oneflow

Interim Report

January–September 2023

The period in summary

July–September 2023

- Net sales increased 44% to MSEK 25.6 (17.8). Share of Net sales outside Sweden increased to 29% (25) with paying users in 34 countries.
- EBIT was MSEK -22.7 (-17), with an EBIT margin of -88.9% (-95.6).
- Net income for the period amounted to -22.0 (-17.2).
- Basic earnings per share amounted to SEK -0.88 (-0.68) and diluted to SEK-0.88 (-0.68).
- Total ARR YoY increased 44% to MSEK 116.2 (80.5).
- Net New ARR for the third quarter decreased -7% to MSEK 5.4 (5.8).
- During the third quarter cash-flow from current operations amounted to MSEK -19.5 (-12.7).
- Total cash and cash equivalents amounted to MSEK 122.9 (235.6).

January–September 2023

- Net sales increased 46% to MSEK 71.3 (48.8). Share of Net sales outside Sweden increased to 29% (24) with paying users in 34 countries.
- EBIT was MSEK -71.6 (-41.3), with an EBIT margin of -100.5% (-84.7).
- Net income for the period amounted to -69.2 (-43.3).
- Basic earnings per share amounted to SEK -2.75 (-1.91) and diluted to SEK -2.75 (-1.91).
- Total ARR YoY increased 44% to MSEK 116.2 (80.5).
- Net New ARR for the first nine months increased 10% to MSEK 25.6 (23.4).
- Cash-flow during the first nine months amounted to MSEK -44.1 (-17.8).
- Total cash and cash equivalents amounted to MSEK 122.9 (235.6).

Net sales
25.6
MSEK

Net sales
44%
growth

Total ARR
116.2
MSEK

Total ARR
44%
growth

(MSEK)	Q3 23	Q2 23	Q1 23	Q4 22	Q3 22	Q2 22	Q1 22	Q4 21	Q3 21	Q2 21	Q1 21	Q4 20
Net sales	25.6	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 (%)	44.0	45.5	49.5	58.8	53.4	59.2	64.5	60.3	74.9	65.7	54.3	58.3
Recurring revenues	24.8	23.1	20.8	19.1	17.1	15.9	13.8	12.5	11.1	9.9	8.4	7.5
Gross margin (%)	93.5	93.6	93.7	94.1	94.5	94.5	94.8	96.4	96.4	96.3	96.5	96.2
EBITDA	-15.2	-18.5	-17.3	-18.8	-11.8	-8.7	-6.7	-5.0	-3.2	-4.3	-5.0	-4.3
EBITDA margin (%)	-59.5	-77.2	-79.6	-92.2	-66.4	-52.7	-46.1	-39.2	-27.6	-41.8	-56.9	-53.6
EBIT	-22.7	-25.4	-23.5	-24.4	-17.0	-13.4	-11.0	-8.9	-6.7	-7.1	-7.6	-6.5
EBIT margin (%)	-88.9	-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	116.2	110.8	99.6	90.6	80.5	74.7	65.7	57.1	50.1	45.1	38.1	32.8
ARR growth (%)	44.4	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	5.4	11.3	9.0	10.1	5.8	9.0	8.6	7.0	5.0	7.0	5.3	5.1
NNARR growth (%)	-7.0	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 29–32.

CEO's comments

Increased commitment on profitability with strong sales growth

Our ARR increased by MSEK 5.4 during the third quarter, resulting in a 44% year-over-year growth, bringing our total ARR to MSEK 116.2. Historically, the third quarter is the weakest sales quarter of the year due to seasonal fluctuations and the summer holiday. Our sales pipe for the fourth quarter remains strong, and we are committed to sustaining our fast-paced sales growth despite the challenging financial climate and market uncertainty we've experienced during the past few quarters. During the quarter, the company had one-time expenses related to the repayment of a previously reserved amount of MSEK 3.7 for short-term furlough, as well as a significant investment in the company's branding of MSEK 2.0.

Since our stock market listing in April 2022, our focus has been on gearing up our product and development teams, as well as expanding outside the Nordics. While we could have been a profitable company by now, we decided to invest in the future, because we strongly believe it will have a positive impact on the company for years to come. We have successfully achieved our recruitment goals in terms of resources and expertise coverage to align with our product vision. There will be no increase in our headcount in the near future.

Moving forward, our focus will be to constantly improve our ways of working, increasing the speed at which we release new features, enhancing our customers' product experience, and sustaining strong sales growth. Our long-term goal is to establish Oneflow as a global key player in our industry. Our current cost base is comfortable considering our cash reserve and the sales growth we are experiencing. The market should now have a better visibility into when we will become profitable.

Oneflow is committed to delivering excellence to our customers with a critical need-to-have product that offers a high return on investment. As more companies focus on operational and cost efficiency, our integrations help leverage their existing systems to make smarter data-driven decisions. Our culture of innovation also makes Oneflow resilient in meeting the increasing demands of our customers.

We maintain a strong cash position, stabilized costs, and we are now steering the course towards profitability. Due to the projected slow economic recovery, we're adjusting our 2027 ARR target from MSEK 600 to MSEK 500, and we're keeping our 2027 EBIT margin target at 20%.

