oneflow

Interim Report

January–September 2026



The period in summary

July-September 2026

- Net sales increased 17% to MSEK 50.6 (43.3). Share of Net sales outside Sweden increased to 45% (41) with paying customers in 44 countries.
- EBIT was MSEK 5.4 (-5.1), with an EBIT margin of 11% (-12).
- EBITDA was MSEK 19.2 (7.1), with an EBITDA margin of 38% (16).
- Net income for the period amounted to MSEK 5.2 (-5.1).
- Basic earnings per share amounted to SEK 0.19 (-0.19) and diluted to SEK 0.19 (-0.19).
- Total ARR YoY increased 16% to MSEK 208.4 (179.7). Net New ARR for the third quarter amounted to MSEK 7.8 (8.5).
- During the quarter cash-flow from current operations amounted to MSEK 18.1 (-2.3), while net cash flow amounted to MSEK 5.0 (-16.1).
- Total cash and cash equivalents amounted to MSEK 52.2 (51.1)
- In July 2026, Oneflow successfully completed independent SOC 1 Type 1 and SOC 2 Type 1 examinations, further demonstrating the company's commitment to security, governance, and operational excellence.

January-September 2026

- Net sales increased 19% to MSEK 147.4 (124.0). Share of Net sales outside Sweden increased to 44% (41) with paying customers in 44 countries.
- EBIT was MSEK -3.6 (-45.2), with an EBIT margin of -3% (-36).
- EBITDA was MSEK 37.1 (-10.0), with an EBITDA margin of 25% (-8).
- Net income for the period amounted to MSEK -4.1 (-45.7).
- Basic earnings per share amounted to SEK -0.13 (-1.62) and diluted to SEK -0.13 (-1.62).
- Total ARR YoY increased 16% to MSEK 208.4 (179.7). Net New ARR for the period amounted to MSEK 25.3 (20.7).
- Cash-flow from current operations amounted to MSEK 50.3 (-6.9), while net cash flow amounted to MSEK 8.5 (-54.0).
- Total cash and cash equivalents amounted to MSEK 52.2 (51.1).
- In July 2026, Oneflow successfully completed independent SOC 1 Type 1 and SOC 2 Type 1 examinations, further demonstrating the company's commitment to security, governance, and operational excellence.



(MSEK)	Q3 26	Q2 26	Q1 26	Q4 25	Q3 25	Q2 25	Q1 25	Q4 24	Q3 24	Q2 24	Q1 24	Q4 23
Net sales	50.6	49.1	47.7	46.5	43.3	41.5	39.2	36.7	35.7	32.5	30.8	28.4
Net sales growth (%)	16.8	18.3	21.6	26.6	21.3	27.7	27.4	29.2	39.6	35.7	41.6	39.5
Recurring revenues	49.8	48.3	47.1	45.7	42.5	40.9	38.6	35.5	35.1	32.0	30.3	27.2
Gross margin (%)	91.1	92.5	92.5	93.0	93.1	92.9	92.2	92.2	90.5	94.0	95.1	93.7
EBITDA	19.2	10.2	7.6	7.6	7.1	−8.4	−8.7	−10.8	−6.0	−15.6	−13.1	−18.1
EBITDA margin (%)	37.9	20.9	16.0	16.4	16.3	−20.4	−22.1	−29.6	−16.9	−47.9	−42.5	−63.6
EBIT	5.4	−3.4	−5.6	−5.2	−5.1	−20.7	−19.4	−21.0	−15.5	−24.5	−21.5	−26.5
EBIT margin (%)	10.6	−6.9	−11.7	−11.3	−11.8	−49.9	−49.4	−57.3	−43.4	−75.6	−69.8	−93.2
ARR, Annual Recurring Revenue (1)	208.4	200.6	194.2	183.1	179.7	171.2	164.6	159.1	151.0	143.9	134.0	121.6
ARR growth (%) (1)	15.9	17.1	17.9	15.1	19.0	19.0	22.9	30.8	35.9	37.5	43.0	43.0
NNARR, Net New ARR (1)	7.8	6.5	11.1	3.4	8.5	6.6	5.6	8.0	7.1	9.9	12.4	10.4

(1) Historical ARR figures were retroactively adjusted in Q1 2025 according to revised ARR calculation methodology. Under the updated formula, New and Expansion ARR is now recognized on the contract start date, rather than the contract signature date, and churn is recognized on the contract end date, rather than the notice date.

For definition of key ratios, see pages 30-32.

CEO's comments

Positive EBIT and 12-month cash flow



In the third quarter of 2026 our profitability focus successfully delivered a positive EBIT, an important milestone in Oneflow's journey. EBIT reached MSEK 5.4, compared to MSEK -5.1 in the same quarter last year, corresponding to an EBIT margin of 11% (-12%). For the first nine months of the year, EBIT improved to MSEK -3.6, compared to MSEK -45.2 during the corresponding period last year. This achievement is the result of several years of focused efforts to improve operational efficiency, scalability, and financial discipline.

Another important milestone was our positive net cash flow of MSEK 5.0 for the quarter, compared to MSEK -16.1 one year ago. This was our second quarter with positive net cash flow this year. For the first nine months, net cash flow improved to MSEK 8.5, compared to MSEK -54.0 during the corresponding period last year. Net cash flow also turned positive on a rolling twelve-month basis, reaching MSEK 1.0. Together with our positive EBIT, these milestones demonstrate the progress we've made toward building a sustainably profitable company.

Our Annual Recurring Revenue (ARR) reached MSEK 208.4 at the end of the third quarter, representing a 16% increase compared to the same period last year. Since the beginning of the year, currency movements have had a positive impact of MSEK 6.9 on ARR. In addition, contracts corresponding to MSEK 5.5 have been signed and will be recognized as ARR in coming periods. Net New ARR amounted to MSEK 7.8 during the quarter, compared to MSEK 8.5 one year ago. For the first nine months, Net New ARR increased by 22% to MSEK 25.3. While growth remains below our long-term ambitions, we continue to strengthen the underlying business and improve our capacity to scale efficiently. ARR per FTE increased by 35% year-over-year, demonstrating our ability to create more value with fewer resources while maintaining a high pace of innovation and customer focus.

From a product perspective, we continued to strengthen the Oneflow platform through new capabilities across contract management, AI, and integrations. Shortly after the end of the quarter, we launched AI Insights Premium, our customizable contract intelligence offering. It enables customers to define their own rules and thresholds, analyze contract data across entire portfolios, and identify commercial exceptions, legal deviations, and obligations that require attention. Through tailored dashboards and actionable insights, Finance and Legal teams can make better-informed decisions without reviewing agreements individually or maintaining separate spreadsheets. This represents another important step in our ambition to transform contracts from static documents into living assets that actively support business decisions and processes.

New financial goals and the next phase

The operational improvements we've made over the past two years have given Oneflow a stronger foundation for its next phase. Reaching positive EBIT is an important milestone, but our immediate priority remains to establish sustainable profitability and cash generation.

At the same time, we are preparing to accelerate growth by increasing average deal sizes, strengthening customer retention and expansion, and improving the productivity of our direct and partner sales channels. Continued investments in enterprise functionality, integrations, and AI-driven contract intelligence will help us create more value for existing customers and address larger market opportunities. As profitability becomes more established, we intend to gradually increase investments in growth while preserving the operational efficiency we've worked hard to achieve.

Our updated financial goals reflect these priorities and replace our previous targets. We aim to reach sustainable EBIT profitability within existing funding, with the ambition to expand EBIT margins and establish sustained positive free cash flow over time. We will use the Rule of 40 as a framework to balance ARR growth and EBIT margin, prioritising investments where we see attractive long-term returns while maintaining financial discipline. Our focus is on creating lasting value for customers and shareholders.

Say contract, think Oneflow!

Anders Hamnes
CEO & Founder

Product highlights

During the period

This is a selection of the most important releases during the period. Oneflow ships continuously, and not every update is listed here.

Contracts at scale: portfolio management + search

- We redesigned the **document list**, making it **easier to scan contract portfolios, spot what needs attention, and take action faster** (including better visibility into who's involved via the participant column), without relying on spreadsheets for renewals and follow-ups.
- We launched and expanded **Content Search**, so teams can **find contracts by what's written inside them, including PDFs and attachments,** making it faster to locate specific clauses, terms, and obligations across a portfolio and reducing manual review when key details live in appended files.
- We upgraded **AI summaries** with preferred-language support and a more configurable format/focus (e.g., dates and financial terms), so it's easier to get a **quick overview of key terms and risks,** align internally faster, and move forward with more confidence.

