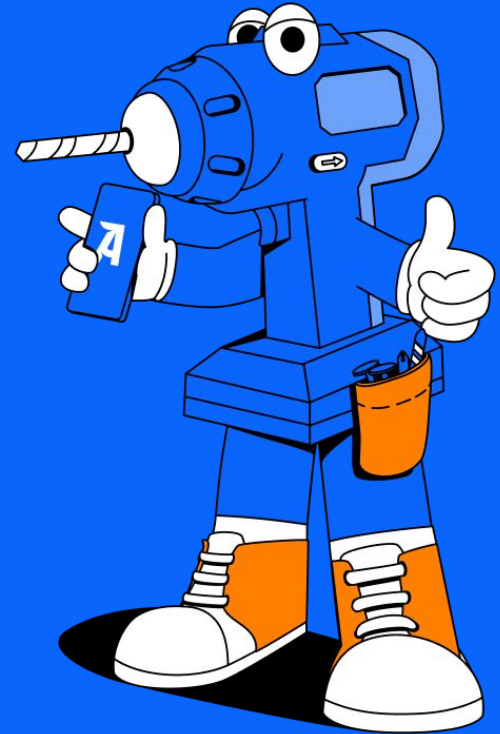


Airtasker

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FY25 RESULTS PRESENTATION

28 AUGUST 2025



MEET MASON

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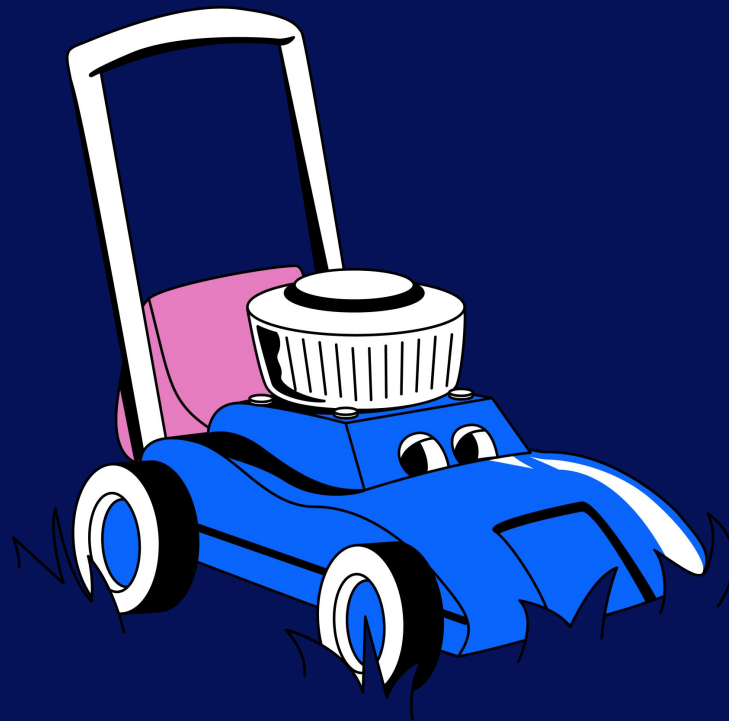
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SECTION ONE

ABOUT AIRTASKER



MEET THE TASKIES

Mo, with his steady roar, is the boss of the lawn. Reliable, no-nonsense and always on schedule, he keeps the grass in check and the yard looking sharp.

OUR VISION

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.



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.



Corey L.

"Airtasker changed our lives. Even with full-time jobs, we couldn't get ahead. By taking on extra cleaning tasks, we saved \$60,000 in 12 months and bought our first home in Pakenham. It was hard work, but worth it — and now we've started our own cleaning business to pay off the mortgage even faster."



Talal E.

"I've been on Airtasker for years, and it's been a game-changer for my mobile mechanic business. When I first started, it helped me connect with customers I never would've reached on my own, and quite quickly too. Over time, those jobs turned into regular clients, and the positive reviews built my reputation. Now, a big part of my work comes from Airtasker, and it's great because I can choose what tasks I want to take on, and at what price too. The flexibility has been amazing especially in a trade where there can be a lot of emergencies too."

Unique Value Proposition



Open Community

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



Infinitely Horizontal

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



For Customers:

- Super fast responses
- Huge range
- Great value



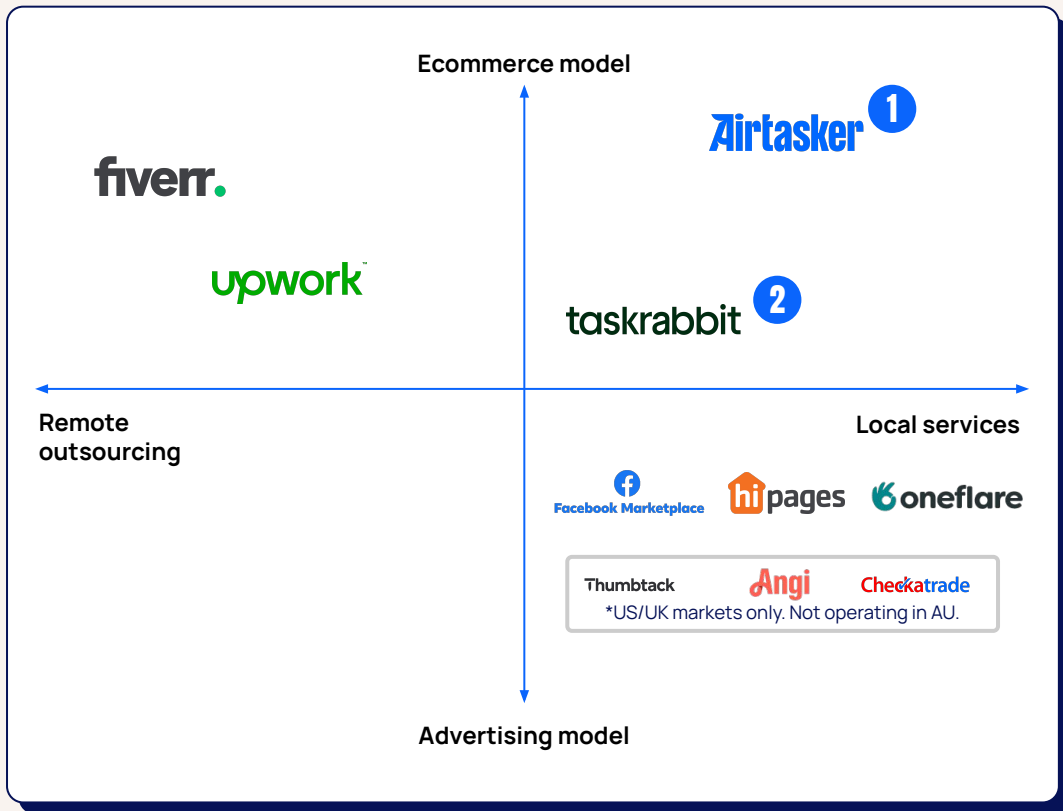
For Taskers:

- Instant work
- Pricing control
- Complete flexibility

COMPETITIVE LANDSCAPE

Airtasker is uniquely positioned as a global platform for local services

- 1 Airtasker community model**
 Free to join. Customers choose who they work with based on ratings, reviews and verified qualifications.
- 2 Taskrabbit curated supply model**
 Workers pay an upfront fee to join and Taskrabbit selects which workers can access jobs.



