

Q3 2024 update



Today's presenters



Anders Hamnes

CEO & Founder



Natalie Jelveh

CFO



The period in summary

ARR keeps growing

MSEK
160.8
Oct '24

MSEK **155.8**

ARR Q3 '24

Strong ARR growth

34%

ARR growth YoY Q3 '24

Q3 Net New ARR down 29%

MSEK **3.8**

Net New ARR Q3 '24

ARR / FTE up 42%

TSEK **829**

ARR / FTE Q3 '24

Retention rates under pressure

106%

Net Retention Rate Q3 '24

90%

Gross Retention Rate Q3 '24

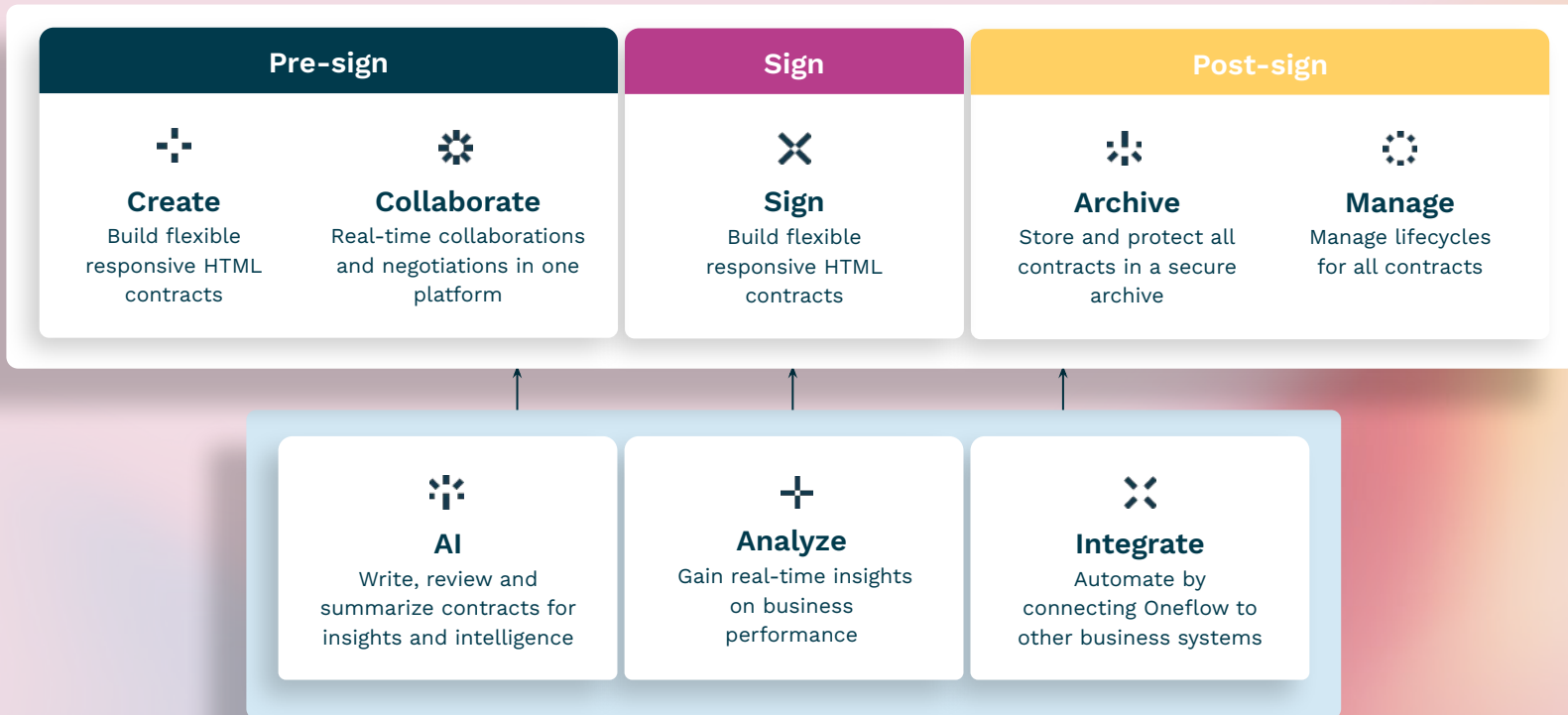
Paying customers up 25% YoY

3.9'

