

27 February 2025

## ASX Announcement Airtasker Limited (ASX:ART)

### HY25 Financial Results Presentation

Airtasker Limited (ASX:ART) is pleased to lodge the attached presentation being made by Chief Executive Officer, Tim Fung and Chief Financial Officer, Mahendra Tharmarajah, at its HY25 Financial Results investor briefing as follows:

Date: Thursday 27 February 2025  
Time: 11.30am ADST  
Webcast: Participants can register and join the webcast here: [HY25 Webcast](#)

If you wish to submit questions in advance of the webcast, please email [dtasker@chapteroneadvisors.com.au](mailto:dtasker@chapteroneadvisors.com.au).

Mr Fung and Mr Tharmarajah will also participate in a live Q&A session where webcast attendees will have the opportunity to submit questions directly to management.

A recorded copy of the webcast will be made available following the event.

**- Ends -**

For further information, please contact:

#### Media Enquiries

Andrea Philips  
[andrea.philips@airtasker.com](mailto:andrea.philips@airtasker.com)

#### Investor Relations

[www.investor.airtasker.com](http://www.investor.airtasker.com)  
[investors@airtasker.com](mailto:investors@airtasker.com)

#### About Airtasker

Airtasker Limited (ASX:ART) is Australia's leading online marketplace for local services, connecting people and businesses who need work done with people who want to work. With a mission to **empower people to realise the full value of their skills**, Airtasker aims to have a positive impact on the future of work by creating truly flexible opportunities to work and earn income. In 2025, Airtasker entered the world of Formula One™ through its partnership with the Visa Cash App Racing Bulls Formula One™ Team (VCARB). Since launching in 2012, Airtasker has put more than \$650m into the pockets of workers (payments made after all fee revenue is deducted) and served more than 1.8m unique paying customers across the world. For more information visit: [investor.airtasker.com](http://investor.airtasker.com).

***This announcement was approved for release by the Board of Directors of Airtasker Limited.***

For personal use only

# Airtasker



# HY25 FINANCIAL RESULTS PRESENTATION

27 February 2025



# Disclaimer



The following disclaimer applies to this presentation. Please consider its contents carefully. By accepting this presentation, you acknowledge that you are receiving it on the basis set out in the following paragraphs. This presentation has been prepared by Airtasker Limited (**Airtasker**).

## Currency of information

The information contained in this presentation is current as at the date of this presentation or such earlier date as specified in this presentation.

## Summary information

The information in this presentation is of a general nature only and does not purport to be complete.

## Not an offer

This presentation is not a prospectus or other disclosure document, and is not an invitation or offer of securities in Airtasker for subscription, purchase or sale in any jurisdiction.

## Third party information

Certain market and industry data used in connection with this presentation may have been obtained from research, surveys or studies conducted by third parties, including industry or general publications. Neither Airtasker nor any of its related bodies corporate, directors, employees, agents or advisers have independently verified any such market or industry data.

## Historical information

Past performance information in this presentation is given for illustrative purposes only and should not be relied upon as, and is not, an indication of future performance.

## Forward looking information

This presentation contains certain forward-looking statements that involve risks and uncertainties. Airtasker can give no assurance that these expectations will prove to be correct. You are cautioned not to place undue reliance on any forward-looking statements.

## Forward looking information (continued)

Actual results may differ materially from those anticipated in these forward-looking statements due to many important factors, risks and uncertainties including, without limitation, risks associated with future capital needs and general economic uncertainty.

Airtasker does not undertake any obligation to release any revisions to any "forward-looking statement" to reflect events or circumstances after the date of this presentation, except as may be required under applicable laws.

## Financial information

This presentation contains certain financial information. The financial information has been presented in an abbreviated form insofar as it does not include all the presentation and disclosures, statements or comparative information as required by the Australian Accounting Standards (**AAS**), the International Financial Reporting Standards (**IFRS**) (including the interpretations of the International Financial Reporting Interpretations Committee) and other mandatory professional reporting requirements applicable to financial reports prepared in accordance with the Corporations Act. All currency is in Australian dollars unless indicated.

## Non-IFRS financial measures

Airtasker uses certain measures to manage and report on its business that are not recognised under AAS or IFRS. These measures are collectively referred to in this presentation as 'non-IFRS financial measures' under Regulatory Guide 230 'Disclosing non-IFRS financial information' published by the Australian Securities and Investments Commission (**ASIC**).

Management uses these non-IFRS financial measures to evaluate the performance and profitability of the overall business. Although Airtasker believes that these measures provide useful information about the financial performance of Airtasker, they should be considered as supplements to the income statement measures that have been presented in accordance with AAS and IFRS in Airtasker's audited financial statements released on ASX and not as a replacement for them.

## Disclaimer

No representation or warranty, whether express or implied, is made by any person as to the fairness, accuracy, completeness or correctness of the information, opinions and conclusions contained in this presentation.

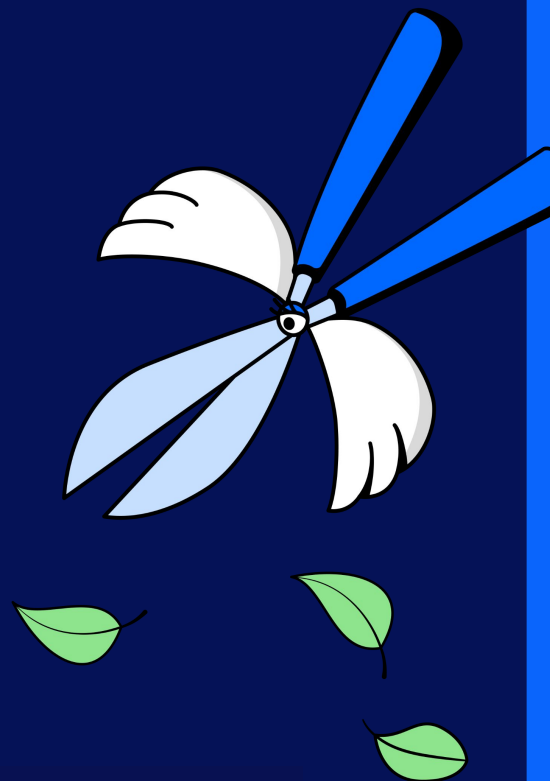
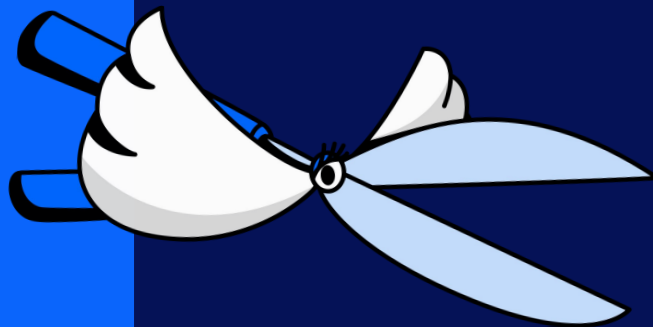
You should carry out your own investigations and analysis of Airtasker and verify the accuracy, reliability and completeness of the information contained in this presentation. Neither Airtasker nor any of its related bodies corporate, directors, employees, agents and advisers accept any responsibility for any loss arising from anyone acting or refraining from acting in reliance on the contents of this presentation.

