Multiplier

The Global Exchange for Work

About Multiplier

Multiplier is the Global Exchange for Work, the infrastructure companies use to hire, manage, and pay global teams. Built on owned entities across 160+ countries, in-house legal experts, automated compliance, and native payment rails, Multiplier gives companies the visibility, control, and peace of mind to expand globally.

Backed by

SEQUOIA TIGERGLOBAL

Industry certified and award winning

700+
Employees in 40 countries

10K+
Customers in 75+ countries

2B+
Salary processed annually

120+
Currency payments

160+
Entities

400K+
Employee payslips processed annually

98% of leaders plan to increase global hiring

Borderless hiring is now the norm

91% of companies say global hiring helps them fill roles faster

Global companies move faster and stay agile

Only 8% of businesses are fully compliant

Compliance complexity is a barrier

Source: Global Teams Report by Multiplier

One Platform For Every Stage Of Global Growth

Enter a market, convert the talent that works, then run your own entity - on one system, one contract, one source of truth

Test the market
No entity, no commitment

Commit to the market
Still no entity needed

Operate at scale
Your entity is live

Contractor of Record

- Worker classification
- Contract management
- Invoicing and payments in 160+ countries

Multiplier is the contracting party

Employer of Record

- Hire, manage, and pay in 160+ countries
- Immigration, Visa, and RTW assistance for expats
- Localized benefits and value added services

Multiplier is the legal employer

Global Payroll

- Consolidate payroll for 160+ countries
- 99.5% payroll accuracy
- Compliant salary and statutory payments
- Comprehensive reporting

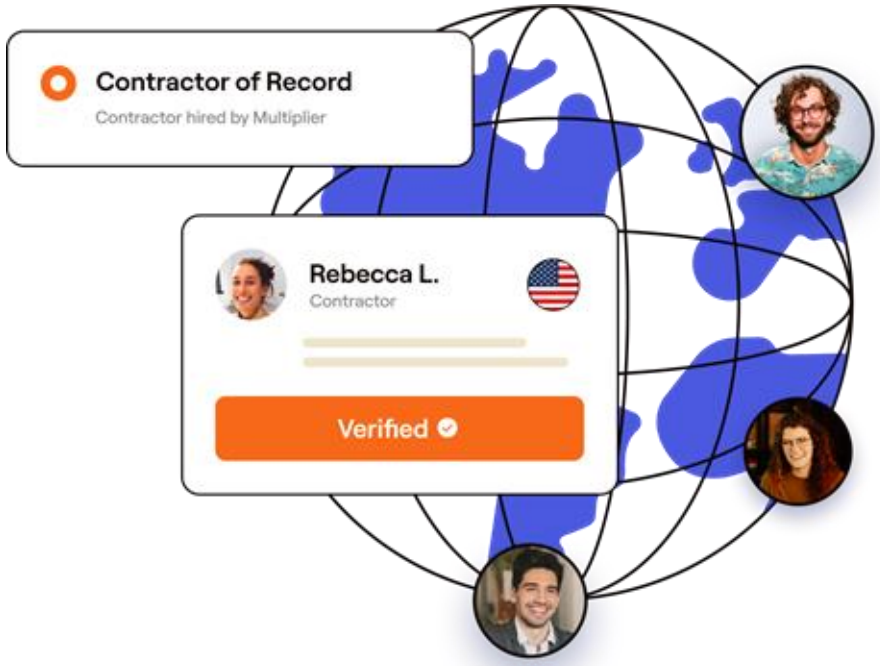
Contractor, employee and payroll data stay in one system — no re-platforming at any stage

Our product

Contractor of Record

Handle contractor onboarding, invoicing, and payments in one place

- Scale your contractor team with uncapped indemnity against misclassification risks
- Manage invoices of 10, 20, or 50 contractors
- Pay contractors instantly in 120+ currencies
- Cut manual invoice generation and approvals

