

Q3 2025 update



Today's presenters



Anders Hamnes
CEO & Founder



Natalie Jelveh
CFO

The period in summary

ARR keeps growing

ARR growth unchanged since Q2

Net New ARR up 19% YoY

MSEK
179.9
Oct '25

MSEK 179.7
ARR Q3 '25

19%

ARR growth YoY Q3 '25

MSEK 8.5
Net New ARR Q3 '25

ARR / FTE up 37% YoY

Retention unchanged since Q2

Milestone: Positive EBITDA

TSEK 1,103
ARR / FTE Q3 '25

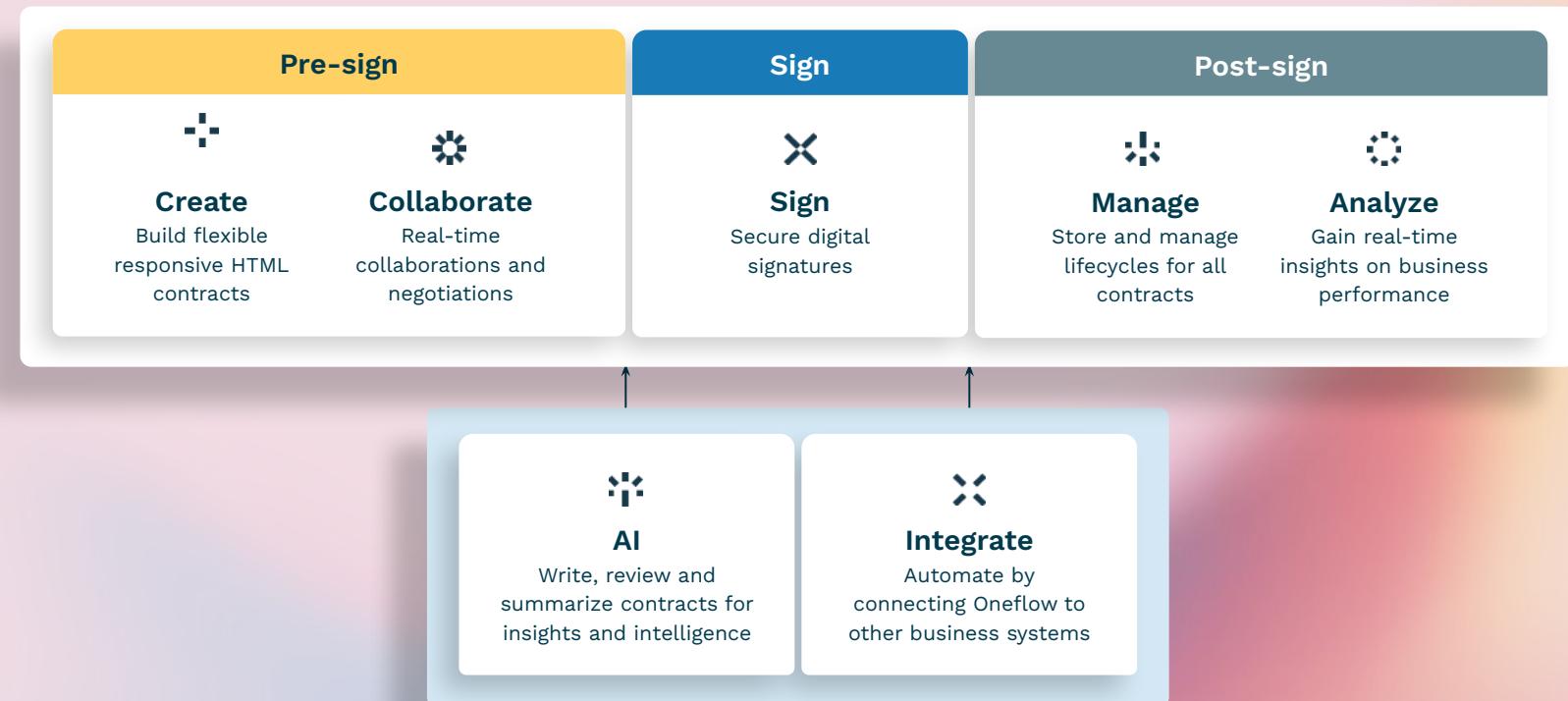
97% / 87%
Net / Gross Retention Rate Q3 '25