Contract accuracy: data capture + commercial correctness

- We launched **Organizational Units,** giving enterprise admins a way to **group workspaces by department, region, or business unit,** so Oneflow reflects how the organization is structured and stays manageable as the number of workspaces grows.
- We released **Content Library** to enterprise customers, making it possible to **save sections once and reuse them across templates,** so legal/brand/policy updates can be rolled out consistently without updating templates one by one.
- We introduced **Local fields** (free text on PDFs) so teams can **capture missing details directly in the agreement** and reuse them, reducing copy/paste workarounds and inconsistent values.
- We upgraded the **product table** with **tax handling and clearer totals** (subtotal, discount, tax, total), helping teams produce **more accurate quotes, avoid pricing mistakes, and reduce finance back-and-forth** when selling across markets and tax models.

Connected workflows: CRM + HR integrations

- We strengthened **Salesforce workflows** to make CRM-driven contract work more reliable and scalable, improving contract visibility from related records, reducing avoidable creation failures with better validation and usability. We also added capabilities like AI import of signed contracts and data reconciliation back into Salesforce to keep CRM data aligned with what was agreed.
- We expanded **HubSpot** with **Oneflow app objects (Document + Participant)** and improved **Microsoft Dynamics** mapping for multiple product tables, reducing manual cleanup and keeping CRM data aligned with contract data.

- We strengthened **Microsoft Word-based workflows** with better traceability, so teams can link the source Word document and track changes over time directly in Oneflow, making collaboration, review, and approvals easier to manage when multiple stakeholders edit the same contract.

Compliance, governance, and admin-efficiency

- We strengthened **compliance and trust** with LTV Signing and verify.oneflow.com, so customers can apply long-term validation when required and upload a signed PDF to confirm it was signed in Oneflow and what signature/seal was applied, simplifying compliance checks and audits.

Events after the end of the period

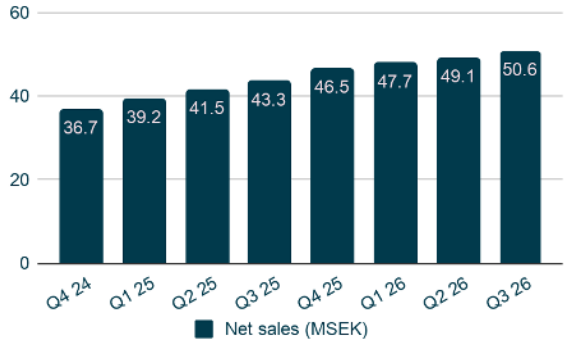
- We launched **AI Insights Premium**, bringing contract intelligence from a general "insights view" to a **customer-defined standard across the entire contract portfolio.** Teams can define what matters (rules, thresholds, key concepts) and then **monitor, filter, and act on those signals across agreements**, so renewals, pricing exceptions, non-standard terms, and risk exposure become visible and operational instead of buried in individual documents.
- **Personal Access Tokens** (PATs) were launched for enterprise accounts, giving customers a safer way to connect external tools to Oneflow using user-scoped access (instead of broad account-level access). This supports use cases like API exploration, prototypes/internal tools, and future integrations, while keeping access aligned to what each user is actually allowed to see and do.

Oneflow in summary

For definition of key ratios presented below, see pages 30-32.

Net sales

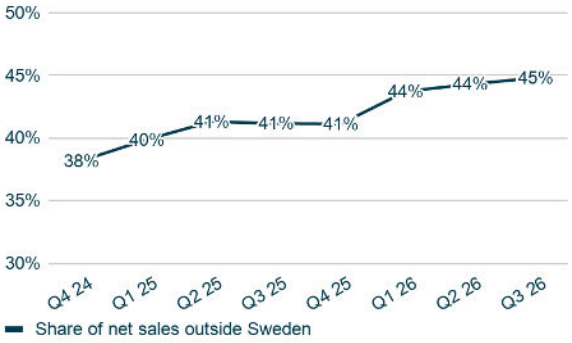
Net sales in the third quarter of the year was MSEK 50.6 (43.3), representing a growth of 17% (21) compared to the same quarter last year. Net sales for the first nine months of 2026 was MSEK 147.4 (124.0), representing a growth of 19% (25) compared to the same period last year.



Software related recurring revenues represented 98% (98) of Net sales during the third quarter and 98% (98) for the first nine months of the year. Other revenues consist of professional services.

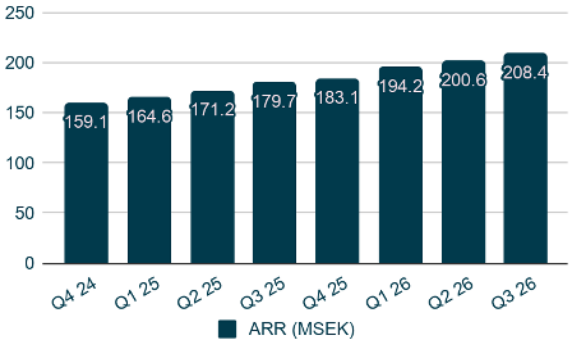
The share of Net sales generated outside of Sweden ended during the third quarter at 45% (41) and 44% (41) for the first nine months of the year.

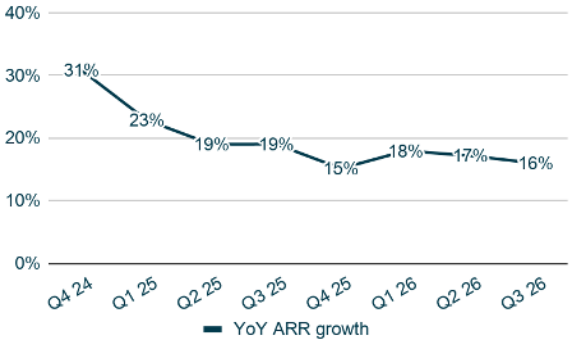
We currently have paying customers in 44 (45) countries.



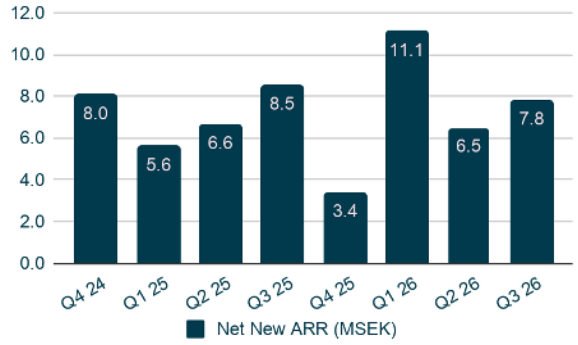
ARR

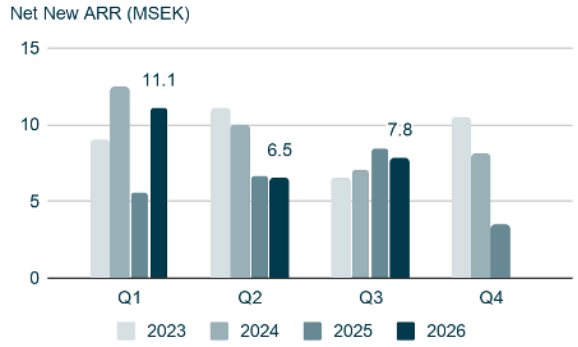
Total ARR ended the third quarter at MSEK 208.4 (179.7), a growth of 16% compared to the same period last year. Since the beginning of the year, currency effects have had a positive impact on ARR of MSEK 6.9.



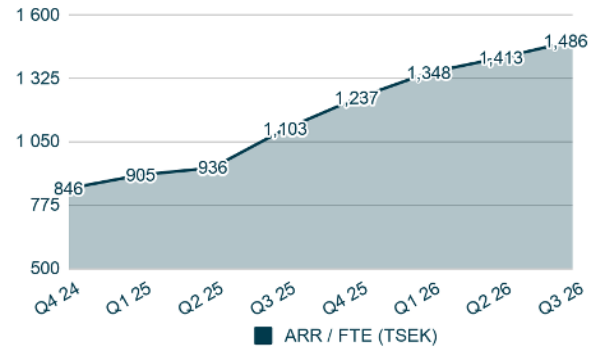


Net New ARR closed at MSEK 7.8 (8.5) for the third quarter, down 8% compared to the same quarter last year. Net New ARR for the first nine months of the year was MSEK 25.3 (20.7), up 22% compared to the same period last year.



