



31 July 2019

# Freelancer Limited

1H19 Financial Results

**Matt Barrie**

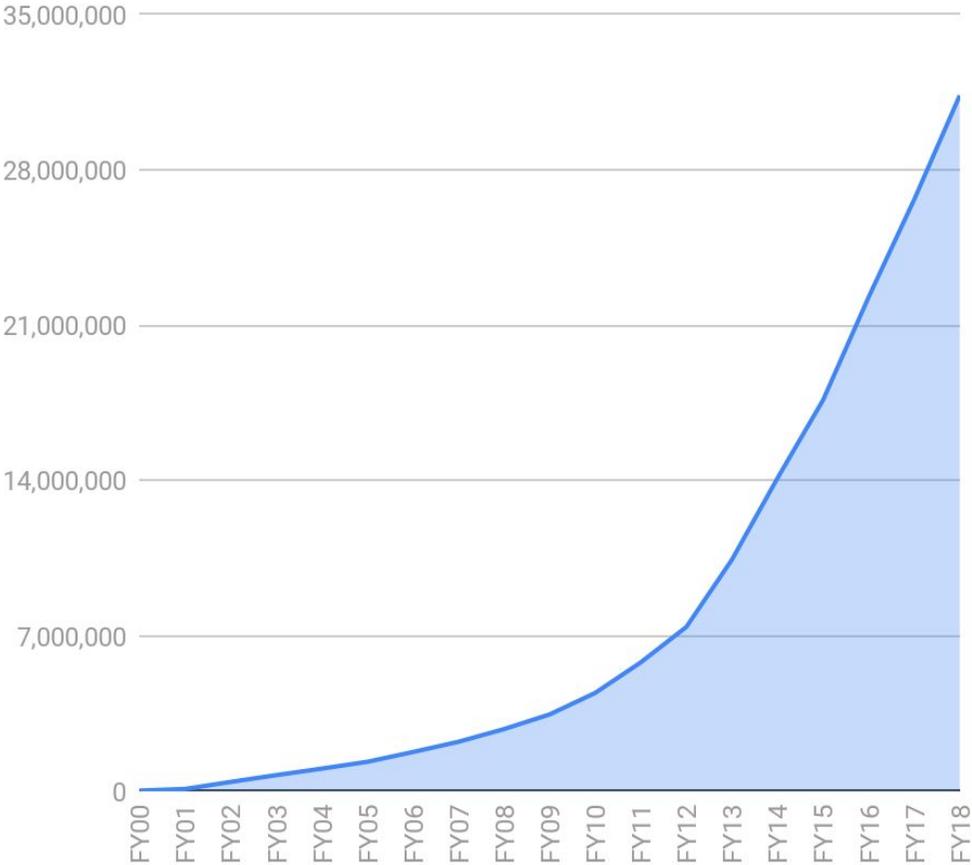
Chief Executive Officer

[investor@freelancer.com](mailto:investor@freelancer.com)

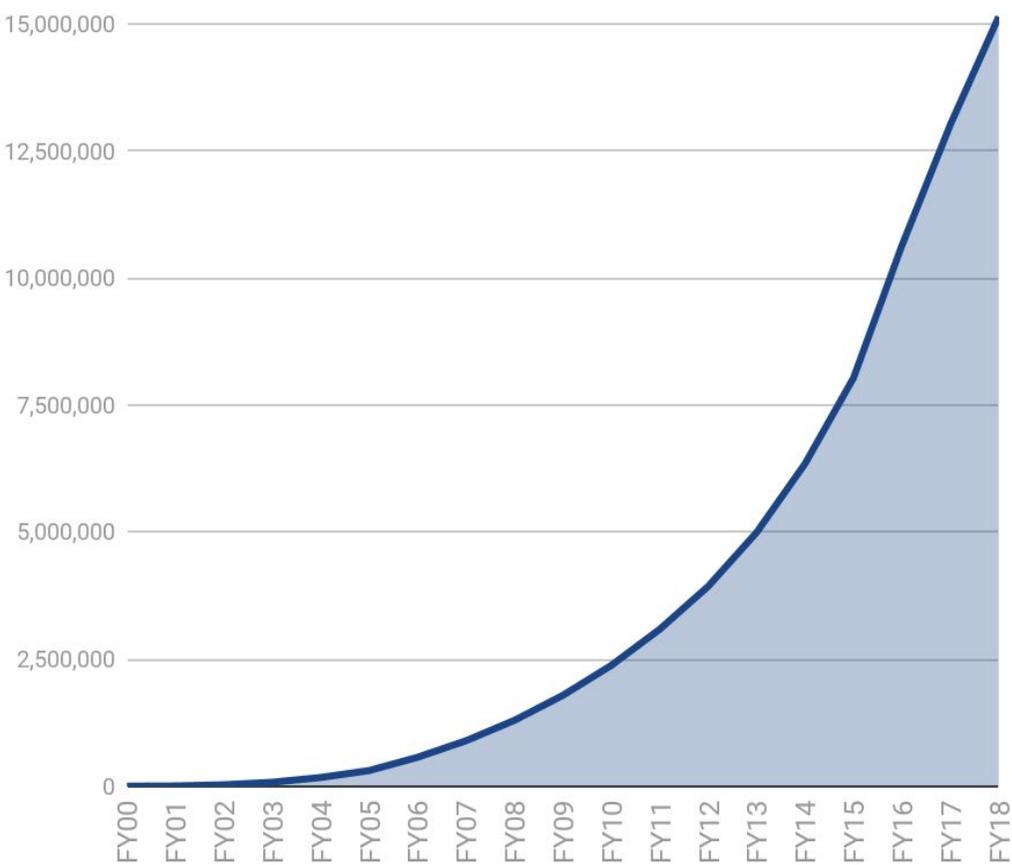
# HY19 completed with 34.7 million users and 16 million jobs

3.3 million registered users and 0.9 million jobs were added to the group in 1H19

### Total Registered Users

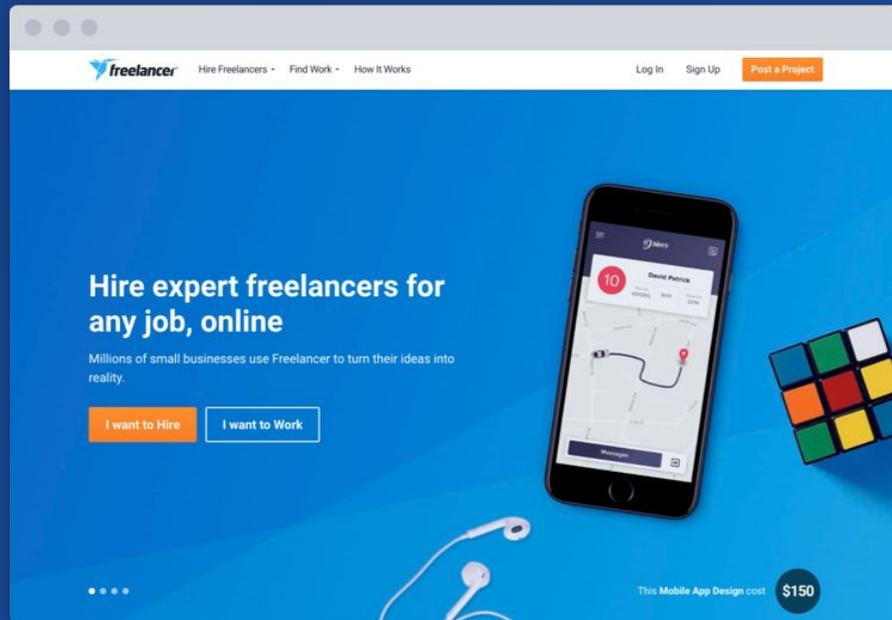


### Total Jobs Posted (Filtered)

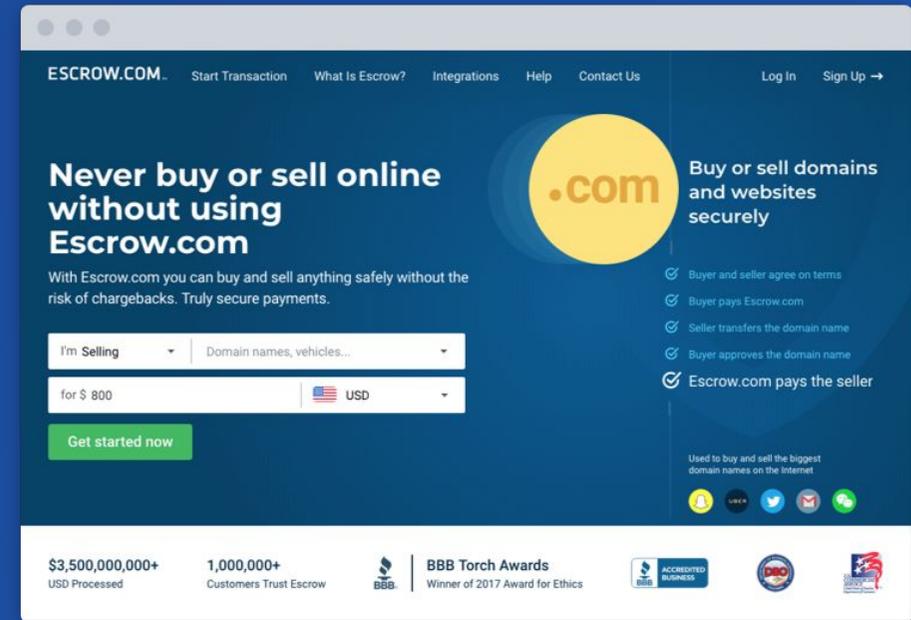


1. Number of user accounts, and jobs (projects/contests posted) in the Freelancer marketplace as at 31 December 2018. User, project and contest data includes all users and projects from acquired marketplaces. Prior to 2009, all data is from acquired marketplaces. Jobs Posted (Filtered) is defined as 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



Powering the world's entrepreneurs & commerce



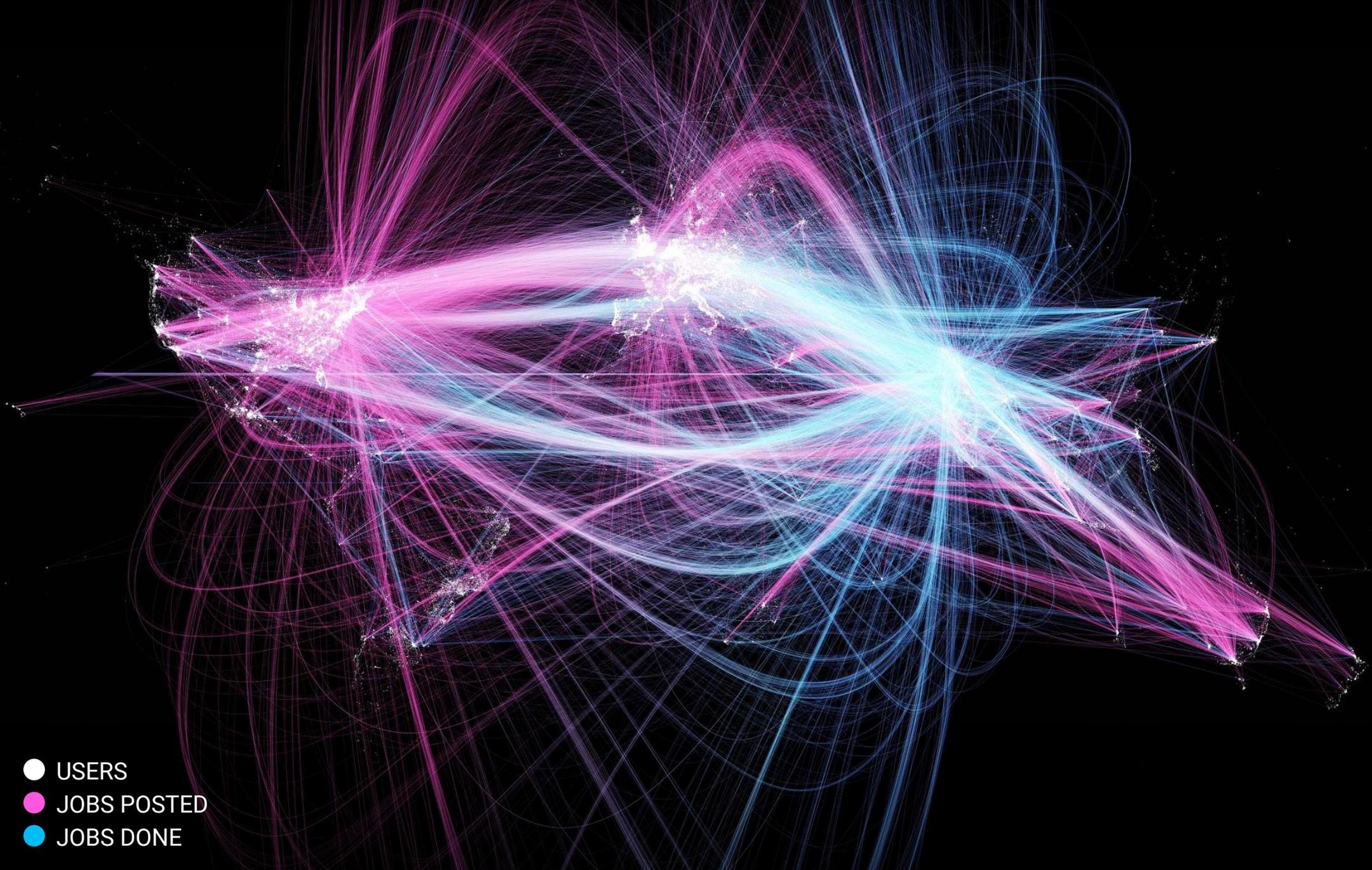
FREIGHTLANCER



#1 Online Services Marketplace  
Over US\$4.5 billion in jobs awarded

#1 for Secure Online Payments  
Over US\$4.0 billion in transactions

# Freelancer's Online Economy



- USERS
- JOBS POSTED
- JOBS DONE

**Note: Sample of projects awarded in 2018.** 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 – USA



- USERS
- JOBS POSTED
- JOBS DONE

**Note: Sample of projects awarded in 2018.** 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 – Europe

- USERS
- JOBS POSTED
- JOBS DONE

Note: Sample of projects awarded in 2018. 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 – Australia

- USERS
- JOBS POSTED
- JOBS DONE

**Note: Sample of projects awarded in 2018.** 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 – India

- USERS
- JOBS POSTED
- JOBS DONE

**Note: Sample of projects awarded in 2018.** 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

# 1H19 RESULTS

# 1H19 Freelancer Group Results

- All-time record half year GPV AU\$400m, up 11% on pcp
  - Freelancer GPV \$92m, up 11% on pcp
  - Escrow.com GPV \$308m, up 10% on pcp
- All-time record half year Net Revenue AU\$28.7m, up 16%
  - Freelancer: \$24.8m, up 17%
  - Escrow.com: \$3.9m, up 10%
- Gross margin 84.6%
- Operating EBITDA \$0.8m, operating NPAT \$0.4m
- Positive operating cash flow \$1.0m
- Maiden first half profit with NPAT \$0.2m
- Cash & cash equivalents at 34.4 million (30 Jun), up 9% on 30 Jun 18

# Key financial highlights 1H19

FY18 saw a large step up in Gross Payment Volume while maintaining consistently high gross margins (>85%)

A\$m, 30 June 2019	HY19	HY18	Change
Gross Payment Volume <sup>1,2</sup>	\$400m	\$364m	+11%
Net Revenue <sup>1</sup>	\$28.7m	\$24.7m	+16%
Gross Profit	\$24.3m	\$21.1m	+15%
<i>Gross margin (%)</i> <sup>3</sup>	84.6%	85.4%	-0.9%
Operating EBITDA <sup>4,5</sup>	\$0.8m	\$(0.4)m	+300%
Operating EBIT <sup>5</sup>	\$0.6m	\$(0.7)m	+185%
Operating NPAT <sup>5</sup>	\$0.4m	\$(0.5)m	+180%
Operating Cash Flow	\$1.0m	\$0.4m	+150%
Cash balance	\$34.4m	\$31.5m	+9%

1. Net Revenue excluding Escrow.com for 1H19 was \$24.8m (up 17% on pcp). GPV excluding Escrow.com for 1H19 was \$92.2m (up 11% 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. Gross margin % calculation in 1H19 includes direct payroll costs associated with enterprise services revenue

4. Operating EBITDA has reversed the impact of AASB16: Leases to reflect an EBITDA, which is inclusive of occupancy costs.

5. Operating earnings are exclusive of non-cash share based payments expense of \$201k in 1H19 and \$200k in 1H18.

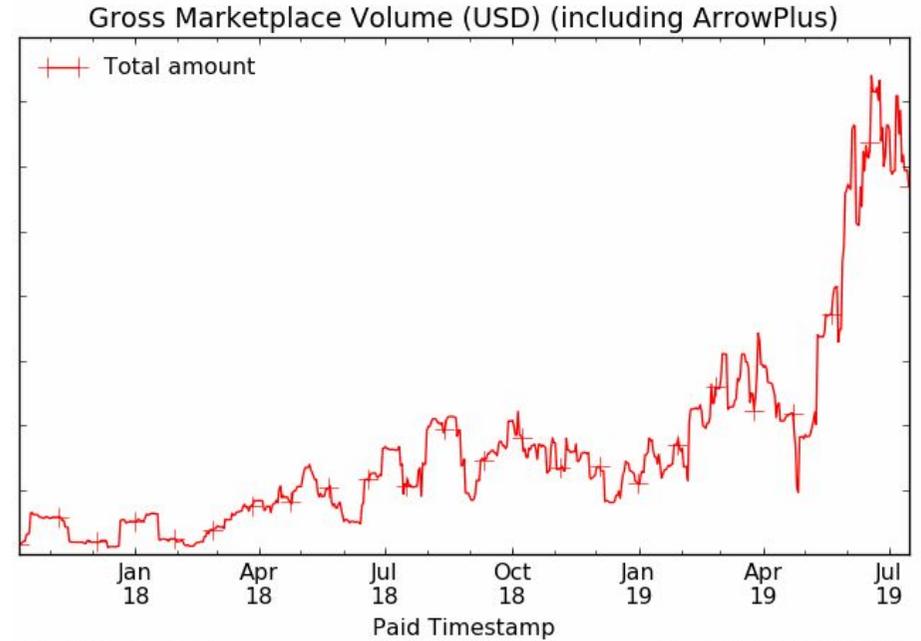
# Freelancer.com

All-time record half year group GPV AU\$400m, up 11% on pcp. Freelancer GPV US\$92m, up 11% on pcp.

## Freelancer.com GPV



## Freelancer Enterprise GMV



Mobile App Redesign  
By Nihal H.



Design a Logo  
By Olexandro N.



T-shirt illustrations  
By Francisco Rui P.



Track Record Design  
By Elsa K.



Website Layout  
By Made A.



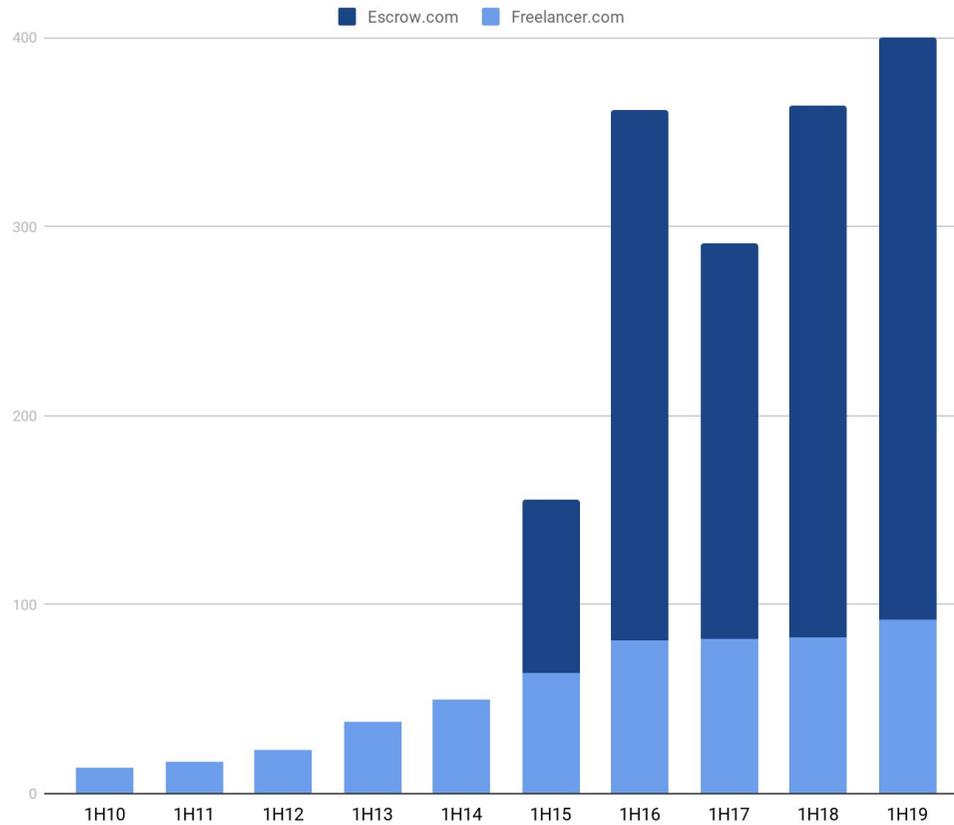
Athlete's Icees Logo  
By Hardik P.



\* Gross Marketplace Volume (GMV is a measure of total payments out of the system, i.e. to freelancers)

# Gross Payment Volume (GPV) 1H19

All-time record half year group GPV AU\$400m, up 11% on pcp, all-time record GPV for both Freelancer and Escrow.



