

Q1 2026 update



Today's presenters



Anders Hamnes

CEO & Founder



Natalie Jelveh

CFO



The period in summary

ARR keeps growing

MSEK **194.2**

ARR Q1 '26

Continue capturing market share

18%

ARR growth YoY Q1 '26

Net New ARR reaches new highs

MSEK **11.1**

Net New ARR Q1 '26

ARR / FTE up 49% YoY

TSEK **1,348**

ARR / FTE Q1 '26

Sequential improvement on retention rates

97% / 87%

Net / Gross Retention Rate Q1 '26

Sustained positive EBITDA

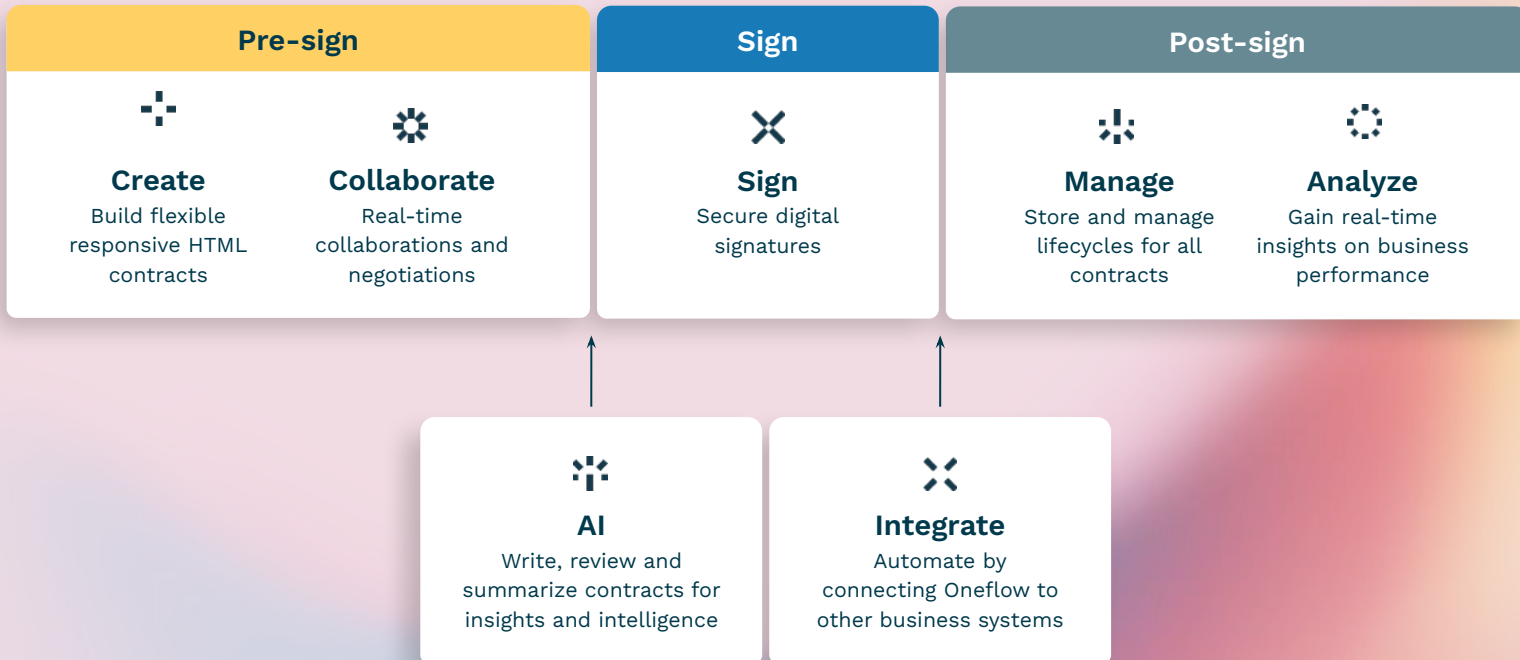
16% / -12%

EBITDA / EBIT margin Q1 '26



Contract lifecycle management

End-to-end solution for contracts

