



Press release - 22 October 2020

Half Year Results 2020

Sustained growth in the 1st half-year: +19% organic (+28% pro forma)
An operating margin affected by the health crisis: -35% organic (-12% pro forma) Stabilisation of the net cash position despite the acquisition of INOP'S

At its meeting on 22 October 2020, the Board of Directors of Freelance.com (**Euronext Growth Paris - FR0004187367 - ALFRE**) approved the consolidated accounts for the half-year ending 30 June 2020. This unaudited half-yearly information, presented and commented on below in summary form, has been prepared in consolidated form in accordance with French accounting standards.

Unaudited consolidated data in K€ (French standards)	S1 2020	S1 2019	Change
Turnover	132,546	111,522	+19%
Operating income	2,650	4,109	-35%
<i>Operating income - as % of turnover</i>	2.0%	3.7%	
Financial income	-277	-47	
Exceptional income	104	-344	
Income tax	-286	-453	
Net income (group share)	2,190	3,266	-33%
<i>Net income - in % of turnover</i>	1.7%	2.9%	

At the end of the first half of 2020, Freelance.com achieved a consolidated turnover of €132.5M, with organic growth of +19% compared to 2019. Freelance.com thus continues its fifth consecutive year of double-digit growth. Pro forma growth including the recently acquired company INOP'S at the end of the half-year would have been 28%.

During the first half of the year, the Group's growth was mainly driven by business in France. International business, which generates higher margins, was more affected by lockdown measures related to the pandemic and the closure of airports.

Solidity of the business model



In the first half of the year, the Group decided to maintain its development and investment strategy. Despite the economic crisis, Freelance.com has maintained a positive operating result of €2.6M for a profitability rate of 2%.

This lower profitability than the previous year is explained by the support provided to freelancers and the change in the business mix, as the higher margin turnover was more particularly affected by the pandemic, especially internationally.

After taking into account income tax and profit-sharing, the net income for the group was €2.2M in 2020 (€3.1M pro forma), compared to a profit of €3.3M a year earlier.

Stabilisation of the net cash position at 30 June 2020

At 30 June 2020, the Group had a strong balance sheet structure with a total balance sheet of €181.4M (vs €130.7M at 31 December 2019) and shareholders' equity strengthened to €41.8m (vs €39.7m at 31 December 2019). This consolidated balance sheet also includes the accounts of INOP'S, acquired on 18 June 2020.

Freelance.com had €36.5M in available cash flow at 30 June, compared with €21.9M in financial debt. Despite the acquisition of INOP'S on 18 June 2020, the net cash position of financial debts amounts to €14.6m (vs €15.1m at 31 December 2019).

INOP'S: strong growth in the 1st 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, with organic growth of 56%. 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.

INOP'S is profitable and allows the Group to achieve, on a pro forma basis, an operating profit of €4.0M vs €4.6M at 30 June 2019.

Unaudited consolidated data in K€ (French standards)	S1 2020 pro forma	Inop's contribution	Pro forma change vs 2019
Turnover	183,926	51,380	+28%
Operating income	3,977	1,328	-12%
<i>Operating income - as % of turnover</i>	2.2%	2.6%	
Financial income	-265	+12	
Exceptional income	85	-18	
Income tax	-658	-372	
Net income (group share)	3,139	949	-12%
<i>Net income - in % of turnover</i>	1.7%	1.9%	



Financial objectives: short-term uncertainties, confidence for the future

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.

However, 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.

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. Its ambition to exceed the €500M turnover threshold within 3 years is maintained.

Upcoming events

- Publication of turnover of 3rd quarter 2020 on 23 November 2020, after the Euronext markets have closed
- Publication of turnover of 4th quarter 2020 on 23 November 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.

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36,423,699 More information on Freelance.com

GROUPE FREELANCE Laurent LEVY Managing Director Tel.: +33 (0)1 55 62 12 34 llevy@freelance.com	GROUPE FREELANCE Claude TEMPE Vice- Chairman Tel.: +33 (0)1 80 48 70 00 ctempe@freelance.com	GEN-G Joseph de Beco Press Relations Tel.: +33 (0)1 44 94 83 75 Mob.: +33 (0)6 87 84 55 01 joseph.debeco@gen-g.com
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