

26 November 2025

## ASX Announcement Airtasker Limited (ASX:ART)

### Investor Day Presentation

Airtasker Limited (ASX:ART) is pleased to lodge the attached presentation being made by members of its executive leadership team at its Investor Day being held at 3:00 pm (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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[investors@airtasker.com](mailto:investors@airtasker.com)

#### 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.***

Airtasker

# INVESTOR DAY

2025



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## Financial information

This presentation contains certain financial information. The financial information has been presented in an abbreviated form insofar as it does not include all the presentation and disclosures, statements or comparative information as required by the Australian Accounting Standards (**AAS**), the International Financial Reporting Standards (**IFRS**) (including the interpretations of the International Financial Reporting Interpretations Committee) and other mandatory professional reporting requirements applicable to financial reports prepared in accordance with the Corporations Act. All currency is in Australian dollars unless indicated. All financial information is audited unless otherwise indicated.

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Management uses these non-IFRS financial measures to evaluate the performance and profitability of the overall business. Although Airtasker believes that these measures provide useful information about the financial performance of Airtasker, they should be considered as supplements to the income statement measures that have been presented in accordance with AAS and IFRS in Airtasker's audited financial statements released on ASX and not as a replacement for them.

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**Questions? Use the QR code to ask now**

Slido code: AIR25

A



# Agenda

<b>Welcome</b>	<b>Cass O'Connor</b> Non-executive Chair, Airtasker
<b>Mission and Strategy</b>	<b>Tim Fung</b> CEO and Co-Founder
<b>Product and Technology</b>	<b>Chaitanya Kuber</b> CTO <b>James Nau</b> VP of Product
<b>Media Deals Analysis</b>	<b>Matt Harper</b> Analyst, Taylor Collison
<b>Media Partner Panel</b> Moderator: <b>Matt Harper</b> Analyst, Taylor Collison	<b>Andrew Every</b> Chief Strategy and Retail Media Officer, oOh!media <b>Michael Stephenson</b> CEO, ARN <b>David Ellis</b> EVP, iHeartMedia
<b>Brand and Growth</b>	<b>Fiona Stevens</b> CCO
<b>Leadership Q&amp;A</b> Moderator: <b>Peter Hammond</b> Non-executive director, Airtasker	<b>Tim Fung</b> CEO and Co-Founder <b>Fiona Stevens</b> CCO <b>Mahendra Tharmarajah</b> CFO <b>Chaitanya Kuber</b> CTO
<b>Networking and drinks</b>	F1 Simulator and Custom Merch



# Mission and Strategy

**Tim Fung**

CEO AND CO-FOUNDER, AIRTASKER







OUR VISION

# The world's most trusted marketplace

to buy and sell local services.

# 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.





## OUR MISSION

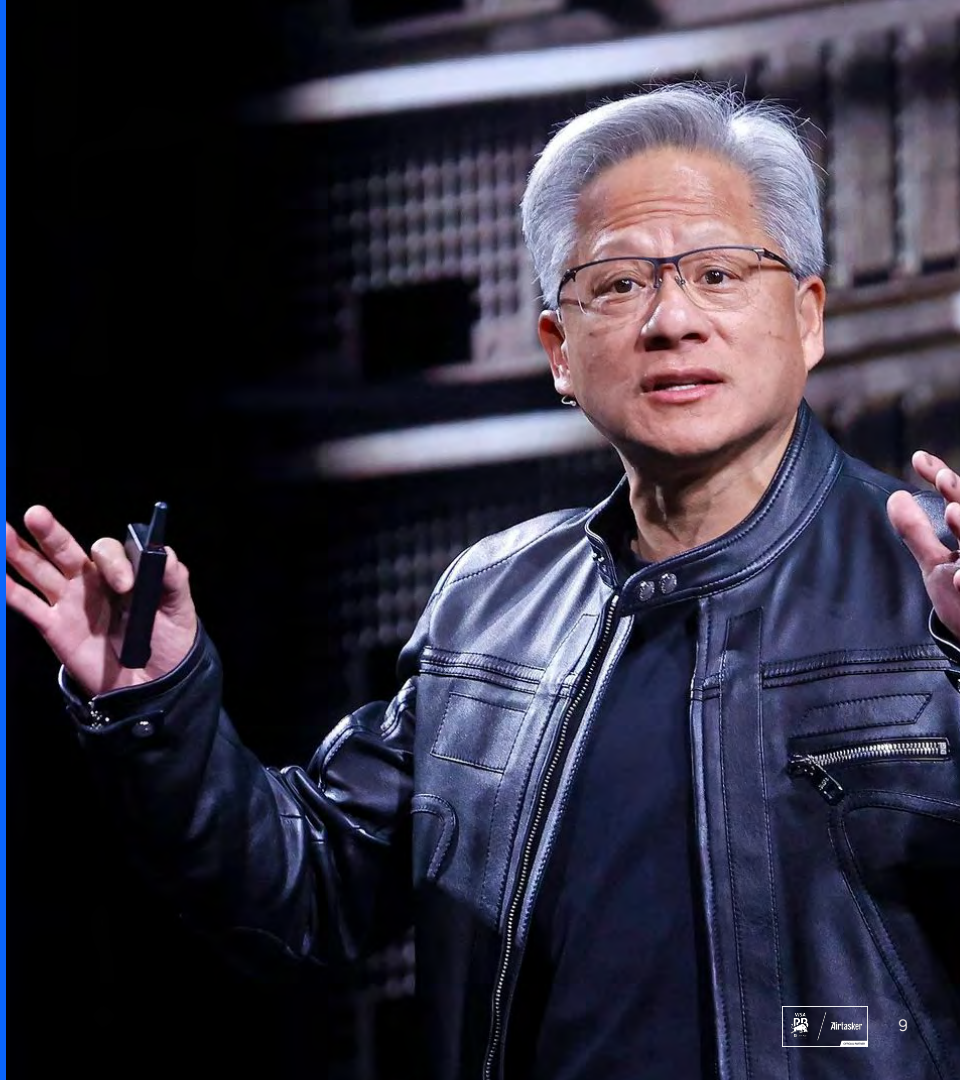
**To empower  
people to realise**  
the full value of their skills.