16% / -12%
EBITDA / EBIT margin Q3 '25



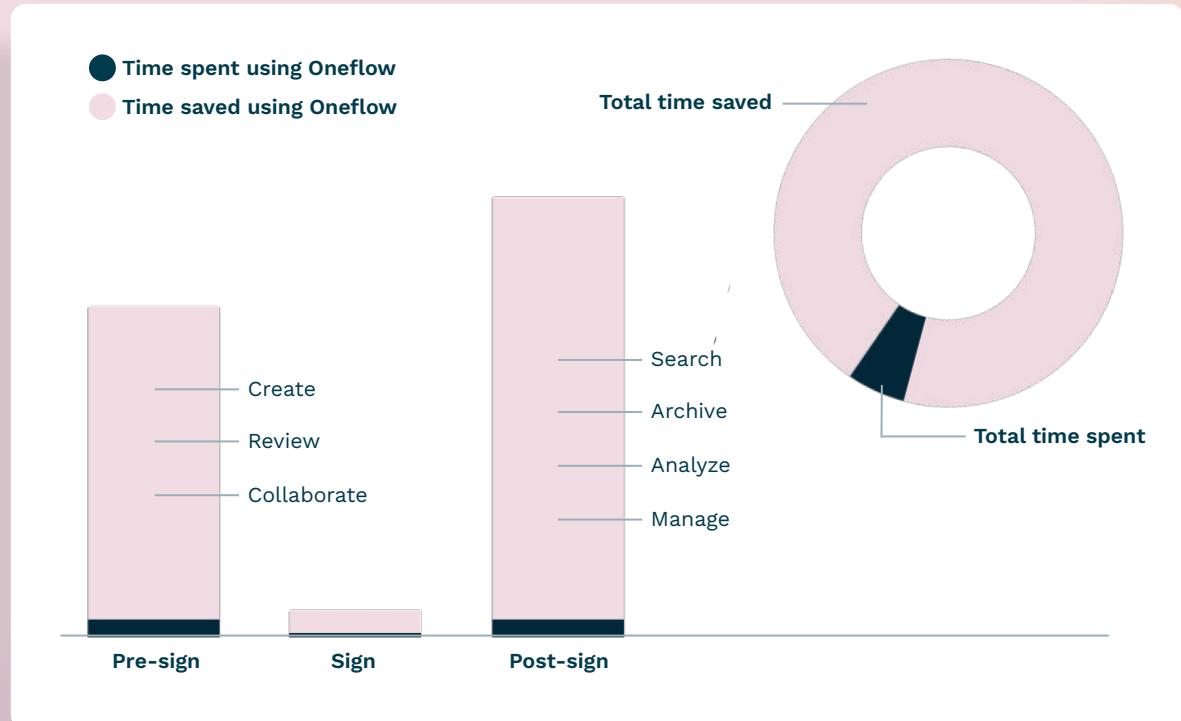
Contract lifecycle management

End-to-end solution for contracts



Spend less time on contract handling

E-signing vendors only solve a very small problem



We have strengthened our leadership team



Markus Ejenäs

CRO



Christophe Baraër

CPO



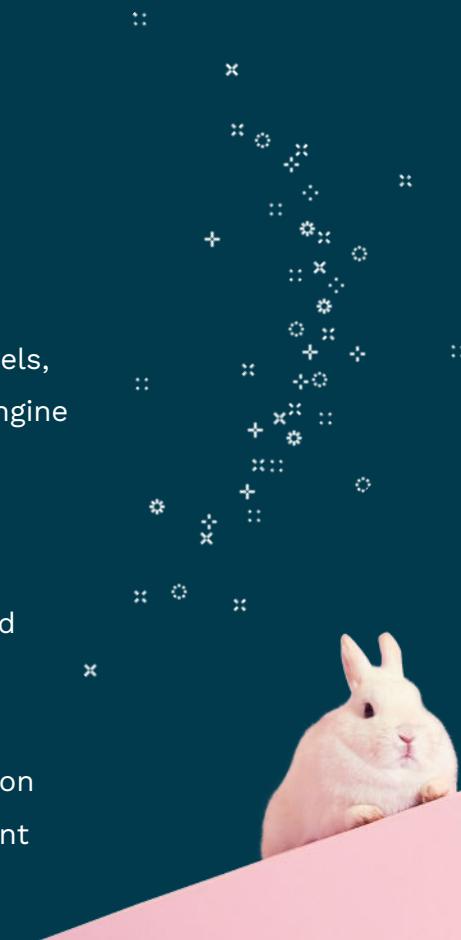
Enhanced control, flexibility, and deeper integrations

