

# Airtasker

## 4Q25 Update

30 July 2025



Chief the toolbox



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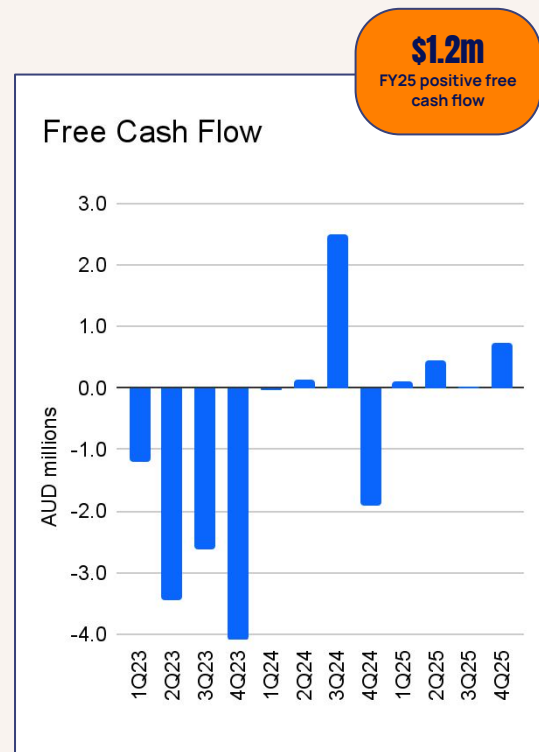
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# \$1.2m positive free cash flow in FY25

- Second consecutive year of positive free cash flow in FY25 at \$1.2m.
- Fourth consecutive quarter of positive free cash flow in 4Q25 at \$670k.
- In 4Q25, Established Marketplaces<sup>1</sup> delivered ~\$4.8m<sup>2</sup> positive cash flow, after all global head office expenditure, to invest in the UK and US.
- Strong financial position with \$19.1m in cash and term deposits on balance sheet as at 30 June 2025.

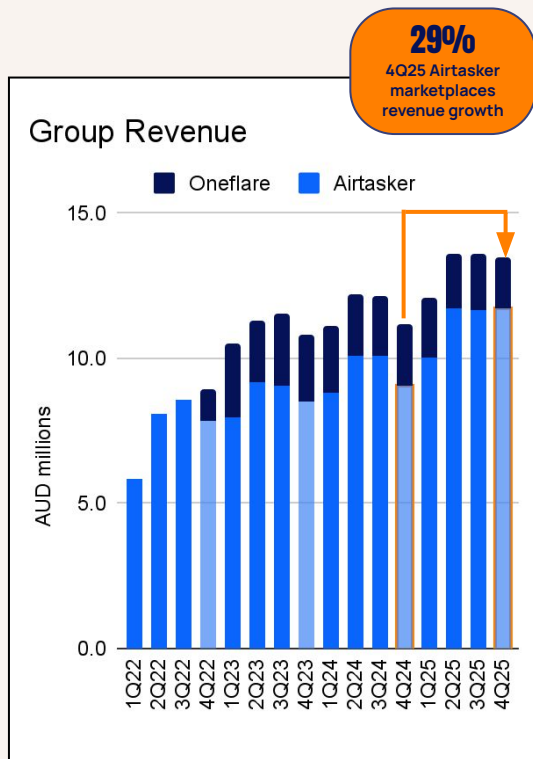


1. The 'Established Marketplaces Segment' comprises Airtasker Australia and Oneflare.

2. Represents Established Marketplaces EBITDA adjusted for material non-cash expenditure less global head office expenditure adjusted for material non-cash and capitalised expenditure.

# 29% revenue growth in Airtasker marketplaces

- 4Q25 Airtasker marketplaces revenue up 28.9% on pcp<sup>1</sup> to \$11.7m and Group revenue up 20.6% on pcp to \$13.4m.
- FY25 Airtasker marketplaces revenue growth 18.4% on pcp to \$45.1m (FY24: up 9.8%).
- FY25 Group revenue up 13.0% on pcp to \$52.7m.