Paying customers Q3 '24

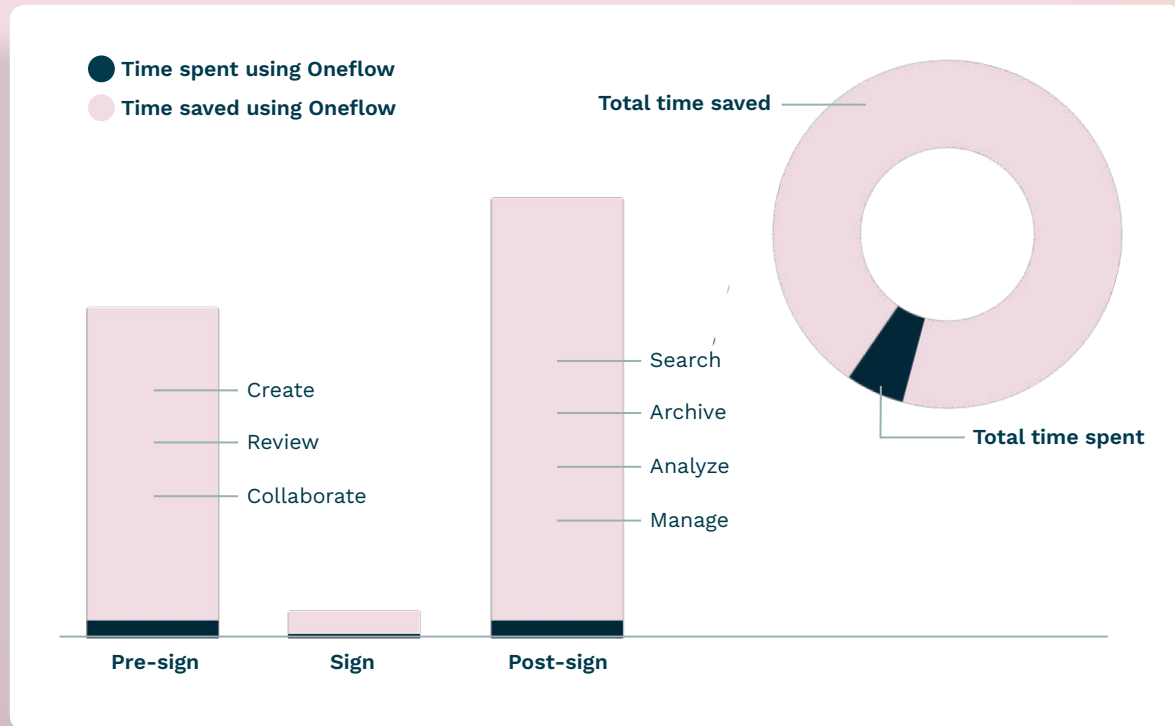


All your contract needs in one workspace



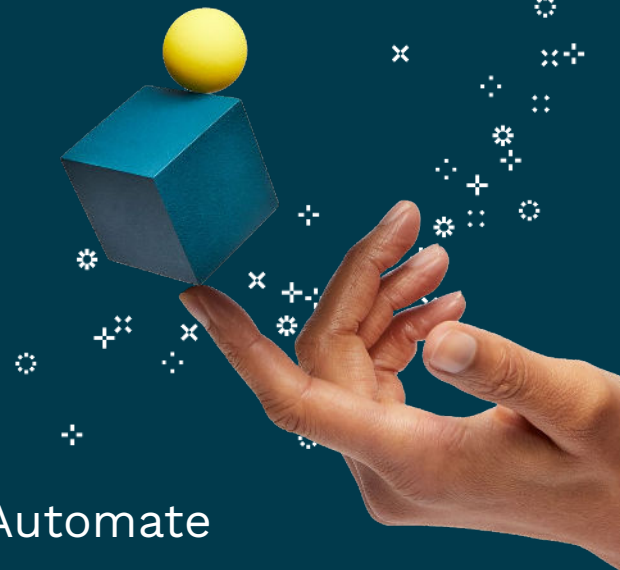
Spend less time on contract handling

E-signing vendors only solve a very small problem



Increased **intelligence** and improved user **experience** in contracts

- Suggestions/redlining
- Custom email domain
- Lot's of AI Assist improvements
- Launched Oneflow Marketplace
- Salesforce, Hubspot, Slack and Power Automate integration improvements
- Redesigned the contract editor and guest view



