

2 May 2025

## ASX Announcement Airtasker Limited (ASX:ART)

### 3Q25 Update

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 an investor briefing being hosted by Taylor Collison today.

- Ends -

For further information, please contact:

#### Media Enquiries

Andrea Philips  
andrea.philips@airtasker.com

#### Investor Relations

www.investor.airtasker.com  
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. 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

# 3Q25 UPDATE

2 May 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.

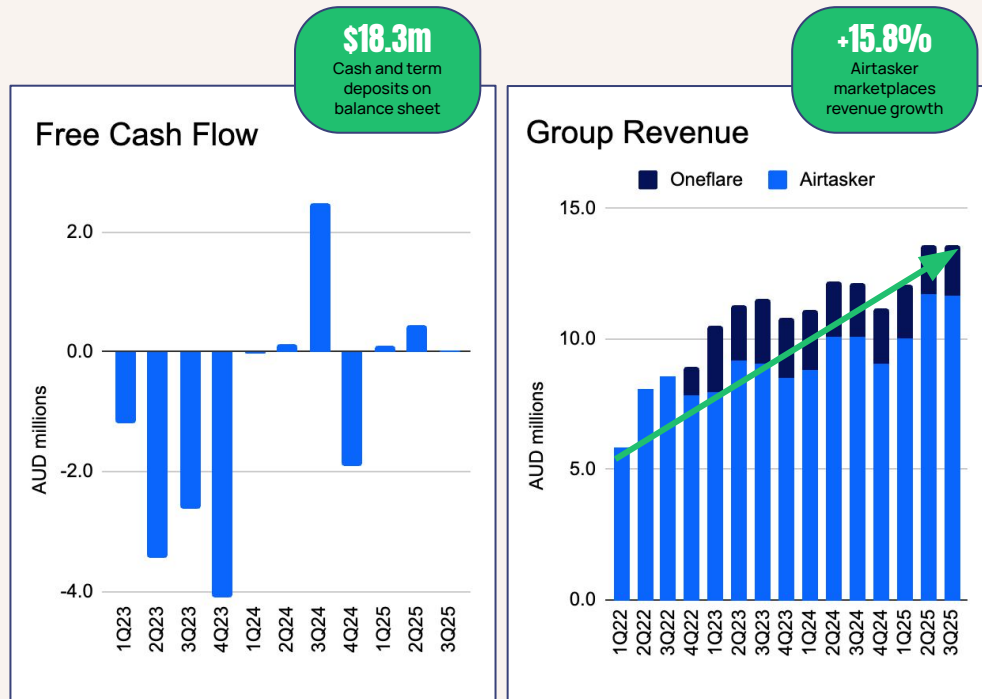
You should carry out your own investigations and analysis of Airtasker and verify the accuracy, reliability and completeness of the information contained in this presentation. Neither Airtasker nor any of its related bodies corporate, directors, employees, agents and advisers accept any responsibility 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 S 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.

# Positive free cash flow and 15.8% revenue growth in Airtasker marketplaces

- Airtasker delivers another quarter of positive free cash flow in 3Q25 (YTD 31-Mar-25 positive free cash flow \$0.6m).
- 3Q25 Airtasker marketplaces revenue growth up 15.8% on pcp<sup>1</sup> with Group revenue up 11.6% on pcp.
- Strong financial position with \$18.3m in cash and term deposits on balance sheet as at 31-Mar-25.



