

# Interim report January - March 2023 24SevenOffice Group AB

## January - March 2023

- Net sales increased by 20.5 % Y-O-Y
- Consolidated net sales ended at 78,738 (SEK 000s)
- EBITDA totaled to -12,280 (SEK 000s)
- Operating profit, EBIT, was -34,194 (SEK 000s)
- Profit after tax was -43,508 (SEK 000s)
- Earnings per share -0.64 SEK





#### CEO'S COMMENTS

## Navigating market uncertainties with moderate growth

As we conclude the first quarter of 2023, 24SevenOffice continues to demonstrate growth in revenues, despite the persistent challenges and uncertainties in the market with increasing costs, inflation, interest rates and ripple effects from the ongoing war in Ukraine. Our resilience and adaptability is continuously being tested, and whilst the profitability has not yet met the expectations we set for ourselves, the initiatives we initiated last year and are reviewing on a continuous basis, is expected to manifest gradually throughout 2023 and convert into increased growth and profitability.

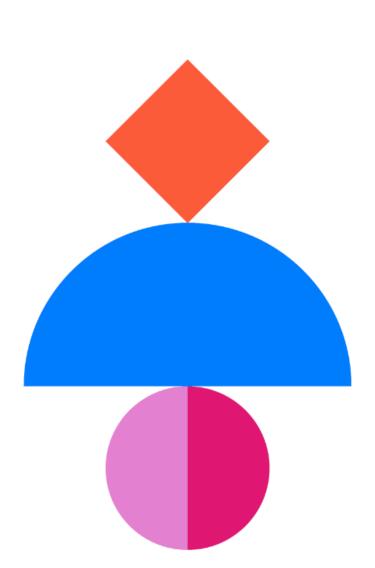
Although we acknowledge the improvement in profitability and are eager to see the outcome of all the changes and improvements we have done in the whole organization, we are still conscious of the current market and development of the geopolitical situation. The financial results for the first quarter show a moderate and continuous growth of 20.5% to MSEK 79 in net sales for 2023, a MSEK 14 increase from last year. The EBITDA ended negative at MSEK 12. I'm proud of our team that has risen to the occasion and confronted the negative profitability trend last year, focusing on delivering increased value to our customers and shareholders. Our focus remains on achieving profitable growth, and we are still targeting to reach EBITDA break-even in 2023. In pursuit of this goal, the previously mentioned initiatives that were initiated in 2022 to secure a sustainable cost base and drive profitability have started to yield positive signs and we're expecting this to further increase gradually in the coming quarters.

One of our recent milestones has been the launch of a completely new brand identity, in addition to a fully revamped web page, technical infrastructure and visual design. The feedback from our customers and partners has been overwhelmingly positive, and we are building on this momentum to create a scalable platform for increased new sales and up-sales, including a more automated customer conversion channel developed with renowned partners such as Try and Superblaise. We are continuing to invest in sales and marketing to maintain and accelererate our growth rate moving forward.

We are also excited to announce several important upcoming product releases planned towards the summer, including a brand new voucher workflow in our accounting platform, significant updates to the crm ledger, payment collection, pay-roll, and the much-anticipated soft-launch of our HRM product. These releases reflect our commitment to innovation and customer satisfaction, and strengthens our core ERP product which accounts for the majority of the revenues. Nonetheless, the new growth areas within Al accounting, payroll, MRP, payment reminder & debt collection are consistently growing and becoming increasingly important for revenue streams and creating stickiness within our customer portfolio.

This summer we are welcoming our new CFO, Magnus Grøneng, who brings significant experience and qualities that will contribute to shape the company's exciting future and will be a valuable asset to our company and executive team as we continue to grow.

Despite the uncertain development of the market with the geopolitical and financial macroeconomic uncertainties, with the increasing default rates observed in the market, we see few signs of a slowdown in our customers' activity and little impact on our usage-based revenues yet, thus we remain positive in our plan for profitability and growth.