Net New ARR down 29% due to high churn, ATH 3rd quarter Gross New ARR

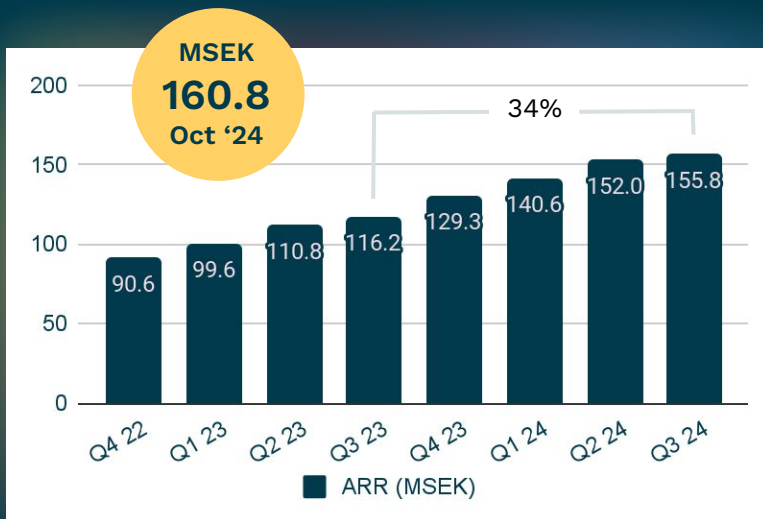


MSEK 26.4 YTD

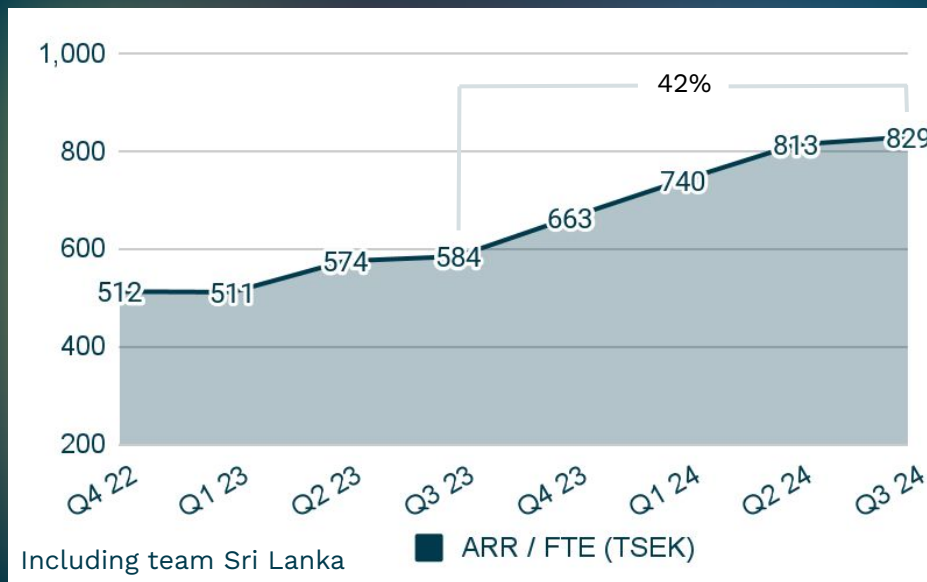
Up 3% from MSEK 25.6 last year



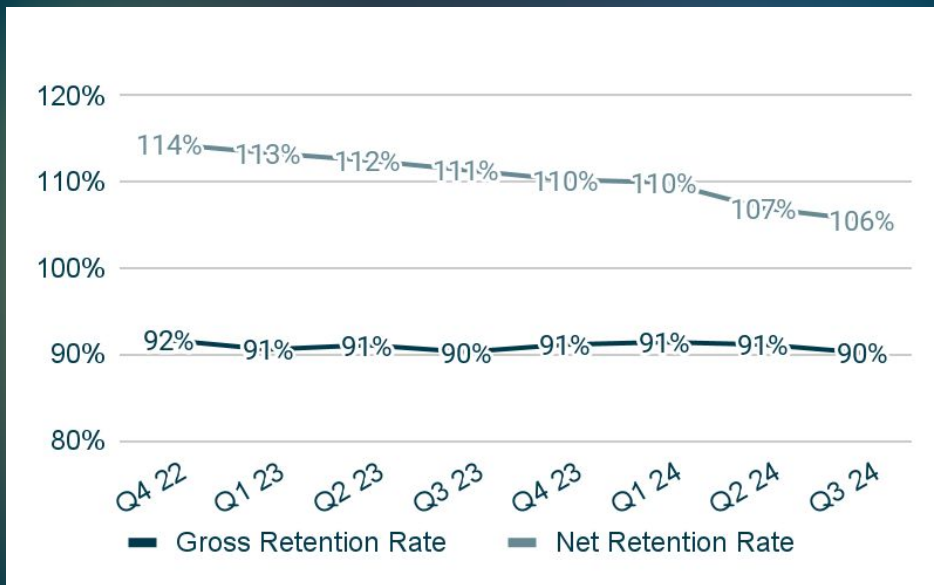
