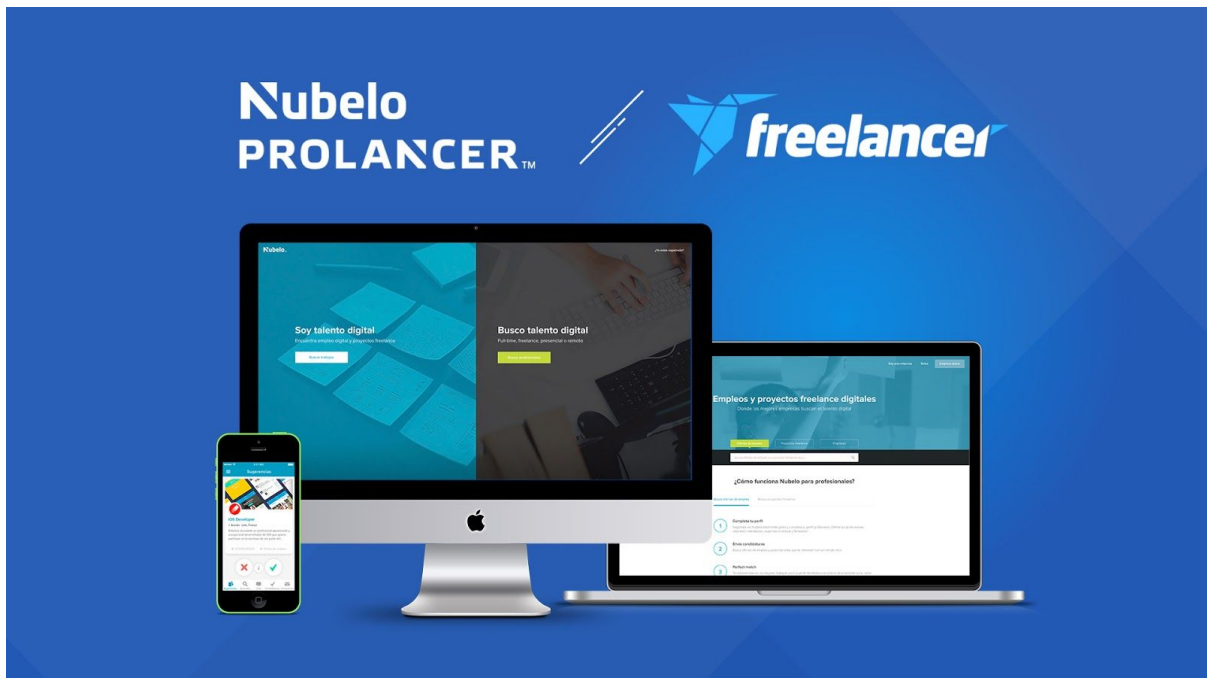




## Press Release

# Freelancer.com extends domination in the Latin American, Spanish & Portuguese markets by acquiring #1 Spanish competitor Nubelo, and #1 Portuguese competitor Prolancer

SYDNEY, December 13<sup>th</sup> 2016 – [Freelancer.com](http://Freelancer.com), the world's largest freelancing and crowdsourcing marketplace by number of users and projects posted, announced today the acquisition of Nubelo and Prolancer, the largest Spanish and Portuguese freelancing marketplaces after [Freelancer.com](http://Freelancer.com), respectively.



[Freelancer.com](http://Freelancer.com) expands its leadership in the Latin American, Spanish and Portuguese markets by acquiring the Nubelo and Prolancer freelancing marketplaces. This acquisition places [Freelancer.com](http://Freelancer.com) as the dominant leader in the Latin American, Spanish and Portuguese markets, leaving remaining competitors far behind.

Nubelo was founded in 2012 by Spanish entrepreneur Francesc Font, and Argentinean twin brothers Nicolas and Jorge Araujo Muller. Headquartered in Barcelona, and venture financed by Caixa Capital Risc, Nero Ventures, South Ventures, Start-Up Chile, Cabiedes & Partners, Mountain Nazca & South Ventures, Nubelo grew to become the largest freelancing marketplace in the Spanish language after [Freelancer.com](http://Freelancer.com), with 50 employees across offices in Barcelona, Buenos Aires, Bogotá and San Pablo, Brazil.