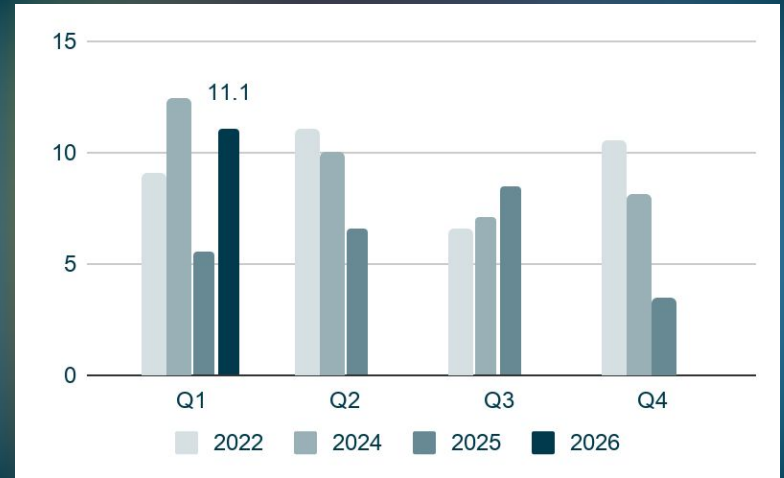
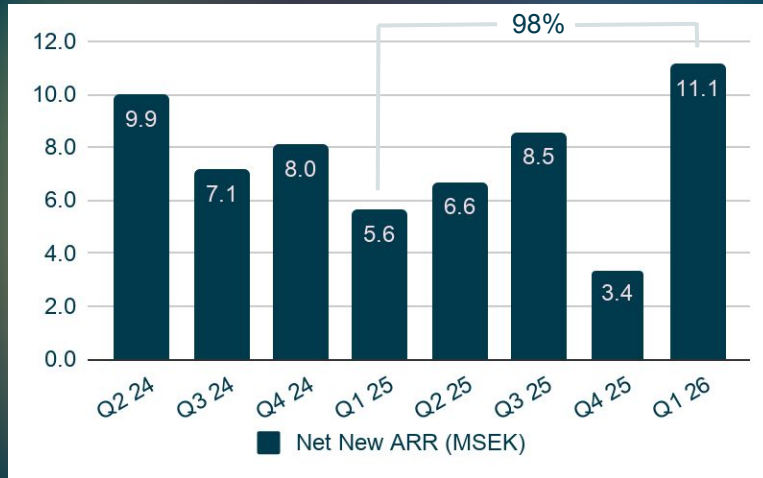


A selection of the product improvements during the quarter

- Advanced content **search** across contract sections
- Comprehensive redesign of the **documents overview**
- More data points available from **AI Extract**
- Contract values in **44 currencies**
- New **image section** in the editor
- New and more powerful **data export**
- Include, exclude and customize **tax fields** in product tables
- New integration to **Flex HRM**



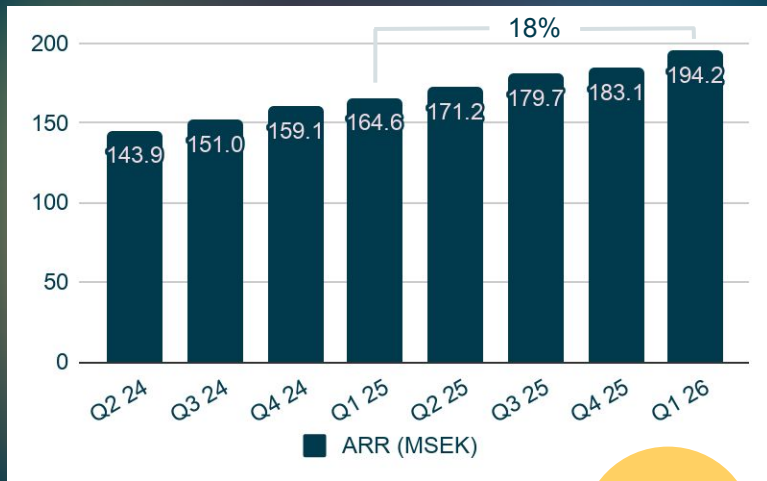
Strong start to 2026: Net New ARR reaches new highs



