Interim Report

January–June 2023

The period in summary

April–June 2023

- Net sales increased 46% to MSEK 23.9 (16.5). Share of Net sales outside Sweden increased to 30% (24) with paying users in 35 countries.
- EBIT was MSEK -25.4 (-13.4), with an EBIT margin of -105.9% (-81.3).
- Basic earnings per share amounted to SEK -0.97 (-0.58) and diluted to SEK-0.97 (-0.58).
- Total ARR YoY increased 48% to MSEK 110.8 (74.7).
- Net New ARR for the second quarter increased 25% to MSEK 11.3 (9.0).
- Total cash and cash equivalents amounted to MSEK 156.5 (260).

January–June 2023

- Net sales increased 47% to MSEK 45.7 (31). Share of Net sales outside Sweden increased to 29% (23) with paying users in 35 countries.
- EBIT was MSEK -48.9 (-24.3), with an EBIT margin of -107.0% (-78.5).
- Basic earnings per share amounted to SEK -1.87 (-1.22) and diluted to SEK -1.87 (-1.22).
- Total ARR YoY increased 48% to MSEK 110.8 (74.7).
- Net New ARR for the first six months increased 15% to MSEK 20.2 (17.6).
- Total cash and cash equivalents amounted to MSEK 156.5 (260).

Net sales
23.9
MSEK

Net sales
46%
growth

Total ARR
110.8
MSEK

Total ARR
48%
growth

(MSEK)	Q2 23	Q1 23	Q4 22	Q3 22	Q2 22	Q1 22	Q4 21	Q3 21	Q2 21	Q1 21	Q4 20
Net sales	23.9	21.7	20.4	17.8	16.5	14.5	12.8	11.6	10.3	8.8	8.0
Net sales growth (%)	45.5	49.5	58.8	53.4	59.2	64.5	60.3	74.9	65.7	54.3	58.3
Recurring revenues	23.1	20.8	19.1	17.1	15.9	13.8	12.5	11.1	9.9	8.4	7.5
Gross margin (%)	93.6	93.7	94.1	94.5	94.5	94.8	96.4	96.4	96.3	96.5	96.2
EBITDA	-18.5	-17.3	-18.8	-11.8	-8.7	-6.7	-5.0	-3.2	-4.3	-5.0	-4.3
EBITDA margin (%)	-77.2	-79.6	-92.2	-66.4	-52.7	-46.1	-39.2	-27.6	-41.8	-56.9	-53.6
EBIT	-25.4	-23.5	-24.4	-17.0	-13.4	-11.0	-8.9	-6.7	-7.1	-7.6	-6.5
EBIT margin (%)	-105.9	-108.2	-120.0	-95.6	-81.3	-75.4	-70.0	-57.6	-69.1	-85.5	-80.9
ARR, Annual Recurring Revenue	110.8	99.6	90.6	80.5	74.7	65.7	57.1	50.1	45.1	38.1	32.8
ARR growth (%)	48.4	51.6	58.7	60.6	65.6	72.5	74.0	80.5	78.3	65.8	55.7
NNARR, Net New ARR	11.3	9.0	10.1	5.8	9.0	8.6	7.0	5.0	7.0	5.3	5.1
NNARR growth (%)	25.0	4.3	45.1	15.3	28.0	63.6	38.2	102.9	201.9	177.0	82.7

For definition of key ratios, see pages 28–31.

CEO's comments

All-time high sales despite a tough market

Our total ARR increased 48% year-over-year to MSEK 110.8, representing an all-time high increase of MSEK 11.3 during the second quarter. The market has been challenging during the past few quarters. Considering the financial climate and uncertainty, it feels extraordinarily satisfying that we're still one of the fastest growing listed software companies in Sweden, continuing to reach all-time high sales numbers.

Our global expansion growth strategy is performing according to plan. We are gaining more and more traction in sales from our newly established subsidiaries in France, the Netherlands and the UK. Oneflow currently has customers in 35 countries, and the share of sales outside Sweden was 30% in the second quarter, up from 28% in the first quarter.

From the product perspective, we continued to invest in the Oneflow contract experience and launched new features to help our customers benefit from working with dynamic contracts that are truly digital, staying ahead of their peers.

The churn increased somewhat in the wake of the recession, but has now started to slowly decline again. We're seeing a slightly improved gross retention rate in the second quarter (91.1%) compared to the previous quarter (90.6%), and we believe that the gross retention rate will continue to improve slowly going forward.

Expansion ARR is under heavy pressure from customers downsizing and laying off employees rather than hiring. We expect the net retention rate to improve again from the current, but still healthy and satisfying level (112.5%).

The digital contract market is relatively new and untapped in contrast to more mature software markets such as the CRM and ERP markets. And yet, contracts are the foundation of doing business. The potential, combined with a highly competent team, strong company culture, a scalable product that meets the requirements from large enterprises as well as small business needs, positions Oneflow for sustainable growth in the years to come.

Oneflow offers a critical product that is proven to reduce costs and increase productivity, delivering high value for money and a quick payback. We have a strong cash position and we have stabilized the EBIT losses, now steering the course towards profitability. We maintain our financial targets of reaching an ARR of MSEK 600 and an EBIT margin of 20% during 2027.

Say contract, think Oneflow!

Anders Hamnes
CEO & Founder

Product highlights

Oneflow continued to invest in product development to help our customers focus on what really matters to the business by automating workflows and manual tasks surrounding contract management.

During the quarter

- Our **Hubspot integration** was the first contract solution to introduce a “2-way sync” feature on Hubspot, which auto-populates data to and from Hubspot to the contract. This speeds up admin time, and improves data consistency. Users are also able to stay more up to date by tracking any contract changes in the activity timeline, and with in-app Hubspot notifications.
- We’ve enhanced our **Pipedrive integration** to support custom data fields. This provides users with the time-saving flexibility of auto-populating both standard and custom Pipedrive data into their contracts, reducing admin time, and mitigating manual input errors.
- We've expanded our **AI Assist** capabilities to speed up the content generation process in other areas than the contract itself. This includes composing email invitation messages, reminder notes, and more.
- Our **Zapier integration** has graduated from “beta” to “live”, enabling Oneflow users to automate their contract workflows with over 5000+ apps without a single line of code.
- We’ve launched **Section rules** (beta), which enable users to create dynamic contract templates that hide or unhide content based on rules set by the users. This means that a contract template can contain multiple sets of content, but that the user only sees the content that is relevant to them.
- We’ve updated our **Microsoft Dynamics 365 integration**, with added “2-way sync” and dynamic mapping. This gives users the control of choosing what data is auto-populated from Dynamics 365, to their contract and back. Two-way sync saves time spent on administration, and keeps our customers’ CRM as a single source of truth.
- We’ve added greater control and customization options for **session duration and device trust periods.** Admin users can now define the length of time for Oneflow to remember trusted devices and before users are logged out, giving increased customization and adding an extra layer of security.

After the end of the quarter

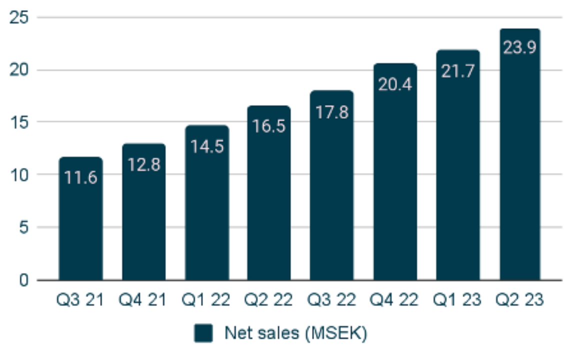
- We expanded our **electronic ID signing** solutions to now cover iDIN (Netherlands), .beID (Belgium), itsme (Belgium), Estonian eID (Estonia), and Smart-ID (Estonia, Latvia, Lithuania). Signing with eIDs is a high priority for users to comply with their companies’ standards or regulations.

