



Press Release – 24 February 2025

4th quarter 2024 revenue: €290.0m (+21%)

Full year 2024 revenue: €1,049.7m (+22%)

Freelance.com (Euronext Growth Paris - FR0004187367 - ALFRE), a leader in the relationship between companies and their external talents, publishes consolidated results for the 4th quarter of 2024 (period from 1 October to 31 December 2024).

Revenues (unaudited consolidated data, in €m)	2024 consolidated	2023 consolidated	Change
9-month revenue	759.7	618.0	+23%
4 th quarter revenue	290.0	239.8	+21%
Full year revenue	1,049.7	857.7	+22%

In the 4th quarter, the group's revenue amounted to €290.0m, a 21% year-on-year growth (+0% organically).

- In France, Freelance.com delivered consolidated revenue of €217.5m in the 4th quarter, up 27% compared with the 4th quarter of 2023 (-1% organic growth).
- Internationally, Freelance.com generated revenue of €72.5m in the 4th quarter, up 5% compared with the 4th quarter of 2023 (+5% organically).

Consolidated revenue for the full year of 2024 amounted to €1,049.7m, up 22% from 2023 (+1% organically).

- French activities grew 33%, reaching €773.6m (+1% organically).
- International activities increased by 1%, reaching €276.1m (-1% organically).

Including Prium Group's business volumes over 12 months, pro forma sales for 2024 amount to €1,090.3m.

Further slowdown in French business and continued stabilization of the international division

Freelance.com reached its objective of slightly positive organic growth for the year (+1%).

The French segment (+1% in 2024) suffered from the performance of the wage portage business, particularly in the 4th quarter of 2024. The macroeconomic context continues to weigh on the dynamism of the self-employed market. The integration of the Prium Group had a temporary negative impact on organic growth in Q4 2024, pending the realization of budgeted synergies. By contrast, intermediation activities maintained single-digit growth throughout the year, despite tensions in the IT services provider market.

The international scope (-1% in 2024) confirmed its stabilization in Q4, with two consecutive quarters of positive organic growth.

2025 outlook

In the absence of geopolitical stabilization and visibility on the macroeconomic recovery, and despite encouraging signals from our intermediation business in France and our wage portage business in Switzerland, we remain cautious regarding the outlook for organic growth in 2025.

Upcoming events

- Full-year 2024 results: 21 April 2025.
- 1st quarter 2025 revenues: 19 May 2025.
- Annual General Meeting: 13 June 2025.

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 19,000 services in 2024. With 380 employees and a proforma turnover of 1,090.3 million euros in 2024, a presence in France and internationally (Switzerland, Belgium, Morocco, England, Germany), Freelance.com is a reference player in the "Future of Work", recognized as one of the "Growth Champions" for 2023 and 2024 by Les Echos.

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Number of shares composing the share capital: 56 535 254

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



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