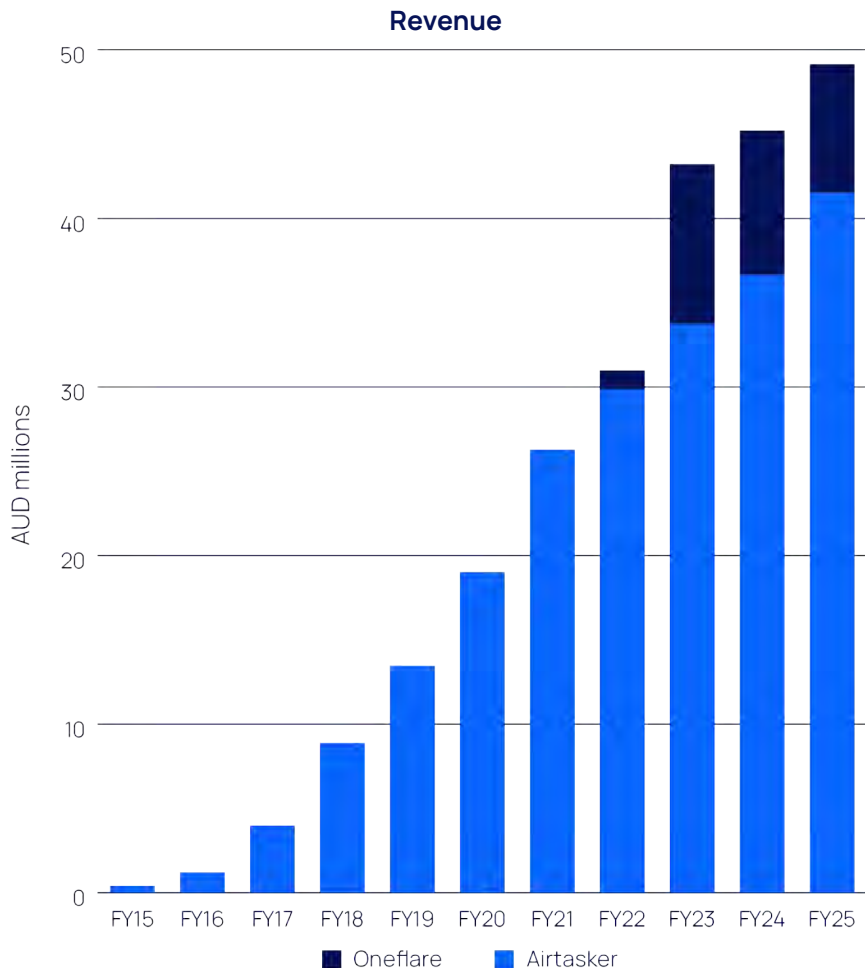


# “Plumbers will win the AI race”

Jensen Huang CEO, NVIDIA

Source: Channel 4 News, <https://www.tiktok.com/@c4news/video/7551389307303382294>.





Source: FY15–FY18 amounts per the IPO Prospectus issued in March 2021.

# We've proven the model in Australia

Revenue<sup>1</sup> \$49.2m

Expenses \$14.6m

**Cash flow<sup>2</sup> \$34.6m**

**Head Office<sup>3</sup> \$19.4m**

**Cashflow \$15.2m**

1. Revenue refers to Australian Marketplaces which consists of Airtasker Australia and Oneflare marketplaces.
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. Head Office expenses consist of global head office operating expenditure and innovation investment, as disclosed in Note 4 of the FY25 financial statements, adjusted for material non-cash items.