Source: The Local Services Market - Market Report, Frost & Sullivan, July 2024

Revenue model tightly aligns Airtasker with Tasker success

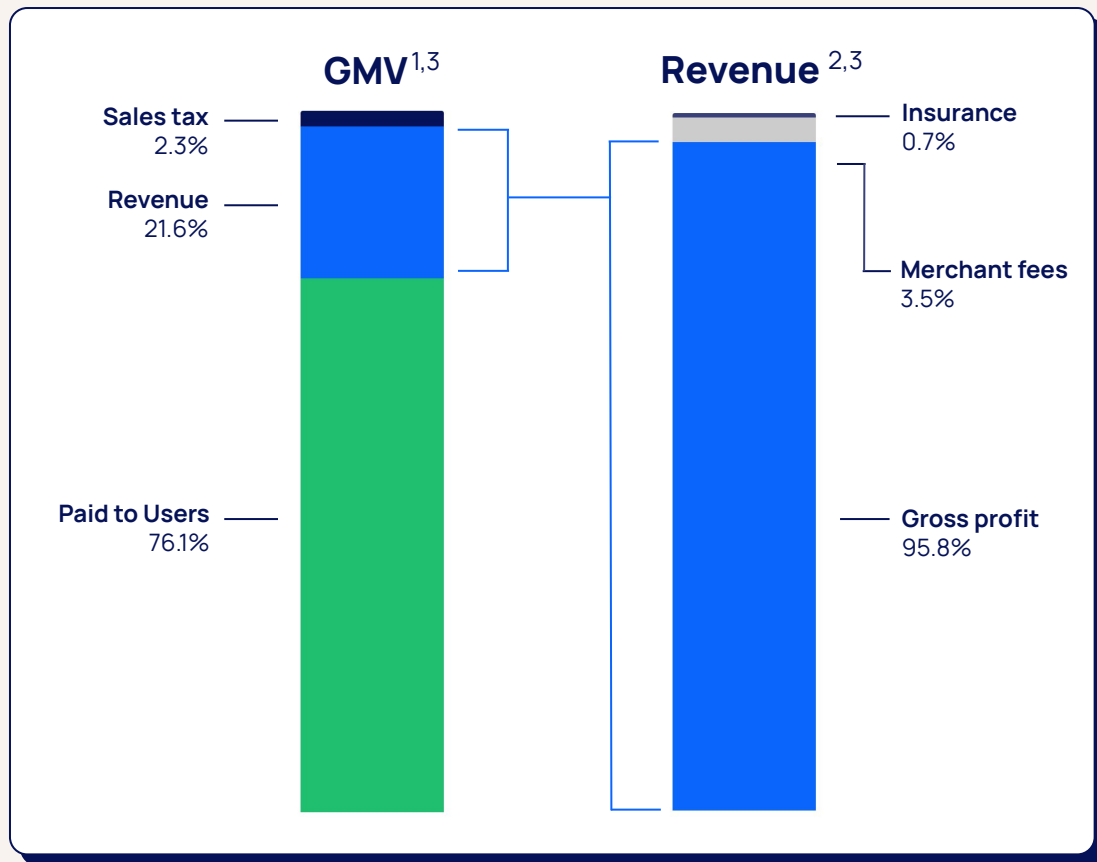
How does Airtasker make money?

- Free to post a task and receive offers.
- Free to access tasks and create quotes.⁴
- Fees are charged when Customers and Taskers experience marketplace value (at the point of connection, task completion or in certain cases task cancellation).

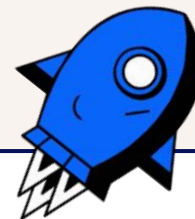
Win-win business model








- **Low risk for Taskers.** Unlike advertising models, Taskers can access jobs with no upfront fees.
- **Wide range.** No upfront fees means Customers access the greatest range of services.
- **Strong gross margin.** Light touch model delivers 95%+ gross margins.

1. Gross marketplace volume (GMV) for Airtasker only. GMV represents the total price of all tasks booked through the Airtasker marketplaces before cancellations and inclusive of price adjustments between customers and Taskers, bonuses paid by customers to Taskers, fees payable by customers and Taskers to Airtasker, and any applicable sales taxes.
2. Revenue comprising the Airtasker and Oneflare marketplaces.
3. Based on FY25 financial data.
4. On the Airtasker marketplaces.



FY25 Overview



Guidance	Result
 Full year Group positive free cash flow	+\$1.2m positive free cash flow
 Airtasker marketplaces deliver double digit revenue growth	+18.3% Airtasker marketplaces revenue growth
 Airtasker Australia continues to generate sufficient cash to fund UK and US expansion after covering global head office expenses	+\$15.2m cash generated in Australia (after covering global head office expenses)
 Accelerating momentum and revenue growth trajectory in UK and US markets	<div> <div> Airtasker UK  </div> <div> Airtasker US  </div> </div> <div> <div> \$21m GMV ARR </div> <div> +111% revenue growth </div> <div> \$7.5m GMV ARR </div> <div> +422% revenue growth </div> </div>
 \$19.1m ¹ in cash and term deposits on balance sheet combined with \$27.9m ¹ of prepaid media assets available to be utilised	

1. As at 30 June 2025.

SECTION TWO

FINANCIAL RESULTS



MEET THE TASKIES

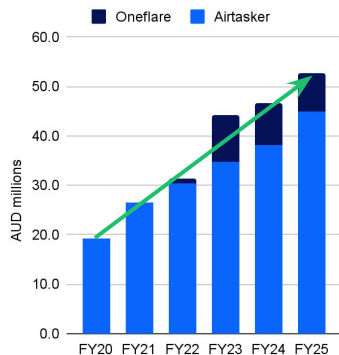
As the leader of the Taskie pack, Chief points everyone in the right direction to get anything done.

FY25 revenue highlights

Group Revenue

\$52.6m

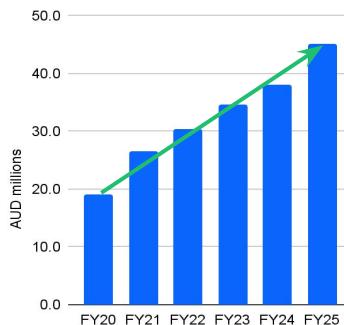
up 12.8% on pcp; 5 yr CAGR 22.4%



Airtasker Marketplaces Revenue¹

\$45.0m

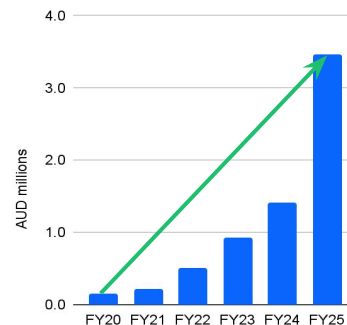
up 18.3% on pcp; 5 yr CAGR 18.6%



Airtasker International Revenue

\$3.5m

up 144.3% on pcp; 5 yr CAGR 87.7%



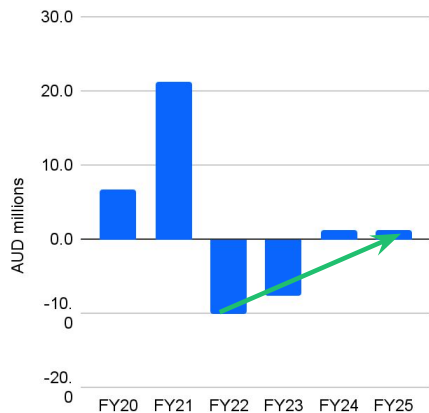
1. Excludes Oneflare marketplace.

