Freelancer Limited

Half-Year Report 2018



Appendix 4D For the half year ended 30 June 2018

Freelancer Limited ACN 141 959 042

Results for announcement to the market

For the half year ended 30 June 2018 ("current period")

	30 June 2018 \$000	6 months ended 30 June 2017	30 June 2017 \$000
Revenues from ordinary activities	24,686	down 7.2%	26,605
Loss from ordinary activities after tax attributable to shareholders	(769)	down 8.2%	(711)
Net loss for the period attributable to shareholders	(769)	down 8.2%	(711)

No dividends have been declared for the reporting period.

30	June 2018 (Cents)	30 June 2017 (Cents)
Net tangible assets per security	0.11	1.2

Additional Appendix 4D disclosure requirements can be found in the notes to the Interim Financial Report and the Directors' Report for the half year ended 30 June 2018. Information should be read in conjunction with Freelancer Limited's 2017 Annual Report and the attached Interim Financial Report.

This report is based on the consolidated Interim Financial Report for the half year ended 30 June 2018 which has been reviewed by Hall Chadwick with the Independent Auditor's Review Report included in the Interim Report.

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Freelancer Limited Directors' Report

The Directors present their report together with the financial statements of the consolidated entity (the Group), consisting of Freelancer Limited (the Company) and its controlled entities for the half-year ended 30 June 2018 and the Independent Auditor's Review Report thereon.

Directors

The names of the Directors of Freelancer Limited during the half-year and up to the date of this report are as follows:

Matt Barrie Chairman and Chief Executive Officer

Darren Williams Non-Executive Director Simon Clausen Non-Executive Director

Review of operations

During the half-year ended 30 June 2018, the Group generated net revenue of \$24.7 million, down 7% on the prior corresponding period (1H17: \$26.6 million).

The online marketplace segment generated net revenue of \$21.2 million, down 8% on the prior corresponding period primarily due to lower membership revenues, which has been driven by lower value plans even though the number of users on memberships is at an all time high.

The online payment services segment generated net revenue of \$3.5 million, up 11% on the prior corresponding period.

Gross Payment Volume¹ (unaudited) grew by 25% on 1H17, primarily driven by growth in the online payments services segment of 34% on prior corresponding period.

Gross profit for the half-year ended 30 June 2018 was \$21.1 million, down 7% on the prior corresponding period (1H17: \$22.8 million) due to lower revenues. Gross margin of 85% was in line with the prior corresponding period.

Total operating expenses were \$22.1 million, down 6% on the prior corresponding period (1H17: \$23.5 million), driven by tight cost control in all operating expense categories and as the business continues to achieve operating leverage in engineering, support and functional areas.

The Group reported an operating net loss after tax of \$(0.5) million (1H17: \$(0.2) million) and an operating EBITDA² loss of (\$0.4) million (1H17: \$0.1 million). Operating cash flow was positive \$0.4 million (1H17: \$1.5 million).

Dividends paid or recommended

In respect of the half-year ended 30 June 2018, there have been no dividends paid or provided for (1H17: nil).

Auditor's independence declaration

A copy of the Auditor's independence declaration as required under section 307C of the Corporations Act 2001 is set out on page 6.

Rounding off of amounts

The Company is a company of the kind referred to in Australian Securities and Investments Commission Instrument 2016/191. Amounts in the Directors' Report and the accompanying financial statements have been rounded off in accordance with that Class Order to the nearest thousand dollars, unless otherwise stated.

This report is made in accordance with a resolution of Directors.

Matt Bane

Matt Barrie Chairman 31 July 2018

¹ Gross Payment Volume (GPV) is calculated as the total payments to Freelancer and Escrow users for products and services transacted through the Freelancer and Escrow websites plus total Freelancer and Escrow revenue.

² Operating earnings are exclusive of non-cash share based payments expense of \$300k in the half-year period ended 30 June 2018.