ARR of MSEK 156, strong 34% YoY growth in a challenging market



ARR / FTE up **42%** YoY



We expect retention rates to stabilize and increase in line with market fundamentals



106%

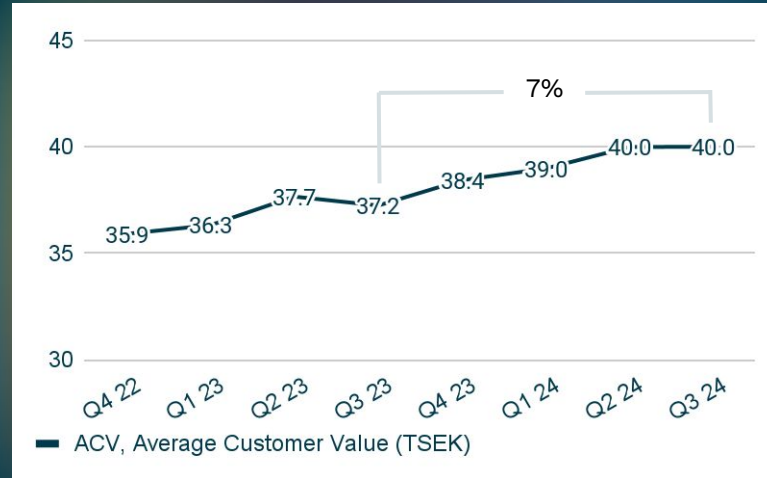
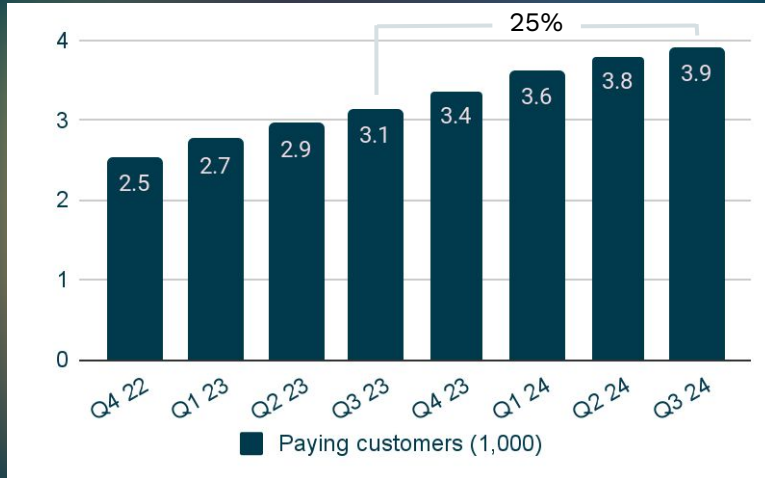
Net Retention Rate Q3 '24