Oneflow in summary

For definition of key ratios presented below, see pages 28–31.

Net sales

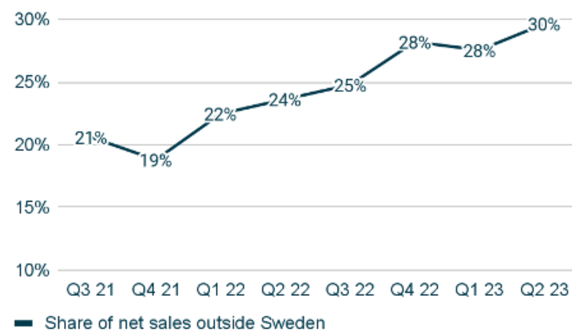
Net sales in the second quarter was MSEK 23.9 (16.5), representing a growth of 46% (59) compared to the same quarter last year. Net sales for the first half year was MSEK 45.7 (31.0), representing a growth of 47% (62) compared to the same period last year.



Software related recurring revenues represented 96% (96) of Net sales during the second quarter and 96% (96) for the first half year. Other revenues are professional services.

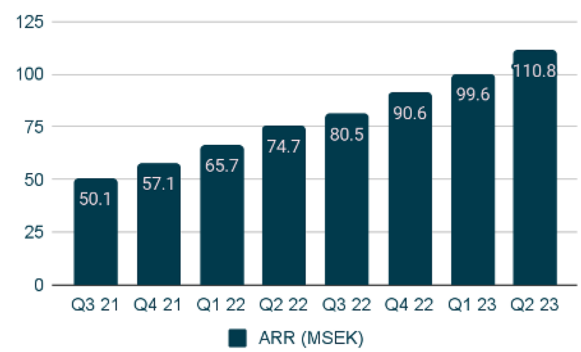
Oneflow is an "ARR first" company, and one-off professional services are only sold when we believe it will ease the customer onboarding and adoption, without compromising the ARR. The ARR/Net sales ratio was at a healthy and strong 132% (135) level for the second quarter, and 132% (135) for the first half year, demonstrating that we don't trade quick wins for long-term profitability, and that we have an intuitive and self-serve product platform where professional services are not strictly needed to onboard new customers. Scalability is central in our business model.

The share of Net sales outside of Sweden continued to grow during the second quarter, ending at 30% (24) and 29% (23) for the first half year. We currently have paying users in 35 (27) countries.

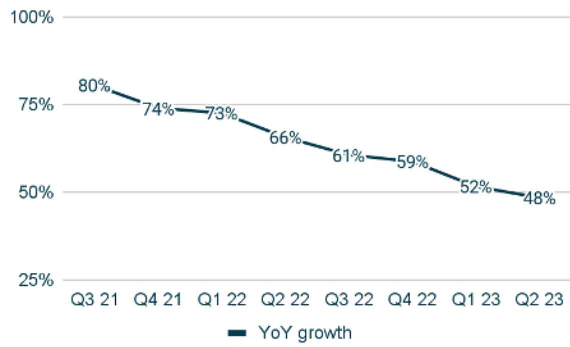


ARR

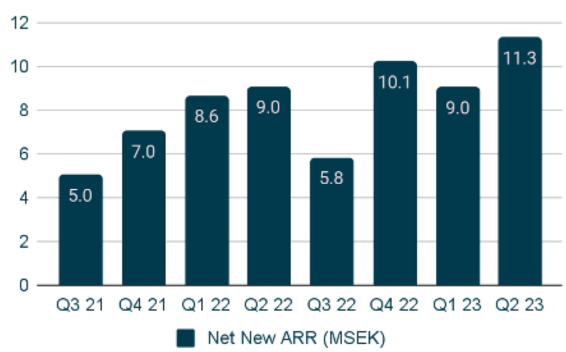
Total ARR (Annual Recurring Revenue) ended the second quarter at MSEK 110.8 (74.7), a growth of 48% compared to the second quarter last year.



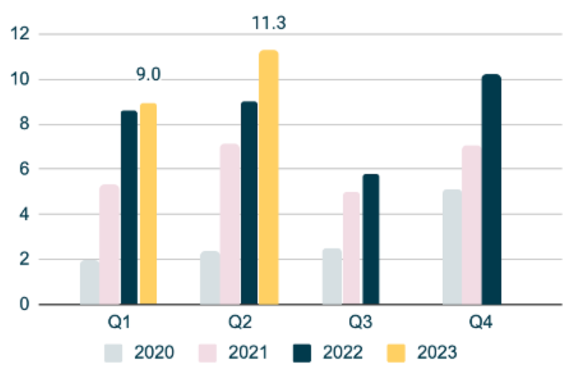
The ARR growth has always been high, and we expect to continue maintaining strong growth going forward.



Net New ARR closed at MSEK 11.3 (9.0) for the second quarter, up 26% since the same quarter last year. Net New ARR for the first half year was MSEK 20.3 (17.6), up 15% compared to the same period last year.

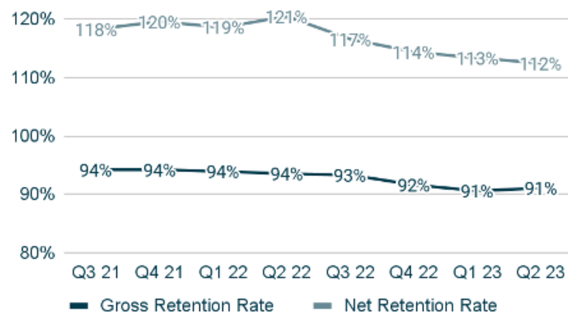


Due to seasonal variations, the second and fourth quarters are usually the strongest in software, with the third quarter being the weakest, and the first quarter somewhere “in between”.



Revenue retention

Gross Retention Rate was 91% (94) for the second quarter of 2023 and 91% (94) for the first half year. Gross Retention Rate includes churn and downgrades, but not expansion sales.

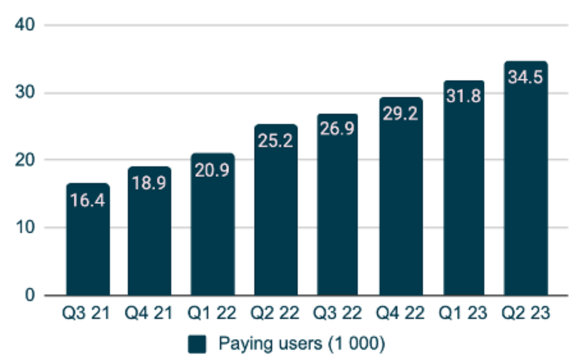


Net Retention Rate ended the second quarter at 112% (121) and 113% (120) for the first half year. Net Retention Rate includes churn, downgrades and expansion sales.

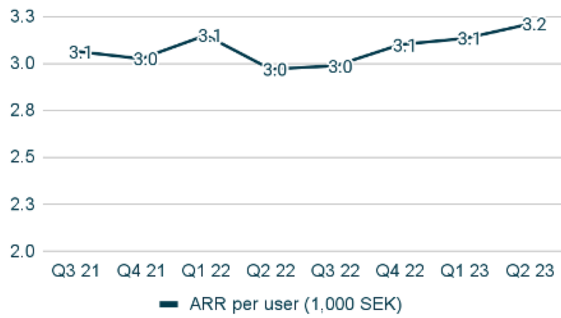
We see no indications of factors causing the declining numbers other than the economic situation at the moment. Churn is higher than usual, and expansion sales is lower. We expect the Net Retention Rate to pick up again as soon as the underlying market fundamentals improve.

Users

Number of paying users was 34.5k (25.2k) at the end of the quarter, up 37% since the same quarter previous year.