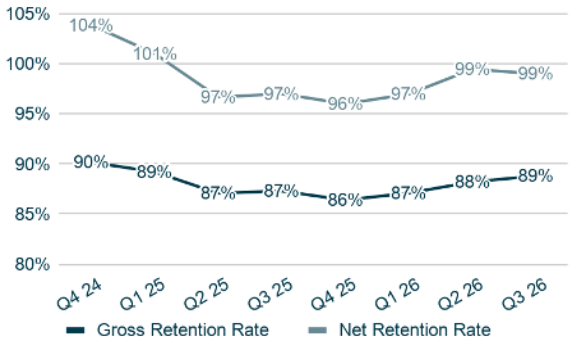


ARR per FTE (including team Sri Lanka) was TSEK 1,486 (1,103) in the third quarter of 2026, up 35% from the same period last year.



Revenue retention

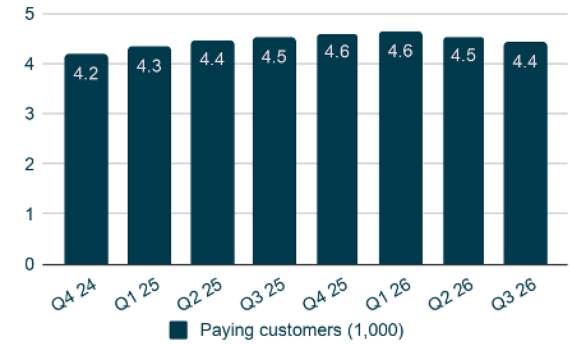
Gross Retention Rate was 89% (87) for the third quarter of 2026 and 88% (88) for the first nine months of the year. Gross Retention Rate includes churn and contraction (and not expansion sales).



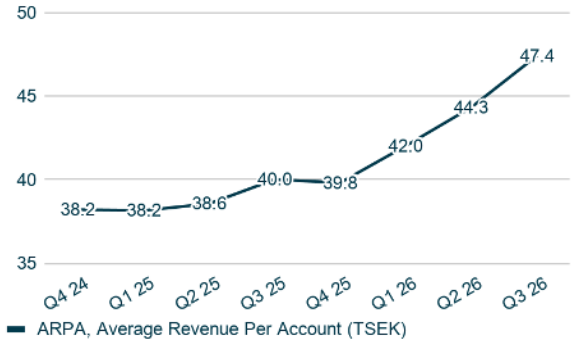
Net Retention Rate ended the third quarter at 99% (97) and 98% (98) for the first nine months of the year. Net Retention Rate includes churn, contraction and expansion sales.

Customers

The number of paying customers was 4.4 thousand (4.5) at the end of the third quarter, down 2% from the same period last year. The decrease reflects our strategic shift upmarket and sharper focus on customers that align with our ICP (ideal customer profile).

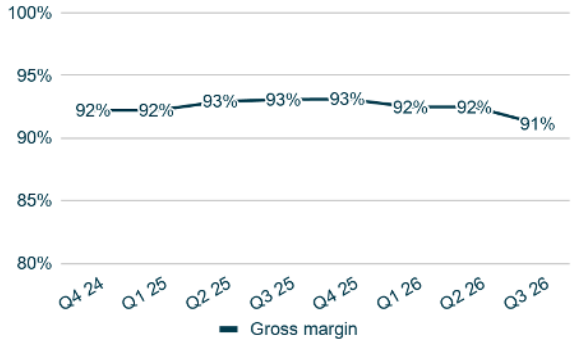


ARPA (Average Revenue Per Account) was TSEK 47.4 (40.0) by the end of the third quarter of 2026, up 19% since the same quarter last year. ARPA for the first nine months of the year was TSEK 44.6 (38.9), up 15% compared to the same period last year.



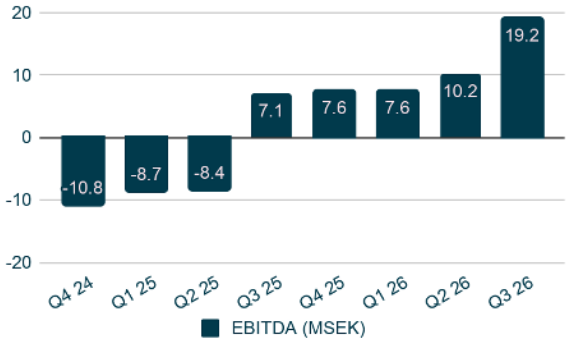
Gross margin

Gross margin was 91% (93) for the third quarter of 2026 and 92% (93) for the first nine months of the year. Cost of service sold related expenses consist of hosting and sales commission to partners, where commission to partners accounts for the largest share.



EBITDA

During the third quarter EBITDA amounted to MSEK 19.2 (7.1), corresponding to an EBITDA margin of 38% (16). EBITDA for the first nine months of the year was MSEK 37.1 (-10.0), corresponding to an EBITDA margin of 25% (-8).



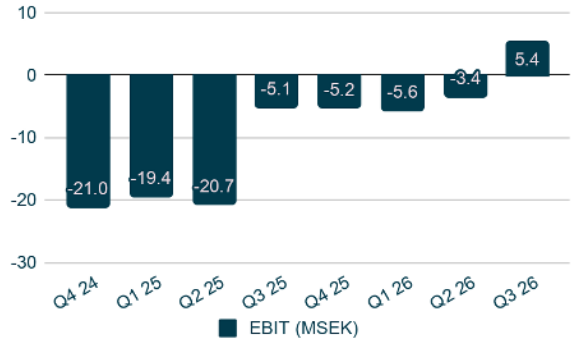
In the third quarter of 2026, other costs amounted to MSEK -11.4 (-13.5), of which MSEK -4.5 (-3.0) related to costs of services sold. In the first nine months of the year other costs amounted to MSEK -37.7 (-45.6), of which MSEK -11.8 (-9.0) related to costs of services sold.

Other expenses (MSEK)	Q3 2026	Q3 2025	Q1–Q3 2026	Q1–Q3 2025	2025
Cost of goods sold	–4.5	–3.0	–11.8	–9.0	–12.2
External services and software	–4.4	–5.9	–14.2	–15.8	–20.8
Other expenses	–2.5	–4.6	–11.7	–20.8	–27.2
Total	**–11.4**	**–13.5**	**–37.7**	**–45.6**	**–60.2**

The positive development in EBITDA is primarily attributable to continued revenue growth combined with organizational efficiency improvements, which have contributed to lower operating costs. Taken together, these factors resulted in a significant improvement in EBITDA for the third quarter compared with the corresponding quarter of the previous year.

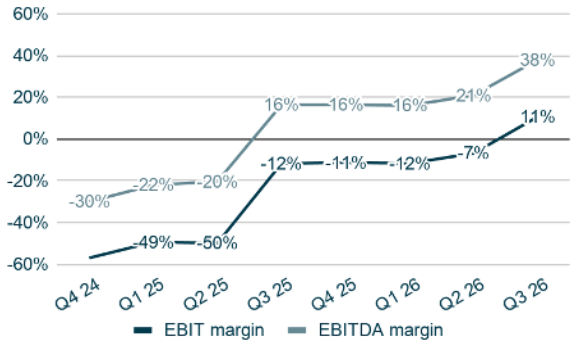
EBIT

Operating income during the third quarter, EBIT, amounted to MSEK 5.4 (-5.1), corresponding to an EBIT margin of 11% (-12). EBIT for the first nine months of the year was MSEK -3.6 (-45.2), corresponding to an EBIT margin of -3% (-36).



With the ambition of becoming a global thought leader in digital contract management, the company continues to prioritize product development. The decrease in capitalized development expenditure during the quarter compared with the corresponding period of the previous year is primarily attributable to organizational efficiency improvements. At the same time, depreciation and amortization increased, mainly due to the ongoing amortization of previously capitalized development costs.

Continued revenue growth combined with lower costs contributes to positive earnings development.



Cash flow and investments

During the third quarter cash flow from current operations amounted to MSEK 18.1 (-2.3). For the first nine months of the year cash flow from current operations amounted to MSEK 50.3 (-6.9).

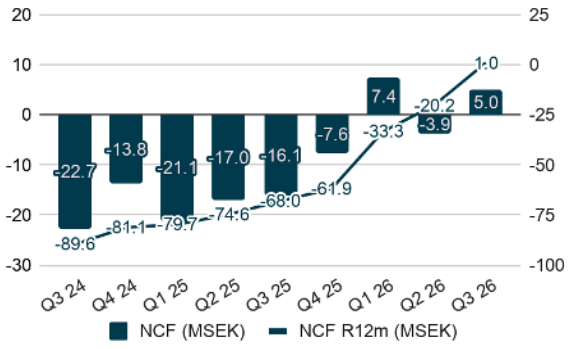
Third quarter investments in tangible non-current assets amounted to MSEK -0.1 (-0.2) and for the first nine months of the year to MSEK -0.3 (-0.8), excluding right-to-use assets.