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

- We implemented a **new PDF viewer** which vastly improves the way our users can view and work with PDFs in our platform. This update speeds up the uploading of PDFs into a contract, and allows users to highlight and search text.
- We expanded our **electronic ID signing** solutions to now cover iDIN (Netherlands), itsme (Belgium), Estonian eID (Estonia), Smart-ID (Estonia, Latvia, Lithuania), and allow for signing with biometrics for our Swedish BankID. Signing with eIDs is a high priority for users to comply with their companies' standards or regulations.
- We launched the beta version of our new **inline comments**. This functionality allows users to highlight text to leave a comment directly in the document to allow for clearer communication. Users can also filter between active and resolved comments, ensuring a transparent record of everything discussed.
- We have updated our **extensions page** with visuals and integration logos to make it easier for users to understand the available extensions and quickly find the ones they are looking for.
- We have added **Italian** as a language option in Oneflow to expand to wider audiences and regions.
- We launched our **Microsoft 365** integration, making it possible for users to create, send and track contracts directly from Word and PowerPoint. Users can easily combine the familiar editing and formatting tools of Microsoft 365 with Oneflow's secure e-signing and contract management capabilities to digitalise their contracts.
- We launched our integration to the HR platform **HiBob**. Enabling this integration automates employee onboarding by instantly generating a new employee profile in HiBob and seamlessly transferring Oneflow data, whenever an employment contract is signed. This way, customers can streamline their employee onboarding process, save admin time and ensure HiBob remains the single source of truth for HR.
- We have updated our two-way sync functionality in **Hubspot**, which means deal amounts changed in Oneflow product tables will be automatically updated in Hubspot to reflect the latest changes. We've also expanded the functionality to include syncing data from Ticket and Quote properties, to ensure users have even better data consistency across systems.
- An update to our **SuperOffice** integration makes it possible to add both Individuals or Company participants as counterparties, which allows users more flexibility as users can send both B2C and B2B contracts directly from SuperOffice.

Events after the end of the period

- We added **Freja eID** as a secure eID signing option for business and enterprise users. Freja eID can be used with SSN in Denmark, Norway and Sweden, and can be used with email or phone number in the entire EU/EES, UK and Ukraine.

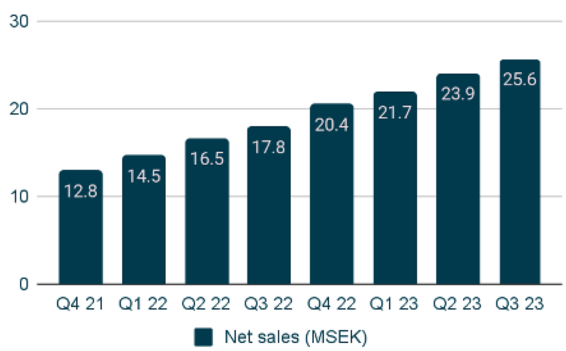
Oneflow in summary

For definition of key ratios presented below, see pages 29–32.

Net sales

Net sales in the third quarter was MSEK 25.6 (17.8), representing a growth of 44% (53) compared to the same quarter last year.

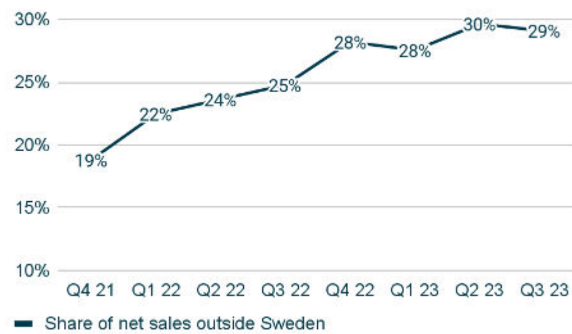
Net sales for the first nine months was MSEK 71.3 (48.8), representing a growth of 46% (59) compared to the same period last year.



Software related recurring revenues represented 97% (96) of Net sales during the third quarter and 96% (96) for the first nine months of the year. Other revenues are professional services.

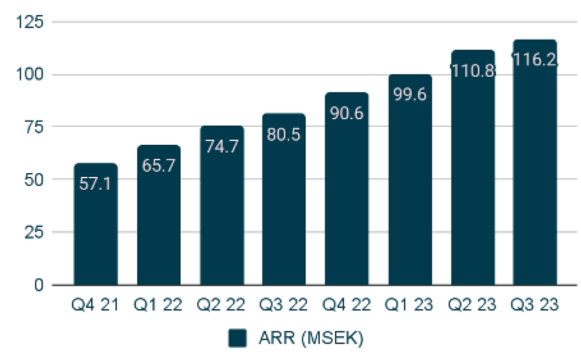
Oneflow prioritizes the "ARR first" approach, and we only offer one-off professional services when we believe they will enhance customer onboarding and adoption without affecting the ARR negatively. The ARR/Net sales ratio stood at a robust and substantial 139% (135%) during the first nine months of the year. This indicates that we do not compromise long-term profitability for short-term gains. It also reflects our user-friendly and intuitive product platform, where professional services are not an absolute requirement for onboarding new customers. Scalability is a fundamental aspect of our business model.

The share of Net sales outside of Sweden continued to grow during the third quarter, ending at 29% (25) and 29% (24) for the first nine months. We currently have paying users in 34 (29) countries.

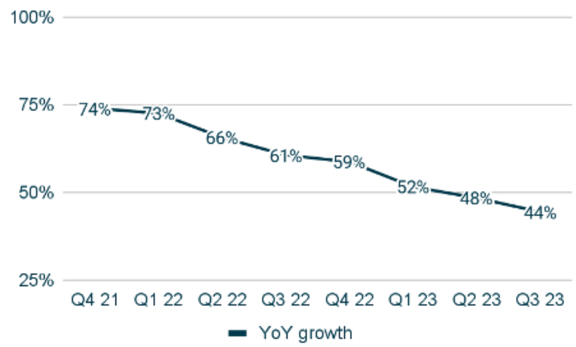


ARR

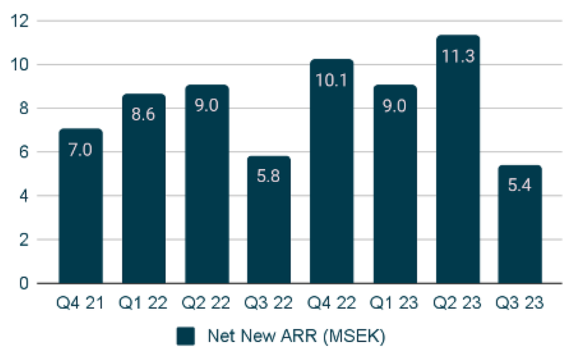
Total ARR (Annual Recurring Revenue) ended the third quarter at MSEK 116.2 (80.5), a growth of 44% compared to the third quarter last year.