## Group

- 1H19 all-time record GPV \$400.0m (up 11% on pcp)

## Freelancer

- 1H19 all-time record GPV \$92m (up 11% on pcp)

## Escrow

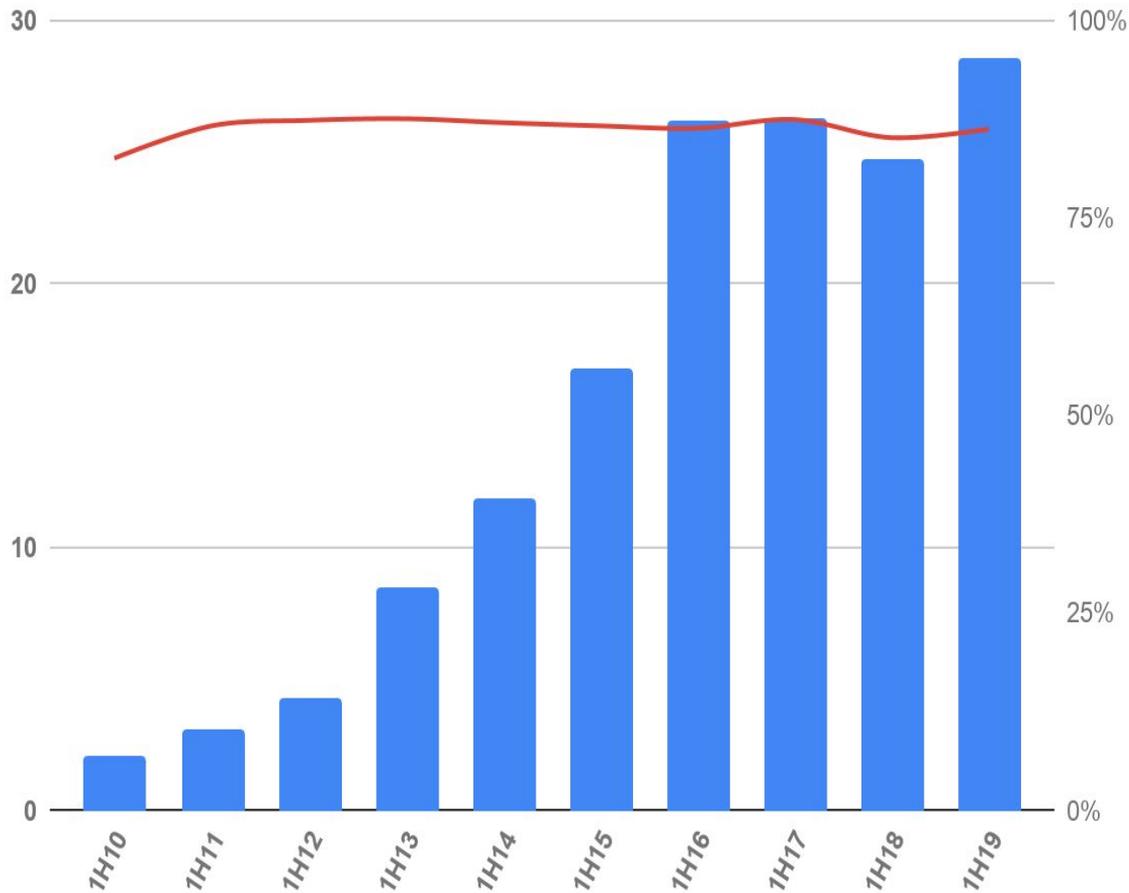
- 1H19 all-time record GPV \$308m (up 10% on pcp)

Year	1H10	1H11	1H12	1H13	1H14	1H15	1H16	1H17	1H18	1H19
GPV (A\$m)	13	17	23	38	50	64	355	291	364	400
Growth pcp	-	26%	36%	68%	30%	30%	453%	(18)%	25%	11%

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 (GMV) plus net Revenue. Based on Freelancer's unaudited management accounts which have not been subject to an auditor's review.
2. Core Freelancer 1H19 GPV of A\$89.7m. Escrow 1H19 GPV of US\$217.1m, average AUD/USD FX of 0.7057= A\$307.6m

# Net revenue 1H19

All-time record half year Net Revenue of \$28.7m in 1H19 (up 16.1% on pcp)



Revenue (A\$m)	2.1	3.1	4.3	8.5	11.9	16.8	26.2	26.3	24.7	28.7
Growth pcp	-	50%	38%	96%	41%	41%	56%	0.4%	(6%)	16%
Gross margin	83%	87%	87%	88%	88%	88%	87%	86%	86%	85%

## Group

- 1H19 Net revenue of \$28.7m, up 16.1% on pcp
- Consistently high gross margins, >85% since FY10
  - Slightly lower margin (84.6%) in 1H19 due to higher cost of sales attributable to enterprise services

## Freelancer

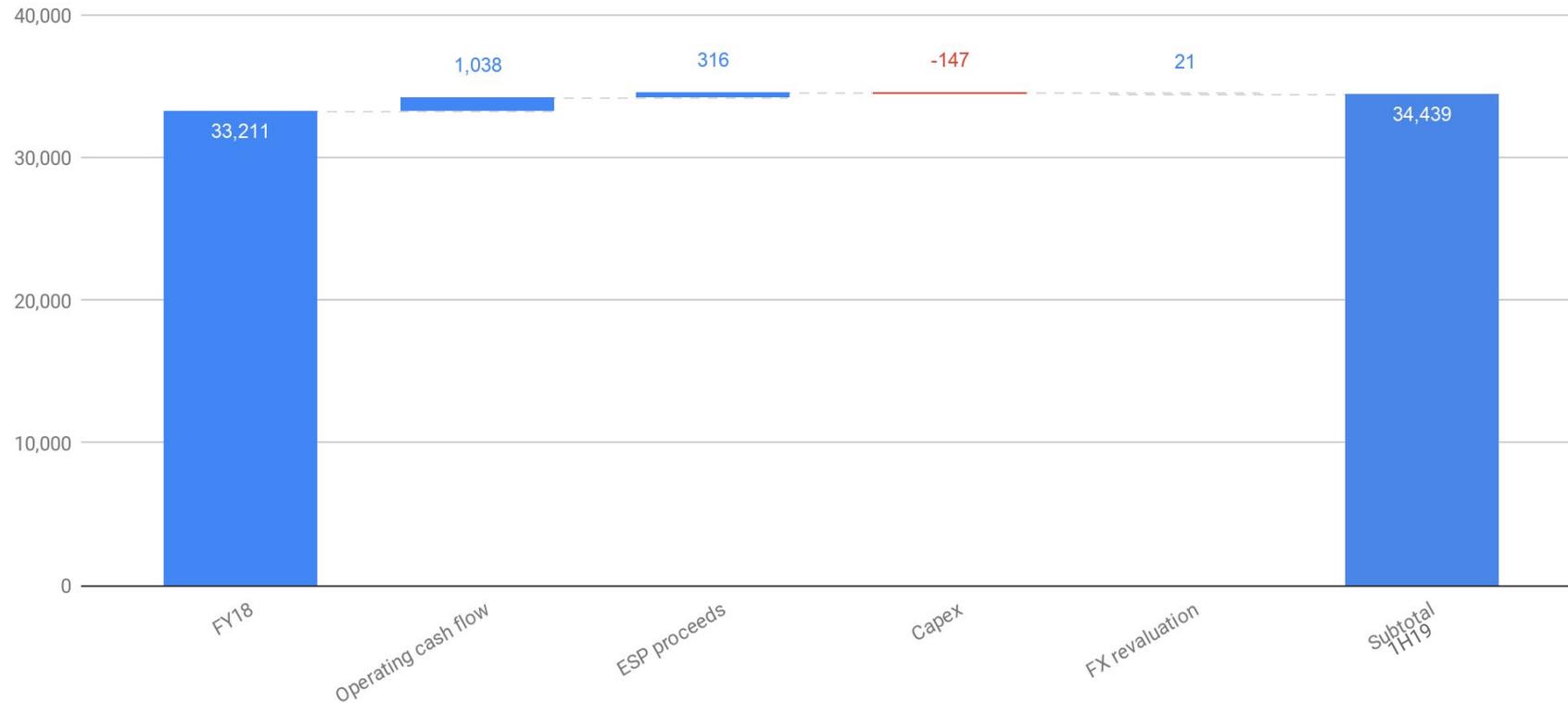
- Freelancer revenue \$24.8m (up 17%)
- Freelancer take rate at 13%
  - Commissions are unchanged since FY10
  - 3% for employers and 10% for freelancers
- To the downside, 2Q19 negatively affected by:
  - From April, deadline to move California payments to Escrow.com resulted in premature deployment of webapp & lack of mobile support. This is currently being addressed by the engineering team.
- To the upside, 1H19 revenue includes:
  - \$2.6m of enterprise services revenue (over and above enterprise marketplace fees)

## Escrow

- Escrow revenue \$3.9m (up 10%)
- Escrow blended take rate ~1.3%

# Cash flow profile 1H19 (AUD)

1H19 cash and cash equivalents at 30 June 2019 \$34.4 million (up 9% on pcp)



- 1H19 positive operating cash flow \$1.0m
- Cash & eq. at 30 June 2019 \$34.4m (up 4% on 4Q18, 9% on pcp)

# Summary profit & loss statement 1H19

Higher revenues and tight cost control has lead to 1H19 positive NPAT, EBIT and EBITDA

(A\$m) 31 Dec y/e	1H19 Actual	1H18 Actual	Change
<b>Net Revenue</b>	<b>28.7</b>	<b>24.7</b>	+16%
<b>Gross Profit</b>	<b>24.3</b>	<b>21.1</b>	+15%
<i>Gross margin (%)</i>	84.6%	85.4%	-0.9%
Employee expenses <sup>2</sup>	(10.6)	(10.0)	+6%
Administrative expenses	(5.9)	(5.1)	+15%
Marketing related expenses	(4.8)	(4.6)	+4%
Occupancy costs <sup>3</sup>	(1.6)	(1.3)	+21%
FX gains / (losses)	(0.6)	(0.5)	+29%
Share based payments expense	(0.2)	(0.3)	-33%
<b>EBITDA<sup>4</sup></b>	<b>0.6</b>	<b>(0.7)</b>	+185%
<b>EBIT</b>	<b>0.4</b>	<b>(1.0)</b>	+140%
<b>NPAT</b>	<b>0.2</b>	<b>(0.8)</b>	+125%

- Group 1H19 NPAT at 0.2m, NPAT excluding share based payments expense 0.4m.
- Positive operating cash flow 1H19 of \$1.0 million
- Lower gross margins attributable to enterprise services
- Occupancy costs rose due to expansion of the Vancouver office (North American Enterprise Sales) and Manila lease extension
- 507 FTEs at end of 1H19 (up 11% on end of FY18)

Excluding share based payments expense<sup>1</sup>

<b>EBITDA<sup>4</sup></b>	<b>0.8</b>	<b>(0.4)</b>	+300%
<b>EBIT</b>	<b>0.6</b>	<b>(0.7)</b>	+185%
<b>NPAT</b>	<b>0.4</b>	<b>(0.5)</b>	+180%

1. Operating earnings are exclusive of non-cash share based payments expense of \$201k in 1HY19 and \$300k in 1HY18.

2. Net of employee expenses attributable to cost of sales

3. Impact of AASB16 reversed to reflect actual occupancy costs

4. Depreciation and amortisation expense of \$170k in 1H19 and \$299k in 1H18. Excludes depreciation arising from implementation of AASB16

# Summary balance sheet HY19

Cash and cash equivalents of \$34.4 million as of 30 June 2019, up \$1.2 million on 4Q18

(A\$m) 30 June 19	HY19 Actual	FY18 Actual	Change
Cash and cash equivalents	34.4	33.2	+4%
Trade and other receivables	5.7	4.6	+24%
Other assets	2	1.7	+43%
Plant and equipment	0.5	0.6	-16%
Intangibles	26.4	26.4	nm
Right of Use Asset	2.0	-	+200%
Deferred tax assets	4.6	4.6	nm
<b>Total assets</b>	<b>75.6</b>	<b>71.1</b>	<b>+6%</b>
Trade and other payables	37.6	36.0	+4%
Lease Liabilities	2.0	-	+200%
Other liabilities	4.5	4.0	+12.5%
<b>Total liabilities</b>	<b>44.1</b>	<b>40.0</b>	<b>+10%</b>
<b>Net assets</b>	<b>31.5</b>	<b>31.1</b>	<b>+1%</b>
Contributed equity	38.4	38.1	nm
Reserves	4.3	4.0	+8%
Retained earnings	(11.2)	(11.0)	+2%
<b>Total equity</b>	<b>31.5</b>	<b>31.1</b>	<b>+1%</b>

- Total cash & equivalents at end of 1H19 \$34.4m (up \$1.2 million on 4Q18), no net debt
- Trade and other receivables includes receivables from various payment gateways in relation to partially completed transactions
  - Increase in receivables due to enterprise customers
- Trade and other payables includes user obligations (user balances and milestone payments held on balance sheet)
- Balance sheet reflects changes in accounting standards relating to leases (AASB16) resulting in:
  - Right of use assets of \$2m and lease liabilities of \$2m
  - Adjustment to opening retained earnings of \$0.3m to account for impact in prior years

**NASA** MOBILIZED 4,534 DESIGNERS  
FOR 7,820 DESIGNS

Be the Uber of your industry.  **freelancer** enterprise

06986 B

OUTFRONT



# AIRBUS

AEROSPACE CHALLENGES

Airbus and Freelancer.com have teamed up to help crowdsource innovations in the global aerospace sector.

<http://www.freelancer.com/airbus>





# INNOVATION CHALLENGES

Novo Nordisk and Freelancer.com have teamed up to help crowdsource solutions to defeat diabetes and other serious chronic conditions.

<http://www.freelancer.com/novo-nordisk>





# Natural Disaster Innovation Contest

**ArrowPlus** powered by **Freelancer** and IBM teamed up to crowdsource solutions helping improve community well-being through during natural disaster.

<https://freelancer.arrow.com/ibm/>

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# Freelancer Enterprise 1H19 update

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MSAs signed in 1H19 with major technology, professional services and healthcare brands

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- In 1H19 we have signed MSAs with major brands in the technology, professional services, defense and healthcare industries
- About to commence multi-country pilots with global leaders in the cloud, software, computer and telecommunications industries
- We continued to build out the sales team globally
- Hired an executive from Uber's Greenlight driver (freelancer) onboarding division to run enterprise operations
- We additionally shipped a major code drop for a customer that has not been made public yet
- \$2.6 million in enterprise services revenue generated
- Ran enterprise bootcamp workshop with global sales team
- 40% of engineering is on enterprise

# Outlook Statement 2019

1H19 has seen opportunity & growth in both the Freelancer and Escrow segments

- For Freelancer.com:
  - In 1H19 Freelancer.com hit an all-time record for Net Revenue of \$24.8m (up 17% on pcp) and all-time record for Gross Payment Volume of \$92 million (up 11% on pcp).
  - To the downside from April we were negatively affected by an internal deadline to move certain California payments to Escrow.com which resulted in premature deployment of webapp & lack of mobile support. This is currently being addressed by the engineering team.
  - To the upside, enterprise revenue is growing strongly and we are in the process of deploying major paid projects with signed enterprise customers as we speak. We have also dedicated significant resources to building this division out.
  - In 1H19 we signed MSAs with major brands in the technology, professional services, defense and healthcare industries. None of these MSAs had minimum volume commitments.
  - In Q3 we enter into large scale pilots with globally significant customers. We hope to be able to announce more details soon.
  - The pipeline is dominated by globally significant Fortune 500 or equivalent organisations.
  - We are coming out of the work to improve the front-end and excited about the build out of collaborative tools, usability improvements, mobile, performance, managed service, API and enterprise offerings in coming quarters.

# Outlook Statement 2019

1H19 has seen opportunity & growth in both the Freelancer and Escrow segments

- For Escrow.com:
  - 1H19 GPV of \$308 million (up 10% on pcp). On a pcp basis the GPV in 2Q19 cycled 2Q18 which exhibited extraordinary growth on 2Q17(up 42% on pcp).
  - We are highly optimistic about partner opportunities in our API ecosystem.
  - In 2Q19 we signed and are in the process of deploying into a major North American automotive marketplace that is #1 in its category. We will be announcing on the go-live date in the second half of this year. There is no minimum volume commitment for this customer.
  - Other signed customers in 1H19 included, but was not limited to an export & freight marketplace, a truck marketplace, two more motor vehicle marketplaces including BestCarFinder, an IPv4 address marketplace, a real estate talent marketplace, a food sourcing marketplace, a sales leads marketplace, a domain marketplace & a fashion marketplace.
  - The pipeline also has a number of customers of scale that we are progressing well with including a second major automotive marketplace.
- For the Group 1H19 delivered:
  - Operating NPBT \$0.6m, operating NPAT \$0.4m
  - Positive operating cash flow \$1.0m and a maiden first half profit of NPAT \$0.2m
  - Cash & cash equivalents increased by 9% to \$34.4 million versus 30 Jun 18

# BestCarFinder uses Escrow.com to secure transactions

Escrow.com allows cars to more easily sell cross-border, increasing liquidity, trust & safety when buying a car

BestCarFinder Cars for Sale New Cars Sell My Car Best Deal What's My Car Worth? Saved Listings 0 Saved Searches 0 Sign In

Private Sales » Cars Sale by Owner in Louisiana » Prairieville, LA

**BEST BUY** Price Match Guarantee We won't be beat on price. See BestBuy.com/PMG for details. © 2019 Best Buy

Nintendo - Switch 32GB Console - Neon Red/Neon Blue Joy-Con \$299.99 Shop Now

2006 Ford GT For Sale by Owner in Prairieville, LA

List Price \$100,000 GREAT DEAL 72 SCORE Make Offer

**Best Deal Score**

72 SCORE Great Deal \$80,101 below market PRICE HISTORY No Price Changes

**Listing Information**

Price	\$100,000
Mileage	10,000 miles
Body Type	Coupe
Doors	Two Doors
Engine	8 Cylinder
Transmission	Manual
Drive Train	Rear-Wheel Drive
Exterior Color	Blue
Interior Color	Black
Condition	Excellent

**Seller Comments**

Car is in perfect working condition. Nice driver. Mileage is right at 10000.

**Vehicle Features**

- Air Conditioning
- CD Player
- Driver Air Bag
- Passenger Air Bag
- Power Windows

**Contact the Seller**

**Private Seller**  
Henry Klotgs  
**LOCATION**  
Prairieville, LA 70769

First Name:

Last Name:

Email:

Location: Enter Your ZIP

Phone:

Enter your message here.

Is this vehicle still available?  
 Is the price negotiable?  
 Schedule a test drive

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**SAFE, SECURE PAYMENTS WITH ESCROW.COM**

You agree to Best Car Finder's Terms of Use & Privacy Policy and consent to be contacted by our staff or third parties regarding this vehicle including by phone, text messages, automatic dialing system and/or pre-recorded calls.

lendingtree Personal Loans

How much do you need?

Terms & Conditions apply. NMLSR1136

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# 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. The global financial crisis led to the original emergence of the online crowdsourcing and freelancing industries:
  - Employers looked online to hire freelancers rather than full time staff
  - Workers looked to the Internet to find new sources of employment
- Incredibly deflationary
- Fintech & transition of global commerce to online (Escrow.com)
- Global Income (>95% of revenue is outside Australia: USD, GBP, EUR, CAD, etc.)



# ASX

FREELANCER LIMITED



Freelancer Limited

**FREELANCER.COM**

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

# In a trillion dollar market



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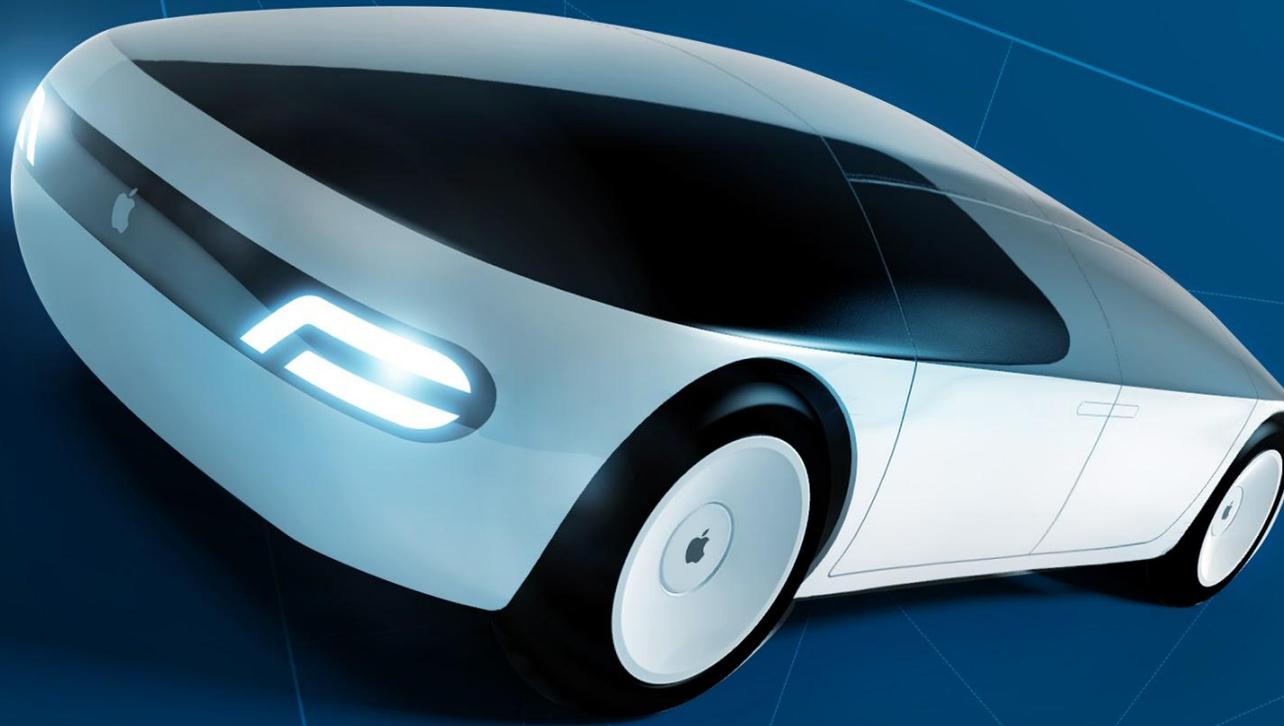
## The future of work is 5 billion customers looking for a good job

Posted Mar 8, 2016 by [David Nordfors \(@Dnordfors\)](#)



This **CAD Design** of the **rumored  
Apple Electric Car** cost

**\$1500**



**We help entrepreneurs  
build the future.**

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

*Change Lives.*

## We continue to redefine the future of work.

“Coming from a third-world country and the smallest in West Africa where opportunities are very limited, Freelancer.com has helped me expand globally by helping me make a living from something that I really have a passion for, design.”