Q3 2025

- Add internal **Notes** to Oneflow documents
- **AI summary** of contracts
- Lots of improvements in our **AI Insights** offering, including customizable playbooks, customizable severity breaches/risks levels, and example clauses and feedback texts that will inform the AI engine
- More **Data retention** rules for signed documents
- **White labeling** to strengthen customer's own brand
- **Personal time zone and Date format** settings for global teams
- Several improvements to the **Hubspot**, **MS Dynamics**, **Pipedrive** and **Upsales** integrations
- New integrations to and **Lime CRM** and **Telltent Recruitee**

Q4 2025

- Several improvements to the **SuperOffice** and **Lime CRM** integration
- **Multiple custom email domains** for teams operating under different brands and regions



Net New ARR MSEK 8.5, up 19% YoY

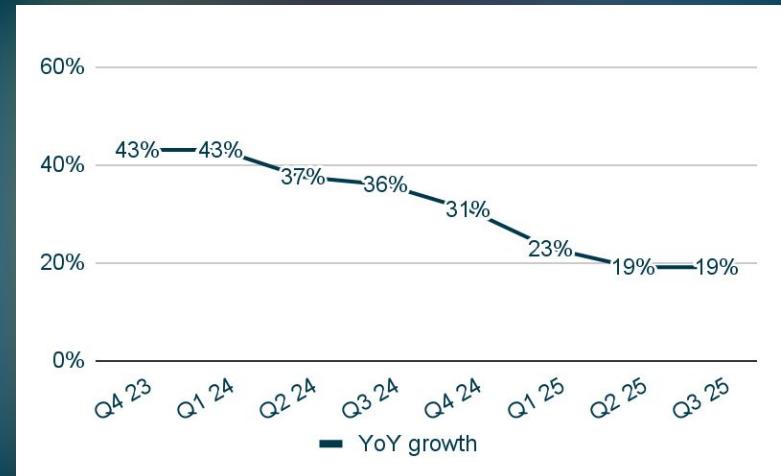
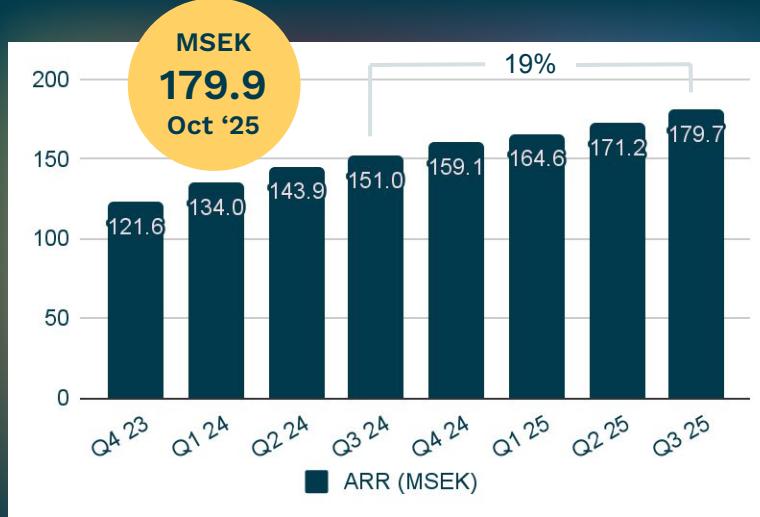


