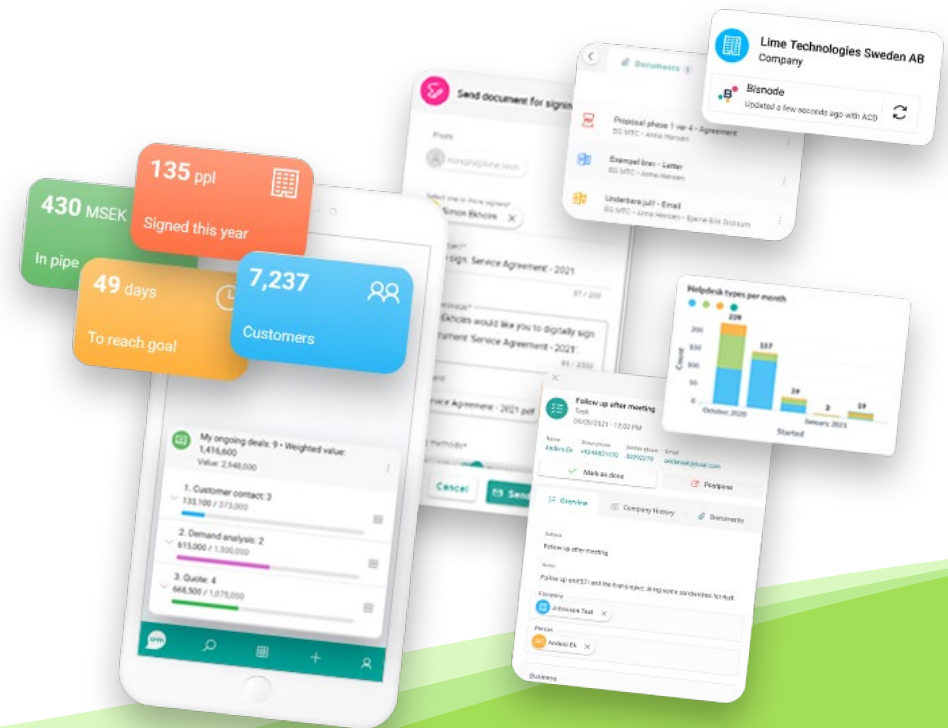




Q4 update

February 16, 2022





Today's presenters



Nils Olsson

CEO

Lime since 2006



Magnus Hansson

CFO

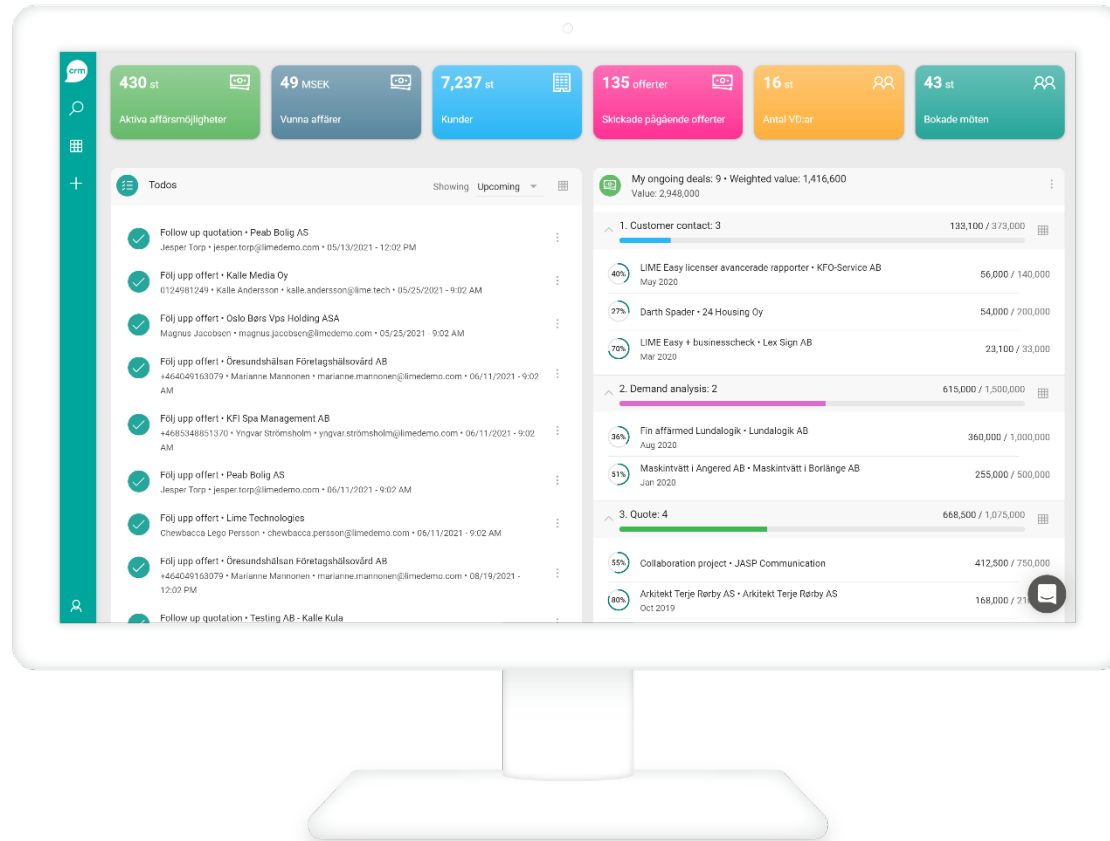
Lime since 2015



Sum up Q4 2021

- Recurring revenue drives growth
- Attractive employer – more than 100 new recruits in 2021
- Accelerating product development and record high demand for add-ons