**Sulayman Sanyang**

Video & Motion Graphics  
Banjul, Gambia



5.0/5.0 rating, 24 reviews





# Your idea brought to life in stunning visuals.

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



This **Architectural Design** cost

**\$1613**

# 53

## Regional Websites

# 34

## Languages

# 39

## Currencies

### 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

### Languages

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

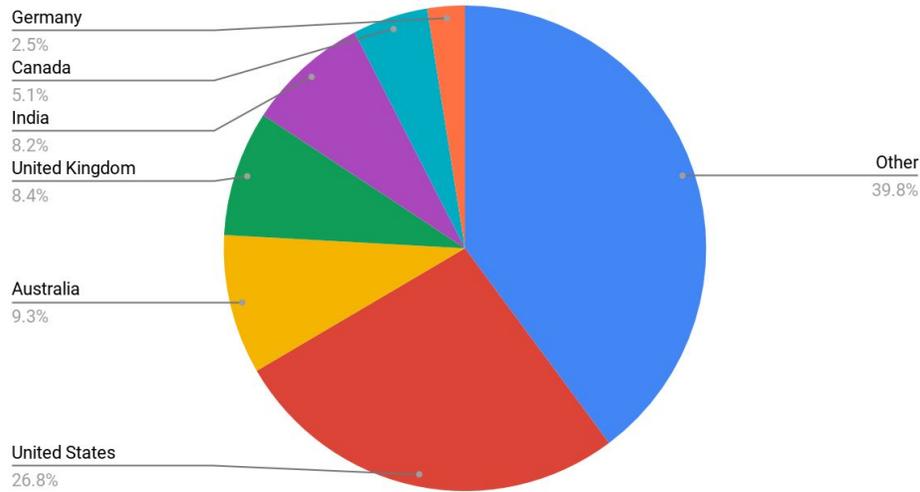
### Currencies

- USD
- CNY
- NZD
- DKK
- AUD
- VND
- GBP
- AED
- HKD
- ARS
- SGD
- BDT
- PHP
- COP
- EUR
- PKR
- CAD
- CHF
- ZAR
- HUF
- INR
- ILS
- JMD
- KRW
- CLP
- NOK
- MXN
- QAR
- IDR
- RON
- MYR
- RUB
- SEK
- SAR
- JPY
- THB
- PLN
- TRY
- BRL

# Marketplace dynamics FY18

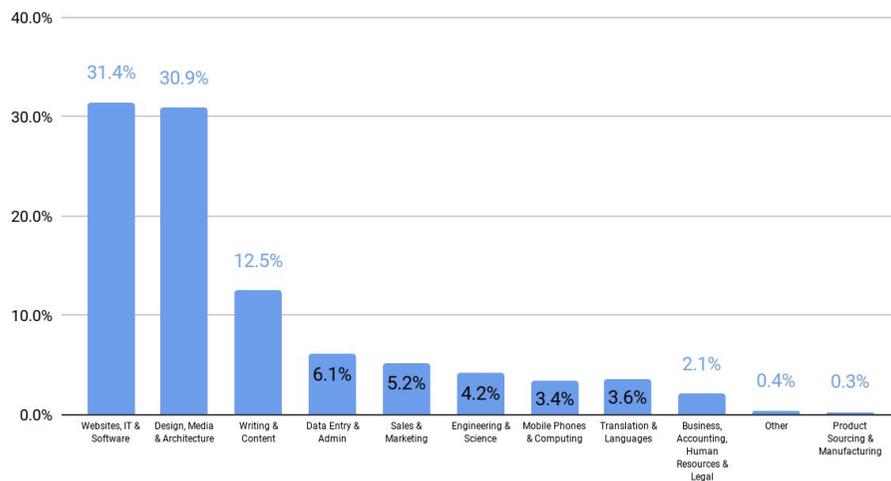
“Every job, every country, every language, every currency, at any time”

Top countries by completed projects in FY18 [note 1]

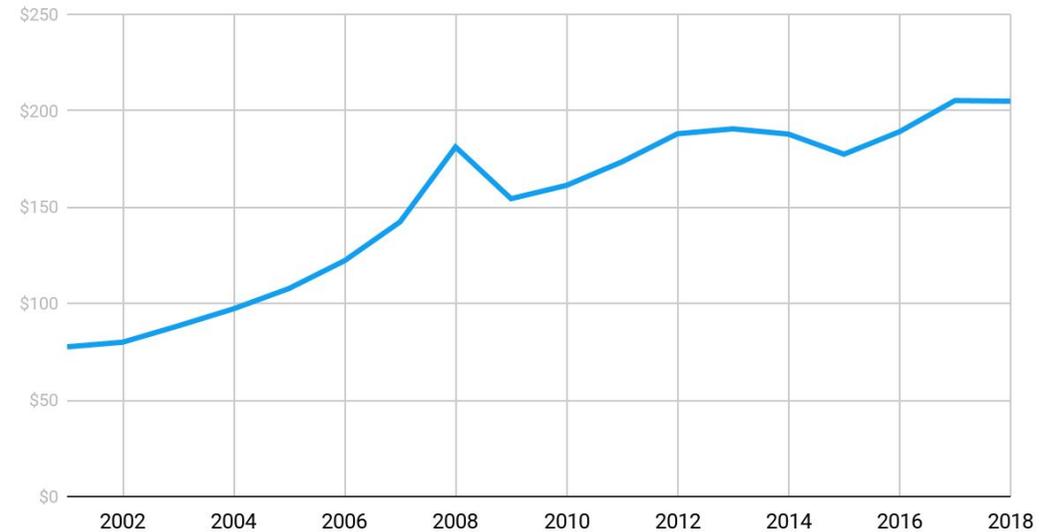


- Over 1,350 job categories as diverse as Aerospace Engineering, Biotechnology, Sales, Manufacturing, Mechanical Engineering
- Complexity & sophistication growing each year
- Average completed project US\$205 in FY18<sup>3</sup>

Top categories by completed projects in FY18 (%) [note 2]



Average completed project size (US\$) [note 3]

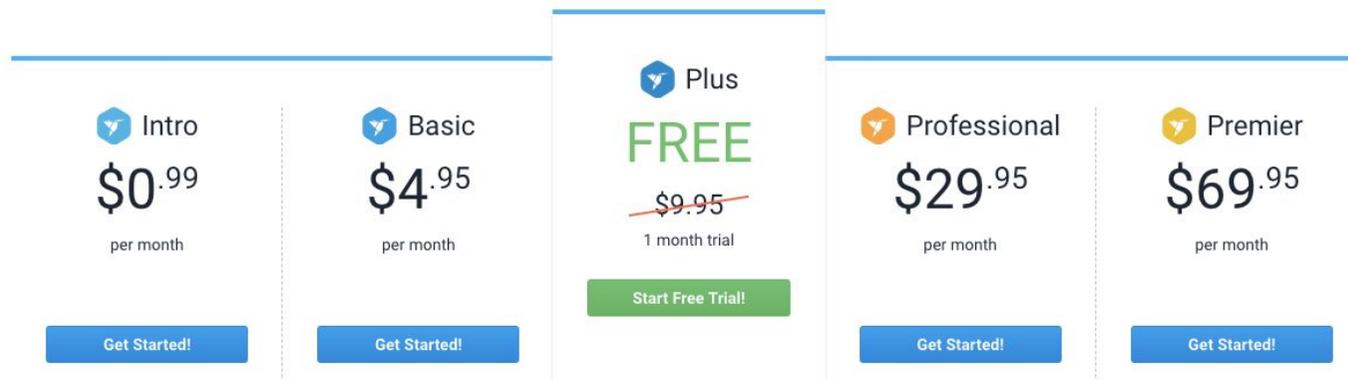


1. Based on the number of completed projects that were posted in FY18.  
 2. Based on the value of project payments for projects that were posted in FY18.  
 3. Average amount paid per awarded project

# 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\$69.95 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

✓ COMPLETED

# 3D design for an office

## BUDGET \$30-250 USD

Freelancer > Jobs > 3D Modelling > 3D design for an office

AN 8x4 office , needs 3d design with rendering.

**Skills:** [3D Modelling](#), [3D Rendering](#), [Building Architecture](#), [Interior Design](#)

**See more:** interior design 3 d rendering service company, d rendering interior design, d rendering for interior design, d rendering companies, d rendering cheap, d rendering cape town, d rendering buildings, d rendering architecture, d rendering architecture malaysia, d rendering animation design, d rendering and animation services, d plans for office design, d modelling design, d modelling contest, d modelling architecture, d modelling and autocad, d modelling and animation, d modelling 3d design, d modelling 3d animation 3d rendering 3ds max 3d design,, d modelling 3d animation 3d rendering 3ds max 3d design, d mechanical modelling, d max modelling, d jewellery modelling, d event modelling service, d do

**About the Employer:**

5.0 ★★★★★ ( 1 review ) Saudi Arabia

Project ID: #12663042

### Looking to make some money?

✓ PROJECT COMPLETED

Your email address

[Apply for similar jobs](#)

- ✓ Set your budget and timeframe
- ✓ Get paid for your work
- ✓ Outline your proposal
- ✓ It's free to sign up and bid on jobs

### 🏆 Awarded to:



**rajdesigner7031**

Hi, I am Raj Gautam, Architect. My specialization in 3D Architectural . I have 11 years Experience, I offer you 3D Photo realistic rendering quality service. Please visit my 3D (Commercial/Building-Office) Exterio [\[ More \]](#)

**\$88 USD** in 4 days

4.5 ★★★★★ (40 Reviews)

6.1

77 freelancers are bidding on average \$163 for this job



**dreams3ds**

Hello, We have reviewed your project brief and are interested in working with you. This project is

**\$250 USD** in 3 days

5.0 ★★★★★ (342 Reviews)

8.9

### Post a project like this

### Similar jobs

- ▶ Looking for interior designers and architects (₹37500-75000 INR)
- ▶ interior design (\$750-1500 USD)
- ▶ Design project (Rp100000-300000 IDR)
- ▶ Need a 3D modeling of building with floor plan,,, 2 apartments, shopping mall, parking needs to be modeled ... ASAP (\$30-250 USD)
- ▶ I need custom event designer to design special events and weddings (\$30-250 USD)

[< Previous Job](#)[Next Job >](#)

### 3D design for an office

By [rajdesigner7031](#)

\$88.00 USD



CLOSED



# Chocolate package (front) design

€100 EUR

Description

Entries

**Louise C.**  
Entry #49

★★★★★

0

## A winner has been chosen!

With 54 entries from 26 freelancers, this employer had the work done for €100 in 5 days.

Post a Contest like this

54 Total Entries

View: (54)

All Entries

Sort by:

Default

#49 by Louise C.

★★★★★

0

#48 by Louise C. 🔒

★★★★★

1

#42 by Louise C. 🔒

★★★★★

1

#32 by Louise C. 🔒

★★★★★

1

#15 by Louise C. 🔒

#35 by Mihai B.

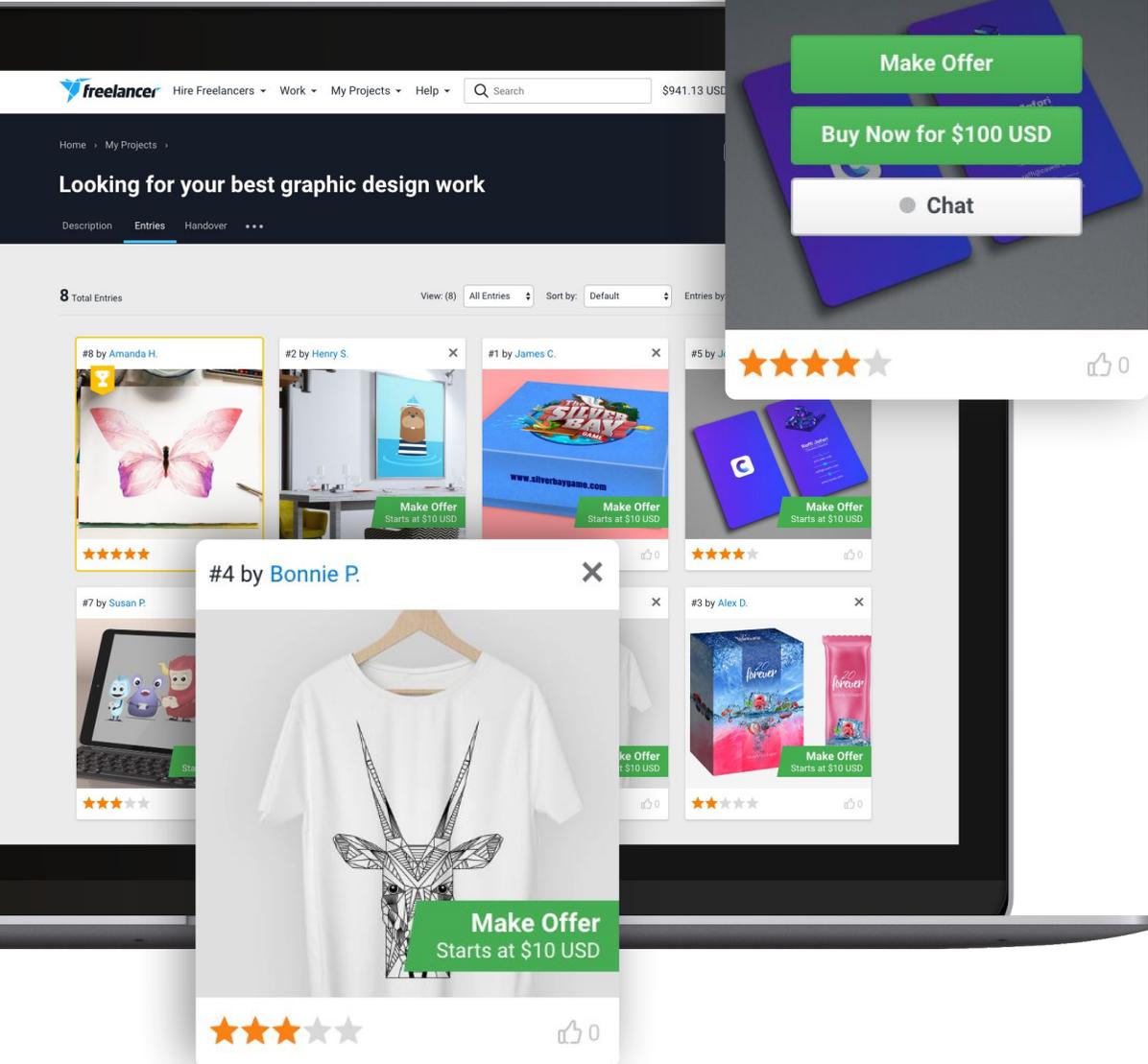
#43 by ghielect

#40 by Kelvin Ng



This Packaging Design cost

€100



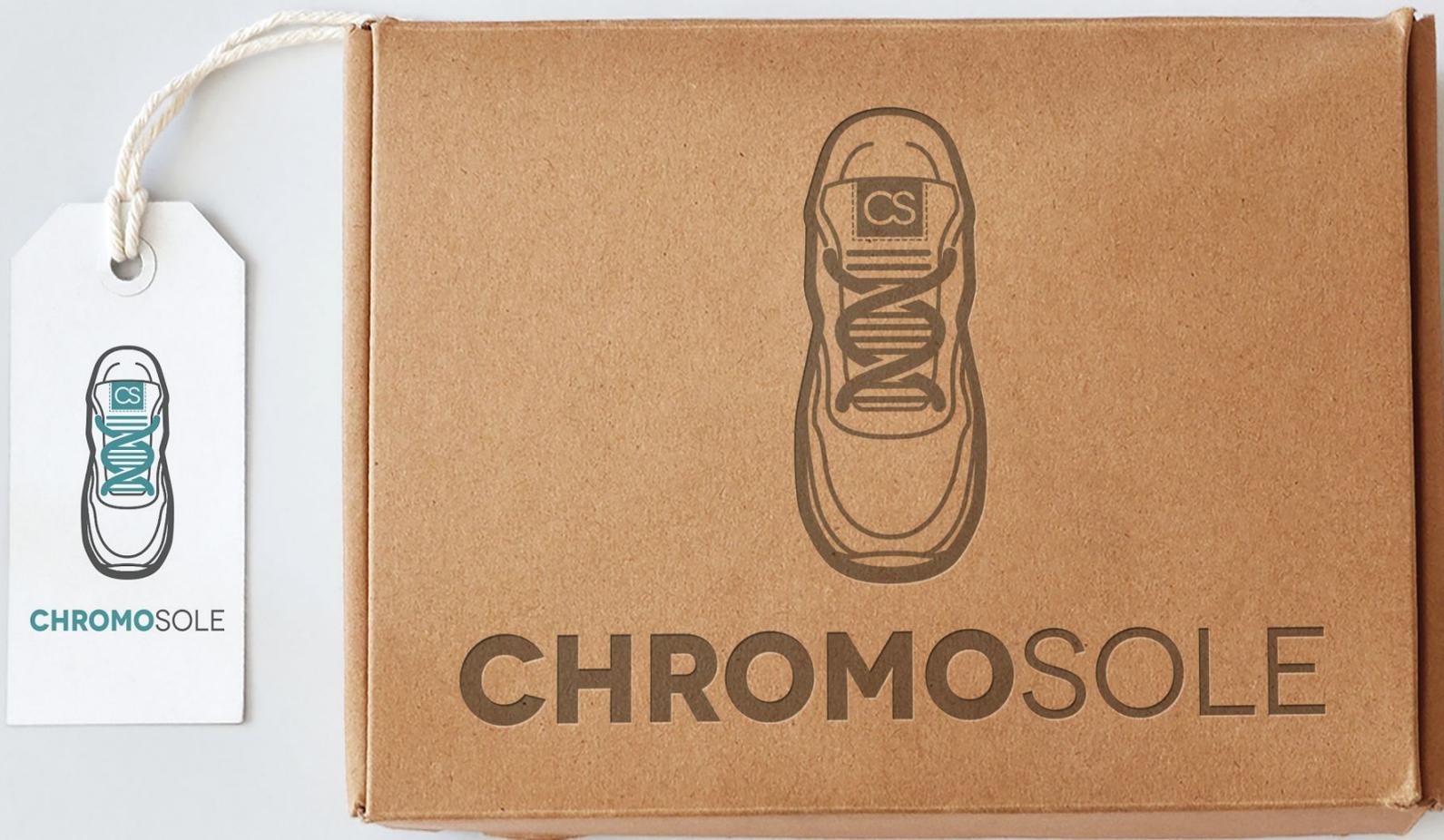
# Contests

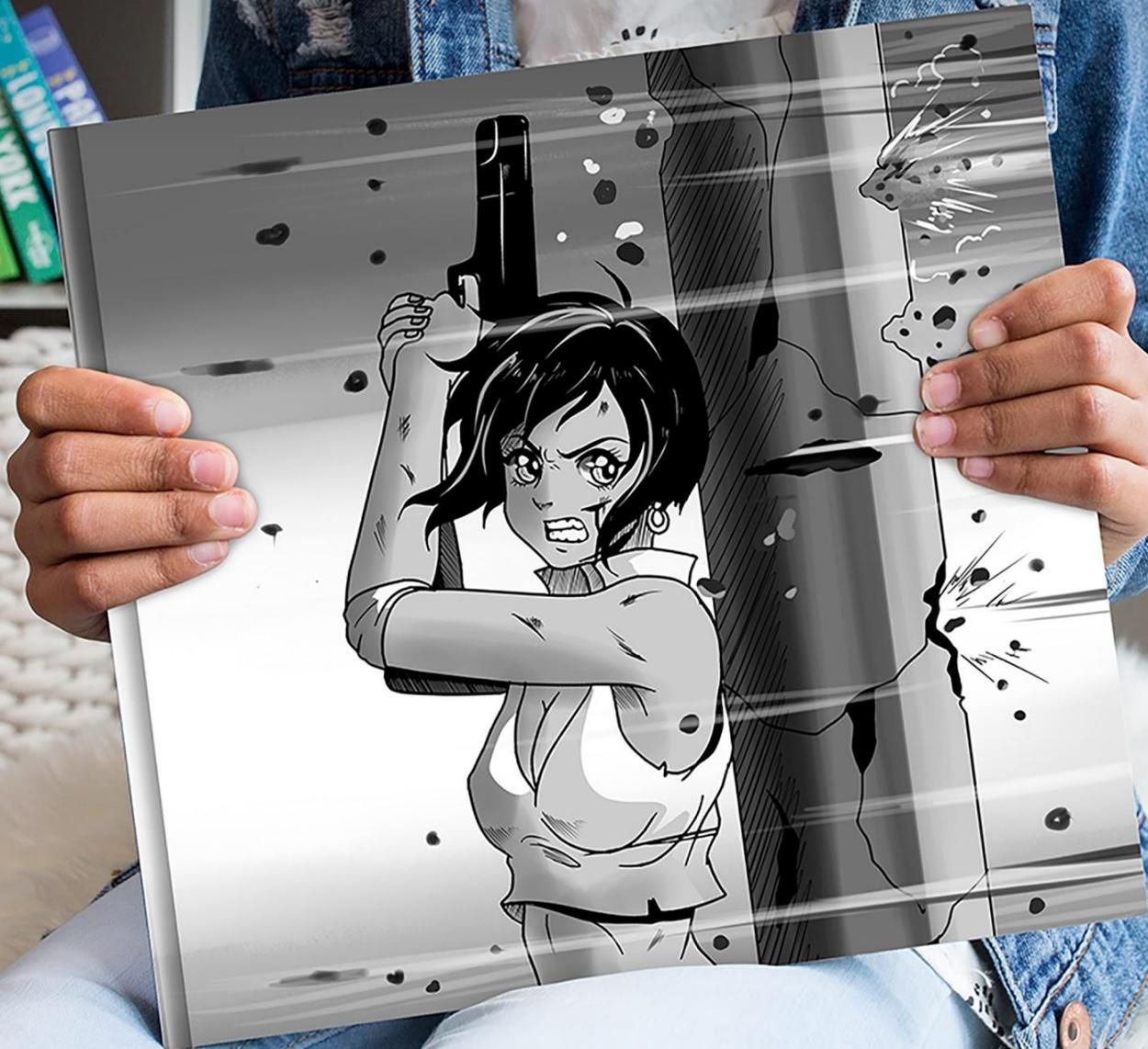
Get the perfect design by crowdsourcing your ideas

