

Q2 2024 update



Today's presenters



Anders Hamnes

CEO & Founder



Natalie Jelveh

CFO



We have raised MSEK 90

- Accelerated book building by Danske Bank
- Existing board members invested MSEK 56
- Several existing as well as new Swedish and foreign institutional investors, including AP2, Handelsbanken, Cicero and DNB.
- The net proceeds from the Share Issue will be used for general corporate purposes to increase the Company's financial flexibility and to support Oneflow's ongoing growth initiatives, including to further strengthen the Company's AI capabilities, enabling a continued high growth rate towards profitability.



The period in summary

ARR keeps growing

MSEK
153.3
July '24

MSEK **152.0**
ARR Q2 '24

Strong ARR growth

37%

ARR growth YoY Q2 '24

All-time high Q2 Net New ARR

MSEK **11.4**
Net New ARR Q2 '24

High ARR % of net sales

130%

ARR Q2 '24 % of
Net sales Q2 '24 LTM

Satisfying retention rates

107%

Net Retention Rate Q2 '24

91%

Gross Retention Rate Q2 '24

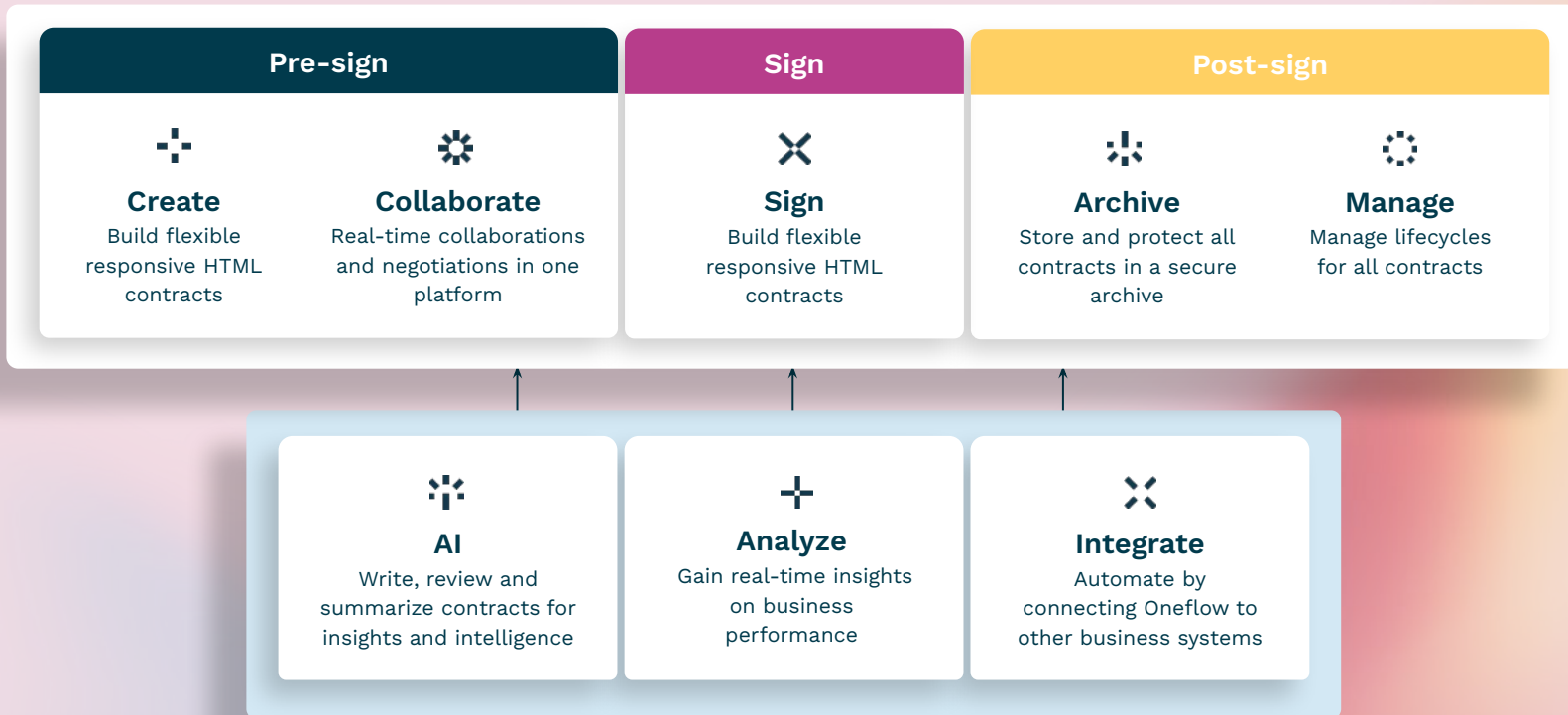
Paying customers up 29% YoY

3.8k

Paying customers Q2 '24

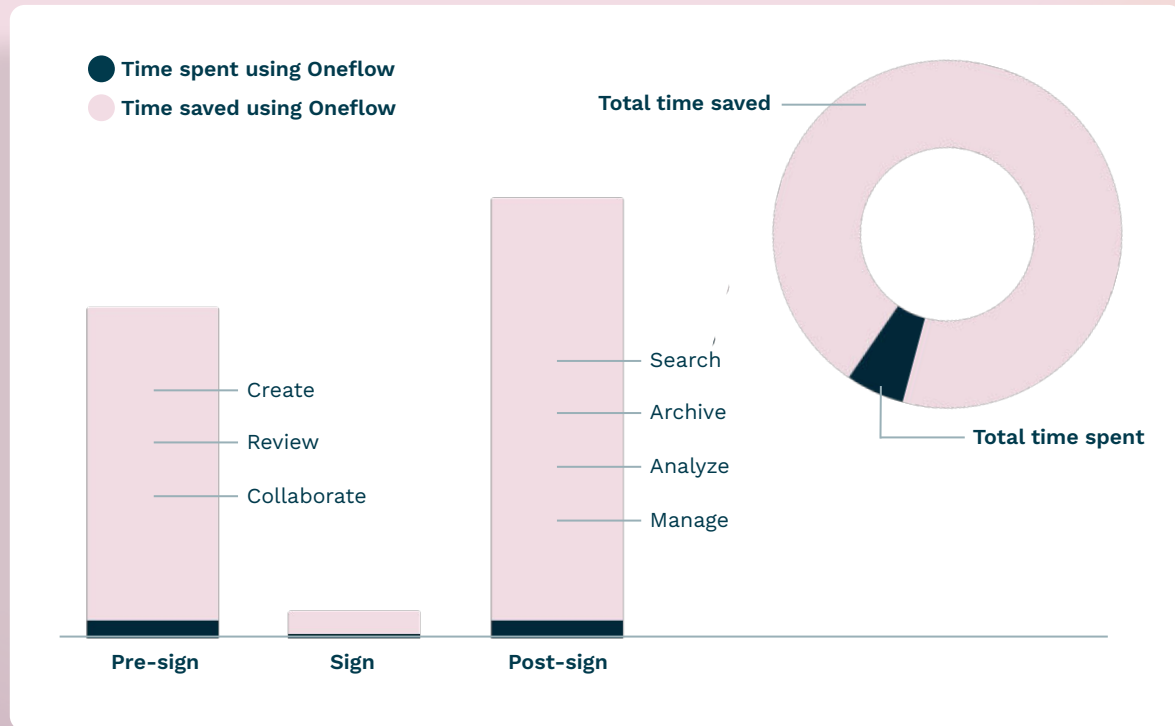


All your contract needs in one workspace



Spend less time on contract handling

E-signing vendors only solve a very small problem



Increase intelligence in contracts

Q2 2024

- AI Review and AI Review Plus (beta)
- Approval flow
- Suggestions/redlining (beta)
- Lots of integration improvements
- Onboarding improvements for self-service users

Q3 2024

- Slack and Power Automate integration improvements
- Redesigned the contract editor and guest view
- Launched Oneflow Marketplace



We've become ISO certified

This milestone reflects our unwavering commitment to quality management and continuous improvement.

These ISO certifications ensures that our processes meet internationally recognized standards, enhancing efficiency and customer satisfaction.