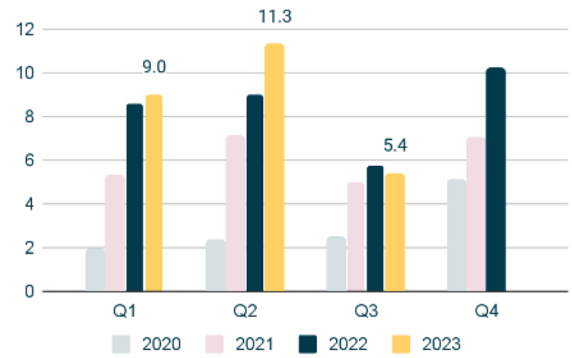
The ARR growth has always been high, and we expect to continue maintaining strong growth going forward.



Net New ARR closed at MSEK 5.4 (5.8) for the third quarter, down -7% (28) since the same quarter last year. Adjusted for currency fluctuations during the same period, we would have seen a slight growth instead. Net New ARR for the first nine months was MSEK 25.6 (23.4), up 10% compared to the same period last year.

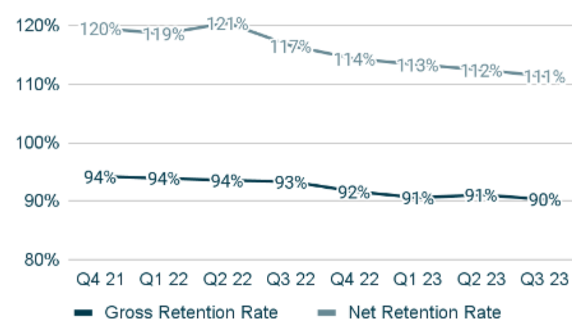


Due to seasonal variations, the second and fourth quarters are usually the strongest in software, with the third quarter being the weakest, and the first quarter somewhere "in between".



Revenue retention

Gross Retention Rate was 90% (93) for the third quarter of 2023 and 91% (94) for the first nine months. Gross Retention Rate includes churn and downgrades, but not expansion sales.

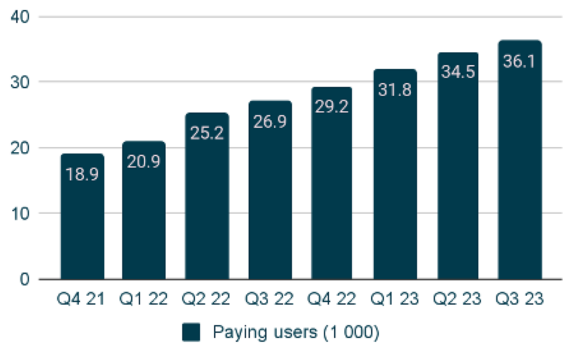


Net Retention Rate ended the third quarter at 111% (117) and 112% (119) for the nine months. Net Retention Rate includes churn, downgrades and expansion sales.

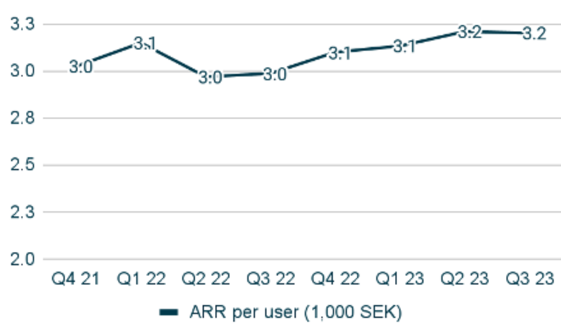
The main reason for the declining numbers is the economic sentiment at the moment. Churn is higher than usual, and expansion sales is lower. We expect the Net Retention Rate to pick up again as soon as the underlying market fundamentals improve.

Users

Number of paying users was 36.1k (26.9k) at the end of the quarter, up 34% 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 nine months was TSEK 3.2 (3.0).

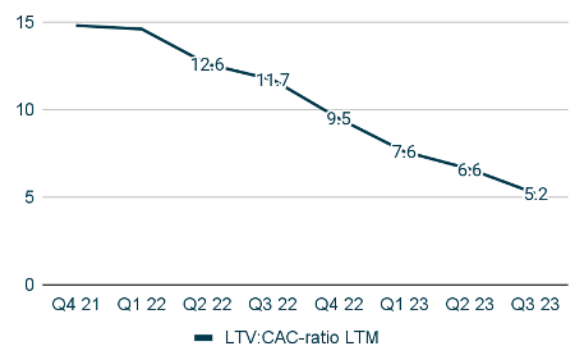


LTV:CAC

The LTV:CAC-ratio LTM (Lifetime Value divided by Customer Acquisition Cost, Last Twelve Months) ended the third quarter at 5.2 , down from 11.7 the third quarter a year earlier. For every Swedish crown (SEK) we invest in new sales, we get more than 5 Swedish crowns (SEK) back. The LTV:CAC-ratio was 6.5 for the first nine months, down from 13.0 compared to the corresponding period last year.

The decreasing trend is in line with our expectations and strategic plans, primarily attributable to our expansion into new markets. In 2022, we established subsidiaries in the UK, France, and the Netherlands, incurring relatively high expenses.

2023 is dedicated to getting our new teams fully operational and commencing sales efforts. In the first nine months of the year, we've already successfully concluded numerous significant deals outside the Nordic region.

