



ASX Announcement | 30 January 2015

Freelancer extends market position with record cash receipts in Q4 2014, expects to continue strong growth in revenue in 2015

Friday, 30th January 2015 - Freelancer Limited (ASX: FLN) (**Freelancer** or the **Company**), the world's largest freelancing and crowdsourcing marketplace, today released its Quarterly Appendix 4C statement for the quarter ending 31 December 2014 (**Q4 2014**).

The company experienced record receipts from customers of \$7.4 million in Q4 2014, up 7.6% over Q3 2014, and up 42.1% over the prior corresponding period.

At 31 December 2014, Freelancer had cash balances of \$20.2 million, increasing from \$19.7 million as at the end of Q3 2014.

Matt Barrie, Chief Executive of Freelancer Limited, commented on the results, "Freelancer continues to demonstrate exceptional growth, with record receipts from customers, registered users and posted projects during the quarter and for the 2014 full financial year. We expect that exceptional growth will continue in 2015 as it has each year for the last five years since the company was founded."

Freelancer.com update

Freelancer continued to experience strong growth in key operating metrics as numerous product enhancements shipped in Q4 2014 which continued to improve the award-winning user experience.

Freelancer ended the year on 31 December 2014 with 14.3 million registered users (2013: 9.7 million) and 6.9 million projects & contests posted (2013: 5.2 million).

User acquisition increased strongly in 2014, with 4.6 million new registered users, up 60% from 2013 (2.9 million users). Similarly project & contest postings accelerated to 1.6 million in 2014, up 31% from 1.2 million in 2013 (up 21% from 2012).

	2013	2014	Growth Y/Y
New registered users	2.9 million	4.6 million	+60%
New projects & contests posted	1.2 million	1.6 million	+31%

Both the Freelancer iOS and Android apps, together with the mobile web version of the Freelancer.com website saw major improvements in Q4 2014. In the quarter, a number of product releases brought the Android App to be closer to feature parity with the main Freelancer.com website. In Q4 2014, we launched the Freelancer iOS app, and will continue to iterate the product to match the Android feature-set through Q1 2015.

Freelancer's Online Economy¹



¹ 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 dollar volume of work. White dots indicate the location of Freelancer's users. Edges are sampled data from awarded projects in the period indicated.



About Freelancer

Quadruple Webby award-winning Freelancer.com is the world's largest freelancing and crowdsourcing marketplace by total number of users and projects posted. Over 14 million registered users have posted more than 7 million projects and contests to date in over 700 areas as diverse as website development, logo design, marketing, copywriting, astrophysics, aerospace engineering and manufacturing. Freelancer Limited is listed on the Australian Securities Exchange under the ticker ASX:FLN.

Forward looking statements

This document contains certain "forward-looking statements". The words "anticipate", "believe", "expect", "project", "forecast", "estimate", "outlook", "upside", "likely", "intend", "should", "could", "may", "target", "plan" and other similar expressions are intended to identify forward-looking statements. Indications of, and guidance on, future earnings and financial position and performance, including Freelancer's FY15 outlook, are also forward-looking statements, as are statements regarding Freelancer's plans and strategies and the development of the market.

Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of Freelancer, which may cause actual results to differ materially from those expressed or implied in such statements.

Freelancer cannot give any assurance or guarantee that the assumptions upon which management based its forward-looking statements will prove to be correct or exhaustive beyond the date of its making, or that Freelancer's business and operations will not be affected by other factors not currently foreseeable by management or beyond its control. Such forward-looking statements only speak as at the date of this announcement and Freelancer assumes no obligation to update such information. The release, publication or distribution of this document in jurisdictions outside Australia may be restricted by law. Any failure to comply with such restrictions may constitute a violation of applicable securities laws.