- Information Security – 27001
- Quality – 9001
- Environment – 14001

sbcert
SCANDINAVIAN BUSINESS CERTIFICATION

ISO 27001



sbcert
SCANDINAVIAN BUSINESS CERTIFICATION

ISO 9001



sbcert
SCANDINAVIAN BUSINESS CERTIFICATION

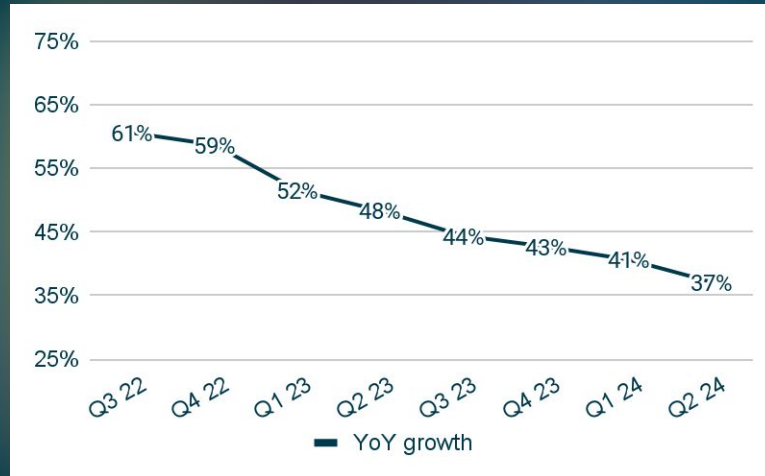
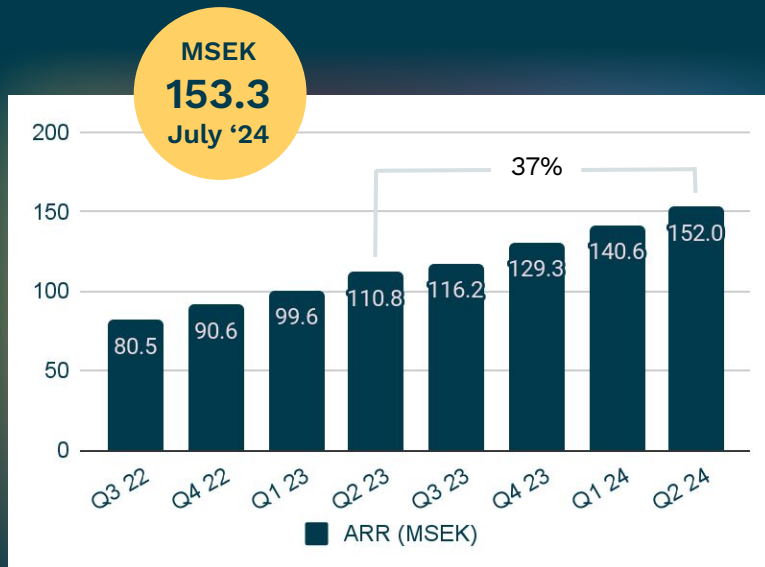
ISO 14001