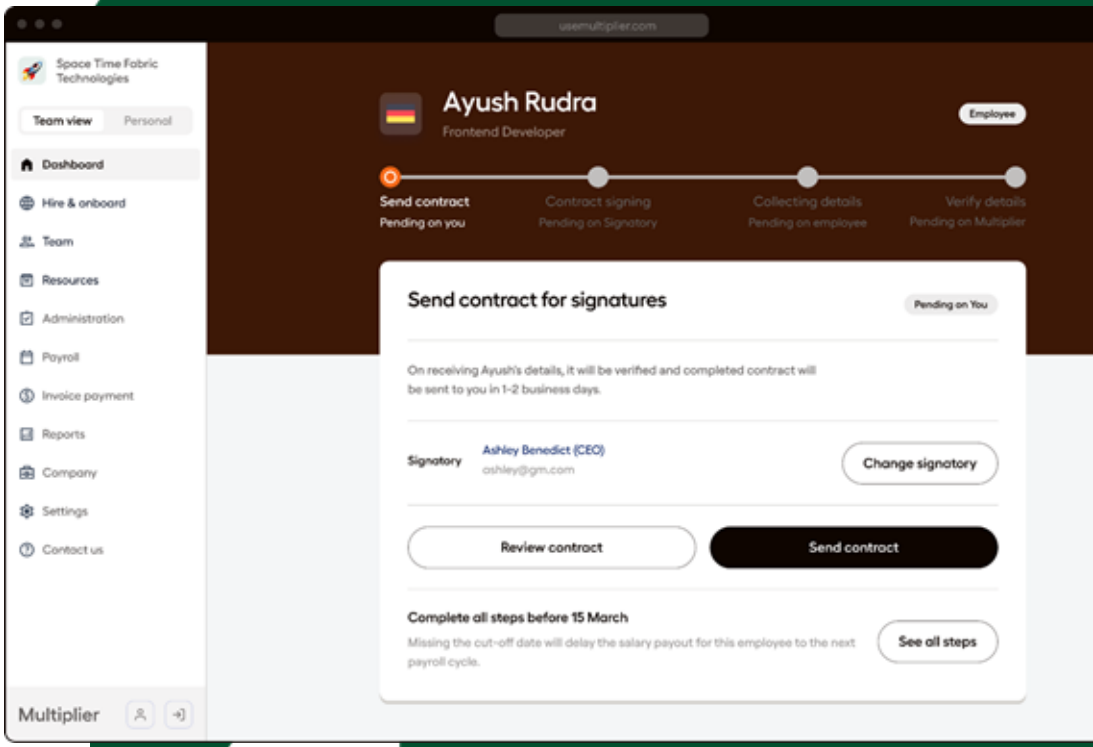


Our product

Employer of Record

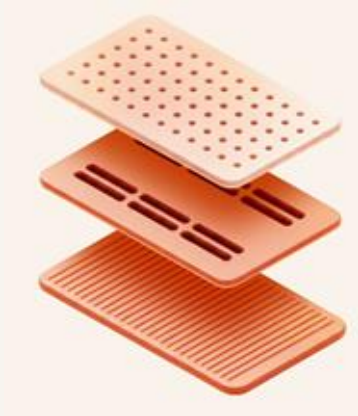
One comprehensive solution to onboard, pay, and manage your global team efficiently and compliantly

- Onboard anyone, anywhere without setting up an entity
- Provide best-in-class localized insurance and benefits
- Stay 100% compliant