Average ARR per (paying) user was TSEK 3.2 (3.0) by the end of the quarter. Average ARR per (paying) user for the first half year was TSEK 3.2 (3.1).



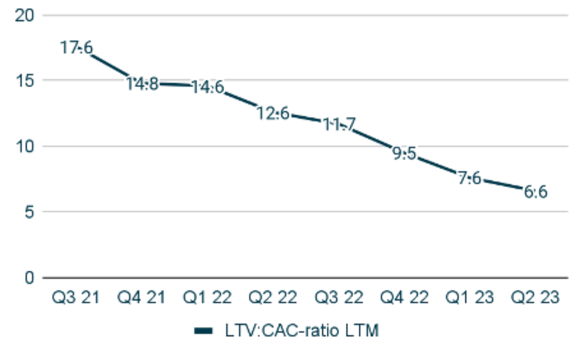
LTV:CAC

The LTV:CAC-ratio LTM (Lifetime Value divided by Customer Acquisition Cost, Last Twelve Months) ended the second quarter at 6.6, down from 12.6 the second quarter a year earlier. For every Swedish crown (SEK) we invest in new sales, we get almost 7 Swedish crowns (SEK) back. The LTV:CAC-ratio was 7.1 during the first half year, down from 13.6 compared to the corresponding period last year.

The downward trend is as expected and planned, and mainly related to our expansion into new markets. We opened subsidiaries in the UK, France and the Netherlands in 2022, and this is associated with relatively high costs.

2023 is the year for bringing our new teams up to speed, and starting to deliver sales. We have already closed several large deals during the first half of the year outside the Nordics.

Although a small increase in the customer lifetime value (LTV) during the first half of the year, the negative impact from the CAC pulled the LTV:CAC ratio slightly down.

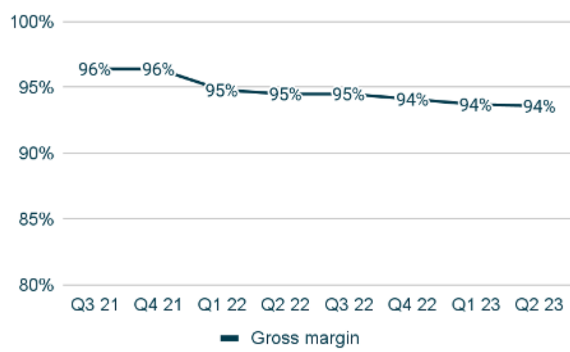


Calculating the LTV, we have for simplicity reasons not included any growth assumptions in the average revenue per account going forward. This is of course not correct, since the Net Retention Rate always has been and is expected to remain positive and strong going forward. The LTV would have been significantly higher if we included this element into the formula. However, to be conservative and also not to over complicate the calculations, we decided to stick with the simpler version.

Customer Acquisition Cost (CAC) includes sales and marketing related expenses divided by the number of new customers.

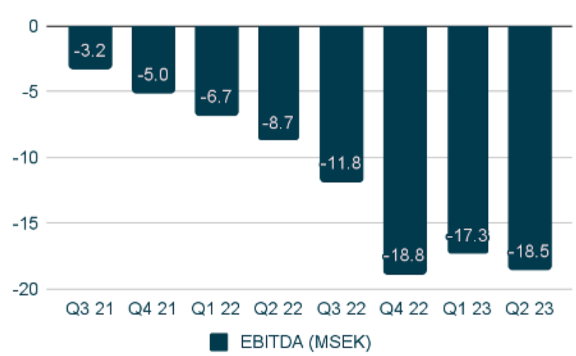
Gross margin

Gross margin was 93.6% for the second quarter of 2023, down a little from 94.5% during the same quarter last year. Gross margin for the first half year was 93.6% (94.6). The largest cost of service sold related expense is sales commission to partners. A cost which has increased in percentage as the company has established several new strategic collaborations. Hosting related expenses are also included in the cost of service sold.



EBITDA

During the second quarter EBITDA amounted to MSEK -18.5 (-8.7), corresponding to an EBITDA margin of -77% (-53). EBITDA for the first half year was MSEK -35.8 (-15.4), corresponding to an EBITDA margin of -78% (-50).



The company has a heavy focus on product development, with a goal to take a position as global thought leader of digital contract handling.

Increased costs mainly consist of higher employee costs with an average of 164 employees during the second quarter compared to 112 during the second quarter last year. This is completely in line with the company's plan to invest in both product development and in new markets.

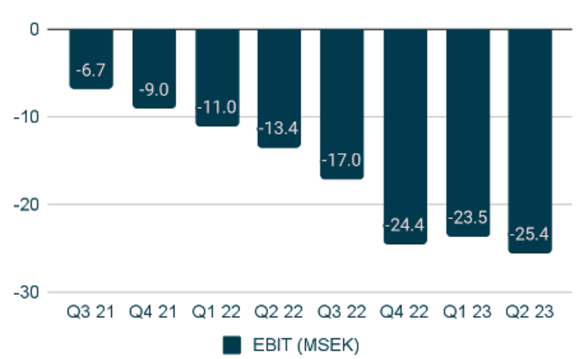
The increase in operating expenses compared to the corresponding period last year is largely explained by the company establishing new offices in the UK, France and the Netherlands. The largest part of these operating costs consists of employee costs.

Other costs have also increased due to the company's new establishments. This has contributed to higher costs and affected EBITDA.

EBIT

Operating income during the second quarter, EBIT, amounted to MSEK -25.4 (-13.4), corresponding to an EBIT margin of -105,9% (-81). EBIT for the first half year was MSEK -48.9 (-24.3), corresponding to an EBIT margin of -107,0% (-77).

Except for cost increases described above, depreciation increased compared to the same period last year. This is a result of increased investments in capitalized development work due to the company's strategic decision to focus on product development.



Cash flow and investments

During the second quarter cash flow from current operations amounted to MSEK -15.3 (-4.0). For the first half year cash flow from current operations amounted to MSEK -24.6 (-5.1). The change from previous year is mainly explained by the lower operating profit.

Second quarter investments in tangible non-current assets amounted to MSEK -0.5 (-0.7) and for the first half year to MSEK -1.0 (-1.0), excluding right-to-use assets.

Investments in intangible non-current assets amounted to MSEK -13.3 (-8.7) for the second quarter and MSEK -25.4 (-16.5) for the first half year. Investments in intangible non-current assets consisted of capitalization of development costs relating to the technical platform.

Investments in financial non-current assets amounted to MSEK -1.0 (-0.5) for the second quarter and MSEK -1.1 (-0.5) for the first half year. Investments in financial non-current assets consisted of deposits for new offices in new markets outside the Nordics.

During the second quarter cash flow from financing activities amounted to MSEK -1.6 (249.5) and MSEK -3.1 (247.8) for the first half year. The significant change from the previous year is primarily due to the fact that the company carried out a new share issuance during the second quarter of 2022.

In the second quarter, depreciation of capitalized development costs amounted to MSEK -5.0 (-3.1) and amortization of right-to-use assets amounted to MSEK -1.5 (-1.4). For the first half year, depreciation of capitalized development costs amounted to MSEK -9.5 (-5.9) and amortization of right-to-use assets amounted to MSEK -2.9 (-2.9).

Equity and liabilities

The Group's equity amounted to MSEK 184.3 (270.2) at the end of the second quarter, compared to MSEK 230.6 at the end of 2022.

Cash and cash equivalents amounted to MSEK 156.5 at the end of the period compared with MSEK 211.7 at the end of 2022. The Group's net debt was positive and amounted to MSEK 151.8 (-249.3).

Oneflow AB’s share

Oneflow AB is listed on Nasdaq First North Premier Growth Market, trading under the ticker "ONEF". Total number of shares issued was 25,217,528 at the end of the period. The company does not own any of its own shares.

For Ownership, see Oneflow’s website.