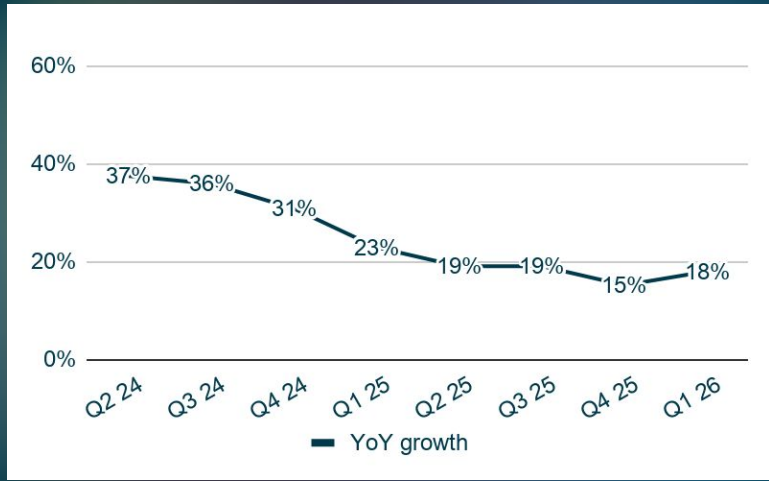
In addition, contracts corresponding to MSEK 5.1 have been signed and will be recognized as ARR in coming periods.



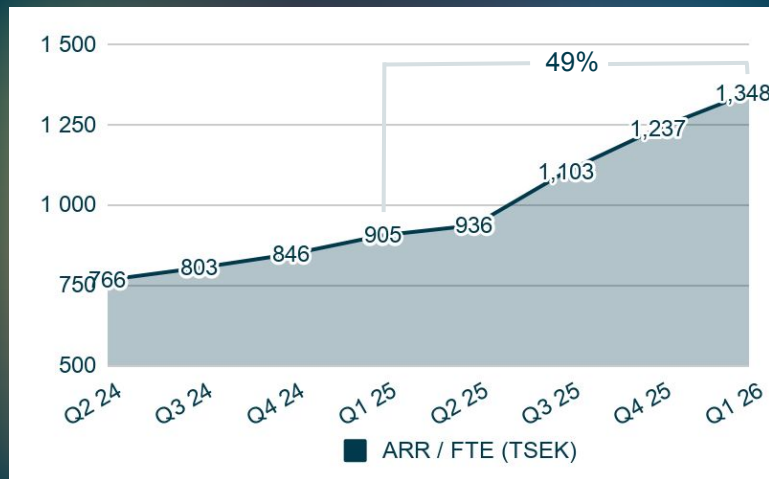
18% ARR growth demonstrates ongoing momentum



MSEK
195.3
Apr '26



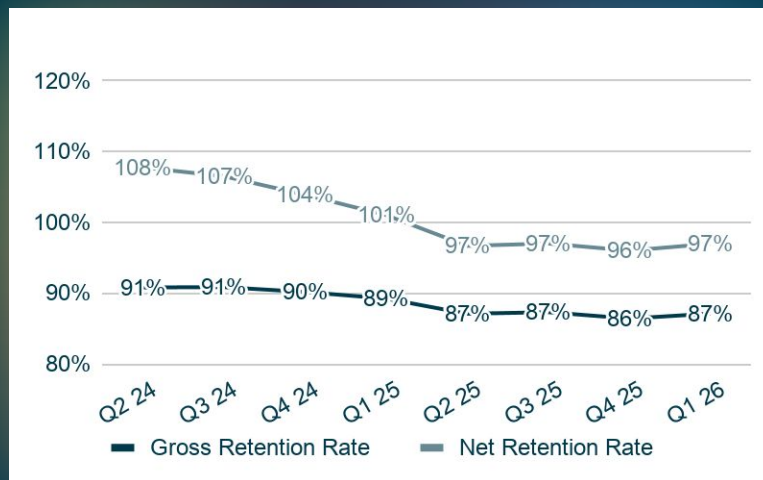
ARR per FTE **up 49%**, reflecting major efficiency gains



Reflects a structurally leaner organization with materially higher productivity per employee.



