

Q1 2024 update



Today's presenters



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CEO & Founder



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CFO



The period in summary

ARR keep growing

MSEK
144.0
April '24

MSEK **140.6**
ARR Q1'24

Strong ARR growth

41%

YoY ARR growth

All-time high Q1 Net New ARR

MSEK **11.2**

Net New ARR Q1'24

High ARR % of net sales

129%

ARR Q1'24 % of net sales Q1'24 LTM

Satisfying retention rates

110%

Q1'24 Net Retention Rate

91%

Q1'24 Gross Retention Rate

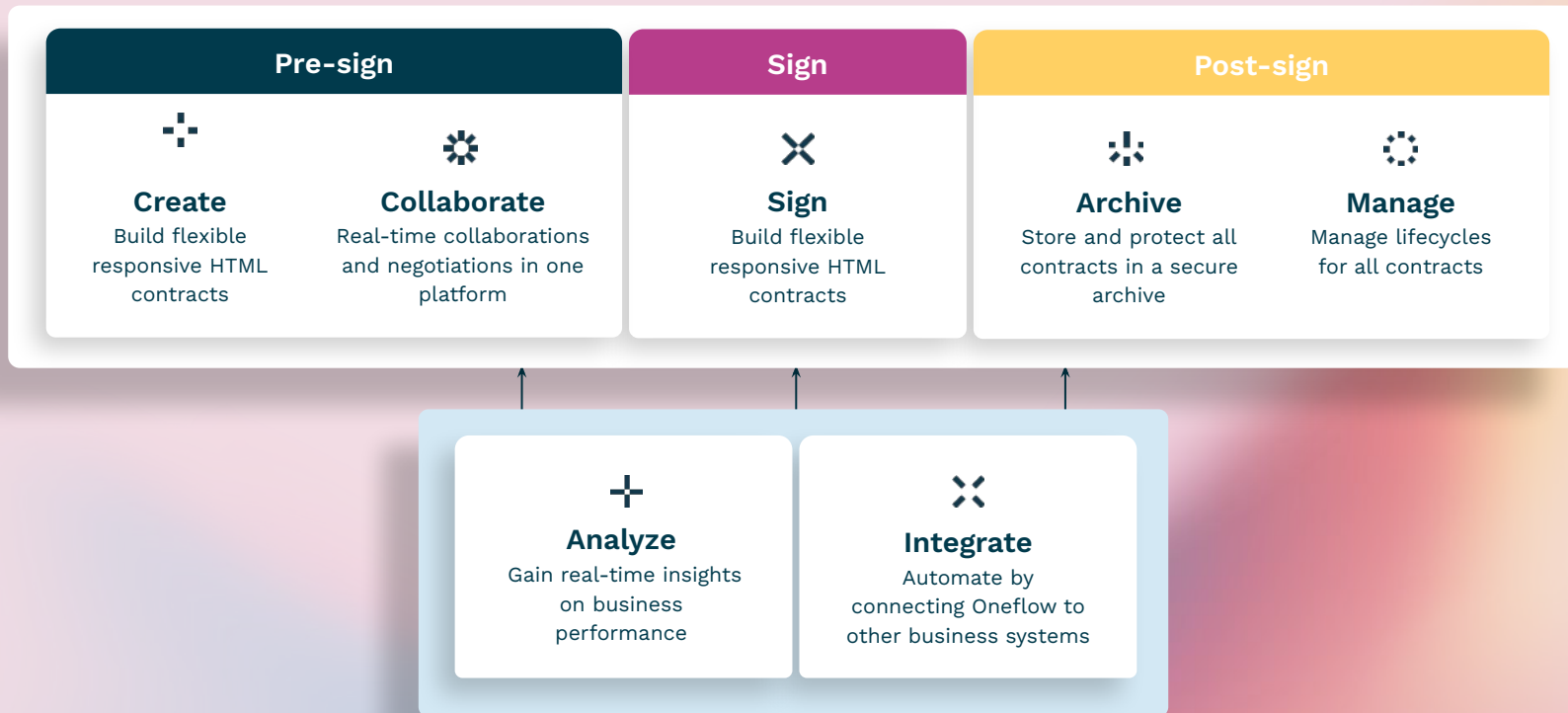
Paying users up 37% YoY

43.5k

Paying users Q1'24



End-to-end contract management



Increase intelligence in contracts

Q1 2024

- Electronic sealing in-house
- Inline comments
- Suggestions/redlining (alpha)
- More customizable user permissions
- Lot's of integration improvements

