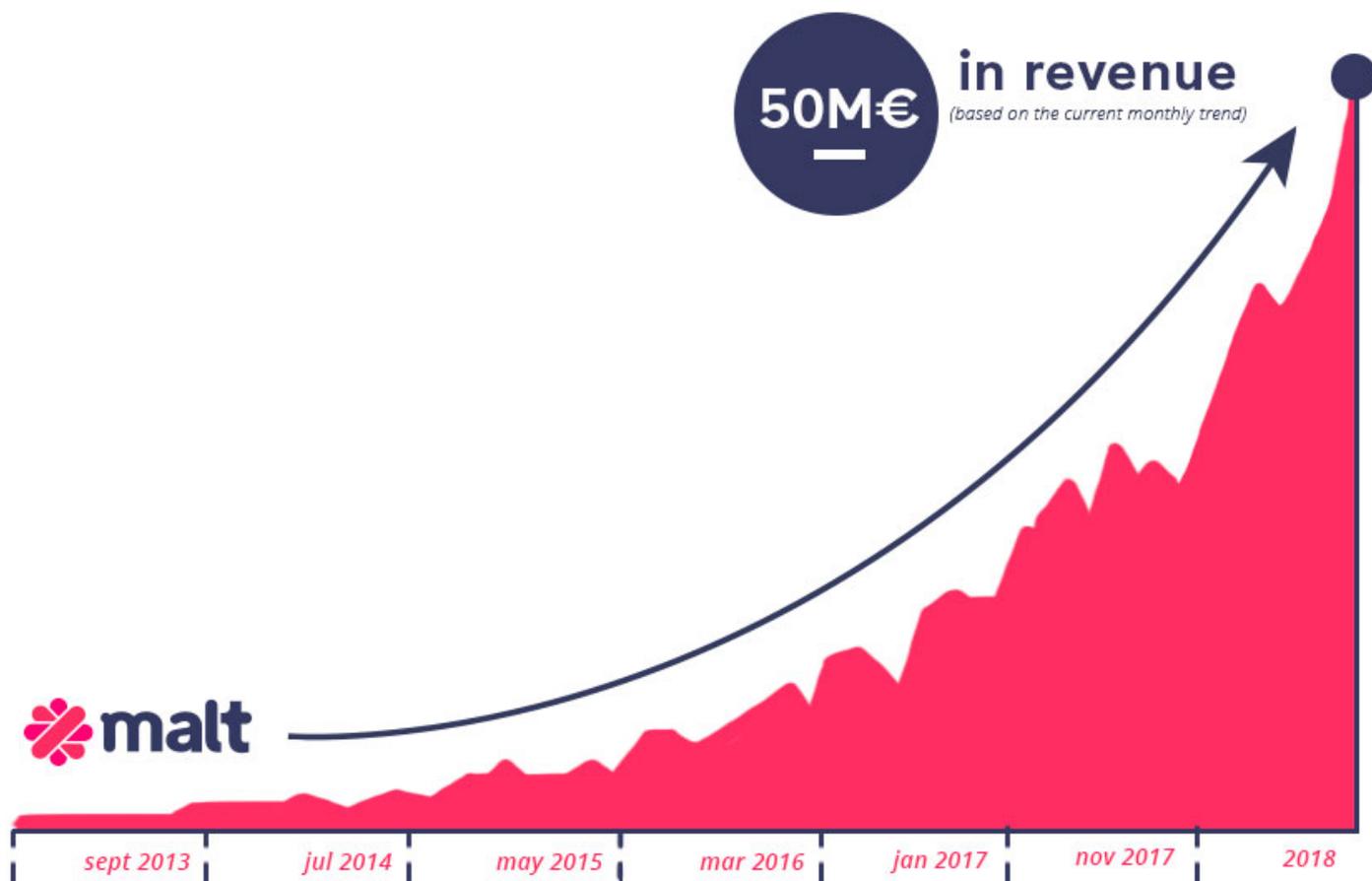


5 years, 50 million euros in forecasted revenue for 2018, 80,000 freelancers...

Malt strengthens its leadership

On the cusp of its 5th birthday, Malt, the leading French platform for digital freelancers, confirms the strong potential of its model by announcing that it will generate more than 50 million euros in revenue in 2018 in France. Also present in Spain, the company is aiming for 1 billion in revenue in Europe in 2023, and is preparing for next year's launch in the Netherlands and Germany.



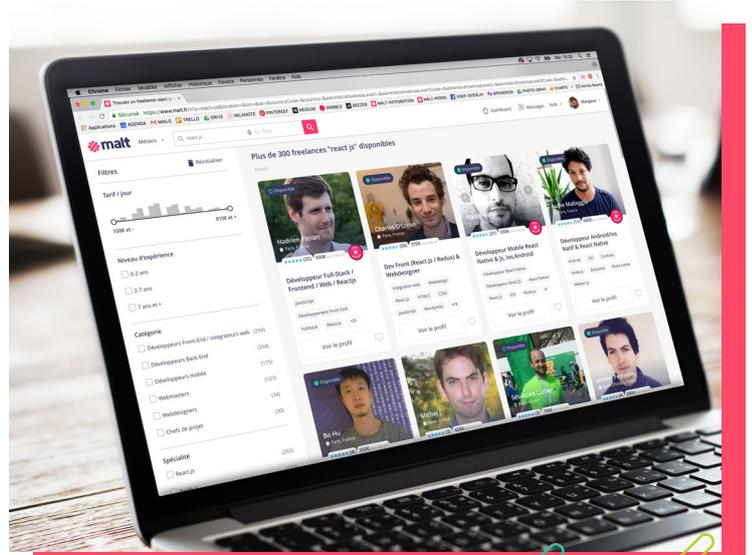
A market estimated at 300 billion euros in Europe

Malt was born from the belief that the intellectual services market (traditional IT service companies, brokers, agencies...) ought to be transformed. It is estimated at 300 billion euros in Europe (source: Syntec Numérique). With an open, transparent and community-based model, it can transform freelancers' lives for the better. Malt believes in a community that meets and shares experiences, thanks to ambassadors spread across 20 cities in France, with more than 200 networking events, workshops, and meet-ups every year.



The world of work is seeing a freelancer boom (830,000 freelancers in France, **according to our study**). With its new model, Malt provides large and small companies with easier access to freelancers. Its powerful matching algorithm and the possibility of a direct and immediate contact offers companies invaluable value in a context of talent shortage.

Companies have access to highly qualified digital talents within the largest freelancer community in France: developers, data scientists, UI/UX designers, art directors... Thanks to this open model, 10,000 companies have already been recurring clients on Malt, including 70% of the CAC40: LVMH, AccorHotels, AXA, Orange, BNP, GRTgaz, Engie, Publicis, Carrefour...



An international development for Malt, carried by a first successful enterprise in Spain

Malt's unique model has proven its worth in Spain too. In less than 6 months, Malt has gathered and united over 7,000 freelancers. Malt is expecting to open its offices in 2019 in the Netherlands and Germany. To support this international development, Malt's staff is scheduled to grow from 70 employees today to 200 by 2020.

About Malt

Malt (ex-Hopwork) was founded in 2013 by Vincent Huguet (CEO) and Hugo Lassiège (CTO) and is now the French leader for digital freelancer platforms. It is accompanied today by top-tier investors such as Kerala Ventures, ISAI and Serena.

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