5 million tasks completed in Australia since 2012.

# Growth strategy



1

**Core platform  
investment**



2

**Profitable  
growth**



3

**Scale in  
UK and US**





# 1. Core platform investment

# Trust





# 1. Core platform investment

# Frequency

**Post a task. Get it done.**

In a few words, what do you need done?

Get Offers



Help me move home



End of lease clean



# 1. Core platform investment

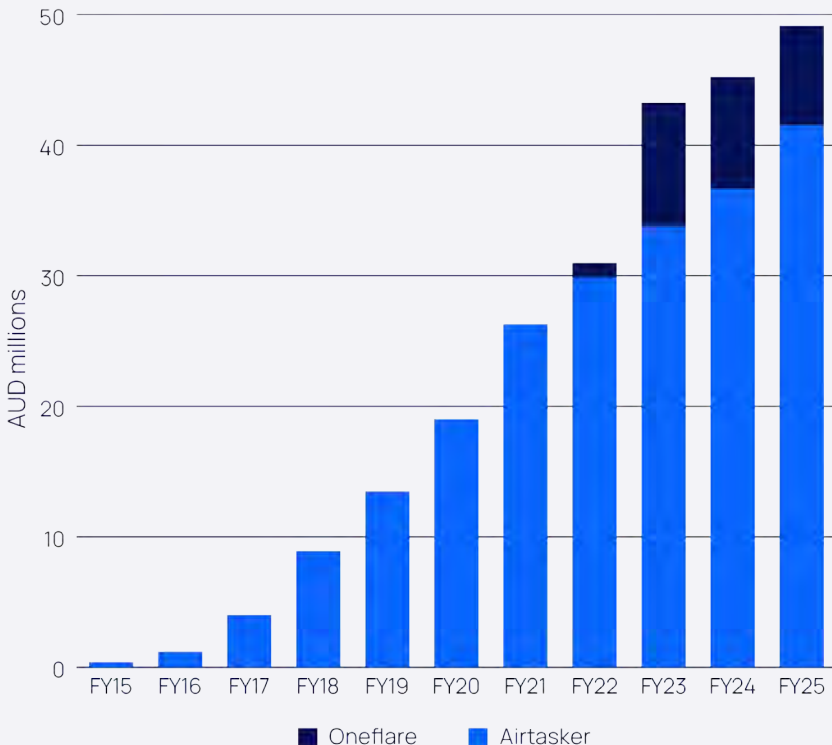
# Salience





## 2. Profitable growth

Revenue



Source: FY15–FY18 amounts per the IPO Prospectus issued in March 2021.

Revenue<sup>1</sup> \$49.2m

Expenses \$14.6m

Cash flow<sup>2</sup> \$34.6m

Head Office<sup>3</sup> \$19.4m

Cashflow \$15.2m

**Up 18.8% in FY25**

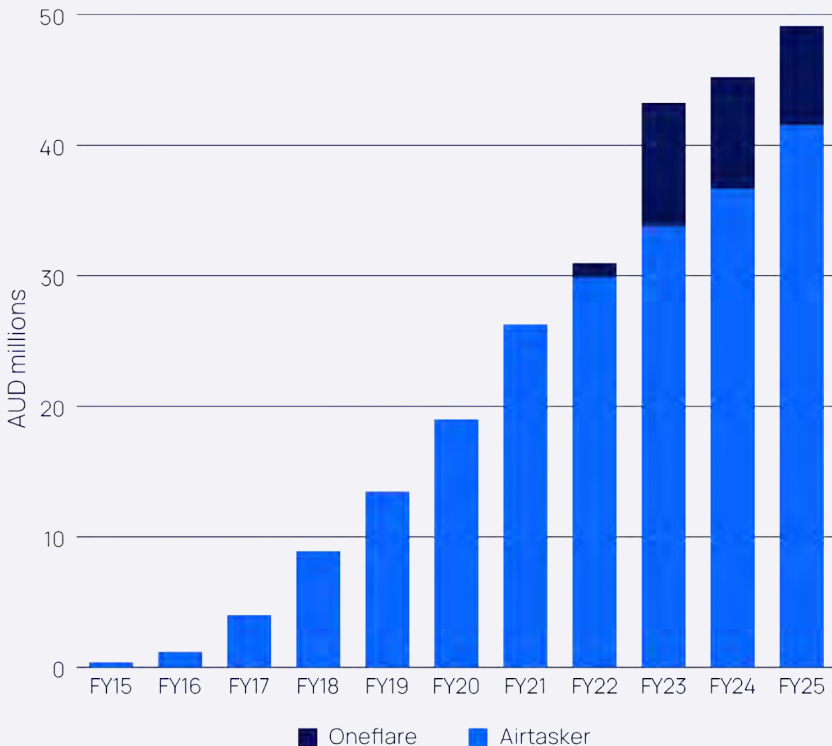
To expand in FY26 (ex-Oneflare)