Q2 2024

- Oneflow AI
- Approval flow (alpha)
- More integration improvements



Oneflow AI

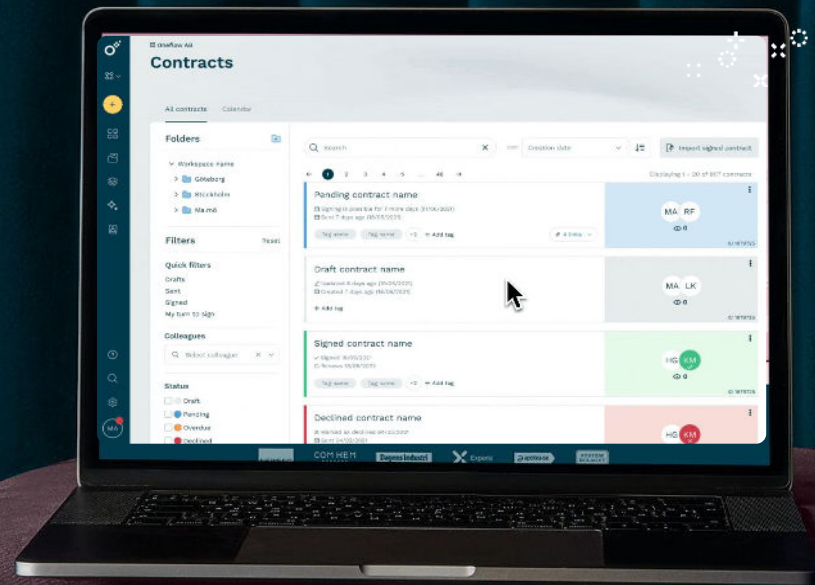
A suite of tools powered by AI, designed to help you **manage risk** by **analyzing your contracts** at an individual and collective scale.

✓ AI Assist

✓ AI Review

✓ AI Review Plus

✓ *More coming soon...*



AI Review

Analyze a contract in seconds to **summarize** key clauses, identify **risks** and **irregularities**, and provide **recommendations** for risk mitigation.

Benefits

Speed up review times, and get an extra set of eyes to reduce the opportunity for human error.

Functionality in Oneflow

Use our pre-trained model, or create custom rules to fit specific business requirements.

All Highlights Low Medium High

Compare to template (BETA)



Fit for purpose

2/19

What to do

Try to **delete any promise** that the products shall be fit or sufficient for a particular purpose. Instead try to limit the warranty to compliance with for pre agreed technical specifications.

Your notes

If the customer insists on this, the intended purpose should be clearly and detailed specified in the contract. We cannot promise fitness for purpose if we have not been able to verify the purpose.

Admin

ACTION REQUIRED - INCLUDE IN EXPORT?



Notes

PREAMBLE

1. These General Conditions shall apply when the parties agree In Writing or otherwise thereto.

Definitions

2. In these General Conditions, the following terms shall have the meanings hereunder assigned to them:

- "**Contract**": the agreement In Writing between the parties concerning the supply of the Product and all appendices, including agreed amendments and additions In Writing to the said documents;

- "**Gross Negligence**": an act or omission implying either a failure to pay due regard to serious consequences, which a conscientious contracting party would normally foresee as likely to ensue, or a deliberate disregard of the consequences of such an act or omission;

- "**In Writing**": communication by document signed by both parties or by letter, fax, electronic mail and by such other means as are agreed by the parties;

PRODUCT INFORMATION

All information and data contained in general product documentation and price lists shall be binding only to the extent that they are by reference In Writing expressly included in the Contract

ACCEPTANCE TEST

Acceptance tests provided for in the Contract shall, unless otherwise agreed, be carried out at the place of manufacture during normal working hours.