Agenda

1. Order intake
2. Revenue
3. Profit
4. Summary



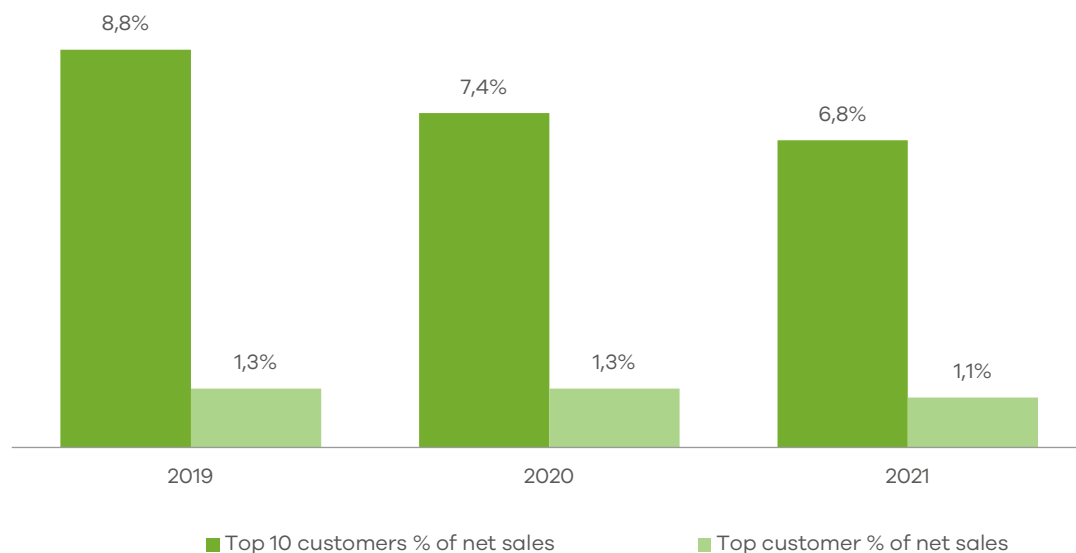
1. Order intake



Several deals in Europe

Good mixture of small, midsize and large enterprises

Customer concentration



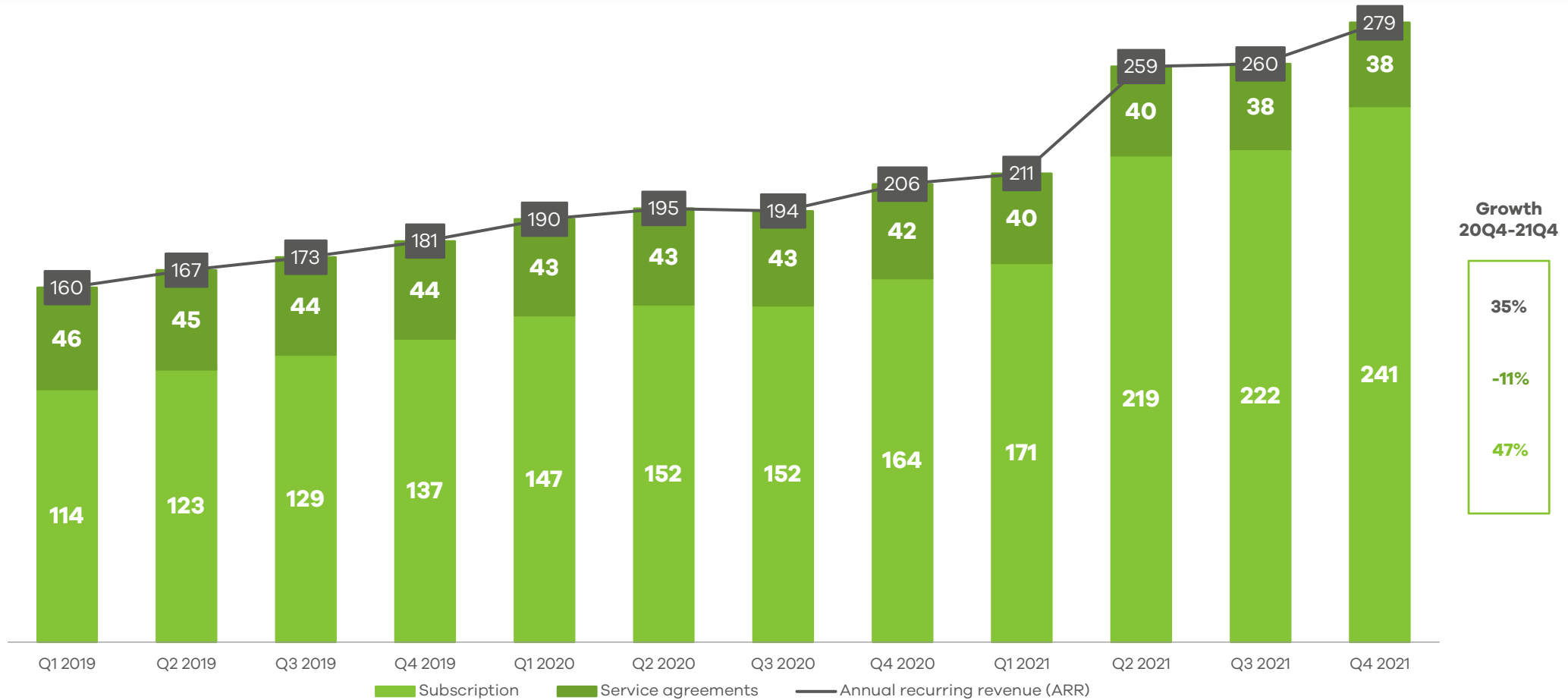


2. Revenue



Increase in annual recurring revenue drives growth

ARR development (SEKm)





Recurring revenue is growing rapidly

Transition from up-front to subscription pricing model since 2015

Pricing model transformation over time

LTM net sales by revenue stream, SEKm



Revenue guidance

License, subscription



- ✓ CRM system mainly as subscription
