



Press release - 19 May 2020

Strong sales growth in Q1 2020: €69.2M, with organic growth of 29%

Freelance.com (**Euronext Growth Paris - FR0004187367 - ALFRE**), the leading intermediary between companies and freelancers/SMEs, has published its consolidated turnover for the 1st quarter of the 2020 financial year (period from 1 January to 31 March 2020).

Unaudited data in M€ (French standards)	2020 consolidated	2019 consolidated	Variation
Turnover 1 st quarter	69.2	53.7	+29%

Organic growth of +29%, despite the start of the crisis

In the ^{first} quarter of 2020, Freelance.com achieved consolidated revenues of €69.2M, with organic growth of 29% over the period, fully in line with its objective of sustained business growth.

The group started 2020 with the same momentum as it ended 2019 (+26% growth in^{Q4} 2019) and thus aligns a 17th consecutive quarter of double digit growth.

In France, Freelance.com generated €54M in consolidated revenue in ^{Q1} 2020 (+35% growth vs.^{Q1} 2019), representing 78% of the group's total activity over the period.

Internationally (Germany, Morocco, Singapore, Switzerland), business grew by 11% in the ^{first} quarter of 2020 to €15.1M (22% of total business).

After a good start to the year, the health crisis linked to the Covid-19 pandemic, which led to lockdown measures and travel restrictions, disrupted the group's business in France and abroad. Overall, the negative impact of the health crisis on turnover growth in the ^{first} quarter is estimated at around 5 points of growth.

Support for freelancers

Faced with the crisis, Freelance.com has put in place a number of measures to protect the health of its employees, ensure business continuity and protect the group's cash flow.

Freelance.com also wanted to help freelancers who are faced with a decrease or a total stoppage of their business. While some sectors such as IT or Telecom are not as much affected, others such as training or events are under pressure. Freelance.com has therefore individually supported freelancers who expressed the need in their efforts to benefit from aid and set up solutions for advance payments. Online training courses were also offered free of charge to enable everyone to prepare themselves as well as possible for the resumption of business.

For freelancers who have chosen wage portage (via its Ad'Missions subsidiaries), Freelance.com has taken numerous steps with public authorities - in conjunction with the Syndicat des Professionnels de l'Emploi en Portage Salarial (PEPS) - to obtain the implementation of short-time working in the event of suspension, postponement or cancellation of an assignment. This is a major step forward in the recognition of wage portage by the public authorities, and confirms the advantages of this solution in terms of social protection: pension, retirement, unemployment insurance, etc.



Medium and long term perspectives

Although the economic impact of the health crisis will probably have an effect on our future results, our model is based on fundamental trends that are not being challenged, on the contrary: transformation of the relationship to work, quest for independence, increasingly agile and liberated companies, need for expertise, etc.

At this stage, the group is confident in its ability to achieve a 2020 financial year that combines growth and profitability, and to continue its development in the longer term.

Upcoming events:

- Participation in the Gilbert Dupont Small & Midcaps investor forum on 18 June 2020
- Publication of the turnover for the 1st half-year 2020 on 7 September 2020, after the Euronext markets have closed
- Participation in the SFAF's Journée Valeurs Moyennes (JVM) on 8 September 2020

About the Freelance.com group

At the heart of the transformation of the world of work, [Freelance.com](https://www.freelance.com) is the benchmark global platform for the talent - business ecosystem. Its range of solutions - talent recruitment, resource management, wage portage and compliance, etc. - freeing up energies so that talent can have the greatest impact where it is used. Simple, easy to read, intelligent and collaborative, these solutions make life easier for companies and talents, accelerate their success and contribute to the development of liberated work with humanity and responsibility. A pioneering and daring player, [Freelance.com](https://www.freelance.com) has continued to expand its know-how to master the entire ecosystem between companies and talent, with more than 1 million people using its platforms. With 15 regional branches and 4 international locations (Germany, Morocco, Switzerland, UK), the [Freelance.com](https://www.freelance.com) group achieved a turnover of €237M in 2019. The Freelance.com group is listed on Euronext Growth in Paris.

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Number of shares comprising the share capital:

36,144,635 More information on [Freelance.com](https://www.freelance.com)

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