If the Contract does not specify the technical requirements, the tests shall be carried out in accordance with general practice in the appropriate branch of industry concerned in the country of manufacture.

The Supplier shall notify the Purchaser In Writing of the acceptance tests in sufficient time to permit the Purchaser to be represented at the tests. If the Purchaser is not represented, the test report shall be sent to the Purchaser and shall be accepted as accurate.

DELIVERY, PASSING OF RISK

Any agreed trade term shall be construed in accordance with the INCOTERMS® in force at the formation of the Contract.

If no trade term has been specifically agreed, the delivery shall be Free on Board (FOB) at the place named by the Supplier.

Partial delivery shall not be permitted, unless otherwise agreed.

WARRANTY

The Supplier warrants that the Products shall be free from defects in material, manufacture, and fit for its intended purpose.

AGREEMENT TERM

This Agreement shall commence on the Effective Date and shall continue in full force and effect for a period of twenty-four (24) months from the Effective Date ("Initial Term"), unless otherwise terminated earlier in accordance with the provisions herein.

Unless one Party provides the other Party with written notice of its intent not to renew at least thirty (30) days prior to the end of the Initial Term, this Agreement will automatically renew for successive renewal terms of twelve (12) months each ("Renewal Term"). All Renewal Terms shall be subject to the terms and conditions set forth in this Agreement.

TIME FOR DELIVERY DELAY

If the parties, instead of specifying the date for delivery, have specified a period of time within which delivery shall take place, such period shall start to run as soon as the Contract is entered into and all agreed preconditions to be fulfilled by the Purchaser have



AI Review Plus

Get an instant risk **analysis** and **compliance** report across your entire archive.

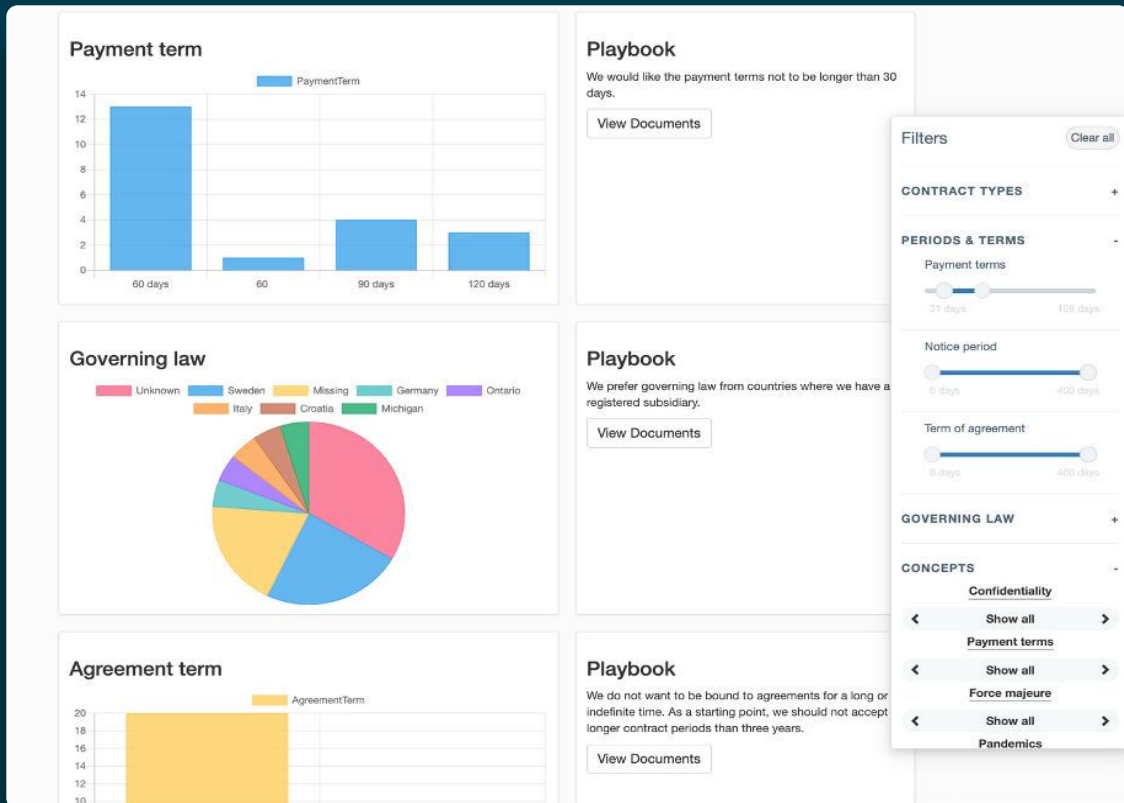
Use a filterable dashboard to see all contract contents at a glance, or zoom into individual relevant contracts.