Sequential improvement on retention rates



97%

Net Retention Rate Q1 '26

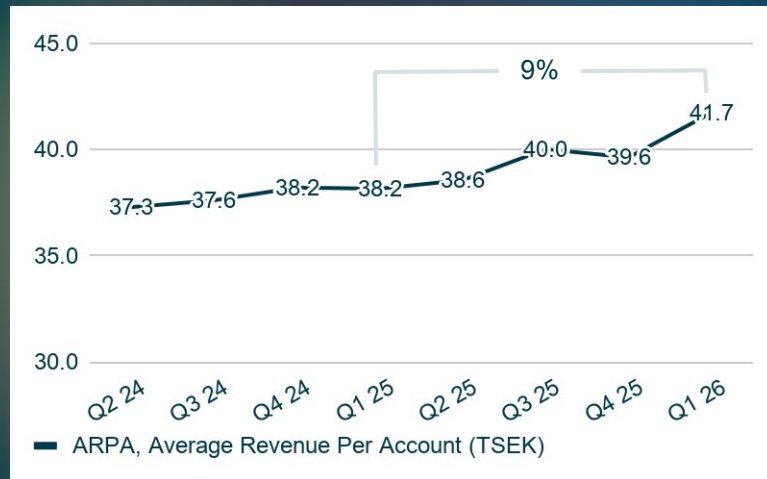
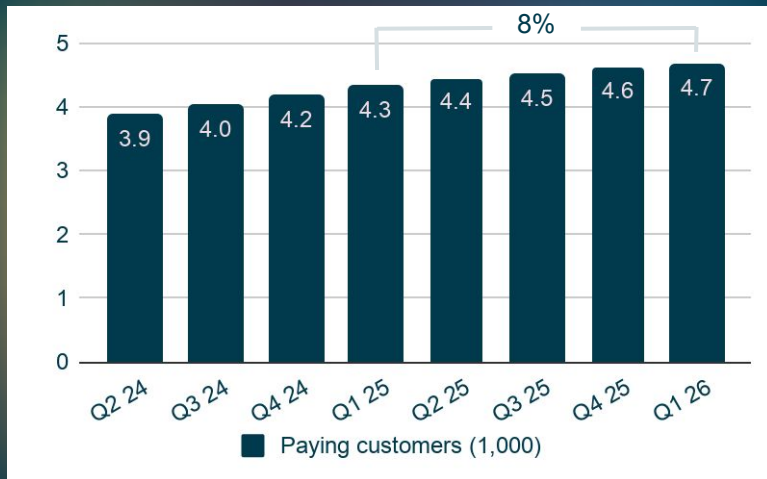
87%

Gross Retention Rate Q1 '26

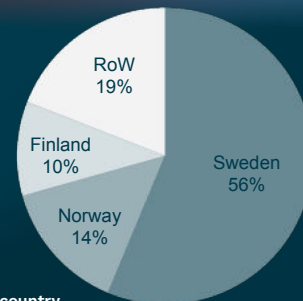
Actions taken are starting to show results, and we expect this positive trend to continue gradually over the coming quarters.



