



Press release - Monday, October 23, 2023

Freelance.com further strengthens its service offering in the freelancing market

**After integrating OpenWork, Freelance.com announces its project to acquire
the STA group**

Freelance.com (Euronext Growth Paris – FR0004187367 – ALFRE), a European leader in connecting companies with their external talents, announces the signing of a synallagmatic promise with STA Group, a specialist in the wage portage of freelancers and in connecting highly qualified consultants with companies.

The merger with STA will allow Freelance.com to strengthen its range of services for freelancers and companies by actively participating in the consolidation of the wage portage market in France. The acquisition, which will be carried out in cash, is expected to take place at the beginning of January 2024.

After 86 million euros in 2022, the STA group plans to achieve strong sales growth for the current fiscal year. The new entity will represent a combined turnover for 2023 of more than 1 billion euros, opening up excellent prospects for 2024 and the following years.

STA, like OpenWork, operates in a segment that perfectly complements Freelance.com's existing offer, particularly in the field of IT skills. The commercial dynamics generated by these two companies have enabled them to achieve a level of business growth well above the average of the wage portage market since 2019, promising very good future synergies with Freelance.com's existing offers.

The tools and processes implemented by STA allow them to produce their services at extremely competitive costs and ensure profitability in line with the standards of Freelance.com.

"STA Group enjoys an excellent reputation among freelancers and major accounts. It has an ergonomic platform and also offers an innovative, full-digital, SaaS-based service.

Beyond the synergies between our know-how to establish the position of Freelance.com Group as the leader in the wage portage market in France and Europe, the successive acquisitions of OpenWork and STA will enrich the pool of talent of Freelance.com with nearly 15,000 active consultants.

Freelance.com thus consolidates its positioning on skills highly demanded by its major account customers: strategy consultants, business experts, transition managers, and IT freelancers."

Laurent Perret, Deputy General Manager of Freelance.com in charge of wage portage

"After 12 years of continuous growth, I want to attach STA Group to a partner capable of ensuring its longevity and development. I was won over by the long-term industrial project of Freelance.com, which aims to facilitate the search for missions by freelancers and the search for talent by companies, especially in the field of IT. The wide range of services offered by Freelance.com perfectly complements the specifics of our model and the quality of the support we provide to our clients."

David Forner, Founder and President of STA Group

About Freelance.com Group

Positioned at the heart of the transformation of the labor market, Freelance.com is a European leader in Talent as a Service (TAAS) solutions, connecting large companies with their external talents. The group offers a full range of services: expertise sourcing, project management, commercial support, wage portage, and compliance management. Freelance.com relies on a community of more than 150,000 (106,000 in France) qualified consultants and experts, working as freelancers or within highly specialized SMEs, having delivered a total of more than 12,500 services in 2022. With 350 employees and a turnover of 800.2 million euros in 2022 (820.7 million euros in GMV), a presence in France and internationally (Germany, Belgium, Morocco, Switzerland), Freelance.com is a reference player in the "Future of Work," recognized as one of the "Growth Champions 2023" by Les Echos.

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

More information at <https://www.freelance.com>



CONTACT PRESSE - WORDCOM Consulting

Tél. 01 45 44 82 65

Eglantine de Cossé Brissac eglantine@wordcom.fr

Apolline Privat rp@wordcom.fr

GROUPE FREELANCE.COM Claude TEMPE Vice-President Port. : 06 60 51 60 06 ctempe@freelance.com	GROUPE FREELANCE.COM Florent BRIANT CFO Port. : 06 95 84 14 18 fbriant@freelance.com
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