**Eirik Aalvik Stranden** CEO

### About 24SevenOffice

24SevenOffice's vision is to empower businesses for the future. On our journey to empower businesses for the future, we deliver a leading cloud-based Al-accounting/ERP platform with the product vision to automate business administration and allow for real-time data driven decision making. With 24SevenOffice we are helping companies perform better, maximize their potential, and achieve their goals.

24SevenOffice was born in the cloud and has since the beginning in 1997 developed the system for the browser as a 100% web-based application and been on the SaaS business model since the beginning.

We are an ambitious company aiming high and with focus on keeping and continuing to build the culture of the company that has taken us where we are today. Through our core values of trust, being brave and curious we work daily to create and keep active promoters from all our stakeholders whether it is our customers, partners, resellers, or investors. Our strategy of recruiting and maintaining world class employees is crucial for driving value for our customers, staying competitive in the market, and standing out as an attractive employer

By building a market leading tech & Al company we will secure relevancy and innovation, and combining our unique tech offerings into one holistic service will ensure competitiveness

The system is customizable and built with a modular approach with accounting and financial management in the core. Integrated with the core we have our own modules for Project & Time tracking, Banking & Finance, CRM, and Payroll. With our open API platform, we build an ecosystem with plug and play integrations for our customers. Larger customers can build their own ecosystem. The system is built for automation, speed, and scalability to fit customers in all sizes and industries, from SMEs to large organizations with high volumes and advanced needs.

#### VISION

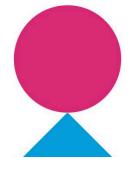
Empowering businesses for the future.

#### MISSION

Our mission is to improve the interaction between people and technology through our focus on the user experience and the integration of all important processes in one ecosystem.

#### VALUES

Our values in relation to customers, partners, investors, new candidates and among our employees are trust, brave and curious.



#### Target market and distribution channels

24SevenOffice is aiming its product suite and ecosystem at SMB's and larger companies, with fully automated processes built around accounting and financial management as a core, at a fraction of the price compared to traditional players in the market. 24SevenOffice deliver function rich SaaS software with advanced functionality that are customizable, built for speed, scalability, and automation.

Through apps and modules for data capture such as travel & expense, time recording, CRM, etc., the system is also used by the whole organization for input to the accounting and finance modules.

In addition to direct sales 24SevenOffice has a partner strategy where accounting firms with ambitions are the major channel. By using the 24SevenOffice technology platform, accounting firms experience all benefits of working in the cloud and delivering services to their customers with the Al accounting platform and through best practice. With the benefits of using 24SevenOffice they can generate new revenue streams from software and finance and free up time for value added services such as consulting and advisory services to their customers.

Through strong long-term relationships, 24SevenOffice has built a network of partners that upsell 24SevenOffice modules and apps to their customers. The company works actively to assist and ensure that accounting partners reach their milestones and goals.

#### 24SevenOffice systems and modules

24SevenOffice is becoming a true world class tech company with a full product suite. With accounting and finance as the hub, businesses can expand with core functionality such as CRM, project management, HR and payroll, hour registration, material planning systems, advanced reporting, debt collection, fintech, etc.

#### Fully integrated with banking

24SevenOffice can be fully integrated with your bank, enabling the user to post or administer payments directly from the business system. Deposits and withdrawals are automatically matched against ledgers in the 24SevenOffice's CRM system. With the 24SevenOffice bank module, the system reads back files from the bank, so that the reconciliation takes place automatically. Any errors in reconciliations are notified, so that the accounting consultant and auditor can take care of these manually. From the bank module, the user has complete traceability with the drill-down function down to the verification level.