90%

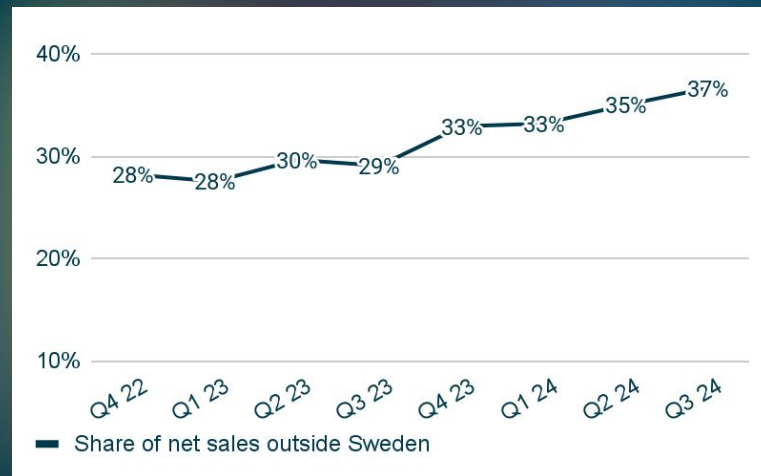
Gross Retention Rate Q3 '24



Paying customers increased 25% YoY and ACV reached TSEK 40



Net sales of MSEK 35.7 in Q3, up 40%

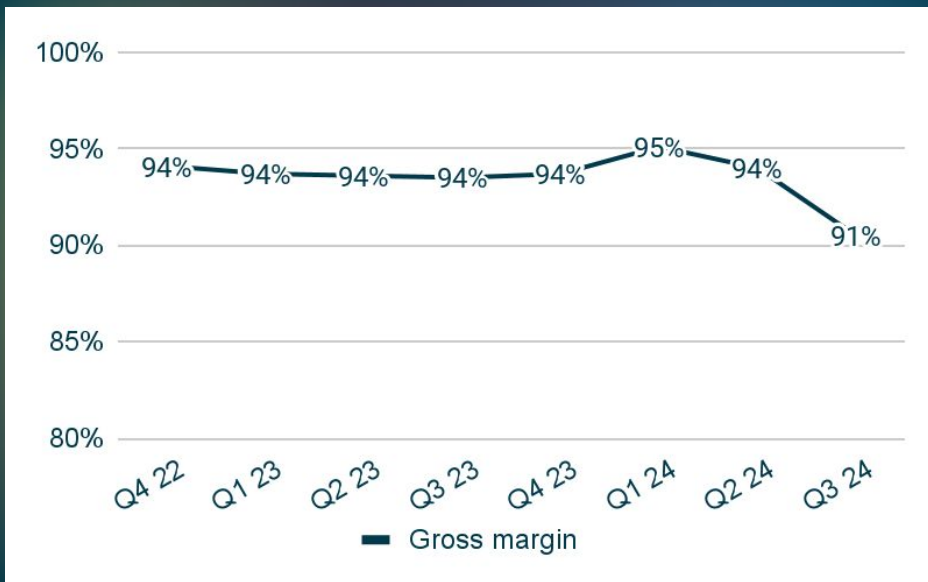


MSEK 99.0 YTD

Up 39% from MSEK 71.3 last year



High gross margin at 91%



Gross margin relatively stable enables a high scalability potential.