Financial goals

Growth

Increase ARR to MSEK 600 by the end of the financial year 2027.

Profitability

Achieve an EBIT margin of 20% by the end of the financial year 2027 while maintaining a strong focus on growth.

Dividend policy

The Board of Directors of Oneflow does not intend to propose any dividends in the foreseeable future, but instead strives to reinvest cash flows in growth initiatives.

Employees

The Group had 166 employees (124) at the end of the second quarter 2023, of which 128 were employed by the parent company. The average number of employees was 164 (112) during the second quarter.

On top of that the company had a team of 24 (11) developers in Sri Lanka by the end the second quarter 2023. From a legal standpoint these are consultants. However, they are considered and treated as any other Oneflow employee, and the consultant model is to mitigate administrative tasks.

Parent company

Operations in Sweden are conducted in the parent company, Oneflow AB. As of 30 June 2023, Oneflow AB owns 100% of the shares in all subsidiaries. Operating income in the parent company during the second quarter of 2023 amounted to MSEK -25.9 (-13.6) and MSEK -50.0 (-24.8) for the first half year. Cash and cash equivalents amounted to MSEK 154.2 (258.9).

As of 30 June 2023, restricted equity includes funds for development expenditure of MSEK 75.1 (46.5).

Other events during the reporting period

Stock option program 2023/2026

On 15 May 2023, the board of directors of the company, with the authorization from the annual general meeting on 12 May 2023, decided to issue 250,000 subscription options. Each subscription option entitles the holder to subscribe for one share at a price of SEK 65.30 during the period from 1 June 2026 to 31 July 2026. The options are valued at SEK 9.09. The valuation has been made based on Black & Scholes, taking into account the exercise price, time to expiration, valuation of the underlying share on the allocation date, risk-free interest rate, and estimated future volatility. The subscription price for the shares through the exercise of the subscription options is SEK 65.30. A total of 57,000 subscription options have been allocated to employees of the company. Assuming all subscribed options are exercised for subscription of shares, the maximum dilutive effect of the incentive program can amount to a maximum of approximately 1.0% of the total number of shares and votes in the Company as of the closing date.

During the second quarter of 2023, 75,000 options from previous incentive programs, described in the company's Annual Report 2022, have been exercised for shares. Total number of shares issued was 25,217,528 at the end of the period.

No other significant events have occurred during the reporting period.

Other events after the reporting period

No significant events have occurred after the reporting period.

Forward-looking information

This report may contain forward-looking information based on management's current expectations. Although management believes the expectations expressed in such forward-looking information are reasonable, there are no assurances that these expectations will be correct. Consequently, future outcomes may vary considerably compared to the forward-looking information due to, among other things, changed market conditions for Oneflow's products and more general changes to economic, market and competitive conditions, changes to regulatory requirements or other policy measures and exchange rate fluctuations.

Upcoming reporting dates

- 10 Nov 2023: Interim Report Q3 2023
- 16 Feb 2024: Year-end Report 2023
- 8 May 2024: Interim Report Q1 2024
- 8 May 2024: Annual General Meeting

The CEO certifies that the interim report, to the best of their knowledge, provides a fair overview of the parent company's and the group's operations, financial position and results and describes the material risks and uncertainties faced by the parent company and the companies included in the Group.

Stockholm, 11 August 2023

Anders Hamnes
CEO & Founder

Additional information can be obtained from:

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This Interim Report has not been reviewed by the company's auditors.

The Interim Report has been published in both English and Swedish.

Key ratios for the Group

	Q2 2023	Q2 2022	Q1-Q2 2023	Q1-Q2 2022	2022
Financial key ratios defined according to IFRS					
Net sales (MSEK)	23,9	16,5	45,7	31,0	69,1
EBIT (MSEK)	–25,4	–13,4	–48,9	–24,3	–65,8
EBIT margin (%)	–105,9	–81,3	–107,0	–78,5	–95,1
Earnings per share, non-diluted (SEK)	–0,97	–0,58	–1,87	–1,22	–2,89
Earnings per share, diluted (SEK)	–0,97	–0,58	–1,87	–1,22	–2,89
Alternative financial key ratios					
Net sales growth (%)	45,5	59,2	47,4	61,6	58,6
Recurring revenues	23,1	15,8	43,9	29,7	65,9
Gross profit (MSEK)	22,4	15,5	42,8	29,3	65,3
Gross margin (%)	93,6	94,5	93,6	94,6	94,4
EBITDA (MSEK)	–18,5	–8,7	–35,8	–15,4	–46,0
EBITDA margin (%)	–77,2	–52,7	–78,4	–49,6	–66,5
Average number of employees (RTM)	164	112	163	106	122
Number of employees, end of period	166	124	166	124	155
Alternative operational key ratios					
ARR, Annual Recurring Revenue (MSEK)	110,8	74,7	110,8	74,7	90,6
ARR growth (%)	48,4	65,6	48,4	65,6	58,7
ARR / Net sales (%)	132,2	134,8	132,2	134,8	131,1
NNARR, Net New ARR (MSEK)	11,3	9,0	20,2	17,6	33,5
NNARR growth (%)	25,0	28,0	14,9	43,2	38,0
Paying users (in thousands)	34,5	25,2	34,5	25,2	29,2
ARPU, Annual Revenue Per User (TSEK)	3,2	3,0	3,2	3,1	3,1
GRR, Gross Retention Rate (%)	91,1	93,5	90,8	93,7	93,1
NRR, Net Retention Rate (%)	112,5	120,5	112,9	119,6	117,5
LTV:CAC-ratio LTM	6,6	12,6	7,1	13,6	12,1

For definition of key ratios, see pages 28–31.

Consolidated income statement in summary

(TSEK)	Note	Q2 2023	Q2 2022	Q1–Q2 2023	Q1–Q2 2022	2022
Net sales	4	23,933	16,454	45,682	30,999	69,126
Capitalized development work by own employees	7	9,369	6,799	18,406	13,592	27,526
Other revenues		82	-	179	20	53
Gross income		**33,384**	**23,253**	**64,267**	**44,611**	**96,705**
Operating expenses						
Compensation to employees		-38,740	-24,299	-76,794	-47,746	-107,338
Depreciation		-6,868	-4,695	-13,097	-8,959	-19,796
Other expenses		-13,133	-7,632	-23,272	-12,248	-35,321
Total operating expenses		**-58,741**	**-36,626**	**-113,163**	**-68,953**	**-162,455**
Operating income		**-25,357**	**-13,373**	**-48,896**	**-24,342**	**-65,750**
Financial expenses		1,108	-891	1,984	-1,678	-1,369
Income after financial net		**-24,249**	**-14,264**	**-46,912**	**-26,020**	**-67,119**
Taxes		-119	-38	-215	-56	-173
Net income		**-24,368**	**-14,302**	**-47,127**	**-26,076**	**-67,292**
Net income attributed to:						
Shareholders of the Parent Company		-24,368	-14,302	-47,127	-26,076	-67,292
		-24,368	**-14,302**	**-47,127**	**-26,076**	**-67,292**
Earnings per share, based on income attributed to shareholders of the Parent during the year (SEK / share)						
Earnings per share						
Earnings per share, non-diluted		-0.97	-0.58	-1.87	-1.22	-2.89
Earnings per share, diluted		-0.97	-0.58	-1.87	-1.22	-2.89

Consolidated statement of other comprehensive income

(TSEK)	Note	Q2 2023	Q2 2022	Q1–Q2 2023	Q1–Q2 2022	2022
Net income		**-24,368**	**-14,302**	**-47,127**	**-26,076**	**-67,292**
Items that may be reclassified to the income statement:						
Translation adjustments		78	-10	24	18	46
Other comprehensive income for the period, net of tax		78	-10	24	18	46
Comprehensive income for the period		**-24,290**	**-14,312**	**-47,103**	**-26,058**	**-67,246**
Comprehensive income for the period attributed to:						
The shareholders of the Parent Company		-24,290	-14,312	-47,103	-26,058	-67,246