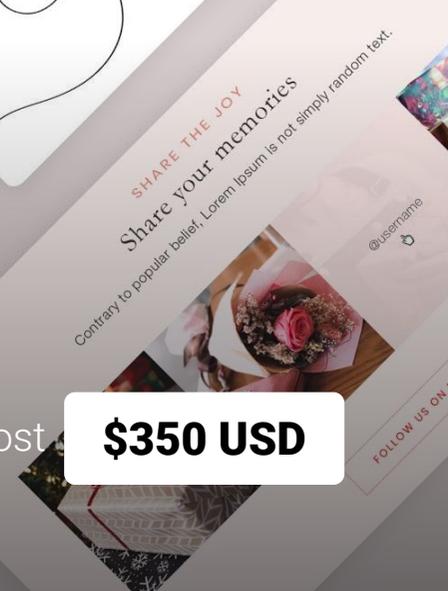
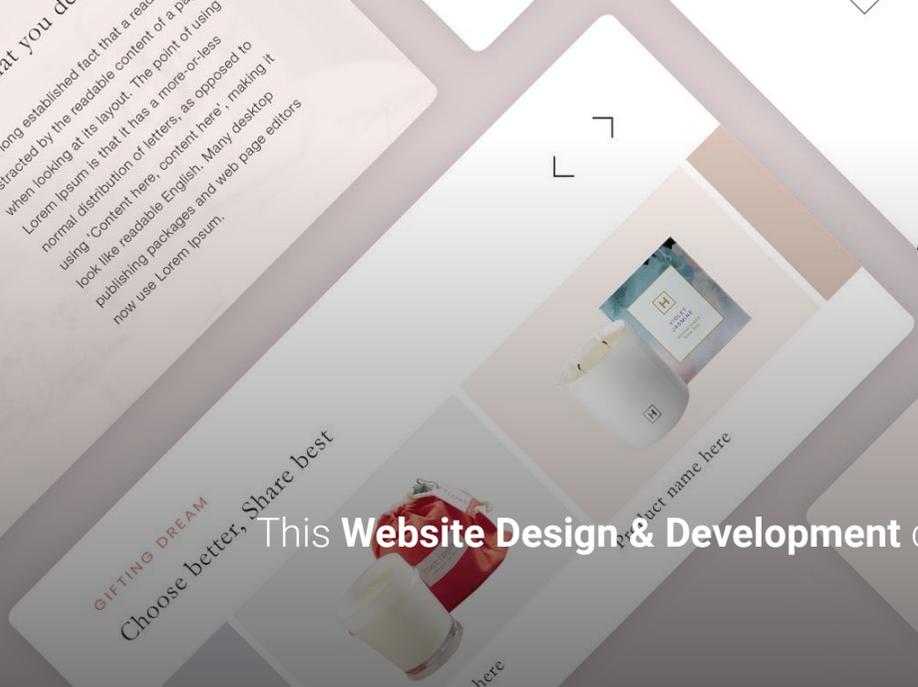
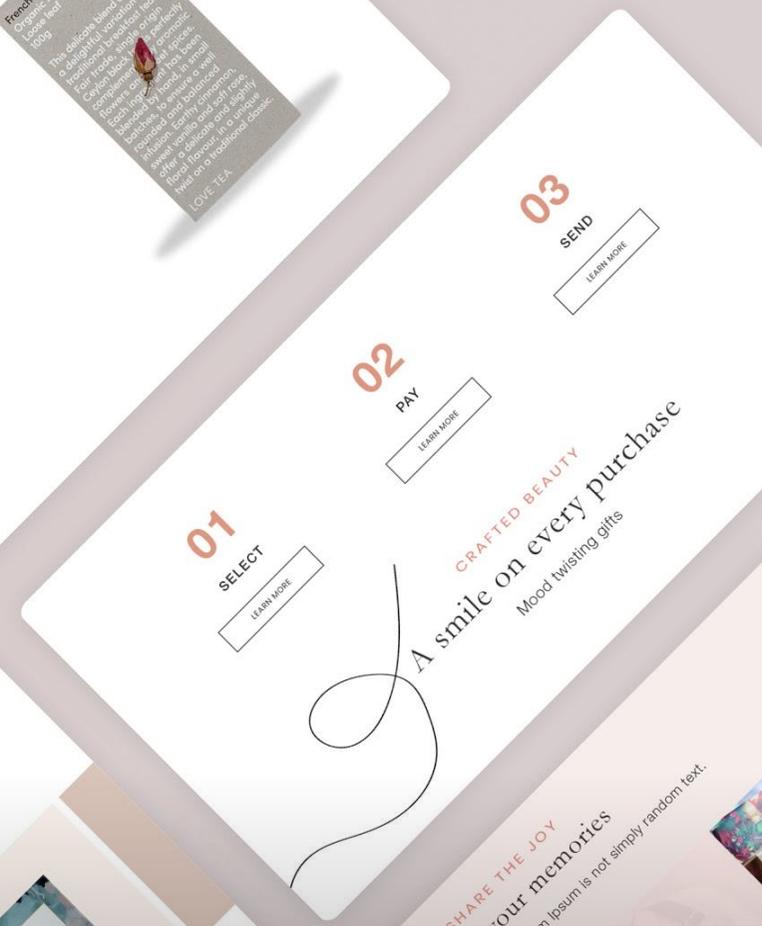
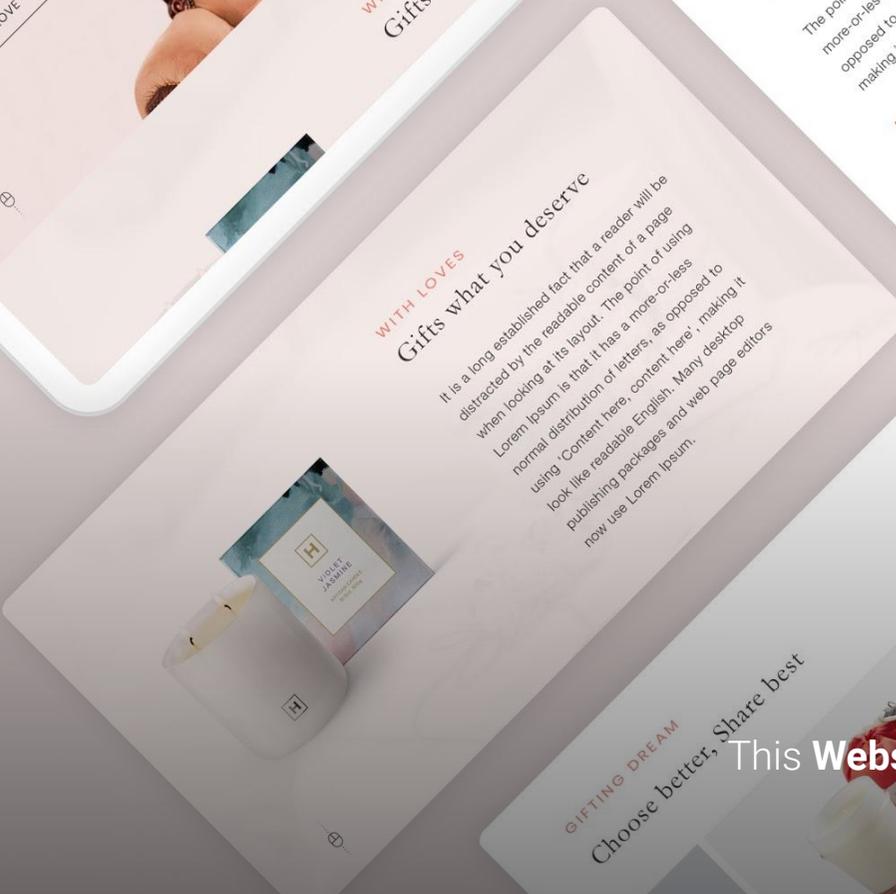
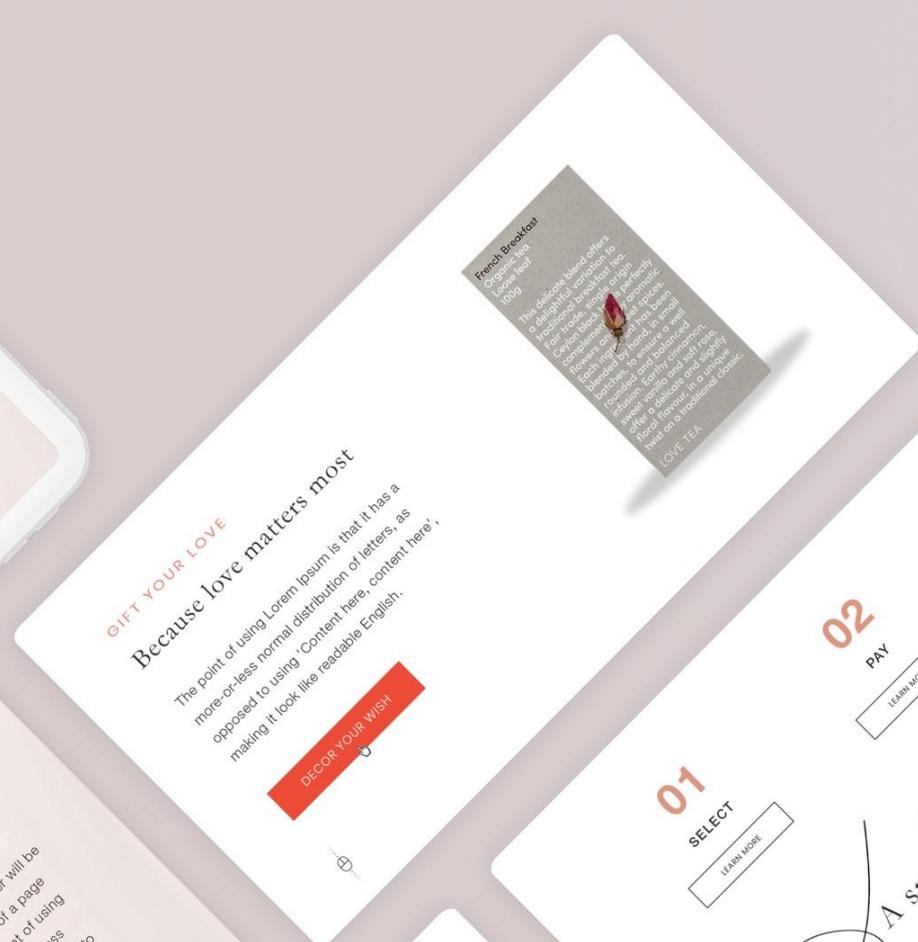
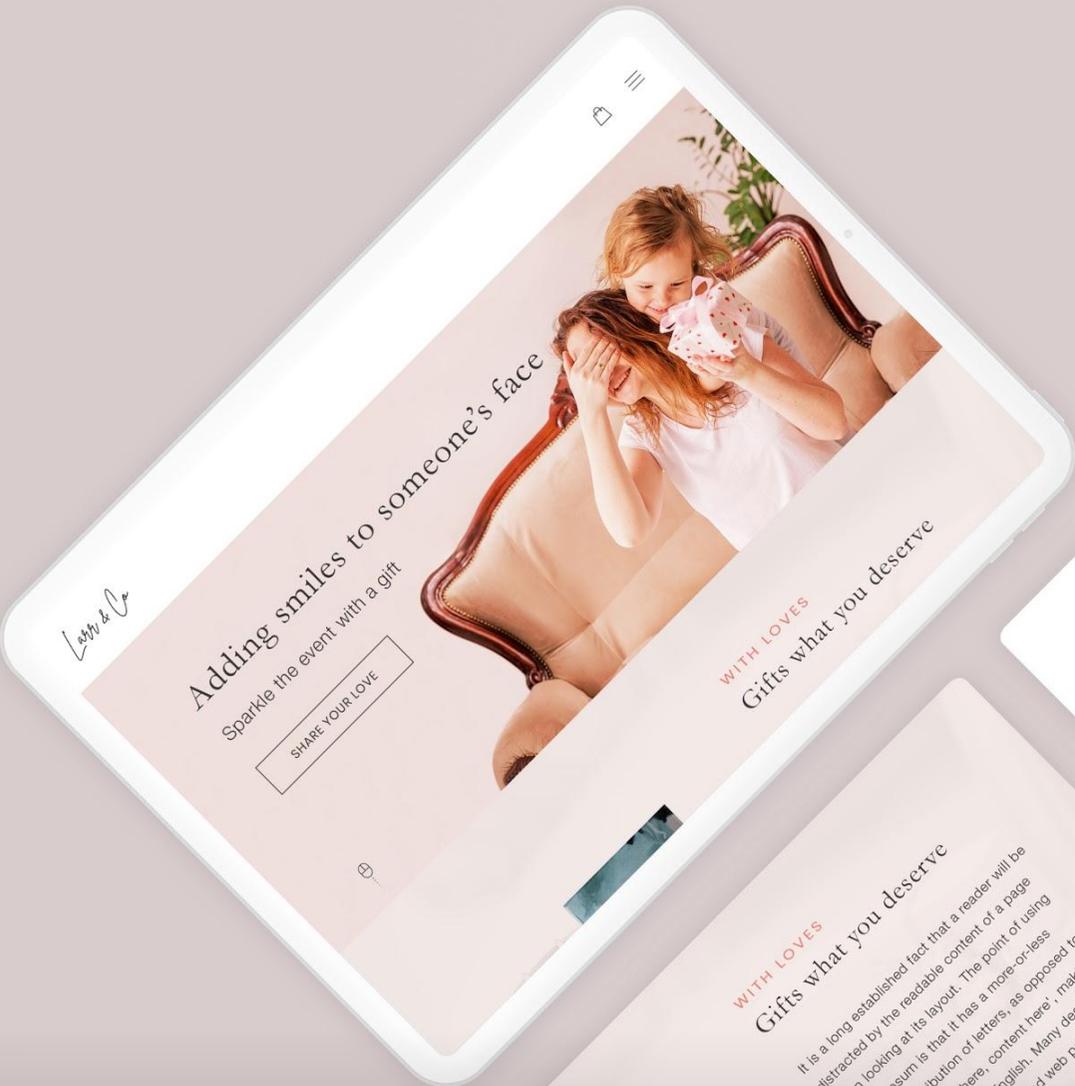
116 entries per contest on average, contests start at \$10

65% of contests get their first entry in an hour

Contests now support multi-award



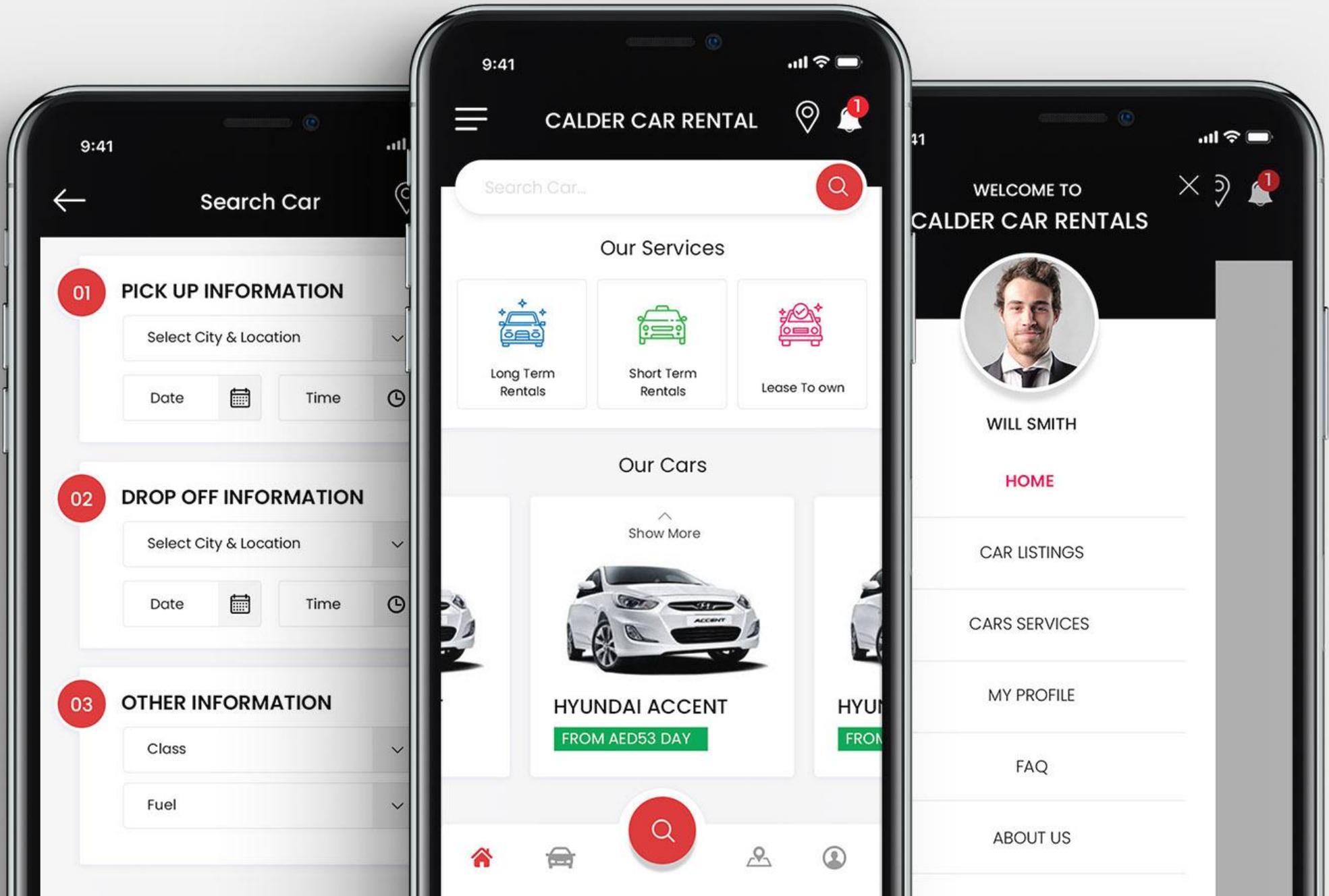




This Website Design & Development cost

**\$350 USD**

FOLLOW US ON





This **3D Model** cost

**£100**



This **Product Packaging Design** cost

**\$120 USD**



This Token Card Design cost

**\$150 USD**





First Floor

Ground Floor

Garage



This Architectural Design cost

**\$1613**

# NASA Challenge: Develop 3D Models for Robonaut S...

\$50 USD

Description Entries

121 Total Entries

View: (121) All Entries Sort by: Default

#59 by Miguel G.

★★★★★ 5

#130 by Balazs S.

★★★★★ 2

#63 by Nicolas G.

★★★★★ 2

#115 by Elena I.

★★★★★ 1

#87 by James C.

★★★★★ 1

#77 by Alexander B.

★★★★★ 1

#75 by Petar I.

★★★★★ 1

#57 by Jefferson B.

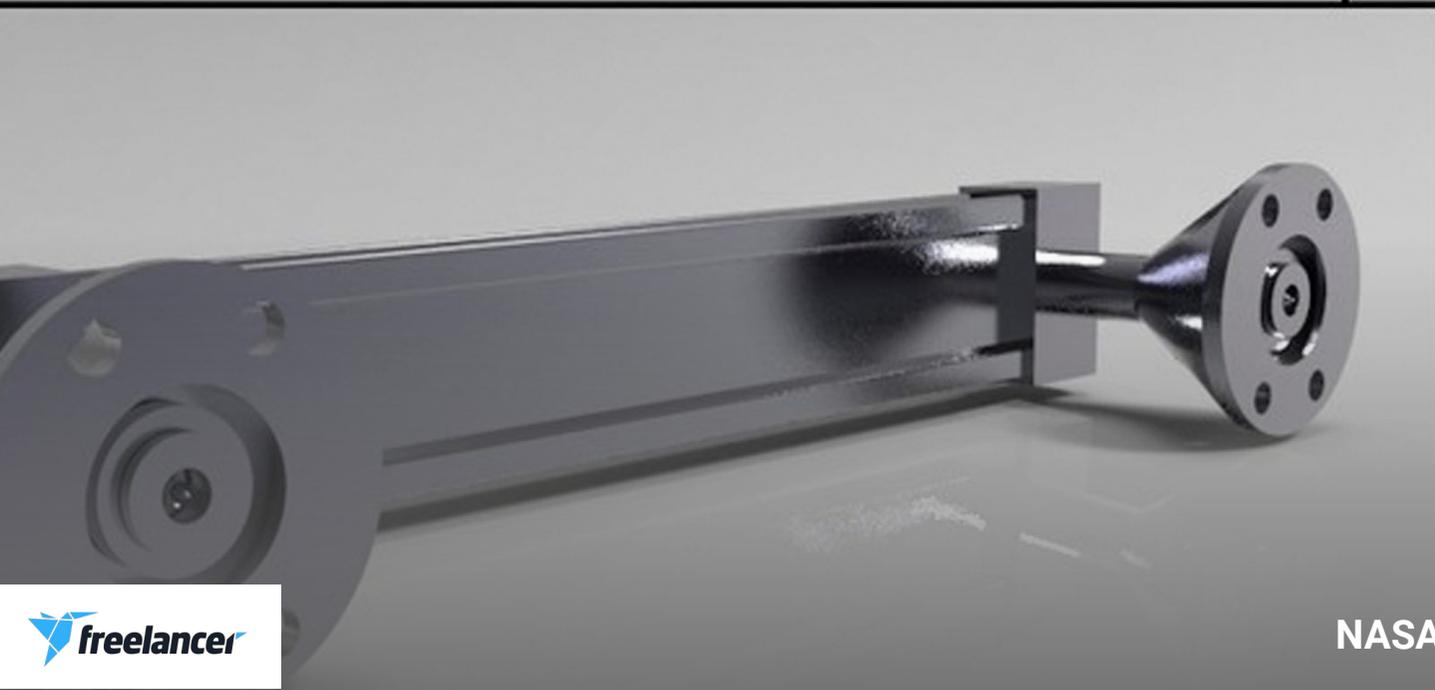
★★★★★ 1

#113 by Query O.

#85 by Diego Andres M.

#76 by marcosfernandezv

#67 by farbodpm



NASA got this 3D CAD Model for

**\$50**

# We push the boundaries of human innovation

CoECI's innovative, streamlined process with the P-Card enabled quality and fast work turnaround with extraordinary cost-savings (80% - 99%) when compared to traditional methods. Furthermore, NASA implemented a majority of the solutions (97%) across a wide range of its federal space programs. By match-making needs with skills on-demand in areas where NASA teams did not have the expertise nor resources available, crowds delivered high quality and creative work. Not to mention, challenges have become a vehicle for NASA to engage with the public and vice versa.

The NASA Tournament Lab and Freelancer have teamed up to help crowdsource solutions to the most complex problems being faced by astronauts on the cutting edge of space exploration.