*Nubelo & Prolancer Team*

In July 2015, Nubelo took control of Prolancer.com.br, a Brazilian marketplace founded by Sergio Mendez Baiges and headquartered in Sao Paulo, in order to expand its reach to the Portuguese market. Combined they successfully grew to almost 750,000 registered users and over 122,000 posted projects.

After recently opening its Buenos Aires office in 2016, [Freelancer.com](http://Freelancer.com) continues to invest and expand in the Spanish and Portuguese speaking markets. With these acquisitions, [Freelancer.com](http://Freelancer.com) expects the Buenos Aires office to grow its presence.



*Nubelo Office*

This rapidly growing market has become one of the fastest growing regions for the company. When [Freelancer.com](http://Freelancer.com) launched operations in Latin America in 2012, the Spanish and Portuguese markets represented less than 0.2% of [Freelancer.com](http://Freelancer.com)'s operations. After four years of growth, this grew to roughly 10% of [Freelancer.com](http://Freelancer.com)'s total revenue, generated from 1.8 million users, who have posted over 502,000 projects. The acquisitions of Nubelo and Prolancer will extend this growth.



*Nubelo CEO, Francesc Font*

Nubelo's CEO, Francesc Font said "We are excited to announce that Nubelo has been acquired by [Freelancer.com](https://www.freelancer.com), the undisputed global leader in the space. Our community of freelancers made Nubelo's success possible, and will now get to enjoy more opportunities for working with a much greater range of employers and across a more diverse range of areas of work. This acquisition will be highly beneficial for our users, and we are honored that a company such as [Freelancer.com](https://www.freelancer.com) has recognised our tough and valuable work to build Nubelo into the Spanish market leader it is today".

Sergio Mendez, CEO of Prolancer, said "After four years of hard and intense work, I'm pleased that this acquisition by the world's largest and most important freelancing and crowdsourcing marketplace will take our users to the next level in terms of job opportunities and access to the best talent in the world."

"This acquisition reinforces our global presence and international expansion, consolidating our platform as the leader not only in the English language, but now also in all Spanish and Portuguese speaking countries. We welcome all of Nubelo's and Prolancer's users to our community where they will find over 8,000 new jobs per day, and the ability to work with our talented worldwide community of 22 million users", said Matt Barrie, Chief Executive of [Freelancer.com](https://www.freelancer.com).

The terms of the acquisition were undisclosed.

#### **About [Freelancer.com](https://www.freelancer.com)**

Ten-time Webby award-winning [Freelancer.com](https://www.freelancer.com) is the world's largest freelancing and crowdsourcing marketplace by total number of users and projects posted. Our 22 million registered users have posted over 10 million projects and contests to date in over 900 areas as diverse as website development, logo design, marketing, copywriting, astrophysics, aerospace engineering and manufacturing. [Freelancer.com](https://www.freelancer.com) owns Escrow.com, the leading provider of secure online payments and online transaction management for consumers and businesses on the Internet. Freelancer Limited is listed on the Australian Securities Exchange under the ticker ASX:FLN.

#### **About Nubelo.com**

Nubelo is a freelancing marketplace where professionals and companies connect while building a strong work reputation. The company was born in 2012 in Barcelona with Francesc Font, Jorge Araujo and Nicolás Araujo, and currently has offices in Barcelona, Buenos Aires, Bogotá and San Pablo, Brazil. It is

owned by Caixa Capital Risc, Nero Ventures and Nazca Ventures with 50 employees distributed between Spain, Argentina, Colombia and Brazil.

### **About Prolancer.com.br**

Prolancer is the leader in Brazil for job matching and digital work. Founded in 2012 by a group of Spanish, Brazilian and Argentinean entrepreneurs, Prolancer rapidly became one of Brazilian top online marketplaces for jobs. In 2015, Nubelo took control of Prolancer and expanded both companies reach within the Latin American, Portuguese and Spanish markets.

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