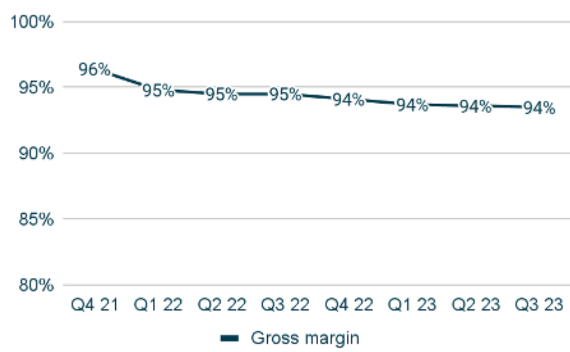


Calculating the LTV, we have for simplicity reasons not included any growth assumptions in the average revenue per account going forward. This is of course not correct, since the Net Retention Rate always has been and is expected to remain positive and strong going forward. The LTV would have been significantly 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.

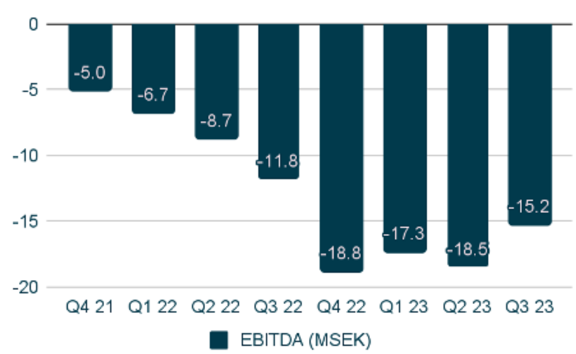
Gross margin

Gross margin was 93.5% for the third quarter of 2023, down a little from 94.5% during the same quarter last year. Gross margin for the first nine months 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 third quarter EBITDA amounted to MSEK -15.2 (-11.8), corresponding to an EBITDA margin of -60% (-66). EBITDA for the first nine months was MSEK -51.0 (-27.2), corresponding to an EBITDA margin of -72% (-56).



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 171 employees during the third quarter compared to 130 during the third 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.

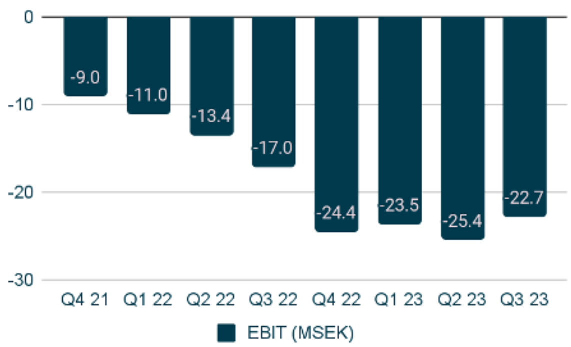
Other costs have also increased due to the company's new establishments. This has contributed to higher costs and affected EBITDA. During the quarter, the company has also had one-time expenses related to a significant investment in the company's branding.

EBIT

Operating income during the third quarter, EBIT, amounted to MSEK -22.7 (-17.0), corresponding to an EBIT margin of -89% (-96).

EBIT for the first nine months was MSEK -71.6 (-41.3), corresponding to an EBIT margin of -101% (-85).

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 third quarter cash flow from current operations amounted to MSEK -19.5 (-12.7). For the first nine months cash flow from current operations amounted to MSEK -44.1 (-17.8). The change from previous year is mainly explained by the lower operating profit. In addition, during the period the company has had one-time expenses related to the repayment of a previously reserved amount of MSEK 3.7 for short-term furlough, as well as a significant investment of MSEK 2.0 in the company's branding.

Third quarter investments in tangible non-current assets amounted to MSEK -0.7 (-0.7) and for the first nine months to MSEK -1.7 (-1.6), excluding right-to-use assets.

Right-of-use assets added during the third quarter relate to new premises in the Netherlands and an extension of the contract regarding premises in Stockholm.

Investments in intangible non-current assets amounted to MSEK -12.2 (-9.5) for the third quarter and MSEK -37.6 (-26.0) for the first nine months. 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 -0.1 (-0.1) for the third quarter and MSEK -1.1 (-0.6) for the first nine months. Investments in financial non-current assets consisted of deposits for new offices in new markets outside the Nordics.

During the third quarter cash flow from financing activities amounted to MSEK –1.2 (-1.5) and MSEK -4.3 (246.4) for the first nine months. 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 third quarter, depreciation of capitalized development costs amounted to MSEK -5.6 (-3.1) and amortization of right-to-use assets amounted to MSEK -1.5 (-1.4). For the first nine months, depreciation of capitalized development costs amounted to MSEK -15.1 (-5.9) and amortization of right-to-use assets amounted to MSEK -4.5 (-2.9).

Equity and liabilities

The Group's equity amounted to MSEK 163 (254) at the end of the third quarter, compared to MSEK 231 at the end of 2022.

Cash and cash equivalents amounted to MSEK 123 at the end of the period compared with MSEK 235 at the end of 2022. The Group's net debt was positive and amounted to MSEK 111.1 (-204.2).

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 500 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 174 employees (145) at the end of the third quarter 2023, of which 137 were employed by the parent company. The average number of employees was 171 (130) during the third quarter. The average number of employees during the first nine month period was 171 (114).

On top of that the company had a team of 25 (24) developers in Sri Lanka by the end the third 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 September 2023, Oneflow AB owns 100% of the shares in all subsidiaries. Operating income in the parent company during the third quarter of 2023 amounted to MSEK -23.4 (-18.4) and MSEK -73.4 (-43.2) for the first nine months. Cash and cash equivalents amounted to MSEK 121.0 (234.5).

As of 30 September 2023, restricted equity includes funds for development expenditure of MSEK 81.7 (52.4).

Other events during the reporting period

No 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

- 16 Feb 2024: Year-end Report 2023
- 10 April 2024: Annual 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, 10 November 2023

Anders Hamnes
CEO & Founder

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This Interim Report has been reviewed by the company’s auditors.