What an EOR actually handles

Contract generation, compliant with local labor law



Benefits administration

Payroll and tax compliance

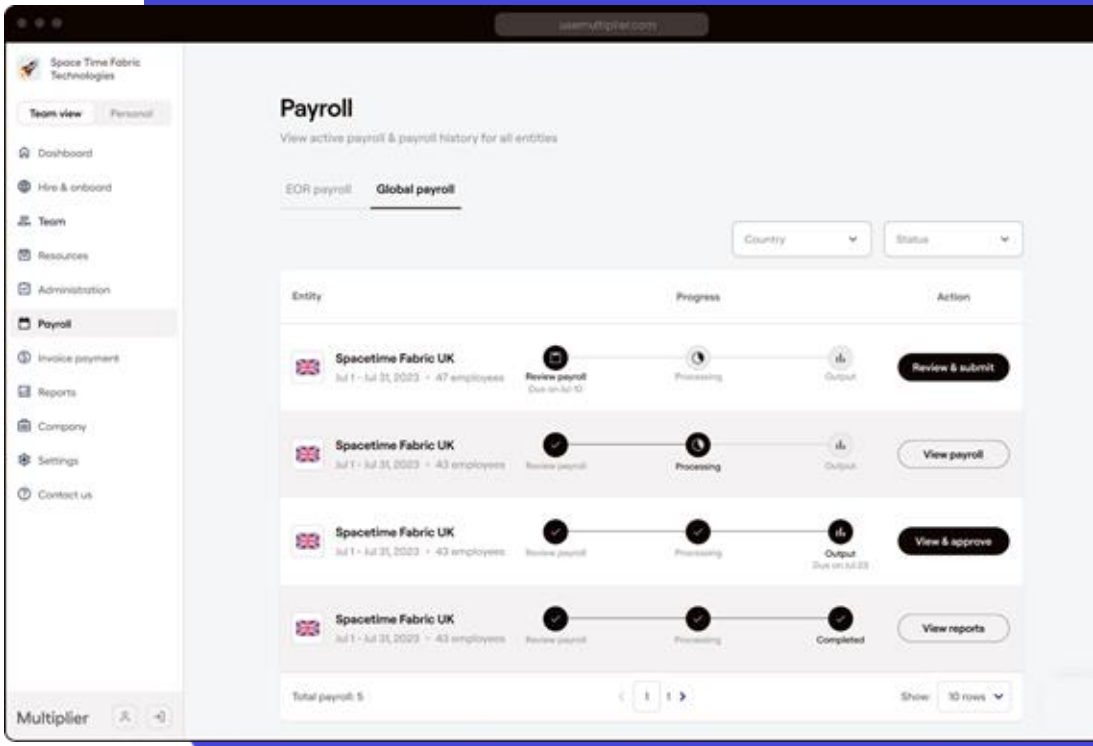
Visa and work permit support

Our product

Global Payroll

Run the entire payroll and payments process across 160+ countries from one place - without the complexity, cost, or compliance risk

- End-to-end payroll process in one place
- Multi-currency payments in one click
- Total compliance supported by legal experts
- One point of contact and accountability



What our customers say

How did Multiplier help?

- Compliance engine
- Localized payroll, benefits and tax administration

Biggest wins

The partnership allowed Korn Ferry to

- Provide a great product to their customers
- Offer a smooth payroll experience for their leaders
- Stay fully compliant with local laws

What our customers say

Aspire's APAC expansion a record-breaking success story with Multiplier

$1M+
Annual savings in payroll costs

80+
Employees onboarded

100%
Global compliance

How did Multiplier help?

- Agile team and solid support
- Quick turnaround times
- Prompt and responsive to customer needs

Biggest wins

- Competitive pricing enabled us to save significantly
- Wide coverage of product offerings
- Customer experience was top-notch and very responsive
- Saved hours by outsourcing compliance to Multiplier

Where Multiplier fits in the process

Setting up your own entity

4 - 9
Months

Up to $200,000+

Upfront waiting time · Ongoing maintenance · Difficult to exit

Employer of Record (Multiplier)

48
Hours

0 setup cost
0 compliance burden

Risk sits with Multiplier

A two-way partnership between Multiplier and IESF

IESF bring us hires who need an employer. Multiplier brings IESF corporate and white-collar roles to recruit.

IESF → Multiplier:

- A client has identified the right candidate
- They need a legal employer in that country - but don't have an entity there
- IESF refers them to Multiplier to handle it, compliantly

Multiplier → IESF:

- A Multiplier customer has a corporate or white-collar role to fill
- They need a recruiter in a country where they don't have a search relationship
- Multiplier refers the role directly to IESF

One partner network. One point of contact.

28 IESF countries. One Multiplier contact who covers all of them — not 28 separate relationships to manage.

Without the network model

- A different local contact per country
- Relationships to build and maintain, one at a time
- No single view of what's happening across the network

With Multiplier + IESF:

- One relationship, one point of contact
- Same process, same standard, in every one of the 28 countries
- Referrals and questions go to one place, no matter which country the placement is in

Trusted by 2,700+ leading global companies

pwc
POLYONICS
EMPOWER SEMICONDUCTOR
dynatrace
KORN FERRY
Donaldson. FILTRATION SOLUTIONS
Rhinestahl CORPORATION
tyler technologies
REVOLVE
headout
ttec 40
checkout.com
KAPLAN
SONOCO
telesign
Hormel
Iris
FUSION WORLDWIDE
Rare Beauty
talent.com

Q&A

Thank you!