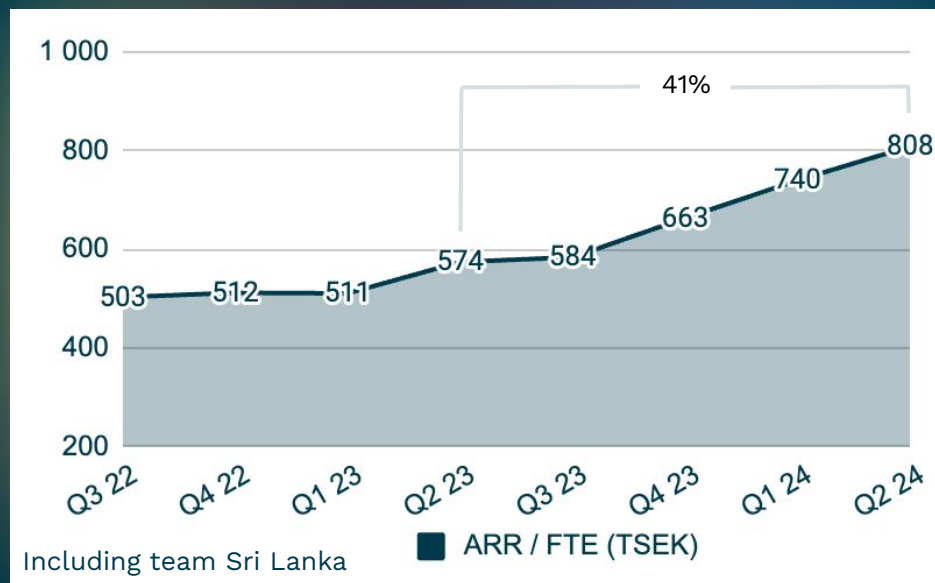
Net New ARR of MSEK 11.4 in Q2



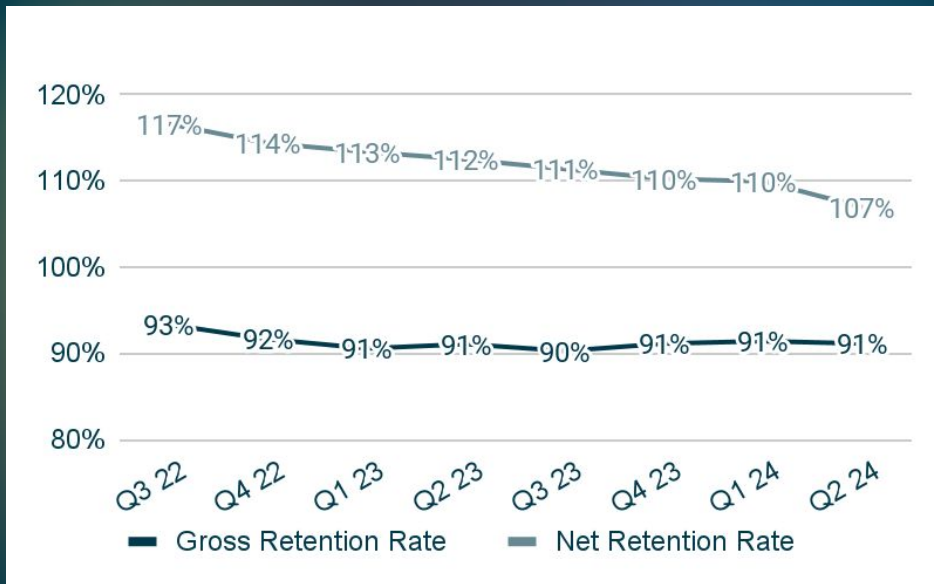
ARR of MSEK 152, strong 37% YoY growth



ARR per FTE up **41%** YoY



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



107%

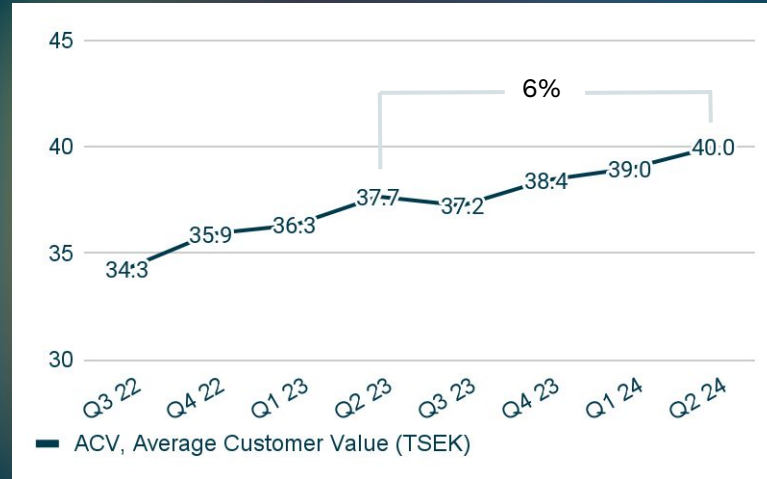
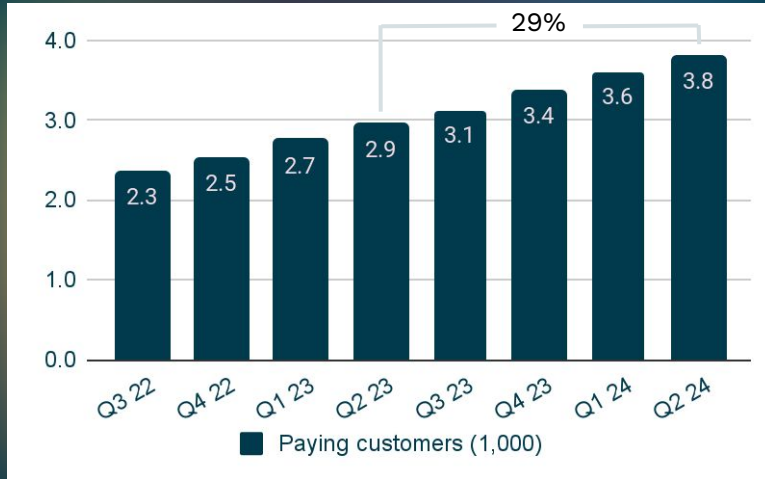
Net Retention Rate Q2 '24

