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Forward looking information (continued)

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All HY24 financial information is audited.

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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.



"Airtasker allows me to tailor my work around other commitments as a single parent - something I thought I could never do."



"After a motorcycle accident nearly claimed my life, I'm so grateful that I was able to turn to Airtasker to earn a full time income. I haven't looked back."

We're making progress on our mission...



Job opportunities created¹

180k

Taskers have earned an income on our platform²

\$550m+

In the pockets of Taskers (net of Airtasker's fee revenue)³

- 1. On the Airtasker and Oneflare marketplaces since inception.
- 2. On the Airtasker marketplaces since inception.
- 3. On the Airtasker marketplaces since inception.

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.



Unique value proposition:



Open community

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



Infinitely horizontal

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



For customers:

- Super fast responses
- Huge range
- Great value



For Taskers:

- Instant work
- Pricing control
- Complete flexibility

HY24 Highlights

Positive free cash flow¹ and solid revenue growth achieved via optimisation of sales funnel and significant operating efficiency improvements:

- Positive free cash flow of \$0.1m¹, up \$4.7m on pcp
- Airtasker marketplaces revenue up 10.3% on pcp
- UK posted tasks up 30.0%² following UK television launch
- 🟆 \$17.2m in cash and term deposits on balance sheet with zero debt

A foundational period setting Airtasker up for the next phase of growth...

- 1. Non-statutory positive free cash flow calculated as cash and cash equivalents at 31 December 2023 plus payments for term deposits less proceeds from maturing term deposits and bonds less cash and cash equivalents at 30 June 2023 as disclosed in the HY24 consolidated statement of cash flows.
- 2. Calculated as the movement in cumulative UK posted tasks for the first 4 weeks of calendar 2024 against pcp.



Financial Results

HY24 Financial Highlights

Revenue		Profitability		Key Drivers		
Group revenue	\$23.3m +6.8 [%] pcp	Free cash flow Operating cash flow \$1.4m, up \$7.6m on pcp	\$0.1m¹ +\$4.7m pcp	Record completed tasks Booked tasks down 4.6% on pcp Average task price down 3.1% on pc	on pcp	
Airtasker marketplaces revenue	\$18.9m +10.3 [%] pcp	Headcount costs ²	- \$5.6m on pcp	Monetisation rate ⁴ Cancellation rate down 28.4% on pcp	19.8% +10.3 [%] pcp	
International revenue	\$0.6m +35.3 [%] pcp	Group EBITDA ³	\$2.0m +\$7.1m pcp	UK posted tasks following UK TV campaign launch	+30.0%⁵ on pcp	
		\$17.2m				

\$17.2m

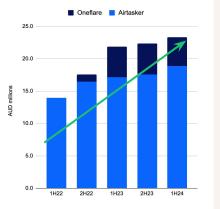
cash and term deposits on balance sheet with zero debt

- 1. Non-statutory positive free cash flow calculated as cash and cash equivalents at 31 December 2023 plus payments for term deposits less proceeds from maturing term deposits and bonds less cash and cash equivalents at 30 June 2023 as disclosed in the HY24 consolidated statement of cash flows.
- 2. Employee benefits expense as per the HY24 Financial Statements.
- 3. Earnings before interest tax depreciation and amortisation ('EBITDA') is a non-IFRS financial measure.
- 4. Monetisation rate (previously take rate) represents Airtasker marketplaces revenue in a given financial period, expressed as a percentage of Airtasker marketplaces GMV in the same period.
- 5. Calculated as the movement in cumulative UK posted tasks for the first 4 weeks of calendar 2024 against pcp.