Auditor's Independence Declaration



FREELANCER LIMITED ABN 66 141 959 042 AND CONTROLLED ENTITIES

AUDITOR'S INDEPENDENCE DECLARATION UNDER SECTION 307C OF THE CORPORATIONS ACT 2001 TO THE DIRECTORS OF FREELANCER LIMITED

I declare that, to the best of my knowledge and belief, during the half-year ended 30 June 2018 there have been no contravention of:

- the auditor independence requirements as set out in the Corporations Act 2001 in relation to the review, and
- (b) any applicable code of professional conduct in relation to the review

Hall Chadwick Level 40, 2 Park Street Sydney, NSW 2000

Skumar

Hall Chadwick

Sandeep Kumar Partner

Dated: 31 July 2018

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Freelancer Limited Consolidated Statement of Profit or Loss and Other Comprehensive Income For the half-year ended 30 June 2018

		30 Jun 2018	30 Jun 2017
	Note	\$000	\$000
Revenue	3	24,686	26,605
Cost of sales		(3,592)	(3,820)
Gross profit		21,094	22,785
Employee expenses		(10,020)	(11,124)
Administrative expenses		(5,100)	(5,304)
Marketing related expenses		(4,587)	(4,363)
Occupancy expenses		(1,310)	(1,470)
Foreign exchange losses		(476)	(382)
Depreciation and amortisation expenses		(299)	(366)
Share based payments expense		(300)	(532)
Finance costs		(24)	(8)
Loss before income tax		(1,022)	(763)
Income tax benefit		253	52
Loss after tax		(769)	(711)
Other comprehensive income			
Items that may be reclassified to profit or loss:			
Exchange differences on translation of foreign operations		(129)	(22)
Total comprehensive loss for the half-year		(898)	(733)
Earnings per share		Cents	Cents
Basic earnings per share	6	(0.17)	(0.16)
Diluted earnings per share	6	(0.17)	(0.16)

The above statement of profit or loss and other comprehensive income should be read in conjunction with the accompanying notes.

Freelancer Limited Consolidated Statement of Financial Position

As at 30 June 2018

	Note	30 Jun 2018 \$000	31 Dec 2017 \$000
Assets			
Current assets			
Cash and cash equivalents		33,312	31,908
Trade and other receivables		3,148	3,058
Current tax assets		111	105
Other assets		996	869
Total current assets		37,567	35,940
Non-current assets			
Trade and other receivables		1,170	871
Plant and equipment		621	913
Intangible assets		26,474	26,442
Other assets		517	521
Deferred tax assets		4,324	4,003
Total non-current assets		33,106	32,750
Total assets		70,673	68,690
Liabilities			
Current liabilities			
Trade and other payables		35,681	32,956
Current tax liabilities		52	61
Provisions		1,745	2,020
Deferred revenue		1,003	911
Total current liabilities		38,481	35,948
Non-current liabilities			
Deferred tax liabilities		5	5
Provisions		562	509
Deferred Revenue		300	305
Total non-current liabilities		867	819
Total liabilities		39,348	36,767
Net assets		31,325	31,923
Equity			
Contributed equity	4	38,049	38,049
Reserves	5	3,612	3,441
Accumulated losses	-	(10,336)	(9,567)
Total equity		31,325	31,923

The above statement of financial position should be read in conjunction with the accompanying notes.

Freelancer Limited Consolidated Statement of Changes in Equity For the half-year ended 30 June 2018

	Contributed Equity	Share based payments	Foreign currency translation reserve	(Accumulated losses)	Total Equity
No	ote \$000	\$000	\$000	\$000	\$000
Balance at 1 January 2017	37,750	2,838	(405)	(4,794)	35,389
Loss for the half-year	-	-	-	(711)	(711)
Exchange differences on translation of foreign operations	-	-	(22)	-	(22)
Total comprehensive loss for the half-year			(22)	(711)	(733)
Transactions with owners in their capacity as owners:					
Contributions of equity arising from repayment of ESP loans	204	-	-	-	204
Share based payments	-	532	-	-	532
Balance at 30 June 2017	37,954	3,370	(427)	(5,505)	35,392