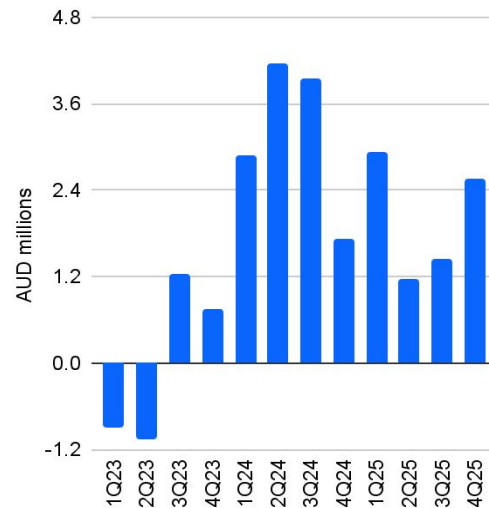


# 4Q25 update: Airtasker Australia



- Revenue growth of 20.7% on pcip to \$10.3m:
  - platform revenue increased 22.8% (\$1.8m) on pcip.
  - breakage revenue continued to decrease due to lower cancellations and a more customer centric refunds process.
- Established Marketplaces<sup>1</sup> delivered positive EBITDA of \$7.0m (including non-cash marketing of \$1.2m).
- After covering all global head office expenditure, the Established Marketplaces delivered positive Australian net EBITDA of \$2.5m.
- Established Marketplaces delivered positive cash flow of ~\$9.2m<sup>2</sup> which contributed to fixed global head office cash expenditure of ~\$4.4m,<sup>3</sup> leaving ~\$4.8m available to invest in New Marketplaces.<sup>4</sup>

Australian Net EBITDA



**~\$4.8m**  
cash generated  
to invest in New  
Marketplaces<sup>4</sup>

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.

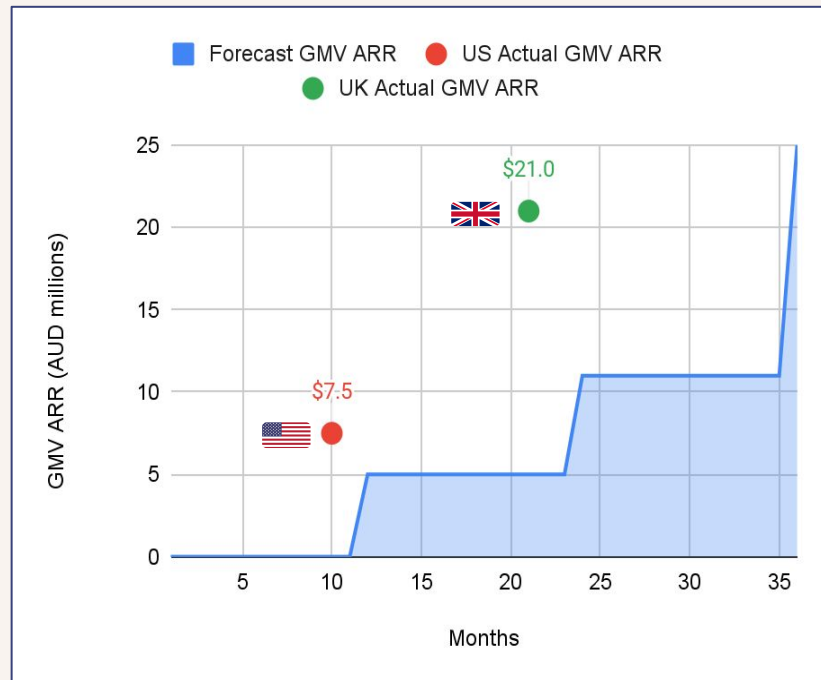
# New city-level marketplace goal: \$25m GMV ARR and cash positive in 3 years

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 October 2023 and in the US we launched with media in September 2024.

At \$25m GMV ARR, a city-level marketplace generates an approximate \$5m revenue ARR (at 20% monetisation rate<sup>3</sup>) 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 London or Los Angeles.