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## 2. Profitable growth

Revenue



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Cashflow \$15.2m

This is what we can replicate in  
**10x bigger markets!**

1. Revenue refers to Australian Marketplaces which consists of Airtasker Australia and Oneflare marketplaces.

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### 3. Scale in UK and US





## The Lone Dancing Guy

# Solving the “zero to one” chicken and egg problem...



**S**

Stimulus

**H**

Honored  
Reviews

**P**

Paid  
Performance

**A**

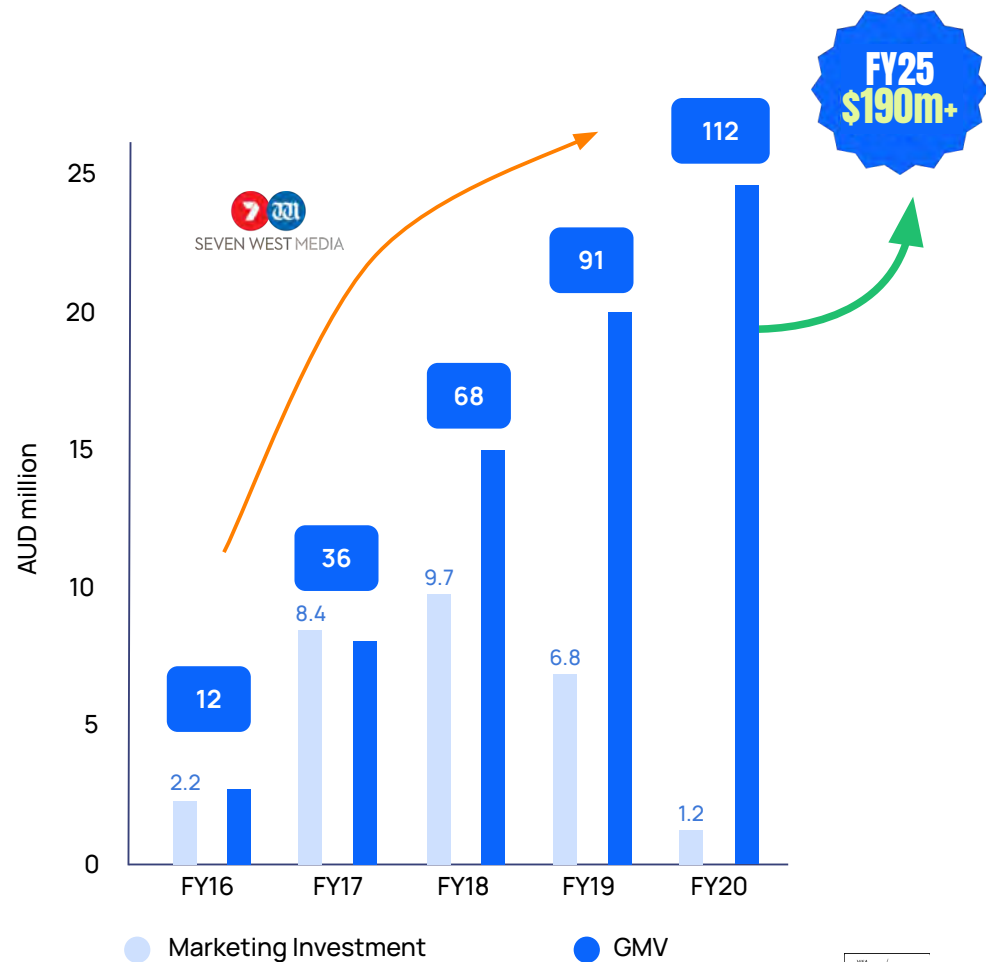
ATL  
and PR

**B**

Business  
Pioneers



Ultimately, we  
scale on brand and  
network effects



# Incredible partnerships



Photo: Rich Fury / Getty Images

# Incredible partnerships

oh!