Investments in intangible non-current assets amounted to MSEK -10.8 (-12.2) for the third quarter and MSEK -35.2 (-40.7) for the first nine months of the year. Investments in intangible non-current assets consisted of capitalization of development costs relating to the technical platform.

Investments in financial non-current assets amounted to MSEK 0.0 (0.0) for the third quarter and MSEK 0.0 (-0.3) for the first nine months of the year.

In the third quarter, amortization of capitalized development costs amounted to MSEK -11.4 (-9.8) and amortization of right-to-use assets amounted to MSEK -2.2 (-2.0). For the first nine months of the year, depreciation of capitalized development costs amounted to MSEK -33.2 (-27.9) and amortization of right-to-use assets amounted to MSEK -6.6 (-6.1).

During the third quarter net cash flow (NCF) amounted to MSEK 5.0 (-16.1). For the first nine months of the year net cash flow amounted to MSEK 8.5 (-54.0).



Equity and liabilities

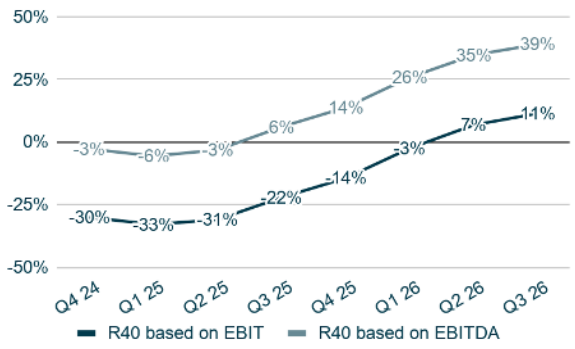
The Group's equity amounted to MSEK 91.4 (102.2) at the end of the third quarter of 2026.

During the third quarter cash flow from financing activities amounted to MSEK -2.3 (-1.8) and -6.7 MSEK (-5.6) for the first nine months of the year, consisting of amortization of leasing liabilities.

Cash and cash equivalents amounted to MSEK 52.2 (51.1) at the end of the third quarter of 2026. The group's net debt amounted to MSEK -46.0 (-36.1).

Rule of 40

At the end of Q3 2026, the Rule of 40 based on EBIT was 11% (-22%), while the Rule of 40 based on EBITDA was 39% (-6%). The Rule of 40 is calculated as year-on-year ARR growth plus the EBIT or EBITDA margin for the preceding twelve months, with both measures expressed as percentages.



Oneflow AB's share

Oneflow AB is listed on Nasdaq First North Premier Growth Market, trading under the ticker "ONEF". The total number of shares issued was 28,439,687 at the end of the period. The company does not own any of its own shares.

For a list of the largest shareholders, see Oneflow's website.

Financial goals

Reach sustainable EBIT profitability within existing funding. Our ambition is to expand EBIT margins and establish sustained positive free cash flow over time.

Profitable growth

Use the Rule of 40 as a framework to balance ARR growth and EBIT margin. We will prioritise investments where we see attractive long-term returns, while maintaining financial discipline.

The financial goals are based on organic growth and assume no acquisitions. These goals replace the previously communicated financial goals.

Dividend policy

The Board of Directors does not expect to propose dividends in the short term. Cash flow will be prioritised for organic growth while maintaining a sound financial position.

Employees

The Group had 117 employees (144) at the end of the third quarter of 2026. The average number of employees during the quarter was 113 (149). On top of that the company had a team of 23 (19) developers in Sri Lanka by the end of the quarter. From a legal standpoint these are consultants. However, they are considered and treated as any other Oneflow employee, and the consultant model is to mitigate administrative tasks.

Parent company

Operations in Sweden are conducted in the parent company, Oneflow AB. As of 30 September 2026, Oneflow AB owns 100% of the shares in all subsidiaries.

Operating income in the parent company during the third quarter of 2026 amounted to MSEK 4.9 (-5.7) and MSEK -4.9 (-46.7) for the first nine months of the year.

Cash and cash equivalents amounted to MSEK 49.0 (47.9).

As of 30 September 2026, restricted equity includes funds for development expenditure of MSEK 124.6 (121.5).

Other events during the reporting period

No significant events have occurred during the reporting period.

Other events after the reporting period

No significant events have occurred after the reporting period.

Forward-looking information

This report may contain forward-looking information based on management's current expectations. Although management believes the expectations expressed in such forward-looking information are reasonable, there are no assurances that these expectations will be correct. Consequently, future outcomes may vary considerably compared to the forward-looking information due to, among other things, changed market conditions for Oneflow's products and more general changes to economic, market and competitive conditions, changes to regulatory requirements or other policy measures and exchange rate fluctuations.

Financial calendar

- 12 February 2027: Year-end Report 2026
- 5 May 2027: Interim Report Q1 2027
- 5 May 2027: Annual General Meeting 2027

The CEO certifies that the interim report, to the best of their knowledge, provides a fair overview of the parent company's and the group's operations, financial position and results and describes the material risks and uncertainties faced by the parent company and the companies included in the Group.

Stockholm, 6 November 2026.

Anders Hamnes
CEO & Founder

Additional information can be obtained from:

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This interim report has been subject to a limited review by the company's auditors.

The Interim Report has been published in both English and Swedish.

Key ratios for the Group

	Q3 2026	Q3 2025	Q1–Q3 2026	Q1–Q3 2025	2025
Financial key ratios					
Net sales (MSEK)	50.6	43.3	147.4	124.0	170.5
EBIT (MSEK)	5.4	- 5.1	–3.6	- 45.2	- 50.4
EBIT margin (%)	10.6	- 11.8	–2.5	- 36.4	- 29.6
Earnings per share, non-diluted (SEK)	0.19	- 0.19	–0.13	- 1.62	- 1.82
Earnings per share, diluted (SEK)	0.19	- 0.19	–0.13	- 1.62	- 1.82
Alternative financial key ratios					
Net sales growth (%)	16.8	21.3	18.9	25.3	25.6
Gross profit (MSEK)	46.1	40.3	135.7	115.1	158.2
Gross margin (%)	91.1	93.1	92.0	92.8	92.8
EBITDA (MSEK)	19.2	7.1	37.1	- 10.0	- 2.4
EBITDA margin (%)	37.9	16.3	25.1	- 8.1	- 1.4
Alternative operational key ratios					
ARR, Annual Recurring Revenue (MSEK) (1)	208.4	179.7	208.4	179.7	183.1
ARR growth (%) (1)	15.9	19.0	15.9	19.0	15.1
ARR / Net sales (%) (1)	107.5	111.8	107.5	111.8	107.4
ARR / FTE (TSEK) (1) (2)	1,486	1,103	1,486	1,103	1,237
NNARR, Net New ARR (MSEK) (1)	7.8	8.5	25.3	20.7	24.0
Rule of 40 (1)	11.3	- 22.2	-	-	- 14.5
Recurring revenues	49.8	42.5	145.2	122.0	167.7
Paying customers (in thousands)	4.4	4.5	4.4	4.5	4.6
ARPA, Average Revenue Per Account (TSEK) (3)	47.4	40.0	44.6	38.9	39.2
GRR, Gross Retention Rate (%) (3)	88.8	87.3	88.0	87.9	87.5
NRR, Net Retention Rate (%) (3)	99.0	97.0	98.5	98.2	97.7
Average number of employees (RTM)	113	149	117	154	147
Number of employees, end of period	117	144	117	144	127

(1) Historical ARR figures were retroactively adjusted in Q1 2025 according to revised ARR calculation methodology.
(2) Including the Sri Lanka team
(3) Average for the period