Consolidated balance sheet in summary

(TSEK)	Note	2023-06-30	2022-06-30	2022
ASSETS				
Capitalized development cost	7	74,876	46,004	58,882
Other intangible non-current assets	7	220	456	338
Right-of-use assets		8,524	13,010	10,151
Tangible non-current assets		3,079	2,508	2,831
Other financial non-current assets		2,967	1,486	1,914
Total non-current assets		**89,666**	**63,464**	**74,116**
Trade receivables		9,948	5,381	15,385
Current contract assets		356	419	363
Current tax assets		370	339	453
Other current receivables		1,413	889	1,360
Prepaid expenses and accrued income		11,727	6,506	6,481
Cash and cash equivalents		156,483	259,984	211,651
Total current assets		**180,297**	**273,518**	**235,693**
Total assets		**269,963**	**336,982**	**309,809**
EQUITY AND LIABILITIES				
Net income attributed to Shareholders of the Parent Company		184,283	27,227	230,607
Total equity		**184,283**	**270,227**	**230,607**
LIABILITIES				
Non-current liabilities				
Interest-bearing non-current liabilities		-	-	-
Non-current leasing liabilities		1,582	7,023	4,491
Deferred tax liabilities		181	179	167
Total non-current liabilities		**1,763**	**7,202**	**4,658**

(TSEK)	Note	2023-06-30	2022-06-30	2022
Current liabilities				
Interest-bearing current liabilities		-	-	-
Current leasing liabilities		6,065	5,122	4,851
Trade payables		6,772	5,785	5,365
Current contract liabilities		48,386	32,905	44,260
Other current liabilities		9,473	6,330	9,712
Accrued expenses and deferred income		13,221	9,411	10,356
Total current liabilities		**83,917**	**59,553**	**74,544**
Total equity and liabilities		**269,963**	**336,982**	**309,809**

Consolidated statement of changes in equity

		Attributable to the Parent Company's shareholders			
(TSEK)	**Note**	**Share capital**	**Additional paid-in capital**	**Retained earnings**	**Total equity**
Opening balance January 1, 2023		**754**	**349,904**	**-120,051**	**230,607**
Net income for the period				-47,127	-47,127
Other comprehensive income for the period				24	24
Total comprehensive income		**754**	**349,904**	**-167,154**	**183,504**
Transactions with owners					
Share-based payment			777		777
Exercised warrants		2			2
Total transactions with owners		**2**	**777**	**-**	**779**
Closing balance June 30, 2023		**756**	**350,681**	**-167,154**	**184,283**
Opening balance January 1, 2022		**366**	**64,121**	**-52,621**	**11,866**
Net income for the period				-26,076	-26,076
Other comprehensive income for the period				18	18
Total comprehensive income		**366**	**64,121**	**-78,679**	**-14,192**
Transactions with owners					
Bonus issue		183	-	-183	-
Share issue		205	307,171	-	307,376
Costs related to Share issue		-	-23,950	-	-23,950
Share-based payment		-	993	-	993
Total transactions with owners		**388**	**284,214**	**-183**	**284,419**
Closing balance June 30, 2022		**754**	**348,335**	**-78,862**	**270,227**
Opening balance January 1, 2022		**366**	**64,121**	**-52,621**	**11,866**
Net income for the period				-67,292	-67,292
Other comprehensive income for the year				45	45
Total comprehensive income		**366**	**64,121**	**-119,868**	**-55,381**

		Attributable to the Parent Company's shareholders			
(TSEK)	Note	Share capital	Additional paid-in capital	Retained earnings	Total equity
Transactions with owners					
Bonus issue		183		-183	-
Share issue		205	307,171		307,376
Costs related to Share issue			-23,950		-23,950
Share-based payment			2,562		2,562
Total transactions with owners		**388**	**285,783**	**-183**	**285,988**
Closing balance December 31, 2022		**754**	**349,904**	**-120,051**	**230,607**

Consolidated cash flow analysis

(TSEK)	Note	Q2 2023	Q2 2022	Q1–Q2 2023	Q1–Q2 2022	2022
Cash flow from current operations						
Operating income		-25,357	-13,373	-48,896	-24,342	-65,750
Adjustments for non-cash items		7,247	5,190	13,874	9,952	22,358
Interest received		425	133	516	138	742
Interest paid		-5	-1,432	-8	-1,475	-1,480
Taxes paid		-184	-101	-617	-55	-307
Cash flow from operating activities before changes in working capital		**-17,874**	**-9,583**	**-35,131**	**-15,782**	**-44,437**
Cash flow from changes in working capital		**2,618**	**5,612**	**10,524**	**10,650**	**15,544**
Cash flow from current operations		**-15,256**	**-3,971**	**-24,607**	**-5,132**	**-28,893**
Cash flow from investing activities						
Investment in intangible non-current assets		-13,271	-8,734	-25,361	-16,525	-36,664
Investment in tangible non-current assets		-470	-696	-954	-974	-1,893
Investment in financial non-current assets		-953	-486	-1,054	-486	-914
Cash flow from investing activities		**-14,694**	**-9,916**	**-27,369**	**-17,985**	**-39,471**
Cash flow from financing activities						
Share issue		2	307,376	2	307,376	307,376
Costs for Share issue		-	-23,950	-	-23,950	-23,950
Amortization of leasing liabilities		-1,603	-1,451	-3,148	-2,853	-5,946
Amortization of borrowings		-	-32,403	-	-32,695	-32,695
Cash flow from financing activities		**-1,601**	**249,572**	**-3,146**	**247,878**	**244,785**
Net cash flow		**-31,551**	**235,685**	**-55,122**	**224,761**	**176,421**
Net change in cash flow						
Cash and cash equivalents, beginning of the period		188,035	24,296	211,651	35,212	35,212
Exchange rate changes on cash		-1	3	-46	11	18
Cash and cash equivalents, end of period		**156,483**	**259,984**	**156,483**	**259,984**	**211,651**

Parent company income statement in summary

(TSEK)	Note	Q2 2023	Q2 2022	Q1–Q2 2023	Q1–Q2 2022	2022
Net sales	4	23,851	16,375	45,516	30,841	68,810
Capitalized development work by own employees	7	9,369	6,799	18,406	13,592	27,526
Other income		82	-	179	20	53
Gross income		**33,302**	**23,174**	**64,101**	**44,453**	**96,389**
Operating expenses						
Compensation to employees		-30,085	-22,149	-60,182	-43,572	-92,474
Depreciation		-5,346	-3,353	-10,105	-6,326	-14,263
Other expenses		-23,765	-11,306	-43,788	-19,378	-56,734
Total operating expenses		**-59,196**	**-36,808**	**-114,075**	**-69,276**	**-163,471**
Operating income		**-25,894**	**-13,634**	**-49,974**	**-24,823**	**-67,082**
Financial expenses		1,214	-726	2,210	-1,335	-1,478
Income after financial net		**-24,680**	**-14,360**	**-47,764**	**-26,158**	**-68,560**
Income before taxes		**-24,680**	**-14,360**	**-47,764**	**-26,158**	**-68,560**
Taxes		-15		-27		-37
Net income for the period		**-24,695**	**-14,360**	**-47,791**	**-26,158**	**-68,597**

Parent company statement of other comprehensive income

(TSEK)	Not	Q2 2023	Q2 2022	Q1–Q2 2023	Q1–Q2 2022	2022
Net income		**-24,695**	**-14,360**	**-47,791**	**-26,158**	**-68,597**
Other comprehensive income						
Other comprehensive income for the period, net of tax						
Comprehensive income for the period		**-24,695**	**-14,360**	**-47,791**	**-26,158**	**-68,597**
Comprehensive income for the period attributed to:						
The shareholders of the Parent Company		**-24,695**	**-14,360**	**-47,791**	**-26,158**	**-68,597**

