



Press release – 27 February 2023

Freelance.com generates over €800m in revenue in 2022

Q4 2022 revenue: €218.5m (+23%)

2022 revenue: €800.2m (+59%)

GMV: €820.7m (+63%)

Freelance.com (**Euronext Growth Paris - FR0004187367 - ALFRE**), the leader in relationship management between businesses and their external talent, has published its consolidated revenue for financial year 2022 (period from 1 January to 31 December 2022).

Unaudited consolidated data (in €m, French GAAP)	2022	2021	Change
9-month revenue	581.8	324.3	+79%
Q4 revenue	218.5	178.3	+23%
12-month revenue	800.2	502.6	+59%

2022 revenue: €800.2m (+59%) / GMV: €820.7m (+63%)

- Consolidated revenue for full-year 2022 amounted to €800.2m, up 59% from 2021 (+19% organic growth).
 - In France, Freelance.com delivered consolidated revenue of €509.7m in 2022, up 25% year on year, representing 64% of the Group's total consolidated revenue.
 - Internationally, Freelance.com generated consolidated revenue of €290.5 million in 2022, up 203% and 10% organically compared with 2021.
- Freelance.com posted consolidated revenue of €218.5m in Q4 2022 versus €178.3m in Q4 2021, for an increase of 23%.

New indicator: Gross merchandise volume (GMV) is an indicator used when some of our customers ask us to bill them our intermediation margin only. It thus corresponds to the company's "business Volume".

This figure was negligible previously but in 2022 increased significantly to over €20 million. As such, this metric needs to be reported to better understand the company's momentum. Freelance.com GMV for 2022 amounted to €820.7m, i.e. 63% growth compared with 2021

Freelance.com remains confident in its growth momentum and the future of its market

2022 was a dynamic year, in line with 2020 and 2021, enabling us to achieve significant growth. However, we posted a slight slowdown in Q4 2022 compared with the same period in recent years, suggesting that the impacts of the crisis resulting from the war in Ukraine and the attendant inflation could have an impact on future growth.

We are continuing to review external growth opportunities in France and Europe and are confident that we will achieve our target of €1bn in revenue by 2025.

Upcoming events:

- 2022 annual results out Monday 24 April 2023;
- Combined General Meeting on Friday 16 June 2023;

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 revenue of €800.2m in 2022 (GMV of €820.7m) and operations in France and internationally (Germany, England, Morocco, Singapore, Switzerland and Luxembourg), Freelance.com is the 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: FR0004187367
Ticker: ALFRE
Number of shares comprising the share capital: 56 179 454
Find out more at <https://www.energisme.com/>

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