#### Al - automated accounting

Automation of accounting with Al is now adopted to a larger extent by customers. We are the first business system in the Nordic region to offer an Al engine in accounting built with 20 years of invoice data from digitally booked invoices. The technology has already automated up to 90% of invoice processing for customers. The Al module can be delivered as a part of the 24SevenOffice system, or it can serve as automated invoice processing on top of all accounting platforms in the market. Going forward the roll-out of the Al module to existing and new customers will be intensified.

At present, more and more accounting firms are using the AI engine together with its customers. The

accounting companies that use AI and adapt their business model to the new technology will be the future winners.

#### Net sales and results

Previous acquisition affects the result due to increased amortization of goodwill, technology, customers and IPR which is written down over five years.

#### January - March 2023 - Group

Net sales for Q1 amounted to MSEK 78.7. EBITDA amounted to MSEK -12.3. Operating profit amounted to MSEK -34.2 where depreciation and amortization amounted to MSEK -21.9 Profit after tax ended at MSEK -43.5 and earnings per share amounted to SEK -0.64.

#### Parent company

Net sales for the first quarter amounted to MSEK 3.8. Operating profit amounted to MSEK -0.4. Profit before tax was MSEK 0.6. Profit after tax amounted to MSEK 0.6.

#### Cash flow and financial position - Group

The Group's cash and cash equivalents amounted to MSEK 140.7 at the end of Q1.

During Q1 2023, the Group's cash flow from operating activities before changes in working capital amounted to MSEK -23.7. Cash flow from investment activities ended at MSEK -1.3. Cash flow from financing activities ended at MSEK 0 at the end of Q1.

Current receivables amounted to MSEK 132.4 in Q1 2023. Current liabilities at the period end were MSEK 120.9, including deferred revenue of MSEK -23.9. Ending Q1, the long-term liabilities, which is essentially a convertible loan with accumulating interest, due year end 2027, amounted to MSEK 246.2. The equity/assets ratio was 30,74 percent.

#### Investments and depreciation

Ending Q12023 the Group's capitalized R&D amounted to MSEK 21.9 and capitalized concessions, patents, licenses, trademarks and similar rights amounted to MSEK 218.9. Amortization during Q1 amounted to MSEK 21.9. The write down period is five years, while the assets from the acquisitions will have a perpetual value for the company.

#### Equity

At the end of Q1 2023, the Group's equity amounted to MSEK 180.2. The share capital was MSEK 6.7 divided into 67,962,772 shares, each with a quotient value of SEK 0.1.

#### Employees

Ending Q1, the number of employees and hired full-time staff in the Group was 180, of which 138 are working in Norway, 16 in Sweden, 6 in Denmark and 20 in the US. 24SevenOffice also uses external consultants for individual projects.

#### Significant events during the period

On March 10, 24SevenOffice announced that Magnus Grøneng has been appointed as the new CFO for 24SevenOffice Group AB, and will be joining the company from July 1st 2023. He has a broad background spanning roles as CFO, management consultant and investment professional earlier in his career. Magnus is currently working in Keystone Education Group AS, where he has had roles as Senior M&A Director and CFO. Keystone is a Norwegian tech company helping millions of students globally to find the right educational path. During his tenure in Keystone, Magnus has gained deep operational experience and the company has grown its revenues significantly, both through acquisitions and organic growth. Magnus Grøneng succeeds Truls Kristian Hauger who after 15 years has decided to step down from his role as CFO. Truls Kristian Hauger will remain with the company pursuing other opportunities, as well as ensuring a smooth and orderly succession.

#### Significant events after this period

On May 3, the company announced the acquisition of the remaining Intellectual Property Rights (IPR) for South America, Africa, Middle East, Asia, and Australia & Oceania. The IPR is acquired from R-Venture AS based on a synthetical option pricing model.

There are no other significant events after this period.

#### 24SevenOffice Group AB share (Ticker: 247)

24SevenOffice Scandinavia AB's shares are traded on Spotlight Stock Market (spotlightstockmarket.com). On March 31, 2023, 24SevenOffice Scandinavia shares were listed at SEK 4.70, which corresponded to a market value of approximately SEK 319 million. During the quarter, the share was listed at a maximum of SEK 5.46 on January 2, and at a minimum of SEK 4.00 on March 15. The total number of registered shares on March 31, was 67,962,772.