Parent company balance sheet in summary

(TSEK)	Note	2023-06-30	2022-06-30	2022
ASSETS				
Non-current assets				
Intangible non-current assets	7	74,876	46,460	58,882
Other intangible non-current assets	7	220		338
Tangible non-current assets		2,664	2,391	2,547
Shares in subsidiaries		45	45	45
Other financial non-current assets		1,174	1,157	1,164
Total non-current assets		**78,979**	**50,053**	**62,976**
Current assets				
Trade receivables		9,739	5,284	15,385
Receivables group companies		1,869	516	-
Current tax assets		582	410	615
Other current assets		128	3,460	551
Prepaid expenses and accrued income		12,001	4,354	7,473
Cash and cash equivalent		154,198	258,940	210,072
Total current assets		**178,517**	**272,964**	**234,096**
Total assets		**257,496**	**323,017**	**297,072**
EQUITY AND LIABILITIES				
Equity		183,201	270,294	230,193
Total equity		**183,201**	**270,294**	**230,193**
LIABILITIES				
Non-current liabilities				
Interest-bearing non-current liabilities		-	-	-
Total non-current liabilities		**-**	**-**	**-**

(TSEK)	Note	2023-06-30	2022-06-30	2022
Current liabilities				
Current Interest-bearing liabilities		-	-	-
Account payables		5,803	4,886	4,881
Current liabilities group companies		-	-	388
Other current liabilities		8,701	6,123	9,073
Accrued expenses and deferred income		59,791	41,714	52,537
Total current liabilities		**74,295**	**52,723**	**66,879**
Total equity and liabilities		**257,496**	**323,017**	**297,072**

Notes

1. General information

Oneflow AB (publ) (the “Parent Company”) and its subsidiaries (together the “Group”) are a software company that develops, sells and implements user-friendly digital systems for contract management. In December the Group had offices in Sweden, Norway, Finland, the UK, the Netherlands and France where Oneflow AB, through its wholly-owned subsidiaries and branches, constitutes the primary operating activities.

The Parent Company is a limited company registered in Sweden, corporate registration number 556903-2989, with its head office in Stockholm. The address of the main office is Gävlegatan 12 A, SE 113-30 Stockholm, Sweden.

2. Accounting policies

Oneflow prepares its consolidated financial statements in accordance with the International Financial Reporting Standards (IFRS). The interim report has been prepared in accordance with IAS 34 Interim Financial Reporting. New items in reporting standards that entered force on 1 January 2023 have not had any material impact on the consolidated report as of 31 March 2023. The Group applies the same accounting policies as those in the annual report as of 31 December 2022.

The Parent Company prepares its report in according to RFR 2 Accounting for Legal Entities as well as the Swedish Annual Accounts Act, and applies the same accounting policies and measurement methods as in the latest annual report.

Estimates and assessments

Preparing reports according to IFRS requires the use of a number of key estimates for reporting purposes. Moreover, it requires management to make certain assessments in conjunction with the application of the Group’s accounting policies. Estimates and assumptions are based on historical experience and are reviewed regularly. The actual outcome may deviate from these estimates and assessments.

3. Financial risk management

3.1 Financial risk factors

Through its activities, the Group is exposed to both business-related and financial risks. These risks have been described in detail in the company’s Annual Report for 2022.

The outbreak of war in Ukraine has drastically changed the external environment. Oneflow's operations have very limited exposure to Ukraine and Russia but are exposed to the effects of the war in the form of a deteriorating macroeconomic situation with rising inflation and interest rates and reduced economic growth. As Oneflow has no collateral, the company is not directly affected by rising interest rates, but can be indirectly affected if customers or suppliers suffer. Apart from the risk that the Group could be affected with higher costs, there is a risk that the demand for the company's products will decline which may have a negative impact on the company's operations and growth opportunities.

In troubled times, it is natural for smaller currencies, such as the Swedish krona (SEK), to weaken against the US dollar and euro.

When the global situation stabilizes, we will probably see a strengthening of the SEK. The currency effects may affect the company's results.

The COVID-19 pandemic in 2020 and 2021 caused a downturn in economic activity, which impacted the activity of our operations even though the impact was minor. From the first quarter of 2022, the company noted increased activity in the market after the restrictions were largely removed.

The board and management follow the development of events in Ukraine and the changed security policy situation in other parts of the world to evaluate and proactively manage potential risks and opportunities.

4. Revenue

(TSEK)	Q2 2023	Q2 2022	Q1–Q2 2023	Q1–Q2 2022	2022
Group					
Subscription revenue	23,064	15,807	43,857	29,655	65,865
Other	869	647	1,825	1,344	3,261
Total net sales	**23,933**	**16,454**	**45,682**	**30,999**	**69,126**
Parent company					
Subscription revenue	23,064	15,807	43,857	29,655	65,865
Other	787	568	1,659	1,186	2,945
Total net sales	**23,851**	**16,375**	**45,516**	**30,841**	**68,810**

Oneflow sells software through long-term subscription agreements that are invoiced in advance, mainly annually but also monthly, which means a high proportion of recurring revenue. During the second quarter of 2023, subscription revenues accounted for 96.4% (96.1) of the company's total revenues and for the first half year 96.0% (95.7). One-off revenues mainly relate to one-off services in the form of customer-specific consulting services, such as the creation of individual templates or export of data.

Revenue Sweden and other countries

(TSEK)	Q2 2023	Q2 2022	Q1–Q2 2023	Q1–Q2 2022	2022
Group					
Sweden	16,835	12,564	32,591	23,841	51,818
Norway	3,127	2,373	6,054	4,280	9,362
Other countries	3,971	1,517	7,037	2,878	7,946
Total net sales	**23,933**	**16,454**	**45,682**	**30,999**	**69,126**
Parent company					
Sweden	16,835	12,564	32,591	23,841	51,818
Norway	3,045	2,294	5,888	4,122	9,362
Other countries	3,971	1,517	7,037	2,878	7,630
Total net sales	**23,851**	**16,375**	**45,516**	**30,841**	**68,810**

Current contract balances

Information on receivables, contractual assets and contractual liabilities from contracts with customers is summarized below.

(TSEK)	2023-06-30	2022-06-30	2022
Group			
Current contract assets	356	419	363
Current contract liabilities	48,386	32,905	44,260
Parent company			
Current contract assets	356	419	363
Current contract liabilities	48,303	32,828	44,260

Contract assets primarily relate to the group's right to compensation for work performed but not invoiced at the balance sheet date. There are no write-downs in contract assets as of 30 June 2023. Contract assets are transferred to receivables when the rights become unconditional. This usually happens when the group issues an invoice. Contractual liabilities mainly refer to the advanced payments received from customers, prepaid income in the form of already sold right of use, for which income is recognized over time. The TSEK 44,260 reported as contractual debt at the beginning of the period will be recognized as revenue in 2023, and the TSEK 48,386 reported as contractual debt by the end of 30 June refers to revenue that will be reported over a 12-month period starting on July 1, 2023.

5. Earnings per share

Non-diluted

Earnings per share before dilution is calculated by dividing the earnings attributable to the Parent Company's shareholders by the weighted average number of ordinary shares outstanding.

Non-diluted	Q2 2023	Q2 2022	Q1–Q2 2023	Q1–Q2 2022	2022
Net income attributed to Shareholders of the Parent Company, TSEK	-24,290	-14,312	-47,103	-26,058	-67,246
Weighted average number of ordinary shares outstanding, after bonus issue, pcs	25,145,000	24,500,856	25,143,771	21,423,502	23,298,299
Earnings per share, non-diluted, SEK	**-0.97**	**-0.58**	**-1.87**	**-1.22**	**-2.89**

Diluted

For calculation of earnings per share after dilution, the weighted average number of shares outstanding is adjusted for the dilution effect of all potential ordinary shares. Since the Group has posted negative earnings, potential ordinary shares do not give rise to dilution.