Consolidated income statement in summary

(TSEK)	Note	Q3 2026	Q3 2025	Q1–Q3 2026	Q1–Q3 2025	2025
Net sales	4	50,634	43,336	147,438	124,043	170,495
Capitalized development work by own employees	7	8,092	9,827	27,253	32,714	41,975
Other revenues		204	27	315	55	108
Gross income		**58,930**	**53,190**	**175,006**	**156,812**	**212,577**
Operating expenses						
Compensation to employees		-28,399	-32,633	-100 274	-121,193	-154,761
Depreciation	7	-13,825	-12,187	-40,691	-35,138	-47,984
Other expenses		-11,353	-13,483	-37,680	-45,645	-60 225
Total operating expenses		**-53,577**	**-58,303**	**-178,645**	**-201,977**	**-262,969**
Operating income		**5,353**	**-5,113**	**-3,639**	**-45 165**	**-50,392**
Financial expenses		- 50	- 124	- 267	- 49	- 192
Income after financial net		**5,303**	**-5,237**	**-3,906**	**-45,213**	**-50,584**
Taxes		- 62	91	- 207	- 441	- 516
Net income		**5,241**	**-5,146**	**-4,113**	**-45,654**	**-51,100**
Net income attributed to:						
Shareholders of the Parent company		5,241	-5,146	-4,113	-45,654	-51,100
		5,241	**-5,146**	**-4,113**	**-45,654**	**-51,100**
Earnings per share, based on income attributed to shareholders of the Parent during the year (SEK / share)						
Earnings per share						
Earnings per share, non-diluted		0.19	- 0.19	- 0.13	- 1.62	- 1.82
Earnings per share, diluted		0.19	- 0.19	- 0.13	- 1.62	- 1.82

Consolidated statement of other comprehensive income

(TSEK)	Note	Q3 2026	Q3 2025	Q1–Q3 2026	Q1–Q3 2025	2025
Net income		**5,241**	**–5 146**	**-4,113**	**-45,654**	**-51,100**
Items that may be reclassified to the income statement:						
Translation adjustments		196	- 135	439	- 282	- 414
Other comprehensive income for the period, net of tax		196	- 135	439	- 282	- 414
Comprehensive income for the period		**5,437**	**–5,281**	**-3,674**	**-45,936**	**-51,514**
Comprehensive income for the period attributed to:						
The shareholders of the Parent company		5,437	–5,281	-3,674	-45,936	-51,514

Consolidated balance sheet in summary

(TSEK)	Note	2026-09-30	2025-09-30	2025
ASSETS				
Capitalized development cost	7	124,624	121,498	122,640
Right-of-use assets		8,974	17,808	15,599
Tangible non-current assets		1,309	2,155	2,069
Shares in associated companies		0	-	0
Other financial non-current assets		2,033	2,124	2,083
Total non-current assets		**136,939**	**143,586**	**142,392**
Trade receivables		21,416	26,611	32,663
Current contract assets		752	478	690
Current tax assets		2,585	1,844	2,244
Other current receivables		957	698	1,190
Prepaid expenses and accrued income		8,187	9,394	10,332
Cash and cash equivalents		52,194	51,078	43,345
Total current assets		**86,090**	**90 103**	**90,463**
Total assets		**223,029**	**233,689**	**232,855**
EQUITY AND LIABILITIES				
Equity attributed to Shareholders of the Parent company		91,429	102,197	95,295
Total equity		**91,429**	**102,197**	**95,295**
LIABILITIES				
Non-current liabilities				
Non-current leasing liabilities		342	8,276	6,201
Deferred tax liabilities		144	141	133
Total non-current liabilities		**485**	**8,417**	**6,334**
Current liabilities				
Current leasing liabilities		7,934	8,848	8,755
Trade payables		3,877	4,040	7,238
Current contract liabilities		98,398	87,182	93,205
Other current liabilities		11,942	14,199	12,677
Accrued expenses and deferred income		8,964	8,806	9,353
Total current liabilities		**131 115**	**123,074**	**131,227**
Total equity and liabilities		**223,029**	**233,689**	**232,855**

Consolidated statement of changes in equity

		Attributable to the Parent company's shareholders			
(TSEK)	**Note**	**Share capital**	**Additional paid-in capital**	**Retained earnings**	**Total equity**
Opening balance January 1, 2026		**852**	**443,553**	**-349 110**	**95,295**
Net income for the period				-4,113	-4,113
Other comprehensive income for the period				439	439
Total comprehensive income		**852**	**443,553**	**-352,784**	**91,621**
Transactions with owners					
Share-based payment		-	- 193	-	- 193
Exercised warrants		1	-	-	1
Warrants	5	-	-	-	-
Total transactions with owners		**1**	**- 193**	**-**	**- 192**
Closing balance September 30, 2026		**853**	**443,360**	**-352,784**	**91,429**
Opening balance January 1, 2025		**850**	**443,907**	**-297,596**	**147 162**
Net income for the period				–45,654	-45,654
Other comprehensive income for the period				–282	- 282
Total comprehensive income		**850**	**443,907**	**-343,532**	**101,225**
Transactions with owners					
Share-based payment		-	649	-	649
Exercised warrants		2	-	-	2
Warrants	5	-	321	-	321
Total transactions with owners		**2**	**970**	**-**	**972**
Closing balance September 30, 2025		**852**	**444,877**	**-343,532**	**102,197**

		Attributable to the Parent company's shareholders			
(TSEK)	**Note**	**Share capital**	**Additional paid-in capital**	**Retained earnings**	**Total equity**
Opening balance January 1, 2025		**850**	**443,907**	**-297,596**	**147 162**
Net income for the period				-51,100	-51,100
Other comprehensive income for the period				- 414	- 414
Total comprehensive income		**850**	**443,907**	**-349 110**	**95,647**
Transactions with owners					
Share-based payment		-	- 675	-	- 675
Exercised warrants		2	-	-	2
Warrants	5	-	321	-	321
Total transactions with owners		**2**	**- 354**	**-**	**- 352**
Closing balance December 31, 2025		**852**	**443,553**	**-349 110**	**95,295**

Consolidated cash flow in summary

(TSEK)	Note	Q3 2026	Q3 2025	Q1–Q3 2026	Q1–Q3 2025	2025
Cash flow from current operations						
Operating income		5,353	−5,113	−3,639	−45,165	−50,392
Adjustments for non-cash items		13,573	12,306	40,532	36,314	47,745
Interest received		125	61	334	748	1,082
Interest paid		−138	−251	−521	−830	−1,059
Taxes paid		−501	−433	−2,071	−2,167	−2,530
Cash flow from operating activities before changes in working capital		**18,412**	**6,570**	**34,635**	**−11,100**	**−5,154**
Change in accounts receivable		3,672	−7,069	11,259	−209	−5,195
Change in other short-term operating receivables		65	2,658	2,226	2,620	−337
Change in accounts payable		−720	−281	−3,361	−6,281	−3,084
Change in other short-term operating liabilities		−3,327	−4,208	5,552	8,034	13,081
Cash flow from changes in working capital		**−310**	**−8,900**	**15,676**	**4,164**	**4,465**
Cash flow from current operations		**18,102**	**−2,330**	**50,311**	**−6,936**	**−689**
Cash flow from investing activities						
Investment in intangible non-current assets		−10,769	−12,181	−35,165	−40,737	−52,183
Investment in tangible non-current assets		−87	−234	−284	−840	−1,104
Investment in financial non-current assets		0	0	0	−342	−342
Disposal of financial non-current assets		0	395	163	395	395
Sale of tangible non-current assets		24	34	122	65	82
Cash flow from investing activities		**−10,832**	**−11,986**	**−35,164**	**−41,459**	**−53,152**
Cash flow from financing activities						
Share issue		0	0	1	2	2
Premium for stock options		0	321	0	321	321
Amortization of leasing liabilities		−2,257	−2,115	−6,680	−5,964	−8,132
Cash flow from financing activities		**−2,257**	**−1,794**	**−6,679**	**−5,641**	**−7,809**
Net cash flow		**5,013**	**−16,110**	**8,468**	**−54,036**	**−61,650**
Net change in cash flow						
Cash and cash equivalents, beginning of the period		46,997	67,235	43,345	105,263	105,263
Exchange rate changes on cash		184	−47	381	−149	−268
Cash and cash equivalents, end of period		**52,194**	**51,078**	**52,194**	**51,078**	**43,345**

Parent company income statement in summary

(TSEK)	Note	Q3 2026	Q3 2025	Q1–Q3 2026	Q1–Q3 2025	2025
Net sales	4	50,634	43,336	147,438	124,043	170,495
Capitalized development work by own employees	7	8,092	9,827	27,253	32,714	41,975
Other income		205	27	314	55	108
Gross income		**58,931**	**53,190**	**175,005**	**156,812**	**212,577**
Operating expenses						
Compensation to employees		-24,064	-27,039	-86,174	-101,917	-130,039
Depreciation		-11,587	-10,123	-33,979	-28,869	-39,468
Other expenses		-18,332	-21,745	-59,797	-72,765	-95,517
Total operating expenses		**-53,983**	**-58,907**	**-179,950**	**-203,551**	**-265,024**
Operating income		**4,948**	**-5,717**	**-4,945**	**-46,739**	**-52,447**
Financial expenses		83	124	224	716	795
Income after financial net		**5,031**	**-5,593**	**-4,721**	**-46,023**	**-51,651**
Income before taxes		**5,031**	**-5,593**	**-4,721**	**-46,023**	**-51,651**
Taxes		- 7	- 20	- 41	- 63	- 88
Net income for the period		**5 024**	**-5,613**	**-4,762**	**-46,086**	**-51,740**

