

26 November 2025

## ASX Announcement Airtasker Limited (ASX:ART)

### 2025 Annual General Meeting - CEO Presentation

Airtasker Limited (ASX:ART) is pleased to lodge the attached presentation being made by Chief Executive Officer, Tim Fung, at its 2025 Annual General Meeting being held at 11:00 am (AEDT) today.

– Ends –



To receive regular Airtasker announcements and updates and to engage with management join [Airtasker's Investor Hub](#) or for more information visit [investors.airtasker.com](https://investors.airtasker.com).

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**About Airtasker**

Airtasker Limited (ASX:ART) is Australia's leading online marketplace for local services, connecting people and businesses who need work done with people who want to work. With a mission to **empower people to realise the full value of their skills**, Airtasker aims to have a positive impact on the future of work by creating truly flexible opportunities to work and earn income. In 2025, Airtasker entered the world of Formula One™ through its partnership with the Visa Cash App Racing Bulls Formula One™ Team (**VCARB**). Since launching in 2012, Airtasker Taskers have completed more than 5 million tasks worldwide and Airtasker has put more than \$720 million into the pockets of Australian Taskers (net of Airtasker's fees).

***This announcement was approved for release by the Board of Directors of Airtasker Limited.***

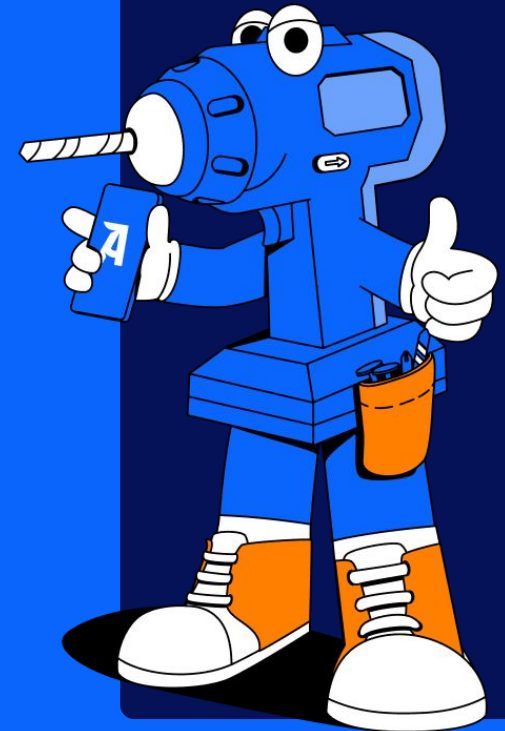


26 November 2025

# 2025 ANNUAL GENERAL MEETING CEO PRESENTATION



Meet the Taskies:  
Mason



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

# FY25 Overview



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

1. As at 30 June 2025.

# 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

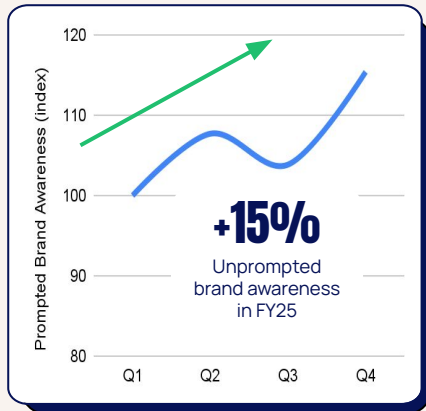
Leverage platform and invest in new markets turbocharged by media partnerships

## CORE PLATFORM INVESTMENT

# 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 TAM<sup>1</sup> in Australia.



**\$190m+**

Record Australian GMV

**+5.3%**

Airtasker Australia GMV growth (FY24: -4.6%)

**+13.4%**

Airtasker Australia revenue growth (FY24: +8.6%)



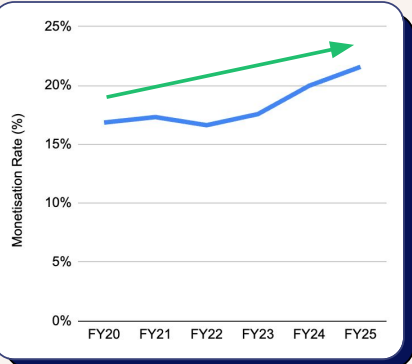
1. The Local Services Market - Market Report, Frost & Sullivan, July 2024.