MSEK 20.7 YTD

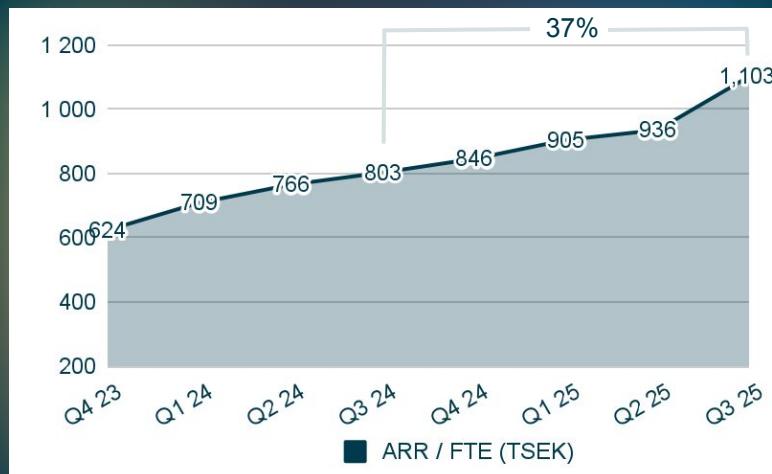
Down 30% from MSEK 29.4 last year



ARR of MSEK 179.7, **19% YoY growth** in a challenging market



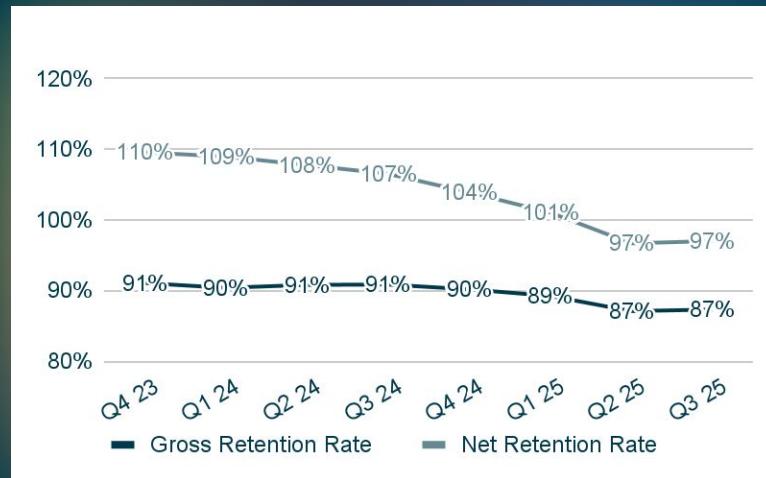
Strong improvement in operational efficiency with ARR / FTE increasing **37%** YoY



Including team Sri Lanka



Retention rates are stabilizing, though still under pressure



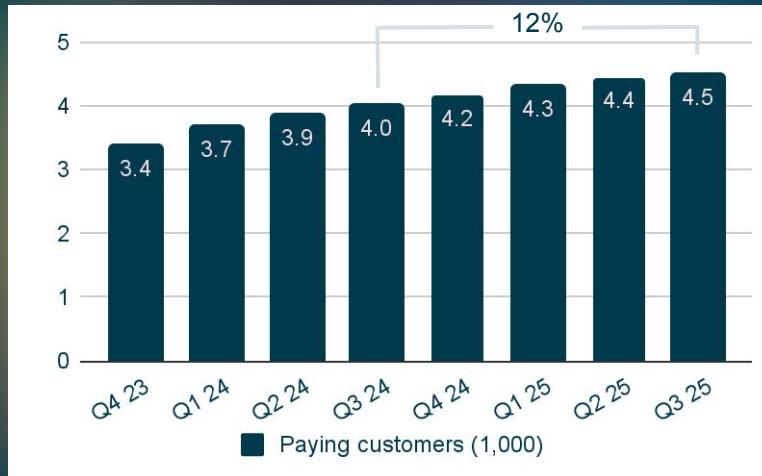
97%

Net Retention Rate Q3 '25

87%

Gross Retention Rate Q3 '25

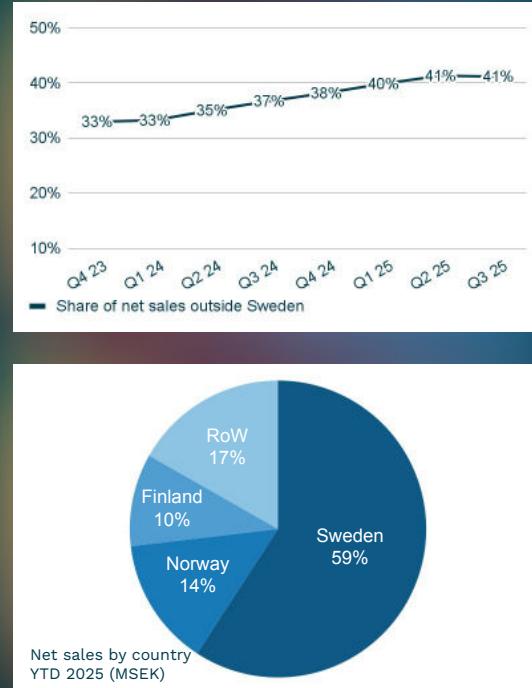
Paying customers increased 12% YoY and ACV reached TSEK 40