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

Key ratios for the Group

	Q3 2023	Q3 2022	Q1-Q3 2023	Q1-Q3 2022	2022
Financial key ratios defined according to IFRS					
Net sales (MSEK)	25.6	17.8	71.3	48.8	69.1
EBIT (MSEK)	-22.7	-17.0	-71.6	-41.3	-65.8
EBIT margin (%)	-88.9	-95.6	-100.5	-84.7	-95.1
Earnings per share, non-diluted (SEK)	-0.88	-0.68	-2.75	-1.91	-2.89
Earnings per share, diluted (SEK)	-0.88	-0.68	-2.75	-1.91	-2.89
Alternative financial key ratios					
Net sales growth (%)	44.0	53.4	46.1	58.5	58.6
Recurring revenues	24.8	17.1	68.7	46.7	65.9
Gross profit (MSEK)	23.9	16.8	66.7	46.1	65.3
Gross margin (%)	93.5	94.5	93.6	94.6	94.4
EBITDA (MSEK)	-15.2	-11.8	-51.0	-27.2	-46.0
EBITDA margin (%)	-59.5	-66.4	-71.6	-55.7	-66.5
Average number of employees (RTM)	171	130	171	114	122
Number of employees, end of period	174	145	174	145	155
Alternative operational key ratios					
ARR, Annual Recurring Revenue (MSEK)	116.2	80.5	116.2	80.5	90.6
ARR growth (%)	44.4	60.6	44.4	60.6	58.7
ARR / Net sales (%)	126.9	130.6	126.9	130.6	131.1
NNARR, Net New ARR (MSEK)	5.4	5.8	25.6	23.4	33.5
NNARR growth (%)	-7.0	15.3	9.5	35.1	38.0
Paying users (in thousands)	36.1	26.9	36.1	26.9	29.2
ARPU, Annual Revenue Per User (TSEK)	3.2	3.0	3.2	3.0	3.1
GRR, Gross Retention Rate (%)	90.3	93.3	90.6	93.6	93.1
NRR, Net Retention Rate (%)	111.3	116.6	112.4	118.6	117.5
LTV:CAC-ratio LTM	5.2	11.7	6.5	13.0	12.1

For definition of key ratios, see pages 29–32.

Consolidated income statement in summary

(TSEK)	Note	Q3 2023	Q3 2022	Q1–Q3 2023	Q1–Q3 2022	2022
Net sales	4	25,580	17,767	71,262	48,766	69,126
Capitalized development work by own employees	7	8,618	6,271	27,024	19,863	27,526
Other revenues		361	-	540	20	53
Gross income		**34,559**	**24,038**	**98,826**	**68,649**	**96,705**
Operating expenses						
Compensation to employees		-35,080	-26,058	-111,874	-73,804	-107,338
Depreciation		-7,527	-5,192	-20,624	-14,151	-19,796
Other expenses		-14,688	-9,774	-37,960	-22,022	-35,321
Total operating expenses		**-57,295**	**-41,024**	**-170,458**	**-109,977**	**-162,455**
Operating income		**-22,736**	**-16,986**	**-71,632**	**-41,328**	**-65,750**
Financial expenses		842	-153	2,825	-1,831	-1,369
Income after financial net		**-21,894**	**-17,139**	**-68,807**	**-43,159**	**-67,119**
Taxes		-142	-56	-357	-112	-173
Net income		**-22,036**	**-17,195**	**-69,164**	**-43,271**	**-67,292**
Net income attributed to:						
Shareholders of the Parent Company		-22,036	-17,195	-69,164	-43,271	-67,292
		-22,036	**-17,195**	**-69,164**	**-43,271**	**-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		-0.88	-0.68	-2.75	-1.91	-2.89
Earnings per share, diluted		-0.88	-0.68	-2.75	-1.91	-2.89

Consolidated statement of other comprehensive income

(TSEK)	Note	Q3 2023	Q3 2022	Q1–Q3 2023	Q1–Q3 2022	2022
Net income		**-22,036**	**-17,195**	**-69,164**	**-43,271**	**-67,292**
Items that may be reclassified to the income statement:						
Translation adjustments		-39	16	-15	18	46
Other comprehensive income for the period, net of tax		-39	16	-15	18	46
Comprehensive income for the period		**-22,075**	**-17,179**	**-69,179**	**-43,253**	**-67,246**
Comprehensive income for the period attributed to:						
The shareholders of the Parent Company		-22,075	-17,179	-69,179	-43,253	-67,246

Consolidated balance sheet in summary

(TSEK)	Note	2023-09-30	2022-09-30	2022
ASSETS				
Capitalized development cost	7	81,537	52,035	58,882
Other intangible non-current assets	7	161	397	338
Right-of-use assets		16,121	11,581	10,151
Tangible non-current assets		3,387	2,896	2,831
Other financial non-current assets		2,985	1,583	1,914
Total non-current assets		**104,191**	**68,492**	**74,116**
Trade receivables		18,328	11,768	15,385
Current contract assets		178	2,670	363
Current tax assets		471	400	453
Other current receivables		1,709	849	1,360
Prepaid expenses and accrued income		11,504	5,575	6,481
Cash and cash equivalents		122,941	235,617	211,651
Total current assets		**155,131**	**256,879**	**235,693**
Total assets		**259,322**	**325,371**	**309,809**
EQUITY AND LIABILITIES				
Net income attributed to Shareholders of the Parent Company		163,045	253,933	230,607
Total equity		**163,045**	**253,933**	**230,607**
LIABILITIES				
Non-current liabilities				
Non-current leasing liabilities		9,541	5,765	4,491
Deferred tax liabilities		218	171	167
Total non-current liabilities		**9,759**	**5,936**	**4,658**

