Freelancer Limited | 28 July 2026

Group GMV up 30.9% to A$574.6m; revenue down 12.1%, broadly flat in constant currency

Freelancer Limited (ASX: FLN; OTCQX: FRLCY) today released its results for the six months ended 30 June 2026.

Group Gross Marketplace Value (GMV) increased 30.9% to A$574.6 million, led by Escrow.com and Loadshift. Group revenue declined 12.1% to A$23.9 million and gross profit declined 10.4% to A$20.9 million. Gross margin improved 2.1 percentage points to 87.4%.

The Group delivered EBITDA of A$1.1 million and a near-breakeven result, with an operating loss of A$0.3 million. Net loss after tax was A$2.1 million, after a A$2.4 million non-cash impairment of non-core digital assets. The Group held A$17.9 million in cash at 30 June 2026 and remains debt-free.

The half delivered mixed operating performance. Growth in Escrow.com and Loadshift was offset by lower activity in the Freelancer marketplace. Because that growth was concentrated in higher-value, lower-take-rate escrow transactions while activity fell in the higher-take-rate Freelancer marketplace, Group GMV and Group revenue moved in opposite directions. Reported Australian-dollar results were further affected by a weaker US dollar: with 72% of Group revenue denominated in US dollars, revenue was broadly flat in USD terms, down 2.6%, against a reported decline of 12.1%.

The principal issues affecting the Freelancer marketplace have been identified and are being addressed, with work underway across platform integrity, organic acquisition, payment acceptance and customer experience. The Group has also implemented cost efficiencies and practical AI initiatives intended to improve operating leverage through 2H26 and into FY27.

A$m	1H26	1H25	Change	Change (cc)
Gross Marketplace Value				
Freelancer	42.4	53.2	(20.3%)	(11.7%)
Loadshift	14.6	13.4	9.6%	
Escrow.com	517.6	372.5	39.0%	54.6%
Total	**574.6**	**439.1**	**30.9%**	**45.5%**
Gross revenue				
Freelancer	14.9	19.4	(23.2%)	(15.0%)
Loadshift	1.8	1.6	12.2%	
Escrow.com	7	6.1	15.1%	27.7%
Other	0.2	0.1	n/m	
Total	**23.9**	**27.2**	**(12.1%)**	**(2.6%)**

Loadshift transacts in Australian dollars; constant-currency growth is not presented.

Key financials

- Group GMV of **A$574.6 million**, up 30.9% (US$403.8 million, up 45.5%)
- Group revenue of **A$23.9 million**, down 12.1% (US$16.8 million, down 2.6%)
- Gross profit of **A$20.9 million**, down 10.4%; gross margin of 87.4%, up from 85.3%
- EBITDA of **A$1.1 million**, down from A$3.8 million
- Operating loss of **A$0.3 million**, compared with an operating profit of A$1.8 million
- Net loss after tax of **A$2.1 million**, including a A$2.4 million non-cash impairment
- Cash and cash equivalents of **A$17.9 million**; the Group remains debt-free

Strategic highlights

- **Escrow.com** delivered GMV of A$517.6 million and revenue of A$7.0 million, with growth across domain names, IPv4 addresses and other high-value categories. Escrow.com recorded its seventh consecutive year of profitability.
- **Loadshift** delivered record revenue and GMV, with double digit growth in loads.
- **Freelancer** implemented platform integrity controls and began remediation of organic search performance and payment acceptance.
- **Product**: Escrow.com progressed a new banking integration, released Escrow 2.0 to early-access users and introduced default disbursement. Loadshift released

redesigned carrier onboarding, a 48-hour listing refresh, "post on behalf" functionality, an enterprise dashboard and privacy-protected embedded calling.

- **AI** was deployed across customer support, engineering, marketplace moderation, matching and fraud prevention.

Chief Executive commentary

"Escrow.com grew GMV 39% and delivered its seventh consecutive year of profitability. Loadshift had its best half on record. That is what a diversified business is for: it gives you room to fix something properly instead of patching it.