Diluted	Q2 2023	Q2 2022	Q1–Q2 2023	Q1–Q2 2022	2022
Net income attributed to Shareholders of the Parent Company, TSEK	-24,290	-14,312	-47,103	-26,058	-67,246
Weighted average number of ordinary shares outstanding, after bonus issue, pcs	25,145,000	24,500,856	25,143,771	21,423,502	23,298,299
Earnings per share, diluted, SEK	**-0.97**	**-0.58**	**-1.87**	**-1.22**	**-2.89**

The Group has four employee stock option programmes, whereof three described in the company's Annual Report for 2022. During the second quarter of 2023, the company's Board, with the authorization from the annual general meeting, was given the opportunity to issue 250,000 subscription options, Stock option program 2023/2026. A total of 57,000 subscription options have been allocated to employees of the company. More detailed description can be found on page 10, Other events during the reporting period.

During the second quarter of 2023, 75,000 options from previous incentive programs have been exercised for shares.

Assuming that all options for all outstanding incentive programs are exercised to subscribe for shares, this will result in an increase in the number of shares by a total of 810,450, representing a potential dilution of 3.2% of shares and voting rights. The exercise price of all options programs is exceeded by the market share price.

6. Related-party transactions

In addition to the customary remuneration (salary, fees, and other benefits) to the CEO, senior executives and the Board of Directors, no material transactions with related parties took place that have materially impacted the Group's earnings or financial position.

Where applicable, transactions with related parties have been on market terms.

7. Intangible non-current assets

Intangible non-current assets consist of capitalized development costs and a newly developed website. Capitalized development costs per 30 June 2023 amounted to MSEK 75.1 (46.5) whereof the website amounted to MSEK 0.2 (0.4). Intangible assets are amortized over five years, except for the website, which is amortized over three years. Any need for impairment is tested yearly. The impairment testing carried out at year-end showed no need for impairment.

(TSEK)	Q2 2023	Q2 2022	Q1–Q2 2023	Q1–Q2 2022	2022
The Group Company [1]					
Balance					
Investments	124,035	78,535	124,035	78,535	98,674
Accumulated Depreciation	-48,939	-32,075	-48,939	-32,075	-39,454
Closing Balance	**75,096**	**46,460**	**75,096**	**46,460**	**59,220**
Opening balance	66,846	40,870	59,220	35,859	35,859
Investments	13,271	8,736	25,361	16,525	36,664
Depreciation	-5,021	-3,146	-9,485	-5,924	-13,303
Closing Balance	**75,096**	**46,460**	**75,096**	**46,460**	**59,220**

1) The Group Company and the Parent Company are the same

Continuous development of the product has taken place during the quarter in the form of, among other things, expanded electronic ID signing solutions, greater control and customization options for session duration and device trust periods, launched section rules, which enable users to create dynamic contract templates that hide or unhide content based on rules set by the users.

Definitions of key ratios

Definitions of alternative financial key ratios

Key ratio	Definition	Purpose
Net sales growth, %	The periods net sales calculated in relation to the corresponding period last year, expressed as a percentage.	The company believes that this key ratio is relevant since it permits comparisons of growth rates between different periods.
Recurring revenues	Contractually tied subscription revenue that is renewed automatically.	Revenue that will renew automatically without any cost of acquisition.
Gross profit [1]	Net sales less cost of services sold.	Net profit is used for purposes such as demonstrating the company's efficiency in production and calculating the gross margin.
Gross margin, %	Gross profit as a percentage of net sales.	A key ratio that shows the relationship between the cost of the products and revenue from sales.
EBIT margin, %	Operating income as a percentage of net sales.	The EBIT margin provides a picture of the earnings that were generated by operating activities.
EBITDA	EBITDA (earnings before interest, taxes, depreciation and amortization) is operating income before depreciation, amortization and impairment.	EBITDA provides an overall view of profit that is generated by operations, which is useful for showing the underlying earning capacity of the business.
EBITDA margin, %	EBITDA as a percentage of net sales.	A measure of profitability used by investors, analysts and company management to evaluate the company's profitability.

1) Direct variable costs that arise in the delivery of services are recognized in Cost of services sold. These costs consist of factors such as storage in server rooms, variable costs for signing agreements and commissions for partners who supply the company's services. The item does not include depreciations, amortizations or personnel costs.

Reconciliation tables for alternative financial key ratios

Reconciliation growth in net sales (TSEK)	Q2 2023	Q2 2022	Q1–Q2 2023	Q1–Q2 2022	2022
Net sales, same period previous year	16,454	10,336	30,999	19,180	43,583
Net sales, period	23,933	16,454	45,682	30,999	69,126
Organic growth in net sales (%)	**45.5**	**59.2**	**47.4**	**61.6**	**58.6**

Reconciliation gross profit and gross margin (TSEK)	Q2 2023	Q2 2022	Q1–Q2 2023	Q1–Q2 2022	2022
Net sales, period	23,933	16,454	45,682	30,999	69,126
Cost of services	-1,535	-909	-2,909	-1,667	-3,850
Gross profit	**22,398**	**15,545**	**42,773**	**29,332**	**65,276**
Gross margin (%)	**93.6**	**94.5**	**93.6**	**94.6**	**94.4**

Reconciliation EBITDA and EBITDA margin (TSEK)	Q2 2023	Q2 2022	Q1–Q2 2023	Q1–Q2 2022	2022
Net sales, period	23,933	16,454	45,682	30,999	69,126
Operating income	-25,356	-13,373	-48,895	-24,342	-65,750
Depreciation	6,868	4,695	13,097	8,959	19,796
EBITDA	**-18,488**	**-8,678**	**-35,798**	**-15,383**	**-45,954**
EBITDA margin (%)	**-77.2**	**-52.7**	**-78.4**	**-49.6**	**-66.5**

Definitions of alternative operational key ratios

Key ratio	Definition	Purpose
Annualized recurring revenue (ARR)	ARR is defined as the 12-months value of contractual recurring revenue. These revenue streams are invoiced and distributed across 12 months, for which reason the ARR may be higher than the figure for net sales.	ARR is a measurement of the revenue that is expected to be repetitive over the coming 12 months, and facilitates comparison with other companies in the industry.
Growth in ARR, %	Annual growth in ARR calculated in relation to the preceding year, expressed as a percentage.	The company believes that this performance measure is relevant since it permits comparisons of growth rates between different periods.
ARR/Net sales, %	ARR on the last date of a twelve-month period as a percentage of net sales during the corresponding period.	This measure indicates how large a share of the company's net sales are recurrent at the end of the period, expressed as a percentage.
Net New ARR (NNARR)	The net change in ARR between two periods.	NNARR shows the growth in ARR between different periods.
Growth in NNARR, %	The change, as a percentage, in NNARR during one period in relation to the preceding period.	The company believes that this performance measure is relevant since it permits comparisons of growth rates between different periods.
Paying users	Defined as all paying users among Oneflow's existing customers.	A measure for assessing the growth in the number of users employing Oneflow's services.
Average Revenue Per User (ARPU)	ARR per user. Defined as ARR divided by the number of paying users.	Indicates average price performance for the company's products per user.
Churn	Churn is the ARR value of the subscriptions that are canceled, not renewed or downgraded during a given period of time.	Shows the company's capacity for retaining revenue from existing customers between periods.
Gross retention rate (GRR), %	GRR shows the proportion of customer loss, and is defined as the ARR of existing customers at a specific point in time that were customers 12 months earlier, excluding expansion revenue, divided by the total ARR from 12 months earlier. GRR therefore does not take into account cross sales and added sales (expansion revenue), only loss of revenue from existing customers.	Shows the company's capacity for retaining revenue from existing customers between periods.
Net retention rate (NRR), %	NRR is defined as the ARR of existing customers at a specific point in time that were customers 12 months earlier divided by the total ARR from 12 months	Shows the company's capacity for retaining and expanding revenue from existing customers between periods.

	earlier. NRR takes into account expansion revenue, which entails cross sales and added sales to existing customers, and loss of revenue from existing customers.	
LTV:CAC ratio, x	The lifetime value of the customer is calculated by dividing ARR for the period by the number of customers, multiplying the result by the estimated length of the customer relationship as calculated from the customer loss for the period, and then multiplying that result by the gross margin for the period. The cost of acquiring customers is calculated by dividing the cost of acquiring new customers in sales and marketing by the number of new customers that were added for the period. The calculation of customer lifetime value does not include future expansion sales.	Indicates the company's inherent profitability for a new customer over time, and whether it is economically justifiable to make investments related to the acquisition of new customers.