#### The ten largest shareholders on March 31, 2023

Shareholders	Number of shares	Votes, %
R-VENTURE AS	39,766,737	58.51%
MORGAN STANLEY AND CO LLC	4,403,532	6.48 %
THE NORTHERN TRUST COMPANY	2,637,061	3.88 %
BNY MELLON SA/NV	2,414,817	3.55 %
EBIZ AS	1,495,216	2.20 %
CBNY-NFS LLC	1,309,525	1.93 %
AVANZA PENSION	893,610	1.32 %
ICT GROUP AS	856,422	1.26 %
NORDEA SMÅBOLAGSFOND	845,405	1.24 %
ELVEGRIS AS	842,194	1.24 %
Other shareholders	12,498,253	18.39 %
Total	67,962,772	100.00 %

#### Upcoming reports:

Annual meeting	May 10, 2023
Interim report Q2 2023	August 24, 2023
Interim report Q3 2023	November 9, 2023

The report has not been subject to review by the company's auditor.

Stockholm May 4, 2023

24SevenOffice Group AB CEO Eirik Aalvik Stranden

#### For further information please contact: Eirik Aalvik Stranden, CEO

Tel: +4748062383, eas@24sevenoffice.com

This information is such information as 24SevenOffice is obliged to disclose under the EU Market Abuse Regulation 596/2014. The information was submitted for publication on May 4, 2023.

# Consolidated income statement

SEK 000s	Jan - Mar	Jan - Mar 2022	Jan - Dec
	2023	2022	2022
Net sales	78,738	65,317	257,193
Capitalized R&D	-	-	-
Other operating income	365	364	906
	79,103	65,681	258,098
Operating expenses			
Cost of goods sold	-6,439	-5,275	-23,197
Other external costs	-32,962	-30,912	-147,658
Personnel costs	-51,821	-45,759	-189,198
Depreciation and amortization of tangible and	04.044		00.007
intangible assets	-21,914	-19,859	-88,863
Other operating costs	-161	-	-
	-113,297	-101,805	-448,915
	74 404	76 404	400 947
Operating profit, EBIT	-34,194	-36,124	-190,817
Profit/loss from financial items			
Shared earnings from participation in associated			
companies and joint ventures	-	-748	-3,781
Other interest income and similar items	4,671	-	-
Loss from other securities and receivables that are fixed			
assets	1,611	-	-1
Other financial items	-11,467	7,210	-1,168
	-9,856	6,461	-4,950
Profit after financial items	-44,050	-29,663	-195,767
Profit before tax, EBT	-44,050	-29,663	195,767
Tax on profit for the period	541	492	-122
Deferred tax	-	-	-19,397
Profit for the period	-43,508	-29,171	-215,286
Attributable to:			
Ordinary shareholders	-42,027	-27,594	-208,251
Non-controlling interests	-1,481	-1,576	-7,035
Earnings per share	-0.64	-0.43	-3.168

## Consolidated balance sheet

	Mar 31 2023	Mar 31 2022	Dec 31 2022
ASSETS			
Fixed assets			
Intagible assets			
Capitalized R&D	21,993	21,305	23,711
Intellectual property rights, patents, licenses, trade- marks and similar rights	218,896	263,042	237,639
Goodwill	5,548	16,075	7,377
	246,437	300,423	268,727
Tangible assets			
Machinery and Equipment	8,011	8,579	8,803
	8,011	8,579	8,803
Financial assets			
Shares in associated companies and joint ventures	-	2,671	-
Deferred tax assets	2,634	25,090	3,120
Other long-term investments	26,816	18,586	28,473
Other long-term receivables	29,164	1,476	31,667
	58,614	47,824	63,260
Total fixed assets	313,061	356,826	340,790
Current assets			
Current receivables			
Accounts receivable	50,562	34,524	50,890
Other receivables	69,618	14,581	13,146
Prepaid expenses and accrued income	12,226	13,563	15,186
	132,406	62,668	79,222
Cash and bank balances	140,716	351,835	207,144
Total current assets	273,123	414,503	286,366
TOTAL ASSETS	586,184	771,329	627,156
	000,104	771,020	027,100