"The Freelancer marketplace had a hard half, and the causes are not mysterious. We tightened integrity controls and caught legitimate customers alongside the bad actors. AI scrapers destabilised the site, and the remediation cost us search rankings. A gateway migration exposed payment acceptance problems that had quietly been costing us for some time. All three are identified, all three are being fixed.

"For the second half the priorities are narrow: Freelancer product stability under new leadership and getting Freelancer growing again, keep Escrow.com compounding, lift Loadshift monetisation, and use AI where it moves a number rather than where it makes a headline.

"We are debt-free and close to breakeven. Nearly every problem in front of us is one we caused ourselves, which means it is one we can undo."

Group financial performance

Gross profit declined 10.4% to A$20.9 million, while gross margin improved to 87.4% from 85.3%, reflecting the shift in revenue mix toward Escrow.com, where cost of sales is largely fixed against transaction volume.

Employee expenses decreased 4.4% and hosting costs decreased 5.0%, reflecting active workforce management, operating efficiencies and supplier negotiations. Administrative expenses increased 31.0%, driven by investment in AI tooling and token usage and by additional compliance costs at Escrow.com. Total operating expenses increased 1.8%.

The Group recorded an operating loss of A$0.3 million, compared with an operating profit of A$1.8 million in 1H26. The operating result includes the net impact of the Group's Sydney lease arrangements and sublease income, and adjustments for rent capitalised under AASB 16.

Net loss after tax was A$2.1 million, primarily reflecting a A$2.4 million non-cash impairment of non-core digital assets. The impairment follows the Group's decision to concentrate on its core Freelancer, Escrow.com and Loadshift businesses, the carrying values of which remain supported.

The result also included a A$0.9 million foreign exchange gain, arising principally from translation of net foreign-denominated liabilities, compared with a A$1.0 million gain in 1H26.

Cash and cash equivalents were A$17.9 million at 30 June 2026, down from A$22.9 million at 31 December 2025. Positive operating cash flow before working capital was offset by lease payments, working capital movements, capital expenditure and the acquisition of non-controlling interests in Loadshift. The Group remains debt-free.

Freelancer marketplace: issues identified, remediation underway

Freelancer GMV declined 20.3% to A$42.4 million, and 11.7% on a constant-currency basis. Revenue declined 23.2% to A$14.9 million, and 15.0% on a constant-currency basis.

Three operational factors accounted for the decline:

1. **Platform integrity controls**. Enhanced security measures, including two-factor authentication, introduced additional login friction and caused churn among returning customers. Settings were optimised during 2Q26 to reduce unnecessary friction while maintaining stronger fraud controls.

2. **Organic search disruption**. A sharp escalation in automated AI scraping affected site stability. Remediation measures, including rate limiting, resulted in search engine de-indexation. Stability has since been restored and traffic is now above pre-de-indexation levels, with project volumes lifting. An SEO specialist has been engaged and further recovery is targeted during 2H26.

3. **Payment acceptance**. A payment gateway migration in 1Q26 reduced acceptance rates. Comparing gateways side by side revealed long-standing acceptance issues at some providers that had been masked by aggregate volumes. Volume is being progressively migrated away from underperforming gateways.

The Company launched a redesigned homepage and vertical-specific landing pages during the half to improve acquisition, project posting and conversion. AI-powered search, matching and ranking signals are being introduced to help customers identify relevant freelancers based on demonstrated skills and prior project history.

Management expects financial performance to follow the recovery in traffic and project volumes, though the timing of that flow-through is not yet certain.

Escrow.com: scaling with operating leverage

Escrow.com GMV increased 39.0% to A$517.6 million, and 54.6% on a constant-currency basis. Revenue increased 15.1% to A$7.0 million, and 27.7% on a constant-currency basis. Gross profit increased 21.8% to A$6.7 million, with gross margin expanding 5.5 percentage points to 95.7%.