		Contributed Equity	Share based payments	Foreign currency translation reserve	(Accumulated losses)	Total Equity
	Note	\$000	\$000	\$000	\$000	\$000
Balance at 1 January 2018		38,049	3,824	(383)	(9,567)	31,923
Loss for the half-year		-	-	-	(769)	(769)
Exchange differences on translation of foreign operations	5	-	-	(129)	-	(129)
Total comprehensive loss for the half-ye	ear			(129)	(769)	(898)
Transactions with owners in their capacity as owners:						
Share based payments		-	300	-	-	300
Balance at 30 June 2018		38,049	4,124	(512)	(10,336)	31,325

The above statement of changes in equity should be read in conjunction with the accompanying notes.

Freelancer Limited Consolidated Statement of Cash Flows

For the half year ended 30 June 2018

	Note	30 Jun 2018 \$000	30 Jun 2017 \$000
Cash flows from operating activities	Note	φ000	\$000
Receipts from customers (inclusive of GST)		24,938	25,800
Payments to suppliers and employees (inclusive of GST)		(24,483)	(24,285)
Interest received		14	12
Income taxes paid		(72)	(29)
Net cash inflow from operating activities		397	1,498
Cash flows from investing activities			
Payments for plant and equipment		(28)	(181)
Proceeds from disposal of plant and equipment		23	-
Payments for intangible assets		(32)	(741)
Proceeds on working capital adjustment from Escrow.com		-	326
Net cash (outflow) from investing activities		(37)	(596)
Cash flows from financing activities			
Contributions of equity arising from repayment of ESP loans		-	204
Net cash inflow from financing activities		-	204
Net increase in cash and cash equivalents		360	1,106
Cash and cash equivalents at beginning of the financial year		31,908	34,779
Effects of exchange rate changes on cash and cash equivalents		1,044	(1,172)
Cash and cash equivalents at end of the half-year		33,312	34,713

The above statement of cash flows should be read in conjunction with the accompanying notes.

For the half year ended 30 June 2018

Contents of the notes to the consolidated financial statements

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For the half year ended 30 June 2018

1. Basis of preparation

This interim report for the half-year reporting period ended 30 June 2018 has been prepared in accordance with Australian Accounting Standard AASB 134 Interim Financial Reporting and the Corporations Act 2001. Freelancer Limited is a for-profit entity for the purpose of preparing the interim financial statements. The financial statements are for the consolidated entity consisting of Freelancer Limited and its subsidiaries.

This consolidated interim financial report does not include all the notes of the type normally included in an annual financial report. Accordingly, this report is to be read in conjunction with the annual report for the year ended 31 December 2017 and any public announcements made by Freelancer Limited during the interim reporting period in accordance with the continuous disclosure requirements of the Corporations Act 2001. These interim financial statements were authorised for issue on 31 July 2018.

The Directors believe that there are reasonable grounds that the company is able to pay its debts as and when they fall due. The Group has a significant cash balance at 30 June 2018 and has projected a profitable financial year for the full year ending 31 December 2018 based on increased revenue and a planned reduction in expenses.

(a) Accounting policies

The accounting policies adopted in the preparation of the consolidated interim financial statements are consistent with those adopted in the Group's annual financial report for the year ended 31 December 2017.

(b) Rounding of amounts

The Company has applied the relief available to it under ASIC Instrument 2016/191. Accordingly, amounts in the financial statements and Directors' Report have been rounded off to the nearest \$1,000.

2. Segment information

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision maker (CODM). The Board of Directors are identified as the CODM.

Identification of reportable operating segments

The Group is organised into two operating segments: namely an online marketplace and online payment services. These segments are based on the internal reports that are reviewed and used by the CODM in assessing performance and in determining the allocation of resources (AASB 8 para. 5(b)).

The CODM assess the performance of the operating segments based on a measure of revenue and operating EBITDA (earnings before share based payments, interest, tax, depreciation and amortisation). The accounting policies adopted for internal reporting to the CODM are consistent with those adopted in the financial statements.