HY24 Financial Highlights

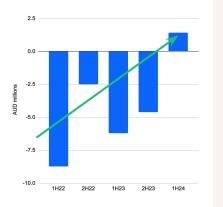
Group Revenue

up 6.8% on pcp



Positive Free Cash Flow +\$0.1m up \$4.7m on pcp

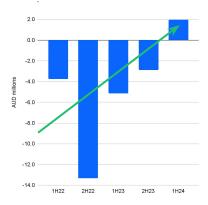
2.5 0.0 -2.6 -5.0 -5.0 -1.2.5 1H22 2H22 1H23 2H23 1H24 Positive Operating Cash Flow +\$1.4m up \$7.6m on pcp



Positive Group EBITDA

+\$**2.0**m

up \$7.1m on pcp



Funnel optimisation in Airtasker marketplaces deliver 19.3% increase in monetisation rate

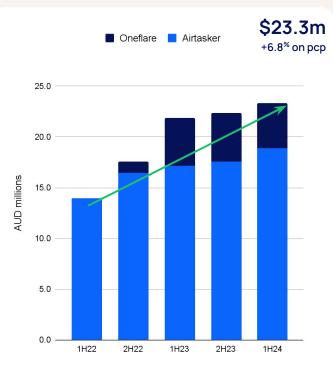
Cancellation Rate and Monetisation Rate (monthly average)



- A revised cancellation policy and fee structure was introduced during the period resulting in improved marketplace reliability with cancellations reducing to 16.1% in HY24 from 22.5%, down 28.4% on pcp.
- Combined with an operational focus on addressing platform leakage these improvements resulted in the monetisation rate improving to 19.8% in HY24 from 16.6%, up 19.3% on pcp.
- These improvements also establish a highly efficient sales funnel for future growth and given features were rolled out progressively throughout the period, the full impact of the monetisation rate improvement is still to come.

Solid revenue growth delivered whilst driving profitability

Group Revenue



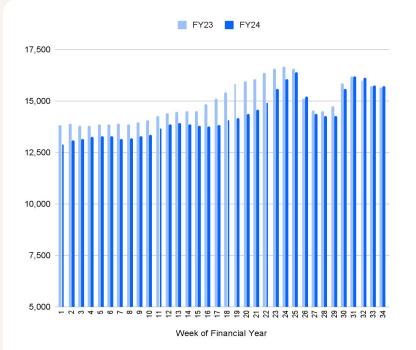
- Group revenue in HY24 was up 6.8% on pcp to \$23.3m. The increase in Group revenue was driven by record levels of Tasker engagement¹ resulting in a record number of completed tasks² combined with core product improvements which saw the monetisation rate improve 19.3% in HY24 on pcp.
- Airtasker marketplaces revenue was up 10.3% in HY24 on pcp despite lower levels of consumer demand. The decline in consumer demand peaked in FY23 and has since returned to growth in FY24.
- Oneflare revenue in HY24 was steady on pcp. During the period, the focus was on operational efficiency including reduction of the cost base and the sale of non-core businesses acquired as part of Oneflare's portfolio of companies (Word of Mouth Online and Urban You).

1. Tasker offers in HY24 were up 24.2% on pcp in the Airtasker marketplaces.

2. Completed tasks in HY24 were up 3.6% on pcp in the Airtasker marketplaces

Improved sales funnel and higher monetisation rate to flow through as Australian consumer demand returns to growth

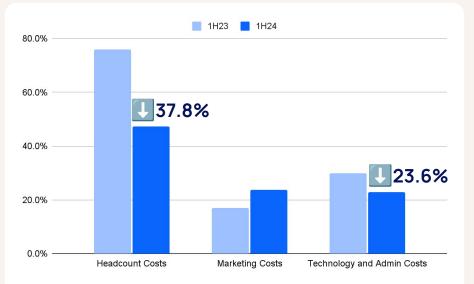
Airtasker Australia Booked Tasks (4 week rolling average)



- Whilst completed tasks were at record levels during HY24 (up 3.6% on pcp), soft consumer demand saw booked tasks in HY24 down 4.6% on pcp whilst the average task price was also down 3.1% for the same comparative periods.
- Early in 2H24 we have seen booked task volumes recover from the levels in 1H24.
- Sales funnel optimisations that improved the monetisation rate are expected to flow through and deliver ongoing value as consumer demand returns to growth.

