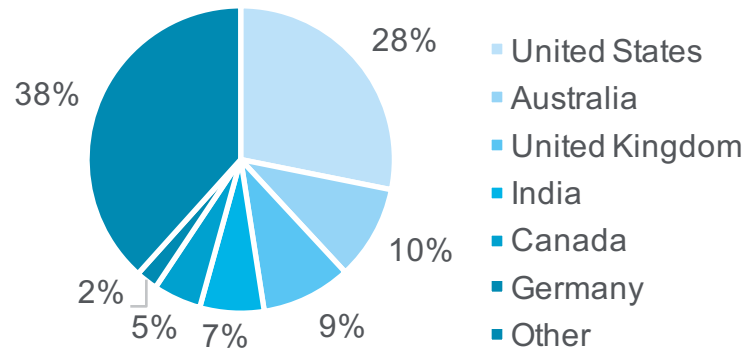


**30% of engaged users touch
Freelancer Mobile products
(up 114% YoY Dec-Dec)**

Marketplace dynamics

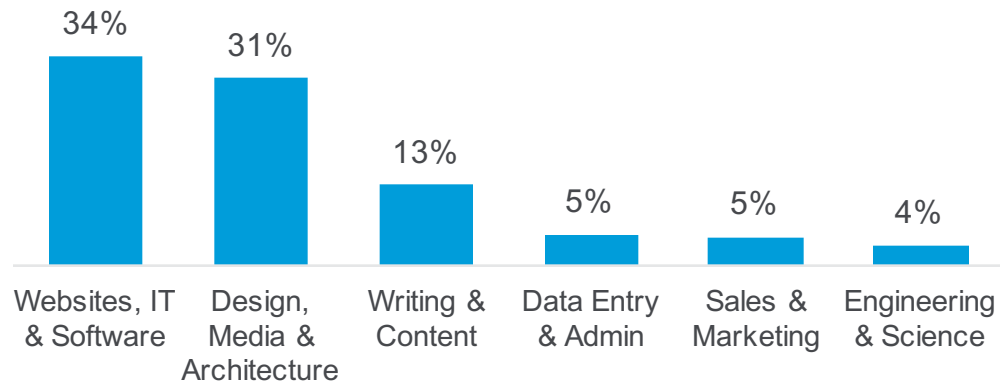
“Every job, every country, every language, every currency, at any time”

Top country sources for completed projects in 2015¹

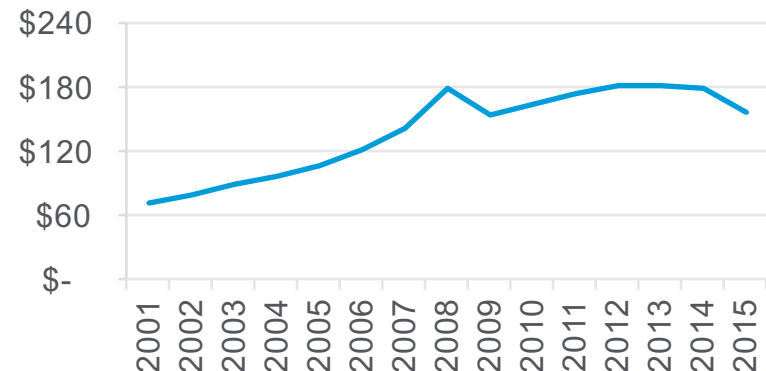


- c.900 job categories as diverse as Aerospace Engineering, Biotechnology, Sales, Manufacturing, Mechanical Engineering, etc.
- c.100 categories of local jobs launched in 2015
- Complexity & sophistication growing year by year
- Average completed project US\$156 in 2015³

Top completed project categories by volume in 2015²



Average Completed Project Value (US\$)³



1. Based on the number of completed projects that were posted in 2015.

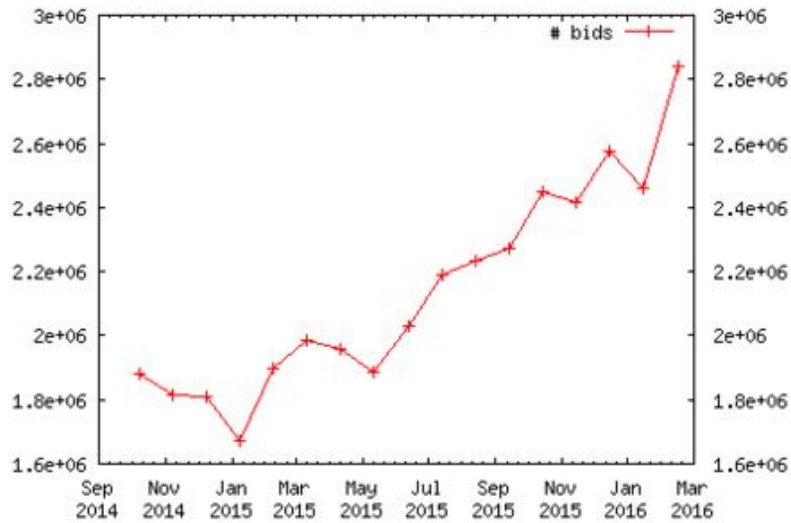
2. Based on the value of project payments for projects that were posted in 2015.

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.

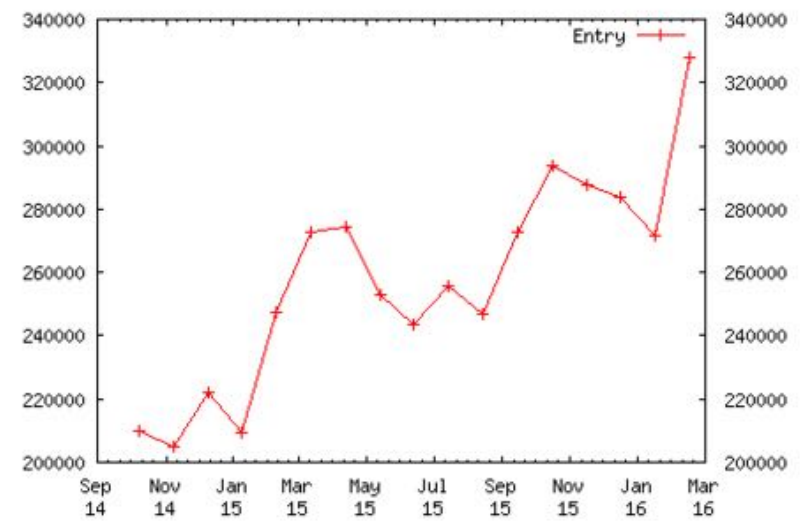


Liquidity: 65% of projects get a bid within 60 seconds (supply)

Number of bids on projects



Number of entries in contests



Actual completed projects



3D House Render

beehive3dworks

\$200.00



3D HUD design

alki71

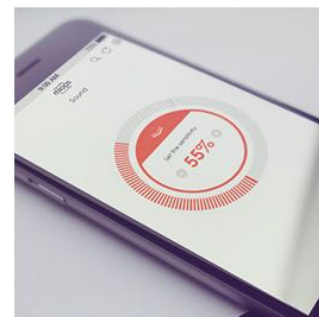
\$500.00



Best 3D Massage Chair

Fadeecg1

\$124.00



Design a Mobile Application

arakelian

\$500.00



Lion roaring in water colour

xunedaryl

\$100.00



Create Print and Packaging Designs for Vegetable Juices

chubbycreations

£100.00



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.



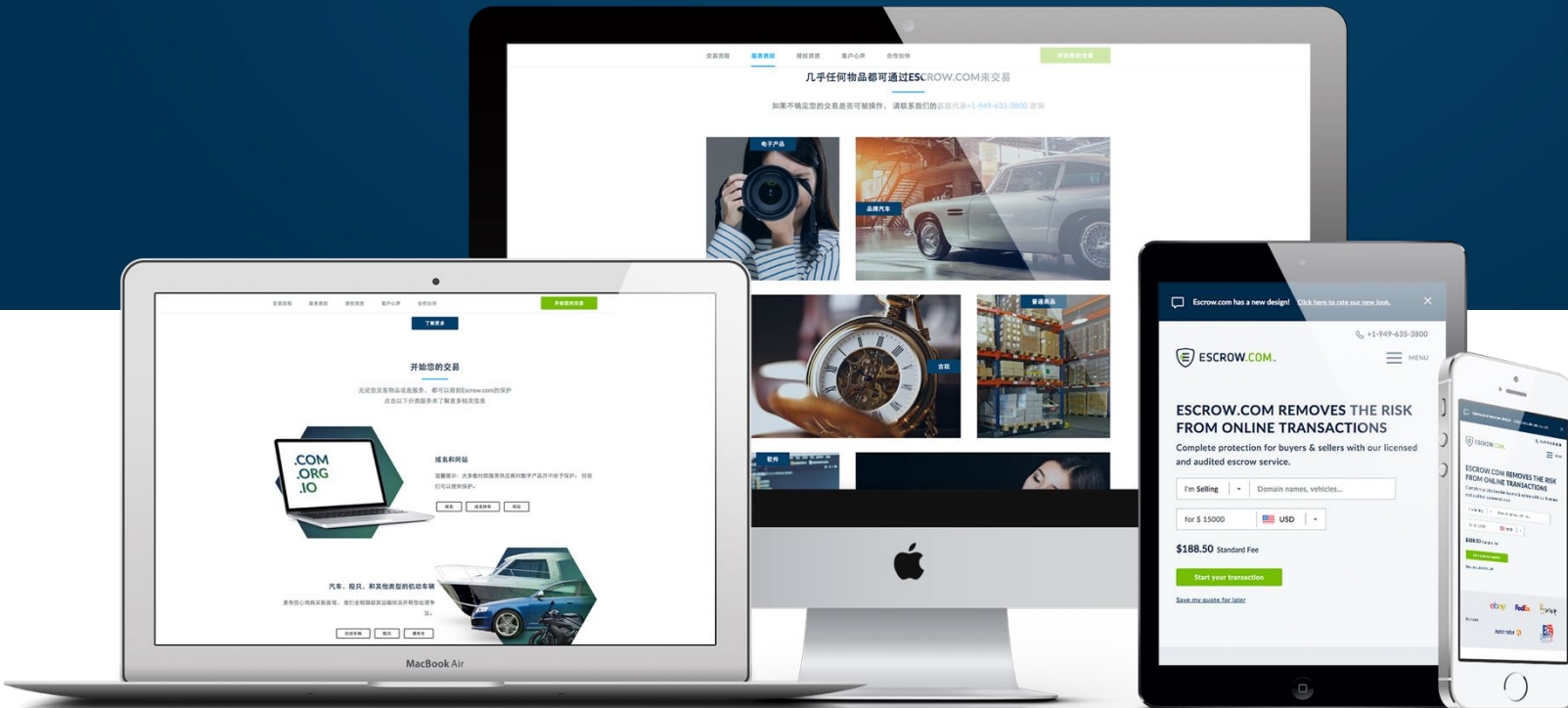
- Other value added services include project upgrades, crowdsourcing contests and upgrades, bid upgrades, transaction fees, certification fees and advertising