## Distribution

This document has been prepared for publication in Australia and may not be released to United States wire services or distributed in the United States. By receiving this document you are deemed to confirm, represent and warrant to Airtasker and its related bodies corporate and each of their directors, employees, agents and advisers that you agree to be bound by the limitations and conditions set out in this disclaimer.

SECTION ONE

# ABOUT AIRTASKER



MEET THE TASKIES

Snip & Snap are the nimble and precise gardening duo, always ready to trim, shape, and bring gardens to life with a quick clip!

AIRTASKER IS BUILDING

# The world's most trusted marketplace to buy and sell local services.

We connect people who need work  
done, with people who want to work.



## OUR MISSION

# To empower people to realise the full value of their skills.

Creating jobs isn't a by-product of the work that we do: it's our core purpose.



"I always was strong at communication and writing. I'd written my own dad's eulogy before anybody else's so I think having been in those shoes, it really does help.

I've been able to earn \$4,000 a month from writing eulogies and other short-term "gig" jobs but my income really varies depending on how much I'm applying myself."



"I was in the mines for about three years. I've done probably close to 50 jobs since I was 17 because I've never really found something that I really enjoyed doing.

I started Airtasker in January and officially made it a business in March. Everything just blew up pretty quickly so I needed to get an accountant and bookkeeper and got all that sorted."



# Unique Value Proposition



## Open Community

Built on transparency and accountability to enable trust with an efficient light touch operating model.



## Infinitely Horizontal

Unifying a fragmented local services industry and creating entirely new service categories.



## For Customers:

- Super fast responses
- Huge range
- Great value



## For Taskers:

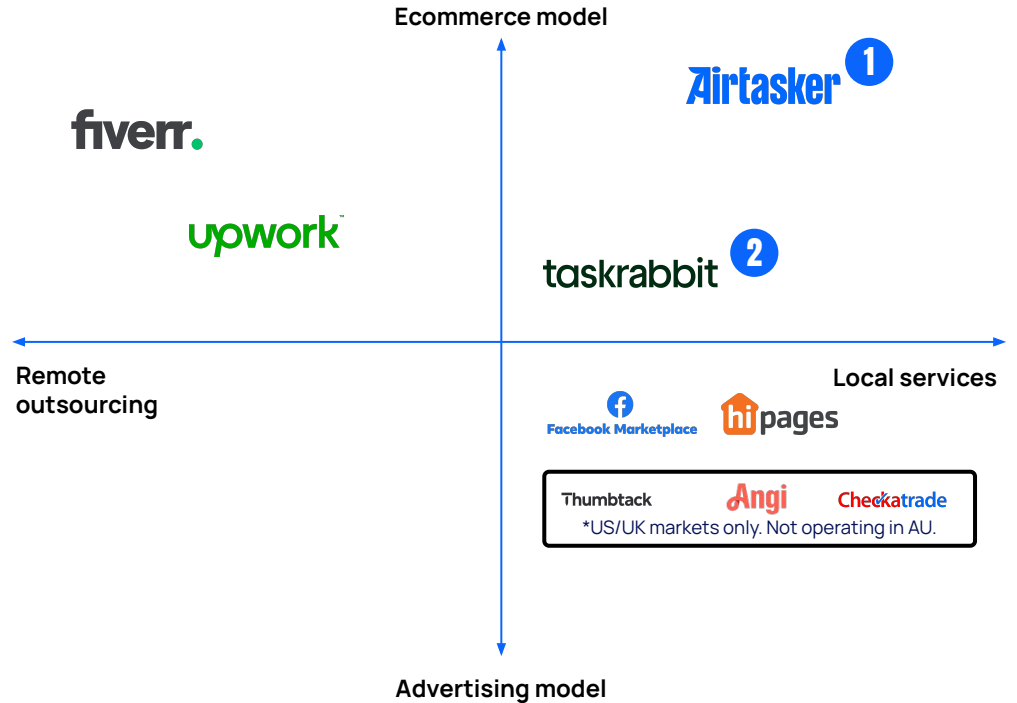
- Instant work
- Pricing control
- Complete flexibility

## COMPETITIVE LANDSCAPE

# Airtasker is uniquely positioned as a global platform for local services

**1 Airtasker community model**  
Free to join. Customers choose who they work with based on ratings, reviews and verified qualifications.

**2 Taskrabbit curated supply model**  
Workers pay an upfront fee to join and Taskrabbit selects which workers can access jobs.



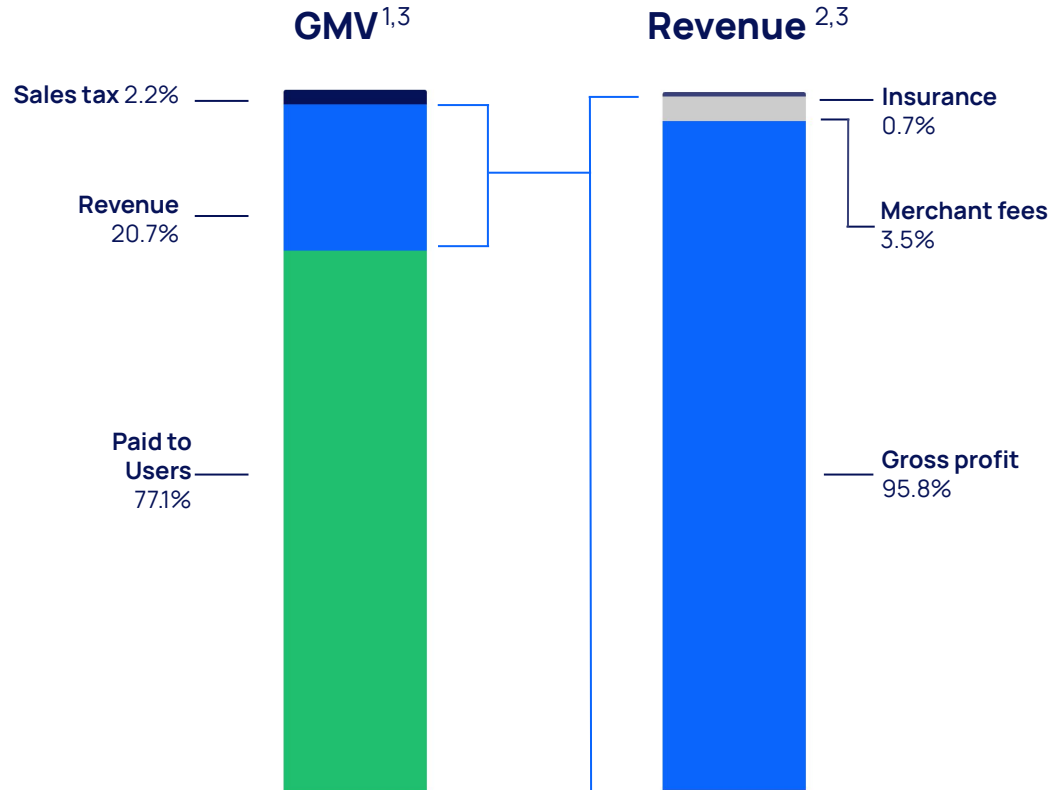
# Revenue model tightly aligns Airtasker with Tasker success

## How does Airtasker make money?

- Free to post a task and receive offers.
- Free to access jobs and create quotes.<sup>4</sup>
- Fees are charged when customers and Taskers experience marketplace value (at the point of connection, task completion or in certain cases task cancellation).