Incredible  
partnerships

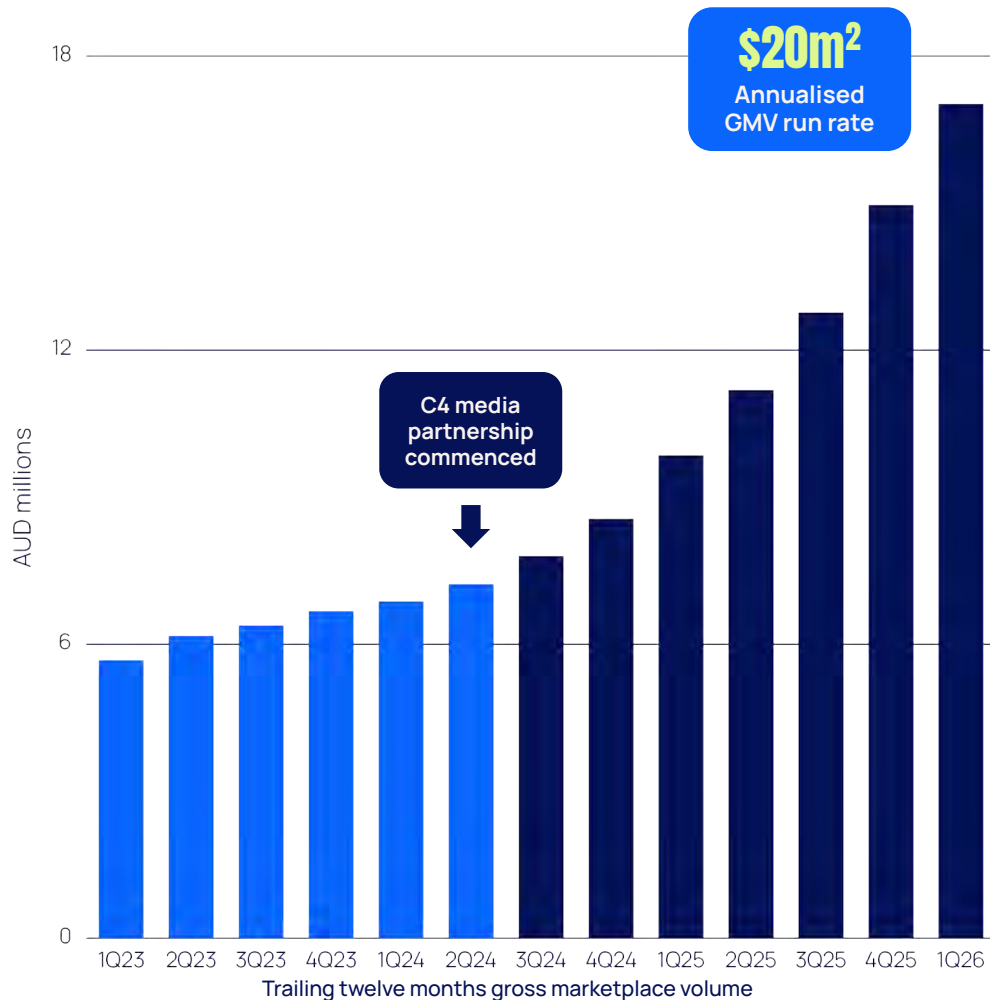
arn



# Incredible partnerships







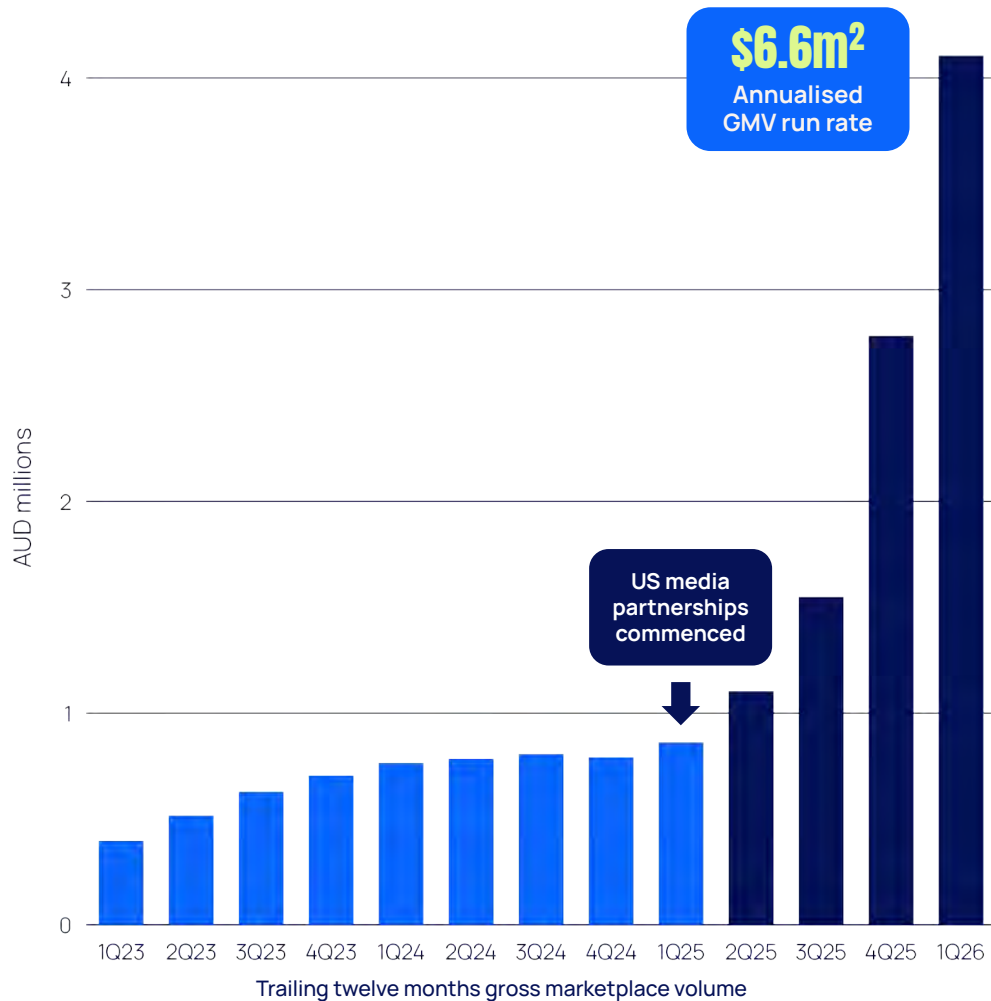
# We are making progress...



