



Year-end report

January - December 2023

24SevenOffice Group AB

October - December 2023

- Net sales increased by 31 % YoY
- Consolidated net sales ended at 91,238 (SEK 000s)
- EBITDA totaled to -3,057 (SEK 000s)
- Operating profit, EBIT, was -25,045 (SEK 000s)
- Profit after tax was -60,943 (SEK 000s)
- Earnings per share -0.9 SEK

January - December 2023

- Net sales increased by 27 % YoY
- Consolidated net sales ended at 325,984 (SEK 000s)
- EBITDA totaled to -39,834 (SEK 000s)
- Operating profit, EBIT, was -129,231 (SEK 000s)
- Profit after tax was -167,975 (SEK 000s)
- Earnings per share -2.5 SEK



24SevenOffice



CEO'S COMMENTS

Strategic milestones achieved; surpassing growth targets and reaching EBITDA profitability

I am proud to report that 24SevenOffice has exceeded our ambitious growth targets and reached EBITDA profitability by year end. This is largely due to our focused execution on an ambitious growth investment strategy, where our substantial investments in core product enhancements and strategic growth areas like payroll and AI are now delivering significant returns. This focused approach has driven us to an exceptional growth rate of over 30% for two consecutive quarters and has led to an EBITDA run rate improvement exceeding SEK 100 million from 2022, setting a strong foundation for continued profitable expansion.

Overall, 2023 has been a remarkable year for 24SevenOffice, marked by a strong growth trajectory and significant milestones in profitability. For the full financial year, we achieved a strong year-over-year growth rate of more than 27%, reaching MSEK 327 in revenues for 2023, a MSEK 69 increase from last year. EBITDA ended negative at MSEK 40.

Focusing on the fourth quarter, we witnessed both an exceptional +30% growth rate and a more than 90% improvement in EBITDA profitability compared to the same quarter last year. During the fourth quarter the company had MSEK 92 in revenues, up 31% from last year, with a negative EBITDA of MSEK 3. This underscores the effectiveness of our growth investment strategies and the scalability of our business model.

Although the full quarter's EBITDA is slightly negative, we are confident the company will be EBITDA profitable going forward as we reached a positive run rate in the business by year end as guided. This milestone is not just a reflection of the extraordinary performance from our organization this year but is also a clear signal of further improvement in the profitability through 2024.

Reflecting on the year 2023, it's evident that the successful investments we've made in our product and technology platform now yield significant results. The comprehensive overhaul of 24SevenOffice's backend system, the enhanced and automated user experience and design, and the launch of a REST-based

integration platform are enabling both the advanced ecosystem of products for our larger clients, but also is key to amplifying the new strong revenue growth streams such as AI, stand alone payroll, MRP and payment & debt collection modules. This ecosystem forms a solid basis for further profitable growth.

With the launches of the upgraded voucher flow, accounting, invoicing, and pay-roll modules, the strategic partnership with Debet and the recent acquisition of INBooks Flow & Go, 24SevenOffice now has obtained a truly unique position in the market. 24SevenOffice is the only independent Nordic software where smaller SMEs can start in, but also grow significantly in terms of both revenues and complexity to international impact without changing the ERP and accounting system. This is again demonstrated by our recent preferred partnership with one of the largest accounting firms in the Nordics, Aspia.

As we move into the new year, 24SevenOffice has achieved a notable milestone with over SEK 350 million in ARR and positive EBITDA run rate, laying a strong foundation for the period ahead. We anticipate the profitable growth seen at the end of 2023 to continue for the coming quarters. Also, our recent expansion into the Canadian market, utilizing our existing US and Nordics operations, highlights the extreme potential of 24SevenOffice for efficient and profitable international growth. Moreover, with the recent quarters' exceptional growth rate we're pleased to continue operating as a roughly weighted "Rule of 40" - company, demonstrating the profitable growth strategy has proven its effectiveness.

Looking ahead, our strategy remains clear and focused. We will continue to invest in areas that drive long-term value for our stakeholders, including further product innovation, market expansion, and strategic partnerships. I would like to extend my heartfelt thanks to our employees, customers, and partners for their continued trust and support. Together, we continue disrupting the market, changing the market landscape and empowering businesses for the future.