ESCROW.COM™

Escrow.com is now mobile responsive & available in Chinese



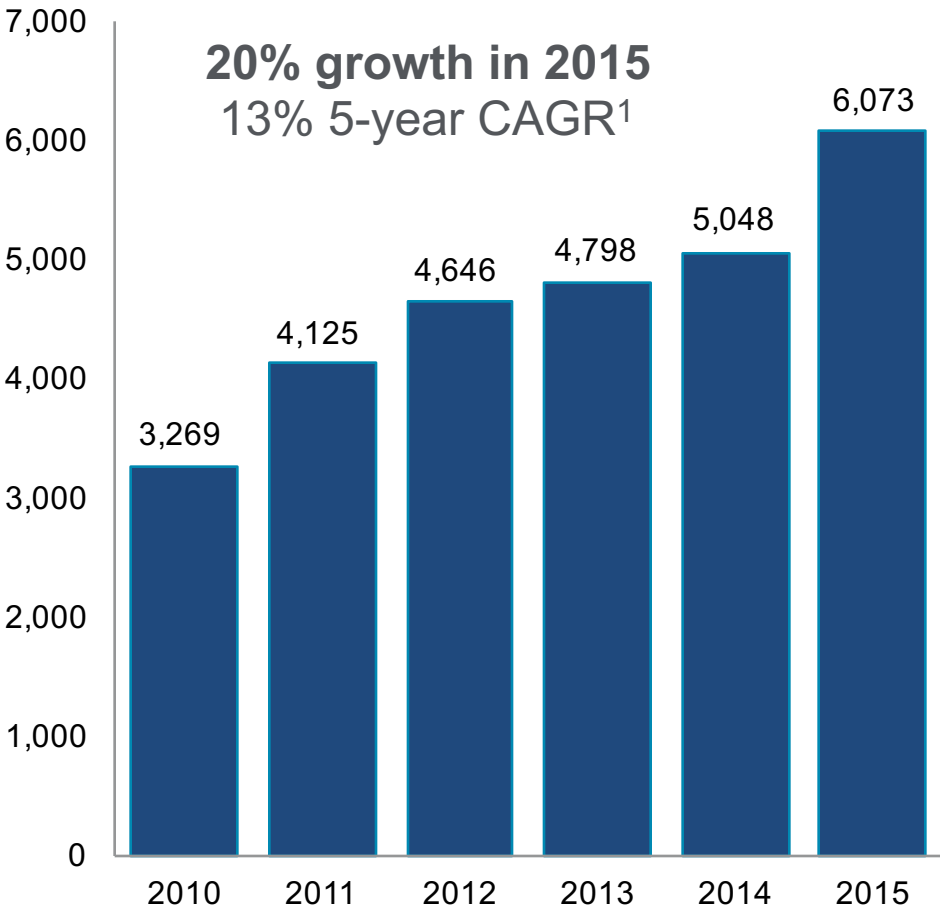
Your Escrow.com
payment has been
received
Escrow.com/514661

The seller has
agreed to your
transaction

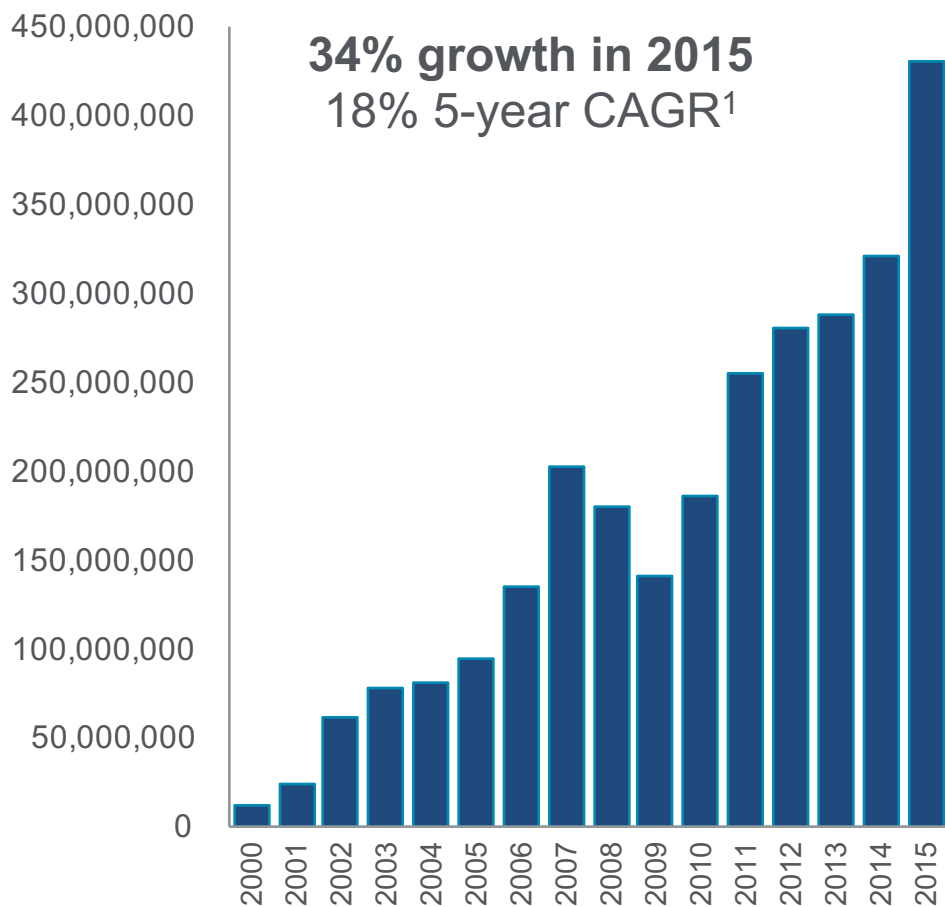
Escrow.com historical financial performance

FY15 growth rates significantly beat 5-year CAGRs (2009-2014) for both revenue and GPV

Revenue (US\$ '000)



Gross Payment Volume (GPV) (US\$)



Operational highlights FY15

Significant improvements to Freelancer products in FY15

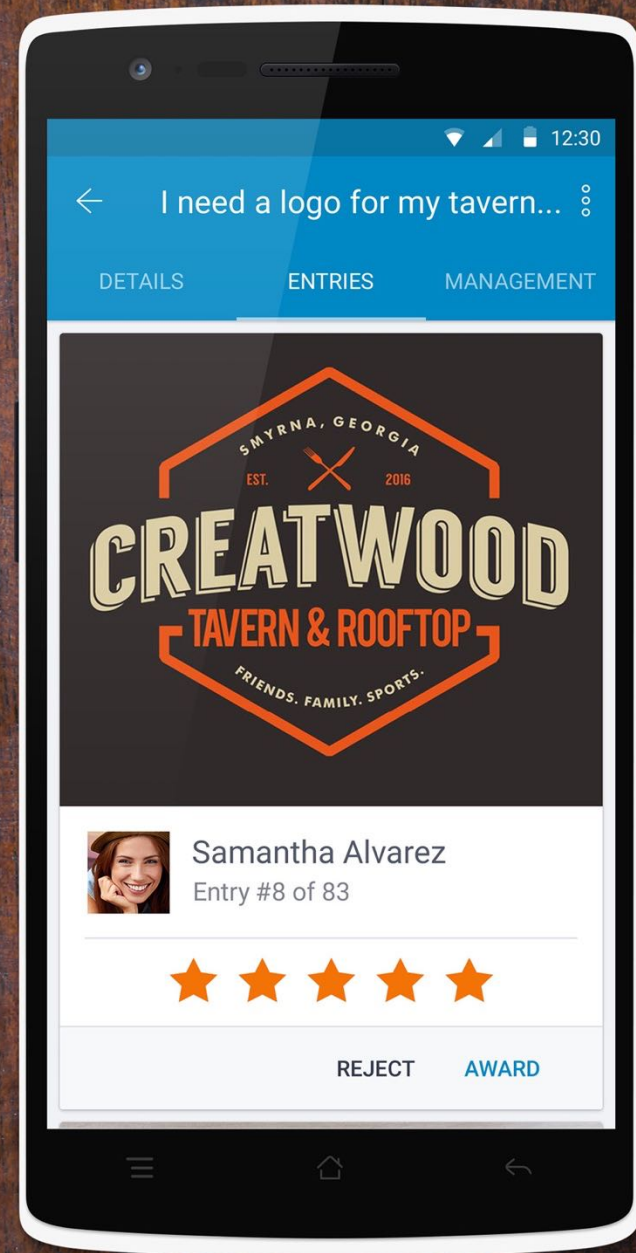
- Significant product improvements in matchmaking
 - Major improvements shipped in project management, messaging, video chat, time tracking and invoice generation
- Strong growth in contests
 - 51% growth on prior corresponding period in contests posted
 - Use by NASA of the contest platform to crowdsource for the International Space Station
 - Full decomposition & design of subsystems for robotic arm for Astrobee flying robot
 - UI/UX for smart watch app worn by astronauts
 - 3D modelling for training of the image recognition system for the Robonaut R2
- Capital raisings
 - Two \$10 million placements of new ordinary shares completed during 2015
 - Material increase in free float (to c.23%) and trading liquidity
 - Proceeds were used to purchase Escrow.com and deployed into future growth
- Smaller bolt-on acquisitions included DoNanza