Airtasker UK

## 1Q26 revenue up 83% yoy

1. All amounts are unaudited.
2. Sep-25 gross marketplace volume (GMV) multiplied by 12.



# We are making progress...



Airtasker USA

## 1Q26 revenue up 609% yoy

1. All amounts are unaudited.
2. Sep-25 gross marketplace volume (GMV) multiplied by 12.







**Questions? Use the QR code to ask now**

Slido code: AIR25

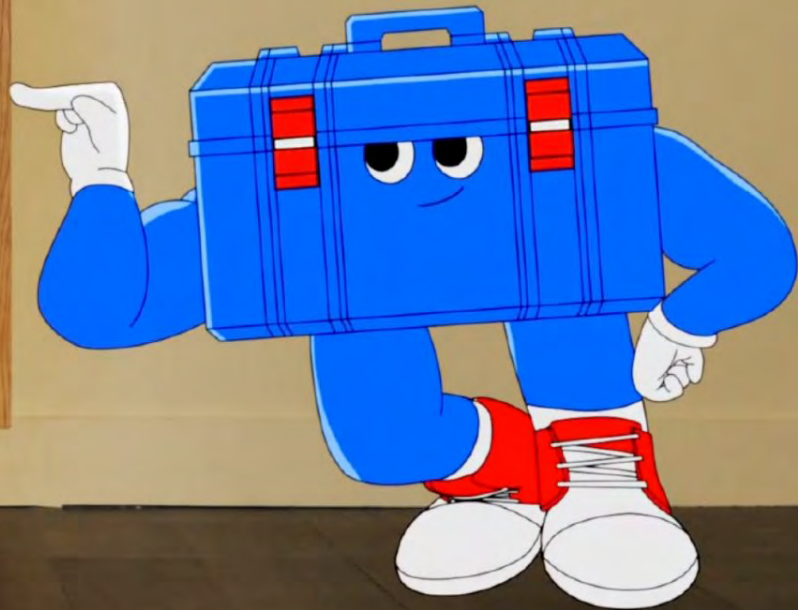
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# Product and Technology

**Chaitanya Kuber**  
CTO, AIRTASKER

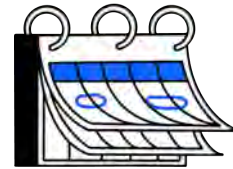
**James Nau**  
VP OF PRODUCT, AIRTASKER



# Key focus



**Trust**



**Frequency**



# Profiles






ID Verified  
Government ID








# Top Offer


**Pete S.** \$300


5  (30)

100% Completion rate 

Accept

**Alex W.** \$320

4.8  (23)

95% Completion rate 

Accept



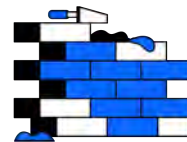
# Lean, AI Powered Scale



**Efficient**



**Secure**



**Scale**



**Questions? Use the QR code to ask now**

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Airtasker

# Media Partner Panel

Moderator:

**Matt Harper**

ANALYST, TAYLOR COLLISON





**Andrew Every**

Chief Strategy and Retail  
Media Officer, oOh!media

**Michael Stephenson**

CEO, ARN

**David Ellis**

EVP, iHeartMedia



**Questions? Use the QR code to ask now**

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# Brand and Growth

Efficiency by design:  
scaling local to global

Fiona Stevens  
CCO, AIRTASKER

# Efficiency by design: how we're scaling local to global

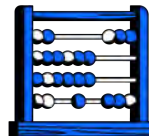
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1

## Grow AU profitably

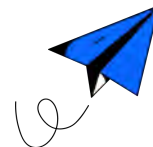
Maximise the market, build the blueprint.