FY25 cash flow highlights

Positive Free Cash Flow¹

+\$1.2m

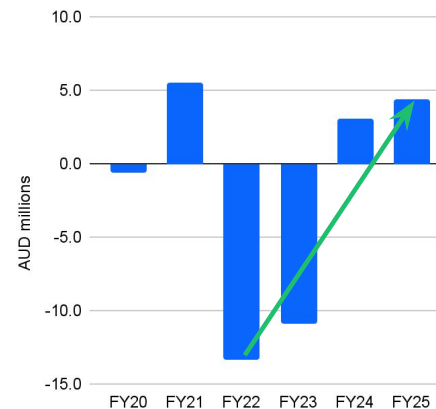
steady on pcp



Positive Operating Cash Flow²

+\$4.4m

up 43.9% (up \$1.3m) on pcp

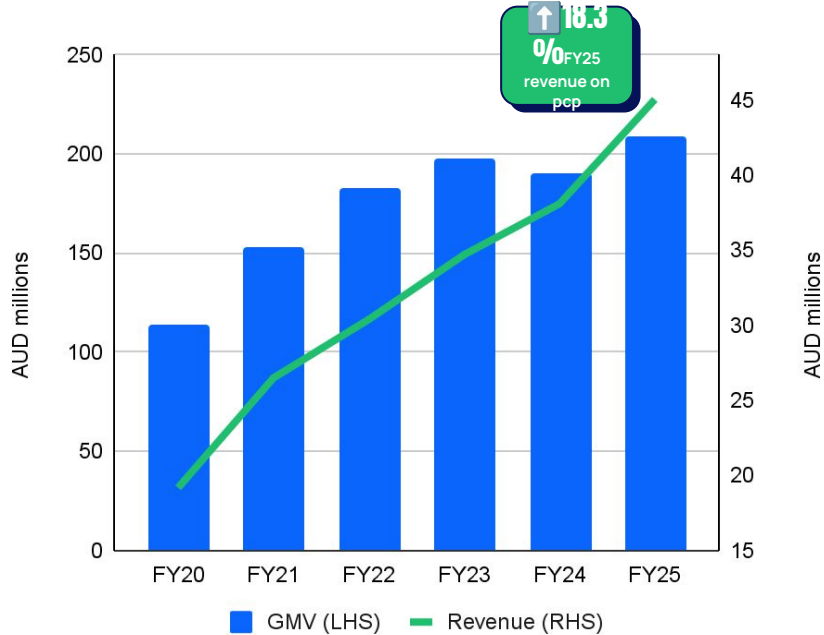


- Free cash flow included proceeds from the issue of shares to the value of \$10.4m in FY20, \$37.6m in FY21 and \$3.8m in FY22.
- Operating cash flow included proceeds from government grants to the value of \$1.0m in FY21.

Airtasker revenue accelerates: up 18.3%



Airtasker marketplaces GMV & revenue¹



- Significant increase in marketing investment to \$43.1m across Airtasker marketplaces through a combination of \$16.0m cash and \$27.0m non-cash marketing delivering record GMV.
- Airtasker marketplaces¹ revenue grew 18.3% on pcp, to a record \$45.0m supported by organic growth in Australia and international markets.
- An improving trend with 2H25 revenue growth of 21.7% on pcp versus 1H25 growth of 14.8% on pcp.
- Airtasker marketplaces GMV grew 9.5% on pcp, to a record \$208.7m, driven by the above the line marketing campaigns.
- Monetisation rate² improved 8.0% on pcp, to 21.6% due to ongoing product initiatives, the cancellation policy introduced in FY24 and ongoing platform revenue yield management.

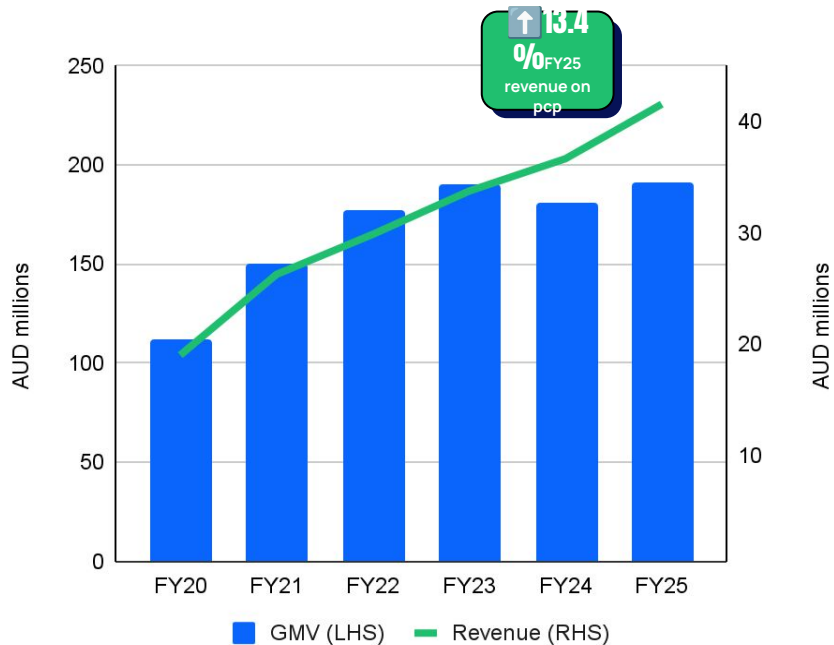
1. Excludes Oneflare marketplace.

2. Monetisation rate represents Airtasker's revenue in a given financial period, expressed as a percentage of GMV in the same period.

Australian revenue re-accelerates: up 13.4%



Airtasker Australia GMV & revenue



- Significant increase in marketing investment to \$10.3m through a combination of \$4.3m cash and \$6.0m non-cash marketing delivering record GMV.
- Launched above the line brand marketing with oOh!media (outdoor) and ARN (audio) in Sep-24, driving a 15% increase in unprompted brand awareness.
- Airtasker Australia marketplace revenue growth 13.4% on pcp, to \$41.6m, contributing 79.0% of Group revenue.
- Airtasker Australia GMV up 5.3% on pcp, to \$190.8m, turning around the 4.6% decrease in FY24.
- Australian monetisation rate improved by 7.7% on pcp, to 21.8%.

Australian market generates \$15.2m cash after covering all global head office costs

- Australian marketplaces generated cash flows of ~\$34.6m in FY25 (up 11.6% on FY24) after covering:
 - Australian sales and marketing;
 - Customer service operations; and
 - All other direct Australian operating costs.
- After covering all global head office cash expenditure¹, Australia generated cash flows of ~\$15.2m in FY25 (up 18.8% on FY24) demonstrating increasing operating leverage.
- The cash flow generated by the Australian marketplaces enabled proactive investment into UK and US expansion whilst generating \$1.2m of Group free cash flow in FY25.