Improvements in operating efficiency deliver profitability

Expenses as a percentage of Group revenue



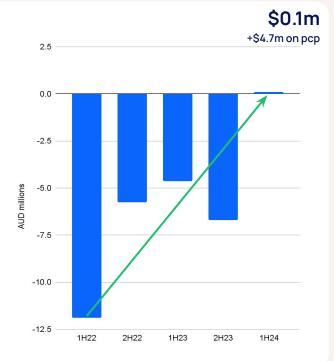
- During HY24, Airtasker delivered a \$7.1m improvement in Group EBITDA driven by a reduction in headcount costs and improvements in operating efficiency.
- Headcount costs¹ as a proportion of revenue were reduced 37.8% on pcp, primarily driven by the implementation of a more lean organisational structure.
- Marketing costs² increased as a result of additional investment in the UK, supporting the Channel 4 media campaign.
- Technology and admin costs³ as a proportion of revenue decreased 23.6% on pcp via a disciplined program of expense optimisation.

- 2. Sales and marketing expense as per the HY24 Financial Statements.
- 3. Technology, general and administration expense as per the HY24 Financial Statements.

^{1.} Employee benefits expense as per the HY24 Financial Statements.

Positive free cash flow driven by solid revenue growth and improvements in operating efficiency

Free cash flow



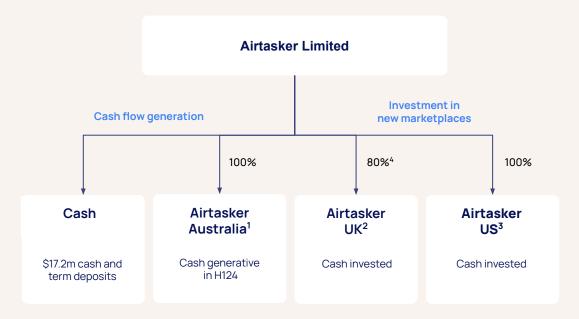
- Airtasker delivered positive free cash flow of \$0.1m in HY24, up \$4.7m on pcp driven by solid revenue growth combined with significant improvements in operating efficiency.
- Operating cash flow was also positive, up \$7.6m on pcp to \$1.4m in HY24.
- Airtasker Australia marketplaces generated sufficient cash flow to fund all global head office costs¹ and investment in the New Marketplaces, in particular to support the UK media partnership.

Includes global head office operating expenditure and innovation investment. Operating expenditure refers to the expenditure relating to the
marketplace platforms (engineering, product support and maintenance), as well as back office support functions (leadership, legal, finance
and people operations). Innovation investment refers to the investment that is non-capitalisable and associated with the design of, and
post-implementation work on, new product features designed to enhance the customer experience, increase long term GNV and grow long
term revenue.



Growth Strategy

Cash generated in Australian marketplace funds global expansion, turbocharged by local media-for-equity partnerships



- 1. Airtasker Australia includes Established Marketplaces (Airtasker Australia and Oneflare) plus global head office costs.
- 2. Airtasker UK refers to Airtasker UK Limited.
- 3. Airtasker US refers to Airtasker USA Inc.
- 4. Channel 4 invested \$6.7m for a 20% stake in Airtasker UK in June 2023.
- 5. UK Total Addressable Market ('TAM') A\$70.4b; US TAM A\$504.1bn. Frost and Sullivan, 2021
- 6. Seven West Media ('SWM') invested in Airtasker in May 2016 enabling Airtasker to grow revenue 20x and generate a 5x ROI for SWM over 5 years.

- Airtasker's marketplace model is proving to be cash generative at scale but requires upfront marketing investment to establish network effects.
- We've proven the success of the model in Australia where our Australian marketplaces generated revenue of \$22.7m in HY24 while covering all global head office costs.
- Excess cash generated in Australia enables investment into UK and US markets where there is a greenfield opportunity and significant TAM.⁵
- Following the success of our partnership with Seven West Media⁶ in Australia, we have commenced replicating the media-for-equity partnership model in new markets to leverage our investment and turbocharge growth.



AU: Continue to invest in customer experience to consolidate Australian market leadership

Improve marketplace reliability

Cancellation policy 🗸 Cancellation attribution model 🗸

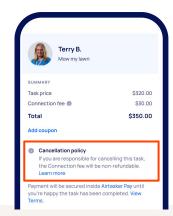
Cancellation rate down 28.4%¹



Address platform leakage

Revised fee structure ✔ Operational enforcement ✔

Monetisation rate up 19.3%²



Empower quality service

Availability model 🗸 Urgent task warnings 🗸

Tasker engagement up 24.2%³



This must be done on Aug 16

Kunda has put a task date for "on Aug 16". Before making an offer, make sure you can commit to this task.