<http://www.freelancer.com/contest/nasa>



**5165** FREELANCERS PARTICIPATING

**127** COUNTRIES PARTICIPATING

**9873** ENTRIES TO DATE



# U.S. DEPARTMENT OF **ENERGY**

## **MANUFACTURING INNOVATOR CHALLENGE**

The U.S. Department of Energy (DOE) and Freelancer.com have teamed up to help crowdsource solutions to increase manufacturing energy productivity in the U.S.

<http://www.freelancer.com/doe>



**Guides innovation for over 200,000 leading technology manufacturers and service providers**

Arrow Electronics (NYSE:ARW)

Ranked #113 in 2018 Fortune 500 with revenue of US\$30 billion

Brings to the alliance a large volume of high quality, high value projects, from established companies with a real demand for innovation and talent





**Arrow has built a proprietary Certified Engineering (ACES) network that is a key differentiator in helping its customers win with technology**

The new platform **ArrowPlus** powered by **Freelancer** is designed to solve sophisticated technology problems spanning consumer electronics, transportation, healthcare, industrial, Internet of Things (IoT), telecommunications, biomedical, cloud security, firmware, hardware, and connected products in every industry





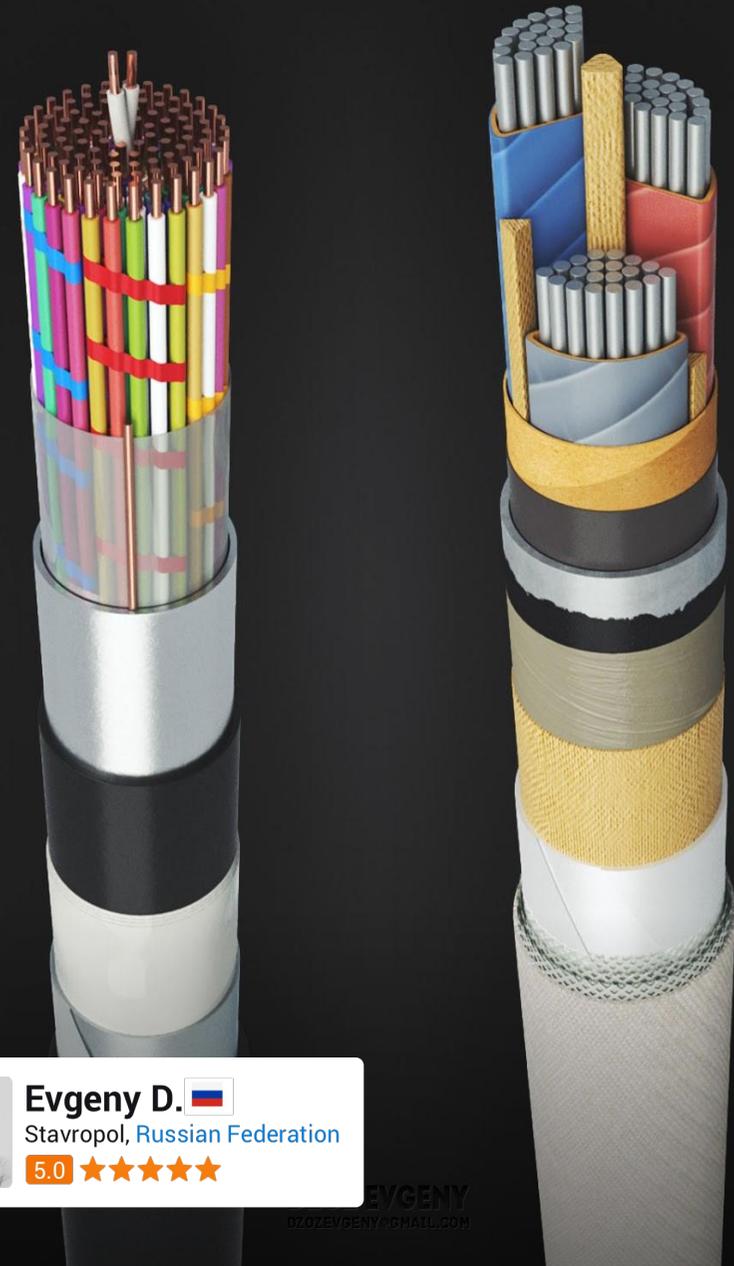
**The world's best expertise in global services marketplaces: 32m+ users and 15m+ jobs in 1,350+ skill areas**

Brings to the collaboration the platform and the world's best expertise in running global online services marketplaces, allowing Arrow to transform its services business into a dynamic, connected talent cloud

Will operate **ArrowPlus** powered by **Freelancer** including engineering, payments & support

This 3D Cable Render cost

**\$400**



 **Evgeny D.**   
Stavropol, Russian Federation  
5.0 ★★★★★



**ArrowPlus powered by Freelancer will transform the way products will be designed, manufactured and delivered to market**

Together, the exclusive strategic alliance is an unprecedented category definer for how hardware products are designed and electronics & electrical engineering services are delivered

[freelancer.arrow.com](https://freelancer.arrow.com)



# Next year's "new products" for CES Las Vegas are just a click away.

## Need engineering work done?

It's easy. Simply post a job you need completed and receive competition from engineers within minutes.

Whatever your needs, there will be engineers to get it done: from hardware design, firmware development, embedded systems, FPGA design, manufacturing, and BOM services (and a whole lot more).

With secure payments and thousands of reviewed professionals to choose from, freelancer.arrow.com is the simplest and safest way to get work done.

Reduce time to market and cost

**Choose a name for your engineering project**

i.MX6 based IoT Gateway

**Tell us more about your project**  
Start with a bit about yourself or your engineering project, and include an overview of what you need done.

IoT gateway based on i.MX6 microprocessor. Must have connectivity to edge devices via WiFi and ZigBee PRO HA 1.2. Need to connect to WAN via Ethernet or WiFi. Must include Linux BSP. Support local display via HDMI. Include android and IOS application for control.

**Where do you want to post your project?**

**Arrow**  
Post your project only on freelancer.arrow.com. Your project will be seen by engineers in the Arrow marketplace.

**Arrow + Freelancer.com**  
Post your project on Freelancer.com and freelancer.arrow.com. Your project will be publically listed on the Freelancer and Arrow marketplace.

**These details will be visible to Engineers.**

**ARROW FREELANCER**  
**\$250 - \$750 AUD**

**i.MX6 based IoT Gateway**  
IoT gateway based on i.MX6 microprocessor. Must have connectivity to edge devices via WiFi and ZigBee PRO HA 1.2. Need to connect to WAN via Ethernet or WiFi. Must include Linux BSP. Support local display via HDMI. Include android and IOS application for control.

i.MX6   Zigbee   BSP   Mobile App

RECRUITER   PRIVATE   NDA

Task Arrow Certified Engineers or freelancers

**SEND A PRIVATE MESSAGE**

**Contact InvisionOne About Your Work Opportunity**

Hi InvisionOne, I noticed your profile and would like to offer you my project. We can discuss any details over chat.

My Budget (Minimum: \$10)  
 Set Fixed Price    Set An Hourly Rate

USD   \$ 20,000

**Hire InvisionOne**

By clicking the button, you have read and agree to our Terms & Conditions and Privacy Policy.

500,000+ skilled engineers on-demand



# Freelancer Enterprise

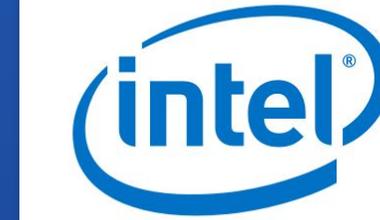
**Over 70% of Fortune 500  
companies use Freelancer.com  
to get work done**

3-4x faster. Fast track workforce  
automation with a fully featured API.

Private Freelancer Cloud and Project  
Success Managers ensure quality work  
delivery.

No hidden fees- employer commissions  
are waived for volume clients.

NASA CoECI saw “extraordinary cost  
savings” of 80-99%\*.



Lenovo

Bloomberg



amazon



Walmart



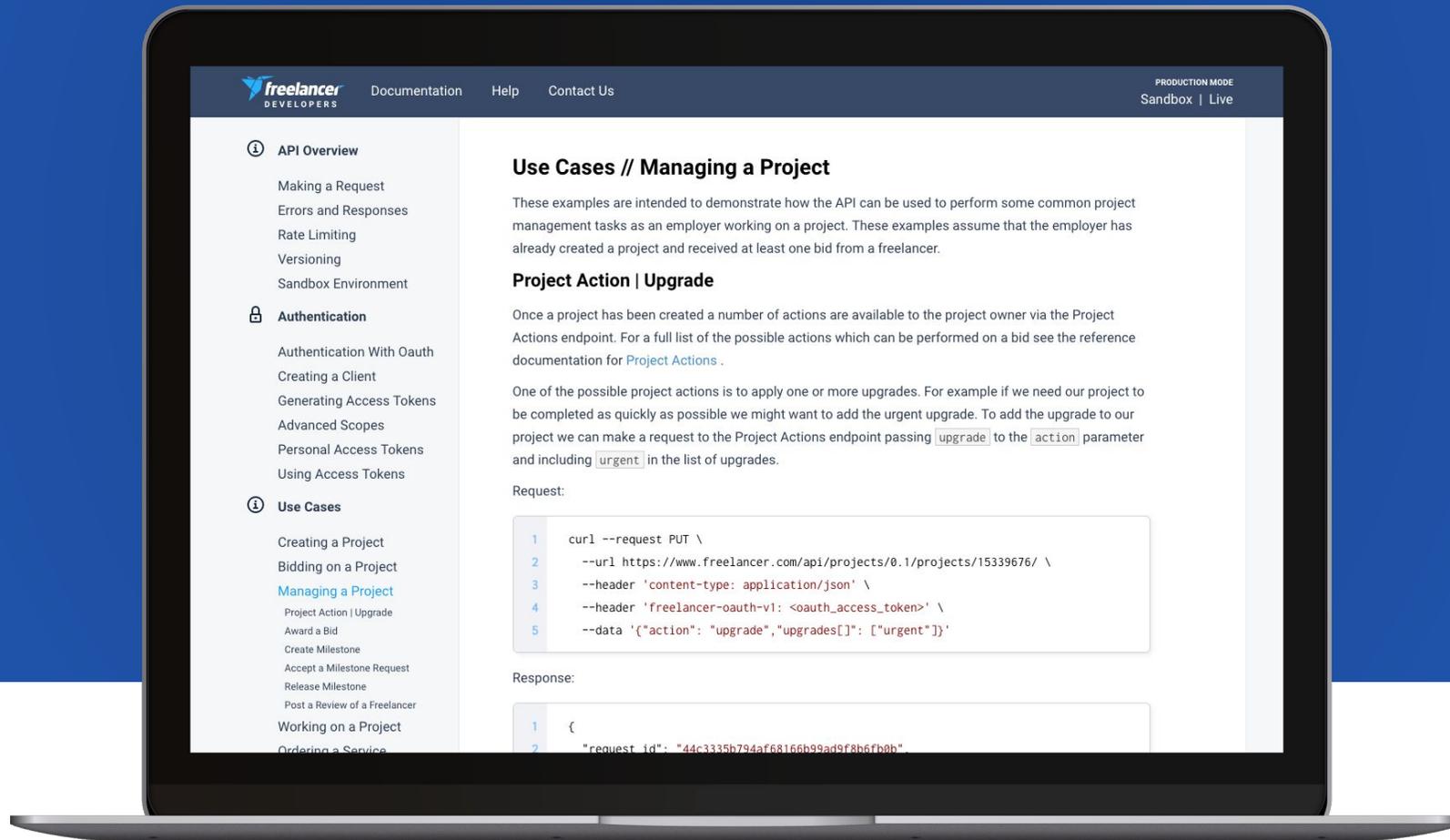
Forbes

MetLife



Panasonic

\* Surprising Results from Large Crowds Using Micro-Purchase Challenges - Using Contests on Freelancing Communities to Source Innovative, Impactful and Cost-Effective Solutions.  
<https://innovationscienceguide.org/resources/surprising-results-from-large-crowds-using-micro-purchase-challenges-using-contests-on-freelancing-communities-to-source-innovative-impactful-and-cost-effective-solutions>



Make an API call to the cloud workforce from your website, app or software

Built by developers,  
for developers.  
[www.freelancer.com/api](http://www.freelancer.com/api)

Automate your workforce at  
scale across the globe while  
cutting costs.

A perfect companion to  
Freelancer Enterprise customers.

# Location Tracking

Keep track of a freelancer's location whilst work is in progress

Watch on as your freelancer completes the work.

Record the steps involved and time spent in progress.

Automatically submit and pay for completed work.

The convenience of knowing Local jobs on average receive 7 bids. Globally.

**freelancer** Hire Freelancers Work My Projects Help Search

## Pickup and deliver large furniture

Bids Management Tasklist **Project Details** Upgrades Files

### Project Description

Looking for someone to help me pickup and deliver several large furniture pieces from Central London to Harrow. I have 3 large wardrobes, 8 dining chairs, 1 dining table, 2 leather couches and 1 recliner.

### Location

London, United Kingdom

Update Project Location

### Location Activity

Map Satellite

Wednesday 18th July 4:51am Play

START TIME	END TIME	DURATION	View
Wednesday 18th July 3:53am	Wednesday 18th July 4:53am	01h 00m 03s	View

# 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 | Freelancer

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 Aprtix.



**Jun Yao**  
Vice President,  
Engineering  
BE (Automation)  
MSc PhD (Computer  
Science)

Jun Yao is the Vice President of Engineering at Freelancer. He is responsible for leading the global engineering teams, defining and executing the company's long-term technical roadmap. Jun has extensive experience in software engineering, and his areas of expertise include application and system designs, computer networks, information security and relational databases.



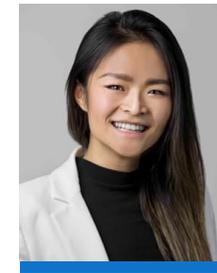
**Adam Byrnes**  
Vice President,  
Product & Growth  
BE (Electrical) (Hons  
I) / BSc (Adv)  
(Physics)

Adam Byrnes is responsible for product leadership at Freelancer. He advises on the product direction and strategy of the Freelancer marketplace, and provides mentorship to other product managers in the business. Adam holds first class honours degrees in Advanced Physics and Electrical Engineering from the University of Sydney



**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 Z. Tang**  
Vice President,  
Enterprise  
*MSc / MA (Wien) MA  
BCom (Queens)*

Sarah Z. Tang is the Vice-President of Enterprise, where she oversees the go-to-market strategy and engagements with Freelancer's Fortune 500 clients. She is a Canadian National Merit Scholar and on SIA's 2017 Global Power 50 most influential women's list. She collaborates closely with NASA and Harvard Business School / Lab of Innovation Science on publications and thought-leadership to advance the crowdsourcing and human cloud industry.



**Sebastián Siseles**  
Vice President,  
International  
*JD (University of  
Buenos Aires) / MBA  
(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.

# 2019 Awards | Freelancer.com



## People's Voice Award

Employment Website

23rd Annual Webby Awards 2019



## Gold Stevie

Innovative Management in Technology Industries (for more than 100 Employees)

The Asia-Pacific Stevie Awards 2019



## Gold Stevie

Innovation in Technology Management, Planning & Implementation (for Other Service Industries)

The Asia-Pacific Stevie Awards 2019



## Bronze Stevie

Excellence in Innovation in Technology Industries (for more than 100 Employees)

The Asia-Pacific Stevie Awards 2019



## Bronze Stevie

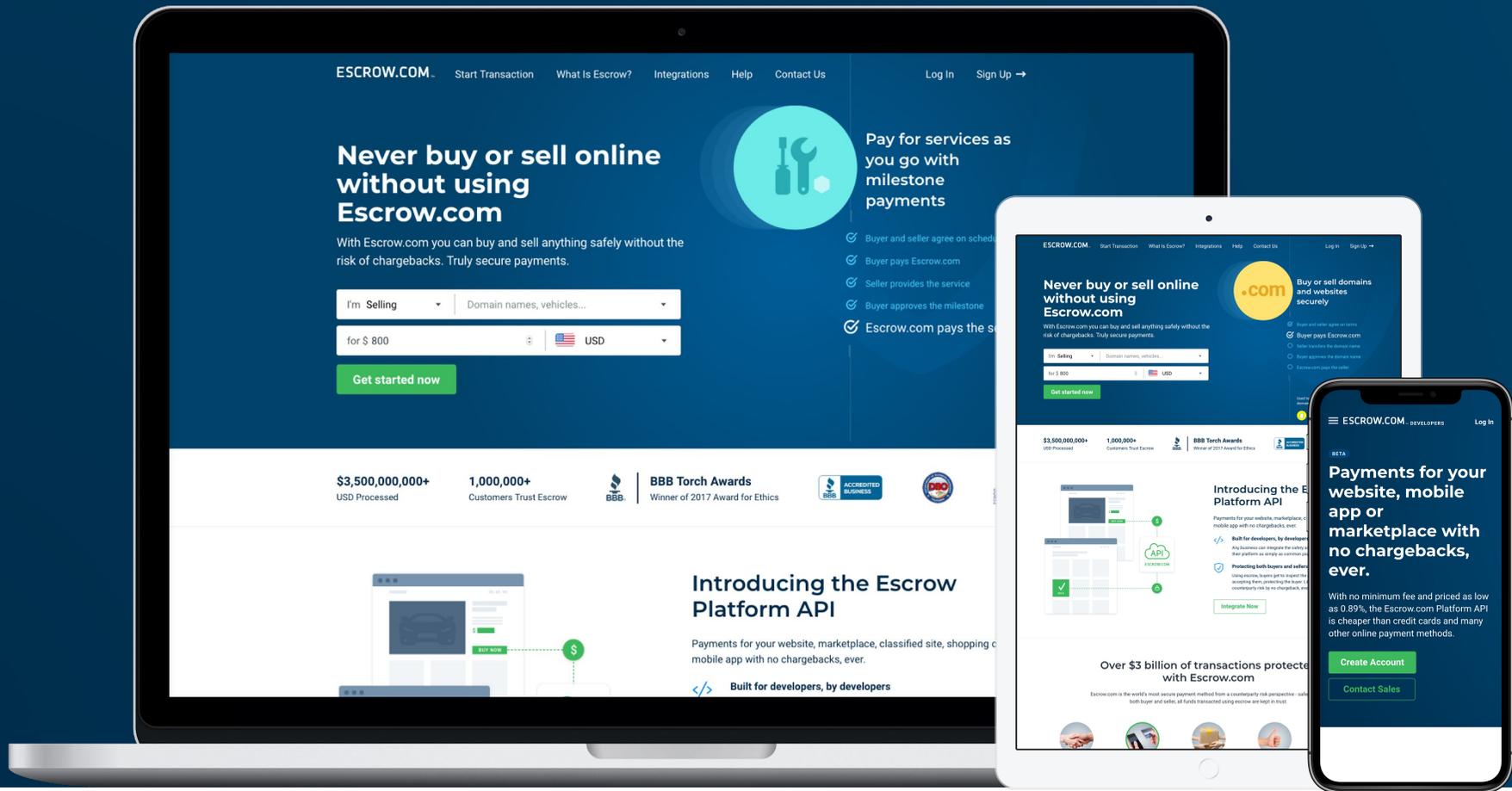
Most Innovative Communications Team of the Year

The Asia-Pacific Stevie Awards 2019



Freelancer Limited

**ESCROW.COM**



# Inspect goods & services before releasing funds. No chargebacks, ever.

OVER US\$4,000,000,000 IN TRANSACTIONS SECURED SINCE 1999

Most **payments** innovation revolves around trying to buy a cup of coffee



rather than selling anything of real **value**, like a car



CARS



BOATS



AIRPLANES



MOTORCYCLES



DOMAINS



COLLECTIBLES



COMPUTERS, TV & HIFI



MACHINERY & ROBOTICS



ANTIQUES



NETWORK EQUIPMENT



GEMSTONES & JEWELRY



GENERAL MERCHANDISE



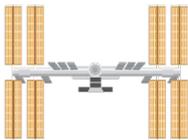
HEAVY EQUIPMENT



INTELLECTUAL PROPERTY



IMPORT/EXPORT



SPACE STATION DEPOSITS



BUSINESS ASSETS



SERVICES & CONTRACTORS



WEBSITES



ELECTRONICS

**Escrow.com** is used to secure a wide range of valuable transactions

# Escrow.com secures transactions from \$100 to \$100,000,000 USD, EUR, AUD support (GBP soon)



2007 Robinson R44 securely sold through Escrow.com



Aerocruiser 1100 hovercraft securely sold through Escrow.com



Don Pedro houseboat securely sold through Escrow.com



Piper PA-23-250 Aztec F securely sold through Escrow.com



2012 Ferrari Scaglietti securely sold through Escrow.com

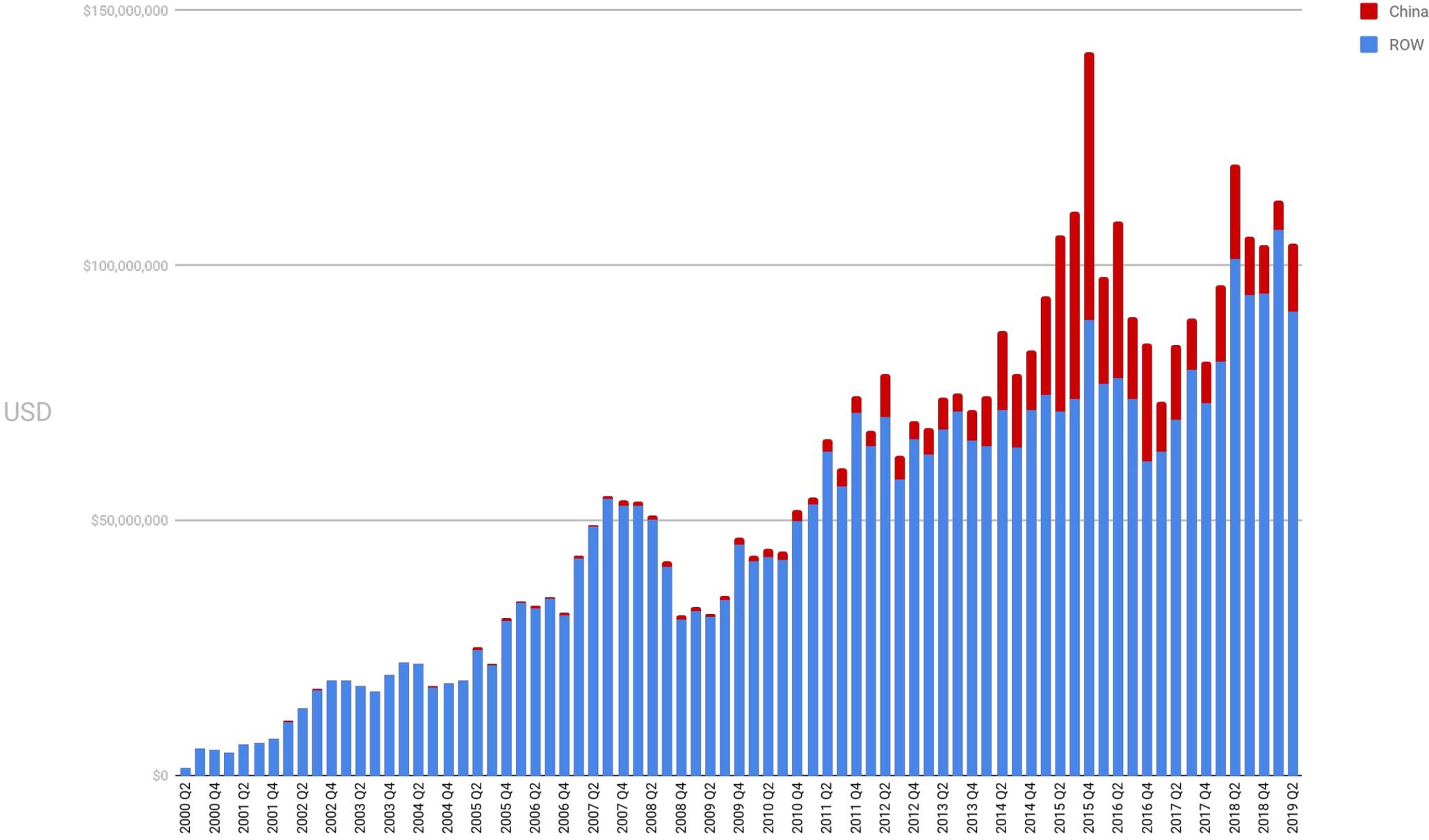


2004 Fountain 38 LX securely sold through Escrow.com



# Escrow.com quarterly GPV

1Q19 GPV all-time record \$158m up 29.2% on pcp in AUD, 1Q19 ex-China all-time \$150 million (up 45.1% on pcp)



# Escrow.com Economy



NOTE: SAMPLE OF TRANSACTIONS. THE PINK LINES INDICATE WHERE ESCROW TRANSACTIONS ARE BEING ORIGINATED BY BUYERS, AND THE BLUE LINES INDICATE WHERE TRANSACTIONS ARE BEING FULFILLED BY SELLERS. THICKER LINES INDICATE HIGHER VOLUME. WHITE DOTS INDICATE THE LOCATION OF ESCROW.COM'S USERS. ALL TIME DATA.