	FY25 (\$m)	FY24 (\$m)	Variance (\$m)	Variance (%)
Australian Marketplaces				
Revenue	49.2	45.2	4.0	8.8%
Expenses	14.6	14.2	(0.4)	(2.8%)
Australian market cash flow ²	34.6	31.0	3.6	11.6%
Less: Global head office expenditure ¹	19.4	18.2	(1.2)	(6.6%)
Australian market cash flow (after covering global head office expenditure)	15.2	12.8	2.4	18.8%
UK and US cash investment ³	14.0	11.6	(2.4)	(20.7%)
Group cash flow	1.2	1.2	-	-

1. Global head office operating expenditure and innovation investment as disclosed in note 4 of the FY25 financial statements, adjusted for material non-cash items.

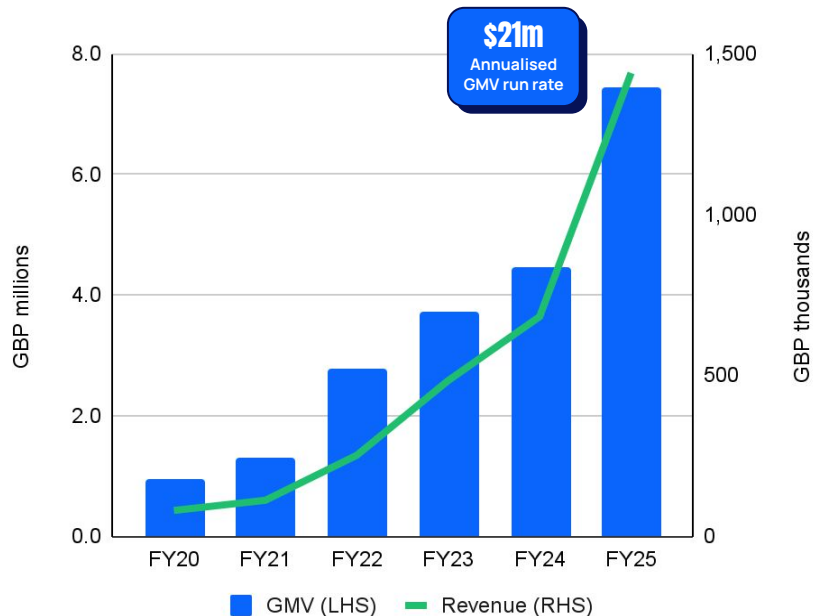
2. Represents EBITDA for the Established Marketplaces Segment as disclosed in note 4 of the FY25 financial statements, adjusted for material non-cash items.

3. Represents EBITDA for the New Marketplaces Segment as disclosed in note 4 of the FY25 financial statements, adjusted for material non-cash items.

UK hits \$21m GMV annualised run rate



Airtasker UK GMV & revenue



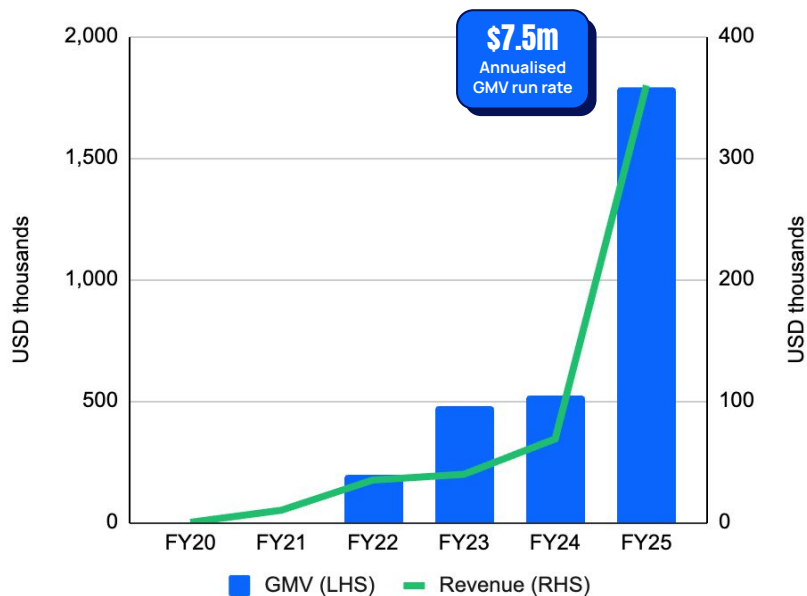
- The follow-on investment of £4.0m (\$7.8m¹) from Channel 4 in Nov-24 accelerated momentum in above the line brand marketing and supported market expansion from London to Birmingham and Manchester.
- Revenue up 111.1% on pcp, to £1.4 million (\$2.9 million).
- GMV up 67.1% on pcp, to £7.5m (\$15.0m).
- Achieved \$21.0m GMV annualised run rate at Jun-25, ahead of 24 month market development milestone.
- Top of funnel posted tasks increased 55.7% to 260k, highlighting growth in marketplace demand.

1. The foreign currency translation rate applied corresponds to the rate prevailing at the end of the month in which the transaction was completed.

US hits \$7.5m GMV annualised run rate



Airtasker US GMV & revenue



- Completed media deals with TelevisaUnivision, iHeartMedia, Sinclair and Mercurius which provided US\$21.8m (\$32.6m¹) in media capital in Aug-24/Nov-24.
- Above the line brand marketing investment launched Sep-24 in Los Angeles followed by expansion to Las Vegas and Austin.
- Marketplace momentum building with revenue growth of 421.7% on pcp, to US\$360k (\$559k).
- GMV up 244.0% on pcp, to US\$1.8 million (\$2.8 million)
- Achieved \$7.5m GMV annualised run rate at Jun-25, ahead of 12 month market development milestone.

1. The foreign currency translation rate applied corresponds to the rate prevailing at the end of the month in which the transaction was completed.

FY26 Outlook

- 👊 Airtasker Australia to deliver solid double digit revenue growth.
- 👊 Exploring strategic repositioning of Oneflare for a return to long term growth.
- 👊 Australian marketplace generated ~\$15.2m in free cash flow in FY25
 - cashflow generation (ex Oneflare) to increase in FY26.
- 👊 Airtasker UK and US markets accelerate growth trajectory
 - potential to make targeted investments to further accelerate growth.
- 👊 \$19.1m¹ in cash and term deposits on balance sheet combined with \$27.9m¹ of prepaid media assets available to be utilised.

1. As at 30 June 2025.



SECTION THREE

GROWTH STRATEGY



MEET THE TASKIES

Charlie is the life of the party. The bubbliest bucket in town, he's ready to splash into the action and loves to turn any task into a fun time.