1. Prior comparative period being 3Q24.

# Growth opportunity: 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**

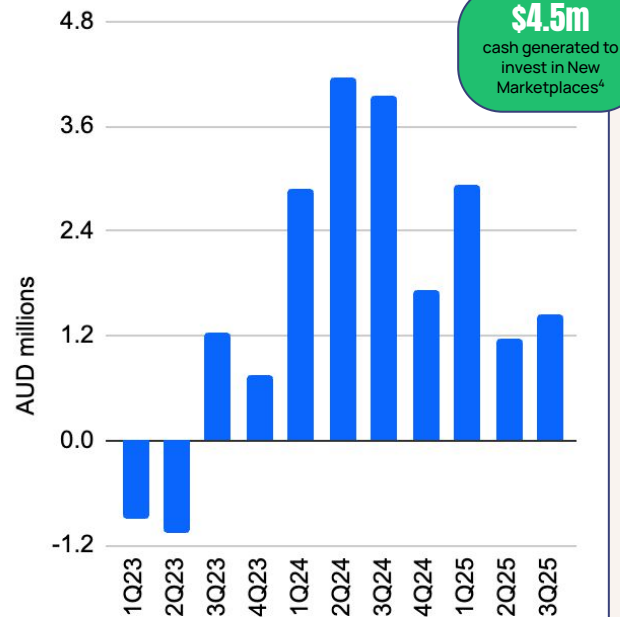
1. Cash flow represents EBITDA for the Established Marketplaces Segment as disclosed in note 4 of the FY24 financial statements, less material non-cash items.  
2. In FY24 invested \$18.2m in operating the software platform and head office infrastructure that enables the global marketplaces.

# 3Q25 Update: Airtasker Australia



- Revenue growth of 10.6% on pcp to \$10.8m:
  - platform revenue increased \$1.3m (up 15.2% on pcp);
  - breakage revenue decreased by \$0.3m (down 29.2% on pcp) due to lower cancellations and a more customer centric refunds process.
- Established Marketplaces<sup>1</sup> delivered positive EBITDA of \$6.0m (including non-cash marketing of \$2.1m).
- After covering all global head office expenditure, the Established Marketplaces delivered positive Australian net EBITDA of \$1.5m.
- Established Marketplaces delivered positive cash flow of ~\$8.6m<sup>2</sup> which contributed to fixed global head office cash expenditure of ~\$4.1m,<sup>3</sup> leaving ~\$4.5m available to invest in New Marketplaces.<sup>4</sup>

## Australian Net EBITDA



1. The 'Established Marketplaces Segment' comprises Airtasker Australia and Oneflare which are at the 'scaling' stage as they have established user bases and operations.

2. Represents Established Marketplaces EBITDA adjusted for material non-cash expenditure.

3. Represents global head office expenditure adjusted for material non-cash and capitalised expenditure.

4. The 'New Marketplaces Segment' comprises international marketplaces, particularly in the US and the UK, which are at the 'zero to one' and 'one to 100' stages, respectively, as they have less established user bases and operations and may experience accelerated growth in revenue.

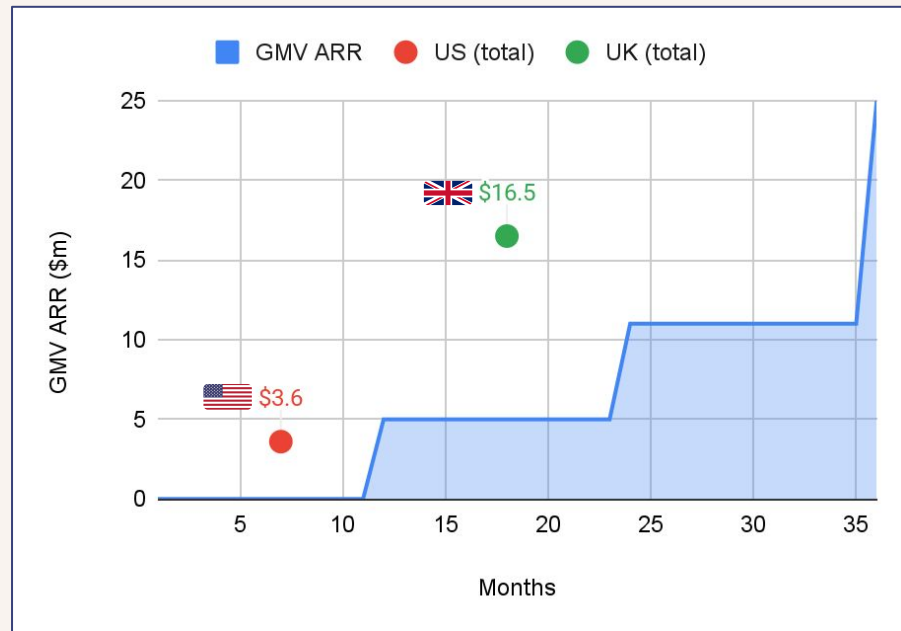
# City-level marketplace goal: \$25m GMV ARR and cash positive in 3 years

Our city-level marketplace<sup>1</sup> goal is to reach a GMV ARR<sup>2</sup> of \$25m in 3 years from launch. In the UK, we launched with media in Oct-23 and in the US we launched with media in Sep-24.