2

## Measure and optimise

Ensure every marketing \$ counts.



3

## Efficient scale in UK and US

Scale by design, don't reinvent.





# 1. Grow AU profitably | brand salience

A







# 1. Grow AU profitably | brand salience







# 1. Grow AU profitably | brand salience

A





# 1. Grow AU profitably | brand salience

sky news .COM.AU

Lifestyle Celebrity (18)

## 'We want it to be big, bold, and badass': Formula 1 drivers Liam Lawson and Isack Hadjar launch Airtasker challenge

Formula 1 drivers Isack Hadjar and Liam Lawson have posted a jawdropping ad on Airtasker marketplace. Airtasker that has already received thousands of responses.

THE Sun

## Lambeth woman, 35, earns £28k from side hustles paying up to £300 each

Daily Mail

## Billie Eilish fans take drastic measures to secure spot at Australian concerts

- READ MORE: Hundreds of Billie Eilish fans camp out for days in Sydney ahead of her Hit Me Hard and Soft tour

By CAITLIN POWELL - NEWS REPORTER  
PUBLISHED: 20:26 AEDT, 28 February 2025 | UPDATED: 20:27 AEDT, 28 February 2025

Share

Aussie fans of pop sensation Billie Eilish are forking out more than a hundred dollars - not for concert tickets but to pay people to queue for them.

The 23-year-old musician is half way through the Australia leg of her Hit Me Hard and Soft tour, and those desperate to get prime positions for the performance have taken to an online marketplace to pay people to save their spot in line.

Job ads popped up on Airtasker this week, offering users between \$65 and \$200 to sit or camp in the entrance queue for the concert.

Herald Sun

Business Stockhead

SPONSORED

## Airtasker joins forces with OpenAI to unlock major usability and efficiency gains for customers

Airtasker has banked more free cash flow and joined forces with OpenAI's Operator to make outsourcing tasks easier, more usable and more efficient.

Today

TODAY SYDNEY

Today PESKY POSSUMS  
MELBOURNE HAS MOST DEMAND FOR REMOVALS ON AIRTASKER MELB 16°

realestate.com.au

## Rent crisis: Aussies paying people to attend inspections

realestate.com.au

MyLondon

## Your Design Could Hit the Paddock - F1 Pit Crew Helmet Challenge Ends in a Week

Your Design Could Hit the Paddock - F1 Pit Crew Helmet Challenge Ends Soon

THE AUSTRALIAN

STOCKHEAD CONTENT

## Airtasker grows marketplaces revenue 18pc, second consecutive year of positive cash flow

news.com.au

Lifestyle Food Eat

## Wendy's Brisbane store draws huge crowds, \$200 line-up offers

Desperate food lovers have resorted to hiring people to queue at the flagship store of an iconic US chain after it opened in Brisbane.

Line up at Wendy's and buy me food!

Make an offer \$200

More Options

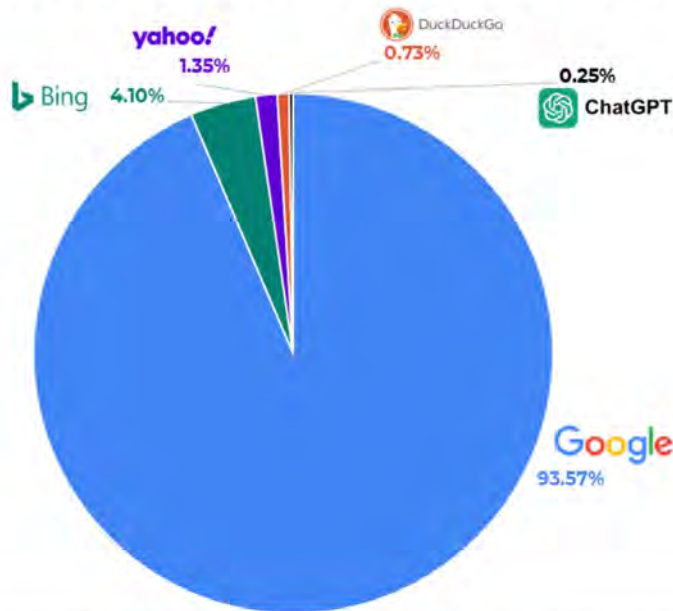


# 1. Grow AU profitably | expand discoverability



# 1. Grow AU profitably | expand discoverability

Global Market Share of Selected Search Platforms, 2024



SEMRUSH

Datos  
a Semrush company

Sources: Google, YouTube, & OpenAI public statements, Statcounter, Datos, and Semrush for additional market share estimates.

statcounter

SparkToro



# 1. Grow AU profitably | expand discoverability


how to pack large items for moving

AI Mode All Short videos Videos Images Forums Shopping More Tools

AI Overview

To pack large items for moving, first **disassemble furniture, secure doors and drawers, and wrap all surfaces with moving blankets or bubble wrap for protection.** For heavy items like appliances, defrost the fridge and tape cords to the unit. Label everything clearly, and for fragile items, use specialty boxes with ample padding. #

