



Press release - 15 May 2023

Freelance.com: €208.5 million in turnover for the first quarter of 2023

with organic growth of +15%

Freelance.com (**Euronext Growth Paris – FR0004187367 – ALFRE**), leader in relations between companies and their external talent, published its consolidated turnover for the first quarter of 2023 (period from 1 January to 31 March 2023).

Unaudited consolidated data (in M€, French standards)	31/03/2023	31/03/2022	Variation
1st quarter turnover	208.5	181.5	+15%

Turnover for the first quarter of 2023: €208.5 million (+15%) / (GMV : €214.3 million (+15%))*

- In the first quarter, the consolidated annual turnover amounted to €208.5 million, up 15% compared to the first quarter of 2022.
 - In France, Freelance.com achieved a consolidated turnover of €138 million in the first quarter of 2023, an organic growth of 27% compared to the first quarter of 2022, representing 66% of the Group's consolidated total.
 - Internationally, Freelance.com achieved a consolidated turnover of €70.5 million in the first quarter of 2023, down 4% compared to the first quarter of 2022.

* Business volume or GMV (Gross Merchandise Volume) is an indicator used when some of our customers ask us to invoice them for our intermediation margin only.

Freelance.com still confident in its growth dynamic

The first quarter of 2023 remained very dynamic in France with significant growth of 27%, in line with 2022 (+25%). However, international activity slowed (-4%), suffering particular downward pressure in the Swiss pharmaceutical sector after very strong demand during the Covid period. We expect a gradual recovery in growth over the next few quarters.

We are continuing to study external growth opportunities in France and Europe.

Next meetings:

- Combined General Assembly, Friday 16 June 2023;
- Turnover for first half of 2023, Monday 28 August 2023.

About the Freelance.com group

Positioned at the heart of transformation in the job market, Freelance.com is the French leader in relations between companies and their external talent. It 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, management of external resources, project management, wage portage, compliance, among others. With a turnover of €800.2 million in 2022 (€820.7 with GMV) and a presence in France and internationally (Germany, England, Morocco, Switzerland), Freelance.com is a key player in the "Future of Work", with a mission to liberate, simplify and secure relations between companies and their external talent.

Wording: FREELANCE.COM

ISIN Code: FR0004187367

Stock symbol: ALFRE

Number of shares comprising the share capital: 56,535,254

For more information, visit <https://www.freelance.com>

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