The Group operates in Australia and has staff and operations in Philippines, United Kingdom, United States and Canada in addition to Australia. These geographic operations are considered, based on internal management reporting and the allocation of resources by the Group's CODM, as one geographic segment. The information reported to the CODM is at least on a monthly basis.

Half-year end 30 June 2018	Online Marketplace	Online payment services	Total
Segment revenue			
Segment revenue	21,188	3,498	24,686
Total segment revenue	21,188	3,498	24,686
Segment result			
Segment (loss) / profit	(889)	466	(423)
Share based payments	-	-	(300)
Depreciation and amortisation expenses	-	-	(299)
Loss before income tax	-	-	(1,022)
Income tax benefit	-	-	253
Loss for half-year	-	-	(769)

For the half year ended 30 June 2018

Segment Assets At 30 Jun 2018	Online Marketplace	Online Payments	Total
Segment assets	40,018	6,350	46,368
Intergroup eliminations	(5,093)		(5,093)
Deferred tax assets			4,324
Intangibles			25,074
Total assets	34,925	6,350	70,673
Segment liabilities At 30 June 2018			
Segment liabilities	(37,499)	(6,937)	(44,436)
Intergroup eliminations		5,093	5,093
Deferred tax liabilities			(5)
Total liabilities	(37,499)	(1,844)	(39,348)
Half-year end 30 June 2017	Online Marketplace	Online payment services	Total
Segment revenue			
Segment revenue	23,466	3,139	26,605
Total segment revenue	23,466	3,139	26,605
Segment result			
Segment (loss) / profit	553	(418)	135
Share based payments	-	-	(532)
Depreciation and amortisation expenses	-	-	(366)
Loss before income tax	-	-	(763)
Income tax benefit	-	-	52
Loss for half-year	-	-	(711)
Segment Assets At 31 December 2017	Online Marketplace	Online Payments	Tota
Segment assets	38,806	5,393	44,199
Intergroup eliminations	(4,554)		(4,554)
Deferred tax assets			4,003
Intangibles			25,042
Total assets	34,252	5,393	68,690
Segment liabilities At 31 December 2017			
Segment liabilities	(35,072)	(6,244)	(41,316)
Intergroup eliminations	. ,	4,554	4,554
- ·		•	•
Deferred tax liabilities			(5)

For the half year ended 30 June 2018

3. Revenue

	30 Jun 2018	30 Jun 2017
Sales revenue	\$000	\$000
Marketplace and payment services	24,577	26,146
Other revenue		
Interest income	13	17
Government grants	72	111
Proceeds from working capital adjustment on acquisition of Escrow.com	-	326
Other	24	5
Total revenue	24,686	26,605

4. Contributed equity

Contributed equity arising from repayment of ESP loans

(a) Share capital

		30 Jun 2018	31 Dec 2017	30 Jun 2018	31 Dec 2017
	Note	Number	Number	\$000	\$000
Ordinary shares					
Fully paid	4(b)	454,930,638	456,835,488	38,049	38,049
Total share capital				38,049	38,049
(b) Movements in ordinary share (capital				
(b) Movements in ordinary share of Reconciliation to 31 December 20°	-		Number of shares	Average price	\$000
. ,	-				\$000
Reconciliation to 31 December 20	17		of shares		
Reconciliation to 31 December 20° Balance at 1 July 2017	17		of shares		

Balance at 31 December 2017	456,835,488		38,049
Reconciliation to 30 June 2018	Number of shares	Average price	\$000
Balance at 31 December 2017	456,835,488		38,049
Issue / (cancellation) of ordinary shares:			
Issue of ESP shares	15,150	\$0.40	-
Buy-back and cancellation of ESP shares	(1,920,000)	\$1.03	-
Balance at 30 June 2018	454,930,638		38,049