## CORE PLATFORM INVESTMENT

# 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)
- ✓ SERR<sup>1</sup> tax compliance (implemented for all Taskers)
- ✓ Top Offer status rolled out for selected offers



**21.6%**  
Monetisation rate  
(up 1.6 ppts in FY25)

1. Sharing Economy Reporting Regime.

The screenshot displays the AirTasker platform interface. At the top right is a blue circular badge with a white shield and checkmark icon. Below it, a user profile for 'David L.' is shown, including a profile picture, a verified badge, and details like 'Online 30 min ago', 'NSW Licensed Painter', and 'Ryde, NSW, Australia'. To the right of the profile is a section titled 'ID Verified badge' explaining that Taskers who hold this badge have successfully verified their identity using a valid ID, with a 'Learn more' link and a 'Got it' button. Below the profile are three instructional cards: 'Getting started' (explaining the need for ID and camera access), 'Front of driver license' (showing a photo of a driver's license), and 'Let's make sure you're you' (showing a photo of a person). At the bottom, a task listing for 'Max M.' is shown, including a profile picture, a verified badge, a 4.8 rating (353 reviews), 98% completion rate, and a \$250 offer price. The task description mentions 'Hi Tamika' and details about the bookkeeping business.



## CORE PLATFORM INVESTMENT

# 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

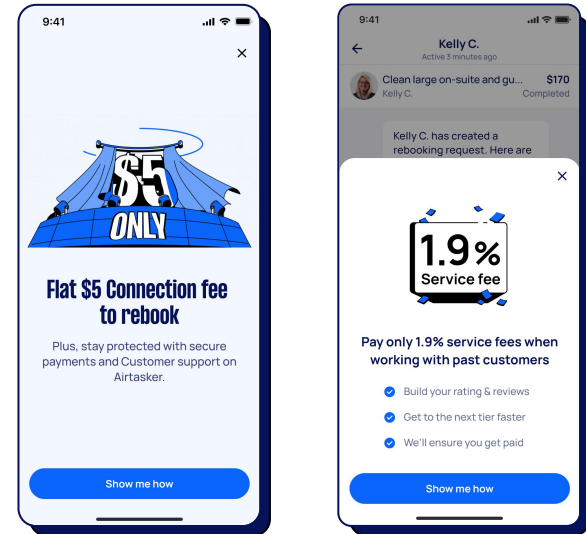
**93%** of Customers rate their Airtasker experience 5 stars

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

**83%<sup>1</sup>** of customers said they would hire the same Tasker again

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

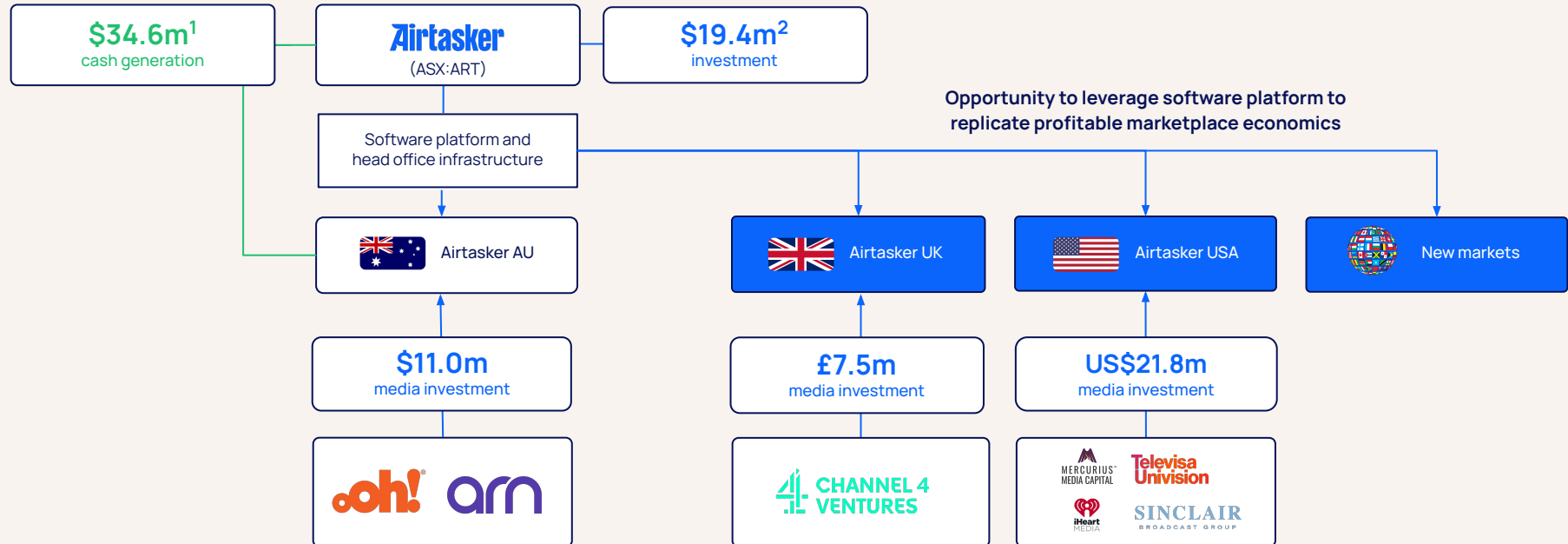
New rebooking fee structure launched Aug-25:



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

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

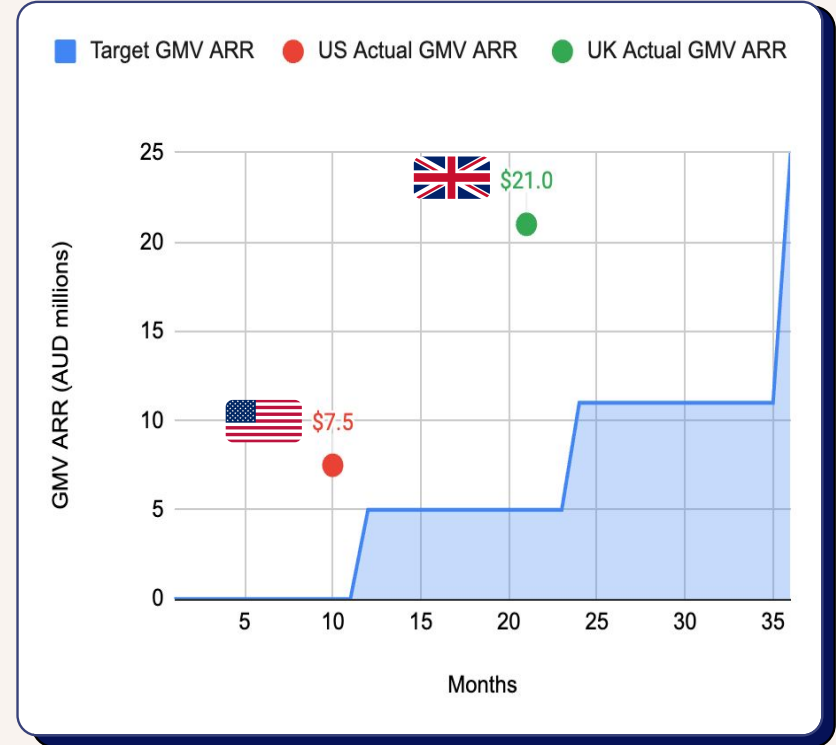
Australian marketplaces generate cash flow in excess of software platform and head office infrastructure investment



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.

## Growth momentum building: UK hits \$21m and US hits \$7.5m run rate in Jun-25

- ✓ 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.

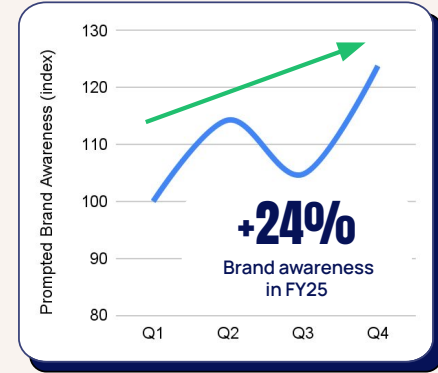


# Custom playbook delivering results alongside long term brand investment

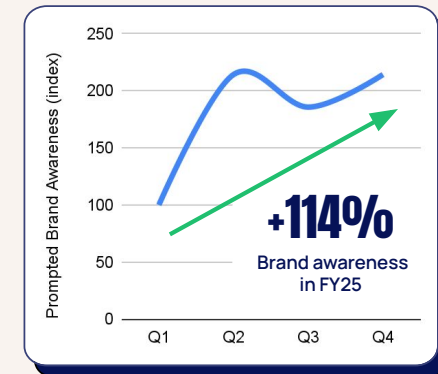
- Our custom built playbook for launching new marketplaces (nicknamed “SHPAB”) enables us to invest in local growth tactics that generate **predictable** marketplace traction.
- In parallel, we invest in the Airtasker brand (notably through our media partnerships) to generate brand awareness that supports **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



# Raised \$10m equity capital to accelerate growth in the UK and US cornerstoned by iHeartMedia

1



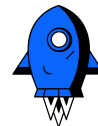
Strong start to FY26 with 1Q26 Airtasker marketplaces<sup>1</sup> revenue up 20.5%<sup>2</sup> on pcp. Airtasker Australia<sup>3</sup> revenue up 12.8%<sup>2</sup> on pcp - on track for solid double-digit growth in FY26.

2



Airtasker UK 1Q26 revenue up 83.3%<sup>2</sup> on pcp and Airtasker USA revenue up 609.1%<sup>2</sup> on pcp - playbook is delivering results with significant opportunity to scale.

3



Raised \$10m equity capital by way of a placement of fully paid ordinary shares to fund a disciplined program of targeted marketing investments into the UK and US marketplaces and to provide additional balance sheet flexibility.

4



iHeartMedia - America's no.1 audio media company with 276 million monthly listeners investing **A\$2.3m<sup>4</sup>** in ASX:ART under the placement as a cornerstone investor.

1. Includes all Airtasker marketplaces (principally Australia, the UK and US) and excludes the Oneflare marketplace.  
2. All amounts are unaudited.  
3. Excludes the Oneflare marketplace.  
4. Subscription is for US\$1.5m based on USD1.00:AUD1.54 exchange rate.



Airtasker

THAAANKS