## Win-win business model

- **Low risk for Taskers.** Unlike advertising models, Taskers can access jobs with no upfront fees.
- **Wide range.** No upfront fees means customers access the greatest range of services.
- **Strong gross margin.** Light touch model delivers 95%+ gross margins.



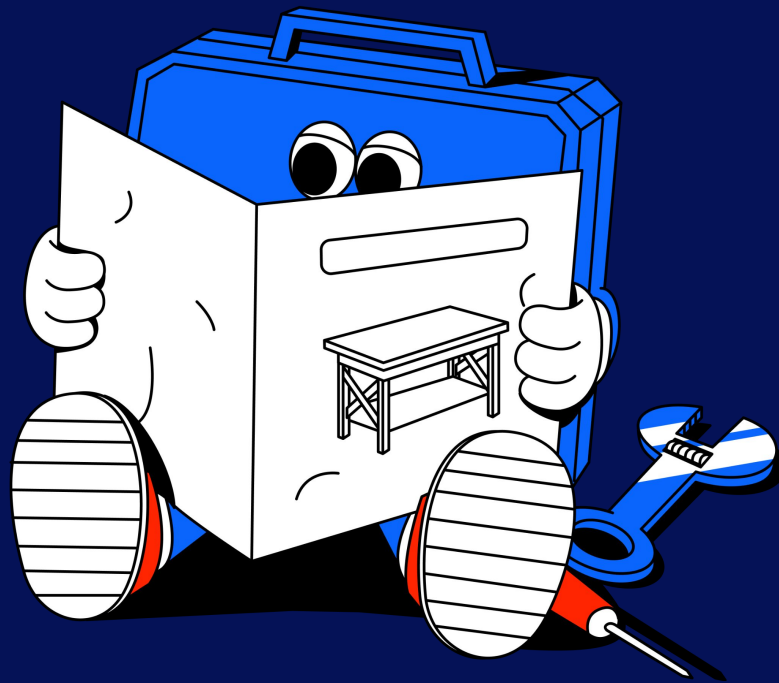
1. Gross marketplace volume (GMV) for Airtasker only. GMV represents the total price of all tasks booked through the Airtasker marketplaces before cancellations and inclusive of price adjustments between customers and Taskers, bonuses paid by customers to Taskers, fees payable by customers and Taskers to Airtasker, and any applicable sales taxes.

2. Revenue comprising the Airtasker and Oneflare marketplaces.

3. Based on HY25 financial data.

4. On the Airtasker marketplace.

## SECTION TWO

FINANCIAL  
RESULTS

## MEET THE TASKIES

Kit the toolbox is the dependable leader of the Airtasker crew, keeping all the tools organised and ready to tackle any task.

# Strong start to FY25, on track to deliver on guidance...



01

## Generate free cash flow

Deliver FY25 full year group positive free cash flow including generating sufficient cash to fund UK and US expansion.

**+\$0.6m** 

Positive free cash flow in HY25.

02

## Double digit revenue growth

Re-scale investment in brand salience and marketplace trust to deliver double digit revenue growth for Airtasker marketplaces.

**+14.8%** 

Airtasker marketplaces revenue growth in HY25 on pcp.

03

## Scale media partnership model

Continue to scale media partnership strategy in the UK and US alongside leading media partners.

**+\$51m** 

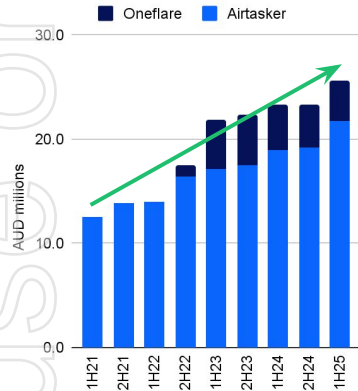
Raised over \$51m<sup>1</sup> in media capital in June 2024 and HY25 from oOh!media, ARN, TelevisaUnivision, iHeartMedia, Sinclair, Mercurius and Channel 4.

1. \$51.4m comprising \$11.0m from oOh!media and ARN in Australia, \$32.6m (US\$21.75m) from TelevisaUnivision, iHeartMedia, Sinclair and Mercurius in the US and \$7.8m (£4.0m) from Channel 4 in the UK. The foreign currency translation rate applied corresponds to the rate prevailing at the end of the month in which the transaction was completed.

# HY25 financial highlights

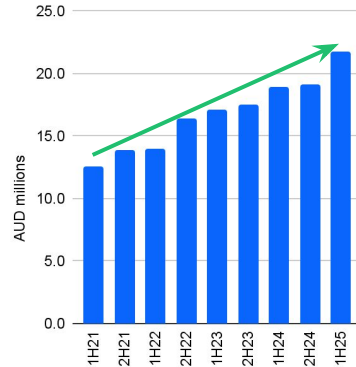
Group  
revenue  
**\$25.7m**

up 10.0% on pcp



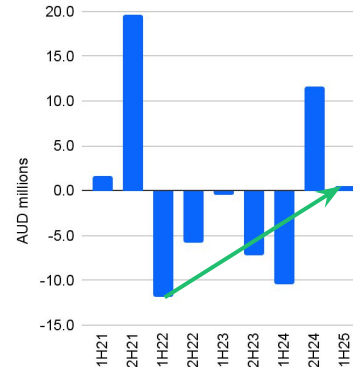
Airtasker  
marketplaces revenue<sup>1</sup>  
**\$21.7m**

up 14.8% on pcp



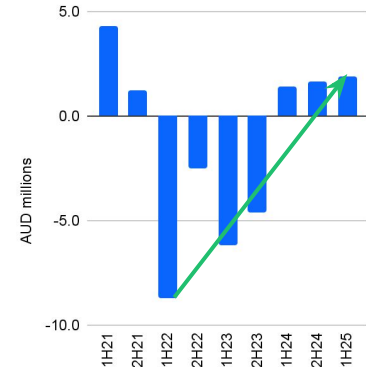
Positive free  
cash flow<sup>2</sup>  
**+\$0.6m**

improved 105.3% on pcp



Positive operating  
cash flow<sup>3</sup>  
**+\$1.9m**

improved 35.8% on pcp



1. Excludes Oneflare marketplace.

2. Free cash flow included proceeds from the issue of shares to the value \$37.6m in 2H21, \$0.9m in 1H22 and \$2.9m in 2H22. In HY24, \$10.5 million of net investments in term deposits were treated as cash outflows under Australian Accounting Standards. These term deposits matured in the second half of FY24 and were treated as cash inflows such that on a full year basis the term deposit outflows and inflows netted off.

