

“CONTINUED GROWTH AND OVER 200 MILLION IN OPERATING PROFIT”

SECOND QUARTER

Number of subscription customers (000s)

572 (+16)

ARPC (SEK)

285 (+9)

Rule of Fortnox

27% + 39% = 67%

Growth

EBIT-margin

RoF

SUMMARY FOR THE PERIOD APRIL–JUNE 2024

- Net sales amounted to SEK 515 million (404), up SEK 110 million or 27 percent. Acquisitions accounted for SEK 7 million or 2 percentage points of the increase. Organic growth amounted to 26 percent.
- Operating profit (EBIT) totaled SEK 203 million (157), up SEK 45 million. Adjusted for acquisitions, operating profit amounted to SEK 206 million.
- Operating margin (EBIT-margin) was 39 percent (39). Adjusted for acquisitions, the operating margin was 41 percent.
- Profit after tax was SEK 164 million (127).
- Earnings per share before and after dilution amounted to SEK 0.27 (0.21).

SUMMARY FOR THE PERIOD JANUARY–JUNE 2024

- Net sales amounted to SEK 982 million (775), up SEK 207 million or 27 percent. Acquisitions accounted for SEK 10 million or 1 percentage point of the increase. Organic growth amounted to 25 percent.
- Operating profit (EBIT) totaled SEK 387 million (298), up SEK 90 million. Adjusted for acquisitions, operating profit amounted to SEK 392 million.
- Operating margin (EBIT-margin) was 39 percent (38). Adjusted for acquisitions, the operating margin was 40 percent.
- Profit after tax was SEK 313 million (233).
- Earnings per share before and after dilution amounted to SEK 0.51 (0.38).

Significant events during the quarter are described under the section “Other Information”.

FINANCIAL INFORMATION

SEK million unless otherwise indicated

| Key performance indicators (KPIs) (Group) | Apr-Jun 2024 | Apr-Jun 2023 | Change | Jan-Jun 2024 | Jan-Jun 2023 | Change |
|---|--------------|--------------|--------|--------------|--------------|--------|
| Net sales | 515 | 404 | 27% | 982 | 775 | 27% |
| EBIT | 203 | 157 | 29% | 387 | 298 | 30% |
| EBIT-margin | 39% | 39% | | 39% | 38% | |
| Earnings per share, after dilution (SEK) | 0.27 | 0.21 | 29% | 0.51 | 0.38 | 34% |
| Cash flow from operating activities | 258 | 205 | 26% | 299 | 347 | -14% |
| Free cash flow, adjusted for lending and acquisitions | 194 | 182 | 6% | 303 | 313 | -3% |
| Working capital at the end of the period | 591 | 444 | 33% | 591 | 444 | 33% |
| No. of subscription customers at the end of the period (000s) | 572 | 510 | 12% | 572 | 510 | 12% |

For a definition of the alternative performance measures, see Fortnox Annual and sustainability report 2023, available at fortnox.se.

Rounding differences may affect the summations in the report and figures in parentheses refer to outcomes in the year-earlier period.

Comments FROM THE CEO

CONTINUED GROWTH AND OVER 200 MILLION IN OPERATING PROFIT

Net sales increased 27 percent to SEK 515 million in the second quarter compared with the same quarter in 2023. Operating profit rose to SEK 203 million, the first time that Fortnox has surpassed SEK 200 million, generating an operating margin of 39 percent. The number of customers grew by 16 thousand to 572 thousand. The increase in number of customers was higher than the year-earlier quarter, in continued macroeconomic headwind. At the same time, our average revenue per customer (ARPC) increased by SEK 9 to SEK 285. The Rule of Fortnox (RoF) – meaning the combined operating margin added with net sales growth – was 67 percent.

New products and law amendment

A continued high rate of development led to several new products during the quarter. Now the workflow for managing purchases made with the Fortnox Business Card has been improved and a long-anticipated new feature has been added that also makes it possible for us to roll out the Business Card for accounting firms. The Business Card can now be attested by one or several individuals responsible for bookkeeping and the workflow can be set up according to the company's needs. Increased security and full control have been requested by accounting firms as well as companies, particularly larger corporate customers.



The Fortnox Business Card is also now available in Google Pay and therefore available for Android phones. The card was already supported by Apple Pay and iPhone. Bypassing the physical card has several advantages, not least that the customer can get started faster.

During the quarter, the Swedish Parliament also enacted a new bookkeeping law, which Fortnox has worked hard to lobby for some time. The change in law is stating that all physical documentation for bookkeeping, such as receipts and invoices, that have been digitalized can be discarded. This decision means that companies no longer need to handle large volumes of paper material, which is expensive as well as time-consuming. Now employees at companies can make purchases, photograph the receipt for automatic bookkeeping and then throw out the receipt that, in the past, they would have needed to save. This also strengthens the

argument for transitioning to fully digital invoice processing.

The solutions we have developed now have support from legislation, and everything from invoices to receipts can be digitally archived. Now that legislation is no longer lagging behind technological development, Fortnox can step up as the preferred platform for digital storage, making it secure, easy and cheap to store documentation.

Increased use across several fronts

Fortnox School is our investment in educating secondary and university students as well as students at vocational schools about Fortnox. The investment also includes our work with Ung Företagsamhet (Eng: Junior Achievement) (UF). When more people understand how to use Fortnox, we pave the way for more entrepreneurship and business enterprises. In our training, school and UF accounts, students can run a simulated business and learn everything about bookkeeping, invoicing, financing and much more. In addition to customers and users, we also count user accounts linked to this aspect of our operations. At the moment of writing, we have over 27,000 active user accounts used for simulations within the Fortnox School framework.

In conjunction with our year-end report for 2023, we announced that the Fortnox

App was ranked sixth in the Business category in the Apple App Store. Now we've reached another milestone. In June, the app was ranked number one in the same category and eighteenth among all free apps. The rating is organic and is updated in real time, which means that it can vary over time. The app makes it easier for customers to run their business from wherever they want and it is clear that more people want to use their phones for exactly this purpose.

Letter of intent for a new jointly owned company

After the end of the quarter, Fortnox issued a letter of intent together with the owners of the IPIS companies and Dorunner regarding the formation of a new jointly owned company. Our goal is to create Sweden's largest marketplace for services within trades and installations. The goal of the investment is to enable companies in the service sector to do more business.

The intention is for the new company to own Offerta Group AB, the IPIS companies and Dorunner, while Fortnox will own 48 percent of the new company. The intended transaction, which is expected to take place during the fourth quarter, is not expected to entail any significant financial impact beyond the fact that Offerta will no longer be consolidated in Fortnox.

New office for increased growth

Our strong employee growth means that we have opened new offices: one in Linköping and one in Stockholm,

where we previously had two different addresses. Having offices in different locations across the country is a strength for our employer brand and gives us better conditions and the ability to recruit cutting-edge expertise. Together we are building for increased growth and I look forward to the second half of 2024.

Greetings,

Tommy Eklund, CEO

FORTNOX VISION

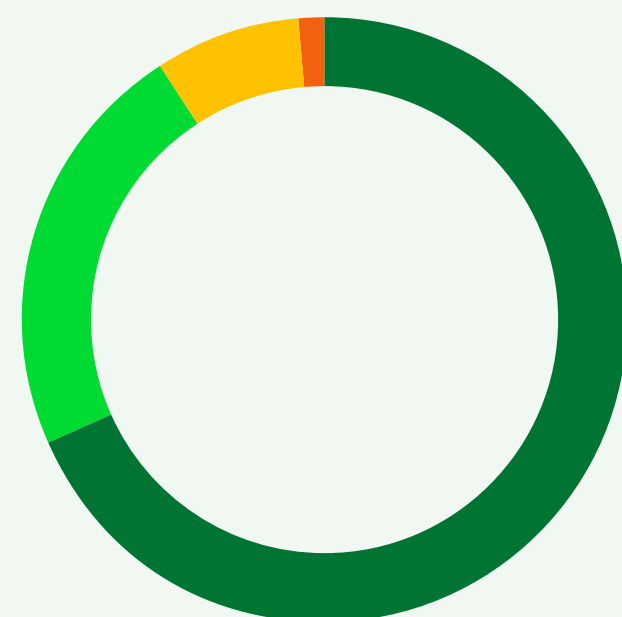
OUR VISION IS TO CREATE A PROSPEROUS SOCIETY SHAPED BY THRIVING BUSINESSES

REVENUES

THE GROUP

SEK million unless otherwise indicated

| Revenue distributed by service (Group) | Apr-Jun 2024 | Apr-Jun 2023 | Change | Jan-Jun 2024 | Jan-Jun 2023 | Change |
|---|--------------|--------------|------------|--------------|--------------|------------|
| Subscription-based | 357 | 292 | 22% | 685 | 560 | 23% |
| Transaction-based | 117 | 87 | 34% | 221 | 168 | 31% |
| Lending-based | 41 | 25 | 64% | 75 | 47 | 60% |
| Others | 6 | 8 | -25% | 12 | 16 | -24% |
| Revenue from agreements with customers | 521 | 413 | 26% | 993 | 791 | 26% |



Second quarter

- 1 Subscription-based, 69%
- 2 Transaction-based, 22%
- 3 Lending-based, 8%
- Others, 1%



Pay for access, but use for free



Free to access, but pay to use



Pay for access and use



Pay interest

Price adjustment means a change in pricing for our existing product offer or as a result of a change in our product offer. A price adjustment was carried out on April 1, as in the previous year, which directly affected the transaction-based products and only upon contract renewal regarding subscription-based ones. For subscription-based products, it can thus take up to 12 months before the price adjustment has fully taken place.

BUSINESS MODEL

Fortnox products are sold in two ways: directly to customers through the website or indirectly through accounting firms. Revenue is generated in three ways: through subscriptions, through transaction-based use and through lending.

Subscriptions generally run for three or 12 months, with a fixed monthly fee per product and user. For transaction-based services, the customer pays for each managed transaction, which is typical for tasks such as sending out payslips. The transaction-based volume is, to a large extent, connected to a company's employees and ongoing operations, which means it generally only sees limited fluctuations. For lending, this includes invoice factoring, purchased receivables and business loans with interest-based pricing.

The business model is based on the company's definition of a product: a collection of functions that can be sold. This includes access to the product (subscription) and the use of functions in the product (transaction). These are then combined in various ways, depending on how Fortnox can connect a value to pricing and the company's long-term strategy.

BUSINESS IDEA

Fortnox's business platform is the hub for businesses in Sweden, making it possible for companies to start, grow and develop. Fortnox's technology and platform help businesses and organizations reach their goals. The offering, which includes products, integrations and packages, creates easier flows in accounting, invoicing and financing and for managing employees. With smart technical solutions, broad entrepreneurial expertise and specific industry knowledge, we give businesses in every industry better conditions for conducting operations.

GROUP DEVELOPMENT

Second quarter

Net sales and earnings

Net sales amounted to SEK 515 million (404), up SEK 110 million or 27 percent. Revenue increased as a result of higher revenue per existing customer as well as new customers and products. Net sales growth was in line with recent reported quarters, despite continued macroeconomic headwinds. Compared with the year-earlier period, growth was lower and organic growth for the second quarter amounted to 26 percent (31). As in the previous year and period, price adjustments were carried out for the majority of customers at the end of the quarter.

During the quarter, efforts to develop new and further develop existing products continued, bringing own work capitalized, which consists of internally generated development costs, to SEK 34 million (28).