(TSEK)	Note	2023-09-30	2022-09-30	2022
Current liabilities				
Current leasing liabilities		5,297	4,988	4,851
Trade payables		9,800	6,565	5,365
Current contract liabilities		52,197	36,650	44,260
Other current liabilities		8,884	9,462	9,712
Accrued expenses and deferred income		10,340	7,837	10,356
Total current liabilities		**86,518**	**65,502**	**74,544**
Total equity and liabilities		**259,322**	**325,371**	**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		-	-	-69,164	-69,164
Other comprehensive income for the period		-	-	-15	-15
Total comprehensive income		**754**	**349,904**	**-189,230**	**161,428**
Transactions with owners					
Share-based payment		-	1,097	-	1,097
Exercised warrants		2	-	-	2
Warrants		-	518	-	518
Total transactions with owners		**2**	**1,097**	**-**	**1,099**
Closing balance September 30, 2023		**756**	**351,001**	**-189,230**	**162,527**
Opening balance January 1, 2022		**366**	**64,121**	**-52,621**	**11,866**
Net income for the period		-	-	-43,271	-43,271
Other comprehensive income for the period		-	-	31	31
Total comprehensive income		**366**	**64,121**	**-95,861**	**-31,374**
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		-	1,881	-	1,881
Total transactions with owners		**388**	**285,102**	**-183**	**285,307**
Closing balance September 30, 2022		**754**	**349,223**	**-96,044**	**253,933**
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	Q3 2023	Q3 2022	Q1–Q3 2023	Q1–Q3 2022	2022
Cash flow from current operations						
Operating income		-22,736	-16,986	-71,632	-41,328	-65,750
Adjustments for non-cash items		7,846	6,080	21,720	16,032	22,358
Interest received		81	-	597	138	742
Interest paid		-3	-	-11	-1,476	-1,480
Taxes paid		-663	-101	-1,280	-156	-307
Cash flow from operating activities before changes in working capital		**-15,475**	**-11,007**	**-50,606**	**-26,790**	**-44,437**
Cash flow from changes in working capital		**-4,042**	-1,668	6,482	8,986	15,544
Cash flow from current operations		**-19,517**	**-12,675**	**-44,124**	**-17,804**	**-28,893**
Cash flow from investing activities						
Investment in intangible non-current assets		-12,193	-9,454	-37,554	-25,979	-36,664
Investment in tangible non-current assets		-696	-669	-1,650	-1,643	-1,893
Investment in financial non-current assets		-67	-95	-1,121	-583	-914
Cash flow from investing activities		**-12,956**	**-10,218**	**-40,325**	**-28,205**	**-39,471**
Cash flow from financing activities						
Share issue		-	-	-	307,376	307,376
Costs for Share issue		-	-	-	-23,950	-23,950
Premium for stock options		518	-	520	-	-
Amortization of leasing liabilities		-1,670	-1,501	-4,818	-4,354	-5,946
Amortization of borrowings		-	-	-	-32,695	-32,695
Cash flow from financing activities		**-1,152**	**-1,501**	**-4,298**	**246,377**	**244,785**
Net cash flow		**-33,625**	**-24,394**	**-88,747**	**200,368**	**176,421**
Net change in cash flow						
Cash and cash equivalents, beginning of the period		156,483	259,984	211,651	35,212	35,212
Exchange rate changes on cash		83	27	37	37	18
Cash and cash equivalents, end of period		**122,941**	**235,617**	**122,941**	**235,617**	**211,651**

Parent company income statement in summary

(TSEK)	Note	Q3 2023	Q3 2022	Q1–Q3 2023	Q1–Q3 2022	2022
Net sales	4	25,589	17,688	71,104	48,529	68,810
Capitalized development work by own employees	7	8,618	6,271	27,024	19,863	27,526
Other income		186	-	365	20	53
Gross income		**34,393**	**23,959**	**98,493**	**68,412**	**96,389**
Operating expenses						
Compensation to employees		-27,629	-21,817	-87,811	-65,389	-92,474
Depreciation		-5,934	-3,750	-16,039	-65,389	-14,263
Other expenses		-24,272	-16,809	-68,060	-36,187	-56,734
Total operating expenses		**-57,835**	**-42,376**	**-171,910**	**-111,652**	**-163,471**
Operating income		**-23,442**	**-18,417**	**-73,417**	**-43,240**	**-67,082**
Financial expenses		944	-	3,154	-1,335	-737
Income after financial net		**-22,498**	**-18,417**	**-70,263**	**-44,575**	**-67,819**
Income before taxes		**-22,498**	**-18,417**	**-70,263**	**-44,575**	**-67,819**
Taxes		-11	-9	-38	-26	-37
Net income for the period		**-22,509**	**-18,426**	**-70,301**	**-44,601**	**-67,856**

Parent company statement of other comprehensive income

(TSEK)	Not	Q3 2023	Q3 2022	Q1–Q3 2023	Q1–Q3 2022	2022
Net income		**-22,509**	**-18,426**	**-70,301**	**-44,601**	**-67,856**
Other comprehensive income						
Other comprehensive income for the period, net of tax						
Comprehensive income for the period		**-22,509**	**-18,426**	**-70,301**	**-44,601**	**-67,856**
Comprehensive income for the period attributed to:						
The shareholders of the Parent Company		**-22,509**	**-18,426**	**-70,301**	**-44,601**	**-67,856**

Parent company balance sheet in summary

(TSEK)	Note	2023-09-30	2022-09-30	2022
ASSETS				
Non-current assets				
Intangible non-current assets	7	81,537	52,035	58,882
Other intangible non-current assets	7	161	397	338
Tangible non-current assets		2,717	2,704	2,547
Shares in subsidiaries		45	45	45
Other financial non-current assets		1,169	1,161	1,164
Total non-current assets		**85,629**	**56,342**	**62,976**
Current assets				
Trade receivables		18,328	11,768	15,385
Receivables group companies		1,146	-	-
Current tax assets		720	527	615
Other current assets		336	378	551
Prepaid expenses and accrued income		11,798	8,684	7,473
Cash and cash equivalent		121,039	234,507	210,072
Total current assets		**153,367**	**255,864**	**234,096**
Total assets		**238,996**	**312,206**	**297,072**
EQUITY AND LIABILITIES				
Equity		161,517	253,817	230,193
Total equity		**161,517**	**253,817**	**230,193**
LIABILITIES				
Current liabilities				
Account payables		8,280	5,759	4,881
Current liabilities group companies		-	176	388
Other current liabilities		8,223	8,976	9,073
Accrued expenses and deferred income		60,976	43,478	52,537
Total current liabilities		**77,479**	**58,389**	**66,879**
Total equity and liabilities		**238,996**	**312,206**	**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 30 September 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 company is in a growth phase, and loss for the first nine months was TSEK -69,2 (-43,3). Historically, the company has not been able to finance its business operations solely from its own cash flow and has therefore been dependent on external financing. During 2022, Oneflow was successfully listed on First North, and raised a total of MSEK 290 including the over-allotment.