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 AI-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 & AI 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

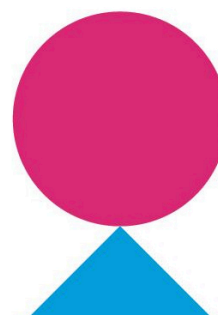
Empowering businesses for the future.

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 AI 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. In addition, the company's growth strategy towards new sales partners and up-sale on existing partners can potentially include a temporary higher deal-split towards the partner in order to maximize the potential revenue portfolio for both parts. The company works actively to assist and ensure that 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, fin-tech, etc.

Fully integrated with banking

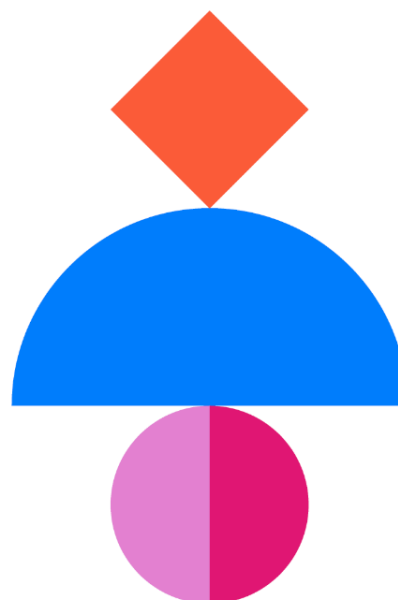
24SevenOffice can be fully integrated with your bank, enabling the user to post or administer payments directly from the business system. Deposits and withdrawals are automatically matched against ledgers in the 24SevenOffice's CRM system. With the 24SevenOffice bank module, the system reads back files 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.

AI - automated accounting

Automation of accounting with AI is now adopted to a larger extent by customers. We are the first business system in the Nordic region to offer an AI 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 AI 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 AI 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.

October - December 2023 - Group

Net sales for Q4 amounted to MSEK 91. EBITDA amounted to MSEK -3. Operating profit amounted to MSEK -25, where depreciation and amortization amounted to MSEK -22. Profit after tax ended at MSEK -61 and earnings per share amounted to SEK -0.9.

Parent company

Net sales for the fourth quarter amounted to MSEK 7. Operating profit amounted to MSEK 2. Profit before tax was MSEK 4. Profit after tax amounted to MSEK 4.

January - December 2023 - Group

Net sales for 2023 amounted to MSEK 326. EBITDA amounted to MSEK -40. Operating profit amounted to MSEK -129. Profit after tax amounted to MSEK -168. Earnings per share amounted to SEK -2.5.

Parent company

Net sales for 2023 amounted to MSEK 18. Operating profit amounted to MSEK 1. Profit before tax was MSEK 6. Profit after tax amounted to MSEK 6.

Cash flow and financial position - Group

The Group's cash and cash equivalents amounted to MSEK 85 at the end of Q4.

During Q4 2023, the Group's cash flow from operating activities before changes in working capital amounted to MSEK -8. Cash flow from investment activities ended at MSEK -66. Cash flow from financing activities ended at MSEK -2.

Current receivables amounted to MSEK 82 in Q4 2023. Current liabilities at the period end were MSEK 117, including deferred revenue of MSEK 32. Ending Q4, the long-term liabilities, which is primarily a convertible loan with accumulating interest, due year end 2027, amounted to MSEK 257.

The equity/assets ratio was 12 percent.

Investments and depreciation

Ending Q4 2023, the Group's capitalized R&D on the balance sheet amounted to MSEK 29 and capitalized concessions, patents, licenses, trademarks and similar rights amounted to MSEK 156. Amortization during

Q4 amounted to MSEK 22. 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 Q4 2023, the Group's equity amounted to MSEK 54. The share capital was MSEK 6.8 divided into 67,962,772 shares, each with a quotient value of SEK 0.1.

Employees

Ending 2023, the number of employees and hired full-time staff in the Group was 165 of which 130 are working in Norway, 16 in Sweden, 7 in Denmark and 12 in the US. 24SevenOffice also uses external consultants for individual projects.

Significant events during the period

On October 6, CEO, Eirik Stranden, acquired 197,760 shares in 24SevenOffice Group AB at a price of 10.13 SEK per share. Following this acquisition, Eirik Stranden now holds a total of 437,760 shares in 24SevenOffice Group AB.