Operating expenses totaled SEK 318 million (255), up SEK 63 million or 25 percent, primarily due to a higher number of employees.

Operating profit totaled SEK 203 million (157), up SEK 45 million or 29 percent. The operating margin was 39 percent (39), or 41 percent adjusted for acquisitions. During

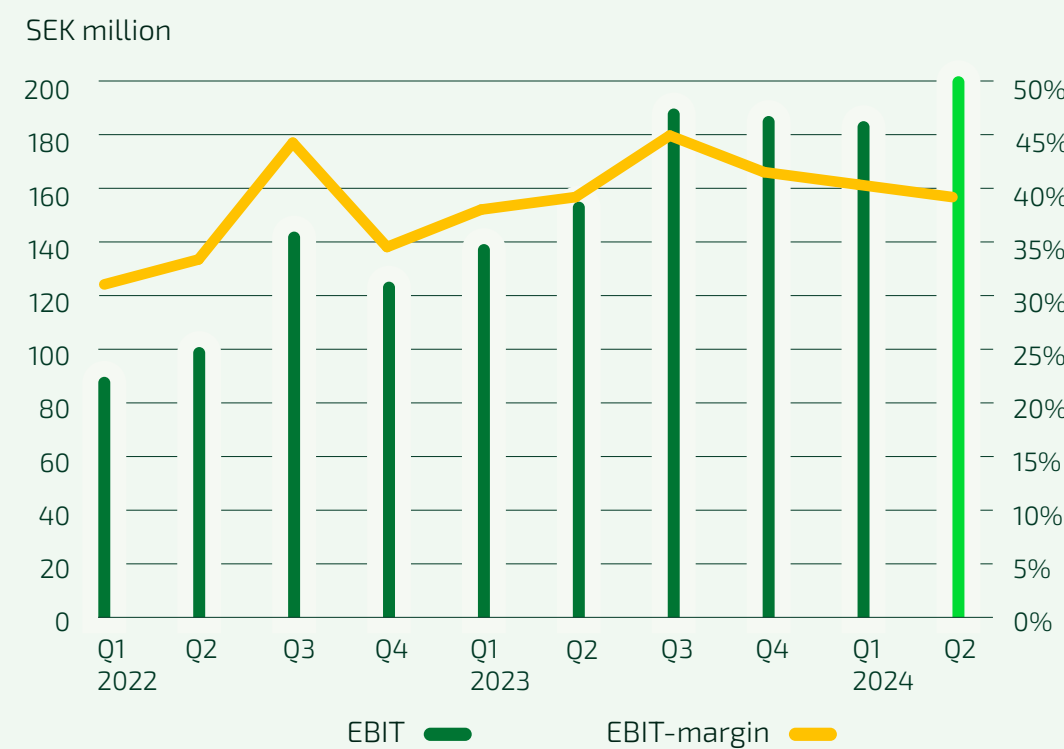
the quarter, personnel costs as well as external costs decreased slightly in relation to net sales compared with the year-earlier period, contributing to this improvement.

Profit before tax amounted to SEK 206 million (159), up SEK 47 million or 29 percent. Financial income/expenses amounted to SEK 3 million (2), an improvement due to a higher deposit rate and the fact that the revolving credit facility was not as heavily utilized during the period. Profit after tax was SEK 164 million (127), up SEK 37 million or 29 percent.

At the end of the period, the number of subscription customers in thousands totaled 572 (510), up approximately 62 thousand subscription customers compared with the previous year and period or 12 percent. The number of subscription customers increased by approximately 16 thousand in the quarter.

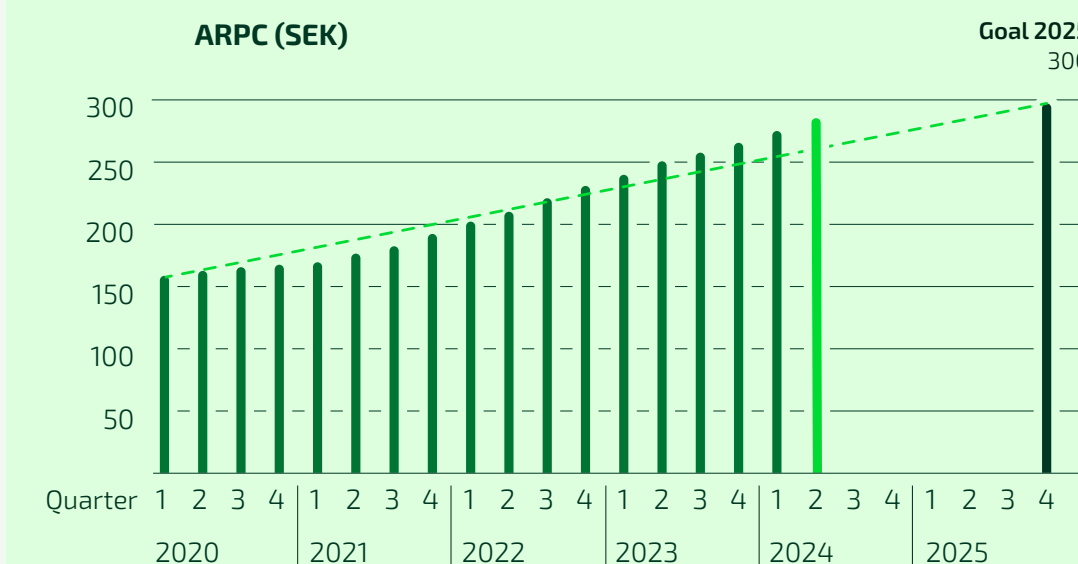
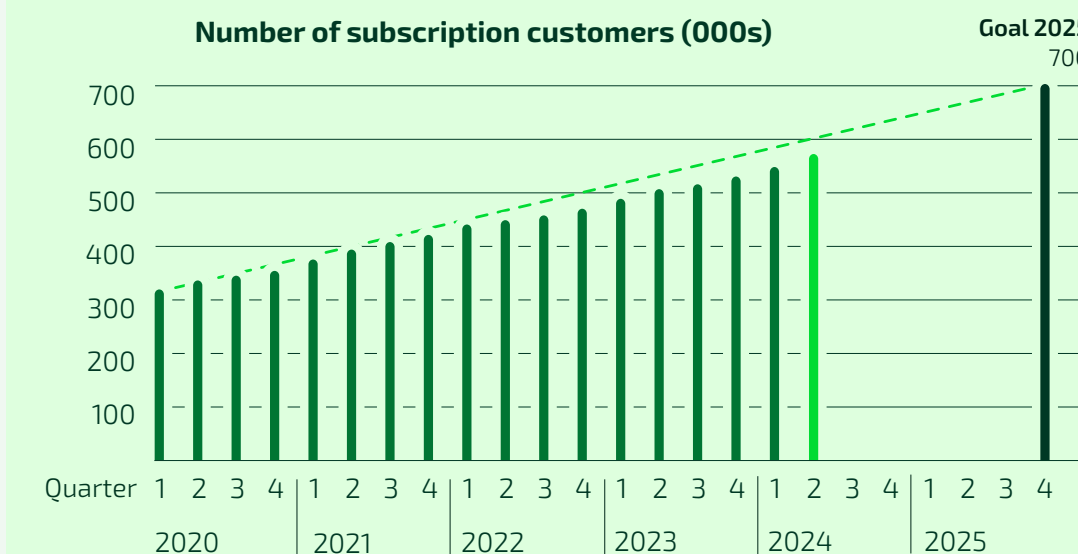
ARR¹⁾ (Annual Recurring Revenue from subscriptions) amounted to SEK 1,478 million (1,237).

ARPC¹⁾ (Average Revenue Per Customer, or average revenue per subscription customer per month, rolling 12 months) amounted to SEK 285 (253).



GOALS

In 2020, Fortnox established a five-year plan, announced in early 2021, with two goals: doubling the number of subscription customers and average revenue per customer by 2025. This means that the company is to have more than 700,000 subscription customers and an average monthly revenue per customer (ARPC) that exceeds SEK 300.



1) For a definition of the alternative performance measures ARR and ARPC, refer to Fortnox's Annual and Sustainability Report 2023, available at fortnox.se.

GROUP DEVELOPMENT

Second quarter

CASH FLOW AND FINANCIAL POSITION

The Group's cash flow from operating activities amounted to SEK 258 million (205), positively impacted by profit before tax and operating liabilities, while the lending operations made a negative contribution.

The Group's cash flow from investing activities amounted to SEK -64 million (-42). During the quarter, investments in intangible and tangible assets had an impact of SEK -44 million (-42) and SEK -19 million (-1), respectively. The rate of increase within intangible assets was restrained due to a greater use of own employees instead of external consultants.

The Group's cash flow from financing activities amounted to SEK -120 million (-85). The negative cash flow in the quarter was mainly attributable to a dividend payment to the Parent Company's owners. As in the previous quarter, amortization was also negatively impacted by lease liabilities and the purchase of own shares related to the Group's ongoing employee share savings plan. The new share issue carried out during the quarter contributed positively and pertained to the exercise of warrants within the framework of Incentive Program 2021/2024 for senior executives. For more information about the new share issue, refer to the section "Other information," under the heading "Related-party transactions."

Financial investments amounted to SEK 0 million (25) at the end of the period. The decrease pertains to an internal valuation (discounted cash flow valuation) of conditional warrants received in conjunction with the partnership agreement signed with Mynt AB. The present value analysis resulted in a share price below that of the

offered strike price. The valuation did not have any impact on the Group's earnings.

At the end of the period, current assets excluding cash and cash equivalents totaled SEK 930 million (602). The increase was mainly attributable to receivables related to purchased receivables and business loans, which increased SEK 244 million compared with the preceding year. During the quarter, the corresponding receivables rose SEK 1 million (36). As in the preceding quarter, accounts receivable were higher than usual since the balance-sheet date fell on a weekend. Payments were received a few days after the balance-sheet date, which meant that accounts receivable returned to a normal level.

At the end of the period, the Group's cash and cash equivalents amounted to SEK 451 million (502). The acquisitions of Boardeaser and VisualBy and the remaining shares in Cling Group AB and Capcito Finance AB, the payment of the revolving credit facility, a dividend payment and the increase in receivables in the lending operations were the main variables underlying the decline in cash and cash equivalents compared with the previous year.

Non-current liabilities comprised a lease liability²⁾ of SEK 140 million (124), a recognized liability of SEK 63 million (98) for the estimated future additional purchase consideration for acquired subsidiaries, and deferred tax liabilities of SEK 44 million (35) attributable to completed acquisitions. Non-current lease liabilities increased during the quarter in connection with access to the new Group-wide offices in Stockholm and Linköping.

Current liabilities amounted to SEK 790 million (660). The increase in current liabilities from last year is primarily due to deferred income, which, however, have been reduced by SEK 25 million as a result of the revaluation of warrants pertaining to Mynt AB. Excluding the effect of the revaluation, deferred income increased in line with net sales of subscription-based services.

The Group's working capital amounted to SEK 591 million (444). The year-on-year increase was primarily attributable to the growth of the lending operations, which was partly offset by the increase in deferred income.

The equity/assets ratio was 66 percent (59).

²⁾ The lease liability pertains primarily to leases of office properties.

Investments

The Group's investments in tangible and intangible assets, excluding acquisitions, amounted to SEK 64 million (42).