1. From 22.5% in HY23 to 16.1% in HY24 in the Airtasker marketplaces, with the decrease predominantly coming from the Airtasker Australia marketplace.

2. From 16.6% in HY23 to 19.8% in HY24 in the Airtasker marketplaces, with the increase predominantly coming from the Airtasker Australia marketplace

3. Tasker offers were up 24.2%, from 3.9m in HY24 to 4.9m in HY24 in the Airtasker marketplaces, with the increase predominantly coming from the Airtasker Australia marketplace.

AU: Continue to invest in the Airtasker brand and community





Amplifying marketplace trends: Taylor Swift tasks included ticket buying, merchandise queues and costume making...



Annual Tasker Awards on Sunrise



Brand integration in Amazon Prime series



Valentine's Day social campaign



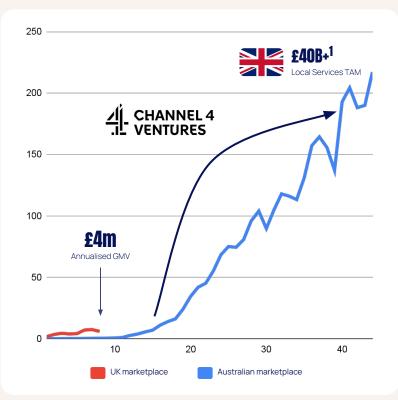
Australian brand awareness¹



Awareness for local services brands¹



Commenced roll out of proven media partnership model to scale in new markets



- A media-for-equity partnership with Seven West Media enabled Airtasker to build a trusted household brand name and scale network effects in Australia.
- Over a 5 year partnership, Airtasker grew revenue 20x, establishing Australia's no. 1 marketplace for local services and generating a 5x return multiple for Seven West Media.
- Our partnership with Channel 4 in the UK provides Airtasker with \$6.7m in advertising media power and access to 47 million UK people each month (78% of the UK population).



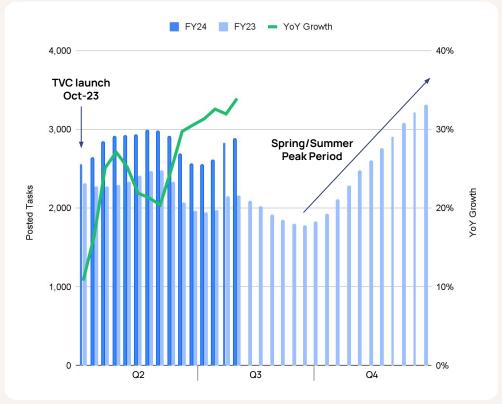


Airtasker's UK television campaign "Airtasker, Yeahtasker!" launched on Channel 4 in October 2023.





UK Weekly Posted Tasks (4 week rolling average)



- Airtasker launched the 'Airtasker. Yeahtasker!' television campaign on Channel 4 in October 2023, delivering a strong +30.0%¹ increase in weekly posted tasks.
- The impact of this television campaign is expected to deliver strong results as we head into the northern hemisphere spring/summer peak period.
- Further investment in brand marketing is expected to improve brand awareness and salience in the UK to deliver higher long term marketing efficiency.

^{1.} Calculated as the movement in cumulative UK posted tasks for the first 4 weeks of calendar 2024 against pcp.

AIRTASKER US HEALS THE BAY

Our "marketplace stimulus" activity sees local jobs being created in the Airtasker marketplace to further promote Airtasker.

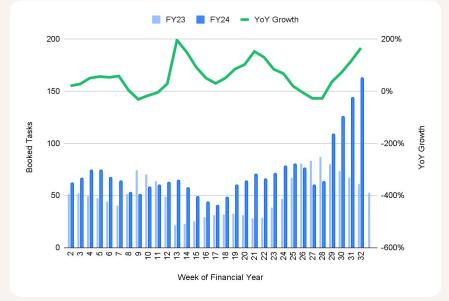
In December 2023, the Tasker community helped to clean up beaches in Los Angeles as part of the Heal The Bay initiative... whilst promoting Airtasker!