Parent company statement of other comprehensive income

(TSEK)	Note	Q3 2026	Q3 2025	Q1–Q3 2026	Q1–Q3 2025	2025
Net income		**5,024**	**-5,613**	**-4,762**	**-46,086**	**-51,740**
Other comprehensive income						
Other comprehensive income for the period, net of tax		-	-	-	-	-
Comprehensive income for the period		**5,024**	**-5,613**	**-4,762**	**-46,086**	**-51,740**
Comprehensive income for the period attributed to:						
The shareholders of the Parent Company		**5,024**	**-5,613**	**-4,762**	**-46,086**	**-51,740**

Parent company balance sheet in summary

(TSEK)	Note	2026-09-30	2025-09-30	2025
ASSETS				
Non-current assets				
Intangible non-current assets	7	124,624	121,498	122,640
Tangible non-current assets		1,050	1,779	1,740
Shares in subsidiaries		45	45	45
Shares in associated companies		0	-	0
Other financial non-current assets		539	539	539
Total non-current assets		**126,258**	**123,861**	**124,964**
Current assets				
Trade receivables		21,416	26,611	32,663
Receivables group companies		1,770	2,353	2,508
Current tax assets		2,685	1,984	2,403
Other current assets		705	872	760
Prepaid expenses and accrued income		8,856	9,176	10,875
Cash and cash equivalent		49,000	47,941	39,916
Total current assets		**84,431**	**88,937**	**89,126**
Total assets		**210,688**	**212,799**	**214,091**
EQUITY AND LIABILITIES				
Equity		87,326	99,222	92,223
Total equity		**87,326**	**99,222**	**92,223**
LIABILITIES				
Current liabilities				
Account payables		3,871	3,943	6,625
Payables group companies		1,514	1,634	2,288
Other current liabilities		12,899	14,659	12,679
Accrued expenses and deferred income		105,079	93,341	100,276
Total current liabilities		**123,362**	**113,576**	**121,868**
Total equity and liabilities		**210,688**	**212,799**	**214,091**

Notes

1. General information

Oneflow AB (publ) (the “Parent Company”) and its subsidiaries (together the “Group”) are a software company that develops, sells and implements user-friendly digital systems for contract management.

The Group had offices in Sweden, Norway, Finland, the UK, the Netherlands and USA where Oneflow AB, through its wholly-owned subsidiaries and branch and through associated company constitute the primary operating activities.

The Parent company is a limited company registered in Sweden, corporate registration number 556903-2989, with its head office in Stockholm. The address of the main office is Gävlegatan 12 A, SE 113-30 Stockholm, Sweden.

2. Accounting policies

Oneflow prepares its consolidated financial statements in accordance with the International Financial Reporting Standards (IFRS). The interim report has been prepared in accordance with IAS 34 Interim Financial Reporting. IFRS 18, which concerns presentation and disclosures in the financial reports, has been published and will come into force on 1 January 2027. The Group applies the same accounting policies as those in the annual report as of 31 December 2025.

The Parent company prepares its report in accordance with RFR 2 Accounting for Legal Entities as well as the Swedish Annual Accounts Act, and applies the same accounting policies and measurement methods as in the latest annual report.

Estimates and assessments

Preparing reports in accordance with IFRS requires the use of certain important estimates for accounting purposes. Furthermore, management is required to make certain judgments when applying the group’s accounting policies. Estimates and assumptions are based on historical experience and are reviewed regularly. Actual results may differ from these estimates and judgments.

3. Financial risk management

3.1 Financial risk factors

Through its operations, the Group is exposed to both business and financial risks. These risks are described in detail in the company’s Annual Report for 2025.

Oneflow is in a growth phase, and profit/loss for the first nine months of 2026 amounted to MSEK -4.1 (-45.7). The company reported a positive result for the third quarter of MSEK 5.2 (-5.1). Cash flow was also positive during the quarter, amounting to MSEK 5.0 (-16.1). For the first nine months of the year, cash flow amounted to MSEK 8.5 (-54.0).

Historically, the company has not been able to finance its operations solely through internally generated cash flow and has therefore been dependent on external financing. In 2022, the company successfully completed its listing on Nasdaq First North, raising a total of MSEK 290, including the over-allotment option. The company also completed a directed share issue in August 2024, which strengthened its cash position by MSEK 88.

The prospects for Oneflow's continued development and expansion in the coming years are considered favourable.

During 2025, parts of the organisation were restructured with the aim of increasing efficiency and strengthening cash flow. The restructuring resulted in a reduction in the number of employees. Since then, the company has continued to focus on cost control and improving cash flow.

Based on the current cash flow forecasts and business plan, the Board of Directors considers the company's available liquidity sufficient to finance its operations and meet its working capital requirements until the company reaches profitability.

If the company does not have sufficient capital to finance its operations in accordance with its growth plans, it may be required to suspend or postpone planned development activities, restructure all or parts of its operations, or operate at a slower pace than intended. This could result in delayed or lost sales revenue and postpone the point at which the company becomes profitable. If the company is unable to finance its operations without external funding, or if external funding is required but cannot be obtained, or can only be obtained on terms unfavourable to the company, this could have a significant adverse effect on the company's earnings, financial position and growth opportunities.

If sufficient capital cannot be raised through share issues, the Company may need to adjust its cost base and pace of development and rely on funding from its shareholders and cash flows generated by the business.

The ongoing geopolitical conflicts currently have no direct impact on Oneflow's sales. However, the company is indirectly exposed through a deteriorating macroeconomic environment characterised by rising inflation and interest rates and weaker economic growth.

As Oneflow has no interest-bearing debt, it is not directly affected by rising interest rates. However, it may be indirectly affected if its customers or suppliers experience financial difficulties. In addition to the risk of higher costs for the Group, reduced demand for the company's products could adversely affect its operations and growth opportunities.

The Group operates both domestically and internationally and is therefore exposed to currency fluctuations, primarily in EUR, NOK and GBP. Currency risks arise from future commercial transactions and recognised assets and liabilities. Exchange-rate movements may affect the company's earnings.

During periods of economic uncertainty, smaller currencies, such as the Swedish krona (SEK), tend to weaken against the euro and the British pound.

The Board of Directors and management continuously monitor geopolitical developments to assess and proactively manage potential risks and opportunities.

4. Revenue

(TSEK)	Q3 2026	Q3 2025	Q1–Q3 2026	Q1–Q3 2025	2025
Group					
Subscription revenue	49,799	42,521	145,177	121,981	167,671
Non-recurring revenue	835	815	2,260	2,062	2,824
Total net sales	**50,634**	**43,336**	**147,438**	**124,043**	**170,495**
Parent company					
Subscription revenue	49,799	42,521	145,177	121,981	167,671
Non-recurring revenue	835	815	2,260	2,062	2,824
Total net sales	**50,634**	**43,336**	**147,438**	**124,043**	**170,495**

Revenue Sweden and other countries

(TSEK)	Q3 2026	Q3 2025	Q1–Q3 2026	Q1–Q3 2025	2025
Group					
Sweden	27,956	25,505	82,155	73,443	100,797
Norway	7,594	6,006	21,468	17,338	23,563
Finland	5,145	4,560	15,156	12,498	17,242
Other countries	9,939	7,265	28,659	20,763	28,893
Total net sales	**50,634**	**43,336**	**147,438**	**124,043**	**170,495**
Parent company					
Sweden	27,956	25,505	82,155	73,443	100,797
Norway	7,594	6,006	21,468	17,338	23,563
Finland	5,145	4,560	15,156	12,498	17,242
Other countries	9,939	7,265	28,659	20,763	28,893
Total net sales	**50,634**	**43,336**	**147,438**	**124,043**	**170,495**

Current contract balances

Information on receivables, contractual assets and contractual liabilities from contracts with customers is summarized below.

(TSEK)	2026-09-30	2025-09-30	2025
Group			
Current contract assets	752	478	690
Current contract liabilities	98,398	87,182	93,205
Parent company			
Current contract assets	752	478	690
Current contract liabilities	98,398	87,182	93,205

Contract assets primarily relate to the group's right to compensation for work performed but not invoiced at the balance sheet date. There are no write-downs in contract assets as of 30 September 2026. Contract assets are transferred to receivables when the rights become unconditional. This usually happens when the group issues an invoice. Contractual liabilities mainly refer to the advanced payments received from customers, prepaid income in the form of already sold right of use, for which income is recognized over time. The MSEK 93.2 reported as contractual debt at the beginning of the period are being recognized as revenue during 2026, and the MSEK 98.4 reported as contractual debt by the end of September 30, 2026, refers to revenue that will be reported over a 12-month period starting on October 1, 2026.