We expect a gross margin of ~92% going forward.

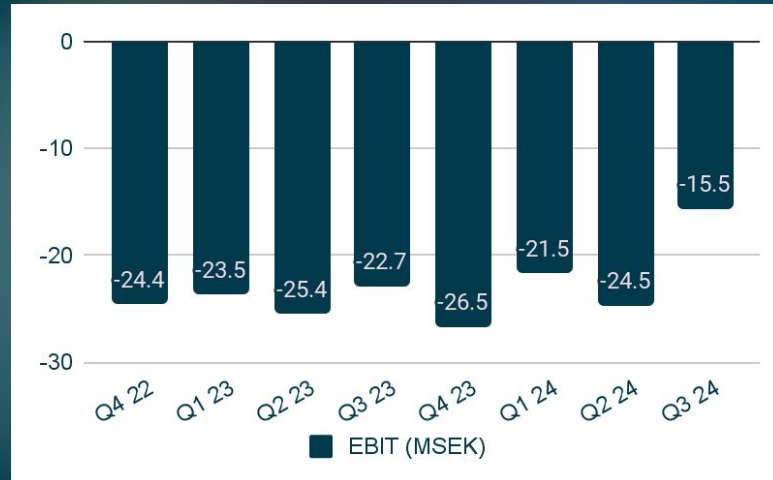


Steering the company toward profitability



MSEK -34.7 YTD

Improved by 39% from MSEK -51.0 last year

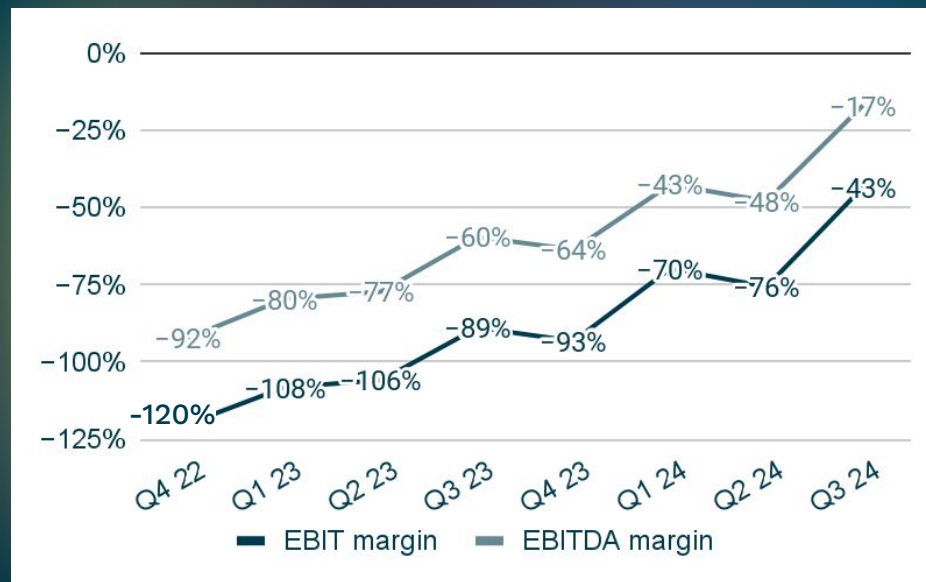


MSEK -61.6 YTD

Improved by 14% from MSEK -71.6 last year



Positive trajectory on our margins



Revised financial goals

- **Growth**
YoY ARR **growth rate above 30%**
- **Profitability**
Reach **profitability** with the current funding



oneflow.com

Anders Hamnes

CEO & Founder

Email

anders.hamnes@oneflow.com

Phone

+46(0)76-788 50 76

Q&A

For more information:
oneflow.com/ir