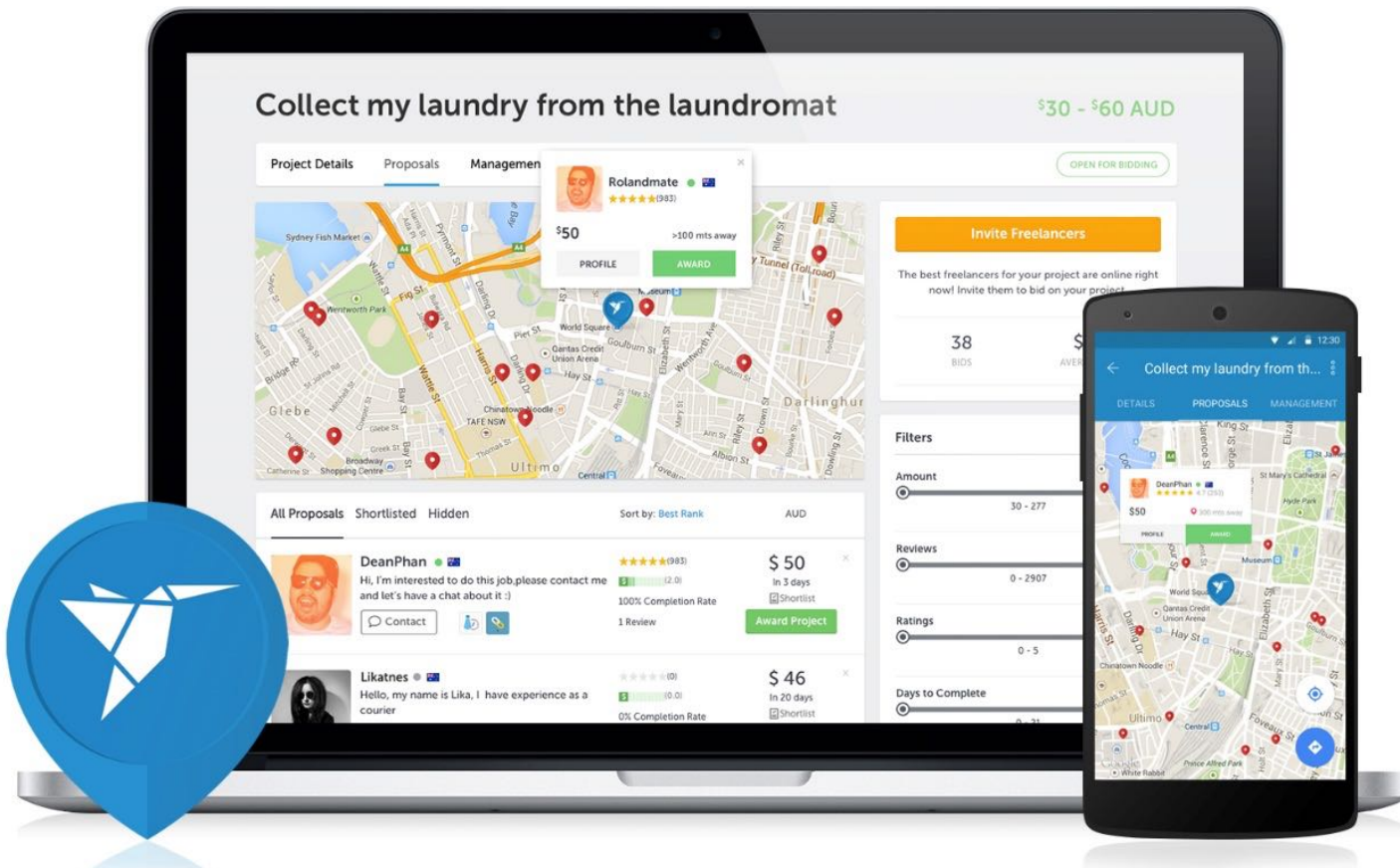


Freelancer Contests

Freelancer's crowdsourcing platform introduced several significant product improvements resulting in growth of 51% year on year

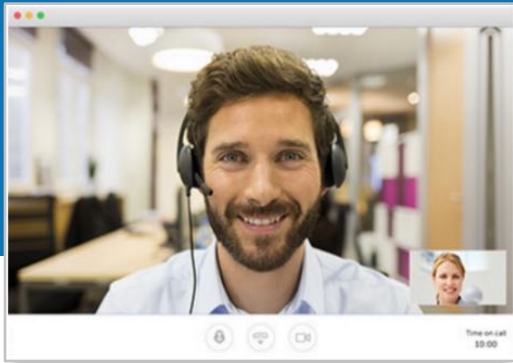
- Contests is now available on mobile devices, access your contest anywhere
- Employers can get deliverables as graphics, videos and now text
- Improved user experience including new pages and interactions
- Now with online chat





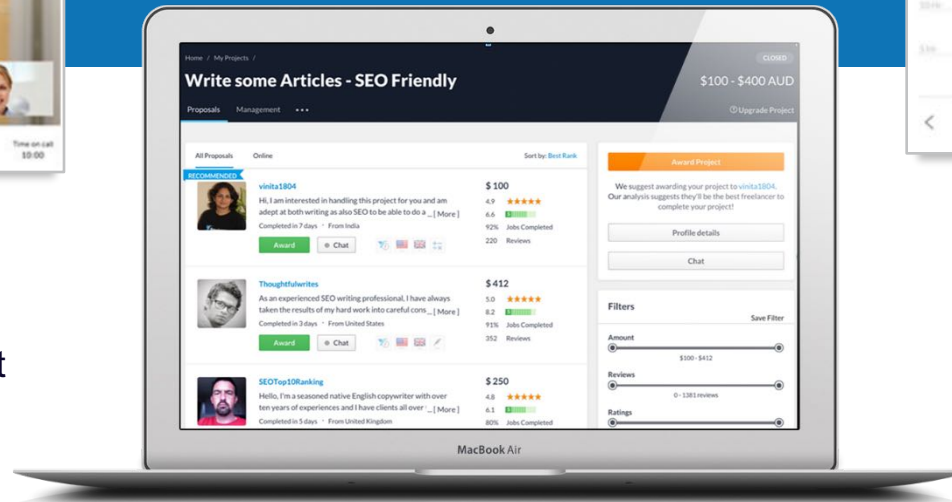
Over 800,000 freelancers ready to work
on local projects in over 100 new
location specific skills

Major Improvements in Project Management, Communication and Collaboration



Video chat

Our messaging service now supports Video Chat



New project management page

Real time surfacing and ranking of bids & easier management of teams



Time tracking for everyone

Offline time tracking, easier invoicing and payments



The #1 Internet Marketing Forum Since 1997

USERS

1,065,000+

POSTS

9,600,000+

DISCUSSIONS

870,000+

Oli Gardner
CEO of Unbounce



Australia's Biggest Startup & Growth Conference

**New Higher
Capacity Venue**

**3000+
PAX**

**International Lineup
Of Speakers**

**Hundreds of
Exhibitors**

Sold Out 6 Years In a Row | StartCon.com | November 26 - 27th 2016



Freelancer Limited

INDUSTRY DRIVERS

The other

55%

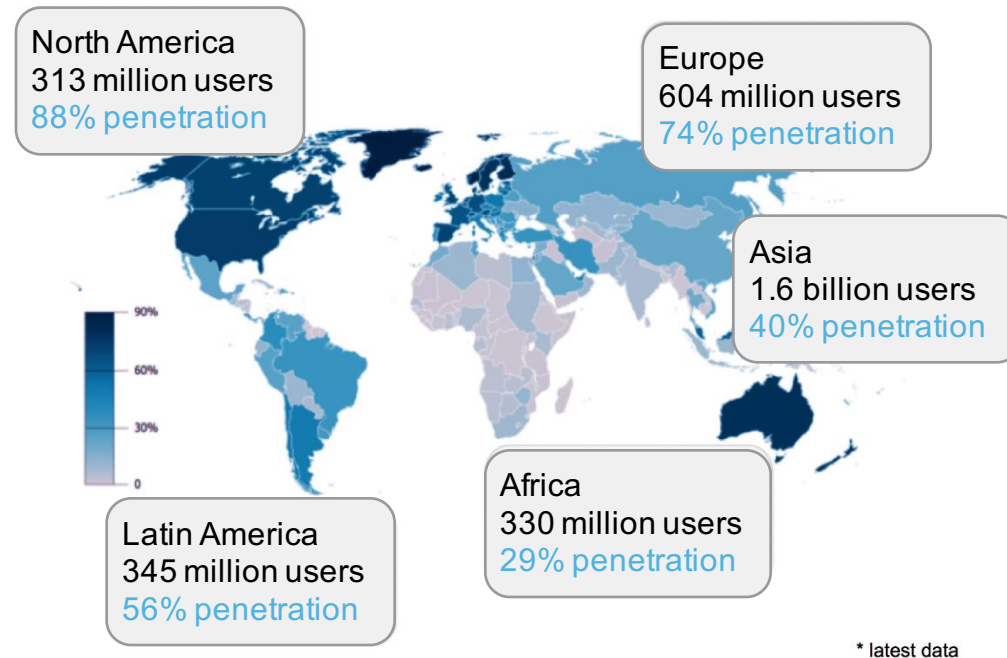
**of the world's
population are
about to join
the Internet.**



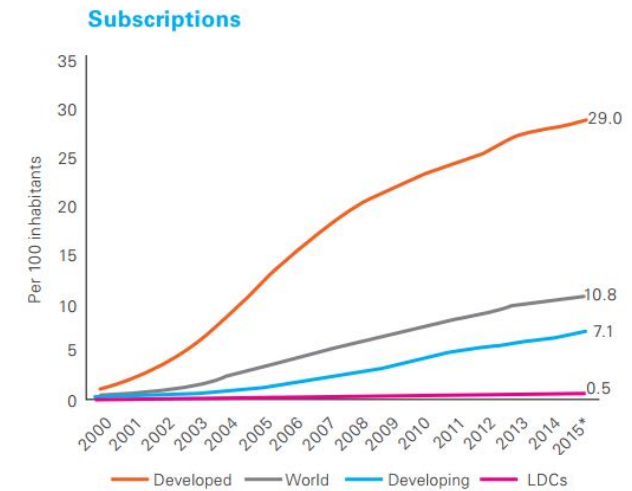
It's 2016

The other four billion are connecting at a tremendous pace

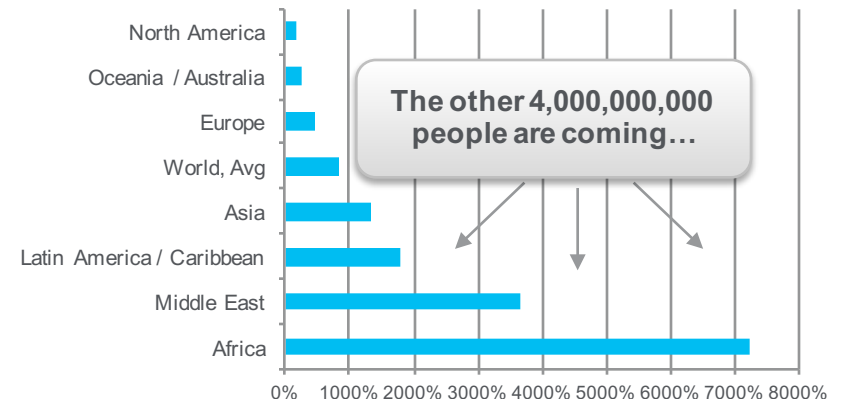
- World population¹: **7,259,902,243**
Number on the Internet: **3,366,261,156** (46.4%)