Paying customers increased 8% YoY and ARPA reached TSEK 42



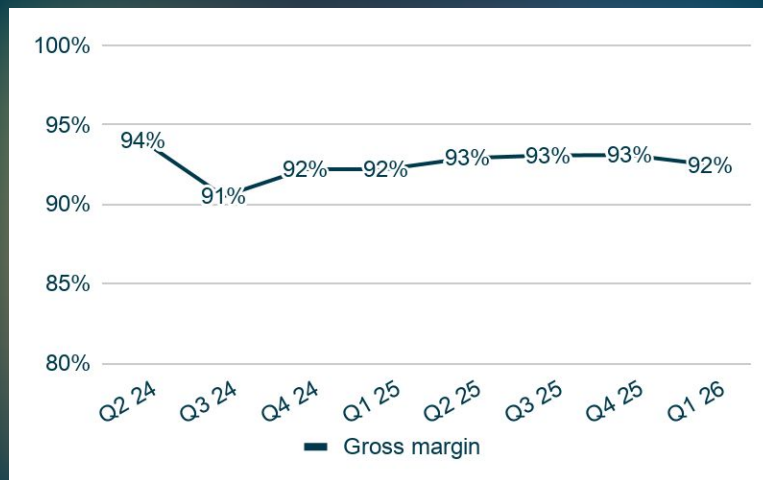
Net sales of MSEK 48 in Q1, up 22%



Net sales by country
Q1 2026



92% gross margin underpins scalable growth model



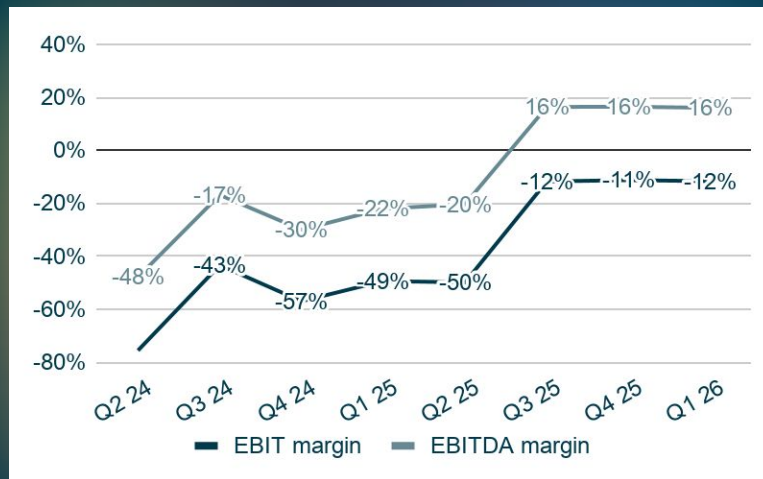
Continued EBITDA profitability in Q1



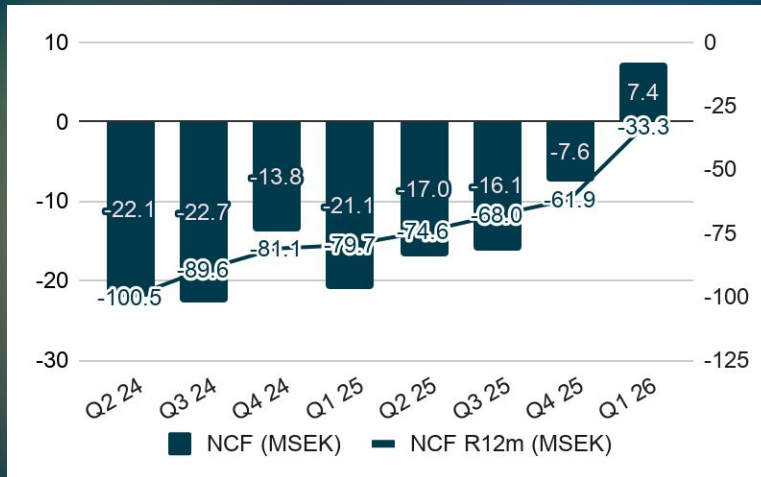
EBIT remains impacted by continued investments in product development and amortization of capitalized development costs.



Sustained positive EBITDA margin reinforce path to profitability



Positive Net Cash Flow



- Improved EBIT → Stronger operating cash flow
- Customer Growth → Increased cash inflows
- Lower DSO → Faster cash conversion



Reiterate our financial goals

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

Our long-term ambition remains unchanged: to surpass 30% ARR growth while achieving profitability within our existing funding. In the short term, our main priority is to reach sustainable profitability. Once achieved, we will gradually re-accelerate growth, while continuing to improve profitability and maintaining strong financial discipline.



Summary

- 18% ARR growth YoY
- 49% higher productivity per employee YoY
- Net and gross retention sequentially improving
- Positive EBITDA
- Positive Net Cash Flow



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

oneflow³