Benefits

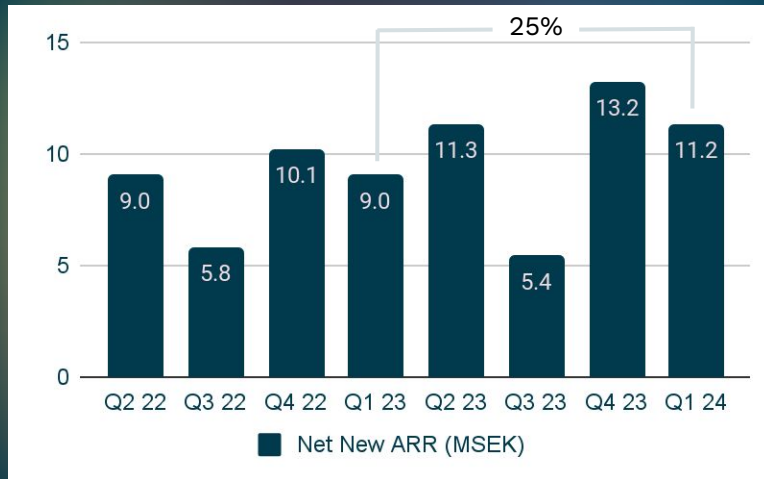
Easily follow-up on compliance by simplify document processing workflows.

Functionality in Oneflow

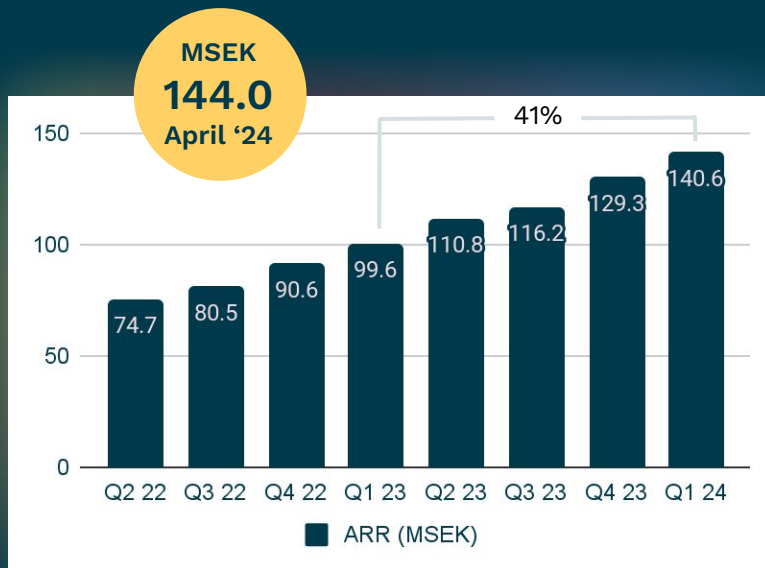
Work with either our pre-trained reporting, or set up custom rules.