Growth strategy:

1

Core platform investment

Invest in Airtasker brand and core platform experience and maintain market leadership

2

Profitable growth

Deliver profitable growth in Australia to generate free cash flow

3

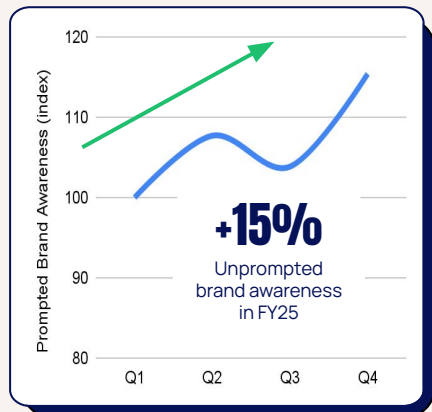
Scale in UK and US

Leverage platform and invest in new markets turbocharged by media partnerships

Media partnership strategy delivers growth re-acceleration

In FY25, we successfully executed on our brand investment strategy alongside media partners oOh!media and ARN leading to a strong increase in brand salience (unprompted brand awareness) and a re-acceleration of both GMV and revenue in the Australian market.

We'll continue to maintain brand investment momentum in FY26 as we realise the potential of the enormous \$75 billion TAM¹ in Australia.



\$190m+

Record Australian GMV

+5.3%

Airtasker Australia GMV growth (FY24: -4.6%)

+13.4%

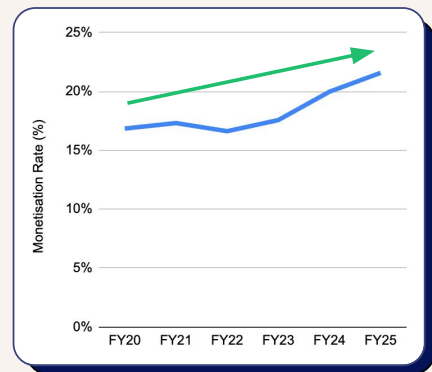
Airtasker Australia revenue growth (FY24: +8.6%)



Continue to invest in trust and improve sales funnel efficiency

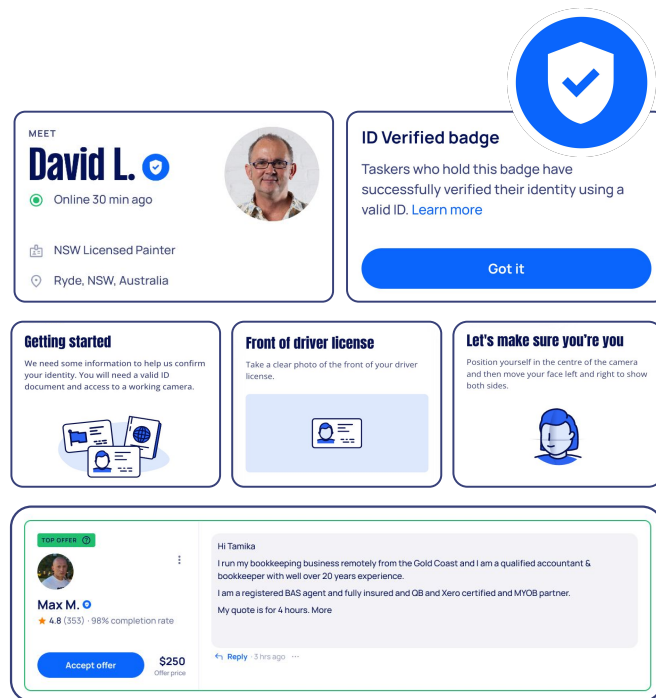
Enhance trust signals across profiles and offers to enable greater customer confidence and sales funnel conversion:

- ✓ ID verification (implemented for all Taskers)
- ✓ SERR¹ tax compliance (implemented for all Taskers)
- ✓ Top Offer status rolled out for selected offers



21.6%
Monetisation rate
(up 1.6 pts in FY25)

1. Sharing Economy Reporting Regime.



Address platform leakage and improve purchase frequency

Significant opportunity to address leakage and increase purchase frequency by enabling customers to rebook Taskers they've previously hired by addressing:

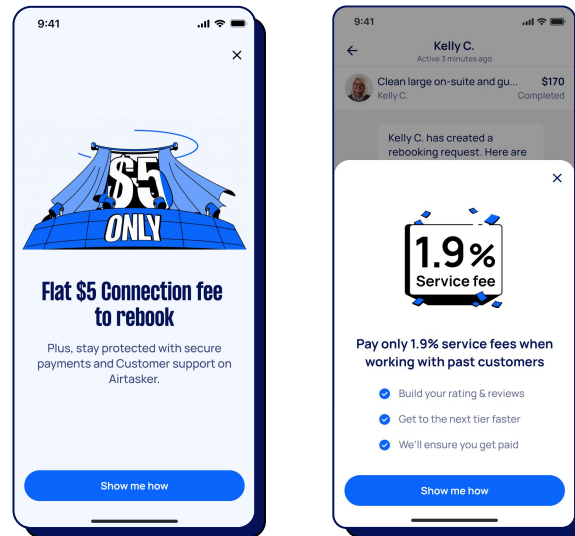
- Fee structure - low cost model
- Incentives - to reward rebooking behaviour
- Feature awareness and usability

93% of Customers rate their Airtasker experience 5 stars

73%¹ of Customers said "yes" or "maybe" that they will repeat the same or similar task again within the next 12 months

83%¹ of customers said they would hire the same Tasker again

New rebooking fee structure launched Aug-25:



Customers pay a flat \$5 rebooking fee and
Taskers pay 1.9% service fee.

1. Airtasker survey (N-3390), February 2025

Leverage AI to enhance user experience and productivity

Airtasker is well positioned to benefit from AI due to:

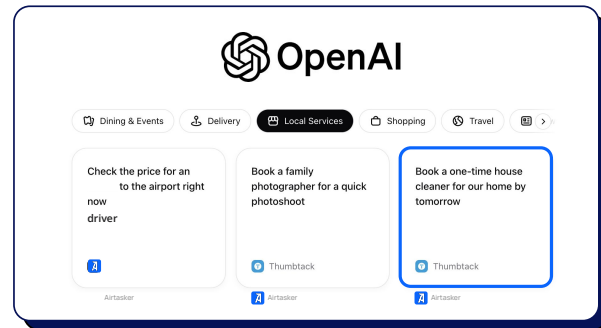
- Defensibility underpinned by physical, local network effects and proprietary data set (user reputation data)
- Opportunity to create jobs powered by human skills as AI-powered and autonomous solutions disrupt existing jobs (eg. autonomous vehicles)



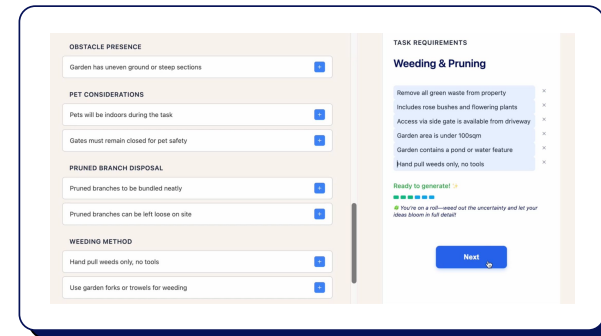
+364%

Increase in ChatGPT referral traffic (Jan to Jun-25)

We've collaborated with OpenAI to allow customers to book a Tasker through an Operator agent.