5. Earnings per share

Non-diluted

Earnings per share before dilution is calculated by dividing the earnings attributable to the Parent Company's shareholders by the weighted average number of ordinary shares outstanding.

Non-diluted	Q3 2026	Q3 2025	Q1–Q3 2026	Q1–Q3 2025	2 025
Net income attributed to Shareholders of the Parent Company, TSEK	5,437	−5,281	−3,674	−45,936	−51,514
Weighted average number of ordinary shares outstanding, pcs	28,439,687	28,391,978	28,411,376	28,373,846	28,378,416
Earnings per share, non-diluted, SEK	**0.19**	**−0.19**	**−0.13**	**−1.62**	**−1.82**

Diluted

For calculation of earnings per share after dilution, the weighted average number of shares outstanding is adjusted for the dilution effect of all potential ordinary shares. In the event of a loss, potential ordinary shares do not give rise to dilution.

Diluted	Q3 2026	Q3 2025	Q1–Q3 2026	Q1–Q3 2025	2025
Net income attributed to Shareholders of the Parent Company, TSEK	5,437	–5,281	–3,674	–45,936	–51,514
Weighted average number of ordinary shares outstanding, pcs	28,439,687	28,391,978	28,411,376	28,373,846	28,378,416
Earnings per share, diluted, SEK	**0.19**	**–0.19**	**–0.13**	**–1.62**	**–1.82**

The Group has three employee stock option programmes, all of which are described in the company's 2025 Annual Report.

During the second quarter of the year, 47,709 options from previous incentive programmes, as described in the company's 2025 Annual Report, were exercised for shares.

The total number of shares issued was 28,439,687 at the end of the period. Assuming that all options for all outstanding incentive programs are exercised to subscribe for shares, this will result in an increase in the number of shares by a total of 269,563 representing a potential dilution of 0.94% of shares and voting rights.

6. Related-party transactions

Other than customary remuneration (salary, fees, and other benefits) to the CEO, senior executives, and the Board of Directors, no other material related party transactions have occurred during the period that have had a significant impact on the Group's financial performance or position.

Where applicable, transactions with related parties have been on market terms.

7. Intangible non-current assets

Intangible non-current assets consist of capitalized development costs. Capitalized development costs per 30 September 2026 amounted to MSEK 124.6 (121.5). Intangible assets are amortized over five years. Depreciation has been initiated for all capitalizations. The value is tested annually for impairment. Management evaluates the performance of the business based on the group's overall operating results, which is linked to the technical platform. Consequently, the management's assessment is that there is only one cash-generating unit/operating segment linked to the technical platform.

Impairment testing is based on calculations of the value in use. These calculations proceed from estimated future cash flows before tax, based on financial budgets and forecasts approved by company management.

Critical variables, and the method used for estimating these values, for the seven-year period described below. All significant assumptions are based on management’s historical experience.

Forecast period and long-term growth

The forecast period is 7 years. During the forecast period, net sales growth is estimated on average to be 14% (18) per year. The lower projected net sales growth reflects recent uncertainty in the market environment. As a result, our revised forecast adopts a more cautious outlook while still reflecting solid long-term growth potential.

Cash flows beyond this seven-year period have been attributed an annual net sales growth rate of 2% (2). The rate of growth does not exceed the long-term rate of growth for the market in which the Group is active. The forecasted operating margin in year 7 amounts to 32% (25). The improved forecasted operating margin is primarily driven by efficiency measures, improved cost control, and a higher share of revenue from more profitable business areas.

Growth and margin

The growth rate of net sales and the cost for development in the first seven years is based on management's experience and assessment of the group’s market position, taking into account forward-looking factors.

Discount rate

The discount rate is calculated as the Group’s weighted average cost of capital, including risk premium. The forecast cash flows have been discounted using a pre-tax interest rate of 22% (22).

Sensitivity analysis

For the cash generating unit, the recoverable amount exceeds its carrying value. Management makes the assessment that a reasonable and possible change in the above critical variables would not have such a great effect that they, individually or together, would reduce the recoverable amount to a value lower than the carrying amount

Any need for impairment is tested yearly. The impairment testing carried out at the end of the third quarter 2026 showed no need for impairment.

Definitions of key ratios

Definitions of alternative financial key ratios

Key ratio	Definition	Purpose
Net sales growth, %	The periods net sales calculated in relation to the corresponding period last year, expressed as a percentage.	The company believes that this key ratio is relevant since it permits comparisons of growth rates between different periods.
Recurring revenues	Contractually tied subscription revenue that is renewed automatically.	Revenue that will renew automatically without any cost of acquisition.
Gross profit [1)]	Net sales less cost of services sold.	Gross profit is used for purposes such as demonstrating the company's efficiency in production and calculating the gross margin.
Gross margin, %	Gross profit as a percentage of net sales.	A key ratio that shows the relationship between the cost of the products and revenue from sales.
EBIT margin, %	Operating income as a percentage of net sales.	The EBIT margin provides a picture of the earnings that were generated by operating activities.
EBITDA	EBITDA (earnings before interest, taxes, depreciation and amortization) is operating income before depreciation, amortization and impairment. The operating result includes capitalized development work for own account.	EBITDA provides an overall view of profit that is generated by operations, which is useful for showing the underlying earning capacity of the business.
EBITDA margin, %	EBITDA as a percentage of net sales.	A measure of profitability used by investors, analysts and company management to evaluate the company's profitability.
NCF (Net Cash Flow)	Cash flow for the period, representing the sum of cash flows from operating activities, investing activities, and financing activities.	NCF provides an overall view of the change in the company's cash and cash equivalents during the period and enables an assessment of the company's ability to generate cash flow, finance investments, and meet its financial obligations.

1) Direct variable costs that arise in the delivery of services are recognized in Cost of services sold. These costs consist of factors such as storage in server rooms, variable costs for signing agreements and commissions for partners who supply the company's services. The item does not include depreciations, amortizations or personnel costs.

Reconciliation tables for alternative financial key ratios

Reconciliation growth in net sales (TSEK)	Q3 2026	Q3 2025	Q1–Q3 2026	Q1–Q3 2025	2025
Net sales for the previous period	43,336	35,718	124,043	98,996	135,691
Net sales for the current period	50,634	43,336	147,438	124,043	170,495
Organic growth in net sales (%)	**16.84**	**21.33**	**18.86**	**25.30**	**25.65**

Reconciliation gross profit and gross margin (TSEK)	Q3 2026	Q3 2025	Q1–Q3 2026	Q1–Q3 2025	2025
Net sales	50,634	43,336	147,438	124,043	170,495
Cost of services	−4,495	−3,004	−11,786	−8,986	−12,245
Gross profit	**46,139**	**40,332**	**135,652**	**115,057**	**158,250**
Gross margin (%)	**91.12**	**93.07**	**92.01**	**92.76**	**92.82**

Reconciliation EBITDA and EBITDA margin (TSEK)	Q3 2026	Q3 2025	Q1–Q3 2026	Q1–Q3 2025	2025
Net sales	50,634	43,336	147,438	124,043	170,495
Operating income	5,353	−5,113	−3,639	−45,165	−50,392
Depreciation	13,825	12,187	40,691	35,138	47,984
EBITDA	**19,178**	**7,075**	**37,052**	**−10,027**	**−2,408**
EBITDA margin (%)	**37.88**	**16.33**	**25.13**	**−8.08**	**−1.41**