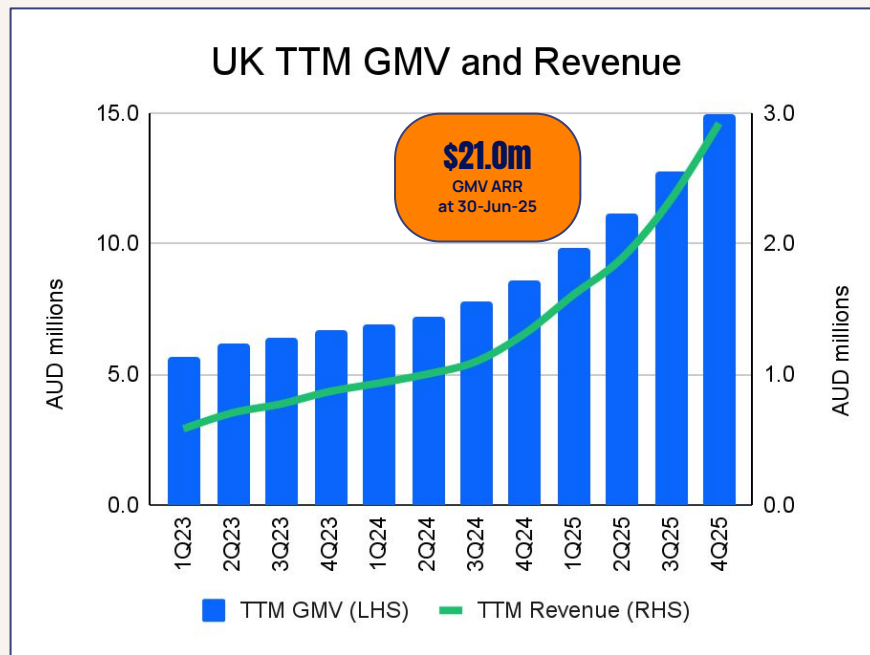
2. Annualised run rate.

3. Monetisation rate represents the marketplaces revenue in a given financial period, expressed as a percentage of gross marketplace volume in the same period.

# 4Q25 update:

## Airtasker UK

- Revenue growth continued at 104.8% on pcp to £512k (3Q25: up 153.2% on pcp).
- TTM<sup>1</sup> GMV was up 74.8% on pcp to \$15.0m<sup>2</sup> (£7.5m) and TTM revenue was up 123.2% on pcp to \$2.9m<sup>2</sup> (£1.5m).
- Achieved a GMV ARR of \$21.0m<sup>3</sup> (£10.1m) at 30 June 2025.

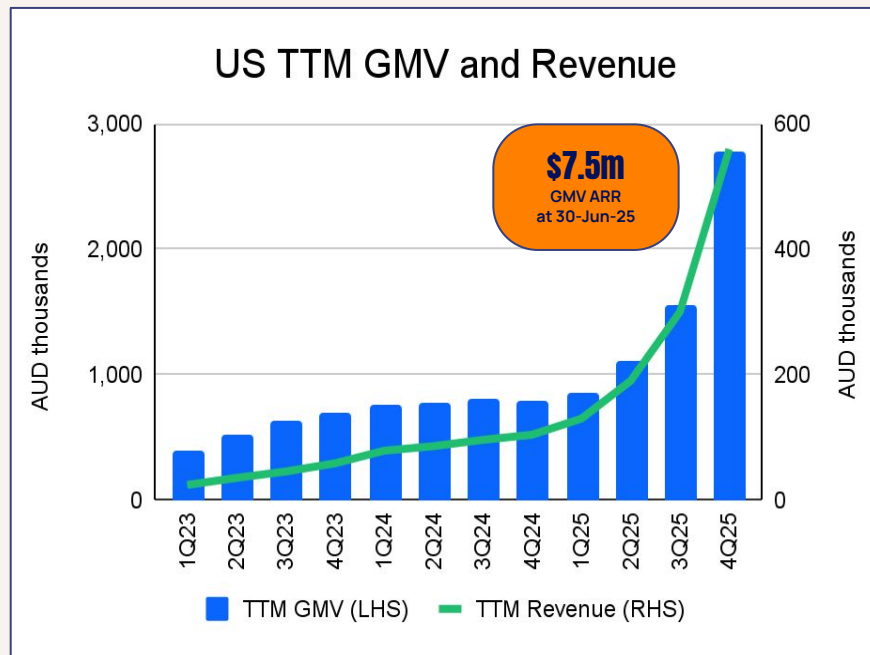
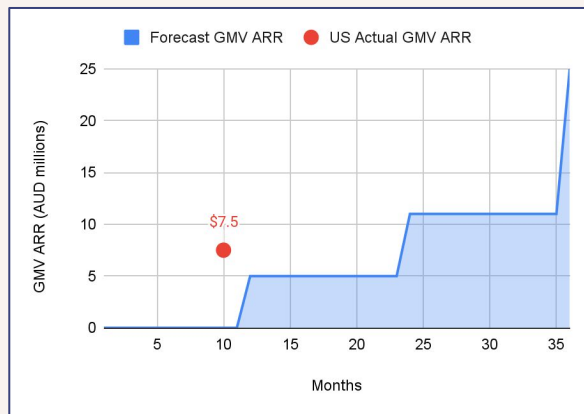


1. Trailing twelve months.  
 2. Calculated as the trailing twelve months to 30 June 2025.  
 3. Airtasker UK GMV for June 2025 multiplied by 12.