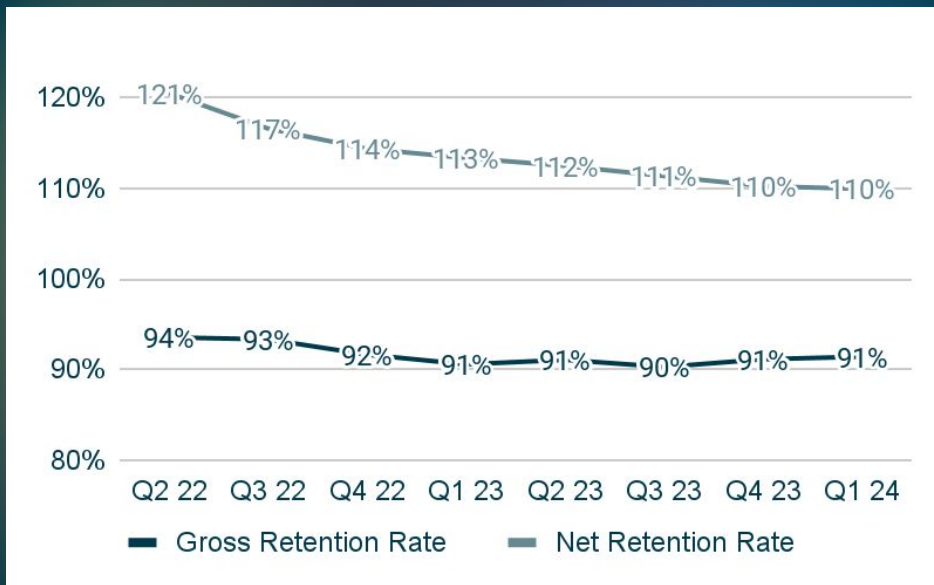
Net New ARR of MSEK 11.2 during Q1, up 25% since last year



ARR of MSEK 141, strong 41% YoY growth



We expect retention rates to floor out at current levels and increase



110%

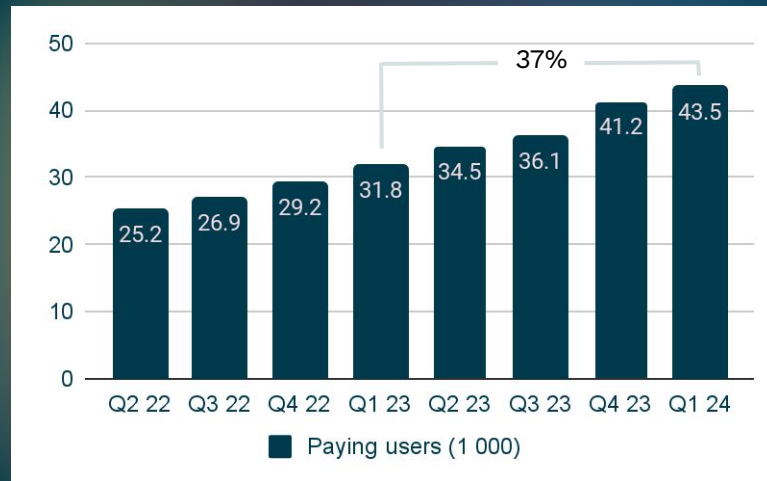
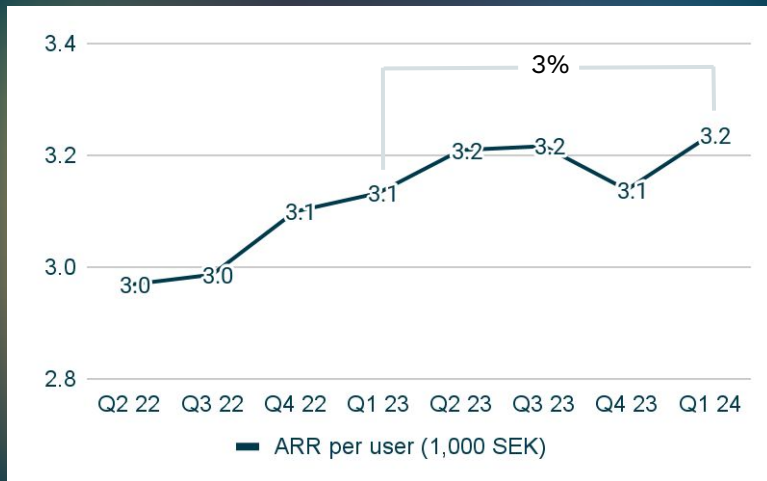
Q1 2024 net retention rate

