



Press Release –26 February 2024

**2023 Revenue: €857,7m (+7%)**

**4<sup>th</sup> quarter 2023 Revenue: €239,8m (+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 2023 (from 1 January to 31 December 2023).

Revenue (€m, unaudited French GAAP)	2023 consolidated	2022 consolidated	Variation
9-month revenue	618,0	581,8	+6%
Q4 revenue	239,8	218,5	+10%
<b>12-month revenue</b>	<b>857,7</b>	<b>800,2</b>	<b>+7%</b>

In the 4<sup>th</sup> quarter, the group's revenue amounted to €239.8 million, a 10% year-on-year growth (+1% organically).

- In France, Freelance.com delivered consolidated revenue of €170.7m in the 4<sup>th</sup> quarter, up 17% compared with the 4<sup>th</sup> quarter of 2022 (+4% organic growth).
- Internationally, Freelance.com generated revenue of €69.1m in the 4<sup>th</sup> quarter, down 5% compared with the 4<sup>th</sup> quarter of 2022 (-7% organically).

Consolidated revenue for full-year 2023 amounted to €857.7m, up 7% from 2022 (+4% organic growth).

- French activities grew 15%, reaching €583.7m
- International activities decreased by 6%, reaching €274.0m

### **Freelance.com's growth softened in 2023 on the back of uncertain macroeconomic conditions.**

International economic uncertainty and the slowdown triggered by central bank rate hikes decelerated our customers' use of freelancers in 2023. Business in France remained buoyant (+15%), supported by strong organic growth in the first half of the year and the integration of OpenWork on September 1, 2023.

The international scope (-6% in 2023) stabilized in the second half of the year, following the gradual winding down of one-off pharmaceutical contracts during the Covid period and a recovery of our commercial activity. We expect a progressive return to growth in 2024.

## Bright prospects for 2024

The integration of OpenWork in September 2023 and STA in January 2024 propel Freelance.com's combined sales above the billion-euro milestone.

These two acquisitions will strengthen our position in the external talent management market and allow the Group to recover a growth momentum in line with our objectives.

## Upcoming events

- 2023 full year results: 22 April 2024.
- First quarter 2024 results, 20 May 2024.
- Annual General Meeting: 14 June 2024.

### About Freelance.com

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 over 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 15,000 services in 2023. With 350 employees and a turnover of 857.7 million euros in 2023, a presence in France and internationally (Germany, England, Morocco, Switzerland, Belgium), Freelance.com is a reference player in the "Future of Work," recognized as one of the "Growth Champions 2023" by Les Echos.

Label: FREELANCE.COM

ISIN Code: FR0004187367

Mnemonic Code: ALFRE

Number of shares composing the share capital: 56 535 254

Additional information on: <https://www.freelance.com>



**PRESS CONTACT - WORDCOM Consulting**

**Tel. 01 45 44 82 65**

Eglantine de Cossé Brissac [eglantine@wordcom.fr](mailto:eglantine@wordcom.fr)

Apolline Privat [rp@wordcom.fr](mailto:rp@wordcom.fr)

Groupe Freelance.com Tristan DE VILLEMEUR Head Investor Relations Tel. +33 6 70 35 46 49 tdevillemeur@freelance.com	Groupe Freelance.com Claude TEMPE Vice-President Tel. : +33 6 60 51 60 06 ctempe@freelance.com	Groupe Freelance.com Florent BRIANT Chief Financial Officer Tel. +33 6 95 84 14 18 fbriant@freelance.com
---	--	--