## Escrow.com

The only licensed, bonded & audited secure online solution that protects both the buyer and the seller with a simple 5-step trust process



**1. Buyer and seller agree to terms**



**2. Buyer pays Escrow.com**



**3. Seller ships merchandise**



**4. Buyer accepts the merchandise**



**5. Escrow.com pays the seller**

# Benefits of using Escrow.com



## Increase Trust

Allow your customers to transact on e-commerce, marketplaces & classifieds sites with higher trust & safety greatly reducing fraud and with no chargebacks, ever.



## Increase Liquidity

Physical inspection & acceptance happen on delivery, meaning valuable items can ship across state or country lines before the transaction completes, allowing you & your customers to expand beyond local to global markets safely.



## Increase Fulfillment

Greater liquidity means sellers can access more buyers and buyers more sellers, resulting in better choice, pricing and increasing the probability of a successful transaction.



## Increase Support

Your customers benefit from our world class transaction support. Experienced Escrow.com personnel can check shipping documentation, title, liens, and more.

# Benefits of using Escrow.com



## Increase Compliance

Escrow.com provides “compliance as a service” performing know your customer & anti-money laundering verification for high value transactions.



## Increase Insights

Escrow.com “closes the loop” providing insight into what happens to your customers after they match on your site.



## Increase Conversion

Campaigns and ad targeting can run more effectively. Know which listings are up to date and which are expired, creating a more relevant experience for your audience.



## Increase Revenue

Revenue share is available for volume partners of \$1 million per month or more.



Escrow.com has 47 financial services licenses granted or in-application (Hawaii, Nevada and the territories are the only US licenses remaining to file).  
 Four states do not require Escrow.com to hold licenses (Indiana, Massachusetts, Tennessee, Wisconsin).  
 Additionally Escrow.com holds an Australian Financial Services License #501215.

The oldest, most trusted and licensed online escrow service in the world

# Cars, boats & airplanes are the perfect match for Escrow.com

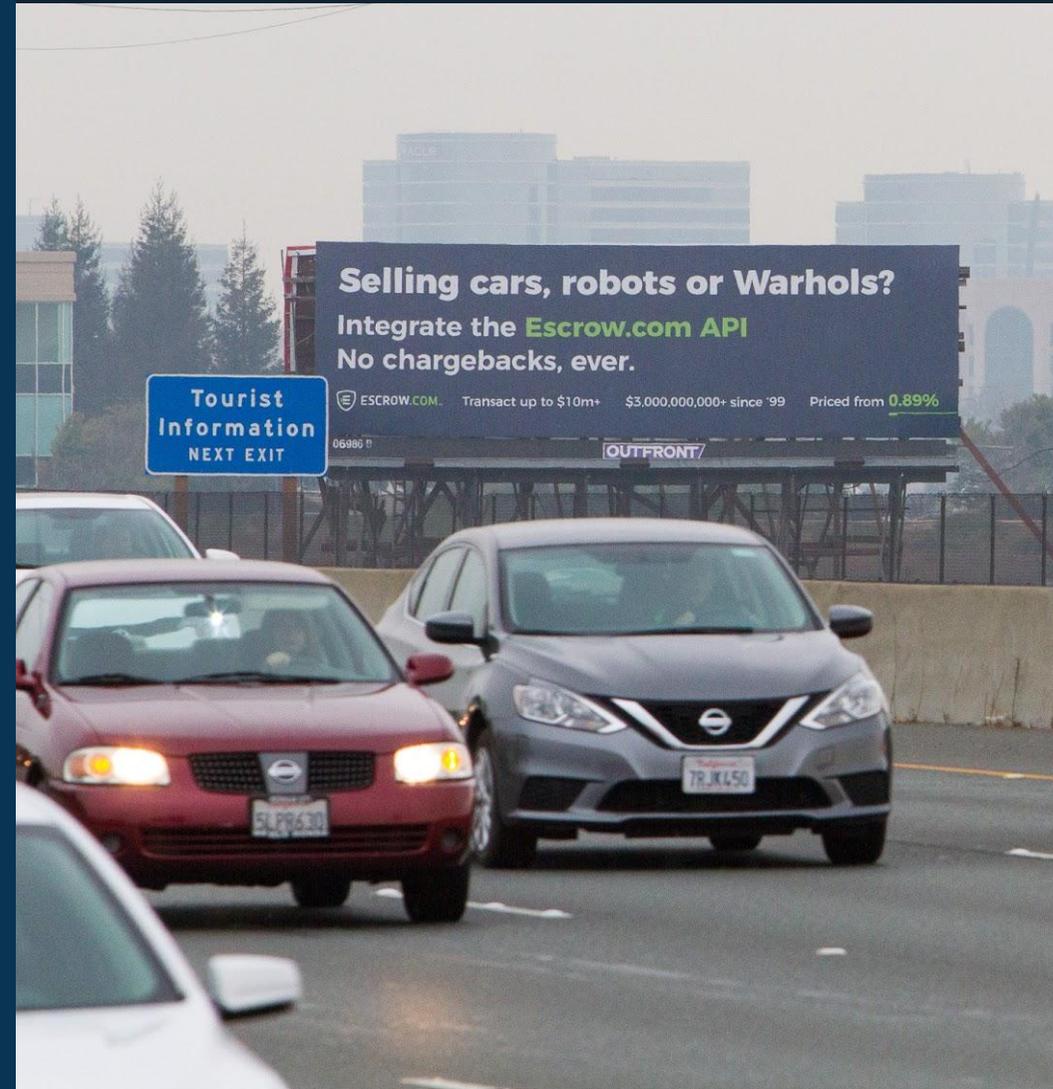
Escrow.com solves trust problem

- Buyer & seller have to physically meet to transact
- Seller accepting cards has to risk charge backs
- Buyer using cash or wire has to risk delivering cash safely and trust the seller to deliver a vehicle in good standing

With Escrow.com one can ship across state lines, physical inspection and acceptance happen on delivery.

Value-add services include:

- Checking shipping documents
- Title collection
- Lienholder payoff
- Lease swap arrangements
- Post inspection sale adjustments





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## **Escrow.com** protects fine art, antiques, collectibles, watches, jewelry, gemstones from forgeries and fakes

Whether it's by Warhol, Picasso or Hirst, we've sold it securely through [Escrow.com](https://www.escrow.com)

Shipping documentation is tracked and buyers receive & inspect the goods before accepting, opening up international markets and protecting against forgery and fakes

*Andy Warhol "Queen Elizabeth Suite", "Mao" and "John Wayne" securely sold through [Escrow.com](https://www.escrow.com)*

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## Industrial, network, construction & heavy equipment sold through [Escrow.com](https://www.escrow.com)

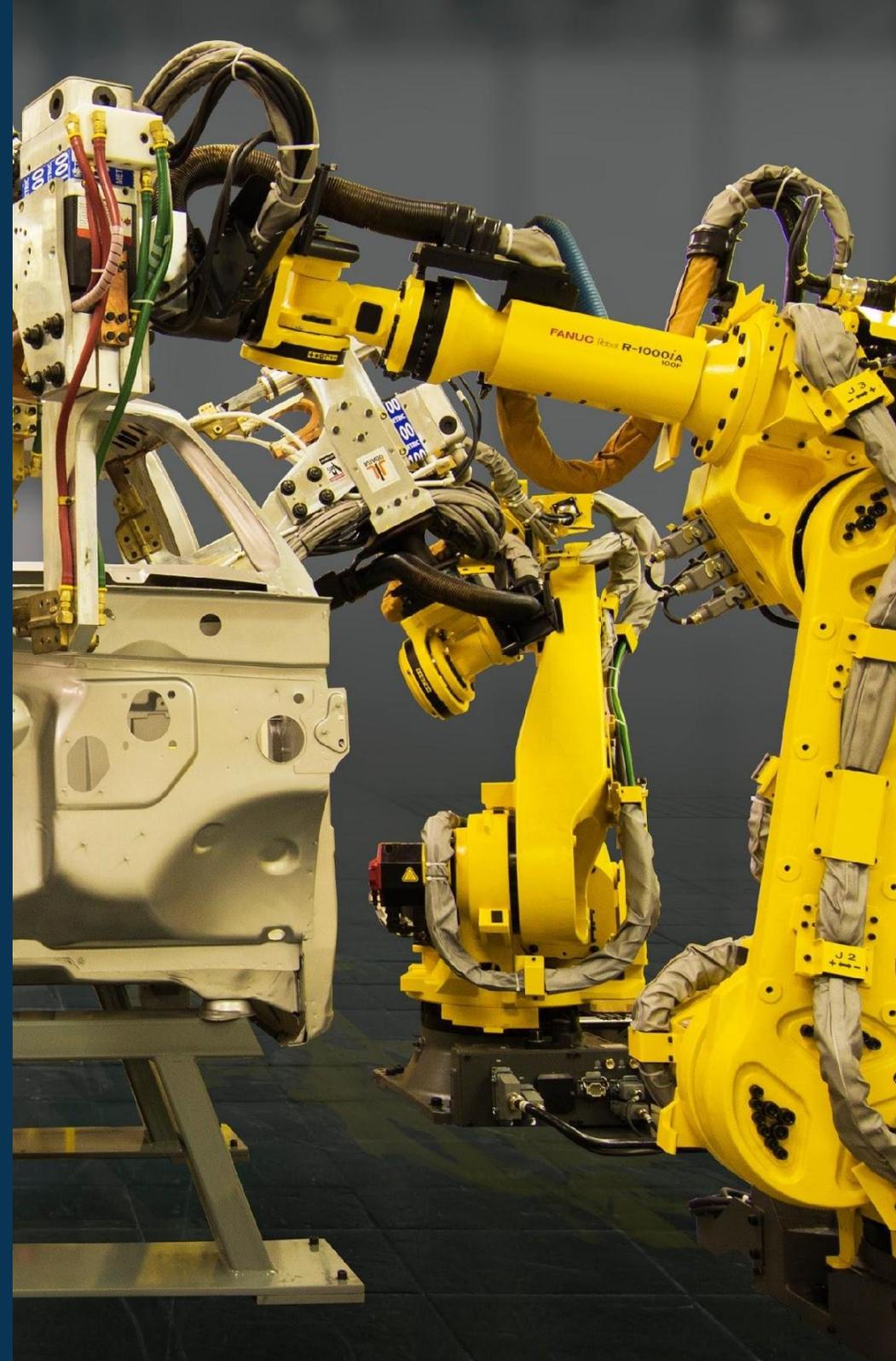
Transact beyond the local area to a global market

Sellers access more buyers, buyers access more sellers

[Escrow.com](https://www.escrow.com) makes it easier to agree to larger contracts

*FANUC M710iC Industrial Robots securely sold through [Escrow.com](https://www.escrow.com)*

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## Escrow.com makes import / export simple

No expensive & complicated letters of credit

Removes need to perform customer credit checks

Automates payments to international suppliers

Increases competitiveness of exporters through facilitating supplier & customer diversity

*Shipment of 28 Ford F250 securely sold through [Escrow.com](https://www.escrow.com)*

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## Service contracts including freelancing through **Escrow.com**

We support milestone payments against a time or deliverables schedule

Ensure your last invoice gets paid

*Medical solar system installation in Yuba City, CA securely sold through [Escrow.com](https://www.escrow.com)*

---



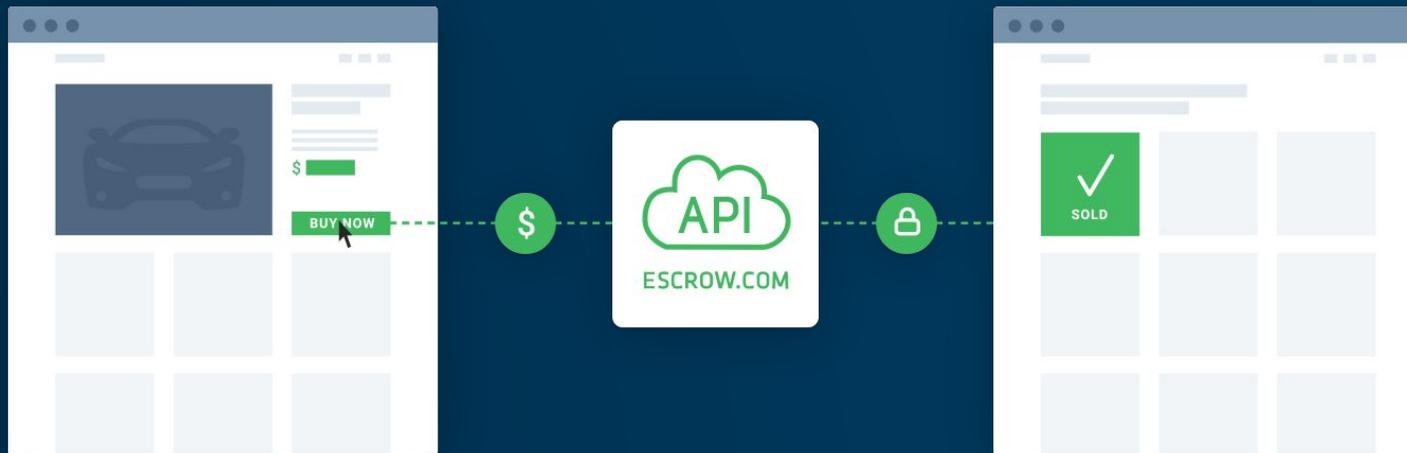


All these domains, and tens of thousands more sold through [Escrow.com](https://www.escrow.com)

**Escrow.com** where the Internet is bought and sold

# The Escrow.com Platform API

With no minimum fee and priced as low as 0.89%, integrate Escrow.com into your website, mobile app, classified site or marketplace.



## Beautiful Docs

Our step-by-step integration guides, code examples and centralized API reference make it simple to understand and easy to integrate so your can spend less time writing code.



## Real-time Insights

Stay up to date on the progress of each of your transactions through our portal or use our webhooks to get real time granular updates on the progress of each transaction.



## Versioning

Time to take control of your roadmap – your integration will work the same as it does today as it will tomorrow.



## Developers First

With a new developer portal, interactive documentation, and real-time dashboards, we are putting developers first. We can't wait to see what your build!

# The **Escrow.com** Platform API is built by developers, for developers

The screenshot displays the Escrow.com Platform API documentation interface. The top navigation bar includes 'ESCROW.COM DEVELOPERS', 'My Transactions', 'My Integrations', 'Help', and 'Contact Us'. A left sidebar menu lists various sections: 'GETTING STARTED', 'DASHBOARD', 'My Integrations', 'API' (highlighted), 'API Keys', 'Webhooks', 'BUTTONS', 'REFERRAL LINKS', and 'Support'. Under 'Support', there is an 'API DOCUMENTATION' section with links for 'API Basics', 'Create a customer', 'Create a transaction', and 'Fetch transaction details'. The main content area shows a cURL example for creating a transaction, with tabs for 'cURL', 'Python', 'Ruby', and 'PHP'. The cURL command is as follows:

```
1 % curl "https://api.escrow.com/2017-09-01/transaction" \  
2 -X POST \  
3 -u "email-address:your-password" \  
4 -H "Content-Type: application/json" \  
5 -d '  
6 {  
7   "parties": [  
8     {  
9       "role": "buyer",  
10      "customer": "me"  
11     },  
12     {  
13       "role": "seller",  
14       "customer": "scott@escrow.com"  
15     }  
16   ],  
17   "currency": "usd",  
18   "description": "1962 Fender Stratocaster",  
19   "items": [  
20     {  
21       "title": "1962 Fender Stratocaster",  
22       "description": "Like new condition, includes original hard case."
```

# ESCROW Offer

Escrow Offer empowers buyers and sellers to negotiate a price for domain names, cars, boats, aircraft or any high-value item online.

ESCROW.COM. Make Offer with Escrow.com

### Make Offer for 2008 BMW 328xi

YOUR EMAIL ADDRESS\*  
buyer@gmail.com

YOUR PHONE NUMBER (OPTIONAL)  
+1 5417543010

YOUR OFFER TO SELLER\*  
\$ 25700 USD

MESSAGE TO SELLER (OPTIONAL)  
Hi, is this price acceptable to you?

I agree to General Escrow Instructions, Terms of Use and Privacy Policy

**Submit Offer**

CAN'T WAIT?  
Buy it now for \$35895.00 USD

### Offers for 2008 BMW 328xi

Offers	
Mr. Jack Brown	0m 9s 33000

Mr. Jack Brown made an offer Oct 16 2018 at 17:07:09

Offer amount  
**\$33000.00 USD**

Expiry  
2d 23h

Message  
How about we settle at 33K? It seems like a reasonable compromise.

**Accept Offer**

Make Counteroffer

# Shopify Exchange

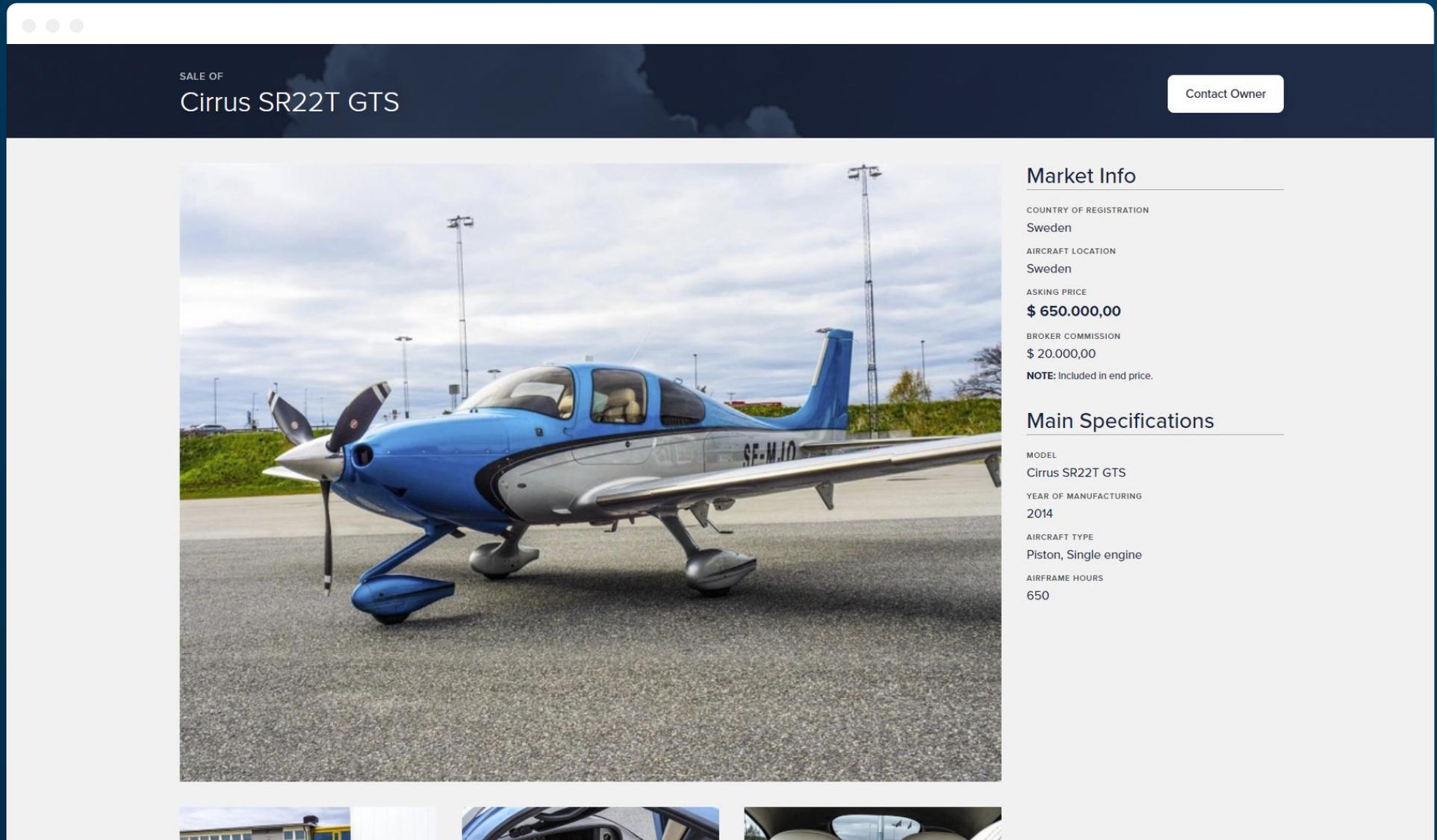
Escrow.com is the only payment method for Shopify's marketplace of stores

The screenshot shows the Shopify Exchange website interface. At the top, there is a navigation bar with links for EXCHANGE, NEW LISTINGS, CATEGORIES, RESOURCES, and BLOG, along with a search bar and buttons for 'Sell your business' and 'Log out'. Below the navigation bar, the main heading reads 'Fuel your business ambitions' with the Shopify logo. A sub-heading states 'Exchange is Shopify's marketplace to buy and sell businesses for entrepreneurs like you.' Below this, there are filter buttons for Price, Revenue, Age, Business Type, and Industry. The main content area is titled 'Established stores for sale' and features a grid of four business listings. Each listing includes a thumbnail image, the business name, website URL, location, and key financial metrics such as Revenue, Traffic, Profit, and Inventory Value, along with a prominent price tag.