On November 11, 24SevenOffice Group AB announced a strategic partnership with Aspia Norge, which is the Norwegian branch of Aspia AB, one of the largest and most recognized financial houses in the Nordic region. The group currently serves 16 000 customers. This exciting collaboration comes after careful consideration from Aspia Norge, which has chosen 24SevenOffice as one of its preferred accounting systems after a thorough evaluation of various ERP providers in the Norwegian market. The cooperation agreement has a significant upside potential pending on the roll-out speed and additional 24SevenOffice upsell modules such as payroll and payment & debt collection.

On November 10, CSO Christoffer Fernsjø, acquired 29,661 shares in 24SevenOffice Group AB at a price of SEK 10.35 per share. Christoffer Fernsjø holds a total of 43,977 shares after the transaction.

On November 16, COO, Geir Beinset, acquired 2,612 shares in 24SevenOffice Group AB at a price of SEK 9.86 per share. Geir Beinset holds a total of 22,862 shares after the transaction.

On December 1st, 24SevenOffice Group AB announced a strategic partnership with Debet AS. This partnership represents an important milestone for both 24SevenOffice and Debet AS. Debet is able to offer expanded service offerings and accounting automation for their smaller customers satisfying updated regulation in the market, whilst 24SevenOffice will be the preferred system for their more than 15,000 businesses.

Significant events after this period

On February 21, 24SevenOffice Group announced expansion into the Canadian market by signing two new milestone customer contracts. Both contracts are for the MRP software module targeting the manufacturing industry. Total ARR from the Canadian market is currently at 150,000 USD and is expected to grow forward.

On February 26, 24SevenOffice Group announced the acquisition of the intellectual property rights, software and customers for the accounting and management platform INBooks Flow and INBooks GO for SEK 200 000. The acquisition is expected to generate profits for 24SevenOffice from the start, with a significant up-sell potential across existing 24SevenOffice customers and partners.

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 December 29, 2023, 24SevenOffice Scandinavia shares were listed at SEK 9.82, which corresponded to a market value of approximately SEK 667 million. During the quarter, the share was listed at a maximum of SEK 11 on November 8, and at a minimum of SEK 8.9 on October 19. The total number of registered shares on December 29, was 67,962,772.

The ten largest shareholders on December 29, 2023

Shareholders	Number of shares	Votes, %
R-VENTURE AS	39,956,329	58.79 %
GOLDMAN SACHS & CO. LLC	5,573,488	8.20 %
GOLDMAN SACHS INTERNATIONAL	2,291,199	3.37 %
EBIZ AS	1,495,216	2.20 %
JEANSSON TEDDE OLOF JOHAN THEODOR	1,450,000	2.13 %
Försäkringsaktiebolaget Avanza Pension	1,069,999	1.57 %
ICT GROUP AS	856,422	1.26 %
ELVEGRIS AS	842,194	1.24 %
Pareto Securities AS	778,884	1.15 %
BNP PARIBAS SA/NY BRANCH JERSEY	648,291	0.95 %
Other shareholders	13,000,750	19.13 %
Total	67,962,772	100.00 %

Upcoming reports:

Interim report Q1 2024	May 14, 2024
Annual meeting	May 15, 2024
Interim report Q2 2024	August 28, 2024
Interim report Q3 2024	November 12, 2024

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

Stockholm, February 28, 2024

24SevenOffice Group AB

CEO Eirik Aalvik Stranden

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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 February 28, 2024.

Consolidated income statement

SEK 000s

	Oct - Dec 2023	Oct - Dec 2022	Jan - Dec 2023	Jan - Dec 2022
Net sales	91,238	69,611	325,984	257,193
Capitalized R&D	-	-	-	-
Other operating income	337	50	1,363	906
	91,575	69,661	327,347	258,098
Operating expenses				
Cost of goods sold	-5,633	-5,067	-28,950	-23,197
Other external costs	-46,716	-47,521	-151,565	-147,658
Personnel costs	-42,259	-51,788	-186,479	-189,198
Depreciation and amortization of tangible and intangible assets	-21,988	-25,820	-89,396	-88,863
Other operating costs	-24	-	-187	-
	-116,620	-130,196	-456,578	-448,915
Operating profit, EBIT	-25,045	-60,535	-129,231	-190,817
Profit/loss from financial items				
Shared earnings from participation in associated companies and joint ventures	-	-	-	-3,781
Shared earnings from other companies in which there is an minority ownership interest	-	4,183	-	3,913
Other financial income and similar items	26,587	-	31,395	17,960
Loss from other securities and receivables that are fixed assets	-22,297	-	-22,297	-1
Other financial items	-40,771	-11,679	-50,097	-23,041
	-36,480	-7,495	-40,999	-4,950
Profit after financial items	-61,525	-68,030	-170,229	-195,767
Profit before tax, EBT	-61,525	-68,030	-170,229	-195,767
Tax on profit for the period	582	539	2,254	-122
Deferred tax	-	-	-	-19,397
Profit for the period	-60,943	-67,491	167,975	-215,286
Attributable to:				
Ordinary shareholders	-59,574	65,492	-162,912	-208,251
Non-controlling interests	-1,369	-1,999	-5,064	-7,035
Earnings per share	-0.897	-0.993	-2.472	-3.168