Capitalized development costs accounted for SEK 44 million (42), of which SEK 34 million (28) comprised internally generated costs. The increase was attributable to continued investments in product development related to existing and upcoming products. Acquisitions of tangible assets during the period amounted to SEK 19 million (1) and pertained primarily to large purchases related to technical infrastructure and investments in the new Group-wide offices in Stockholm and Linköping.

Depreciation/amortization and impairment of tangible and intangible assets amounted to SEK 51 million (40), of which impairment totaled SEK 0 million (0). Amortization during the period was higher than capitalized development costs due to IFRS-related amortization pertaining to leases and acquired intangible assets.



GROUP DEVELOPMENT

January–June

NET SALES AND EARNINGS FOR THE PERIOD JANUARY–JUNE

Net sales amounted to SEK 982 million (775), up SEK 207 million or 27 percent. As in the second quarter, net sales for the period were positively impacted by new customers and products as well as higher revenue per existing customer. Organic growth for the period amounted to 25 percent (31). As previously, organic growth was impacted by the generally lower level of economic activity in society.

During the period, efforts to develop new and further develop existing products continued, bringing own work capitalized, which consists of internally generated development costs, to SEK 68 million (55).

Operating expenses totaled SEK 606 million (493), up SEK 113 million or 23 percent, mainly due to higher personnel costs as a result of a continued investment in growth.

Operating profit totaled SEK 387 million (298), up SEK 90 million or 30 percent. Adjusted for acquisitions, operating profit totaled SEK 392 million (307).

The operating margin was 39 percent (38). Adjusted for acquisitions, the operating margin was 40 percent. The operating margin increased year on year, mainly due to lower personnel costs and other external costs in relation to net sales.

The Group's net financial income/expenses for the period amounted to SEK 8 million. Along with operating profit, this contributed to profit before tax of SEK 395 million (299), up SEK 96 million or 32 percent.

CASH FLOW FOR THE PERIOD JANUARY–JUNE

The Group's cash flow from operating activities amounted to SEK 299 million (347). Earnings and the increase in deferred income had a positive impact on cash flow, while the lending operations had a negative impact and contributed to a decrease from the previous year primarily attributable to purchased receivables.

The Group's cash flow from investing activities amounted to SEK -230 million (-87). This reduction was attributable to the acquisitions of Boardeaser and VisualBy, the remaining shares in Cling and increased investments in internally generated assets.

The Group's cash flow from financing activities amounted to SEK -132 million (-194). The negative cash flow from financing activities related primarily to the dividend paid to the Parent Company's owners.

INVESTMENTS FOR THE PERIOD JANUARY–JUNE

The Group's investments in tangible and intangible assets, excluding acquisitions, amounted to SEK 120 million (87).

Capitalized development costs accounted for SEK 92 million (85), of which SEK 68 million (55) pertained to internally generated development costs. Development work increased, as in prior periods, and pertained to the development of existing and upcoming products. Like the second quarter, the period was impacted by significant investments in tangible assets, mainly pertaining to technical infrastructure and acquisitions for the new Group-wide offices in Stockholm and Linköping.

Depreciation/amortization and impairment of tangible and intangible assets for the period amounted to SEK 96 million (78), of which impairment totaled SEK 1 million (0).



The Group

Business Areas

Core products

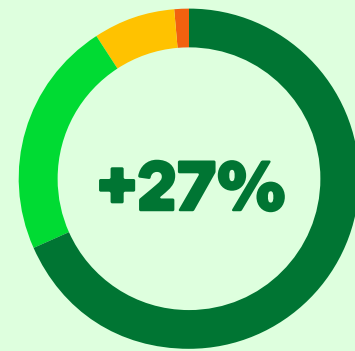
Businesses

Accounting Firms

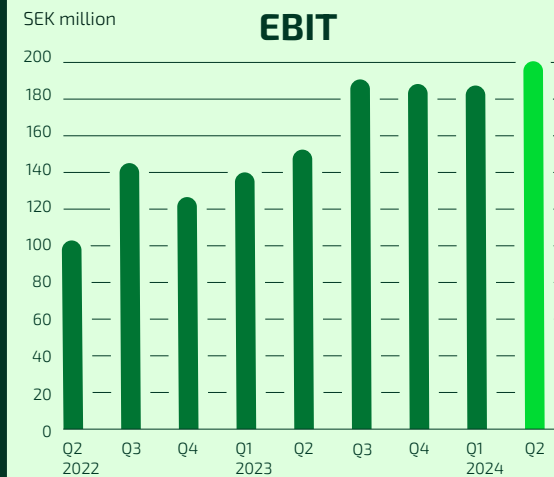
Financial Services

Marketplaces

Net Sales



- Subscription
- Transaction
- Lending
- Others



EBIT-margin

39%

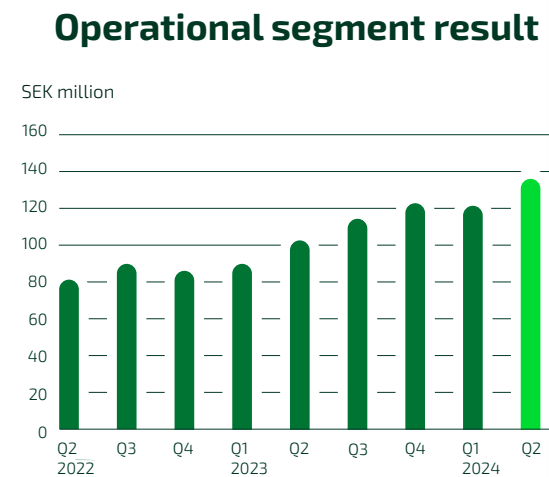
“CONTINUED GROWTH AND OVER 200 MILLION IN OPERATING PROFIT”

Tommy Eklund
CEO

Revenues



- Subscription
- Transaction
- Lending
- Others



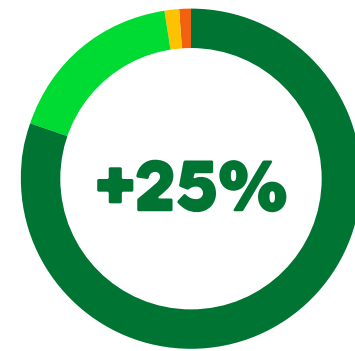
Operational segment margin

71%

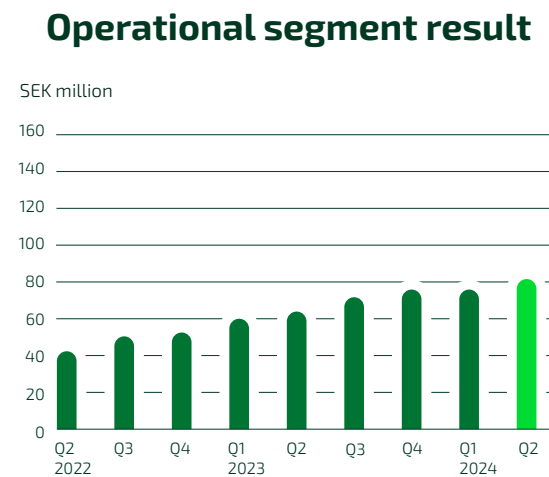
“HANDLING OF RECEIPTS AND EXPENSES ALSO ADOPTED TO LARGER COMPANIES”

Jesper Svensson
Business Area Manager
Core Products

Revenues



- Subscription
- Transaction
- Lending
- Others



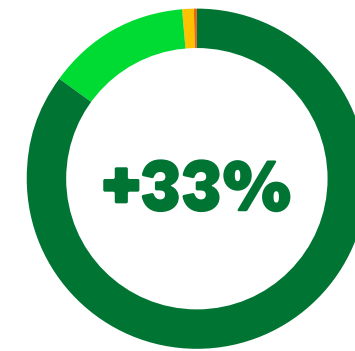
Operational segment margin

74%

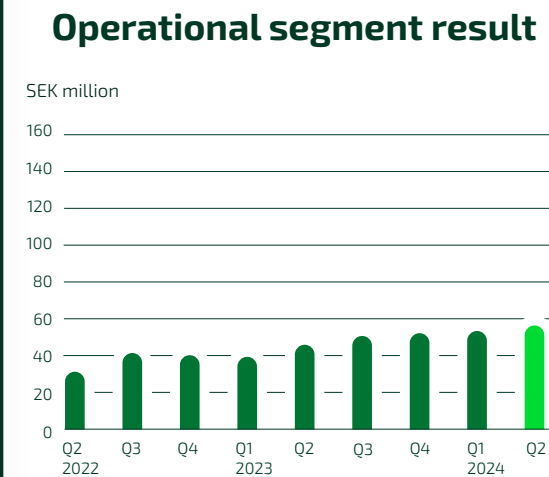
“CONTINUED INVESTMENTS IN MORE EFFICIENT CUSTOMER ACQUISITION”

Ola Bergqvist
Business Area Manager
Businesses

Revenues



- Subscription
- Transaction
- Lending
- Others



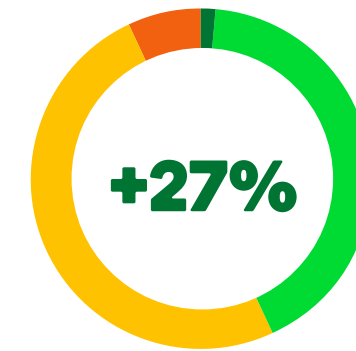
Operational segment margin

54%

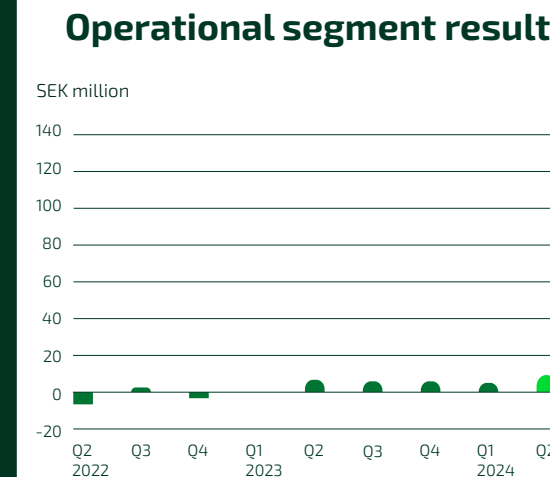
“LOWER MARGIN, THOUGH SEVERAL POSITIVE EFFECTS THROUGH THE ACQUISITION OF BOARDASER”

Charlotta Lundberg
Business Area Manager
Accounting Firms

Revenues



- Subscription
- Transaction
- Lending
- Others



Operational segment margin

12%

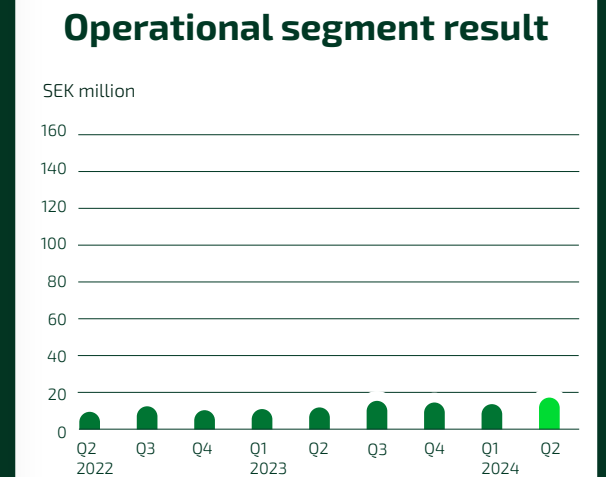
“CONTINUED STRONG GROWTH IN THE LENDING OPERATIONS”