# Consolidated balance sheet

SNEET SEK 000s	Mar 31 2023	Mar 31 2022	Dec 31 2022
EQUITY AND LIABILITIES	2023	2022	2022
Equity			
Share capital	6,796	6,796	6,796
Other contributed capital	449,030	449,030	449,030
Other equity including profit ot the period	-285,759	-83,858	-242,828
Equity attributable to ordinary shareholders	170,067	371,968	212,998
Non-controlling interests	10,153	16,723	11,915
Total equity	180,220	388,690	224,913
Provisions			
Deferred tax liability	8,216	10,877	8,733
Other provisions	30,585	33,023	32,483
	38,801	43,900	41,216
Non current liabilities			
Liabilities to credit institutions	3,070	3,906	3,414
Other liabilities	243,159	239,136	243,009
	246,229	243,042	246,423
Current liabilities			
Accounts payable	12,727	13,950	20,819
Other current liabilities	35,283	29,785	31,925
Accrued expenses and deferred revenue	72,924	51,961	61,860
	120,934	95,696	114,604
TOTAL EQUITY AND LIABILITIES	586,184	771,329	627,156

## Consolidated statement of changes in equity

	Share capital	Other contributed capital	Retained earn- ings incl. profit for the period	Equity attribut- able to parent company share- holders	Non- controlling interests	Total equity
Opening equity, January 1, 2023	6,796	449,030	-242,827	212,998	11,915	224,914
Translation differences			-904	-904	-281	-1,185
Profit of the period			-42,027	-42,027	-1,481	-43,508
Closing equity, Mar. 31, 2023	6,796	449,030	-285,758	170,067	10,153	180,220

# Consolidated statement of cash flows

SEK 000s	Jan - Mar 2023	Jan - Mar 2022	Jan - Dec 2022
Operating activities			
Profit after financial items	-44,050	-29,663	-195,767
Adjustments for items not included in the cash flow, etc.	20,303	20,608	88,731
Cash flow from operating activities before changes in working capital	-23,747	-9,055	-107,036
Cash flow from changes in working capital			
Changes in accounts receivables	328	6,755	-9,611
Changes in other current recievables	-53,512	-4,335	-4,523
Changes in accounts payables	-8,092	2,018	8,886
Changes in other current liabilities	14,422	3,503	11,936
Cash flow from operating activities	-70,601	-1,115	-100,348
Investment activities			
Acquisition of balanced costs for development and similar work	-2,407	-4,797	-
Acquisitions	-67	-17,109	-17,301
Investments in intangible assets	-	-	-18,957
Investments in tangible assets	-360	-146	-1,924
Investments in financial fixed assets	4,160	_	-40,403
Cash flow from investment activities	1,326	-22,052	-78,585
Financing activities			
Amortization of loans	-	-49	-
Cash flow from financing activities	-	-49	-
Cash flow of the period	-69,275	-23,216	-178,933
Cash and cash equivalents at the beginning of the period	207,144	382,558	382,558
Currency differences in cash and cash equivalents	2,847	-7,507	3,519
Cash and cash equivalents at the end of the period	140,716	351,835	207,144

## Parent company Income statement

	2022	2022
3,841	3,841	15,363
-4,264	-5,274	-17,910
-	-	-302
-4,264	-5,274	-18,212
-423	-1,433	-2,849
1,083	-61	-18,146
660	-1,494	-20,995
660	-1,494	-20,995
- 660	-1,494	-20,995
	-4,264 -4,264 -423 1,083 660 660	-4,264 -5,274 