3. Operating cash flow included proceeds from government grants to the value of \$1.0m in 1H21.

# Non-statutory operating segment data

- **Established Marketplaces (Australia) EBITDA** - The decrease principally reflected a \$3.6 million increase in marketing investment in Airtasker Australia including \$2.6 million of non-cash ATL<sup>4</sup> brand marketing.
- **Global head office operating expenditure** - The increase reflected a higher proportion of project expenditure into non-capitalisable activities as well as the hiring of senior management personnel in 2H24.
- **Global head office innovation investment** - The decrease reflected a higher proportion of projects falling within operating expenditure.
- **Australian net EBITDA** - Positive \$4.1m after covering all fixed global head office operating expenditure and innovation investment.
- **New Marketplaces (UK and US) EBITDA** - The decrease reflected an \$8.8 million increase in marketing investment in the UK and the US to \$12.2 million, including \$8.3 million of non-cash ATL brand marketing.
- **Remeasurement and foreign currency translation of share purchase liabilities** - Reflected a \$6.6 million unrealised statutory accounting loss for the half-year, comprising \$3.6 million<sup>5</sup> on remeasurement of the media partner share purchase liabilities and \$3.0 million<sup>6</sup> associated with the foreign currency translation of the media partner share purchase liabilities due to movements in the Group's revenue based market capitalisation rate and foreign currency translation rates.

\$'000	Consolidated			
	31 Dec 24	31 Dec 23	Variance (\$)	Variance (%)
Established Marketplaces (Australia) EBITDA <sup>1</sup>	13,956	15,942	(1,986)	(12.5%)
Less: Global head office operating expenditure <sup>2</sup>	(7,917)	(6,621)	(1,296)	(19.6%)
Less: Global head office innovation investment <sup>1</sup>	(1,938)	(2,382)	444	18.6%
<b>Australian net EBITDA</b>	<b>4,101</b>	<b>6,939</b>	<b>(2,838)</b>	<b>(40.9%)</b>
Less: New Marketplaces (UK and US) EBITDA <sup>1</sup>	(14,014)	(5,109)	(8,905)	(174.3%)
Less: Remeasurement and foreign currency translation of share purchase liabilities <sup>3</sup>	(6,558)	137	(6,695)	(4,893.4%)
<b>Group EBITDA<sup>1</sup></b>	<b>(16,471)</b>	<b>1,967</b>	<b>(18,438)</b>	<b>(937.2%)</b>

1. As disclosed in note 3 of the HY25 financial statements.

2. Represents 'Global head office operating expenditure' as disclosed in note 3 of the HY25 financial statements, less \$3,552K in unrealised statutory accounting loss relating to the remeasurement of the media partner share purchase liabilities, recognised through profit or loss and \$3,006K in unrealised statutory accounting loss associated with the foreign currency translation of the media partner share purchase liabilities, recognised through profit or loss.

3. Comprises a \$3,552K in unrealised statutory accounting loss relating to the remeasurement of the media partner share purchase liabilities, recognised through profit or loss and \$3,006K in unrealised statutory accounting loss associated with the foreign currency translation of the media partner share purchase liabilities, recognised through profit or loss.

4. Above the line.

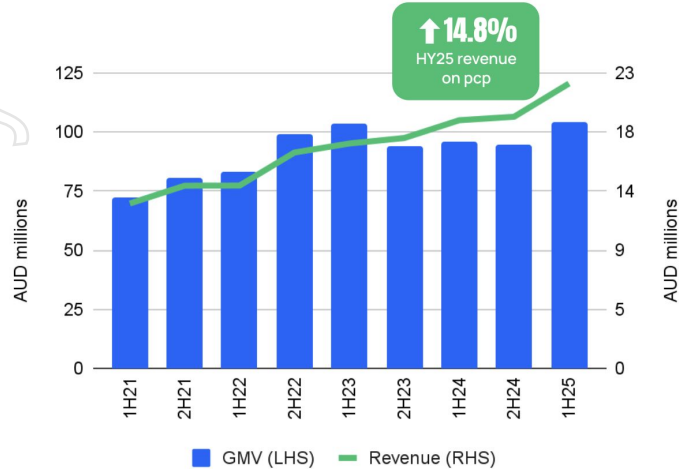
5. Reflects the unrealised mark to market valuation associated with the carrying value of the liability to repurchase Channel 4's 20% equity in Airtasker UK in 2028 and TelevisaUnivision's 17.1% equity in Airtasker USA by 2031. The carrying value is the present value of each subsidiary's forecast revenue at the repurchase date multiplied by the Group's expected revenue based market capitalisation multiple.

6. Reflects the unrealised foreign currency translation on consolidation associated with the share repurchase and convertible note settlement obligations to the Group's media partners in the UK and the US.

# Airtasker delivers record revenue, up 14.8% on pcp



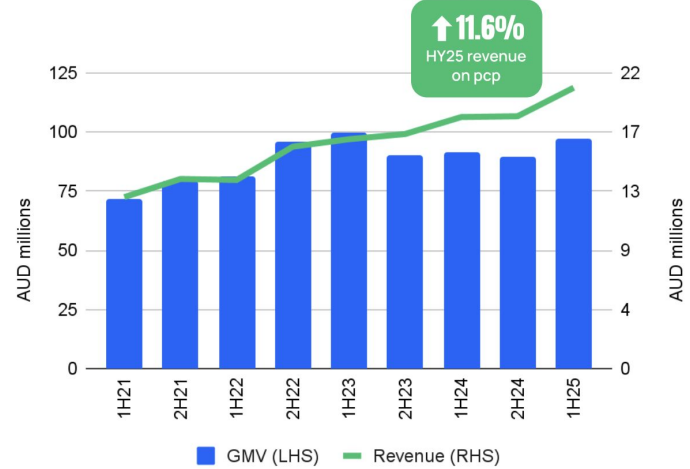
## Airtasker marketplaces GMV & revenue<sup>1</sup>



- HY25 Airtasker marketplaces revenue<sup>1</sup> growth 14.8% on pcp, to a record \$21.7m.
- HY25 Airtasker GMV up 9.3% on pcp, to a record \$104.6m.
- Airtasker monetisation rate<sup>2</sup> improved by 5.1% on pcp, to 20.8% due to ongoing product improvement initiatives which increased tasker reliability and reduced cancellations together with continuous refinement of pricing and yield management.
- Significant above the line brand marketing commenced in all markets delivering record GMV.



## Australia GMV & revenue<sup>1</sup>



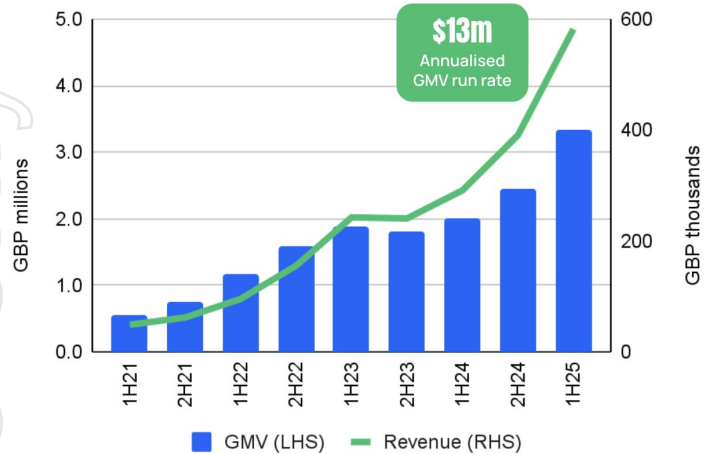
- HY25 Australia marketplace revenue growth 11.6% on pcp, to \$20.4m.
- HY25 Australia GMV up 6.5% on pcp, to \$97.3m.
- Australian monetisation rate<sup>2</sup> improved by 4.8% on pcp, to 21.0%.
- Launched out-of-home and radio above the line brand marketing with oOh!media and ARN delivering a +7% improvement in unaided brand awareness.