At \$25m GMV ARR, a city-level marketplace generates an approximate \$5m revenue ARR (at 20% monetisation rate) with strong gross profit.

Given that city-level operating expenditure is predominantly marketing investment, at the 3-year mark Airtasker has the option to:

1. **Grow with no further investment required:** Recycle gross profits into marketing activities to maintain growth trajectory.
2. **Further accelerate:** Further accelerate growth trajectory by investing new capital into marketing activities.
3. **Generate dividends:** Optimise the city-level marketplace for cash generation and pay a dividend.

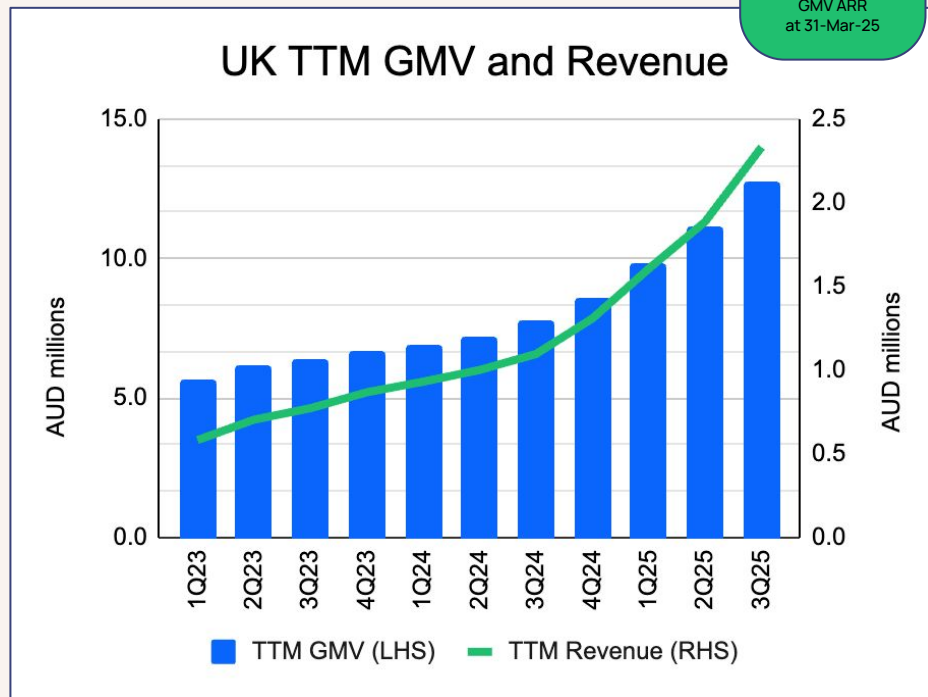
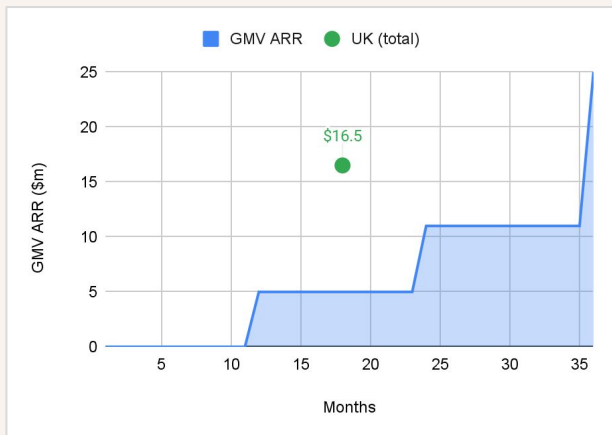


1. Based on a city with a population of approximately 10 million such as Sydney and Melbourne (combined), London or Los Angeles.  
2. Annualised run rate.