## Parent company Balance sheet

SEK 000s	Mar 31	Mar 31	Dec 31
	2023	2022	2022

#### ASSETS

#### **Fixed assets**

Financial assets			
Shares in Group companies	515,056	361,513	514,989
Receivables from Group companies	226,848	347,062	195,931
Shares in associated companies and joint ven-	-	12,794	-
tures			
Other long-term investments	100	100	100
Total fix assets	742,004	721,469	711,020
Current assets			
Current receivables			
Accounts receivable	-	-	-
Receivables from Group companies	12,408	9,688	12,128
Other receivables	97	230	-
Prepaid expenses and accrued income	5,161	6,161	5,429
Total current receivables	17,666	16,079	17,557
Cash and bank balance	36,116	73,546	66,506
Total current assets	53,782	89,624	84,063
TOTAL ASSETS	795,786	811,094	795,083

### Parent company Balance sheet

SEK 000s			
	Mar 31	Mar 31	Dec 31
EQUITY AND LIABILITIES	2023	2022	2022
Equity			
Restricted equity			
Share capital	6,796	6,796	6,796
	6,796	6,796	6,796
Other unrestricted equity			
Share premium	519,530	519,530	519,530
Balanced loss	-34,635	-13,640	-13,640
Profit of the period	660	-1,494	-20,995
	485,555	504,396	484,895
Total equity	492,351	511,192	491,691
Non current liabilities			
Liabilities to Group companies	16,624	17,124	17,655
Other liabilities	258,438	258,630	257,500
	275,061	275,754	275,155
Current liabilities			
Accounts payable	209	162	-
Liabilities to Group companies	27,660	22,721	23,980
Other liabilities	188	1,048	4,014
Accrued expenses and prepaid	316	216	243
income			
Total current liabilities	28,373	24,147	28,237
TOTAL EQUITY AND LIABILITIES	795,786	811,094	795,083

## Parent company Statement of changes in equity

	Share capital	Other unrestricted equity	Retained earnings incl. profit for the period	Total unrestricted equity
Opening equity, January 1, 2023	6,796	505,891	-20,995	484,896
Results as decided by the AGM		-20,995	20,995	-
Profit of the period			660	660
Closing equity, Mar. 31, 2023	6,796	484,896	660	485,556

## Parent company Statement of cash flows

SEK 000s	Jan - Mar 2023	Jan - Mar 2022	Jan - Dec 2022
Operating activities			
Profit after financial items	660	-1,494	-20,995
Adjustments for items not included in the cash flow,	200	-1,009	18,996
etc.	200	1,000	10,000
Cash flow from operating activities before changes in			
working capital	860	-2,502	-1,999
Cash flow from changes in working capital			
Change in accounts receivables	_	-	-
Change in other current receivables	-2,004	-417	-1,895
Change in accounts payables	-240	-287	-449
Change in other current liabilities	885	-3,327	3,325
Cash flow from operating activities	-500	-6,533	-1,018
Investment activities			
Acquisitions	-67	-	-
Changes in financial fixed assets	-29,823	-21,580	-34,135
Cash flow from investment activities	-29,890	-21,580	-34,135
Financing activities			
New share issue	_	-	-
Loan	-	-	-
Cash flow from financing activities	-	-	-
Cash flow of the period	-30,390	-28,113	-35,153
Cash and cash equivalents at the beginning of the period	66,506	101,659	101,659
Currency differences in cash and cash equivalents	-	-	-
Cash and cash equivalents at the end of the period	36,116	73,546	66,506



#### **24SevenOffice Group AB (publ)** Sveavägen 9 111 57 Stockholm

+46 8 510 60 450 info@24SevenOffice.com Organization number 559120-8870

#### 24SevenOffice.com

Image: Participation of the second second