Consolidated balance sheet

SEK 000s

	Dec 31 2023	Dec 31 2022
ASSETS		
Fixed assets		
Intangible assets		
Capitalized R&D	29,153	23,711
Intellectual property rights, patents, licenses, trademarks and similar rights	155,955	237,639
Goodwill	1,343	7,377
	186,450	268,727
Tangible assets		
Machinery and Equipment	6,760	8,803
	6,760	8,803
Financial assets		
Shares in associated companies and joint ventures	-	-
Deferred tax assets	2,998	3,120
Other long-term investments	4,928	28,473
Other long-term receivables	96,290	31,667
	104,216	63,260
Total fixed assets	297,427	340,790
Current assets		
Current receivables		
Accounts receivable	56,444	50,890
Other receivables	10,843	13,146
Prepaid expenses and accrued income	14,744	15,186
	82,031	79,222
Cash and bank balances	85,067	207,144
Total current assets	167,098	286,366
TOTAL ASSETS	464,525	627,156

Consolidated balance sheet

SEK 000s

	Dec 31 2023	Dec 31 2022
EQUITY AND LIABILITIES		
Equity		
Share capital	6,796	6,796
Other contributed capital	449,030	449,030
Other equity including profit of the period	-407,836	-242,828
Equity attributable to ordinary shareholders	47,991	212,998
Non-controlling interests	5,884	11,915
Total equity	53,874	224,913
Provisions		
Deferred tax liability	5,928	8,733
Other provisions	30,330	32,483
	36,258	41,216
Non current liabilities		
Liabilities to credit institutions	2,605	3,414
Other liabilities	254,427	243,009
	257,032	246,423
Current liabilities		
Accounts payable	16,971	20,819
Other current liabilities	39,369	31,925
Accrued expenses and deferred revenue	61,021	61,860
	117,360	114,604
TOTAL EQUITY AND LIABILITIES	464,525	627,156

Consolidated statement of changes in equity

SEK 000s

	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			-2,096	-2,096	-967	-3,063
Group company changes						
Profit of the period			-162,912	-162,912	-5,064	-167,975
Closing equity, Dec. 31, 2023	6,796	449,030	-407,835	47,990	5,884	53,874

Consolidated statement of cash flows

SEK 000s

	Oct - Dec 2023	Oct - Dec 2022	Jan - Dec 2023	Jan - Dec 2022
Operating activities				
Profit after financial items	-61,525	-68,030	-170,229	-195,767
Adjustments for items not included in the cash flow, etc.	53,443	30,122	120,851	88,731
Cash flow from operating activities before changes in working capital	-8,082	-37,908	-49,378	-107,036
Cash flow from changes in working capital				
Changes in accounts receivables	-5,764	-5,492	-5,554	-9,611
Changes in other current receivables	58,188	-6,156	2,745	-4,523
Changes in accounts payables	9,820	9,282	-3,848	8,886
Changes in other current liabilities	1,044	21,217	6,605	11,936
Cash flow from operating activities	55,205	-19,057	-49,430	-100,348
Investment activities				
Acquisition of balanced costs for development and similar work	-652	-5,049	-8,705	-
Acquisitions	-	-244	-67	-17,301
Investments in intangible assets	-	-	-	-18,957
Investments in tangible assets	-148	-247	-853	-1,924
Investments in financial fixed assets	-65,431	-6,558	-63,375	-40,403
Cash flow from investment activities	-66,232	-12,099	-72,999	-78,585
Financing activities				
Amortization of loans	-2,129	-70	-2,339	-
Cash flow from financing activities	-2,129	-70	-2,339	-
Cash flow of the period	-13,157	-31,226	-124,769	-178,933
Cash and cash equivalents at the beginning of the period	95,775	236,443	207,144	382,558
Currency differences in cash and cash equivalents	2,449	1,927	2,692	3,519
Cash and cash equivalents at the end of the period	85,067	207,144	85,067	207,144