95

Adjustments for calculation of ordinary shares used in

Weighted average number of ordinary shares used in

calculating diluted earnings per share:

calculating diluted earnings per share

ESP shares

For the half year ended 30 June 2018

5. Equity – reserves

a) Movements	30 Jun 2018	31 Dec 2017
	\$000	\$000
Share based payment reserve movements		
Balance at the beginning of the half-year	3,824	3,370
Share based payment expense	300	454
Balance at the end of the half-year	4,124	3,824
Foreign currency translation reserve movements		
Balance at the beginning of the half-year	(383)	(427)
Currency translation differences arising during the half-year	(129)	44
Balance at the end of the half-year	(512)	(383)
Total reserves	3,612	3,441
6. Earnings per share (EPS)		
	30 Jun 2018	30 Jun 2017
	Cents	Cents
(a) Basic earnings per share		
From operations attributable to the ordinary equity of the Company	(0.17)	(0.16)
Total basic earnings per share attributable to the ordinary equity holders of the Company	(0.17)	(0.16)
(b) Diluted earnings per share		
From operations attributable to the ordinary equity of the Company	(0.17)	(0.16)
Total basic earnings per share attributable to the ordinary equity holders of the Company	(0.17)	(0.16)
(c) Reconciliation of earnings used in calculating earnings per share Basic earnings per share:	\$000	\$000
Loss from continuing operations	(769)	(711)
Diluted earnings per share:		
Loss attributable to the ordinary equity holders of the Company	(769)	(711)
	30 Jun 2018	30 Jun 2017
(d) Weighted accompany more hand fall accompany to the	Shares	Shares
(d) Weighted average number of shares used as the denominator		
Weighted average number of ordinary shares used in calculating basic earnings per share	449,319,021	448,911,410

9,816,671

458,728,081

6,455,214

455,774,235

For the half year ended 30 June 2018

7. Contingent liabilities

Except for the items listed below, there are no other material contingent liabilities as at 30 June 2018:

- a collateral amount of USD450,000 (31 December 2017: USD100,000) is in place in one of the Group's PayPal accounts in favour of PayPal Australia Pty Ltd;
- term deposits of \$74,019 (31 December 2017: \$71,257) are secured for corporate credit card facilities in place;
- deposits of \$1,200,000 (31 December 2017: \$1,200,000) are held by various credit card processing providers, as security for any contractual compensation arising under these agreements;
- included in cash is an amount of \$724,000 on term deposit (31 December 2017: \$724,000), which is secured against a bank guarantee that has been provided to the lessor in respect of premises occupied by the Company at Level 20, 680 George Street Sydney.
- included in cash is an amount of USD455,000 (31 December 2017: USD455,000), which is secured in connection with surety bonds in place with certain regulators in the US.
- Included in cash is an amount of USD82,000 (31 December 2017: USD82,000), which is held as a reserve to satisfy
 escrow regulatory requirements in respect of credit card transactions.

8. Commitments for expenditure

(a) Non-cancellable operating leases

The Group has entered into commercial leases for office property. As at 30 June 2018 these leases had remaining lives ranging from 6 months up to 40 months. Rentals paid under operating leases are charged to the income statement on a straight line basis over the period of the lease. Future minimum rentals payable under non-cancellable operating leases as at 30 June 2018 are as follows:

	30 Jun 2018	31 Dec 2017 \$000
	\$000	
Less than one year	2,088	2,313
Between one and five years	1,777	2,153
More than five years	-	_
Total operating lease commitments	3,865	4,466

(b) Non-cancellable operating services

The Group has entered into a commercial agreement for web hosting services with an annual fee commitment for 2 years commencing on 1 January 2018. Fees paid under this agreement are charged to the income statement on a usage basis over the period of the agreement. This commitment is fixed in USD. The future minimum fee commitment under this agreement has been calculated using the spot exchange rate at 30 June 2018 and may be subject to variation due to changes in exchange rates. The amounts are as follows:

	30 Jun 2018	31 Dec 2017 \$000
	\$000	
Less than one year	5,133	4,639
Between one and five years	2,689	5,103
More than five years	-	<u>-</u>
Total operating lease commitments	7,822	9,742

(c) Other capital commitments

There were no capital commitments as at 30 June 2018.

9. Events occurring after the reporting date

There are no other matters or circumstances that have arisen since 30 June 2018 that have significantly affected, or may significantly affect:

- the aggregated entity's operations in the future financial years, or the results of those operations in future financial years, or
- the aggregated entity's state of affairs in the future financial affairs.