Considering the financial climate the conditions for Oneflow’s further development and expansion look promising for the years ahead, and currently no further financing is deemed necessary.

If the company has insufficient capital to fund the operations according to the company’s growth plans, the company might be forced to halt or delay planned development work, conduct restructuring of all or part of the operations or be forced to conduct its business at a slower pace than desired, which might lead to delayed or lost sales revenue, and the time it takes for the company to be profitable is postponed. If the company cannot fund its operations without external funding, or if the company requires external funding but it is not available or is only available on terms and conditions that are unfavorable for the company, it might have a significant adverse effect on the company's profit, financial position and growth opportunities.

If share issues cannot be carried out to a sufficient degree, the operations might need to regulate the cost and development level.

The outbreak of war in Ukraine and Israel has drastically changed the external environment. Oneflow's operations have very limited exposure to Ukraine, Russia and Israel 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. The board and management follow the development of events in Ukraine and Israel and the changed security policy situation in other parts of the world to evaluate and proactively manage potential risks and opportunities.

4. Revenue

(TSEK)	Q3 2023	Q3 2022	Q1–Q3 2023	Q1–Q3 2022	2022
Group					
Subscription revenue	24,846	17,084	68,702	46,739	65,865
Other	734	683	2,560	2,027	3,261
Total net sales	**25,580**	**17,767**	**71,262**	**48,766**	**69,126**
Parent company					
Subscription revenue	24,846	17,084	68,702	46,739	65,865
Other	743	604	2,403	1,790	2,945
Total net sales	**25,589**	**17,688**	**71,105**	**48,529**	**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 third quarter of 2023, subscription revenues accounted for 99% (98) of the company's total revenues and for the first three quarters 99% (98). 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)	Q3 2023	Q3 2022	Q1–Q3 2023	Q1–Q3 2022	2022
Group					
Sweden	18,140	13,362	50,731	37,203	51,818
Norway	3,379	2,531	9,433	6,653	9,362
Other countries	4,061	1,874	11,098	4,910	7,946
Total net sales	**25,580**	**17,767**	**71,262**	**48,766**	**69,126**
Parent company					
Sweden	18,140	13,362	50,731	37,203	51,818
Norway	3,388	2,452	9,276	6,416	9,362
Other countries	4,061	1,874	11,098	4,910	7,630
Total net sales	**25,589**	**17,688**	**71,105**	**48,529**	**68,810**

Current contract balances

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

(TSEK)	2023-09-30	2022-09-30	2022
Group			
Current contract assets	178	186	363
Current contract liabilities	52,197	36,650	44,260
Parent company			
Current contract assets	178	186	363
Current contract liabilities	52,197	36,570	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 September 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 36,650 reported as contractual debt at the beginning of the period will be recognized as revenue in 2023, and the TSEK 52,197 reported as contractual debt by the end of 30 September refers to revenue that will be reported over a 12-month period starting on October 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	Q3 2023	Q3 2022	Q1–Q3 2023	Q1–Q3 2022	2022
Net income attributed to Shareholders of the Parent Company, TSEK	-22,075	-17,179	-69,179	-43,253	-67,246
Weighted average number of ordinary shares outstanding,, pcs	25,217,528	25,142,528	25,168,627	22,676,800	23,298,299
Earnings per share, non-diluted, SEK	**-0.88**	**-0.68**	**-2.75**	**-1.91**	**-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	Q3 2023	Q3 2022	Q1–Q3 2023	Q1–Q3 2022	2022
Net income attributed to Shareholders of the Parent Company, TSEK	-22,075	-17,179	-69,179	-43,253	-67,246
Weighted average number of ordinary shares outstanding, pcs	25,217,528	25,142,528	25,168,627	22,676,800	23,298,299
Earnings per share, diluted, SEK	**-0.88**	**-0.68**	**-2.75**	**-1.91**	**-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.

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 first nine months 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.

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 September 2023 amounted to MSEK 81.7 (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. Depreciation has been initiated for all capitalizations. The value is tested annually for impairment. Management evaluates the performance of the business based on the group's overall operating results, which is linked to the technical platform. Consequently, the management's assessment is that there is only one cash-generating unit/operating segment linked to the technical platform.

Impairment testing is based on calculations of the value in use. These calculations proceed from estimated future cash flows before tax, based on financial budgets and forecasts approved by company management.

Critical variables, and the method used for estimating these values, for the seven-year period described below. All significant assumptions are based on management’s historical experience.

Forecast period and long-term growth

The forecast period is 7 years. During the forecast period, net sales growth is estimated on average to be 43%. Cash flows beyond this seven-year period have been attributed an annual net sales growth rate of 2%. The rate of growth does not exceed the long-term rate of growth for the market in which the Group is active. The forecasted operating margin in year 7 amounts to 20%.

Oneflow has used a seven-year cash flow forecast motivated by the fact that the business is still in a growth phase with forecasted sales revenue and operating results expected to be beyond the nearest forecast years.

Growth and margin

The growth rate of net sales and the cost for development in the first five years are based on historical experience and assessment of the Group's position in the market, with consideration of forward-looking factors.

Discount rate

The discount rate is calculated as the Group's weighted average cost of capital, including risk premium. The forecast cash flows have been discounted using a pre-tax interest rate of 22.0%.