1. Excludes Onefare marketplace.  
 2. Monetisation rate represents Airtasker's revenue in a given financial period, expressed as a percentage of GMV in the same period.

# UK hits \$13m GMV run rate; US revenue grows 193%



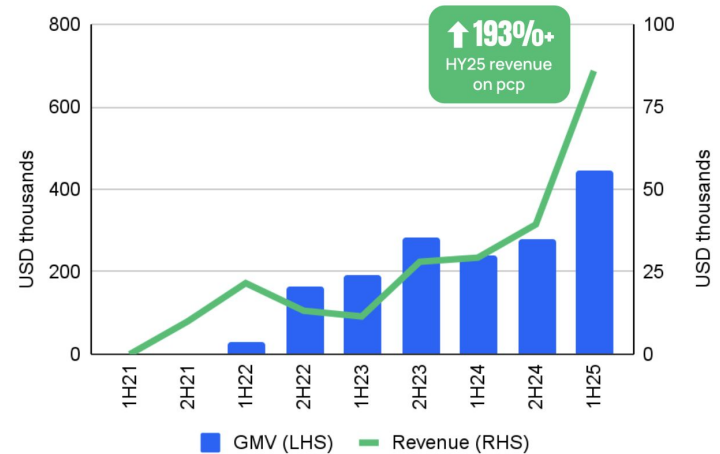
## UK GMV & revenue



- Record HY25 revenue, up 99.8% on pcp, to £582k (\$1,136k).
- Record HY25 GMV, up 64.9% on pcp, to £3.3m (\$6.5m or \$13.0m annualised run rate).
- Secured follow-on investment of £4.0m (\$7.8m<sup>1</sup>) from Channel 4 to accelerate momentum in brand marketing and support expansion from London to Birmingham and Manchester.
- On track to maintain significant growth trajectory into peak spring/summer seasons.



## US GMV & revenue



- Marketplace momentum ignited following launch of brand marketing investment in Sep-24 delivering 193.3% revenue growth on pcp, to US\$86k (\$131k).
- Record HY25 GMV, up 86.0% on pcp, to US\$446k (\$677k).
- Completed media deals with [TelevisaUnivision](#), [iHeartMedia](#), [Sinclair](#) and [Mercurius](#) providing US\$21.75m (\$32.6m<sup>1</sup>) in media capital to accelerate marketing investment in LA and scale additional US cities in 2H25.

<sup>1</sup> The foreign currency translation rate applied corresponds to the rate prevailing at the end of the month in which the transaction was completed.

# FY25 full year outlook: On track to re-accelerate growth and reaffirm full year guidance

- 👊 Full year FY25 Group positive free cash flow
- 👊 Airtasker marketplaces to deliver double digit revenue growth
- 👊 Airtasker Australia continues to generate sufficient cash to fund UK and US expansion
- 👊 Accelerating momentum and continued growth trajectory in UK and US markets
- 👊 \$18.3m<sup>1</sup> in cash and term deposits on balance sheet combined with \$45.2m<sup>1</sup> of unspent media capital from media partners



SECTION THREE

# GROWTH STRATEGY



MEET THE TASKIES

Terra the Pot is the sturdy and dependable home for blooming flowers, keeping the garden grounded and thriving.

# Growth strategy



01

## Core platform

Invest in Airtasker brand and core platform experience and maintain market leadership

02

## Profitable growth

Deliver profitable growth in Australia to generate free cash flow

03

## UK/US market expansion

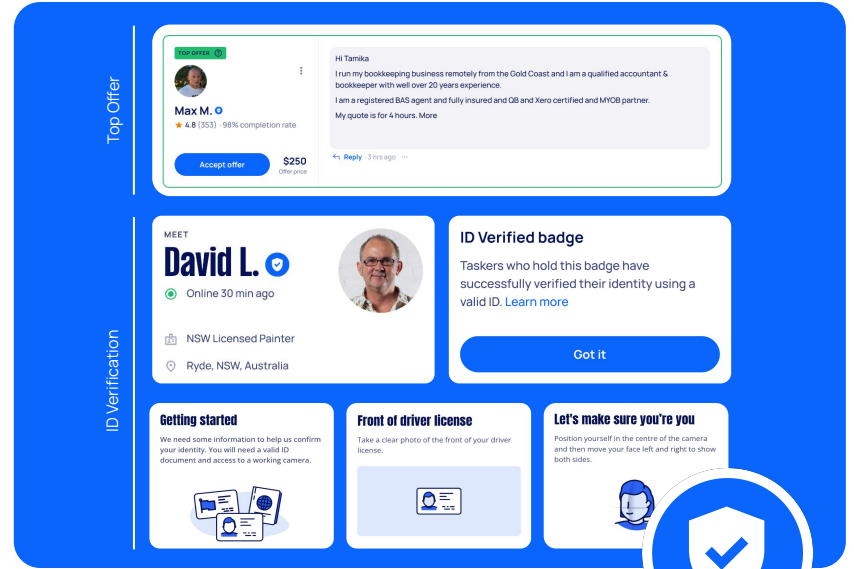
Leverage platform and invest in new markets, turbocharged by media partnerships

# Continuous investment in brand and core platform experience



## Brand investment

Drive brand salience and leverage the breadth of customer demand we can address.



## Marketplace trust

Enhance trust signals across profiles and offers to enable greater customer confidence and sales funnel conversion.

# Our approach to artificial intelligence (AI)

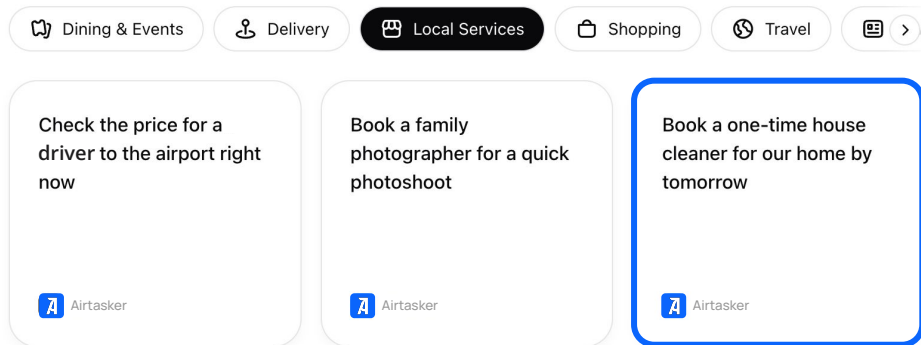
AI will no doubt have a transformative impact on every business and Airtasker is well positioned to benefit given its foundations of a physical network effect and a unique, proprietary data set (user reputation data).

We're taking a disciplined investment approach to exploring how AI can be leveraged to enhance:

1. **Customer experience** - significant opportunities to improve almost all aspects of customer engagement, in particular making it more simple and easy to post a task.
2. **Operational productivity** - a range of AI-powered productivity improvements have been implemented including AI tools used in customer service, engineering and research.