Freelancer Limited

Directors' Declaration

In the Directors' opinion:

- (a) the Financial Statements and notes of the consolidated entity set out on pages 7 to 16 are in accordance with the Corporations Act 2001, including:
 - (i) giving a true and fair view of the consolidated entity's financial position as at 30 June 2018 and of its performance for the half-year period ended on that date; and
 - (ii) comply with Accounting Standard 134 "Interim Financial Reporting";
- (b) there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable; and

This declaration is made in accordance with a resolution of the Directors.

On behalf of the directors

Matt Barnè

Matt Barrie Chairman

31 July 2018

Independent Auditor's Report



FREELANCER LIMITED ABN 66 141 959 042

INDEPENDENT AUDITOR'S REVIEW REPORT TO THE MEMBERS OF FREELANCER LIMITED

Report on the Half-year Financial Report

We have reviewed the accompanying half-year financial report of Freelancer Limited, which comprises the consolidated statement of financial position as at 30 June 2018, the consolidated statement of profit or loss and other comprehensive income, consolidated statement of changes in equity, and consolidated statement of cash flows for the half-year ended on that date, notes comprising a summary of significant accounting policies and other explanatory information and the directors' declaration.

Directors' Responsibility for the Half-Year Financial Report

The directors of Freelancer Limited are responsible for the preparation of the half-year financial report that gives a true and fair view in accordance with Australian Accounting Standards (including Australian Accounting Interpretations) and the *Corporations Act* 2001 and for such internal control as the directors determine is necessary to enable the preparation of the half-year financial report that is free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express a conclusion on the half-year financial report based on our review. We conducted our review in accordance with Auditing Standard on Review Engagements ASRE 2410: Review of a Financial Report Performed by the Independent Auditor of the Entity, in order to state whether, on the basis of the procedures described, we have become aware of any matter that makes us believe that the half-year financial report is not in accordance with the *Corporations Act 2001* including: giving a true and fair view of Freelancer Limited's financial position as at 30 June 2018 and its performance for the half-year ended on that date, and complying with Accounting Standard AASB 134: Interim Financial Reporting and the *Corporations Regulations 2001*. As the auditor of Freelancer Limited, ASRE 2410 requires that we comply with the ethical requirements relevant to the audit of the annual financial report.

A review of a half-year financial report consists of making enquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and review procedures. A review is substantially less in scope than an audit conducted in accordance with Australian Auditing Standards and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

Independence

In conducting our review, we have complied with the independence requirements of the Corporations Act 2001.

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FREELANCER LIMITED ABN 66 141 959 042

INDEPENDENT AUDITOR'S REVIEW REPORT TO THE MEMBERS OF FREELANCER LIMITED

Conclusion

Based on our review, which is not an audit, we have not become aware of any matter that makes us believe that the half-year financial report of Freelancer Limited is not in accordance with the Corporations Act 2001 including:

- giving a true and fair view of Freelancer Limited's financial position as at 30 June 2018 and of its performance for the half-year ended on that date; and
- (ii) complying with AASB 134: Interim Financial Reporting and the Corporations Regulations 2001.

Hall Chadwick Level 40, 2 Park Street Sydney, NSW 2000

Skumar

Hall Chadwick

Sandeep Kumar

Partner Dated: 31 July 2018

Freelancer Limited

Corporate Directory

Company Directors

Mr Robert Matthew Barrie Mr Darren Nicholas John Williams Mr Simon Alvin Clausen Chairman and Chief Executive Officer Non Executive Director Non-Executive Director

Company Secretary

Mr Neil Leonard Katz

Registered Office

Level 20 680 George Street Sydney NSW 2000 Telephone: +61 (02) 8599 2700

Share Registry

Boardroom Limited Level 7 207 Kent Street Sydney NSW 2000

External Auditors

Hall Chadwick Level 40 2 Park Street Sydney NSW 2000

Securities exchange listing

Freelancer Limited shares are listed on the Australian Securities Exchange (Listing code: FLN)

