



Press release – 21 November 2022

Q3 2022 revenue: €198.8m

27th consecutive quarter of double-digit growth

Revenue over the first 9 months: €581.8m

Consolidated growth: +79.3%

Organic growth¹: +22.7%

Full-year revenue target of €800m confirmed

Freelance.com (Euronext Growth Paris - FR0004187367 - ALFRE), the leader in relationship management between businesses and their external talent, has published its revenue for the third quarter of 2022 (period from 1 July to 30 September 2022) and for the first 9 months of 2022 (period from 1 January to 30 September 2022).

Revenue (€m)	2022 Consolidated*	2021 Consolidated	% Change
Q1	181.5	98.8	+83.7%
Q2	201.5	113.2	+77.9%
Q3	198.8	112.3	+76.9%
9 months to date	581.8	324.4	+79.3%

*Not audited by the Statutory Auditors

Further growth momentum in Q3

Freelance.com generated double-digit growth for the 27th consecutive quarter, with revenue of €198.8 million, up 76.9% on a consolidated basis and up 21.4% on an organic basis. This growth was driven by all units of the historical scope, which rose by 26.2%, and by the integration of Helvetic Payroll².

Year to date, Freelance.com made revenue of €581.8 million, up 79.3% compared with the first 9 months of 2021 (22.7% organic growth).

¹ Organic growth incorporates growth in the historical scope and the growth of acquisitions, consolidating the latter as of 1 January of years N and N-1.

² Helvetic Payroll has been consolidated in the accounts of Freelance.com since 1 November 2021.

Strong organic growth in the French scope

In France, Freelance.com reported third-quarter revenue of €126.3 million, an increase of 29.5% on the third quarter of 2021, in line with previous quarters, and with growth over the first nine months reaching 29.6%. Internationally, growth was mainly driven by the acquisition of Helvetic Payroll, with revenue increasing nearly five-fold over the quarter (€72.5 million versus €14.9 million a year earlier) and over the first nine months of the year (€218.0 million versus €43.6 million).

Well on the way to reaching the €800 million target

With growth momentum still going strong after nearly seven years, both in France and internationally, Freelance.com confirms it is well placed to reach its full-year revenue target of €800 million in 2022.

Upcoming events:

- 27 February 2023: Fourth quarter and full-year 2022 revenue

About Freelance.com Group

Having secured a central position in the transformation of the labour market as the leader in relationship management between businesses and their external talent in France, Freelance.com relies on a community of 370,000 consultants and experts working as freelancers or in hyper-specialised SMEs. Freelance.com group offers a comprehensive range of services: sourcing expertise, external resource management, project management, wage portage, compliance, etc. With pro-forma revenue of €671m in 2021 and operations in France and multiple additional countries (Germany, England, Morocco, Singapore, Switzerland), Freelance.com is a leading player in the Future of Work with one clear purpose: to open up, simplify and secure relations between businesses and their external talent.

Name: FREELANCE.COM

ISIN code: FR0004187367

Ticker: ALFRE

Number of shares comprising the share capital: 56,179,454

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