91%

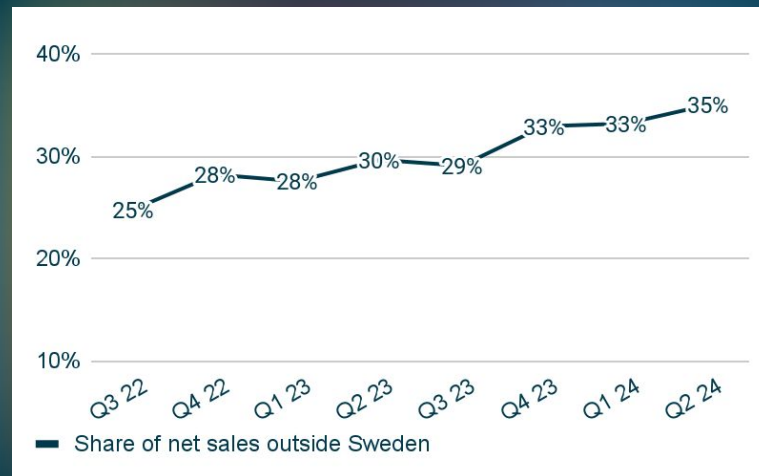
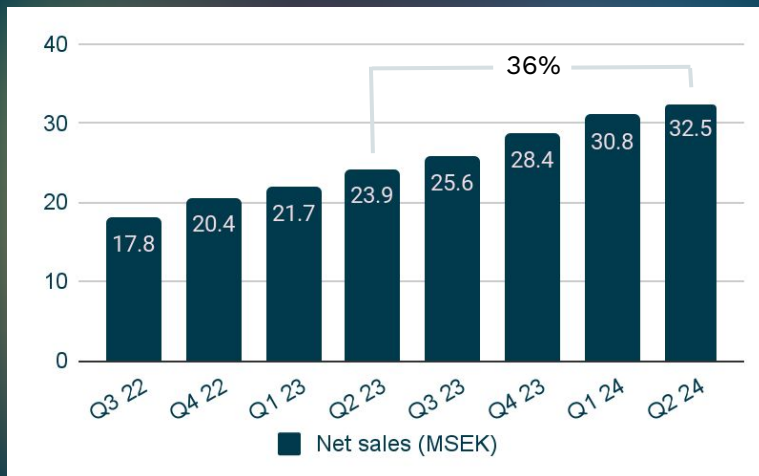
Gross Retention Rate Q2 '24



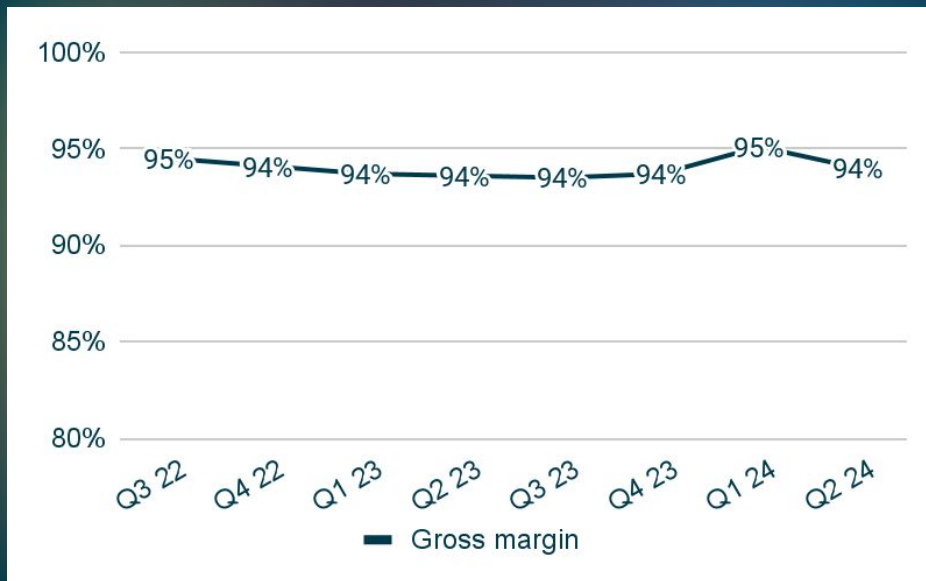
Paying customers increased 29% YoY and ACV reached TSEK 40



