



Press Release – August 28, 2023

2nd Quarter 2023 Revenue: €210.9M

1st Half 2023 Revenue: €419.4M

With an organic growth of +10%

Freelance.com (Euronext Growth Paris – FR0004187367 – ALFRE), a leader in the relationship between companies and their external talents, has announced its consolidated revenue for the first half of 2023 (from January 1st to June 30th, 2023).

Revenue (in €M, unaudited data)	2023 consolidated	2022 consolidated	Variation
1st Quarter	208.5	181.5	+15%
2nd Quarter	210.9	201.5	+5%
1st Half	419.4	383.0	+10%

In the first half, the group's revenue amounted to €419.4M, growing by 10% compared to the first half of 2022.

- In France, Freelance.com reported a consolidated revenue of €280.5M in the first half, with an organic growth of 18% compared to the first half of 2022, representing 67% of the group's total consolidated revenue.
- Internationally, Freelance.com reported a consolidated revenue of €138.9M in the first half, declining by 4% compared to the first half of 2022.

Freelance.com remains confident in its growth dynamics

The first half of 2023 continued to be highly dynamic in France with an organic growth of 18%, following the trend of 2022 (+25%). International activities have slowed down (-4%) with a decrease in demand from our clients since the second half of 2022, but we are now seeing positive signs that allow us to anticipate a gradual return to growth by 2024.

Freelance.com strengthens its umbrella company service offer

Freelance.com is about to finalize the acquisition of the OpenWork group. This transaction will be entirely cash-based and financed through equity. Already very active in the umbrella company market, the group will strengthen its offer, especially targeting consultants seeking a strong digital experience. Freelance.com continues to explore external growth opportunities in France and Europe.

Upcoming Dates

- First Half 2023 Results, Monday, October 23, 2023;
- 3rd Quarter 2023 Revenue, Monday, November 20, 2023.

About Freelance.com Group

Positioned at the heart of the labor market transformation and as the French leader in the relationship between companies and their external talents, Freelance.com relies on a community of 370,000 consultants and experts working freelance or within highly specialized SMEs. The Freelance.com Group offers a comprehensive range of services: sourcing expertise, external resource management, project management, umbrella company services, compliance... With a revenue of €800.2M in 2022 (€820.7M of GMV) and a presence in France and internationally (Germany, England, Morocco, Switzerland), Freelance.com is the benchmark for the "Future of Work," with a mission: to free, simplify, and secure the relationship between companies and their external talents.

Libellé : FREELANCE.COM

Code ISIN : FR0004187367

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Nombre d'actions composant le capital social : 56 535 254

Plus d'informations sur <https://www.freelance.com>

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