Internet Users by Development Level 2005-2015E²



Worldwide Internet Growth 2000-15¹



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

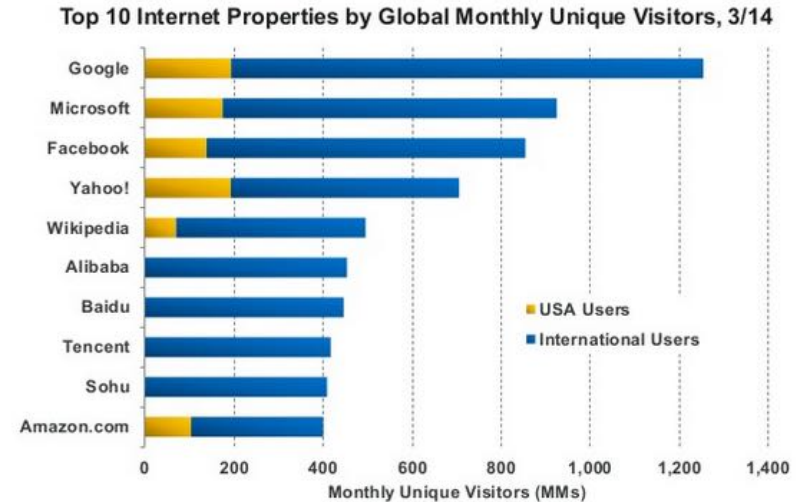


- The first thing they are looking to do online is raise their socio-economic status
- But it's never been easier to learn a trade
 - The wealth of human knowledge is available online
 - A revolution is also occurring in online education: Coursera, Udacity, Khan Academy, edX



- 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 foreign¹



Twice as many Chinese on the Internet as Americans²

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 World		654	1,473	15%	34%
		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.





@pufutama



Bandung, Indonesia - 9 am

Member since January, 2014

6 Recommendations

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



Hire Me

\$ 17 USD/hr

4.8



35 Reviews

\$

5.6

81%

Jobs Completed

100%

On Budget

84%

On Time

16%

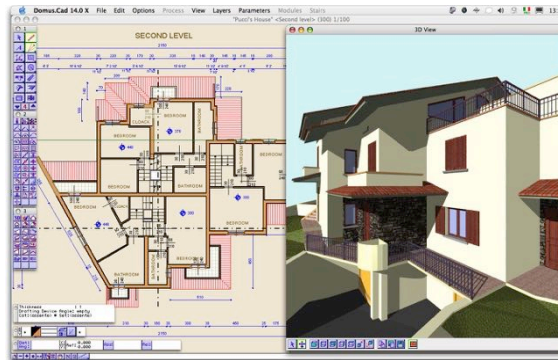
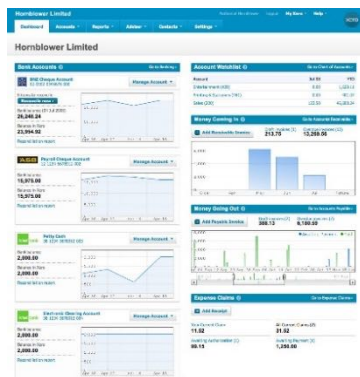
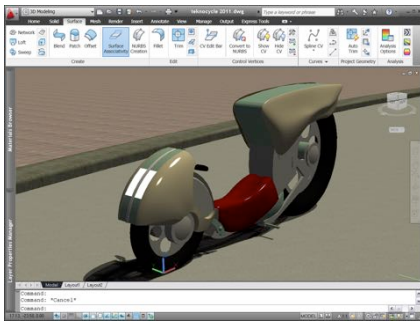
Repeat Hire Rate

[Read more](#)

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

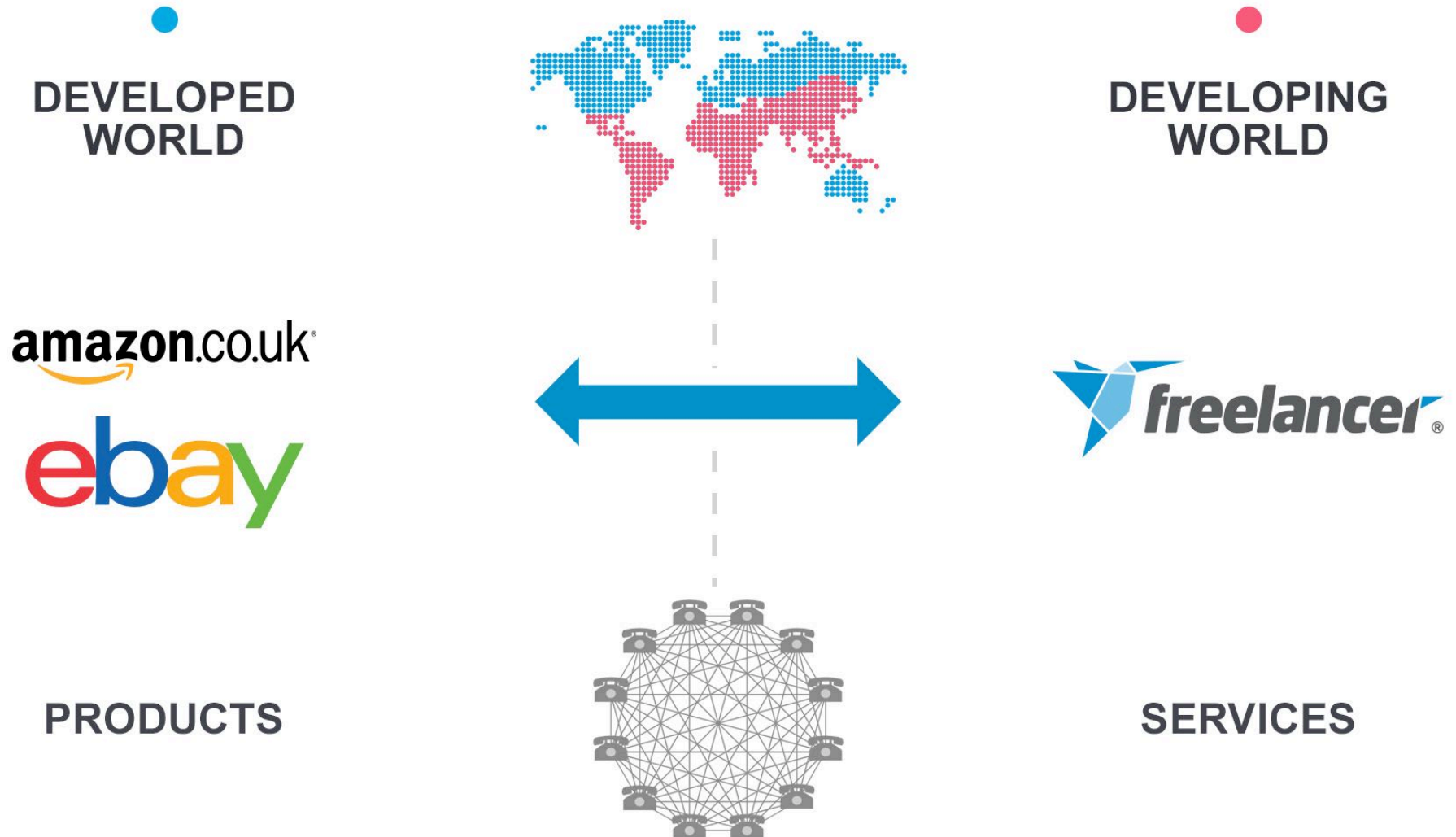


Software

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



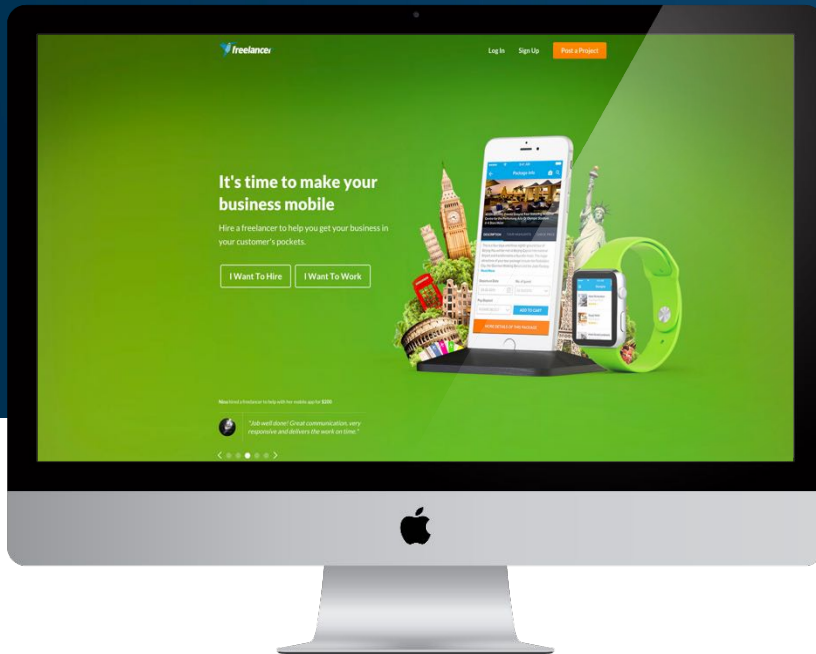
The world is repeating itself 20 years later