# 3Q25 Update:

## Airtasker UK

- Revenue growth accelerated 153.2% on pcp to £355k (2Q25: up 95.2% on pcp).
- TTM<sup>1</sup> GMV was up 63.8% on pcp to \$12.8m<sup>2</sup> (£6.5m) and revenue was up 112.6% on pcp to \$2.3m<sup>2</sup> (£1.2m).
- Achieved a GMV ARR of \$16.5m<sup>3</sup> (£8.0m) at 31-Mar-25.

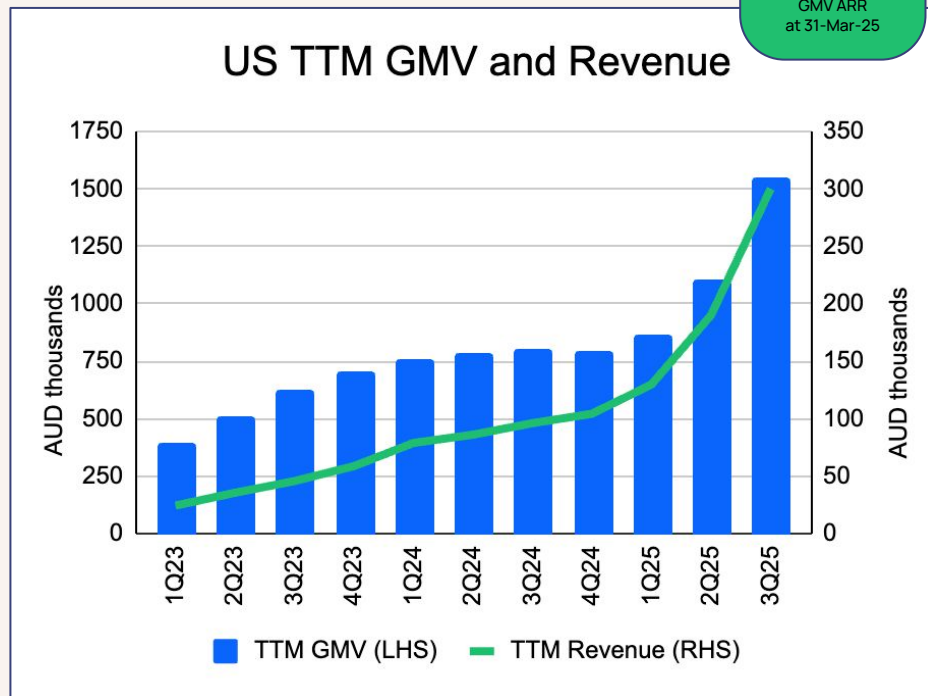


1. Trailing twelve months.  
 2. Calculated as the trailing twelve months to 31-Mar-25.  
 3. Airtasker UK GMV for Mar-25 multiplied by 12.

# 3Q25 Update:

## Airtasker USA

- Revenue building momentum up 399.0% on pcp to US\$86k (2Q25: up 278.6% on pcp).
- TTM GMV was up 92.0% on pcp to \$1.5m<sup>1</sup> (US\$1.0m) and revenue was up 212.2% on pcp to \$300k<sup>1</sup> (US\$194k).
- Achieved a GMV ARR of \$3.6m<sup>2</sup> (US\$2.3m) at 31-Mar-25.



1. Calculated as the trailing twelve months to 31-Mar-25.  
2. Airtasker US GMV for Mar-25 multiplied by 12.

# FY25 full year outlook: On track to re-accelerate revenue 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 revenue growth trajectory in UK and US markets.
- 👊 \$18.3m<sup>1</sup> in cash and term deposits on balance sheet combined with \$35.0m<sup>1</sup> of prepaid media available to be utilised.



Airtasker

THANKS

ad use only