Business Name	Website	Location	Revenue (USD)*	Traffic*	Profit (USD)*	Inventory Value (USD)	Price
eSportsChairs.com - A Gaming C...	www.esportschairs.com	North Carolina	\$35.31k	9.47k	\$8k	-	\$550,000 USD
ONLINEPRESALES	www.onlinepresales.com	Arizona	\$77.33k	94.77k	\$10k	-	\$55,000 USD
CraftsNinja (Multi-Million Dollar ...)	www.craftsninja.net	Gifts and collectibles	\$68.07k	89.52k	\$44.9k	\$30k	\$79,000 USD
fourth.world	fourthworldexchange.com	California	\$65.54k	95.45k	\$50k	-	\$80,000 USD

# Wingform uses Escrow.com to deliver a turnkey solution

Thanks to Escrow.com, if you find an aircraft on Wingform, you know the seller is serious about selling their aircraft



The screenshot shows a web page for the sale of a Cirrus SR22T GTS aircraft. The header includes the text "SALE OF Cirrus SR22T GTS" and a "Contact Owner" button. The main image is a blue and white Cirrus SR22T GTS aircraft on a tarmac. To the right of the image is a "Market Info" section with the following details:

- COUNTRY OF REGISTRATION: Sweden
- AIRCRAFT LOCATION: Sweden
- ASKING PRICE: **\$ 650.000,00**
- BROKER COMMISSION: **\$ 20.000,00**
- NOTE: Included in end price.

Below the market info is a "Main Specifications" section with the following details:

- MODEL: Cirrus SR22T GTS
- YEAR OF MANUFACTURING: 2014
- AIRCRAFT TYPE: Piston, Single engine
- AIRFRAME HOURS: 650

At the bottom of the page, there are three small thumbnail images: the first shows the exterior of the aircraft, the second shows the cockpit interior, and the third shows the engine compartment.

# The Aurora Space Station uses Escrow.com to take deposits

Deposits are already flowing for the \$10 million luxury Space Hotel by Orion Span (www.orionspan.com)



**Arturas Kerelis** @arturaskerelis Follow

I joined the waitlist to stay in a space hotel with @OrionSpan and @frankbunger!

<b>Orion Span Deposit Escrow</b>	
1 Deposit for future stay aboard Orion Span's Space Station	1 [REDACTED]
Subtotal [REDACTED]	
<b>Total [REDACTED]</b>	
Transaction ID: 3874462	
<b>Terms</b>	
Transaction #:	3874462
Escrow #:	0
Transaction Title:	Ecart transaction
Buyer:	Arturas Kerelis (arturaskerelis@gmail.com)
Seller:	Orion Span, Inc.

8:41 AM - 6 Apr 2018

5 Retweets 22 Likes

1 5 22

# Senior Management Team | Escrow

Specialists in payments, finance, operations, infrastructure, international, growth, compliance and engineering



**Matt Barrie**  
Chief Executive  
*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).



**Neil Katz**  
Chief Financial Officer  
*BCom (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 Aprtix.



**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.



**Jackson Elsegood**  
General Manager  
*BCom CA*

Jackson Elsegood is responsible for directing the strategic development of Escrow.com and execution of escrow activities. Previously with First Data and PwC, Jackson brings over ten years of international payments experience to the team and is dedicated to working closely with our customers to help them to do business all over the world. Jackson is a member of the Institute of Chartered Accountants in Australia and holds a bachelor's degree from Sydney's Macquarie University.



**Christopher Wong**  
Director of Product  
*BSc*

Chris is responsible for overseeing engineering, account management and business operations, working with key stakeholders and ensuring timely and proper execution of goals across the business. Chris also acts as the Product Lead for Payments, Trust and Safety group at Freelancer.com. Before joining Freelancer, Chris has worked in leadership roles within payments at Bambora as well as eCommerce industry at Next Commerce as their Head of Product. He holds a Bachelor of Science in Information Systems from the University of Sydney.



**Michael Liedtke**  
Engineering Manager, Applications and API  
*MPH BA (Comp Sci)*

Michael Liedtke has been building SaaS products and services for the past 16 years. Joining Escrow at the end of 2015, he splits his time between engineering, product, business development, and sales, working closely with partners to help ensure their success. Michael has a Bachelor of Arts in Computer Science from Colby College and a Master of Public Health in Epidemiology from the University of Colorado Denver.



**Chris Trotman**  
Associate Vice President, Engineering  
*BSc*

Chris Trotman is the Associate Vice President of Architecture at Freelancer. Chris is responsible for all technical aspects of engineering, maintaining the highest level of engineering standards and ensuring Freelancer is prepared for current and future growth. Chris holds a Bachelor of Science in Information Systems from the University of Auckland, New Zealand.

# Awards | Escrow.com



**Gold Stevie**  
**Company of the Year -**  
**Financial Services - Small**

The International Business  
Awards 2018



**Bronze Stevie**  
**Financial Services**

The International Business  
Awards 2018



**Gold Stevie**  
**Financial Services**  
**Company of The Year**

The International  
Business Awards 2017



**Silver Stevie**  
**Financial Services**  
**Company**

The International  
Business Awards 2017



**BBB Torch Award**  
**Ethics**

Better Business Bureau  
Torch Awards 2017



**Bronze Stevie**  
**Financial Services**  
**Company of The Year**

The International  
Business Awards 2016



**Export of the Year**  
**Award**  
**NSW iAwards**

Premier's NSW Export  
Awards 2016



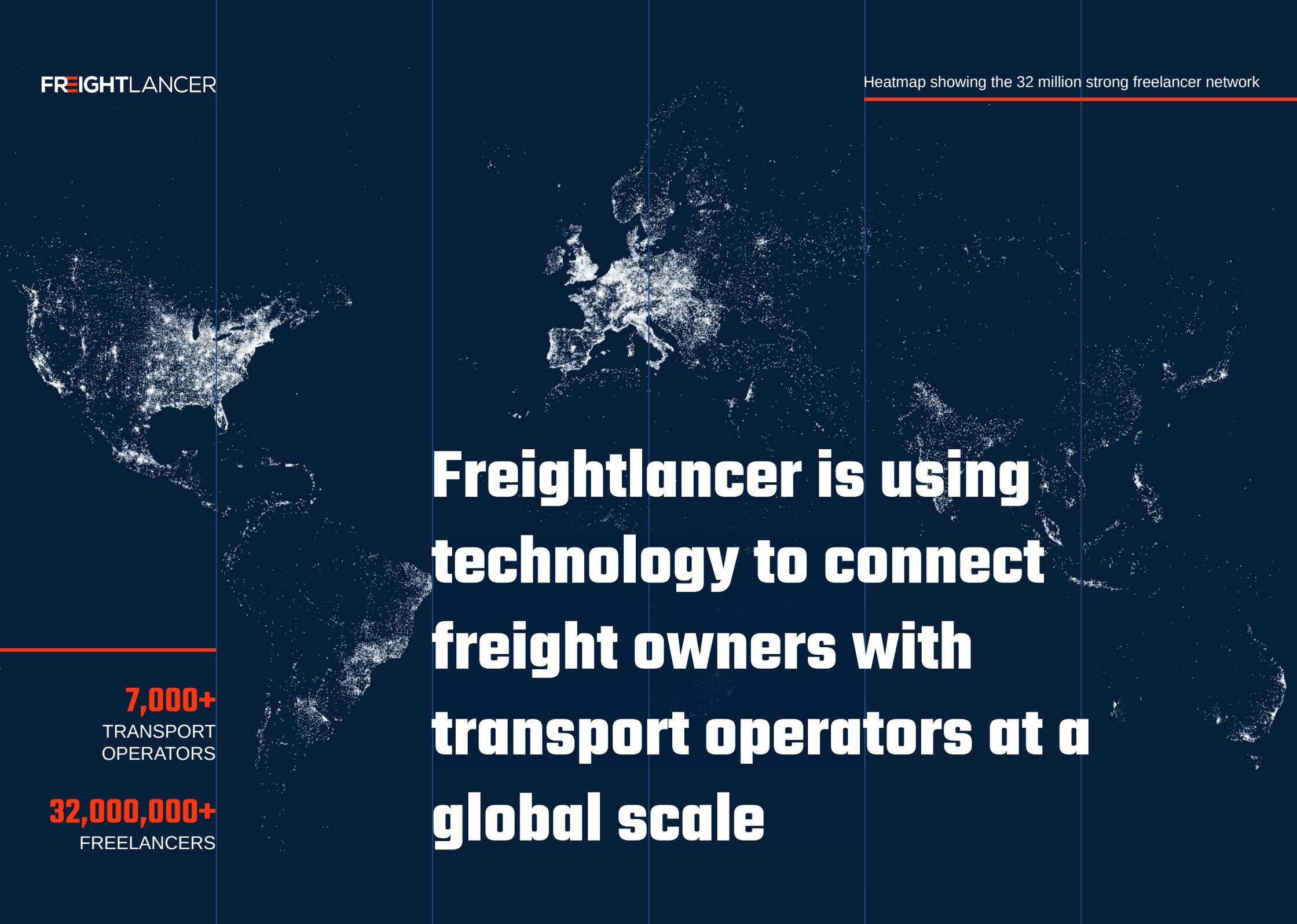
**Honorable Mention**  
**X-Factor Award**

Anthill Cool Company  
Awards 2016

A close-up, low-angle shot of the front of a white Freightliner truck. The truck's grille, featuring a prominent 'W' logo with a star, and its headlights are visible. The background shows a paved road and industrial buildings under a clear sky. Two vertical orange lines are positioned on the left and right sides of the image, framing the central text.

# FREIGHTLINER

Freight anything, anywhere



**Freightlancer is using  
technology to connect  
freight owners with  
transport operators at a  
global scale**

---

**7,000+**  
TRANSPORT  
OPERATORS

**32,000,000+**  
FREELANCERS



# Customers using Freightlancer

# Newcrest Mining Case Study



Over \$1.2 million worth of freight moved in last 12 months

- Cat 785 dump truck: \$55,000 plus GST
- Rockhampton QLD to Cadia NSW (1,303 km)
- 50% saving on previous movement



- B Double Full Load Urgent Hotshot: \$12,500 plus GST
- 2up Drivers Perth to Cadia (3,685 km)
- Previous price \$21,500 plus GST
- 40% saving on previous movement

**On average saving at least 30% on previous movements**

# Redpath Mining Case Study

Six figures worth of freight moved in past 12 months



RVD crates hotshot return load moved for Redpath using Freightlancer

- RVD crates hotshot return load: \$19,033 plus GST
- Kalgoorlie to Cadia, 2 up drivers (6,304 kms)
- 30% saving on previous movement (saving \$6,700 per leg)

- Full trailer of equipment (18 tonne): \$5000 plus GST
- Maddington Perth to Orange NSW (3685 km)
- Flat top semi - \$1.35/km plus GST



Full trailer of equipment (18T) moved for Redpath using Freightlancer

# EMS Group Case Study

Over \$3,000,000 worth of freight movements in past 12 months

- Meyco Potenza: \$4,760 plus GST
- Perth to Dubbo (3,556 kms)
- Dropdeck load @ \$1.34/km plus GST
- Over 50% saving on previous movement



CAT R1700G loader moved for EMS using Freightlancer



Meyco Potenza moved for EMS using Freightlancer

- Cat R1700G loader: \$1,740 plus GST
- Woods Point Vic to Dubbo NSW (794 km)
- Float load @ \$1.89/km plus GST
- Over 60% saving on previous movement

# Quotes

AVERAGE 3 QUOTES  
PER LOAD  
WITHIN 24 HOURS

**YOUR LOADS** Post a new load

All of the loads posted within your account that are currently active (from post right through to awaiting payment).

Pick-up state ▼ Drop-off state ▼ Category ▼ Select date ▼

TITLE AND JOB ID	LISTED PRICE	PICK-UP	DROP-OFF	CATEGORY	OFFER	LATEST OFFER	STATUS	EDIT
<b>Water Cartage Tank</b> ID: #0000000098 Posted 01:01 PM 16 Oct 2018	Negotiable	NSW	NSW	General Part Load	<a href="#">view offers</a> (1 offers)	<b>\$747.50</b> (inc \$74.75 gst)	Job offers	
<b>Cardboard Compactor</b> ID: #0000000093 Posted 10:56 AM 16 Oct 2018	Negotiable	NSW	WA	Machinery up to 25T	<a href="#">view offers</a> (1 offers)	<b>\$1,881.12</b> (inc \$188.11 gst)	Job offers	
<b>Tadano GR800EX Crane</b>	Negotiable	QLD	QLD	Sample Category	<a href="#">view offers</a>	<b>\$18,278.24</b> (inc \$1,827.82 gst)	Job offers	

**EXPRESS LOAD DETAILS**

HEIGHT: 1000mm | MAX LENGTH: 1000mm  
MAX WIDTH: 1000mm | WEIGHT: 1000kg

DESCRIPTION: Additional charges ref. job #9880 - 2 x additional pallets

CURRENT PRICE: **\$293.89** including \$29.39 GST

VIEW FULL MAP

VIEW MESSAGES

Enter a price (including GST)

Enter a message

**SUBMIT OFFER**

View offer history

# Connecting Freight Owners with Transport Operators

JM1310 Crusher loaded for transport to the wharf for coastal shipping using Freightlancer



Road train being loaded with scrap steel, booked using Freightlancer



AD55 Underground truck transported from Western NSW to Perth using Freightlancer

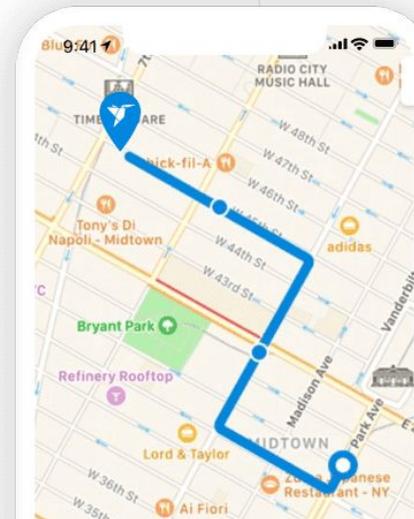


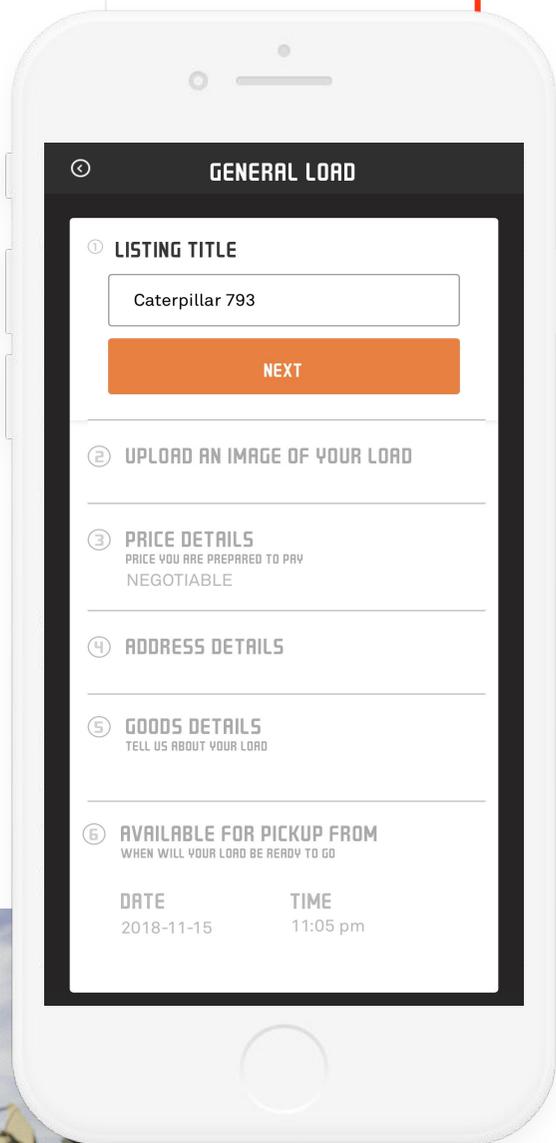
## Industrial

- Mining
- Infrastructure
- Construction
- Rail
- Urgent/Express freight
- International shipping
- Heavy machinery
- General freight
- Manufacturing
- Oil & Gas
- Line haul
- Vehicles
- Perishables
- Shipping containers

## Retail

- Food delivery
- Furniture delivery
- Courier
- General freight
- Motorcycle courier
- Bike courier
- Pickup & delivery
- Removal services
- Packing & shipping





# Four easy steps to moving your loads

- 01** — Drop a pin
- 02** — Take a photo
- 03** — Fill job details
- 04** — Get your quote



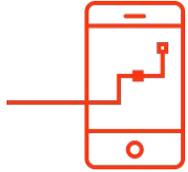


CAT 793 Body transported under pilot and police escort using Freightlancer

# Freightlancer manages it all for you

- Permits
- Pilots
- Road closures
- Import / export taxes & duties
- Marine Insurance
- Customs clearance
- Quarantine
- Shipping documents
- Packing
- Washing / cleaning
- Cranage
- Container rental
- Vessel booking
- Multi-currency
- Escrow payments

# Advantages of using Freightlancer



## Live tracking while your cargo is on the move

We use real-time GPS load tracking to show you exactly where your load is at all times.



## Vetted Transport Operators for compliance obligations

Choose from a range of vetted drivers and see past ratings to ensure reliability and quality.



## Secure payments ensure the delivery and on-time payment

Powered by Escrow.com, payment is kept in trust until it has been delivered exactly where it should be.



## Real-time bidding gets competitive quotes fast

Upload a photo, dimensions, weight and delivery address to have drivers respond in a click.



## Communicate directly with your Transport Operator

Keep in contact with the operator to coordinate collections and deliveries.



## Compliance peace of mind

Turnkey solution for compliance obligations including Chain of Responsibility.

D6 Blade lashed securely to a Flat rack for shipping by Freightlancer



Type	Status
Driver's license (front)	Verified
Driver's license (back)	Verified
Truck photo	Verified
Truck registration certificate	Verified
Trailer registration certificate	Verified
ASIC Certificate or ABN Registration form	Verified
Certificate of Currency - Cargo Transit	Verified
Cargo Transit policy	Verified
Certificate of Currency - Public Liability	Verified
Public Liability policy	Verified

# Safer for everyone

## Trip reports

Notification when collection and drop off has been made, minimum, maximum and average speeds traveled.

## Freightlancer audit

Freightlancer will regularly conduct audits on operators and loads to ensure compliance.

## Save time

Manage booking, tracking, monitoring and cross-checking compliance in the one place. No paperwork, no time wasted on the phone.

## Safe

Meet compliance & chain of responsibility requirements including load tracking, load restraint methods, fatigue management, controlling speed and licence, registration & insurance.

## Rated

Quality and reliability are ensured through detailed rating system updated after every load.



R1700 underground loader, lashed securely for transport booked using Freightlancer

# Mining

Ship anything, anywhere. Urgent or unique, Freightlancer can handle it.

Whether sending CAT loaders to Tanzania, a drill to South Korea or hotshotting a transmission to Papua New Guinea, we've done it.



Sandvik DD420 development drill shipping from Perth to Cobar using Freightlancer



125 tonne Liebherr 984C excavator shipping from the Kimberleys to Kalgoorlie using Freightlancer

ASX 50 listed mining company reported saving over 30% on heavy haulage and urgent freight movements for an underground gold mine using Freightlancer, whilst also achieving huge efficiency gains.

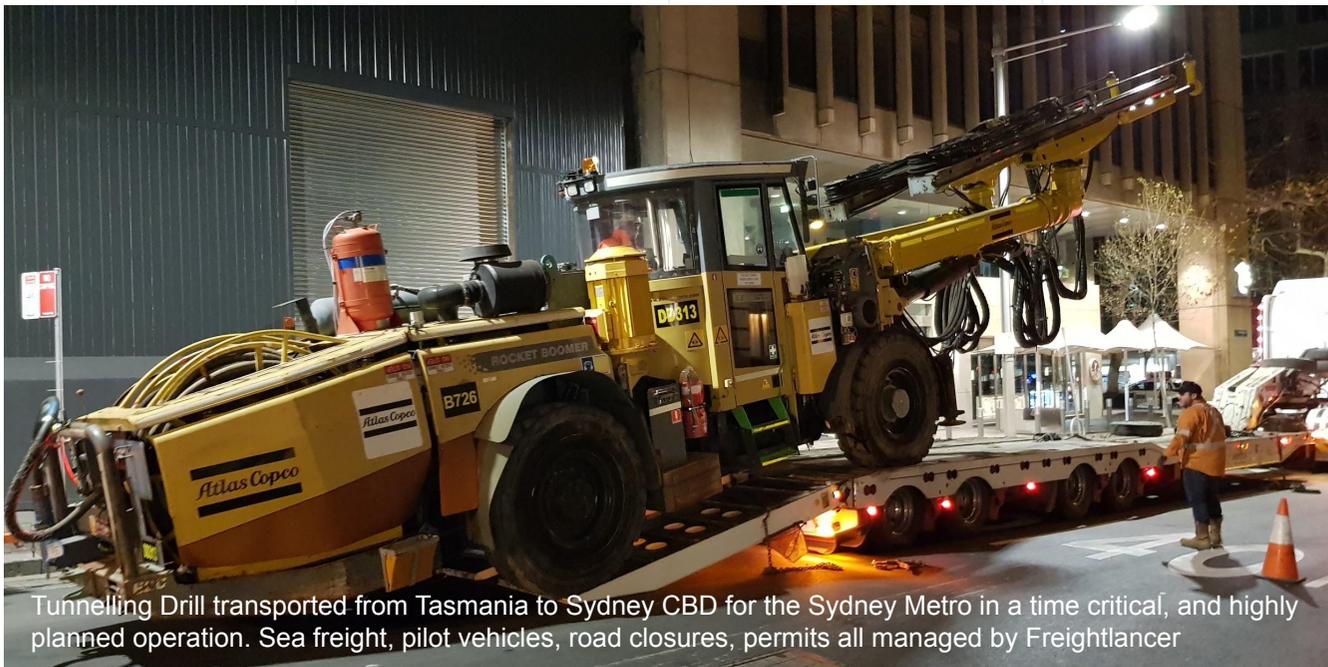
# Infrastructure / Construction

Strict deadlines and challenging locations are a speciality.