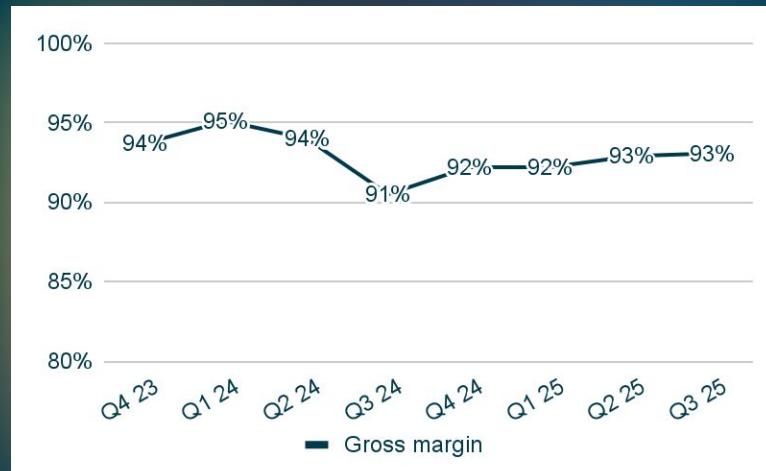
Net sales of MSEK 43 in Q3, up 21%



MSEK 124.0 YTD
Up 25% from MSEK 99.0 last year



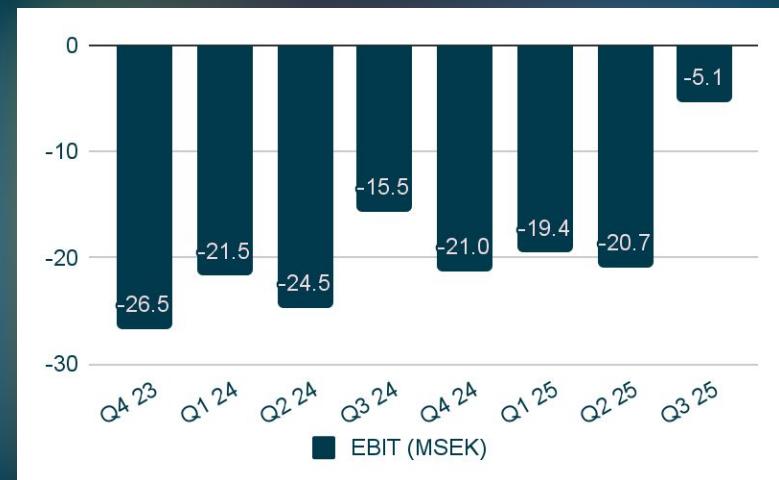
Strong **93%** gross margin supports continued scalable growth



Significant milestone reached — positive EBITDA for the quarter

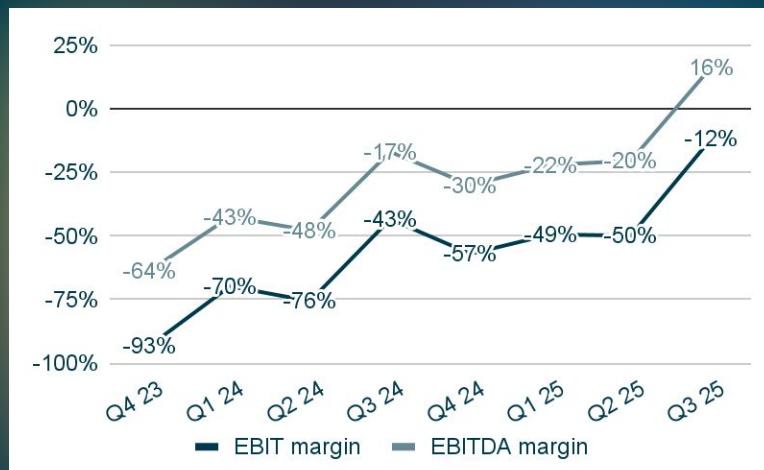


MSEK -10.0 YTD
Improved by 71% from MSEK -34.7 last year



MSEK -45.2 YTD
Improved by 27% from MSEK -61.6 last year

Our top priority is to become EBIT positive



Reiterate our financial goals

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

In the short term, we will not reach the 30% growth mark in the current market environment. Our immediate priority is to become profitable. Once we achieve this milestone, we will shift our focus back to accelerating growth, while remaining profitable. Our long-term goal of surpassing 30% ARR growth remains unchanged.



Q&A

For more information:
oneflow.com/ir