Freelancer Limited

ESCROW.COM

Freelancer.com acquired Escrow.com November 1st 2015



Freelancer.com

#1 Online Services Marketplace
Over **US\$3.0 billion** in
projects posted



Escrow.com

#1 for Secure Online Payments
Over **US\$2.7 billion** in secured
transactions



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

More than
US\$2,700,000,000
of transactions
protected

SAFEGUARDING YOUR
ONLINE TRANSACTIONS



The world's #1 freelancing & crowdsourcing marketplace adds the world's #1 provider of online secure payments

Financials

- Licensed, bonded & certified, processed over US\$2.7 billion in secured transactions to date
- FY15 gross payment volume of US\$430 million (up 34% from US\$320m in FY14)¹
- FY15 net revenue US\$6.1m (up 20% from US\$5.0m in FY14)
- As at 31 December 2015, Escrow.com's off-balance sheet trust accounts had balances ~\$27 million

History

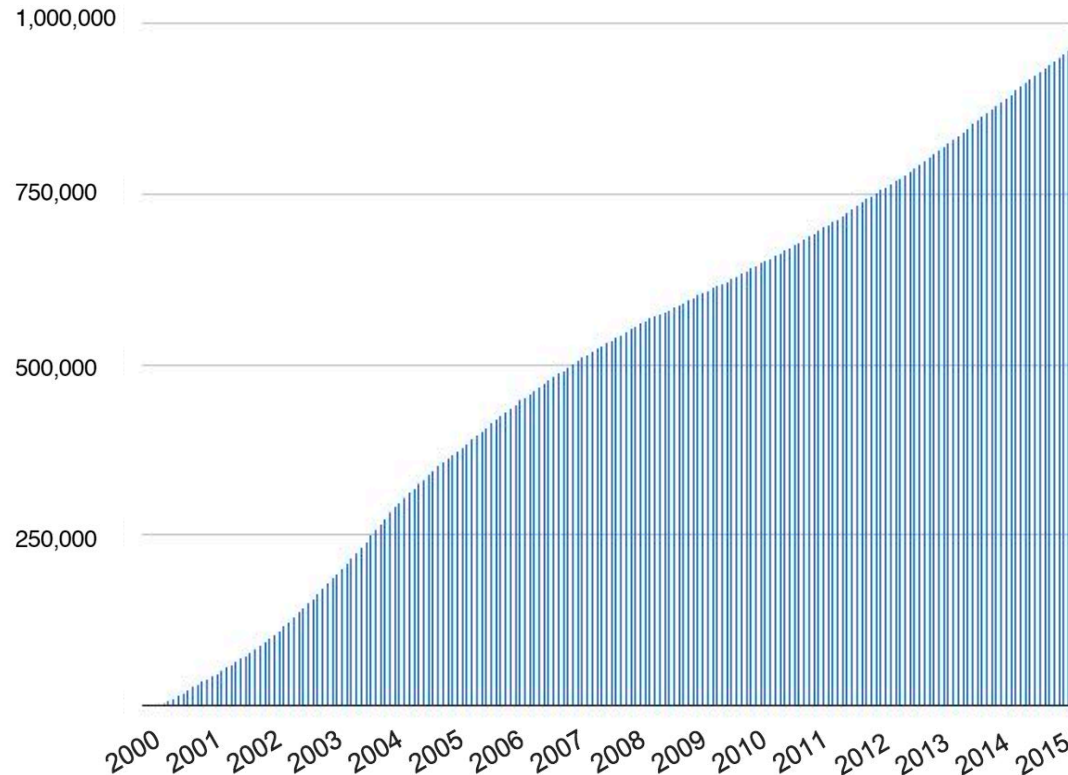
- Founded in 1999 by Fidelity National Financial, a Fortune 500 company and the United States' largest provider of commercial and residential mortgage and diversified services
- From 1999 to 2000 received US\$40m in investment from Softbank, The Chase Manhattan Group, Pacific Century Cyberworks (PCCW), VerticalNet, Inc., Micro General Corporation & Madison Securities
- In 2002, after the first dot-com crash, Fidelity exited the business, merging Escrow.com into iLumen
- In 2004, Escrow.com was purchased by a private investor
- In 2015, Freelancer.com acquired Escrow.com effective 1 November



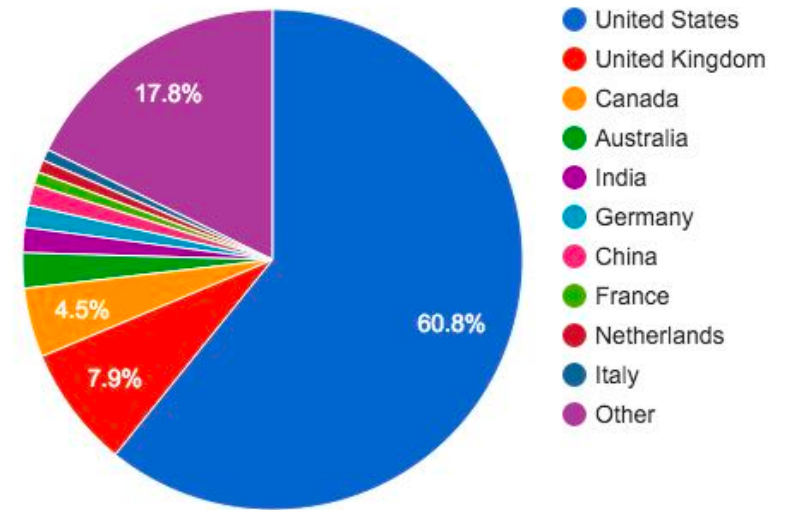
Escrow.com historical user growth

Almost 1 million users with solid demographics from mostly high income OECD nations