We're rapidly prototyping and launching AI-powered assistants to make it easier to post a task





Going turbo: Scaling in UK and US



Airtasker

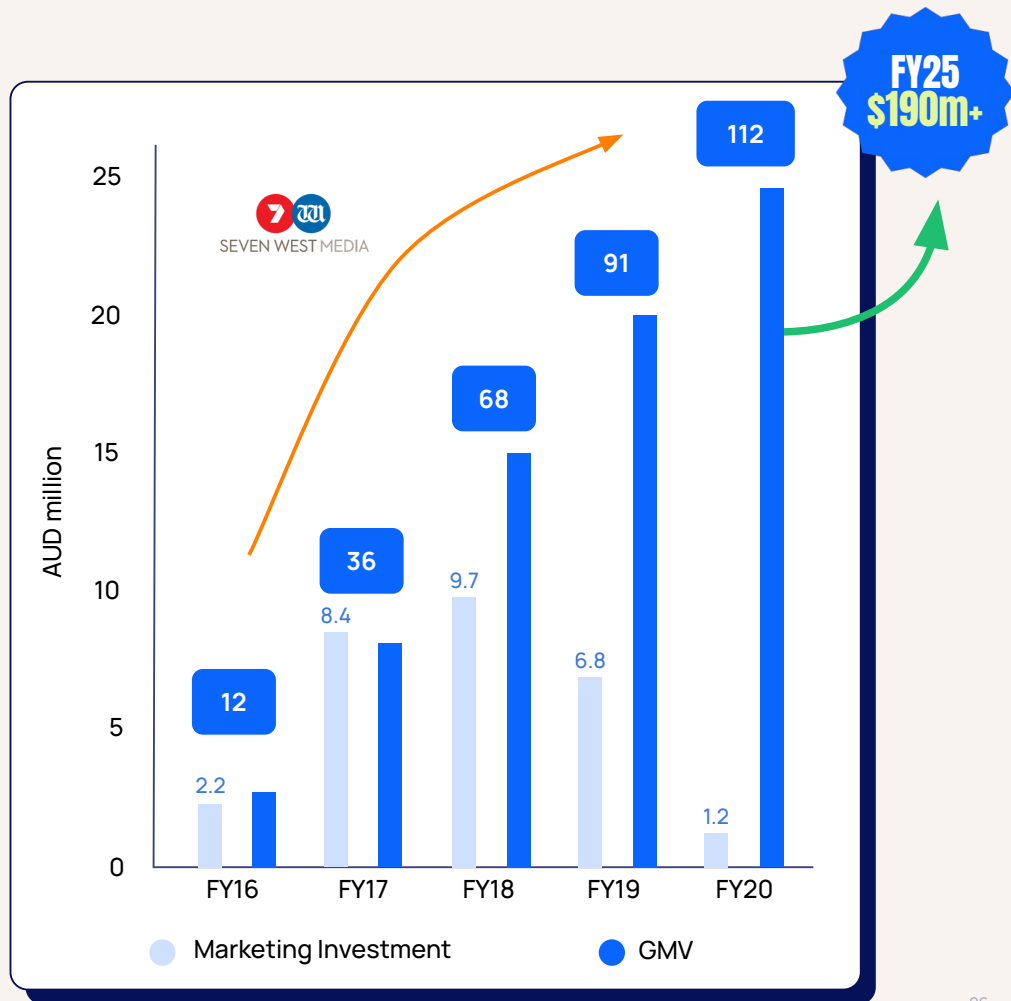
OFFICIAL PARTNER

We have a proven model to build profitable, cash generative marketplaces

In FY25, our Australian marketplaces generated ~\$34.6m of cash flow:

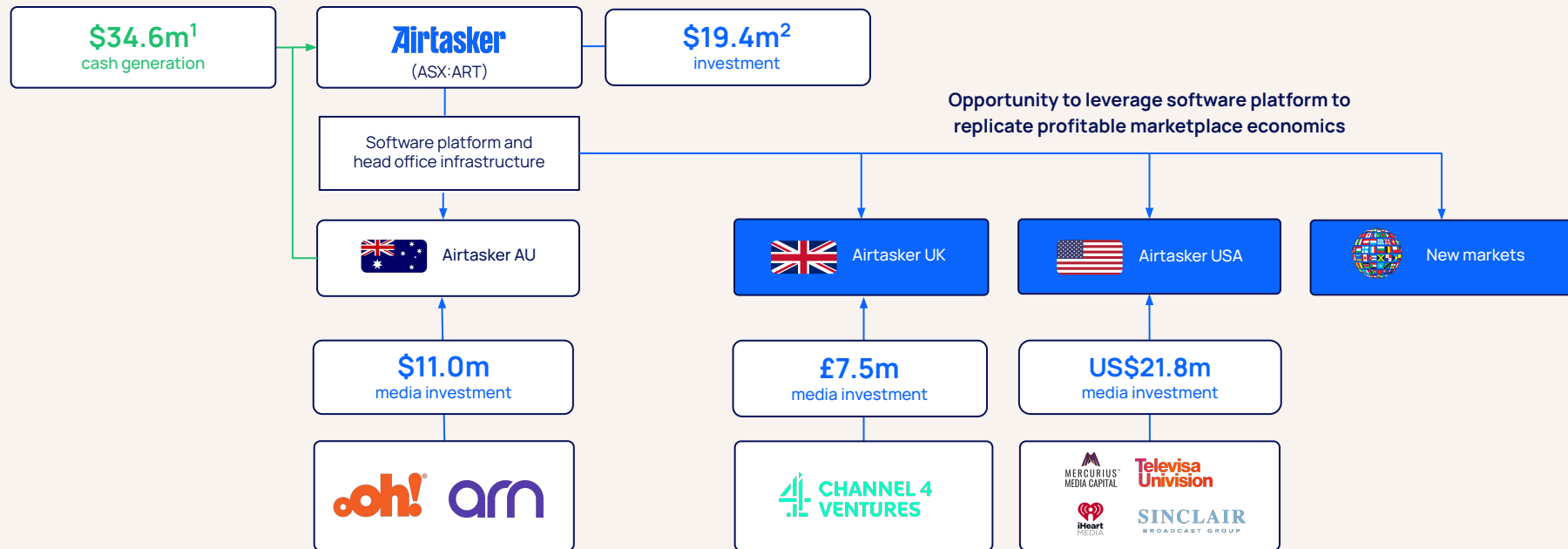
Revenue ¹	\$49.2m
Expenses ²	\$14.6m
Cash flow³	\$34.6m

1. Revenue relating to the Established Marketplaces Segment as disclosed in note 4 of the FY25 financial statements.
2. Calculated as the difference between revenue and EBITDA for the Established Marketplaces Segment as disclosed in note 4 of the FY25 financial statements, adjusted for material non-cash items.
3. Cash flow represents EBITDA for the Established Marketplaces Segment as disclosed in note 4 of the FY25 financial statements, adjusted for material non-cash items.



Opportunity to leverage our scalable software platform, turbocharged by local media partnerships

Australian marketplaces generate cash flow in excess of software platform and head office infrastructure investment



1. Represents EBITDA for the Established Marketplaces Segment as disclosed in note 4 of the FY25 financial statements, adjusted for material non-cash items.