# 4Q25 update:

## Airtasker USA

- Revenue momentum continuing up 754.5% on pcp to US\$188k (3Q25: up 399.0% on pcp).
- TTM GMV was up 251.7% on pcp to \$2.8m<sup>1</sup> (US\$1.8m) and TTM revenue was up 437.5% on pcp to \$560k<sup>1</sup> (US\$360k).
- Achieved a GMV ARR of \$7.5m<sup>2</sup> (US\$4.8m) at 30 June 2025.

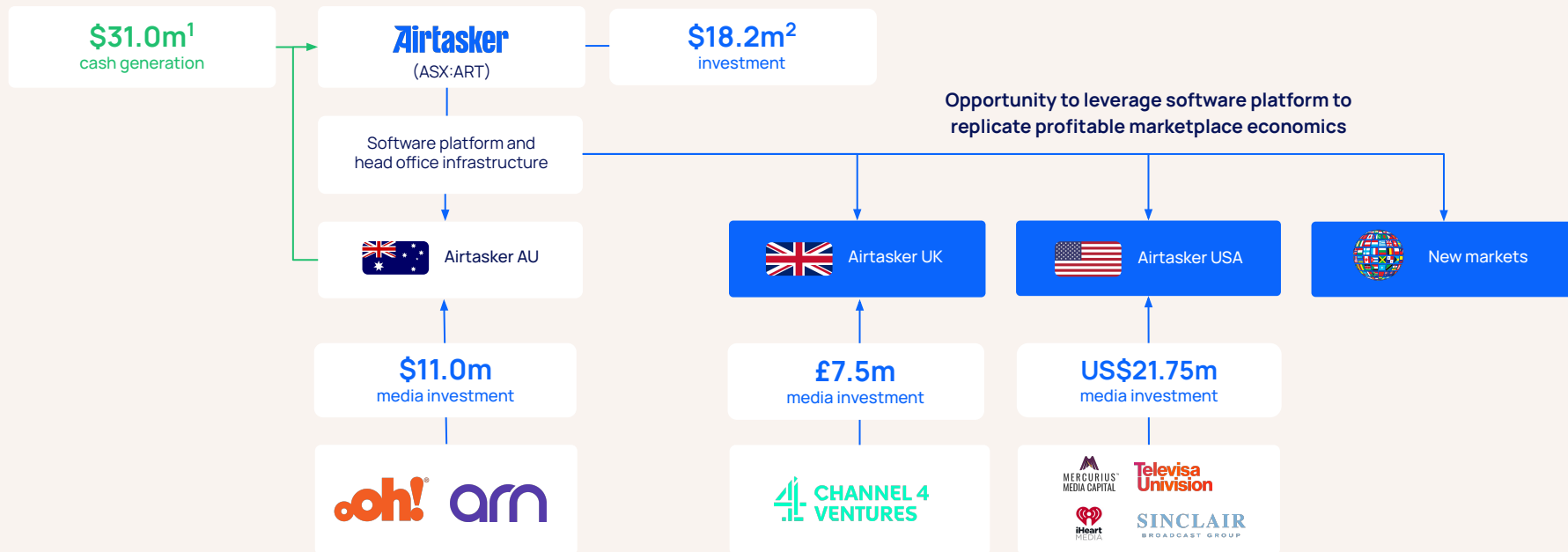


1. Calculated as the trailing twelve months to 30 June 2025.  
 2. Airtasker US GMV for June 2025 multiplied by 12.



# 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



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.

# FY25 results<sup>1</sup>

- 👊 Full year Group positive free cash flow \$1.2m.
- 👊 Airtasker marketplaces full year revenue growth 18.4%.
- 👊 Group full year revenue growth 13.0%.
- 👊 For the full year Australian marketplaces generated ~\$15.3m<sup>2</sup> in cash, after funding all global head office costs, to invest in UK and US expansion.
- 👊 Accelerating momentum and revenue growth trajectory in UK and US markets.
- 👊 \$19.1m<sup>3</sup> in cash and term deposits on balance sheet combined with \$27.9m<sup>3</sup> of prepaid media available to be utilised.



1. All FY25 financial information is unaudited.  
2. Represents Established Marketplaces EBITDA adjusted for material non-cash expenditure less global head office expenditure adjusted for material non-cash and capitalised expenditure.  
3. As at 30 June 2025.

Airtasker

THAAANKS