Fine tuning growth levers whilst maintaining cost discipline ahead of media partnership

US Booked Tasks (4 week rolling average)



- Airtasker saw US weekly booked tasks increase 27% on pcp driven mainly by fine tuning key growth levers. These optimisations saw marketing efficiency¹ improve significantly.
- Growth levers include paid marketing and "marketplace stimulus" activity in which jobs are created in the Airtasker marketplace to promote Airtasker (eg. street marketing, letterbox distribution or community service).
- This growth in booked tasks was achieved whilst also maintaining cost discipline as media-for-equity partnership discussions and testing progresses.

Looking ahead:

- 🥠 We delivered positive free cash flow and positive EBITDA in HY24
- 👊 We reaffirm guidance to deliver FY24 full year positive cash flow result
- We expect sales funnel and operating efficiency improvements to deliver further positive impact as consumer demand returns to growth
- 🤑 We hold \$17.2m in cash and term deposits on balance sheet with zero debt
- Our Australian marketplaces generate cash (after covering all head office costs) to fund global expansion which we will turbocharge via local media partnerships







Appendices

HY24 Financial performance

- Group revenue up 6.8% on pcp to \$23.3m, driven by product improvements which significantly reduced cancellations and addressed platform leakage resulting in the monetisation rate improving 19.3% on pcp.
- Employee benefits expense down 33.6%, from the one-time operational restructure implemented in April 2023 that resulted in a 20.0% headcount reduction.
- Technology, general and administration expenses were collectively down 18.5% against HY23 due to an ongoing program of expenditure optimisation and reduction.

\$m ¹	HY24	HY23	Variance \$	Variance %
Revenue	23.3	21.8	1.5	6.8%
Other income	0.7	0.0	0.7	3,309.5%
Interest revenue	0.3	0.0	0.3	973.1%
Loss on derivatives	(0.1)	(0.1)	(0.0)	(44.4%)
Employee benefits	(11.0)	(16.6)	5.6	33.6%
Sales & marketing	(5.5)	(3.7)	(1.8)	(47.6%)
Technology	(2.7)	(2.9)	0.2	8.0%
General & administration	(2.7)	(3.6)	1.0	26.8%
Depreciation & amortisation	(2.4)	(2.5)	0.2	7.0%
Impairment of assets	(0.1)	(0.1)	(0.0)	(66.7%)
Finance costs	(0.2)	(0.1)	(0.0)	(39.8%)
Loss before income tax	(0.3)	(7.8)	7.5	96.3%

Loss for the half-year attributable to:				
Owners of Airtasker Limited	0.2	(7.8)	8.0	103.1%
Non-controlling interests	(0.5)	-	(0.5)	(100.0%)

HY24 Cash flow

- Cash from operating activities for HY24 was positive \$1.4 million, up \$7.6 million, compared to operating cash outflow of \$6.2 million in HY23. Achieved by delivering solid Group revenue growth of 6.8% against HY23 whilst at the same time improving operating efficiency and reducing employee benefits expense by 33.6% and technology, general and administration expense by 18.4%.
- Cash used in investing activities of \$11.3 million reflected the net \$10.5 million surplus cash invested in term deposits and receipts of \$0.4 million as proceeds from the disposal of non-core businesses.
- Cash used in financing activities of \$0.5 million related to the financing component of lease liability payments associated with office facilities leases.