2. In FY25 invested \$19.4m in operating the software platform and head office infrastructure that enables the global marketplaces.

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

Our city-level marketplace¹ goal is to reach a GMV ARR² 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 rate³) 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.

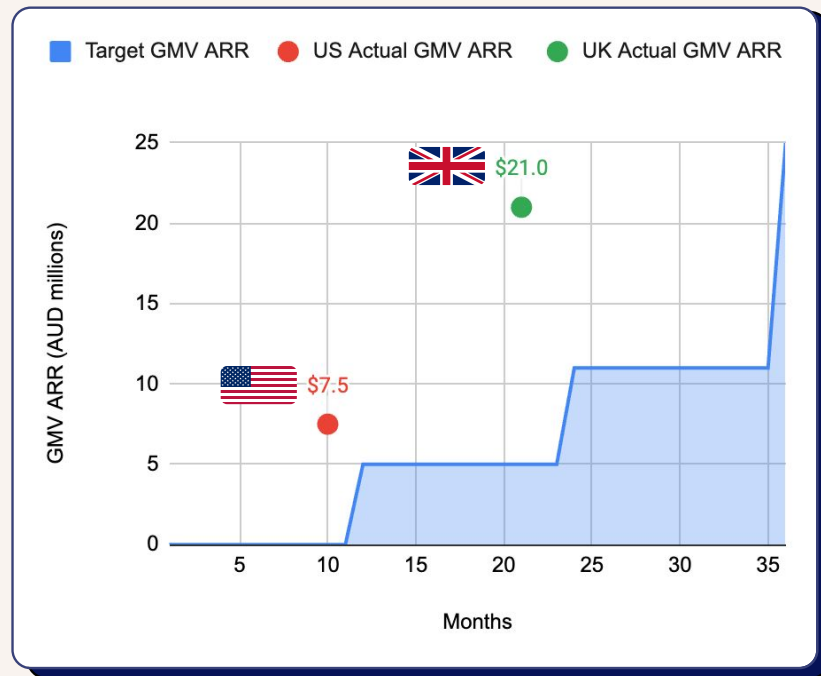
2. Annualised run rate.

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

SCALE IN UK AND US

Growth momentum building: UK hits \$21m and US hits \$7.5m run rate in FY25

- ✓ Airtasker UK reached GMV ARR of \$21m in Jun-25 at 21 months from launch date (Oct-23)
- ✓ Airtasker US reached GMV ARR of \$7.5m in Jun-25 at 10 months from launch date (Sep-24)
- ✓ In FY26, Q1 and Q2 to maintain GMV levels during seasonal low period with further acceleration in Q3 and Q4.

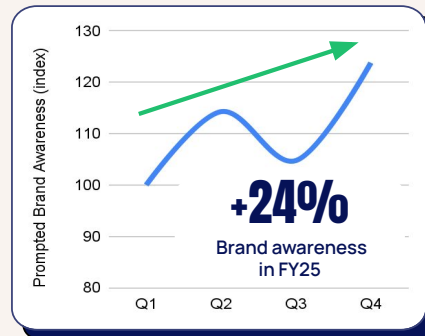


Custom playbook delivering results alongside long term brand investment

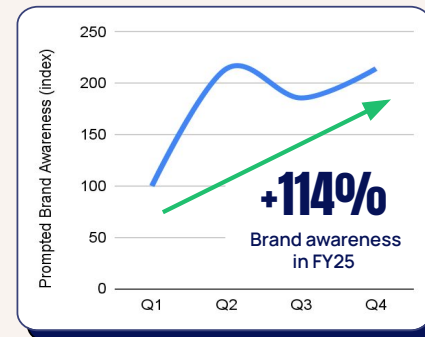
- Our custom built playbook for launching new marketplaces (nicknamed “SHPAB”) enables us to invest in local growth tactics that generate **predictable** marketplace traction.
- In parallel, we invest in the Airtasker brand (notably through our media partnerships) to generate brand awareness that supports **sustainable** long term momentum.
- Our suite of brand partnerships in the US and UK are creating incredible value through local market expertise and networking opportunities as well as powerful media distribution...



Brand awareness in London, UK



Brand awareness in Los Angeles, USA





NEW: Argos retail partnership launch!



Airtasker reaches a huge new audience of consumers at point of purchase of a new product that requires assembly, installation or mounting.

- Over 1,200+ stores across the UK
- Almost 1 billion website visitors per year
- Owned and integrated into Sainsburys retail network (second largest retailer in UK)



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THAAANKS

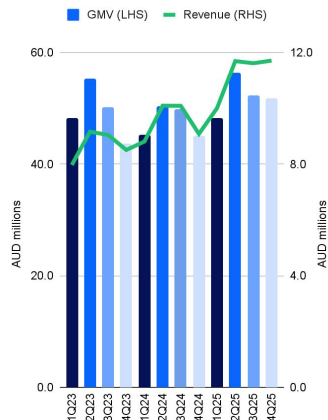


Annexures

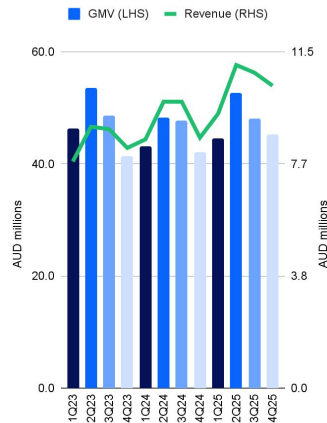
Quarterly financial metrics



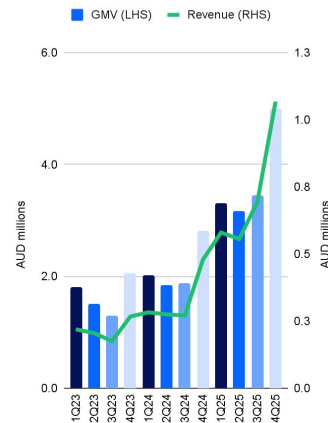
Airtasker marketplaces¹



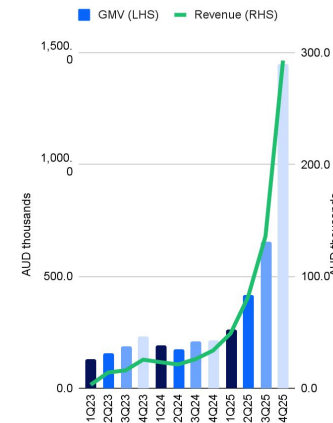
Australia¹



UK



US



- Above the line brand marketing investment commenced Sep-24 (1Q25) for Australia to drive GMV and revenue growth.
- Fiscal 2Q/3Q (spring/summer) strongest quarters in southern hemisphere.
- AU: FY25: Revenue up 13.4% on pcp, to \$41.6m; GMV up 5.3% on pcp, to \$190.8m. 5 year revenue CAGR 16.9%.
- Above the line brand marketing investment commenced Oct-23 (2Q24) for UK and Sep-24 (1Q25) for US, to drive strong growth in GMV and revenue.
- Fiscal 4Q/1Q (spring/summer) strongest quarters in northern hemisphere.
- UK FY25: Revenue up 111.1% on pcp, to \$2,898k (£1,440k); GMV up 67.1% on pcp, to \$15.0m (£7.5m).
- US FY25: Revenue up 421.7% on pcp, to \$559k (US\$360k); GMV up 244.0% on pcp, to \$2,782k (US\$1,789k).