## COLLABORATION WITH INDUSTRY LEADER OPENAI



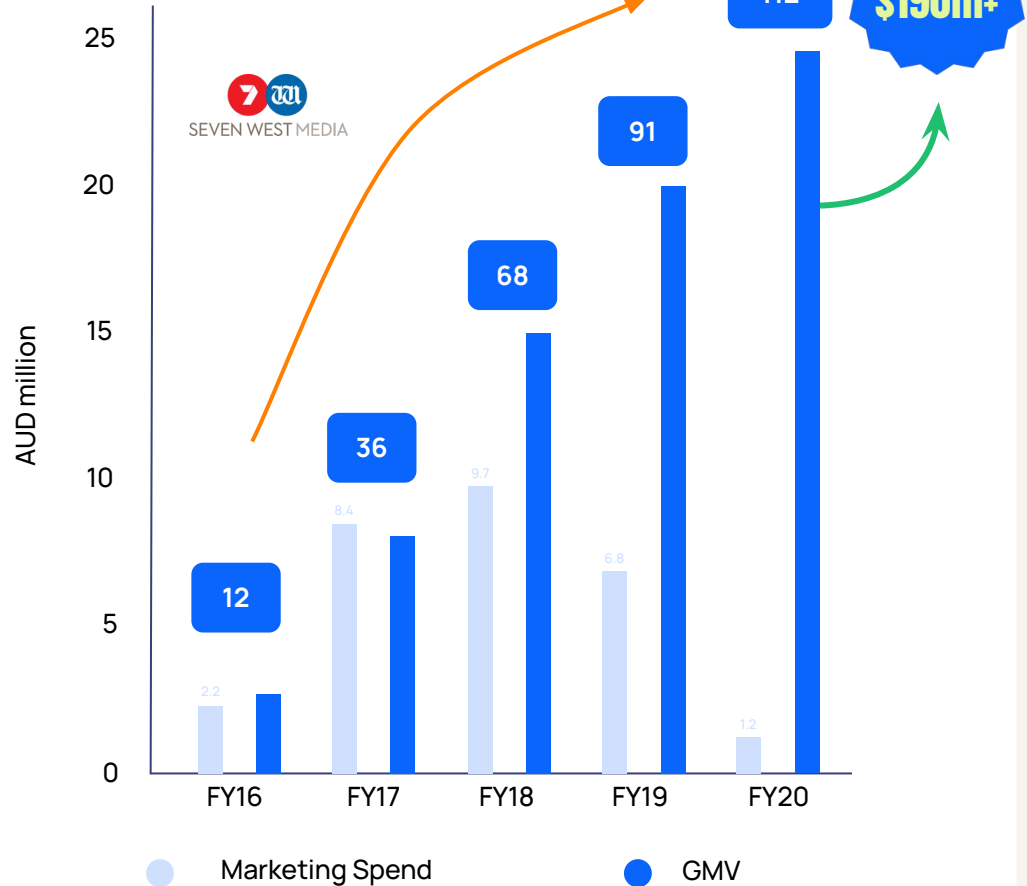
**Airtasker is working with OpenAI as they launch Operator in Australia.** This will allow customers to access Airtasker via OpenAI and book a Tasker with assistance from an AI-powered agent (an “operator”).

# A proven model to build profitable, cash generative marketplaces

In FY24, our Australian marketplaces generated \$31.0m of cash flow:

Revenue <sup>1</sup>	\$45.2m
Expenses <sup>2</sup>	\$14.2m
<b>Cash flow<sup>3</sup></b>	<b>\$31.0m</b>

1. Revenue relating to the Established Marketplaces Segment as disclosed in note 4 of the FY24 financial statements.
2. Calculated as the difference between revenue and EBITDA for the Established Marketplaces Segment as disclosed in note 4 of the FY24 financial statements, less material non-cash items.
3. Cash flow represents EBITDA for the Established Marketplaces Segment as disclosed in note 4 of the FY24 financial statements, less material non-cash items.



# Opportunity to leverage our scalable software platform, turbocharged by local media partnerships

Australian marketplaces generate free cash flow in excess of software platform and head office infrastructure investment

**\$31.0m<sup>1</sup>**  
cash generation

**Airtasker**

(ASX:ART)

**\$18.2m<sup>2</sup>**  
investment

Software platform and  
head office infrastructure

Opportunity to leverage software platform to  
replicate profitable marketplace economics



Airtasker AU



Airtasker UK



Airtasker USA



New markets

**\$11.0m**  
media investment

**oh! arn**

**£7.5m**  
media investment

**CHANNEL 4  
VENTURES**

**US\$21.75m**  
media investment

**MERCURIUS  
MEDIA CAPITAL**  
**Televisa  
Univision**  
**iHeart  
MEDIA**  
**SINCLAIR  
BROADCAST GROUP**

Internal use only

1. Cash flow represents EBITDA for the Established Marketplaces Segment as disclosed in note 4 of the FY24 financial statements, less material non-cash items.  
2. In FY24 invested \$18.2m in operating the software platform and head office infrastructure that enables the global marketplaces.

# Investment structure enables upside whilst mitigating downside risk...

At the end of the initial investment period (5-7 years) Airtasker<sup>1</sup> re-purchases equity held by media partners on the following valuation basis:

$$\text{Local Valuation} = \text{Local Revenue}^2 \times \text{Airtasker Revenue}^2 \text{ Multiple}$$

Airtasker can re-purchase equity with cash or scrip<sup>3</sup> (at Airtasker's option) ensuring that Airtasker does not create fixed cash repayment obligations.

This investment model incentivises each local media partner to drive local revenue growth whilst aligning outcomes to the overall success of Airtasker.

1. Ultimate parent entity Airtasker Limited.
2. Revenue calculated on a trailing twelve months basis.
3. Subject to the approval of Airtasker Limited shareholders.
4. Seven West Media invested in Airtasker in May 2016 generating a 5x cash return over 5 years.

# ...and represents a compelling investment proposition for media partners:

## PROVEN MODEL

Airtasker has a strong software platform, proven marketplace growth playbook and a track record of delivering investor returns via media-for-equity partnerships.<sup>4</sup>

## MINIMAL FIXED COSTS

Software platform is licensed by Airtasker to the local operating company, reducing the risk of “zeroing out” and enabling margins to be reinvested in growth.


## GUARANTEED EXIT

Airtasker provides exposure to both local and global performance upside combined with a guaranteed liquidity event (via either cash or scrip<sup>3</sup>).


# In 2024, we completed over \$51<sup>1</sup> million in global media partnerships...




**Television**  
£3.5m equity investment in Airtasker UK<sup>2</sup>



**Outdoor**  
\$5.0m unsecured convertible note issued by Airtasker Limited



**Audio**  
\$5.0m unsecured convertible note issued by Airtasker Limited



**Audio**  
US\$5.0m unsecured convertible note issued by Airtasker USA



**Television**  
US\$4.75m equity investment in Airtasker USA



**Television**  
£4.0m unsecured convertible note issued by Airtasker UK



**Television**  
US\$6.0m unsecured convertible note issued by Airtasker USA



**Television**  
US\$6.0m unsecured convertible note issued by Airtasker USA

**And as we deploy media at scale across the world, we thought:  
“How might we take the Airtasker brand to the next level?”**

1. \$51.4m comprising \$11.0m from oOh!media and ARN in Australia, \$32.6m (US\$21.75m) from TelevisaUnivision, iHeartMedia, Mercurius and Sinclair in the US and \$7.8m (£4.0m) from Channel 4 in the UK. The foreign currency translation rate applied corresponds to the rate prevailing at the end of the month in which the transaction was completed.

