



Press release - 31 August 2020

**Resilience of the Freelance.com business model:
+11% growth in the second quarter 2020
+19% over the first half-year of 2020**

Freelance.com (**Euronext Growth Paris - FR0004187367 - ALFRE**), the leader in the relationship between companies and their external talent, has published its consolidated turnover for the first half-year of the 2020 financial year (period from 1 January to 30 June 2020).

Unaudited data in M€ (French standards)	2020 consolidat ed	2019 consolida ted	Change
Turnover 1st quarter	69.2	53.7	+29%
Turnover 2nd quarter	63.8	57.6	+11%
Turnover 1st half-year	132.9	111.3	+19%

A robust business model and short-term prudence in the face of the consequences of the pandemic.

In the second quarter of 2020, Freelance.com's consolidated turnover was €63.8M (organic growth of 11%).

In the 1st half of 2020, Freelance.com achieved consolidated sales of €132.9M (+19%).

In France, Freelance.com had a total turnover of €105.8M in the first half of 2020, representing 80% of the group's consolidated total. The business grew organically by 26% domestically. Internationally, business was down slightly (-1%) to €27.1M (20% of total turnover).

The first half-year of 2020 was strongly impacted by lockdown measures, health restrictions and their economic consequences. Despite some positive signals, the lack of visibility on growth prospects in the second half-year calls for caution and a lack of premature announcements.

On the other hand, the group's 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.

Very good growth for INOP'S in the first half-year

In the first half-year of 2020, INOP'S, which became part of Freelance.com on 18 June 2020, generated a turnover of €51.4m (organic growth of 56%).

Despite the impact of the health crisis, INOP'S maintains a strong growth thanks to its high value-added activities (digital transformation, Big data, AI, dematerialisation...) as well as its close relationships with its key accounts from the public and private sectors.

The launch in April 2020 of a "100% Remote" label for all operations has been very well received by INOP'S customers and allows for the maintenance of the on-board system as well as the immediate validation of new mission start-ups.

Pro forma turnover

Unaudited data in M€ (French standards)	T1 2020 consolidated	T2 2020 consolidated	S1 2020 consolidated	Change S1 2020 vs S1 2019
Freelance.com turnover	69.2	63.8	132.9	+19%
INOP'S turnover	22	29.4	51.4	+56%
Pro-forma turnover	91.2	93.2	184.3	+28%

Following the merger with INOP'S, the commercial, operational and technological synergies represent opportunities to further improve our efficiency, positioning and relevance in a market which, despite an uncertain short-term future, remains extremely promising.

Upcoming events:

- Participation in the SFAF's Journée Valeurs Moyennes (JVM) on 8 September 2020
- Participation in the MidCap Partners Conference on 9 September 2020
- Participation in the MidCap Event on 19-20 October 2020
- Publication of half-yearly results on 22 October 2020 after the Euronext markets have closed

About the Freelance.com Group

Positioned at the heart of the transformation of the labour market, the French leader in the relationship between companies and their external talent, Freelance.com relies on a community of 370,000 consultants and experts working as freelancers or in hyper-specialised SMEs.

The Freelance.com group offers a complete range of services: sourcing of expertise, external resource management, project management, wage portage, compliance, etc.

With a pro forma turnover of €321.6M in 2019* and a presence in France and abroad (Germany, Morocco, Singapore, Switzerland, UK), Freelance.com is also one of the leading players in the Future of Work with a mission: to liberate, simplify and secure the relationship between companies and their external talent.

* : Pro forma turnover for 2019 following the merger with INOP'S, which was made official on 18 June.

Text: FREELANCE.COM

ISIN Code: FR0004187367

Mnemonic code: ALFRE

Number of shares comprising the share capital: 36,423,699

More information on [Freelance.com](https://www.freelance.com)

GRUPE FREELANCE.COM Claude TEMPE Vice-Chairman Tel.: +33 (0)1 80 48 70 00 ctempe@freelance.com	GRUPE FREELANCE.COM Laurent LEVY Managing Director Tel.: +33 (0)1 55 62 12 34 llevy@freelance.com	GEN-G Joseph de Beco Press Relations Mob.: +33 (0)6 49 75 42 42 joseph.debeco@gen-g.com
---	---	---