Growth was led by domain names, where GMV increased 56% to US$255.2 million, and IPv4 addresses, where GMV increased 70% to US$34.7 million. Escrow.com also entered wholesale electronics during the half; the category grew rapidly from a small base and is expected to become the second-largest vertical.

The take rate declined to 1.35% from 1.63%, reflecting a greater contribution from larger transactions, which carry lower percentage fees. Revenue growth on a broadly stable cost base drove improved operating leverage, and the business recorded its seventh consecutive year of profitability.

During the half, Escrow.com progressed a new banking integration including real-time payments, released Escrow 2.0 to early-access users and introduced default disbursement functionality.

Escrow.com has now secured more than US$8.3 billion in transaction value for approximately 3 million lifetime customers.

Loadshift: record half

Loadshift GMV increased 9.6% to A$14.6 million and revenue increased 12.2% to A$1.8 million, both records for the business. The platform has now carried more than 1 billion kilometres of freight since inception.

Product releases during the half included redesigned carrier onboarding, a 48-hour listing refresh, "post on behalf" functionality, an enterprise dashboard and a bridge from the PSTN to the in-app calling. Embedded calling is intended to improve conversion and reduce off-platform activity; the benefit is expected to be seen in 2H26.

Loadshift also secured record media coverage during the half as an authority on the fuel crisis, and exhibited at major industry events including EXA Perth, Diesel Dirt & Turf, Sydney Build, Hire26 and the Queensland Mining Expo.

The Group continues to assess opportunities to improve monetisation, strengthen enterprise workflows and expand Loadshift into additional jurisdictions.

AI: execution and marketplace quality

AI is being applied where it changes a measurable outcome rather than as a product feature.

In customer support, all Tier 1 tickets are now routed to AI first, with approximately 11% resolved end-to-end without human involvement. This reduces manual workload and allows support staff to concentrate on complex issues.

In engineering, AI-assisted development is being used for selected bug fixes and development tasks, with measured uplift in release throughput.

Within the marketplace, AI is improving matching and ranking signals and identifying low-quality, irrelevant or duplicate submissions.

AI is also generating demand. AI development work represented approximately 7.4% of Freelancer GMV in 2Q26, as customers sought specialist help to implement, integrate and manage AI tools.

Increasing customer lifetime value

The Group is assessing opportunities to extend its relationship with customers beyond an initial marketplace or escrow transaction, through adjacent products and services that draw on the Group's existing platforms, customer relationships, data and technology infrastructure. The objective is to deepen engagement, improve retention and create additional revenue over time, while maintaining a disciplined approach to capital allocation.

Outlook

Freelancer enters 2H26 with a focused set of operational priorities:

- improving customer acquisition, payment acceptance and conversion in the Freelancer marketplace;
- continuing growth and product rollout at Escrow.com, including expansion of key verticals;
- improving Loadshift monetisation and enterprise functionality, and progressing selective geographic expansion;
- increasing customer lifetime value across the Group; and
- implementing identified cost savings and AI-led productivity initiatives.

Subject to implementation timing, management expects the benefits of these initiatives to be realised over 2H26 and into FY27.

ENDS

For further information

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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 FY26 and FY27 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.

About Freelancer

Freelancer is the world's largest freelancing and crowdsourcing marketplace by total number of users and projects posted. More than 90 million registered users have posted over 25 million projects and contests to date in more than 4,000 areas as diverse as website development, logo design, marketing, copywriting, astrophysics, aerospace engineering and manufacturing.

Freelancer owns Escrow.com, the leading provider of secure online payments and online transaction management for consumers and businesses on the internet, with more than US$8.3 billion in transactions secured.

Freelancer also owns Loadshift, Australia's largest heavy haulage freight marketplace, with more than 1 billion kilometres of freight posted since inception.

Freelancer Limited is listed on the Australian Securities Exchange under the ticker ASX: FLN and is quoted on the OTCQX Best Market under the ticker FRLCY.