Definitions of alternative operational key ratios

Key ratio	Definition	Purpose
Annualized recurring revenue (ARR)	ARR is defined as the 12-month value of recurring revenue, calculated based on the full contractual value from the invoice start date to the contract termination date.	ARR is a measurement of the revenue that is expected to be repetitive over the coming 12 months, and facilitates comparison with other companies in the industry.
Growth in ARR, %	Annual growth in ARR calculated in relation to the preceding year, expressed as a percentage.	The company believes that this performance measure is relevant since it permits comparisons of growth rates between different periods.
ARR/Net sales, %	ARR on the last date of a twelve-month period as a percentage of net sales during the corresponding period.	This measure indicates how large a share of the company's net sales are recurrent at the end of the period, expressed as a percentage.
Net New ARR (NNARR)	The net change in ARR between two periods.	NNARR shows the growth in ARR between different periods.
ARR/FTE	ARR per full time employee. Defined as ARR divided by the number of full time employees.	Measures the company's efficiency and productivity in generating revenue from its employees.
Average Revenue Per Account (ARPA)	ARR per paying customer. Defined as ARR divided by the number of paying customers.	Indicates average price performance for the company's products per customer.
Rule of 40	The Rule of 40 is calculated by adding year-on-year ARR growth to the EBIT or EBITDA margin for the past 12-month, with both expressed as percentages.	The measure is used to assess the combined development of recurring revenue growth and operating profitability.
Churn	Churn is the ARR value of the subscriptions that are canceled, not renewed or downgraded during a given period of time.	Shows the company's capacity for retaining revenue from existing customers between periods.
Gross retention rate (GRR), %	GRR shows the proportion of customer loss, and is defined as the ARR of existing customers at a specific point in time that were customers 12 months earlier, excluding expansion revenue, divided by the total ARR from 12 months earlier. GRR therefore does not take into account cross sales and added sales (expansion revenue), only loss of revenue from existing customers.	Shows the company's capacity for retaining revenue from existing customers between periods.
Net retention rate (NRR), %	NRR is defined as the ARR of existing customers at a specific point in time that were customers 12 months earlier divided by the total ARR from 12 months earlier. NRR takes into account expansion revenue, which entails cross sales and added sales to existing customers, and loss of revenue from existing customers.	Shows the company's capacity for retaining and expanding revenue from existing customers between periods.

Report on Review of Interim Financial Information

Auditor's report on the review of consolidated interim financial information (interim report) prepared in accordance with IAS 34 and chapter 9 of the Swedish annual accounts act (1995:1554)

To the board of directors of Oneflow AB (publ)
Reg. No. 556903-2989

Introduction

We have reviewed the accompanying balance sheet of Oneflow AB as of September 30, 2026 and the related statements of income, changes in equity and cash flows for the nine-month period then ended, and a summary of significant accounting policies and other explanatory notes. Management is responsible for the preparation and fair presentation of this interim financial information in accordance with IAS34 and the Swedish annual accounts act. Our responsibility is to express a conclusion on this interim financial information based on our review.

Scope of Review

We conducted our review in accordance with International Standard on Review Engagements 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity." A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim financial information does not present fairly, in all material respects, the financial position of the entity as at September 30, 2026, and of its financial performance and its cash flows for the nine-month period then ended in accordance with IAS34 and the Swedish annual accounts act, and for the Parent Company in accordance with the annual accounts act.

Stockholm at the date of electronic sign

Grant Thornton Sweden AB

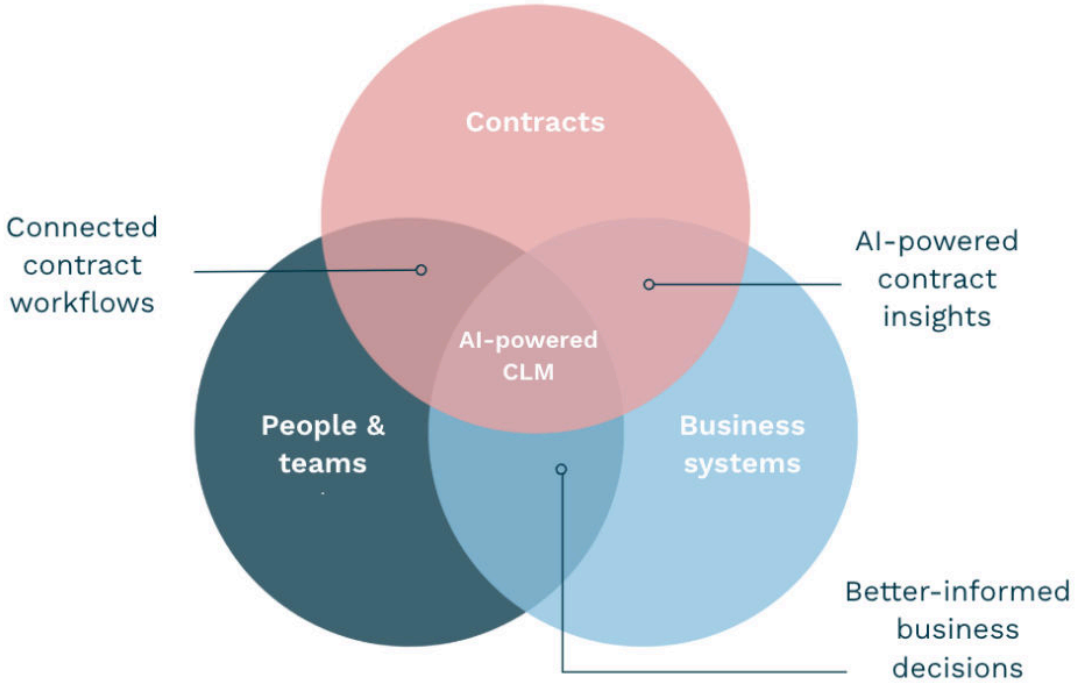
Daniel Forsgren
Authorized Public Accountant

Oneflow in brief

Contract experts

Oneflow is the leading AI-powered Contract Lifecycle Management provider on the Nordic market. We help organizations grow faster with less risks, better workflows, smarter decisions that lead to quicker deals.

Everything that Oneflow does is guided by our value proposition: contracts shouldn't create more work for your business — they should move your business forward. Oneflow connects contracts to the workflows that run your business, before and after signature. Strong CRM, HR, and ERP integrations keep signed terms connected to the systems teams use to sell, bill, deliver, manage risk, and support Q2C, H2R, and S2P processes. With powerful integrations and automation, Oneflow helps teams move faster while staying in control.



Oneflow develops, sells and implements an end-to-end contract lifecycle management platform for all contracts with a simple, easy-to-use tool with broad data usage capabilities. The platform is equally loved and trusted by enterprise teams and startups for its ability to keep work flowing, overcoming everyday's friction and the complexity of a contract process.

Our sustainable business model

Oneflow offers a SaaS application with a subscription-based pricing model. Pricing plans are based on the value of the platform and value-added services.

Oneflow's go-to-market strategy is a combination of direct sales, inbound sales, partner sales, self-service sales and viral sales (product led growth). A large chunk of revenue comes from upselling and cross-selling because Oneflow can be used in all departments. The platform has features that help businesses to structure their contracts and workspaces according to their departments, entities, and so on.

This means that for every new customer, we have the potential to increase user volume. Our customers often find additional use cases for Oneflow once they start using the platform.

Our mission and vision

Oneflow's mission is to "move business from friction to flow, creating a world where people can be their best". Our vision is to become synonymous with contracts, hence "Say contract, think Oneflow".

From static documents to living assets

Every business runs on contracts. They define how money moves, obligations are met, and relationships are built.

Yet for most organizations, contracts are disconnected from the processes that run their business, causing an intelligence gap where revenue and costs leak quietly, obligations slip, and teams operate without the visibility they need.

It's not about contracts...

It's not about managing contracts better. Because contracts, at the end of the day, are just vessels of data. That data, however, is crucial to be able to execute and deliver on contractual commitments across your business.

... it's about what they make happen

At Oneflow, we believe contracts shouldn't create more work for your business — they should move it forward.

Our platform transforms contracts from static documents into structured, searchable, actionable data that flows seamlessly into the systems you work in. Every contract becomes a signal, surfacing insights, detecting risks, and driving execution across the entire contract lifecycle.

A new world of actionable contracts

In this world, contracts don't stop at signature. The terms don't get buried in PDFs or folders — they stay connected to the workflows teams rely on. Renewals don't get missed, obligations don't slip, and changes don't get lost in handoffs. Teams work from the same agreed terms, so execution moves faster, revenue stays protected, and risk stays under control.

Trusted by the world's most demanding organizations

Thousands of companies already run their agreements in Oneflow, connecting sales, finance, procurement, HR, and legal. They move faster, reduce admin work, and gain true visibility into revenue, costs, obligations, and risks.

Follow Oneflow!

All reports, annual reports and, where applicable, presentations are published at oneflow.com/ir, where it's also possible to subscribe to financial information.

12 February 2027	**Year-end Report 2026**
5 May 2027	**Interim report Q1 2027**
5 May 2027	**Annual General Meeting 2027**
13 August 2027	**Interim Report Q2 2027**
5 November 2027	**Interim Report Q3 2027**
11 February 2028	**Year-end Report 2027**
5 May 2028	**Interim Report Q1 2028**
5 May 2028	**Annual General Meeting 2028**



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