Total number of users



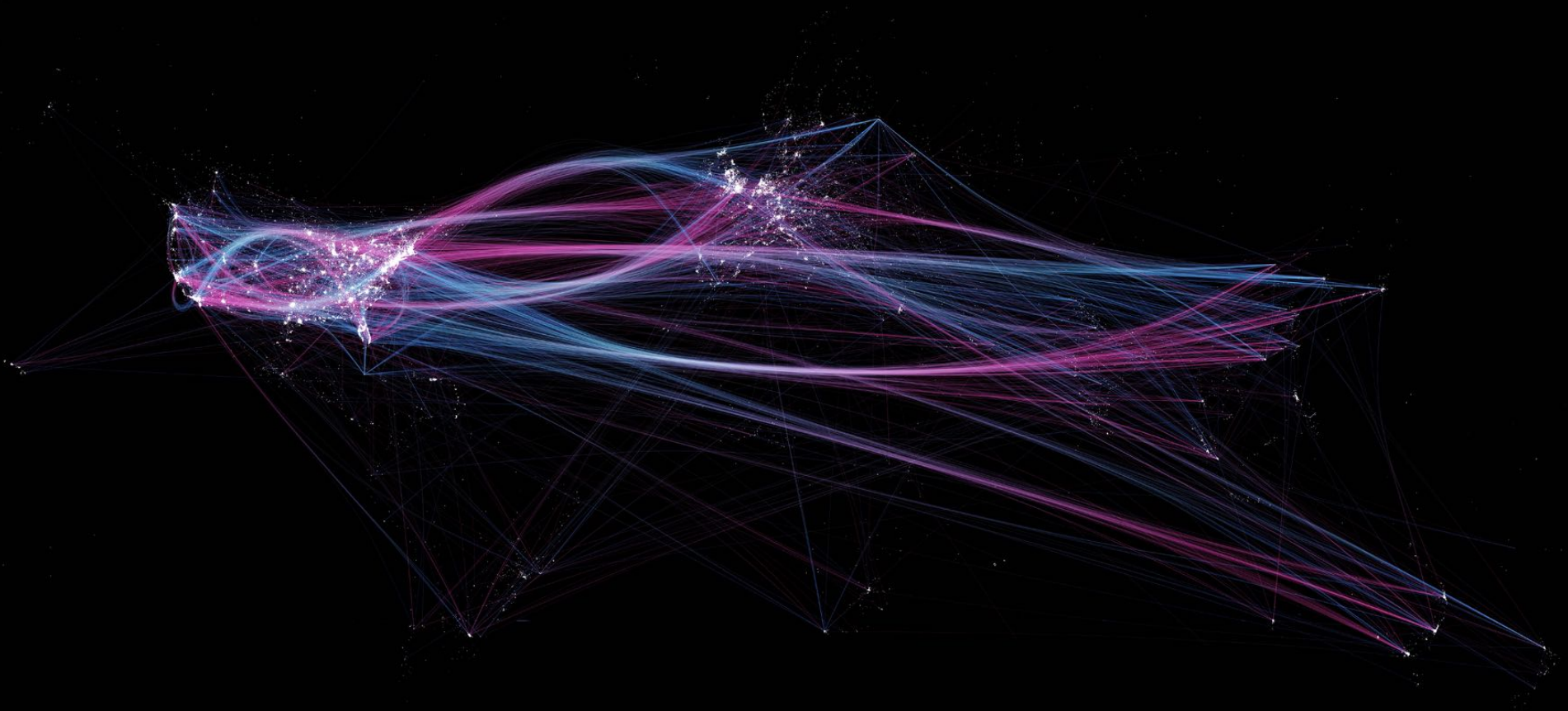
Users by country



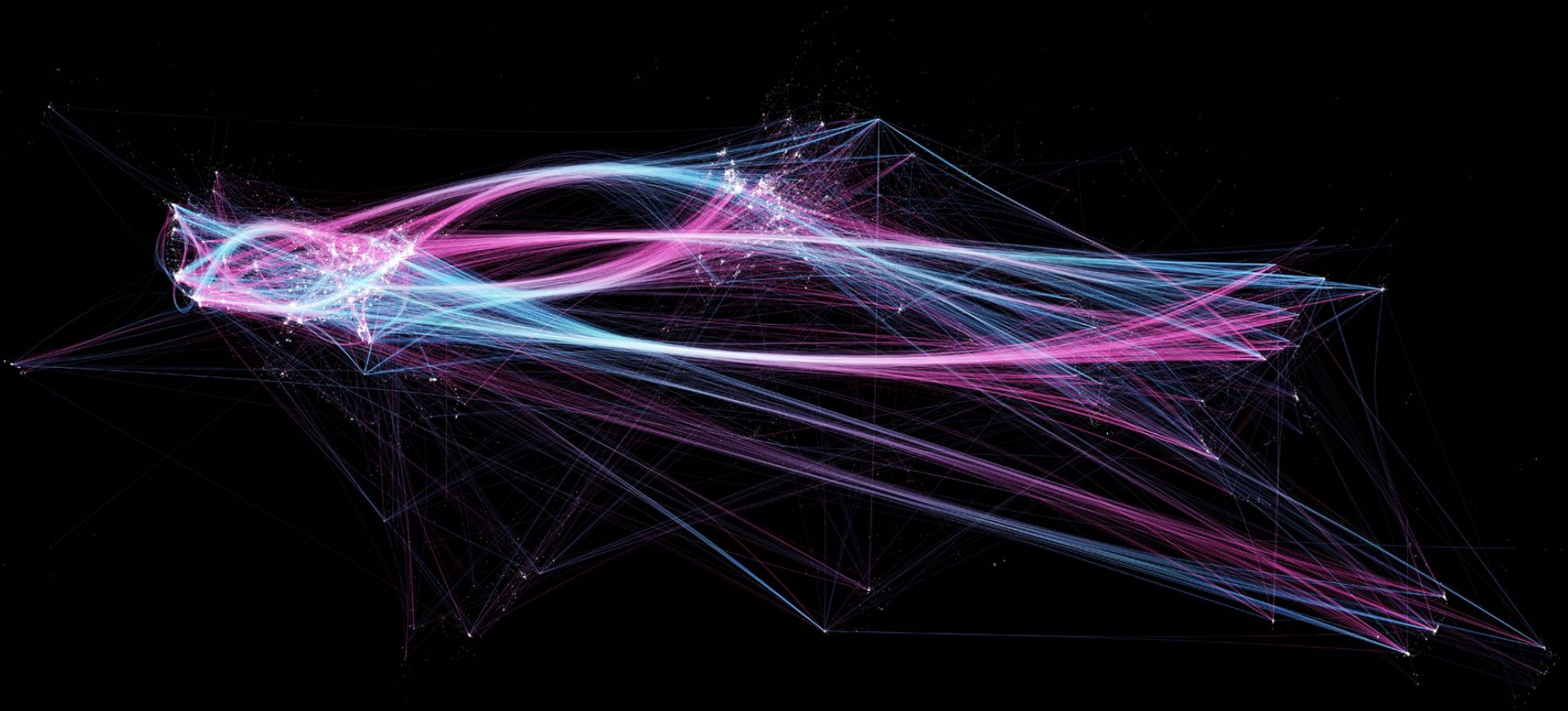
- An exceptionally high quality user base of ~1 million users with high transaction value



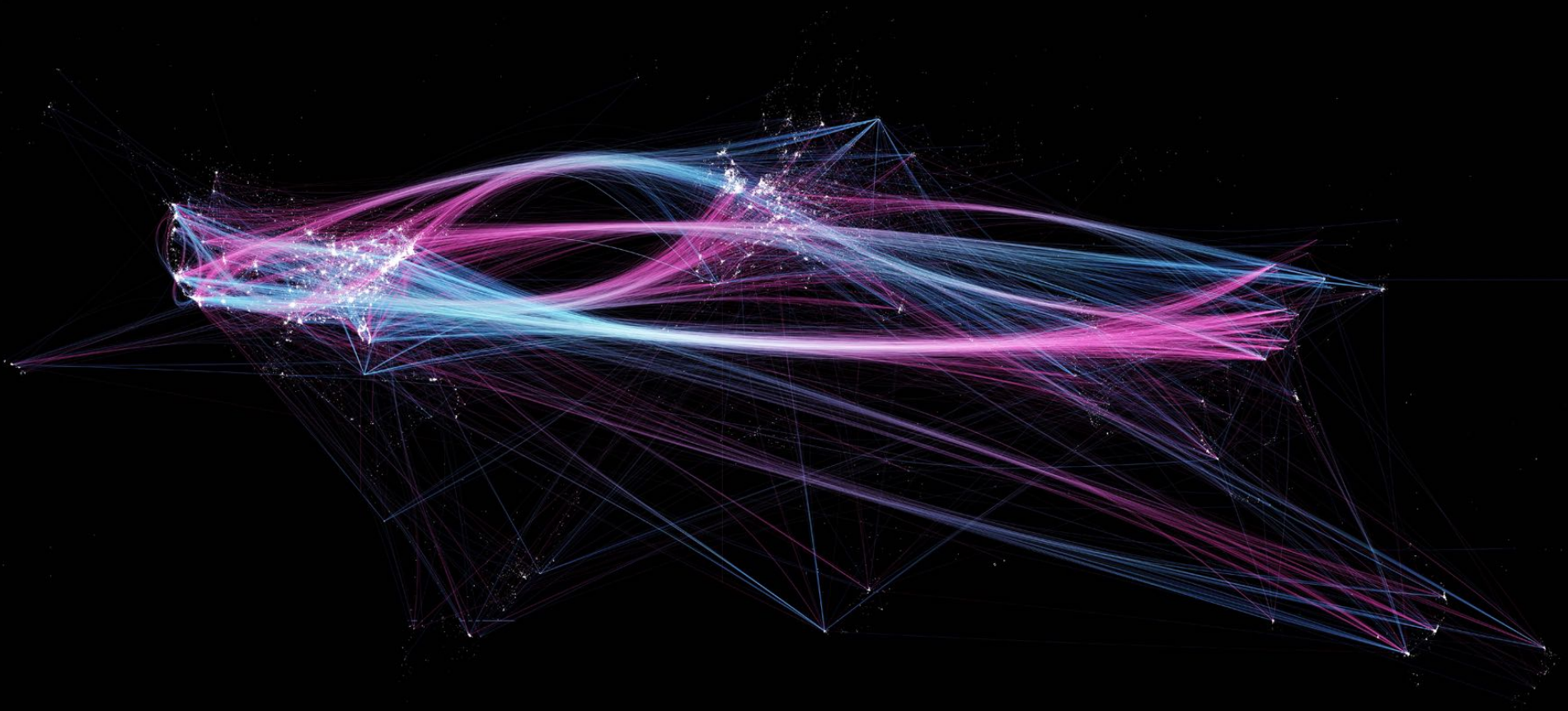
Escrow.com's Online Economy in 2013



Escrow.com's Online Economy in 2014



Escrow.com's Online Economy in 2015




You wouldn't sell your car with PayPal

PayPal Community Help Forum

PayPal Home PayPal Help Sign in

PayPal > UK Community > Managing my account > Access and security > Car Purchase Scam



garden designer

Member

Posts: 2

Kudos: 6

Accepted Solutions: 0

Car Purchase Scam

on 09-06-2013 04:13 PM

I have become suspicious about a buyer for our car we had for sale on ebay 'Jodie Williams' is the email name requesting that the sale only be undertaken through paypal and that a courier would collect the car. They have asked no details about the car other than agreeing to pay the full price. Having become suspicious I searched the internet and found a few threads relating to this person 'wjodie401' . I think it is part of the same scam others have mentioned. so please beware

Everyone's Tags: [we have also been subje...](#) [which is supermans mi...](#) [View All \(2\)](#)

6 Kudos

Options

Reply

New Solutions

My Account Suddenly Became Chinese.. and locked !!

Access and security


Tsaggos

PLEASE HELP ME

Access and security

cheshiresean

[Find More Solutions](#)



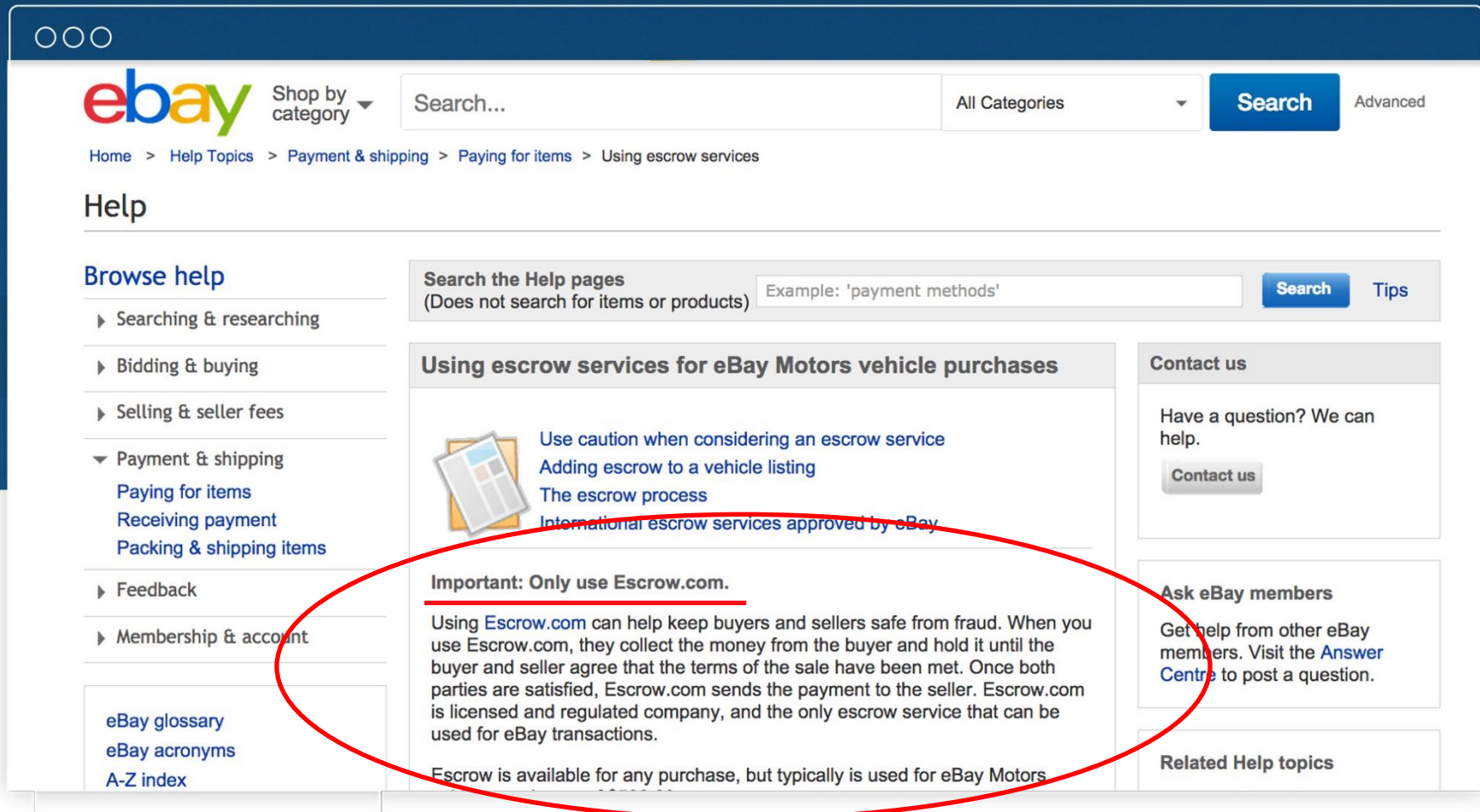
Re: Car Purchase Scam

on 09-06-2013 04:21 PM

Car Scam

In fact, eBay doesn't think so either:

“Important: Only use Escrow.com”



The screenshot shows the eBay website's help section. The breadcrumb trail is: Home > Help Topics > Payment & shipping > Paying for items > Using escrow services. The page title is 'Help'. The left sidebar lists help topics: Searching & researching, Bidding & buying, Selling & seller fees, Payment & shipping (selected), Feedback, and Membership & account. The 'Payment & shipping' section is expanded, showing 'Paying for items', 'Receiving payment', and 'Packing & shipping items'. The main content area is titled 'Using escrow services for eBay Motors vehicle purchases'. It includes a search bar for help pages and a list of links: 'Use caution when considering an escrow service', 'Adding escrow to a vehicle listing', 'The escrow process', and 'International escrow services approved by eBay'. A red circle highlights a section titled 'Important: Only use Escrow.com.' which states: 'Using Escrow.com can help keep buyers and sellers safe from fraud. When you use Escrow.com, they collect the money from the buyer and hold it until the buyer and seller agree that the terms of the sale have been met. Once both parties are satisfied, Escrow.com sends the payment to the seller. Escrow.com is licensed and regulated company, and the only escrow service that can be used for eBay transactions.' Below this, it says 'Escrow is available for any purchase, but typically is used for eBay Motors'. The right sidebar contains 'Contact us', 'Ask eBay members', and 'Related Help topics'.

ebay Shop by category Search... All Categories Search Advanced

Home > Help Topics > Payment & shipping > Paying for items > Using escrow services

Help

Browse help

- ▶ Searching & researching
- ▶ Bidding & buying
- ▶ Selling & seller fees
- ▼ Payment & shipping
 - Paying for items
 - Receiving payment
 - Packing & shipping items
- ▶ Feedback
- ▶ Membership & account

eBay glossary
eBay acronyms
A-Z index

Search the Help pages (Does not search for items or products) Example: 'payment methods' Search Tips

Using escrow services for eBay Motors vehicle purchases

Use caution when considering an escrow service
Adding escrow to a vehicle listing
The escrow process
International escrow services approved by eBay

Important: Only use Escrow.com.

Using Escrow.com can help keep buyers and sellers safe from fraud. When you use Escrow.com, they collect the money from the buyer and hold it until the buyer and seller agree that the terms of the sale have been met. Once both parties are satisfied, Escrow.com sends the payment to the seller. Escrow.com is licensed and regulated company, and the only escrow service that can be used for eBay transactions.

Escrow is available for any purchase, but typically is used for eBay Motors

Contact us

Have a question? We can help.

Contact us

Ask eBay members

Get help from other eBay members. Visit the Answer Centre to post a question.

Related Help topics

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



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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 — 2 — 3 — 4 — 5



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.



Buyer pays Escrow.com

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



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.



Buyer accepts the merchandise

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



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



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Freelancer.com



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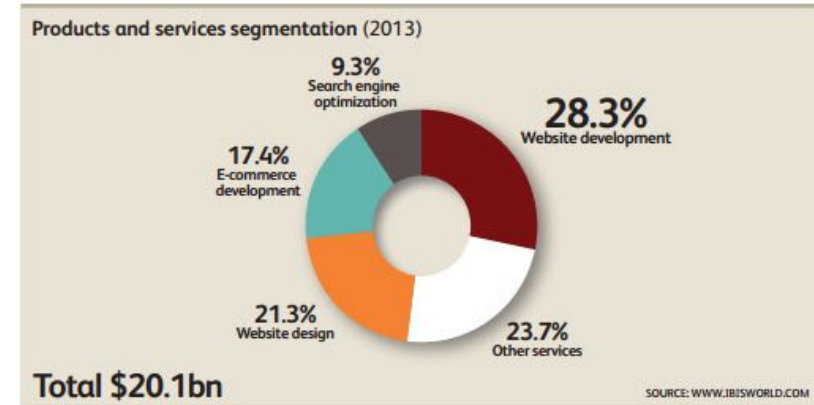
Freelancer Limited

HOW BIG IS THE MARKET?

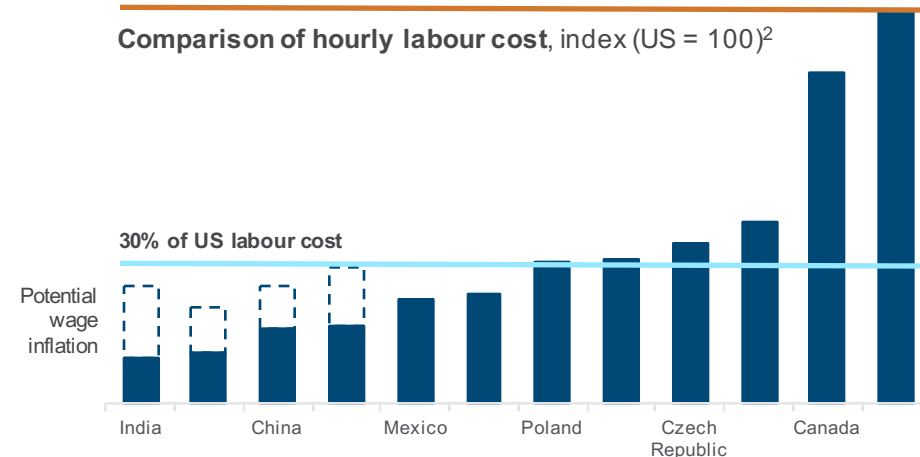
Estimated demand for Web Design services alone

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 and there is potential upside from opening up of new demand from lower cost labour services globally
 - e.g. for the first time, a café can get a website for c.\$100
- Indicative calculation:
 - web design in the US alone is US\$20 billion + industry¹
 - wages constitute US\$12 billion of this
 - more than 50% of software engineering jobs can be outsourced at 30% of US wages²
 - US\$1.74 billion in wages outsourced @ 26% 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 countries³
 - from this we estimate the global opportunity is $(96+28)/28 = \text{c.}4.4\text{x}$ larger than the US market



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



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

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

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

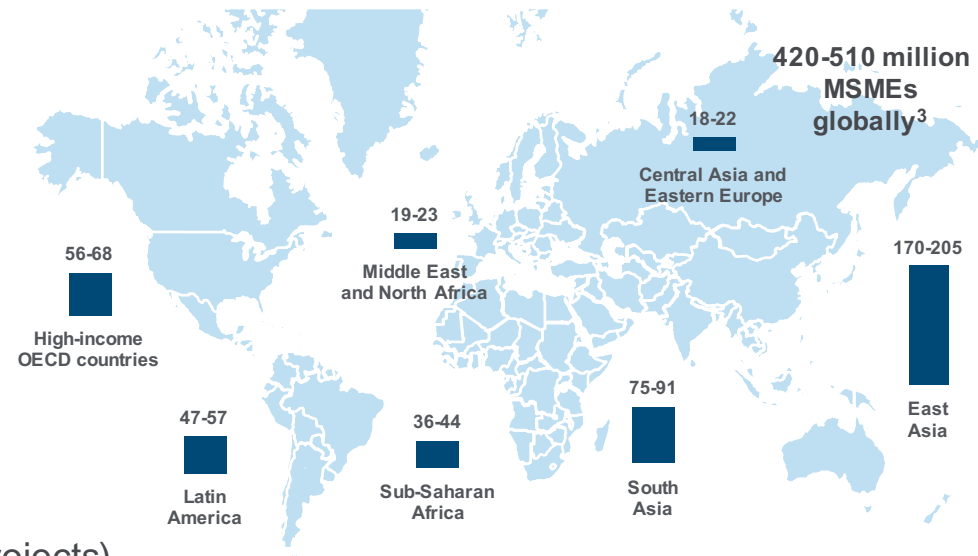
4. Based on AUD/USD exchange rate of 0.73.



Estimated demand from Small Businesses

Global small business revenue opportunity estimated as \$31.9 billion per annum (571 million projects, \$122 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 3.13 projects in 2013²
 - then this same cohort posted 4.60 projects in 2014
 - then this same cohort posted 5.64 projects in 2015
- Average project size in 1H15 was US\$159 (A\$217) generating revenue of A\$56 to Freelancer (26% take rate)²
 - Implies A\$7.2 billion TAM (A\$28 billion GPV, 129 million projects) from US SMEs
- But there are 420 – 510 million micro, small and medium enterprises (MSMEs) globally³
- 96 million are formal employer MSMEs outside the US in mid-high income nations⁴
 - Additional A\$24.7 billion TAM (A\$95 billion GPV, 442 million projects)
- **Estimated global TAM from MSME market of c.\$31.9 billion (\$122 billion GPV, 571 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 A\$194 in 1H15 (based on AUD/USD exchange rate of 0.73 converted spot at 29 July 2015).

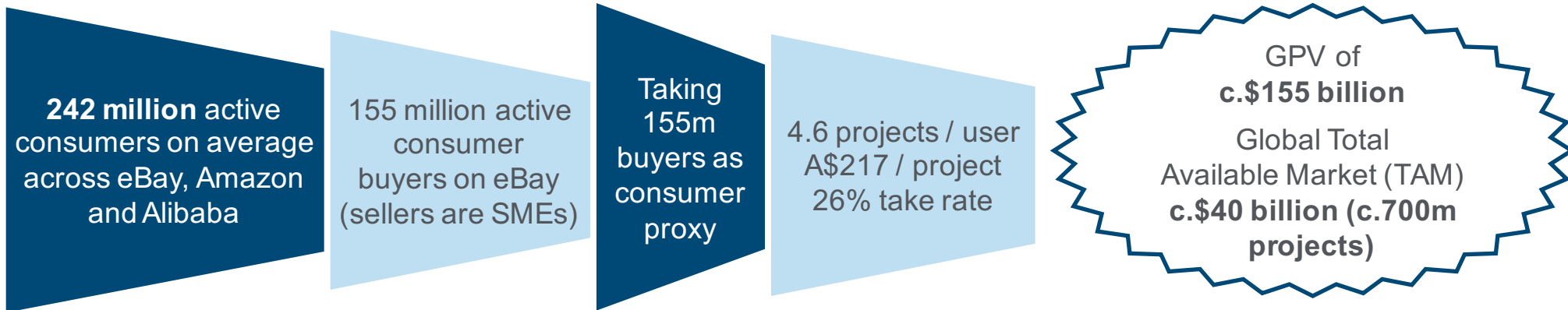
3. McKinsey Global Institute, "Two trillion and counting: Assessing the credit gap for micro, small, and medium-size enterprises in the developing world" (October, 2010).