Sensitivity analysis

For the cash generating unit, the recoverable amount exceeds its carrying value. Management makes the assessment that a reasonable and possible in the above critical variables would not have such a great effect that they individually would reduce the recoverable amount to a value lower than the carrying amount

Any need for impairment is tested yearly. The impairment testing carried out at third quarter 2023 showed no need for impairment.

(TSEK)	Q3 2023	Q3 2022	Q1–Q3 2023	Q1–Q3 2022	2022
The Group Company 1)					
Balance					
Investments	136,228	78,535	136,228	78,535	98,674
Accumulated Depreciation	-54,530	-32,075	-54,530	-32,075	-39,454
Closing Balance	**81,698**	**46,460**	**81,698**	**46,460**	**59,220**
Opening balance	75,096	46,460	59,220	35,859	35,859
Investments	12,192	8,736	37,554	16,525	36,664
Depreciation	-5,590	-3,146	-15,076	-5,924	-13,303
Closing Balance	**81,698**	**52,050**	**81,698**	**46,460**	**59,220**

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

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. For more information, see Product Highlights, page 3.

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)	**Q3 2023**	**Q3 2022**	**Q1–Q3 2023**	**Q1–Q3 2022**	**2022**
Net sales, same period previous year	17,767	11,580	48,766	30,761	43,583
Net sales, period	25,580	17,767	71,262	48,766	69,126
Organic growth in net sales (%)	**44.0**	**53.4**	**46.1**	**58.5**	**58.6**

Reconciliation gross profit and gross margin (TSEK)	**Q3 2023**	**Q3 2022**	**Q1–Q3 2023**	**Q1–Q3 2022**	**2022**
Net sales, period	25,580	17,767	71,262	48,766	69,126
Cost of services	-1,654	-985	-4,563	-2,641	-3,850
Gross profit	**23,926**	**16,782**	**66,699**	**46,125**	**65,276**
Gross margin (%)	**93.5**	**94.5**	**93.6**	**94.6**	**94.4**

Reconciliation EBITDA and EBITDA margin (TSEK)	**Q3 2023**	**Q3 2022**	**Q1–Q3 2023**	**Q1–Q3 2022**	**2022**
Net sales, period	25,580	17,767	71,262	48,766	69,126
Operating income	-22,736	-16,986	-71,632	-41,328	-65,750
Depreciation	7,527	5,192	20,624	14,151	19,796
EBITDA	**-15,209**	**-11,794**	**-51,008**	**-27,177**	**-45,954**
EBITDA margin (%)	**-59.5**	**-66.4**	**-71.6**	**-55.7**	**-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.

Auditor´s review report

To the Board of Directors of Oneflow AB (publ)
Company registration number 556903-2989

Introduction

We have reviewed the condensed accompanying balance sheet of Oneflow AB (publ) as of September 30, 2023 and the related statements of income, changes in equity and cash flows for the nine-month period then ended. The board of directors and the CEO are responsible for the preparation and presentation of this interim financial information in accordance with IAS34 and the Swedish Annual Accounts Act. Our responsibility is to express a conclusion on this interim financial information based on our review.

Scope of Review

We conducted our review in accordance with International Standard on Review Engagements 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity." A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim financial information does not present fairly, in all material respects, the financial position of the entity as at September 30, 2023, and of its financial performance and its cash flows for the nine-month period then ended, in accordance with IAS34 and the Swedish Annual Accounts Act, regarding the Group, and with the Swedish Annual Accounts Act, regarding the Parent Company

Stockholm, November 10, 2023
Grant Thornton Sweden AB

Daniel Forsgren
Authorized Public Accountant

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.

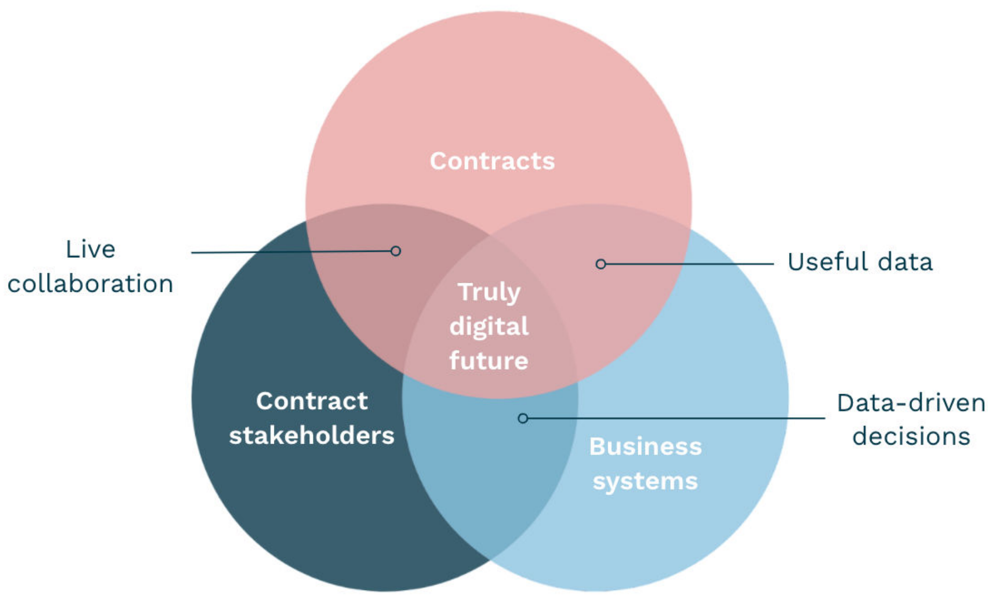
In Oneflow's world of flow, contracts are effortless, admin is non-existent, and progress is made at the tap of a button. Processes are faster, decisions are smarter, and deals are quicker. It's where everything is smooth and surprisingly delightful. An experience so good, it feels like magic.

... 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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All reports, annual reports and, where applicable, presentations are published at oneflow.com/ir, where it's also possible to subscribe to financial information.

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

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