Michael Hansen
Business Area Manager
Financial Services

Revenues



- Subscription
- Transaction
- Lending
- Others



Operational segment margin

38%

“NEW FUNCTIONALITY FOR ACHIEVING SYNERGY EFFECTS BETWEEN OFFERTA AND FORTNOX”

Anna Bergius
Business Area Manager
Marketplaces

THE GROUP'S OPERATING SEGMENTS

BUSINESS AREAS

SEK million unless otherwise indicated

| Core products | Apr-Jun 2024 | Apr-Jun 2023 | Change | Jan-Jun 2024 | Jan-Jun 2023 | Change |
|---------------------------------------|--------------|--------------|------------|--------------|--------------|------------|
| Revenues (from external customers) | 192 | 156 | 23% | 370 | 299 | 24% |
| Revenues (from other segments) | - | - | | - | - | |
| Operational segment result | 137 | 104 | 31% | 258 | 195 | 32% |
| Operational segment margin | 71% | 67% | | 70% | 65% | |
| Revenue distributed by service | | | | | | |
| Subscription-based | 136 | 115 | 18% | 264 | 219 | 20% |
| Transaction-based | 55 | 40 | 36% | 104 | 78 | 33% |
| Lending-based | 1 | 1 | 110% | 2 | 1 | 102% |
| Others | 0 | 0 | | 0 | 0 | |
| Revenue | 192 | 156 | 23% | 370 | 299 | 24% |

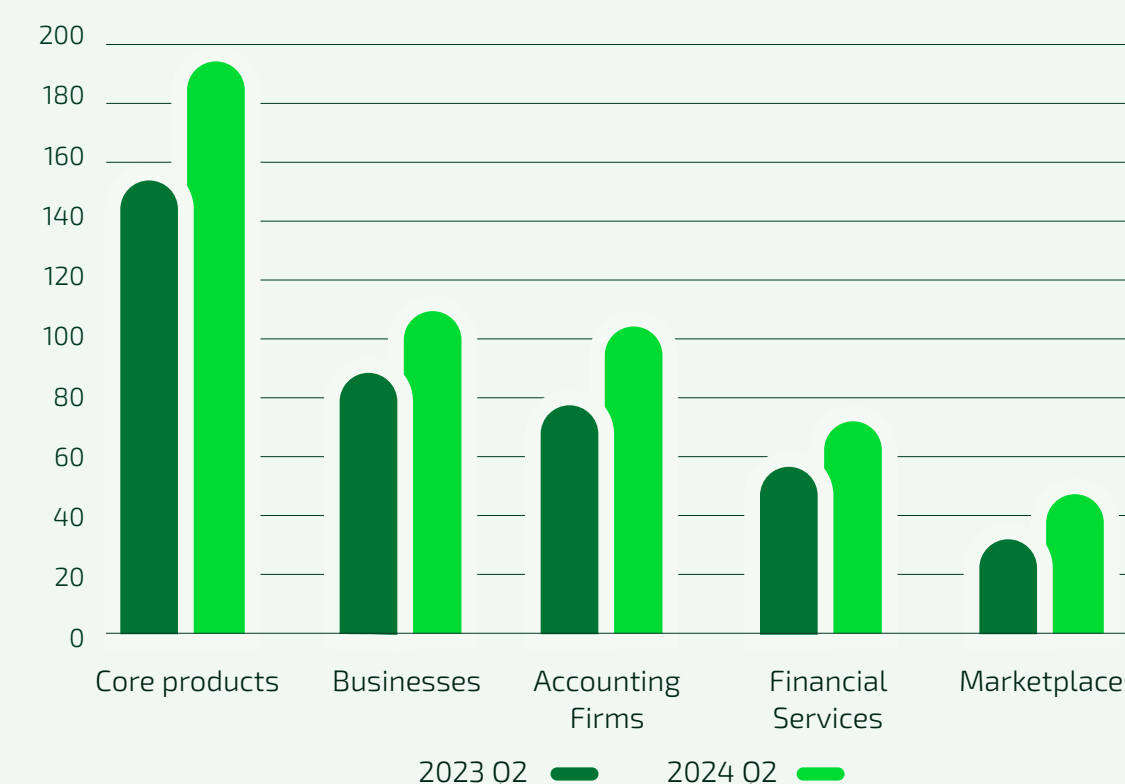
| Financial Services | Apr-Jun 2024 | Apr-Jun 2023 | Change | Jan-Jun 2024 | Jan-Jun 2023 | Change |
|---------------------------------------|--------------|--------------|------------|--------------|--------------|------------|
| Revenues (from external customers) | 71 | 56 | 27% | 134 | 103 | 30% |
| Revenues (from other segments) | 3 | 3 | 19% | 6 | 5 | 12% |
| Operational segment result | 9 | 8 | 16% | 14 | 7 | 99% |
| Operational segment margin | 12% | 13% | | 10% | 7% | |
| Revenue distributed by service | | | | | | |
| Subscription-based | 1 | 1 | -3% | 2 | 2 | 13% |
| Transaction-based | 31 | 26 | 18% | 60 | 48 | 25% |
| Lending-based | 37 | 23 | 60% | 68 | 44 | 56% |
| Others | 5 | 8 | -36% | 10 | 15 | -33% |
| Revenue | 74 | 58 | 27% | 140 | 109 | 29% |

| Businesses | Apr-Jun 2024 | Apr-Jun 2023 | Change | Jan-Jun 2024 | Jan-Jun 2023 | Change |
|---------------------------------------|--------------|--------------|------------|--------------|--------------|------------|
| Revenues (from external customers) | 109 | 87 | 25% | 209 | 168 | 25% |
| Revenues (from other segments) | - | - | | - | - | |
| Operational segment result | 81 | 64 | 27% | 155 | 124 | 26% |
| Operational segment margin | 74% | 73% | | 74% | 74% | |
| Revenue distributed by service | | | | | | |
| Subscription-based | 88 | 73 | 21% | 170 | 138 | 23% |
| Transaction-based | 19 | 14 | 36% | 36 | 29 | 25% |
| Lending-based | 1 | 1 | 103% | 3 | 1 | 98% |
| Others | 1 | 0 | | 1 | 0 | |
| Revenue | 109 | 87 | 25% | 209 | 168 | 25% |

| Marketplaces | Apr-Jun 2024 | Apr-Jun 2023 | Change | Jan-Jun 2024 | Jan-Jun 2023 | Change |
|---------------------------------------|--------------|--------------|------------|--------------|--------------|------------|
| Revenues (from external customers) | 46 | 36 | 27% | 85 | 71 | 20% |
| Revenues (from other segments) | - | - | | - | - | |
| Operational segment result | 17 | 11 | 56% | 32 | 21 | 50% |
| Operational segment margin | 38% | 31% | | 37% | 30% | |
| Revenue distributed by service | | | | | | |
| Subscription-based | 45 | 36 | 25% | 83 | 70 | 18% |
| Transaction-based | 1 | 0 | | 1 | 0 | |
| Lending-based | - | - | | - | - | |
| Others | 0 | 0 | -37% | 1 | 0 | 24% |
| Revenue | 46 | 36 | 27% | 85 | 71 | 20% |

| Accounting Firms | Apr-Jun 2024 | Apr-Jun 2023 | Change | Jan-Jun 2024 | Jan-Jun 2023 | Change |
|---------------------------------------|--------------|--------------|------------|--------------|--------------|------------|
| Revenues (from external customers) | 104 | 78 | 33% | 196 | 151 | 30% |
| Revenues (from other segments) | - | - | | - | - | |
| Operational segment result | 56 | 45 | 25% | 108 | 84 | 30% |
| Operational segment margin | 54% | 57% | | 55% | 56% | |
| Revenue distributed by service | | | | | | |
| Subscription-based | 88 | 68 | 30% | 167 | 130 | 28% |
| Transaction-based | 14 | 10 | 45% | 26 | 19 | 36% |
| Lending-based | 1 | 1 | 118% | 2 | 1 | 107% |
| Others | 0 | 0 | | 0 | 0 | |
| Revenue | 104 | 78 | 33% | 196 | 151 | 30% |

Revenues (SEK million)



OPERATING SEGMENT PERFORMANCE

Second quarter

Core Products

As in the previous quarter, transaction-based revenue contributed to continued high growth, driven by People and E-invoicing. Subscription transactions were driven primarily by Bookkeeping, Invoicing and Payroll. As of May 1, the third-party products Receipts & Travel is provided as a purchasable integration instead of a purchasable product directly from Fortnox. This change means that revenue will be recognized in Marketplaces instead of Core Products. The operational segment margin grew compared with the previous quarter due to a lower share of employee expenses in relation to revenue and reduced costs for purchased services related to the change in the product Receipts & Travel.

As in previous periods, a great deal of work was devoted to developing new products during the quarter, such as our next version of Invoicing, Basic Bookkeeping and continued development of existing core products. This quarter's product launches included Employees Approval which, together with Payroll, Receipts & Expense and the Fortnox Business Card, provides complete support for handling receipts and expenses – even for larger companies and those that work with accounting firms.

Businesses

As in previous periods, revenue increased primarily due to higher subscription revenue while transaction-based revenue contributed to strong sequential growth. The operational segment result had a slightly higher growth rate than net sales due to economies of scale achieved with respect to personnel costs.

As in previous periods, Businesses continued to work on marketing and sales initiatives targeted at sole traders and SMEs. Work continued during the period to develop a new buyer's guide and to reinforce the sales organization with more employees.

Accounting Firms

Revenue increased 33 percent over the previous year and period, with a positive impact on subscription- and transaction-based revenue from the acquisition of Boardeaser. The operational segment result was also impacted by acquisitions, primarily due to higher personnel costs, resulting in a lower operational segment margin compared with earlier periods.

The integration of Boardeaser continued during the quarter and the partnership performed well, not least as a result of the joint product launch of Report & Analysis.

Financial Services

The rate of growth in lending-based revenue remained high and exceeded 60 percent compared with the previous year. The product Invoice Factoring was the largest growth driver within lending-based revenue and posted a growth rate of 79 percent. The operational segment margin declined from the previous year, primarily due to a reduced revenue recognition of unplaced payments as well as increased investments in sales and marketing.

During the quarter, purchased receivables were updated with new functionality, and customers can now use purchased receivables as a preset invoicing method. In addition, customers are now given more information about doubtful receivables, which creates better conditions for financial planning. For our credit managers, the processing of invoices using manual checks has been streamlined through access to improved information about the customer's financial situation.

Marketplaces

The second quarter's growth was primarily due to customers' continued requests to integrate external software into Fortnox's business systems, as well as the added purchasable integration Receipts & Travel. The operational segment margin improved compared with the previous year and period, primarily driven by lower costs related to sales and marketing investments. Macroeconomic challenges remain in terms of demand for purchased services within construction, moving and cleaning.

During the second quarter, we successfully launched central functions that promote synergies between Fortnox and Offerta. These improvements were designed with a strong focus on making it easier for our customers to purchase services via the platform.