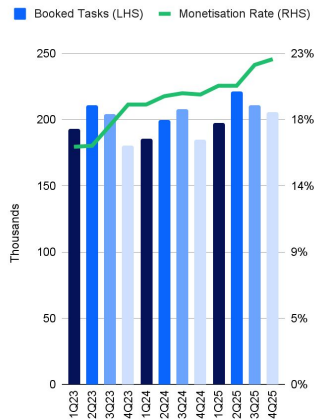
Quarterly financial metrics

	FY23				FY24				FY25			
AUD (thousands)	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	3Q24	4Q24	1Q25	2Q25	3Q25	4Q25
GMV												
AU	46,303	53,558	48,693	41,443	43,072	48,349	47,755	42,030	44,630	52,715	48,163	45,308
UK	1,814	1,504	1,301	2,050	2,018	1,851	1,875	2,813	3,317	3,176	3,459	5,008
US	131	155	188	231	191	174	211	215	262	415	655	1,450
Other	14	35	36	13	18	17	13	23	18	24	30	33
Total	48,261	55,252	50,218	43,736	45,298	50,392	49,854	45,081	48,227	56,331	52,307	51,799
Revenue												
AU	7,749	8,939	8,854	8,214	8,506	9,795	9,793	8,565	9,383	11,049	10,787	10,342
OF	2,566	2,144	2,473	2,299	2,318	2,096	2,078	2,070	2,060	1,894	1,898	1,738
UK	220	206	175	267	283	275	271	479	580	556	694	1,068
US	3	14	16	26	23	21	26	34	49	82	136	293
Other	0	5	0	3	0	3	0	6	0	6	0	8
Total	10,538	11,308	11,519	10,807	11,130	12,192	12,168	11,153	12,072	13,586	13,515	13,448

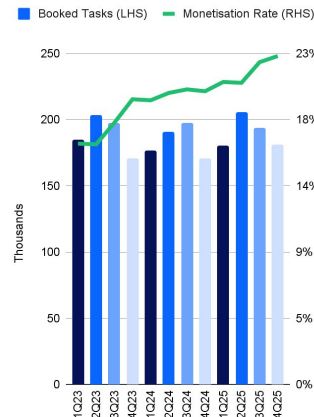
Quarterly operational metrics



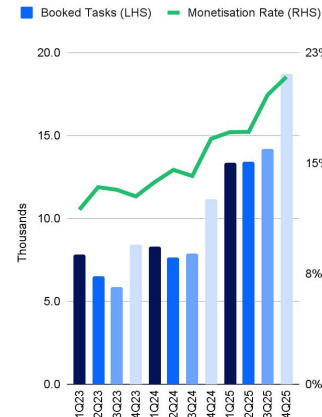
Airtasker marketplaces¹



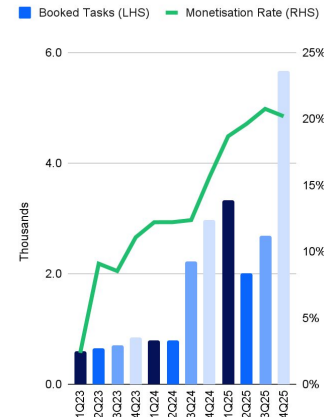
Australia¹



UK



US



- Product investment in marketplace reliability/sales funnel efficiency reduced cancellations, drove record completed tasks and together with continuous yield management improved monetisation rate.
- Airtasker marketplaces: FY25 booked tasks up 7.3% on pcp to 836k (FY24: 779k booked tasks). FY25 monetisation rate improved 8.0% on pcp, to 21.6% (FY24: 20.0%).
- AU: FY25 booked tasks up 3.4% on pcp to 761k (FY24: 736k booked tasks). FY25 monetisation rate improved 7.7% on pcp, to 21.8% (FY24: 20.2%).
- UK: FY25 booked tasks up 71.4% on pcp to 59.8k (FY24: 35.0k booked tasks). FY25 monetisation rate improved 26.7% on pcp, to 19.4% (FY24: 15.3%).
- US: FY25 booked tasks up 102.1% on pcp, to 13.7k (FY24: 6.8K booked tasks). FY25 monetisation rate improved 52.4% on pcp, to 20.1% (FY24: 13.2%).

Quarterly operational metrics

	FY23				FY24				FY25			
	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	3Q24	4Q24	1Q25	2Q25	3Q25	4Q25
Booked Tasks (thousands)												
AU	184.8	203.1	197.4	171.0	176.5	191.2	197.6	171.0	180.4	205.9	193.8	181.5
UK	7.9	6.5	5.8	8.4	8.3	7.7	7.9	11.1	13.4	13.4	14.2	18.7
US	0.6	0.7	0.7	0.8	0.8	0.8	2.2	3.0	3.3	2.0	2.7	5.7
Other	0.1	0.3	0.3	0.1	0.2	0.2	0.1	0.1	0.1	0.2	0.2	0.2
Total	193.4	210.6	204.2	180.4	185.8	199.8	207.8	185.2	197.2	221.5	210.9	206.1
Average Task Price (AUD)												
AU	\$250.57	\$263.64	\$246.68	\$242.34	\$243.97	\$252.91	\$241.68	\$245.85	\$247.46	\$256.05	\$248.57	\$249.64
UK	\$231.06	\$230.01	\$222.70	\$243.06	\$243.20	\$241.62	\$238.16	\$252.40	\$247.76	\$236.25	\$243.33	\$267.85
US	\$216.65	\$236.34	\$263.59	\$274.57	\$238.56	\$218.66	\$94.96	\$72.40	\$78.54	\$206.17	\$243.14	\$255.40
Other	\$105.48	\$121.06	\$129.56	\$91.34	\$117.16	\$106.35	\$107.70	\$178.68	\$133.99	\$136.74	\$155.43	\$166.21
Total	\$249.58	\$262.32	\$245.90	\$242.40	\$243.81	\$252.22	\$239.90	\$243.41	\$244.55	\$254.30	\$248.06	\$251.37
Monetisation Rate												
AU	16.74%	16.69%	18.18%	19.82%	19.75%	20.26%	20.51%	20.38%	21.02%	20.96%	22.40%	22.83%
UK	12.11%	13.67%	13.49%	13.03%	14.02%	14.87%	14.45%	17.03%	17.49%	17.50%	20.07%	21.32%
US	2.37%	9.09%	8.54%	11.08%	12.22%	12.22%	12.38%	15.66%	18.70%	19.64%	20.76%	20.20%
Other	0.00%	15.73%	0.00%	19.47%	0.00%	17.45%	0.00%	24.97%	0.00%	23.24%	0.00%	24.73%
Total	16.52%	16.59%	18.01%	19.45%	19.45%	20.03%	20.24%	20.15%	20.76%	20.76%	22.21%	22.61%