\$m ¹	HY24	HY23	Variance \$	Variance %
Receipts from customers (inclusive of sales tax)	24.4	24.9	(0.5)	(2.0%)
Payments to suppliers and employees (inclusive of sales tax)	(23.1)	(31.1)	8.1	25.9%
Net interest received/(paid)	0.0	(0.0)	0.0	376.9%
Net cash used in operating activities	1.4	(6.2)	7.6	(122.2%)
Payments for term deposits	(11.0)	(0.5)	(10.5)	(1,975.5%)
Payments for intangibles	(1.2)	(1.9)	0.6	33.6%
Payment for purchase of business assets and subsidiaries	0.0	(0.0)	0.0	100.0%
Payments for property, plant and equipment	0.0	(0.1)	0.1	100.0%
Proceeds from maturing term deposits and bonds	0.5	4.7	(4.2)	(89.3%)
Proceeds from sale of business assets and subsidiaries	0.4	0.0	0.4	100%
Proceeds from disposal of property, plant and equipment	0.0	0.0	(0.0)	100%
Proceeds from facilities licences	0.1	0.1	(0.0)	(17.7%)
Net cash from investing activities	(11.3)	2.3	(13.6)	(587.4%)
Payment of lease liabilities	(0.5)	(0.2)	(0.2)	100.0%
Proceeds from exercise of share options	0.0	0.3	(0.3)	(100.0%)
Proceeds from issue of shares, net of transaction costs	0.0	3.4	(3.4)	(100.0%)
Net cash from financing activities	(0.5)	3.4	(3.9)	(114.3%)
Net decrease in cash and cash equivalents	(10.4)	(0.5)	(9.9)	(2,088.0%)
Cash and cash equivalents at the beginning of the half-year	16.1	23.7	(7.7)	(32.3%)
Effects of exchange rate changes on cash and cash equivalents	(0.0)	0.0	(0.1)	(224.0%)
Cash and cash equivalents at the end of the half-year	5.7	23.3	(17.5)	(75.4%)
Term deposits	11.5	0.5	11.0	2,079.6%
Cash and term deposits at the end of the half-year	17.2	23.8	(6.5)	(27.5%)

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HY24 Financial position

- Strong balance sheet at 31 December 2023 with \$17.2m in cash and term deposits and zero debt, up \$0.1m from 30 June 2023.
- Decrease of 20.1% in other assets contributed to by \$1.1m amortisation of UK advertising media asset following the launch of the 'Airtasker. Yeahtasker!' UK television brand campaign on Channel 4.
- Decrease in unclaimed customer credits of \$1.0m (22.1%) reflecting higher task completion and lower cancellation rates.

\$m ¹	31 Dec 23	30 Jun 23	Variance \$	Variance %
Cash and cash equivalents	5.7	16.1	(10.4)	(64.7%)
Trade and other receivables	0.8	0.3	0.5	137.2%
Financial assets	11.5	1.0	10.5	1,016.2%
Other assets	7.0	8.7	(1.8)	(20.1%)
Total current assets	24.9	26.1	(1.2)	(4.5%)
PP&E	0.2	0.3	(0.1)	(37.0%)
Right-of-use assets	2.2	2.4	(0.3)	(10.7%)
Intangibles	21.2	22.1	(0.9)	(4.0%)
Total non-current assets	23.6	24.8	(1.3)	(5.1%)
Total assets	48.5	51.0	(2.5)	(4.8%)
Trade and other payables	2.9	3.9	(1.0)	(25.7%)
Lease liabilities	1.0	1.0	0.0	4.6%
Contract liabilities	1.5	1.7	(0.2)	(12.5%)
Unclaimed customers credits	3.6	4.6	(1.0)	(22.1%)
Employee benefits	1.0	1.3	(0.2)	(17.6%)
Provisions and other liabilities	0.3	0.2	0.1	23.7%
Total current liabilities	10.3	12.6	(2.4)	(18.6%)
Financial instruments	6.4	6.4	(0.0)	(0.7%)
Lease liabilities	2.1	2.7	(0.5)	(20.0%)
Employee benefits	0.2	0.1	0.0	23.1%
Total non-current liabilities	8.7	9.2	(0.5)	(5.9%)
Total liabilities	19.0	21.9	(2.9)	(13.3%)
Net assets	29.6	29.1	0.4	1.5%
Issued capital	137.4	137.4	0.0	
Reserves	20.1	19.3	0.7	3.8%
Accumulated losses	(127.7)	(127.9)	0.2	(0.2%)
Non controlling interest	(0.3)	0.2	(0.5)	(260.9%)
Total equity	29.6	29.1	0.4	1.5%