Know when machines are on and off site. Ensure only vetted personnel access. Project requirements can change quickly, Freightlancer ensures that you are not held up by transport.



CAT Excavator moved from Contractor to Roadworks site using Freightlancer



Tunnelling Drill transported from Tasmania to Sydney CBD for the Sydney Metro in a time critical, and highly planned operation. Sea freight, pilot vehicles, road closures, permits all managed by Freightlancer

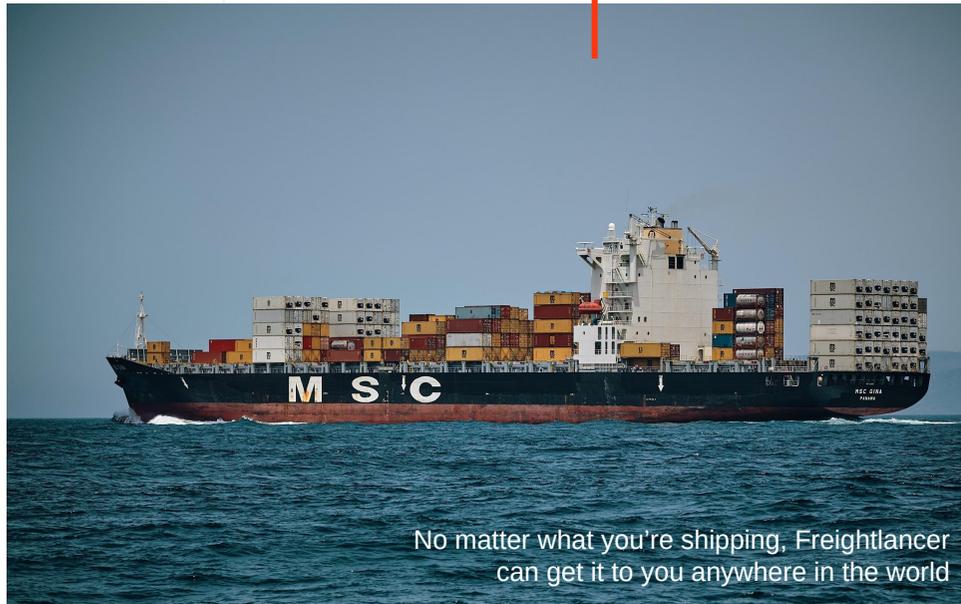
# International Shipping

Use freightlancer to handle all of your import / export or shipping needs.

Direct rates with some of the biggest shipping lines

Extensive network of freight forwarders and customs brokers all over the world.

Ensure loads are shipped safely to destination with payment secured by Escrow.com.



No matter what you're shipping, Freightlancer can get it to you anywhere in the world



54 tonne CAT Underground Loader delivered to Tanzania using Freightlancer



Retail point to point delivery with Freelancer is powered by the world's largest human labor cloud.

## Retail / Consumer / Metro

Why build costly infrastructure when you can make an API call to the human cloud to deliver your product, food, furniture or package.

Powered by the world's largest human labor cloud of 30,000,000 freelancers via Freelancer.com.



# Testimonials

“We’ve been using Freightlancer.com to service our road freight needs, with our loads varying from one or two pallets, to multiple trailers. It is a great platform for obtaining competitive pricing at short notice.”

– Benjamin Carter, Redpath Mining



Machine attachments & complete R1700G loader shipped to MPC Global in New Mexico using Freightlancer

“Getting our purchases to the United States through Freightlancer is always easy. The team there manage the whole thing for us, and I have never had a problem with our shipments”.

– Manny Pereira, Chief Executive,  
MPC Global



# Leadership Team



**Drew Davis**  
General Manager

Drew is one of a new breed of tech entrepreneurs striving to take the internet start-up world beyond the hype into traditional 'on-the-tools' industries. Graduating from Sydney University with a Bachelor of Commerce, Finance, Drew initially founded leading boutique Australian technology firm, dripcreative. Three years later, very soon after meeting Channel 40 founder Tom Cavanagh, Drew took up his current role as General Manager at Freightlancer.



**Aidan McCartan**  
National Operations

Aidan is an all-round Logistics Professional and brings over 10 years of expertise in international and domestic freight, with experience across road, air, sea, rail and warehousing. He has vast knowledge in all aspects of the supply chain, including day to day operational roles, sales and strategic logistics management. Away from logistics he enjoys spending time with his family and getting out on the cricket field.



**Greg Robinson**  
VP Compliance

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.



**Neil Katz**  
Chief Financial Officer

Neil Katz is the Chief Financial Officer at the Freelancer Group 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 Aprtix.



**Matt Barrie**  
Executive Chairman

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).



**Nigel Aubin**  
Sales Executive

Nigel has over 20 years of experience in the logistics and oil industry in business to business, domestic & trading roles and he has worked in both sales and operational positions. He brings a wealth of knowledge to the sales team covering warehousing, road, air and rail and a very strong customer focus. An avid sport fan means most weekends revolve around some sporting activities.

# Global freight market is massive

**US \$9,457 Billion**

GLOBAL LOGISTICS MARKET (2017)

**41,000~**

BUSINESSES

**213,590 Million**

TONNES MOVED PER YEAR

**50,000+**

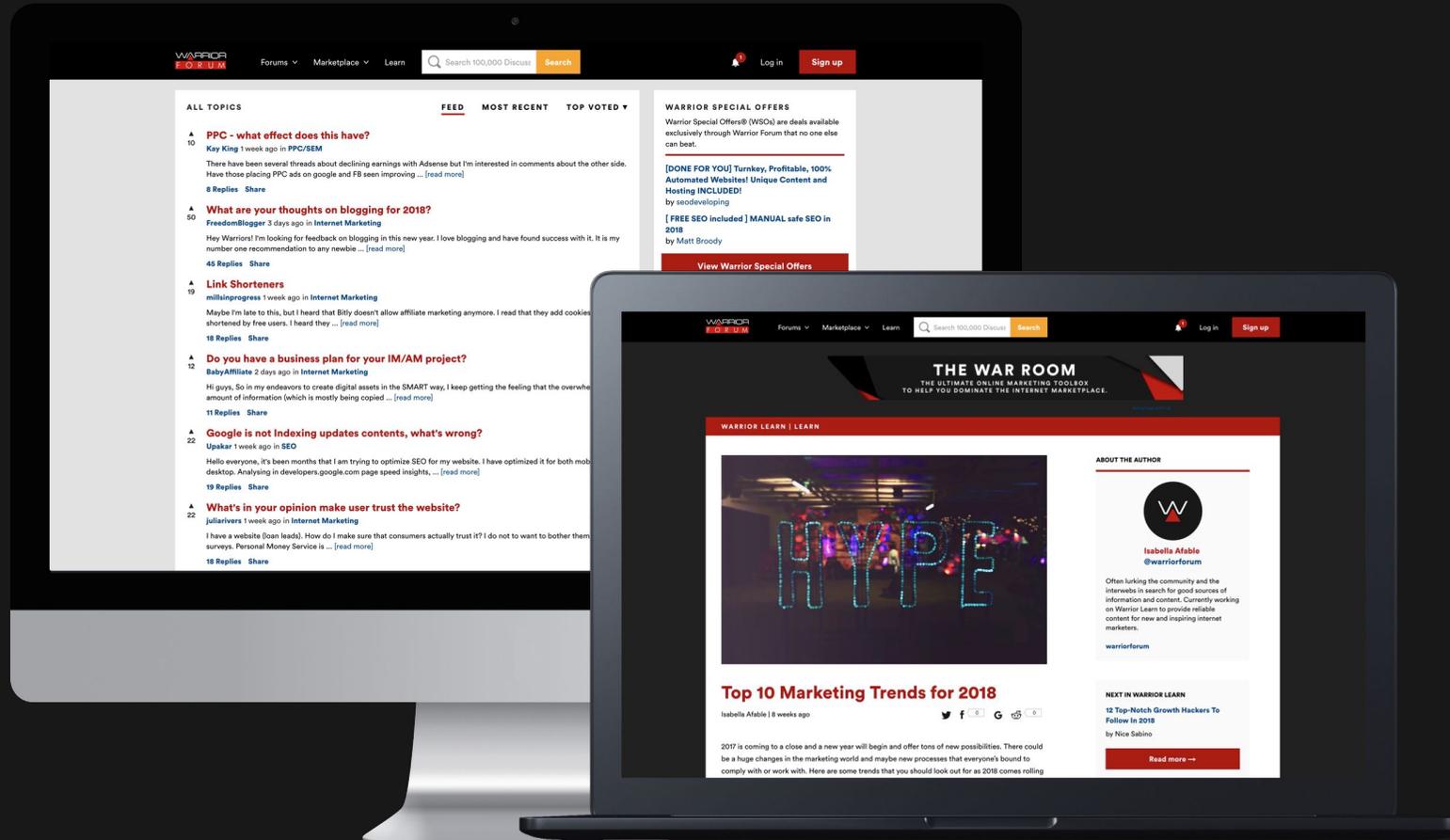
MERCHANT SHIPS WORLDWIDE

**17,000,000,000**

KILOMETERS TRAVELLED PER ANNUM

**US \$13+ Billion**

IN ANNUAL WAGES



## The #1 Internet Marketing Forum Since 1997

1,445,432+  
USERS

10,423,063+  
POSTS

1,061,132+  
DISCUSSIONS

STATE THEATRE 20 SEPT 2018 · MELBOURNE TOWN HALL 24 SEPT 2018

# THE STORY OF NETFLIX



PRESENTED BY FOUNDING CEO MARC RANDOLPH



## Australia's Largest Startup & Growth Conference



Sarah Bird  
CEO @ MOZ



In Partnership With Right Click Capital

## Asia Pacific's Largest Startup Pitch Competition



Jack Stevens  
CEO @ Edstart

<b>EXCLUSIVE INTERNATIONAL SPEAKER LINEUP</b>	<b>35 EVENTS</b>	<b>10,000 ATTENDEES</b>	<b>7 COUNTRIES</b>
---	------------------	-------------------------	--------------------



Freelancer Limited

# HOW BIG IS THE MARKET?

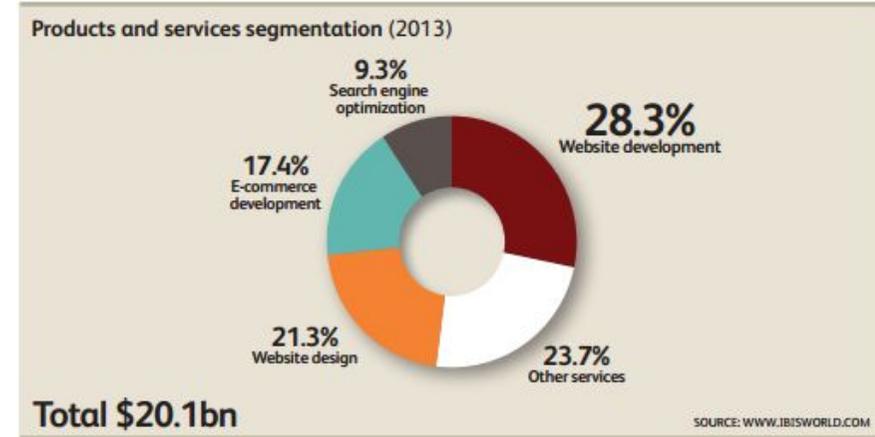
**“160 million jobs, or about 11% of the projected 1.46 billion services jobs worldwide, could in theory be carried out remotely, barring any constraints in supply” \***

\* 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<sup>1</sup>
  - wages constitute US\$12 billion of this
  - more than 50% of software engineering jobs can be outsourced at 30% of US wages<sup>2</sup>
  - US\$1.74 billion in wages outsourced @ 26% monetisation rate = c.A\$620 million revenue opportunity for Freelancer in the US (Total Available Market)<sup>4</sup>
  - there are 28 million small businesses in the US, but at least 96 million more in other mid-high income OECD countries<sup>3</sup>
  - from this we estimate the global opportunity is  $(96+28)/28 = c.4.4x$  larger than the US market



Comparison of hourly labour cost, index (US = 100)<sup>2</sup>



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.

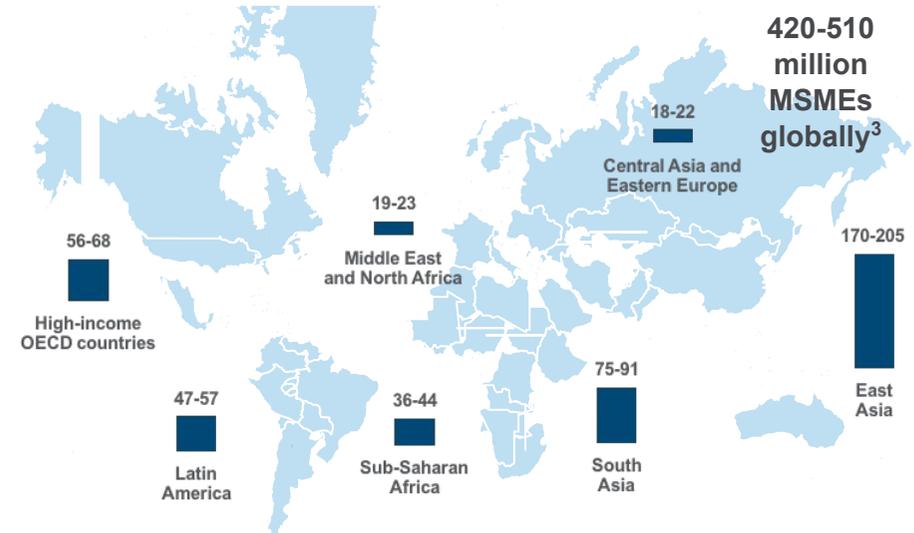
4. Based on AUD/USD exchange rate of 0.73.

# Estimated demand from mid-high income OECD SMEs

Global small business revenue opportunity estimated as \$48 billion per annum (620 million projects, \$181 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)<sup>1</sup>
- US job posters who posted more than one project posted on average 4.97 projects in 2016<sup>2</sup>
- Average project size in FY18 was US\$205, generating revenue of \$54 to Freelancer (26.3% monetisation rate)<sup>2</sup>
  - Implies A\$10.8 billion TAM (A\$41 billion GPV, 140 million projects) from US SMEs
- But there are 420 – 510 million micro, small and medium enterprises (MSMEs) globally<sup>3</sup>
- 96 million are formal employer MSMEs outside the US in mid-high income nations<sup>4</sup>
  - Additional A\$37 billion TAM (A\$140 billion GPV, 480 million projects)

- **Estimated global TAM from MSME market of c.\$48 billion (A\$181 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.

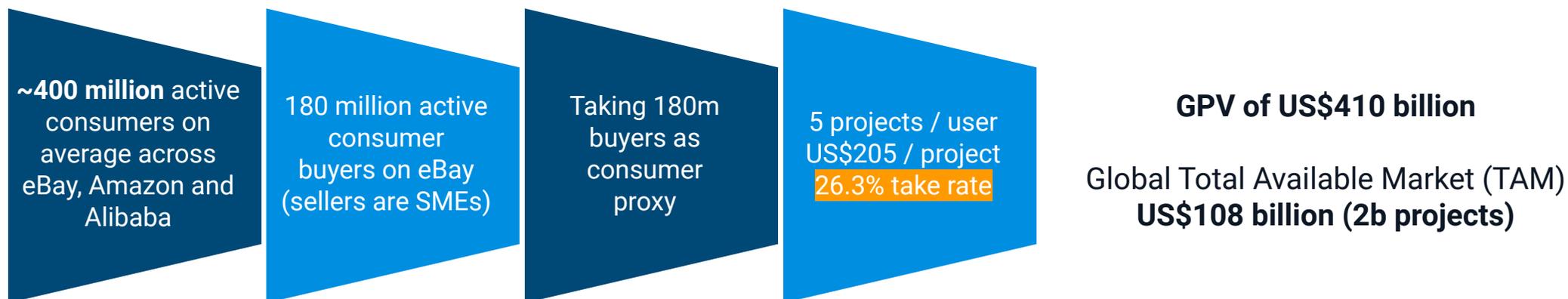
2. Based on Freelancer internal statistics. Average paid value of completed project was US\$167 in FY16. Monetisation rate = \$45.2m / 160m = 28.25%

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

Product marketplaces as proxy of consumer demand indicates TAM of US\$108 billion (2b projects, US\$410b GPV)



				
<b>2018 Revenue</b>	US\$10.7 billion	US\$178 billion <sup>1</sup>	US\$37 billion	A\$51.9 million
<b>2018 GMV/GPV</b>	US\$94.6 billion	US\$258 billion <sup>2</sup>	US\$547 billion <sup>4</sup>	A\$170.1 million
<b>2018 Users</b>	179 million active buyers	310 million active buyers	552 million active buyers	31 million total registered users
<b>Geography</b>	Global	Global	Predominantly China	Global

Source: Company reports, Bloomberg, Statistica, Nasdaq.

<sup>1</sup> Actual year end 31 December 2018

<sup>2</sup> Based on analyst estimates

<sup>3</sup> Google Finance 31 December 2018

<sup>4</sup> Trailing 12 months as at 30 June 2018, 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

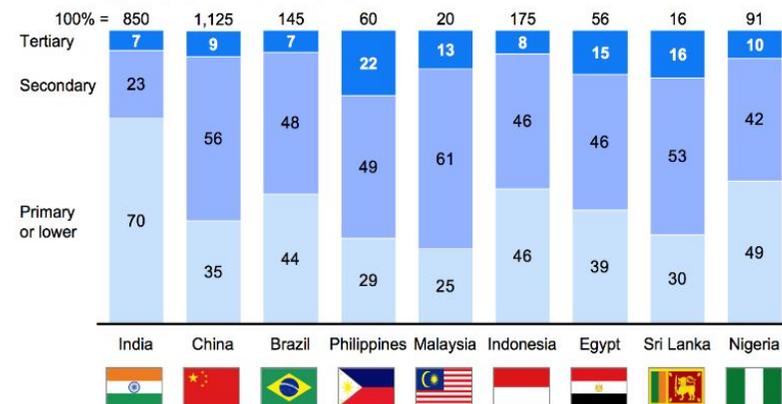
- 2010 global working age population: 3.7 billion, labour force: 2.9 billion<sup>1</sup>

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 <sup>2</sup>	3,000–20,000 <sup>3</sup>	3,000	7,000	25,000–50,000 <sup>4</sup>	10,000–20,000 <sup>5</sup>	20,000–30,000	30,000–45,000

- 2030 projected global labour force: 3.5 billion<sup>1</sup>
- 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
- 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<sup>3</sup>

- There are 220 million people with a tertiary degree between India, China, Brazil, Philippines, Malaysia, Indonesia, Egypt, Sri Lanka and Nigeria
- 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<sup>1</sup>



NOTE: Numbers may not sum due to rounding.

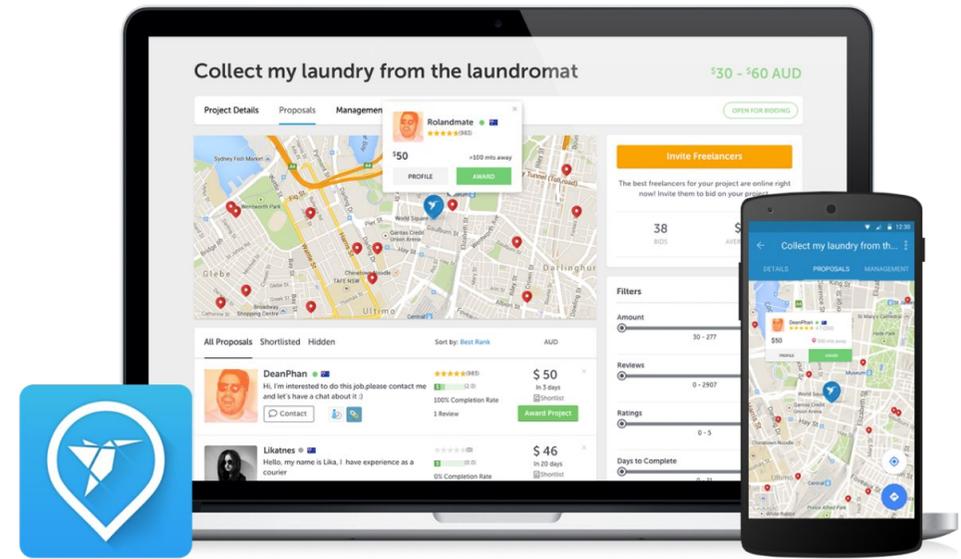
SOURCE: United Nations Population Division (2010 revision); IIASA; ILO; local statistics for India and China; McKinsey Global Institute analysis

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<sup>1</sup>
  - MBO Partners<sup>2</sup> 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<sup>4</sup>



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](http://info.mbopartners.com/rs/mbo/images/2013-MBO_Partners_State_of_Independence_Report.pdf)  
3. <https://www.fool.com/investing/general/2015/04/03/does-a-market-exist-for-amazoncom-incs-home-servic.aspx>  
4. [http://www.nytimes.com/2015/04/13/technology/amazon-google-and-more-are-drawn-to-home-services-market.html?\\_r=0](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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