Parent company Income statement

SEK 000s

	Oct - Dec 2023	Oct - Dec 2022	Jan - Dec 2023	Jan - Dec 2022
Income				
Net sales	6,516	3,841	18,038	15,363
Operating expenses				
Other external costs	-4,213	-3,911	-16,636	-17,910
Personnel costs	-	-	-302	-302
	-4,213	-3,911	-16,938	-18,212
Operating profit, EBIT	2,304	-71	1,100	-2,849
Net financial items	1,814	-5,698	5,257	-18,146
Profit after financial items	4,118	-5,769	6,357	-20,995
Profit before tax, EBT	4,118	-5,769	6,357	-20,995
Tax	-	-	-	-
Profit for the period	4,118	-5,769	6,357	-20,995

Parent company Balance sheet

SEK 000s

	Dec 31 2023	Dec 31 2022
ASSETS		
Fixed assets		
Financial assets		
Shares in Group companies	520,056	514,989
Receivables from Group companies	250,863	195,931
Shares in associated companies and joint ventures	-	-
Other long-term investments	100	100
Total fix assets	771,019	711,020
Current assets		
Current receivables		
Accounts receivable	-	-
Receivables from Group companies	23,555	12,128
Other receivables	5,090	-
Prepaid expenses and accrued income	4,479	5,429
Total current receivables	33,125	17,557
Cash and bank balance	5,496	66,506
Total current assets	38,621	84,063
TOTAL ASSETS	809,639	795,083

Parent company Balance sheet

SEK 000s

	Dec 31 2023	Dec 31 2022
EQUITY AND LIABILITIES		
Equity		
Restricted equity		
Share capital	6,796	6,796
	6,796	6,796
Other unrestricted equity		
Share premium	519,530	519,530
Balanced loss	-34,635	-13,640
Profit of the period	6,357	-20,995
	491,252	484,895
Total equity	498,048	491,691
Non current liabilities		
Liabilities to Group companies	16,485	17,655
Other liabilities	261,250	257,500
	277,735	275,155
Current liabilities		
Accounts payable	401	-
Liabilities to Group companies	32,550	23,980
Other liabilities	614	4,014
Accrued expenses and prepaid income	292	243
Total current liabilities	33,857	28,237
TOTAL EQUITY AND LIABILITIES	809,640	795,083

Parent company Statement of changes in equity

SEK 000s

	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			6,357	6,357
Closing equity, Dec 31, 2023	6,796	484,896	6,357	491,253

Parent company Statement of cash flows

SEK 000s

	Oct - Dec 2023	Oct - Dec 2022	Jan - Dec 2023	Jan - Dec 2022
Operating activities				
Profit after financial items	4,118	-5,769	6,357	-20,995
Adjustments for items not included in the cash flow, etc.	-	7,138	200	18,996
Cash flow from operating activities before changes in working capital	4,118	1,368	6,557	-1,999
Cash flow from changes in working capital				
Change in accounts receivables	-	-	-	-
Change in other current receivables	-10,051	-1,214	-15,568	-1,895
Change in accounts payables	311	-6	401	-449
Change in other current liabilities	692	824	2,599	3,325
Cash flow from operating activities	-4,931	972	-6,012	-1,018
Investment activities				
Acquisitions	-	-284	-67	-
Changes in financial fixed assets	-2,108	-2,833	-54,932	-34,135
Cash flow from investment activities	-2,108	-3,117	-54,999	-34,135
Financing activities				
New share issue	-	-	-	-
Loan	-	-	-	-
Cash flow from financing activities	-	-	-	-
Cash flow of the period	-7,039	-2,145	-61,010	-35,153
Cash and cash equivalents at the beginning of the period	12,535	68,652	66,506	101,659
Currency differences in cash and cash equivalents	-	-	-	-
Cash and cash equivalents at the end of the period	5,496	66,507	5,496	66,506



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