91%

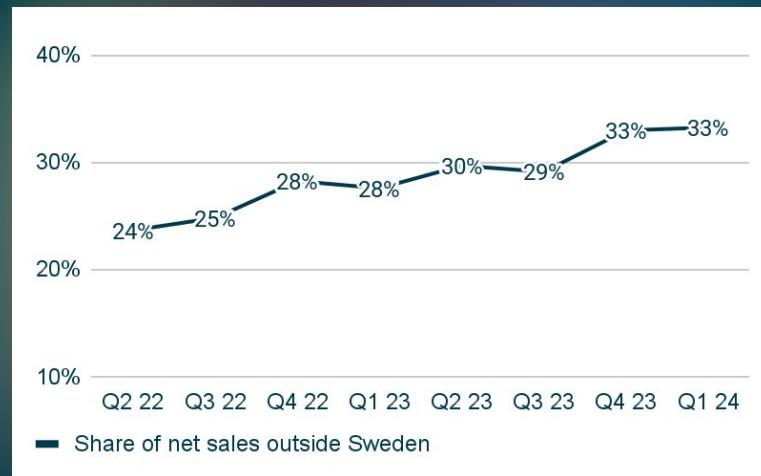
Q1 2024 gross retention rate



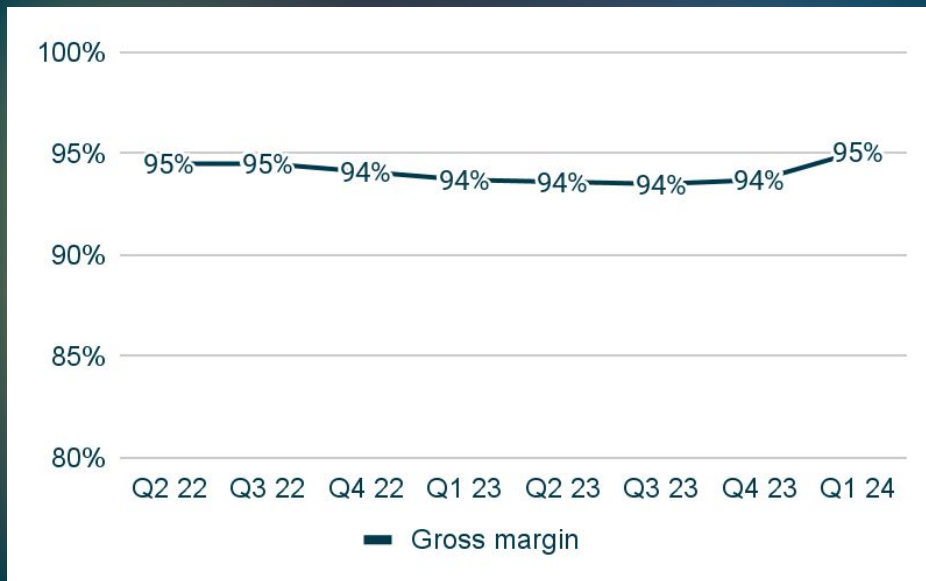
Paying users **increased 37%** during the last 12 months