Oneflow in brief

Contract experts

Oneflow is one of the leading SaaS contract automation providers in the Nordic market. We help organizations grow faster with less risks, better workflows, smarter decisions that lead to quicker deals.

Oneflow develops, sells, and implements an end-to-end platform for all contracts with a simple, easy-to-use tool with broad data usage capabilities. The platform is equally loved and trusted by enterprise teams and startups for its ability to keep work flowing, overcoming everyday's friction and the complexity of a contract process.

Everything that Oneflow does hinges on its value proposition: Oneflow saves time and money by tearing down the silos in communication, manual processes, and between systems.

We aspire to take the pain out of working with contracts - and make it secure and delightful. In addition to making significant savings, Oneflow users have experienced more creative freedom at work, leading to more happiness in life.

Our sustainable business model

Oneflow offers a SaaS application with a subscription-based pricing model without any big investments upfront. Pricing plans are based on the features included in the plan, the number of users, and value-added services.

Oneflow's go-to-market strategy is a combination of direct sales, inbound sales, partner sales, self-service sales and viral sales (product led growth). A large chunk of revenue comes from upselling and cross-selling because Oneflow can be used in all departments. The platform has features that help businesses to structure their contracts and workspaces according to their departments, entities, and so on.

This means that for every new customer, we have the potential to increase user volume. Our customers often find additional use cases for Oneflow once they start using the platform.

Our mission and vision

Oneflow's mission is to "move business from friction to flow, creating a world where people can be their best". Our vision is to become synonymous with contracts, hence "Say contract, think Oneflow".

Go-to-market strategies

Continued innovation and self-service growth

Since inception, Oneflow set out to transform the way that contracts are written, signed, and managed by reinventing the workflow rather than simply recreating the analog process in a digital space. It was never our intention to create an e-signing tool. E-signing is a commodity.

We believe that contracts contain information that defines a business. Contracts are assets, liabilities and obligations. Our goal is to build a superior end-to-end product that leads the innovation to define the future of contracts.

Self-service product led growth is a key aspect to our organic growth plan. Contracts are at the heart of any business and we believe that anyone across the globe should be able to easily buy Oneflow within a few steps on their own.

Marketing and network sales

Say contract, think Oneflow! Oneflow believes that brand drives demand. We believe in creating positive experiences with contracts for the users to increase the word-of-mouth and generating referrals for our brand and product.

We constantly improve the counterparty experience, enabling counterparties to instantly sign up to Oneflow and showcasing our unique value proposition to guests during their brief visit. Both strategies have high virality potential contributing to what we call "network sales".

While we increase growth from our organic channels, we will continue to scale growth through performance marketing and paid media as long it returns a positive ROI.

Sales and partnerships

Our sales strategy is to land, expand and extend. Oneflow is not only a sales or HR tool. It's designed for contracts, for the entire organization. Our primary strategy is to "get in early", then expand usage in volume and in other departments or entities.

With partnerships, our goal is to increase partner sales. Our strategy is to focus and penetrate into our strategic commercial and technical partners' organization as well as ecosystems while building a strong and highly engaged partner community.

New market expansion

In order to meet the increasing global demand for cloud-based applications that support automation of essential tasks such as the contracting process, Oneflow will enter into new markets through a mix of partnerships and marketing strategies. Offices will be set up with local sales teams combined with Nordic staff to help establish the Oneflow culture.

The magic of flow

Our world is undergoing a huge digital transformation. But contracts are stuck in the dark ages: a frustrating mess of legacy systems, paper, and PDFs.

We imagined a better contract workflow. One free from friction that flows seamlessly. Where contracts are effortless, free from admin, and progress made at the tap of a button. So we built just that, making contracts smarter and an experience so delightful, it feels like magic.

From friction to flow...

From friction to flow is the core organizing thought that positions Oneflow as the brand that helps move businesses from a world of legacy systems, frustration and distraction, to one full of focus, energy, freedom and control.

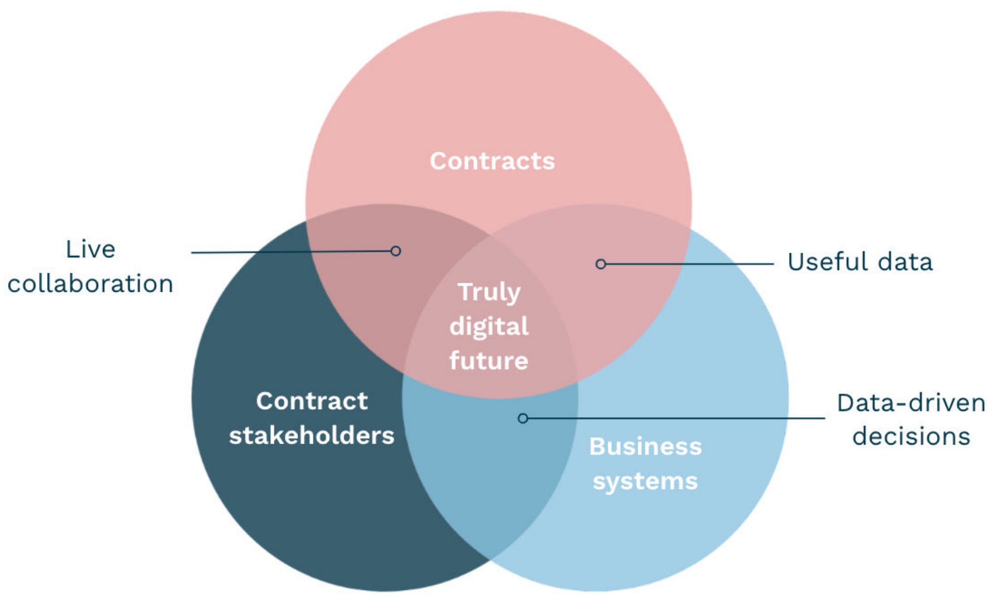
In Oneflow's world of flow, contracts are effortless, admin is non-existent, and progress is made at the tap of a button. Processes are faster, decisions are smarter, and deals are quicker. It's where everything is smooth and surprisingly delightful. An experience so good, it feels like magic.

... and a truly digital future

Move from printed papers, handwritten signatures and physical archives to truly digital contracts that are secure and data-driven — breaking down the silos of communications, processes and systems — ultimately giving you the freedom to focus on what matters most and be your best.

Trusted and loved by the most demanding customers

Our customers range from the largest global enterprises to sole proprietorships, across industries, around the world. They include, DHL, Bravida, Tele2, ManpowerGroup, Instabee, Miele, Systembolaget and more on our website



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10 Nov 2023	Interim Report Q3 2023
16 Feb 2024	Year-end Report 2023
8 May 2024	Interim Report Q1 2024
8 May 2024	Annual General Meeting

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