This video demonstrates how to pack large furniture and bulky items, including tips on disassembly and securing them:



Airtasker  
YouTube · 23 Sept 2025

General preparation

ChatGPT Furniture assembly Ryde

Good question. Here are a few options for furniture assembly in Ryde, NSW:

Local Services in Ryde / Sydney Area

1. Airtasker

- There are many furniture assembly experts available for hire in Ryde.
- Typical rates for furniture assembly in Ryde are around **\$100-\$200** depending on the job.
- You can post your task (bed, wardrobe, sh ↓ s, etc.) and get quotes from local taskers.

Ask anything

ChatGPT can make mistakes. Check important info.

chatgpt.com

Airtasker

Find trusted furniture assembly experts in Ryde

Fill a short form and get free quotes for furniture assembly services in Ryde

PRODUCT REVIEW 4.3 ★★★★★

Excellent rating - 4.3/5 (10900+ reviews)

Get help from furniture assembly experts in Ryde

✓ Bed furniture assembly

airtasker.com





# 1. Grow AU profitably | expand geography





# 1. Grow AU profitably | expand distribution

**origin**

**NRMA**  
INSURANCE | A Help Company

**SPALDING**

**Aussie**

**eufy**

**easysshed**

**DESKY**

**TUISS**  
BLINDS ONLINE, MADE SIMPLE

*The Dinner Ladies*

**Kidzshack**

**touch**  
HANDLES

**B2C FURNITURE**

**bemoved**

**LIFESPAN**  
FITNESS

**Lifely\***

**Factory Buys**

**EZY** SCREENS

**BLINDS**  
DOWNUNDER

**WallPanels**  
.com.au

**OSCILLOT**

**LIGHTS4 LESS**  
DISCOUNT LIGHTS

**ONLINE**  
FLOORING  
STORE

**perma**  
child safety

**OZ** Trampolines


**the best**  
BACKYARD



# 1. Grow AU profitably | expand category

A

## GET GIFTING DONE



Forget socks and scented candles. Give them something they actually need: freedom from the dreaded to-do list. An Airtasker Gift Card is the easiest way to turn "I'll do it later" into "Done!"

[Buy a gift card →](#)

[Check balance →](#)

### Choose your Airtasker Gift Card

Who are you buying this gift card for?

☐ Myself ☒ Someone else

How would you like it sent?

☒ Email

Select quantity

Max 1 gift card per transaction when buying for someone else.

1

How much would you like to gift?

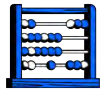
☒ \$25 ☐ \$50 ☐ \$100 ☐ \$250 ☐ \$500 ☐ Other

Who's it from?

Who's it for?

Add an optional message

[Add to cart](#)



## 2. Measure and optimise | Market Mix Modeling

 **MUTINEX**

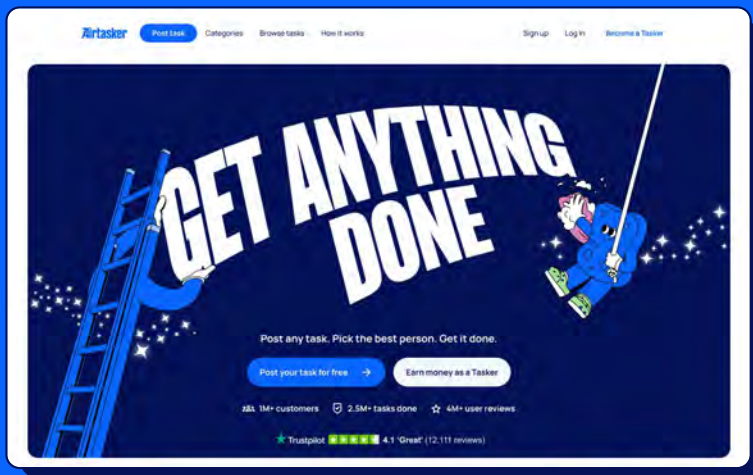


### 3. Efficient scale in UK and US | distinctive assets

A

# Airtasker

Get anything done





### 3. Efficient scale in UK and US | production efficiency

A





**Marketing is embedded in  
our commercial strategy,  
designed to drive efficient  
growth and shareholder value.**



WHAT YOU GUYS DOING?

# Leadership Q&A

Moderator:

**Peter Hammond**

NON-EXECUTIVE DIRECTOR, AIRTASKER





**Tim Fung**  
CEO AND CO-FOUNDER

**Fiona Stevens**  
CCO

**Mahendra  
Tharmarajah**  
CFO

**Chaitanya Kuber**  
CTO



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THAAANKS