Net sales of MSEK 31 in Q1, up 42%



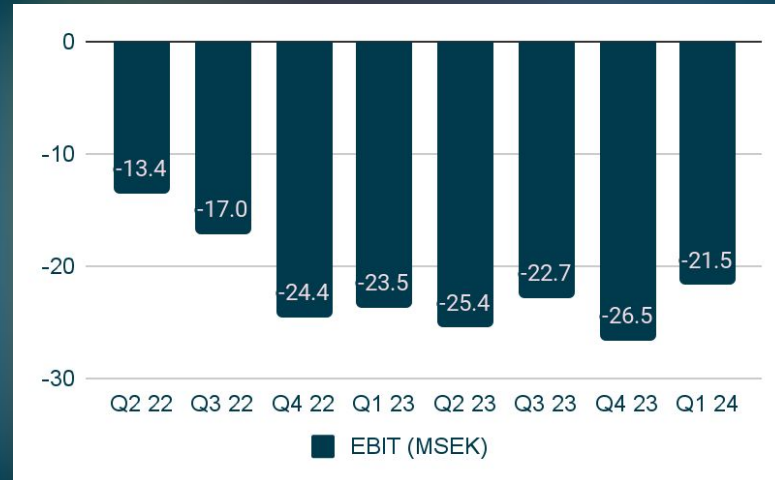
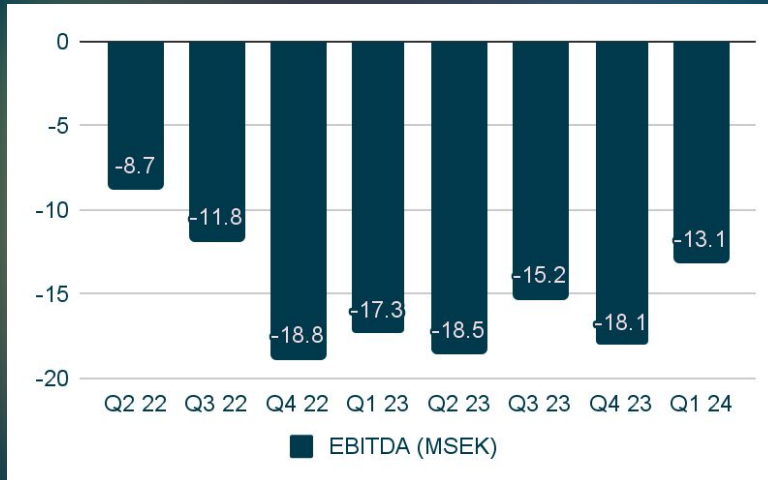
High gross margin at 95%



Gross margin relatively stable enables a high scalability potential.



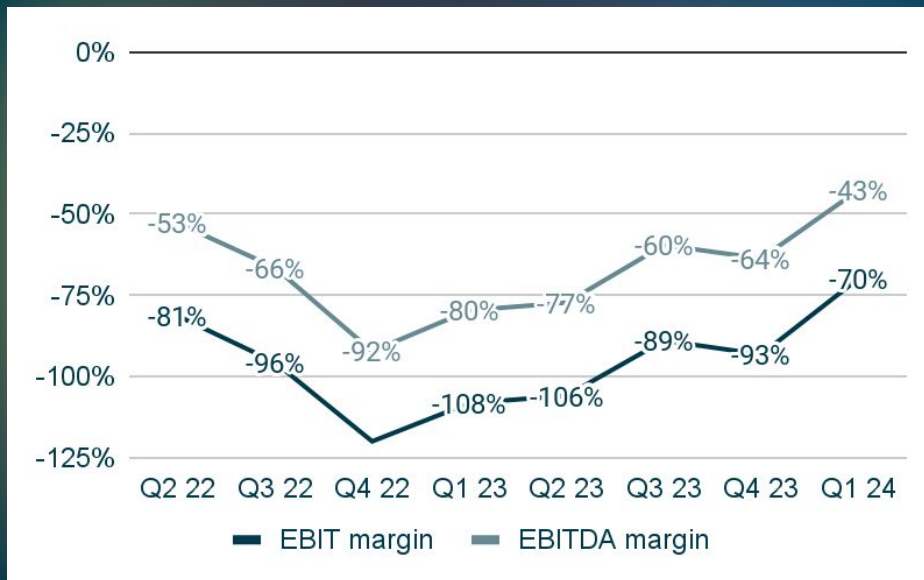
Demonstrating improvements on EBIT, steering the company toward profitability



In Q4 we had one-time expenses of 1.2 MSEK connected to reduction of the workforce.



Significant improvements on EBIT and EBITDA margins



Continuous improvements on EBIT and EBITDA margins despite high investments in product development and international expansion.



Financial goals

- **Growth**

Increase ARR to MSEK 500 by the end of the financial year 2027.

- **Profitability**

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



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