2. Completed in June 2023.



# INTRODUCING A UNIQUE, WORLD FIRST GLOBAL PARTNERSHIP: VCARB FORMULA ONE TEAM



# VCARB partnership brings brand cache and content opportunities to leverage our distribution:

Aligned with Airtasker's mission, our partnership is centred on the people in the VCARB team with unique skills who are getting things done in the innovative, high performance world of F1...

- **Global brand cache** - F1 is watched by over 1.2 billion<sup>1</sup> people with over 389 million<sup>2</sup> watching Netflix's 'Drive to Survive' F1 miniseries.
- **Extensive content** - opportunities to create brand content across 24 races worldwide including Australia, the UK and 3 races in the US.
- **Highly efficient** - global brand usage rights and access to VCARB production capabilities to deliver a highly efficient investment.

**270M**

VCARB fan base<sup>3</sup>

**+144%**

Growth in young viewers<sup>4</sup>

**47%**

Female audience<sup>5</sup>

1. Total F1 TV audience in 2023. Source: VCARB
2. Global audience since Drive to Survive debut in 2019. Source: VCARB
3. Global fan base across multiple platforms. Source: VCARB
4. F1 TV audience growth in under 35 age segment 2018-2023. Source: VCARB
5. Female fans as a percentage of total VCARB fan base. Source: VCARB

# TO THE TEAM BEHIND THE DREAM



Airtasker

THANKS

ad use only

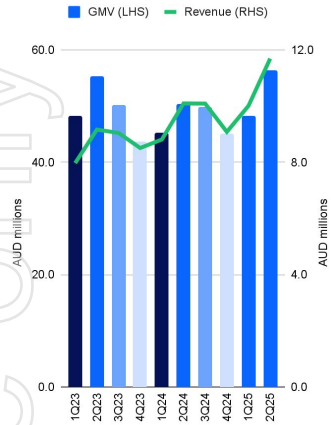


# Annexures

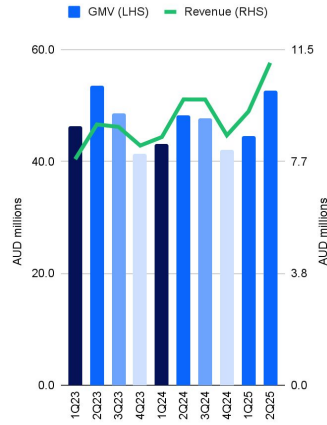
# Quarterly financial metrics



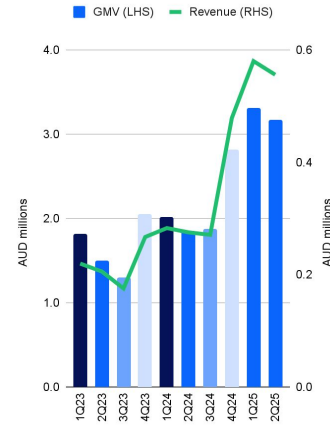
## Airtasker marketplaces<sup>1</sup>



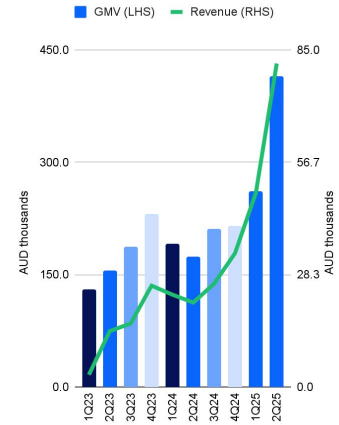
## Australia<sup>1</sup>



## UK



## US



- Above the line brand marketing investment commenced Sep-24 (1Q25) for Australia to drive GMV and revenue growth.
- Fiscal 2Q/3Q (spring/summer) strongest quarters in southern hemisphere.
- AU: HY25: Revenue up 11.6% on pcp, to \$20.4m; GMV up 6.5% on pcp, to \$97.3m. 5 year revenue CAGR 18.4%.

- Above the line brand marketing investment commenced Oct-23 (2Q24) for UK and Sep-24 (1Q25) for US, to drive strong growth in GMV and revenue.
- Fiscal 4Q/1Q (spring/summer) strongest quarters in northern hemisphere.
- UK HY25: Revenue up 99.8% on pcp, to \$1,136k (£582k); GMV up 64.9% on pcp, to \$6.5m (£3.3m).
- US HY25: Revenue up 193.3% on pcp, to \$131k (US\$86k); GMV up 86.0% on pcp, to \$677k (US\$446k).

<sup>1</sup> Excludes Oneflare marketplace.

# Quarterly financial metrics

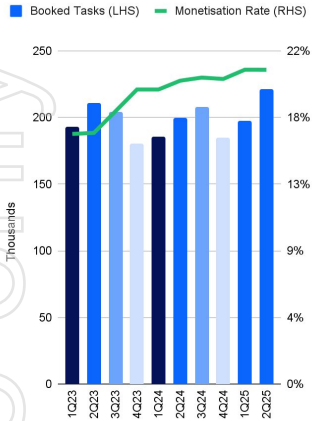
	FY23				FY24				FY25	
AUD (thousands)	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	3Q24	4Q24	1Q25	2Q25
<b>GMV</b>										
AU	46,303	53,558	48,693	41,443	43,072	48,349	47,755	42,030	44,630	52,715
UK	1,814	1,504	1,301	2,050	2,018	1,851	1,875	2,813	3,317	3,176
US	131	155	188	231	191	174	211	215	262	415
Other	14	35	36	13	18	17	13	23	18	24
<b>Total</b>	<b>48,261</b>	<b>55,252</b>	<b>50,218</b>	<b>43,736</b>	<b>45,298</b>	<b>50,392</b>	<b>49,854</b>	<b>45,081</b>	<b>48,227</b>	<b>56,331</b>
<b>Revenue</b>										
AU	7,749	8,939	8,854	8,214	8,506	9,795	9,793	8,565	9,383	11,049
OF	2,566	2,144	2,473	2,299	2,318	2,096	2,078	2,070	2,060	1,894
UK	220	206	175	267	283	275	271	479	580	556
US	3	14	16	26	23	21	26	34	49	82
Other	0	5	0	3	0	3	0	6	0	6
<b>Total</b>	<b>10,538</b>	<b>11,308</b>	<b>11,519</b>	<b>10,807</b>	<b>11,130</b>	<b>12,192</b>	<b>12,168</b>	<b>11,153</b>	<b>12,072</b>	<b>13,586</b>