JANUARY-JUNE

Core products

| | |
|----------------------------|------------------|
| Revenues | Change |
| 370 msek | + 71 msek |
| Operational segment result | Change |
| 258 msek | + 63 msek |

Businesses

| | |
|----------------------------|------------------|
| Revenues | Change |
| 209 msek | + 41 msek |
| Operational segment result | Change |
| 155 msek | + 32 msek |

Accounting Firms

| | |
|----------------------------|------------------|
| Revenues | Change |
| 196 msek | + 45 msek |
| Operational segment result | Change |
| 108 msek | + 25 msek |

Financial Services

| | |
|----------------------------|------------------|
| Revenues | Change |
| 140 msek | + 32 msek |
| Operational segment result | Change |
| 14 msek | + 7 msek |

Marketplaces

| | |
|----------------------------|------------------|
| Revenues | Change |
| 85 msek | + 14 msek |
| Operational segment result | Change |
| 32 msek | + 11 msek |

OTHER INFORMATION

Parent Company

Parent Company's revenue is mainly derived from subscription services for financial administration.

SECOND QUARTER

Net sales and earnings

Net sales amounted to SEK 427 million (336), up SEK 91 million or 27 percent. As in the Group, the increase was driven by existing and new customers and products.

Operating expenses totaled SEK 241 million (197), up SEK 44 million or 22 percent, mainly due to higher personnel costs as a result of a continued investment in growth.

Operating profit totaled SEK 206 million (157), up SEK 49 million or 31 percent, corresponding to an operating margin of 48 percent (47). The improved operating margin is mainly due to economies of scale achieved with respect to personnel costs in relation to the Parent Company's net sales.

Profit before tax amounted to SEK 199 million (166), up SEK 34 million or 20 percent. Group contributions had a negative impact, but were offset by higher interest income from subsidiaries as a result of larger amounts being loaned.

Investments

The Parent Company's investments in tangible and intangible assets, excluding acquisitions, amounted to SEK 45 million (26).

Capitalized development costs accounted for SEK 25 million (26), of which SEK 20 million (18) pertained to internally generated development costs. The decrease in capitalized development costs was attributable to more employees in product development and the use of fewer consultants. Like the Group, investments in tangible assets have increased, driven by large purchases related to technical infrastructure and to the new Group-wide premises in Stockholm and Linköping.

Depreciation/amortization and impairment of tangible and intangible assets amounted to SEK 18 million (15), of which impairment totaled SEK 0 million (0).

Financial position

Shares in subsidiaries increased SEK 267 million compared with the previous year. The increase is attributable to shareholders' contributions paid, the acquisitions of the remaining shares in Capcito Finance AB and Cling Group AB, and the acquisitions of Boardeaser AB and VisualBy AB. Shares in subsidiaries remained unchanged during the second quarter.

Cash and cash equivalents at the end of the period amounted to SEK 220 million (300) million, a year-on-year decrease primarily attributable to intra-Group loans to the subsidiaries Capcito Finance AB and Fortnox Finans AB. The intra-Group loans granted were mainly used to finance the lending operations.

At the end of the period, working capital amounted to SEK 581 million (520). The year-on-year increase was primarily attributable to the positive earnings trend, which enabled the lending operations to be financed with own funds, while the increase in deferred income had a negative impact.

As in the Group, accounts receivable remained at the same high level as in the preceding quarter, since the balance-sheet date fell on a weekend.

JANUARY - JUNE

Net sales and earnings

Net sales amounted to SEK 813 million (644), up SEK 169 million or 26 percent. As in the second quarter, net sales growth for the period was impacted positively by new customers and higher revenue per subscription customer.

Operating expenses totaled SEK 461 million (377), up SEK 84 million or 22 percent, and as in the second quarter the increase pertained to a higher number of employees.

Operating profit totaled SEK 394 million (304), up SEK 90 million or 29 percent, corresponding to an operating margin of 48 percent (47). The operating margin increased compared with last year due to a general decline in the Parent Company's costs in relation to its net sales.

Profit before tax amounted to SEK 399 million (318), up SEK 81 million or 26 percent. The operating profit and higher interest income from subsidiaries contributed to the improvement.

Investments

The Parent Company's investments in tangible and intangible assets, excluding acquisitions, amounted to SEK 82 million (53). Capitalized development costs accounted for SEK 53 million (52). Capitalized development costs include internally generated development costs of SEK 42 million (37). The increase was primarily attributable to a higher number of employees in product development.

Depreciation/amortization and impairment of tangible and intangible assets amounted to SEK 35 million (28), of which impairment totaled SEK 0 million (0).



OTHER INFORMATION CONT.

Employees

At the end of the period, the number of employees was 886 (737). Compared with the previous year, the number of employees increased by 149, of whom 38 were added in the second quarter. For the period January to June, the acquisitions of Boardeaser AB and VisualBy AB added 37 people at the time of acquisition.

Significant risks and uncertainties

The Group's and the Parent Company's business operations are exposed to certain types of risk that could affect their results or financial position to a greater or lesser extent. These can be divided into industry and business-specific risks and financial risks. Management's overall view of the risks that could affect the business operations are described in the most recently published Annual and Sustainability Report. A more detailed description of the risk scenario for the Group and the Parent Company can be found on page 57 of Fortnox's Annual and Sustainability Report 2023.

Related-party transactions

Information concerning Fortnox's related parties and the scope of transactions with related parties is available in Note 29 of Fortnox's Annual and Sustainability Report 2023.

During the quarter, senior executives exercised warrants within the framework of Incentive Program 2021/2024. A total of 24,000 warrants were exercised, resulting in 240,000 new shares and votes in the company. For more information about Incentive Program 2021/2024, refer to the Board's proposal regarding the incentive program and appendices (in Swedish) under the heading Annual General Meeting 2021 at fortnox.se.

Aside from the above transactions during the quarter, no material changes took place in related parties or in the scope of transactions with suppliers who are considered related parties, neither for the Group nor the Parent Company, compared with the information presented in the Annual and Sustainability Report 2023.

Significant events in the second quarter

Changes to the Group's Executive Management Team

Johan Lundgren will be leaving his role as Business Area Manager for Group Services to pursue new challenges outside Fortnox. Magdalena Hallbrandt was named acting Business Area Manager for Group Services and will take over the Group-wide services that Johan was previously responsible for. Magdalena was most recently Head of Development. She was named one of Sweden's leading women managers and with experience from Fortnox as well as many years in senior positions within the Volvo Group, Magdalena will be an important factor in Fortnox's continued journey of growth.

Significant events after the end of the interim period

Letter of intent for a new jointly owned company

After the end of the quarter, a letter of intent was issued regarding the formation of a new jointly owned company comprising Offerta Group AB (currently a wholly owned subsidiary of Fortnox AB), IP i Sverige AB, IP i Sverige Contracts AB and Dorunner AB. The Intention is that Fortnox will hold 48 percent of the votes and capital in the new jointly owned company. The intended transaction, which is expected to take place in the fourth quarter, is not estimated to entail any significant financial impact, apart from what the change from subsidiary to associated company means upon completion of the transaction.

SHARES AND SHARE CAPITAL

At the end of the period, consolidated equity amounted to SEK 1,973 million (1,437).

The share capital amounted to SEK 1 million (1), distributed between 609,984,700 (609,744,700) shares (quota value SEK 0.002).

| | 2024-06-30 | 2023-06-30 | 2023-12-31 |
|--|-------------|-------------|-------------|
| No. of shares outstanding at the end of the period | 609,984,700 | 609,744,700 | 609,744,700 |
| Share price at the end of the period (SEK) | 63.98 | 63.68 | 60.28 |

The ten largest shareholders on June 30, 2024

| Shareholders | No. of shares | % |
|--|--------------------|---------------|
| FIRST KRAFT AB | 114,780,710 | 18.8% |
| STATE STREET BANK AND TRUST CO, W9 | 38,386,994 | 6.3% |
| SWEDBANK ROBUR FONDER AB | 30,717,906 | 5.0% |
| AMF FONDER & PENSION | 27,717,369 | 4.5% |
| JP MORGAN CHASE BANK N.A, W9 | 25,731,413 | 4.2% |
| MORGAN STANLEY & CO INTL PLC, W8IMY | 19,973,014 | 3.3% |
| HANDELSBANKEN FONDER AB | 15,440,192 | 2.5% |
| GOLDMAN SACHS INTERNATIONAL, W8IMY | 13,987,678 | 2.3% |
| DIDNER & GERGE AKTIEFOND | 13,168,703 | 2.2% |
| THE BANK OF NEW YORK MELLON SA/NV, W8IMY | 12,912,284 | 2.1% |
| OTHERS | 297,168,437 | 48.7% |
| TOTAL | 609,984,700 | 100.0% |

Fortnox AB has been traded on Nasdaq Stockholm's main market since April 13, 2022 and the number of shareholders amounted to 50,444 as of June 30, 2024. Shareholder information has been taken from Euroclear.



WHAT?

Fortnox offers products, packages and integrations to cover a business's financial and administrative needs by creating easy flows in accounting, invoicing, financing and for managing employees.



HOW?

Fortnox products are sold in two channels: directly to customers through the website or indirectly through accounting firms. Revenue is generated in three ways: through subscriptions, through transaction-based use and through lending. The combination of Fortnox products and apps from more than 400 development partners provides a scalable enterprise resource planning (ERP) platform where customers can customize their own business system.



FOR WHOM?

Our primary customer groups are businesses of all sizes as well as accounting firms and their customers. Organizations such as sports and tenant-owners' associations can also enjoy Fortnox's offering. Regardless of what kind of organization, they all have administrative needs. That is why today, Fortnox's customers operate in essentially every industry and include businesses, firms and organizations of every size. The offering is intended for all users connected to a business: from the board, management and employees to customers, suppliers, accounting consultants, auditors and bank contacts.



WHERE?

Fortnox currently operates in the Swedish market, with a large customer base across the country. The company is headquartered in Växjö with offices in Malmö, Linköping and Stockholm.

FINANCIAL REPORTS

CONDENSED CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

| SEK million | Notes | Apr-Jun 2024 | Apr-Jun 2023 | Jan-Jun 2024 | Jan-Jun 2023 |
|---|----------|--------------|--------------|--------------|--------------|
| Net sales | | 515 | 404 | 982 | 775 |
| Other operating income | | 6 | 8 | 12 | 16 |
| Total operating income | 3 | 521 | 413 | 993 | 791 |
| Own work capitalized | | 34 | 28 | 68 | 55 |
| Services purchased | | -34 | -24 | -67 | -49 |
| Other external costs | | -71 | -59 | -136 | -115 |
| Cost of personnel | | -195 | -160 | -375 | -306 |
| Depreciation, amortization and impairment of tangible and intangible assets | | -51 | -40 | -96 | -78 |
| Total operating expenses | | -318 | -255 | -606 | -493 |
| Operating profit | | 203 | 157 | 387 | 298 |
| Financial income/expenses | | 3 | 2 | 8 | 2 |
| Profit before tax | | 206 | 159 | 395 | 299 |
| Tax | | -42 | -32 | -82 | -66 |
| Profit for the period | | 164 | 127 | 313 | 233 |
| Other comprehensive income | | | | | |
| Other comprehensive income for the period | | - | - | - | - |
| Comprehensive income for the period | | 164 | 127 | 313 | 233 |
| Earnings per share | | | | | |
| – before dilution, SEK | | 0.27 | 0.21 | 0.51 | 0.38 |
| – after dilution, SEK | | 0.27 | 0.21 | 0.51 | 0.38 |
| Average no. of shares outstanding | | | | | |
| – before dilution, 000s | | 609,682 | 609,693 | 609,629 | 609,712 |
| – after dilution, 000s | | 609,879 | 609,969 | 609,872 | 609,946 |



CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

| SEK million | Notes | 2024-06-30 | 2023-06-30 | 2023-12-31 |
|---------------------------------|-------|--------------|--------------|--------------|
| Assets | | | | |
| Intangible assets | | | | |
| Goodwill | 6 | 716 | 610 | 610 |
| Platform | | 516 | 386 | 409 |
| Other intangible assets | | 130 | 141 | 136 |
| Tangible assets | | | | |
| Machinery and equipment | | 47 | 31 | 28 |
| Right-of-use assets | | 175 | 153 | 139 |
| Financial assets | | | | |
| Financial investments | 4 | - | 25 | 23 |
| Long-term receivables | | 1 | 0 | 0 |
| Deferred tax assets | | 45 | 4 | 43 |
| Total non-current assets | | 1,630 | 1,350 | 1,387 |
| Current assets | | | | |
| Accounts receivable | 4 | 132 | 68 | 114 |
| Receivables factoring | 4 | 45 | 49 | 46 |
| Purchased receivables | 4 | 430 | 263 | 327 |
| Business loan receivables | 4 | 234 | 157 | 193 |
| Prepaid expenses | | 33 | 30 | 33 |
| Accrued income | 4 | 40 | 27 | 25 |
| Other receivables | 4 | 16 | 9 | 14 |
| Cash and cash equivalents | 4 | 451 | 502 | 514 |
| Total current assets | | 1,381 | 1,104 | 1,266 |
| Total assets | | 3,011 | 2,454 | 2,652 |

| SEK million | Notes | 2024-06-30 | 2023-06-30 | 2023-12-31 |
|---|-------|--------------|--------------|--------------|
| Equity | | | | |
| Share capital | | 1 | 1 | 1 |
| Other contributed capital | | 439 | 421 | 424 |
| Retained earnings incl. profit for the year | | 1,534 | 1,014 | 1,347 |
| Total shareholder equity attributable to Parent Company shareholders | | 1,973 | 1,437 | 1,772 |
| Liabilities | | | | |
| Non-current liabilities | | | | |
| Non-current interest bearing liabilities | 4 | - | 100 | - |
| Non-current lease liabilities | | 140 | 124 | 113 |
| Deferred tax liabilities | | 44 | 35 | 33 |
| Other non-current liabilities | 4 | 63 | 98 | 11 |
| Total non-current liabilities | | 248 | 357 | 157 |
| Current liabilities | | | | |
| Current lease liabilities | | 41 | 36 | 33 |
| Accounts payable | 4 | 42 | 24 | 45 |
| Tax liabilities | | 117 | 88 | 133 |
| Other liabilities | 4 | 64 | 57 | 70 |
| Accrued expenses | 4 | 123 | 116 | 92 |
| Deferred income | | 404 | 339 | 350 |
| Total current liabilities | | 790 | 660 | 723 |
| Total liabilities | | 1,038 | 1,017 | 881 |
| Total equity and liabilities | | 3,011 | 2,454 | 2,652 |

CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

| SEK million | Share capital | Other contributed capital | Retained earnings incl. profit for the period | Total equity |
|---|---------------|---------------------------|---|--------------|
| Opening equity, January 1, 2023 | 1 | 421 | 859 | 1,281 |
| Comprehensive income for the period | - | - | 233 | 233 |
| Transactions with the Group's owners: | | | | |
| Dividends paid | - | - | -73 | -73 |
| Share-based compensation / Shares in own custody | - | 1 | -4 | -4 |
| Total transactions with the Group's owners | - | 421 | -77 | -77 |
| Closing equity, June 30, 2023 | 1 | 421 | 1,014 | 1,437 |
| Opening equity, July 1, 2023 | 1 | 421 | 1,014 | 1,437 |
| Comprehensive income for the period | - | - | 337 | 337 |
| Transactions with the Group's owners: | | | | |
| Dividends paid | - | - | - | - |
| Share-based compensation / Shares in own custody | - | 2 | -5 | -3 |
| Total transactions with the Group's owners | - | 2 | -5 | -3 |
| Closing equity, December 31, 2023 | 1 | 424 | 1,347 | 1,772 |
| Opening equity, January 1, 2024 | 1 | 424 | 1,347 | 1,772 |
| Comprehensive income for the period | - | - | 313 | 313 |
| Transactions with the Group's owners: | | | | |
| Dividends paid | - | - | -122 | -122 |
| New share issue | 0 | 13 | - | 13 |
| Share-based compensation / Shares in own custody | - | 2 | -4 | -2 |
| Total transactions with the Group's owners | - | 15 | -126 | -111 |
| Closing equity, June 30, 2024 | 1 | 439 | 1,534 | 1,973 |

CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS

| SEK million | Notes | Apr-Jun 2024 | Apr-Jun 2023 | Jan-Jun 2024 | Jan-Jun 2023 |
|---|-------|--------------|--------------|--------------|--------------|
| Operating activities | | | | | |
| Profit before tax | | 206 | 159 | 395 | 299 |
| Non-cash adjustments | | 51 | 40 | 96 | 78 |
| Income tax paid | | -32 | -22 | -104 | -69 |
| | | 225 | 177 | 387 | 308 |
| Increase (-)/decrease (+) in accounts receivables | | 3 | 0 | -18 | 26 |
| Increase (-)/decrease (+) in receivables factoring | | -9 | 7 | 1 | 12 |
| Increase (-)/decrease (+) in purchased receivables | | -12 | -27 | -103 | -58 |
| Increase (-)/decrease (+) in business loan receivables | | 11 | -9 | -41 | -23 |
| Increase (-)/decrease (+) in other operating receivables | | -5 | -3 | -13 | -17 |
| Increase (+)/decrease (-) in other operating liabilities | | 44 | 59 | 86 | 100 |
| Cash flow from operating activities | | 258 | 205 | 299 | 347 |
| Investing activities | | | | | |
| Acquisitions of tangible assets | | -19 | -1 | -29 | -2 |
| Acquisitions of intangible assets | | -44 | -42 | -92 | -85 |
| Business acquisitions, net cash | | - | - | -110 | - |
| Cash flow from investing activities | | -64 | -42 | -230 | -87 |
| Financing activities | | | | | |
| Share-based compensation / Shares in own custody | | -1 | -2 | -2 | -4 |
| New share issue | | 13 | - | 13 | - |
| Repayment of loan | | - | - | -2 | -100 |
| Repayment of lease liability | | -10 | -9 | -19 | -17 |
| Dividends paid to Parent Company owners | | -122 | -73 | -122 | -73 |
| Cash flow from financing activities | | -120 | -85 | -132 | -194 |
| Cash flow for the period | | 75 | 78 | -63 | 67 |
| Cash and cash equivalents at the beginning of the period | | 377 | 424 | 514 | 435 |
| Cash and cash equivalents at the end of the period | | 451 | 502 | 451 | 502 |

CONDENSED PARENT COMPANY Income statement

| SEK million | Apr-Jun 2024 | Apr-Jun 2023 | Jan-Jun 2024 | Jan-Jun 2023 |
|--|-----------------|-----------------|-----------------|-----------------|
| Net sales | 427 | 336 | 813 | 644 |
| Own work capitalized | 20 | 18 | 42 | 37 |
| Other operating income | 0 | 0 | 0 | 0 |
| | 447 | 354 | 855 | 681 |
| Services purchased | -21 | -16 | -40 | -32 |
| Other external costs | -63 | -49 | -120 | -95 |
| Cost of personnel | -138 | -117 | -266 | -222 |
| Depreciation, amortization and impairment of tangible and intangible assets | -18 | -15 | -35 | -28 |
| Total operating expenses | -241 | -197 | -461 | -377 |
| Operating profit | 206 | 157 | 394 | 304 |
| Financial items | 13 | 9 | 25 | 14 |
| Profit after financial items | 219 | 166 | 419 | 318 |
| Appropriations | -19 | - | -19 | - |
| Profit before tax | 199 | 166 | 399 | 318 |
| Tax | -41 | -34 | -82 | -66 |
| Profit for the period³⁾ | 158 | 131 | 317 | 252 |

3) Parent Company's comprehensive income corresponds to the result for the period.



CONDENSED PARENT COMPANY BALANCE SHEET

| SEK million | 2024-06-30 | 2023-06-30 | 2023-12-31 |
|---|--------------|--------------|--------------|
| Assets | | | |
| Intangible assets | | | |
| Platform | 240 | 195 | 216 |
| Tangible assets | | | |
| Machinery and equipment | 46 | 27 | 24 |
| Financial assets | | | |
| Shares in subsidiaries | 1,094 | 827 | 979 |
| Long-term receivables | 0 | 0 | 0 |
| Deferred tax assets | 0 | 0 | 0 |
| Total non-current assets | 1,381 | 1,050 | 1,219 |
| Current assets | | | |
| Accounts receivable | 117 | 61 | 104 |
| Interest-bearing receivables from Group companies | 803 | 575 | 616 |
| Other receivables from Group companies | 43 | 71 | 45 |
| Other receivables | 10 | 6 | 6 |
| Prepaid expenses | 25 | 22 | 25 |
| Accrued income | 34 | 24 | 23 |
| Cash and cash equivalents | 220 | 300 | 317 |
| Total current assets | 1,251 | 1,059 | 1,136 |
| Total assets | 2,632 | 2,109 | 2,355 |

| SEK million | 2024-06-30 | 2023-06-30 | 2023-12-31 |
|--|--------------|--------------|--------------|
| Equity | | | |
| Restricted equity | | | |
| Share capital | 1 | 1 | 1 |
| Development fund | 240 | 195 | 216 |
| Unrestricted equity | | | |
| Share premium reserve | 436 | 420 | 422 |
| Retained earnings | 967 | 601 | 576 |
| Profit for the period | 317 | 252 | 541 |
| Total equity | 1,961 | 1,470 | 1,756 |
| Non-current liabilities | | | |
| Non-current interest bearing liabilities | - | 100 | - |
| Other non-current liabilities | 1 | - | 1 |
| Total non-current liabilities | 1 | 100 | 1 |
| Current liabilities | | | |
| Accounts payable | 28 | 15 | 28 |
| Liabilities to Group companies | 6 | 6 | 4 |
| Current tax liabilities | 112 | 85 | 127 |
| Other liabilities | 47 | 40 | 47 |
| Accrued expenses | 85 | 80 | 67 |
| Deferred income | 391 | 312 | 325 |
| Total current liabilities | 670 | 539 | 599 |
| Total liabilities | 671 | 639 | 599 |
| Total equity and liabilities | 2,632 | 2,109 | 2,355 |

NOTES

NOTE 1 - SIGNIFICANT ACCOUNTING POLICIES

The interim report has been prepared in accordance with the EU-adopted IFRS standards issued by the International Accounting Standards Board (IASB) and the EU-adopted IFRIC interpretations. In addition, the Swedish Financial Reporting recommendation, RFR 1 Supplementary Accounting Rules for Groups, has been applied. This report for the Group was prepared in accordance with IAS 34 Interim Reporting and the applicable provisions of the Swedish Annual Accounts Act. The interim report for the Parent Company was prepared in accordance with the Swedish Annual Accounts Act, Chapter 9 Interim Reports, and RFR 2, Accounting for Legal Entities. Disclosures in accordance with IAS 34.16A are included in the financial statements and their related notes, as well as other parts of the interim report.

The accounting policies applied are consistent with those applied in the preparation of the 2023 Annual and sustainability report.

NOTE 2 - KEY JUDGEMENTS AND ESTIMATES

Preparing the interim report in accordance with IFRS requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income, and expenses. The actual outcome may differ from these key judgments and estimates.