Net sales of MSEK 32.5 in Q2, up 36%



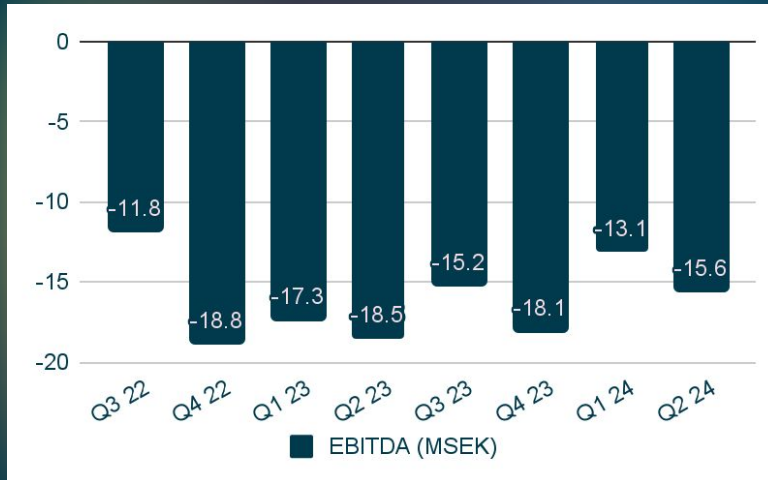
High gross margin at 94%



Gross margin relatively stable enables a high scalability potential.



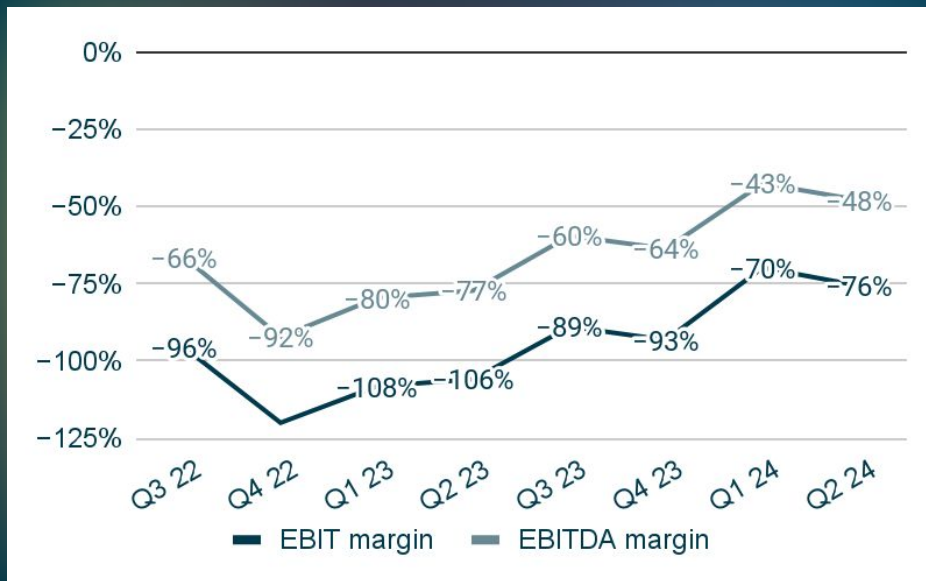
Steering the company toward profitability



In Q2 we had one-time expenses of 3.1 MSEK associated with ISO certification, legal work to negotiate a partnership agreement with a specialized AI company and the redemption of employee stock options.



Positive trajectory on our margins



Adjusted for one-time items of MSEK 3.1 in, the EBIT margin was -66% in Q2



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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Q&A

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