1. AU GMV excludes the Oneflare ('OF') marketplace.

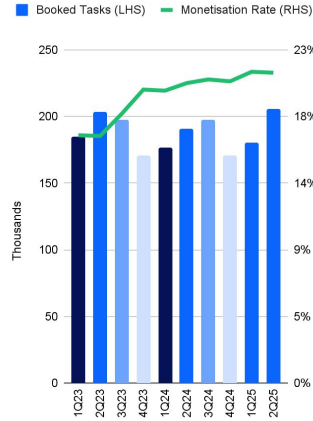
# Quarterly operational metrics



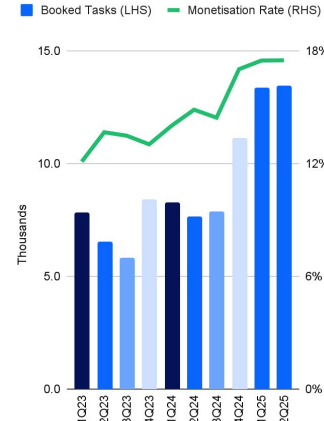
## Airtasker marketplaces<sup>1</sup>



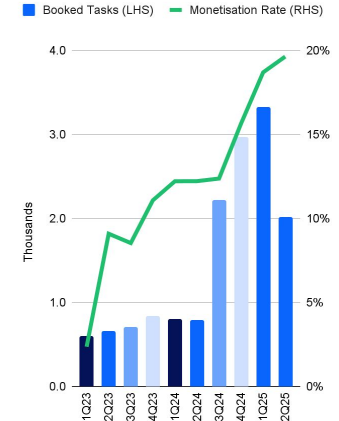
## Australia<sup>1</sup>



## UK



## US



- Product investment in marketplace reliability/sales funnel efficiency reduced cancellations, drove record completed tasks and together with continuous refinement of pricing and yield management improved monetisation rate.
- Airtasker marketplaces: HY25 booked tasks up 8.6% on pcp to 419k (HY24: 386k booked tasks). HY25 monetisation rate improved 5.1% on pcp, to 20.8% (HY24: 19.8%).
- AU: HY25 booked tasks up 5.0% on pcp to 386k (HY24: 368k booked tasks). HY25 monetisation rate improved 4.8% on pcp, to 21.0% (HY24: 20.0%).
- UK: HY25 booked tasks up 68.1% on pcp to 27k (HY24: 16k booked tasks). HY25 monetisation rate improved 21.3% on pcp, to 17.5% (HY24: 14.4%).
- US: HY25 booked tasks up 235.0% on pcp, to 5k (HY24: 2K booked tasks). Despite 2Q25 GMV 67% higher, 2Q25 booked tasks below 1Q25 due to fewer tasks at higher value. HY25 monetisation rate improved 57.7% on pcp, to 19.3% (HY24: 12.2%).

<sup>1</sup> Excludes Oneflare marketplace.

# Quarterly operational metrics



	FY23				FY24				FY25	
	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	3Q24	4Q24	1Q25	2Q25
<b>Booked Tasks (thousands)</b>										
AU	184.8	203.1	197.4	171.0	176.5	191.2	197.6	171.0	180.4	205.9
UK	7.9	6.5	5.8	8.4	8.3	7.7	7.9	11.1	13.4	13.4
US	0.6	0.7	0.7	0.8	0.8	0.8	2.2	3.0	3.3	2.0
Other	0.1	0.3	0.3	0.1	0.2	0.2	0.1	0.1	0.1	0.2
<b>Total</b>	<b>193.4</b>	<b>210.6</b>	<b>204.2</b>	<b>180.4</b>	<b>185.8</b>	<b>199.8</b>	<b>207.8</b>	<b>185.2</b>	<b>197.2</b>	<b>221.5</b>
<b>Average Task Price (AUD)</b>										
AU	\$250.57	\$263.64	\$246.68	\$242.34	\$243.97	\$252.91	\$241.68	\$245.85	\$247.46	\$256.05
UK	\$231.06	\$230.01	\$222.70	\$243.06	\$243.20	\$241.62	\$238.16	\$252.40	\$247.76	\$236.25
US	\$216.65	\$236.34	\$263.59	\$274.57	\$238.56	\$218.66	\$94.96	\$72.40	\$78.54	\$206.17
Other	\$105.48	\$121.06	\$129.56	\$91.34	\$117.16	\$106.35	\$107.70	\$178.68	\$133.99	\$136.74
<b>Total</b>	<b>\$249.58</b>	<b>\$262.32</b>	<b>\$245.90</b>	<b>\$242.40</b>	<b>\$243.81</b>	<b>\$252.22</b>	<b>\$239.90</b>	<b>\$243.41</b>	<b>\$244.55</b>	<b>\$254.30</b>
<b>Monetisation Rate</b>										
AU	16.74%	16.69%	18.18%	19.82%	19.75%	20.26%	20.51%	20.38%	21.02%	20.96%
UK	12.11%	13.67%	13.49%	13.03%	14.02%	14.87%	14.45%	17.03%	17.49%	17.50%
US	2.37%	9.09%	8.54%	11.08%	12.22%	12.22%	12.38%	15.66%	18.70%	19.64%
Other	0.00%	15.73%	0.00%	19.47%	0.00%	17.45%	0.00%	24.97%	0.00%	23.24%
<b>Total</b>	<b>16.52%</b>	<b>16.59%</b>	<b>18.01%</b>	<b>19.45%</b>	<b>19.45%</b>	<b>20.03%</b>	<b>20.24%</b>	<b>20.15%</b>	<b>20.76%</b>	<b>20.76%</b>

# Our media partners:



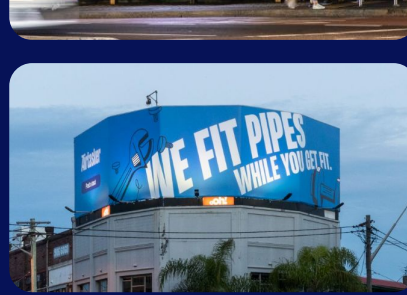
## Australia's #1 out of home company

Over 35,000 sites across Australia including billboards, street furniture, airports, office towers and retail centres driving 99% metro reach.



## 58 radio stations across Australia

Extensive network of radio stations including KIIS FM, Pure Gold and CADA - which feature popular Australian media talent including Kyle & Jackie O, Will & Woody and Jonesy & Amanda - as well as the world's fastest growing digital entertainment platform iHeartRadio.



# Our media partners:



- Channel 4 reaches 47 million people (78% of all UK individuals) each month;
- Delivers 1.2 billion streams each year, making it the UK's largest free streaming service; and commands strong audiences in key regions for UK expansion - Birmingham and Manchester.



# Our media partners:



**Flexible access to media inventory across multiple networks**

Experienced team of media and venture capital advisors with a proven track record of media investments in 30+ companies including Uber, Airbnb and Coursera.



**185 television stations in 86 markets across the US**

Reaches 40% of American households and provides opportunities to integrate the Airtasker brand across 2,500+ hours of local news and lifestyle content produced each week.



**276 million monthly audio listeners**  
860 broadcast stations in 160 US cities and a podcast network with over 252 million monthly downloads; reaching 9 out of 10 Americans every month.



**100 million daily TV, audio and digital audience**  
38 cable networks in major US Hispanic markets plus streaming service Vix which has over 50 million globally monthly active users and digital properties reaching over 100 million daily users.



## The Daily