The accounting estimates and assumptions are regularly reviewed. The effect of a change in an accounting estimate is recognized in the period of the change, if the change affects that period only, or the period of the change and future periods if the change affects both.

NOTE 3 - THE GROUP'S OPERATING SEGMENTS

The Group's operations are organized into operating segments based on those parts of the operations that the company's chief operating decision-maker follows up, known as the 'management approach.

Each operating segment has a manager who is responsible for the day-to-day operations and regularly reports the outcome of the operating segment's performance to the Executive Management Team. The Group's internal reporting is organized so that the Executive Management Team can monitor revenue and results. The Group's segments have been identified based on this internal reporting. The division into operating segments is based on the different responsibilities for products and target groups that each segment has.

The following operating segments exist:

- Core Products - Responsible for product development, user support for services in financial administration. The business area Is also responsible for certain sales of Fortnox products to existing customers.
- Businesses - Responsible for sales and marketing of Fortnox offering to companies that are not accounting firms or their clients. Businesses is responsible for the relationship with its customers. Industry-specific solutions for defined customer groups are developed within Businesses.
- Accounting Firms - Responsible for sales and marketing of Fortnox offering to accounting firms and their clients. Accounting Firms is responsible for the relationship with accounting firms and their clients. Industry specific solutions for accounting firms are developed within Accounting Firms.
- Financial Services - Responsible for product development, user support and sales to existing customers for payment and financial services.
- Marketplaces - Responsible for product development, user support and sales of Intermediation services and products that simplify the meeting between service companies and customers.

In addition to the operating segments described above, Fortnox has group-wide functions in the areas such as HR, Communication, Finance, IT and operations, Legal and compliance as well as the infrastructure product area and thus supports the operating segments in their business plans and contributes to enabling them.

NOTE 3.1 - BRIDGING FROM OPERATING SEGMENTS TO THE GROUP

| Second quarter (The Group's operating segments), SEK Million | Total Business Areas | | Eliminations | | Intra-Group | | Group Total | |
|--|----------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | Apr-Jun 2024 | Apr-Jun 2023 | Apr-Jun 2024 | Apr-Jun 2023 | Apr-Jun 2024 | Apr-Jun 2023 | Apr-Jun 2024 | Apr-Jun 2023 |
| Revenues (from external customers) | 521 | 413 | - | - | 0 | 0 | 521 | 413 |
| Revenues (from other segments) | 3 | 3 | -3 | -3 | - | - | - | - |
| Operational segment result | 300 | 231 | - | - | -91 | -76 | 209 | 155 |
| Reversal of expensed capitalized expenditures for development work | - | - | - | - | 11 | 14 | 11 | 14 |
| Own work capitalized | - | - | - | - | 34 | 28 | 34 | 28 |
| Depreciation and amortization | - | - | - | - | -51 | -40 | -51 | -40 |
| Operating profit | - | - | - | - | -97 | -74 | 203 | 157 |
| Financial items | - | - | - | - | 3 | 2 | 3 | 2 |
| Profit before tax | - | - | - | - | -94 | -72 | 206 | 159 |
| Revenue distributed by service | | | | | | | | |
| Subscription-based | 357 | 292 | - | - | - | - | 357 | 292 |
| Transaction-based | 120 | 90 | -3 | -3 | - | - | 117 | 87 |
| Lending-based | 41 | 25 | - | - | - | - | 41 | 25 |
| Others | 6 | 8 | - | - | 0 | 0 | 6 | 8 |
| Revenue from agreements with customers | 524 | 416 | -3 | -3 | 0 | 0 | 521 | 413 |
| January-June (The Group's operating segments), SEK Million | | | | | | | | |
| | Jan-Jun 2024 | Jan-Jun 2023 | Jan-Jun 2024 | Jan-Jun 2023 | Jan-Jun 2024 | Jan-Jun 2023 | Jan-Jun 2024 | Jan-Jun 2023 |
| Revenues (from external customers) | 993 | 791 | - | - | 0 | 0 | 993 | 791 |
| Revenues (from other segments) | 6 | 5 | -6 | -5 | - | - | - | - |
| Operational segment result | 568 | 431 | - | - | -177 | -141 | 392 | 290 |
| Reversal of expensed capitalized expenditures for development work | - | - | - | - | 23 | 30 | 23 | 30 |
| Own work capitalized | - | - | - | - | 68 | 55 | 68 | 55 |
| Depreciation and amortization | - | - | - | - | -96 | -78 | -96 | -78 |
| Operating profit | - | - | - | - | -181 | -133 | 387 | 298 |
| Financial items | - | - | - | - | 8 | 2 | 8 | 2 |
| Profit before tax | - | - | - | - | -173 | -132 | 395 | 299 |
| Revenue distributed by service | | | | | | | | |
| Subscription-based | 685 | 560 | - | - | - | - | 685 | 560 |
| Transaction-based | 227 | 174 | -6 | -5 | - | - | 221 | 168 |
| Lending-based | 75 | 47 | - | - | - | - | 75 | 47 |
| Others | 12 | 16 | - | - | 0 | 0 | 12 | 16 |
| Revenue from agreements with customers | 1,000 | 796 | -6 | -5 | 0 | 0 | 993 | 791 |

The **business areas** is a summation of all the Group's operating segments, which are compiled under the section Group's operating segments on page 7.

NOTE 4 - FINANCIAL INSTRUMENTS

2024-06-30

Recognized value

| SEK million | Financial assets valued at amortised cost | Financial assets valued at fair value with changes in value over profit | Financial liabilities valued at amortised cost | Total carrying amount |
|--|---|---|--|-----------------------|
| Financial assets | | | | |
| Financial placements | | - | | - |
| Account receivables | 132 | | | 132 |
| Receivables factoring | 45 | | | 45 |
| Purchased receivables | 430 | | | 430 |
| Business loan receivables | 234 | | | 234 |
| Accrued income | 40 | | | 40 |
| Other receivables | 16 | | | 16 |
| Cash and cash equivalents | 451 | | | 451 |
| | 1,348 | - | | 1,348 |
| Financial liabilities | | | | |
| Interest bearing liabilities (current and non-current) | | | - | - |
| Other non-current liabilities | | | 63 | 63 |
| Accounts payable | | | 42 | 42 |
| Accrued expenses | | | 58 | 58 |
| Other current liabilities | | | 4 | 4 |
| | | | 167 | 167 |

2023-06-30

Recognized value

| SEK million | Financial assets valued at amortised cost | Financial assets valued at fair value with changes in value over profit | Financial liabilities valued at amortised cost | Total carrying amount |
|--|---|---|--|-----------------------|
| Financial assets | | | | |
| Financial placements | | 25 | | 25 |
| Account receivables | 68 | | | 68 |
| Receivables factoring | 49 | | | 49 |
| Purchased receivables | 263 | | | 263 |
| Business loan receivables | 157 | | | 157 |
| Accrued income | 27 | | | 27 |
| Other receivables | 9 | | | 9 |
| Cash and cash equivalents | 502 | | | 502 |
| | 1,074 | 25 | | 1,099 |
| Financial liabilities | | | | |
| Interest bearing liabilities (current and non-current) | | | 100 | 100 |
| Other non-current liabilities | | | 98 | 98 |
| Accounts payable | | | 24 | 24 |
| Accrued expenses | | | 43 | 43 |
| Other current liabilities | | | 2 | 2 |
| | | | 267 | 267 |

In the Group's opinion, the change in market rates or credit spreads since the interest-bearing loans were raised, has not had a material impact on the Group's financial liabilities. In addition, the financial assets consist in all material respects of cash and cash equivalents and of receivables with short maturities that are recognized after impairment, and accordingly this is considered a reasonable approximation of fair value.

Note 5 - BUSINESS ACQUISITIONS

Note 5.1 Acquisitions of Boardeaser AB and VisualBy AB

On March 1, Fortnox acquired 100 percent of the shares in the unlisted companies Boardeaser AB and VisualBy AB. The purchase consideration amounted to SEK 100 million on a cash-free, debt-free basis. In addition to the initial purchase consideration, the sellers are entitled to a potential additional purchase consideration amounting to a maximum of SEK 62 million.

Boardeaser develops software to simplify and streamline the day-to-day work of boards and executives. The company was founded in 2015 and has around 30 employees based in Stockholm and Linköping. Since October 2023, Fortnox has collaborated with Boardeaser on the product Fortnox Group, which streamlines and simplifies group consolidation and reporting. In connection with the acquisition, the new product Fortnox Report & Analysis was launched, a powerful solution for reporting, sharing and following up financial insights.

Acquisition costs amounted to approximately SEK 2 million, and during the second quarter the subsidiaries contributed SEK 7 million to the Group's net sales and SEK 0 million to

the Group's profit after tax. If the acquisition had occurred on January 1, 2024, management estimates that the subsidiaries would have contributed SEK 14 million to net sales and SEK -3 million to profit after tax for the period January to June 2024. In addition to the above-mentioned profit effects, the Group is affected by depreciations of Identified excess values in connection with the acquisition, which amount to approximately SEK 13 million annually.

The fair value of the acquired receivables amounted to SEK 5 million, with gross contract receivables accounting for SEK 5 million, and all receivables are expected to be paid.

Effects from the acquisitions of Boardeaser Group AB and VisualBy AB

The preliminary effects of the acquisitions on the Group's intangible assets, deferred tax liability and goodwill are presented below. The acquisition analysis may be adjusted over a 12-month period.

The acquired companies' net assets on the acquisition date are based on the information available on the acquisition date.

| Purchase price allocation (SEK million) | Boardeaser AB | VisualBy AB | Eliminations | Total |
|--|---------------|-------------|--------------|------------|
| Intangible assets | | | | |
| Platform | 45 | 34 | | 79 |
| Tangible assets | 0 | 0 | | 0 |
| Accounts receivable and other receivables | 7 | 1 | -2 | 5 |
| Cash and cash equivalents | 5 | 1 | | 5 |
| Accounts payable and other liabilities | -14 | -3 | 2 | -14 |
| Non-current liabilities | -2 | 0 | | -2 |
| Deferred tax liabilities | -8 | -6 | | -14 |
| Net identifiable assets and liabilities | 35 | 26 | | 60 |
| Consolidated goodwill | 59 | 48 | | 107 |
| Consideration transferred | 93 | 73 | | 167 |
| Debted consideration | -35 | -27 | | -62 |
| Cash in acquired company | -5 | -1 | | -5 |
| Total impact on cash flow | 54 | 45 | | 99 |

Note 5.2 – Acquisition of Cling Group AB

On November 1, 2022, the Group acquired 51 percent of the shares and capital in Cling Group AB, with an option to acquire the remaining shares in 2024. During the first quarter of 2024, the purchase option was exercised and the remaining shares in Cling were acquired for a purchase consideration of approximately SEK 11 million.

Since Fortnox has elected to apply the anticipated acquisition method, 100 percent of the subsidiary was considered acquired on the acquisition date of November 1, 2022. Other than the payment of the debted consideration, the acquisition of the remaining shares would have no major impact on the Group's accounts.

Cling has developed a technical tool that makes it possible to customize quotes and track the quote in real time to see if the potential customer has opened and read it, if they have any comments and, finally, if they have approved and signed the document. The acquisition of Cling strengthened the offering to Marketplaces' customers, and over time, the tool's digital signing feature will become a natural complement to the offering in the Group's other business areas.