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 c.\$40 billion (700 million projects, \$155 billion GPV)



2014 Revenue	US\$8.8 billion ¹	US\$89 billion	c.US\$22.7 billion	A\$26.1 million
2014 GMV/GPV	US\$83 billion	c.US\$111 billion ²	c.US\$248 billion	A\$103.7 million
	US\$228 billion ECV (with Paypal)			
2014 Users	155 million active buyers	c.237 million active buyers	c.334 million active buyers	14.3 million total registered users
Geography	Global	Global	Predominately China	Global

Source: Company reports.

1. Marketplaces revenue.

2. Based on analyst estimates.



Estimated supply of professional labour in the developing world

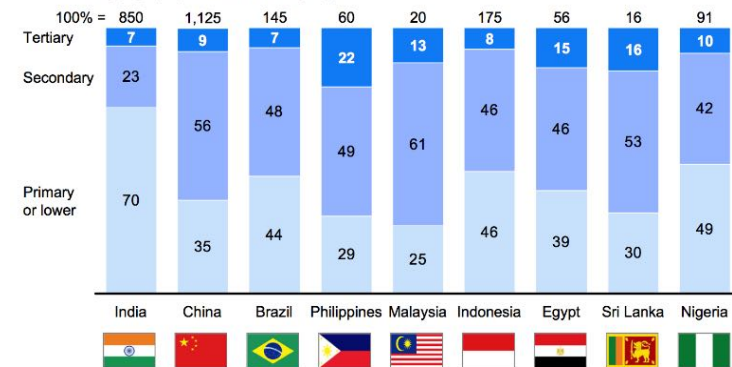
370 million people, or 10% of the 3.7 billion working age population in the developing world have a tertiary qualification

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

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

- 2030 predicted global labour force: 3.5 billion¹
- Of the 3.7 billion working age in the developing world in 2010:
 - 1.7 billion (46%) have a secondary education
 - 370 million (10%) have a tertiary education
- 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 annum³
- c.5 billion people to join the Internet over next decade that earn <\$10/day
- They have very little assets however are educated and can sell their services
- Freelancer.com is the first stop on the Internet for these people to raise their wages from \$10/day to \$10/hour +

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



NOTE: Numbers may not sum due to rounding.

SOURCE: United Nations Population Division (2010 revision); IASA; 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

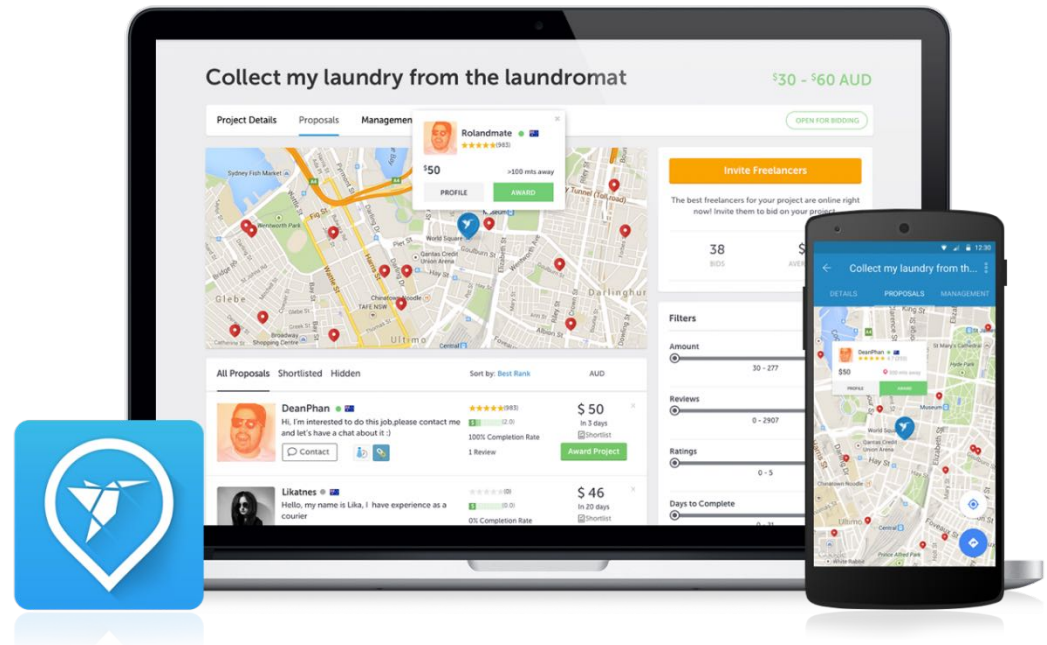
3. Accenture Institute for High Performance: Where will all the STEM talent come from? (May 2012)



Estimated demand from Local Jobs

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

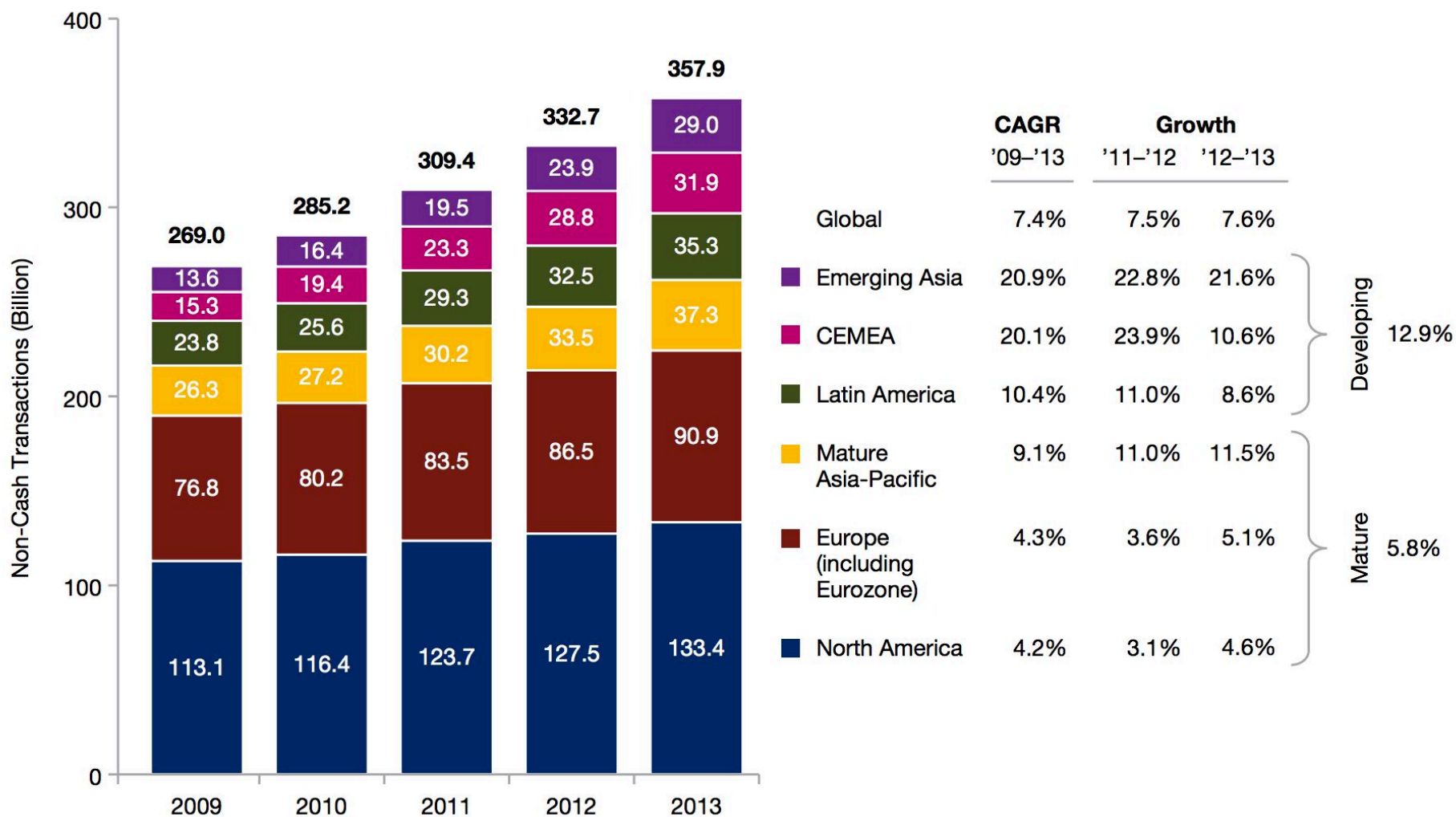
- Online services is already a huge market, with enormous future potential
 - McKinsey Global Institute has estimated that “160 million jobs, or about 11% of the projected 1.46 billion services jobs worldwide, could in theory be carried out remotely, barring any constraints in supply”
- In the US alone, the temporary labour market is estimated to be on the order of \$100 billion¹
 - MBO Partners² also found that in 2013 in the US there were 17.7 million independent workers
 - these generated \$1.2 trillion in total income per annum
 - Angie's List estimates the home services industry, which includes electricians, plumbers, dog walkers and other manual labour, alone is worth \$400 billion per annum
 - others put it at \$800 billion per annum^{4,5}



1. <http://www.theverge.com/2012/7/23/3177860/taskrabbit-13-million-fund-in-gig-economy-labor-market-zaarly-done-exec>
2. http://info.mbparkers.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-amazon-com-incs-home-service.asp>
4. http://www.nytimes.com/2015/04/13/technology/amazon-google-and-more-are-drawn-to-home-services-market.html?_r=0



357.9 billion non-cash payment transactions in 2013 (+7.6%)



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