Note 5.3 – Previous acquisitions

Other than the acquisitions of Boardeaser and VisualBy described above, no other business acquisitions have taken place in 2024 or 2023.

NOTE 6 - GOODWILL

| SEK million | |
|--|------------|
| Accumulated cost | |
| Opening balance, July 1, 2023 | 610 |
| Business acquisitions | - |
| Closing balance, September 30, 2023 | 610 |
| Business acquisitions | - |
| Closing balance, December 31, 2023 | 610 |
| Business acquisitions | 107 |
| Closing balance, March 31, 2024 | 716 |
| Business acquisitions | - |
| Closing balance, June 30, 2024 | 716 |
| Carrying amounts | |
| As of June 30, 2023 | 610 |
| As of September 30, 2023 | 610 |
| As of December 31, 2023 | 610 |
| As of March 31, 2024 | 716 |
| As of June 30, 2024 | 716 |

Audit

This interim report has not been subject to a limited review by the company's auditors.

Signatures

The undersigned assures that the interim report provides an accurate picture of the operations, financial position and earnings of the parent company and the Group, and describes any significant risks and uncertainties faced by the parent company and the companies that comprise the Group.

The interim report has been approved for issue by the board and the CEO according to the date shown by the electronic signature.

Tommy Eklund
CEO

Olof Hallrup
Chairman of the board

Per Bertland
Board member

Anna Frick
Board member

Lena Glader
Board member

Magnus Gudéhn
Board member



PERFORMANCE MEASURES

The company presents financial measures in the interim report that are not prescribed by IFRS. The company believes that these non-IFRS measures provide valuable supplementary information for investors and the company's management, as they enable an assessment of the company's financial performance and financial position. Since financial measures are calculated differently by different companies, they are not always comparable with the measures used by other companies. These financial measures should not, therefore, be considered a substitute for IFRS measures.

THE GROUP

| SEK million unless otherwise indicated | Apr-Jun 2024 | Apr-Jun 2023 | Change | Jan-Jun 2024 | Jan-Jun 2023 | Change | Rolling 12 months |
|---|-----------------|-----------------|--------|-----------------|-----------------|--------|----------------------|
| IFRS financial measures | | | | | | | |
| Net sales | 515 | 404 | 27% | 982 | 775 | 27% | 1,849 |
| Profit for the period | 164 | 127 | 29% | 313 | 233 | 34% | 650 |
| Earnings per share before dilution (SEK) | 0.27 | 0.21 | 29% | 0.51 | 0.38 | 34% | 1.07 |
| Earnings per share after dilution (SEK) | 0.27 | 0.21 | 29% | 0.51 | 0.38 | 34% | 1.07 |
| Alternative performance measures | | | | | | | |
| ARR | 1,478 | 1,237 | 20% | 1,478 | 1,237 | 20% | |
| ARPC (SEK) | 285 | 253 | 13% | 285 | 253 | 13% | 285 |
| Net sales growth | 27% | 31% | | 27% | 32% | | 26% |
| EBIT | 203 | 157 | 29% | 387 | 298 | 30% | 762 |
| EBIT-margin | 39% | 39% | | 39% | 38% | | 41% |
| RoF | 67% | 70% | | 66% | 70% | | 68% |
| Profit-margin | 32% | 31% | | 32% | 30% | | 35% |
| Equity per share after dilution (SEK) | 3.2 | 2.4 | 37% | 3.2 | 2.4 | 37% | |
| Equity at the end of the period | 1,973 | 1,437 | 37% | 1,973 | 1,437 | 37% | |
| Total assets at the end of the period | 3,011 | 2,454 | 23% | 3,011 | 2,454 | 23% | |
| Working capital at the end of the period | 591 | 444 | 33% | 591 | 444 | 33% | |
| Cash flow from operating activities | 258 | 205 | 26% | 299 | 347 | -14% | 598 |
| Free cash flow, adjusted for lending and acquisitions | 194 | 182 | 6% | 303 | 313 | -3% | |
| Equity / assets ratio | 66% | 59% | | 66% | 59% | | |
| Non-financial measures | | | | | | | |
| No. of subscription customers at the end of the period (000s) | 572 | 510 | 12% | 572 | 510 | 12% | |
| No. of employees at the end of the period (No.) | 886 | 737 | 20% | 886 | 737 | 20% | |
| Average no. of shares outstanding before dilution (000s) | 609,682 | 609,693 | | 609,629 | 609,712 | | 609,627 |
| Average no. of shares outstanding after dilution (000s) | 609,879 | 609,969 | | 609,872 | 609,946 | | 609,870 |
| No. of shares outstanding at the end of the period before dilution (000s) | 609,767 | 609,680 | | 609,767 | 609,680 | | |
| No. of shares outstanding at the end of the period after dilution (000s) | 610,125 | 609,960 | | 610,125 | 609,960 | | |

PERFORMANCE MEASURES CONT.

THE GROUP PER QUARTER

| SEK million unless otherwise indicated | Apr-Jun 2024 | Jan-Mar 2024 | Okt-Dec 2023 | Jul-Sep 2023 | Apr-Jun 2023 | Jan-Mar 2023 | Oct-Dec 2022 | Jul-Sep 2022 | Apr-Jun 2022 | Jan-Mar 2022 | Oct-Dec 2021 | Jul-Sep 2021 |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| IFRS financial measures | | | | | | | | | | | | |
| Net sales | 515 | 467 | 451 | 416 | 404 | 370 | 357 | 332 | 308 | 279 | 267 | 236 |
| Profit for the period | 164 | 149 | 188 | 149 | 127 | 106 | 94 | 112 | 74 | 67 | 62 | 79 |
| Earnings per share after dilution (SEK) | 0.27 | 0.24 | 0.31 | 0.24 | 0.21 | 0.17 | 0.15 | 0.18 | 0.12 | 0.11 | 0.1 | 0.13 |
| Alternative performance measures | | | | | | | | | | | | |
| ARR | 1,478 | 1,448 | 1,276 | 1,266 | 1,237 | 1,202 | 1,040 | 1,016 | 986 | 839 | 693 | 650 |
| ARPC (SEK) | 285 | 276 | 268 | 260 | 253 | 242 | 233 | 223 | 212 | 204 | 194 | 184 |
| Net sales growth | 27% | 26% | 26% | 25% | 31% | 33% | 34% | 40% | 34% | 41% | 42% | 35% |
| Growth compared with prev. quarter | 10% | 3% | 8% | 3% | 9% | 4% | 8% | 8% | 10% | 5% | 13% | 3% |
| EBIT | 203 | 185 | 186 | 189 | 157 | 140 | 126 | 145 | 103 | 90 | 83 | 102 |
| EBIT-margin | 39% | 40% | 41% | 45% | 39% | 38% | 35% | 44% | 34% | 32% | 31% | 43% |
| RoF | 67% | 66% | 68% | 71% | 70% | 71% | 69% | 84% | 67% | 73% | 73% | 79% |
| Profit-margin | 32% | 32% | 42% | 36% | 31% | 29% | 26% | 34% | 24% | 24% | 23% | 34% |
| Equity per share after dilution (SEK) | 3.2 | 3.1 | 2.9 | 2.6 | 2.4 | 2.2 | 2.1 | 1.9 | 1.8 | 1.6 | 1.6 | 1.5 |
| Equity at the end of the period | 1,973 | 1,920 | 1,772 | 1,585 | 1,437 | 1,314 | 1,281 | 1,187 | 1,074 | 1,000 | 982 | 907 |
| Total assets at the end of the period | 3,011 | 2,886 | 2,652 | 2,426 | 2,454 | 2,339 | 2,302 | 2,155 | 2,026 | 1,907 | 1,971 | 1,414 |
| Working capital at the end of the period | 591 | 546 | 542 | 404 | 444 | 333 | 419 | 347 | 278 | 247 | 247 | 324 |
| Cash flow from operating activities | 258 | 41 | 238 | 61 | 205 | 141 | 117 | 117 | 117 | 91 | 76 | 103 |
| Free cash flow, adjusted for lending and acquisitions | 194 | 109 | 179 | 119 | 182 | 131 | 96 | 125 | 108 | 65 | 38 | 67 |
| Equity / assets ratio | 66% | 67% | 67% | 65% | 59% | 56% | 56% | 55% | 53% | 52% | 50% | 63% |
| Non-financial measures | | | | | | | | | | | | |
| No. of subscription customers at the end of the period (000s) | 572 | 556 | 536 | 520 | 510 | 495 | 480 | 466 | 456 | 441 | 425 | 410 |
| No. of employees at the end of the period (No.) | 886 | 848 | 761 | 747 | 737 | 703 | 686 | 657 | 628 | 617 | 596 | 540 |

DEFINITIONS AND REASON FOR USE OF ALTERNATIVE PERFORMANCE MEASURES

The alternative performance measures added since the 2023 Annual and sustainability report are defined, explained and calculated below. For a summary of every alternative performance measure, with definitions, calculations and explanations for their use, refer to the Fortnox 2023 Annual and sustainability report available on the Group's website, www.fortnox.se.

| Terms and definitions | Reason for use | Derivation (calculated values pertain to the latest quarter, where applicable, otherwise the balance-sheet date) |
|--|---|--|
| <p>Free cash flow</p> <p>Free cash flow is a performance measure that comprises cash flow from operating activities and investing activities plus repayment of lease liabilities.</p> | <p>This is a measure of profitability used to assess and monitor operating activities.</p> | <p>(A) Cash flow from operating activities, MSEK (B) Cash flow from investing activities, MSEK (C) Repayment of lease liability, MSEK (D) Free cash flow, MSEK</p> <p>(A) + (B) + (C) = (D) 258 + (-64) + (-10) = 184 (2024) 205 + (-42) + (-9) = 153 (2023)</p> |
| <p>Free cash flow, adjusted for lending and acquisitions</p> <p>Comprises free cash flow adjusted for the change in operating receivables in the lending operations and acquisitions.</p> | <p>This profitability measure enables the follow-up of operating activities excluding the impact of the change in operating receivables in the lending operations and the cash flow effect of acquisitions.</p> | <p>(A) Free cash flow, MSEK (B) Adjusted for lending, MSEK (C) Adjusted for acquisitions, MSEK (D) Free cash flow, adjusted for lending and acquisitions, MSEK</p> <p>(A) + (B) + (C) = (D) 184 + 9 + 0 = 194 (2024) 153 + 29 + 0 = 182 (2023)</p> |

FINANCIAL CALENDAR

- Interim report January – September 2024, will be published on October 24, 2024
- Year-end-report, January–December 2024, will be published on February 13, 2025
- Annual and sustainability report 2024, will be published on March 21, 2025
- Annual General Meeting 2024, will be held on April 10, 2025

Financial reports, press releases and other information have been published on Fortnox's website www.fortnox.se.

PUBLICATION

This information is such that Fortnox AB (publ) is required to publish under the EU Market Abuse Regulation (MAR). The information was submitted for publication, through the agency of the contact person below, on July 12, 2024, at 8:30 a.m. CEST.

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WE ARE FORTNOX

Fortnox is a business platform that connects people, businesses and organizations. We help businesses start, grow and develop. With smart technical products, solutions and services, and the ability to connect them with hundreds of external parties, we are a hub for businesses in Sweden.

Our vision is to create a prosperous society built by successful businesses.

Established in 2001, Fortnox is headquartered in Växjö with offices in Malmö, Linköping and Stockholm. Fortnox AB is listed on Nasdaq Stockholm. For further information see www.fortnox.se.