- ✓ Increased sales teams to drive further ARR for subscriptions

Support contract



- ✓ Support contract sold together with up-front licenses
- ✓ No addition to support contracts as a result of nearly no up-front sales
- ✓ Support contracts for existing up-front clients still generate revenue

License, up-front



- ✓ Revenue stream in decline as the products are sold as SaaS
- ✓ Some existing clients still buy more licenses up-front

Expert services

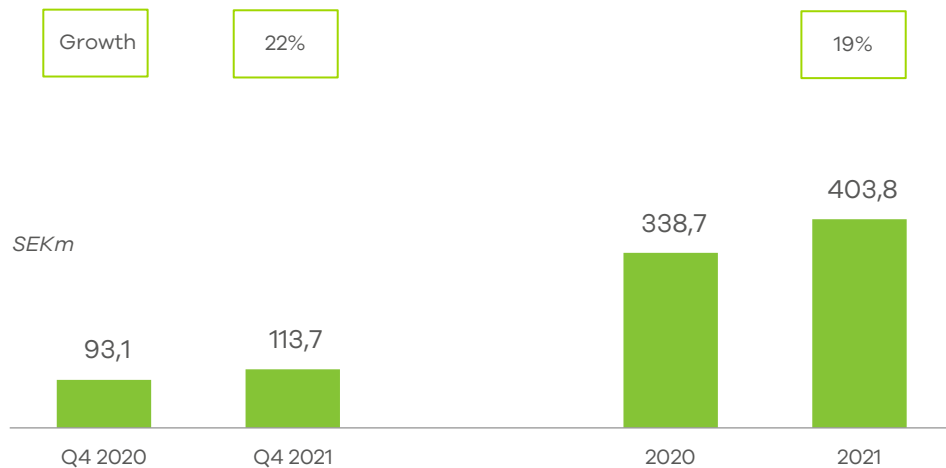


- ✓ Large part of sales derives from existing customers
- ✓ Customer base is growing, expected to drive expert services growth but decreases as part of total net sales



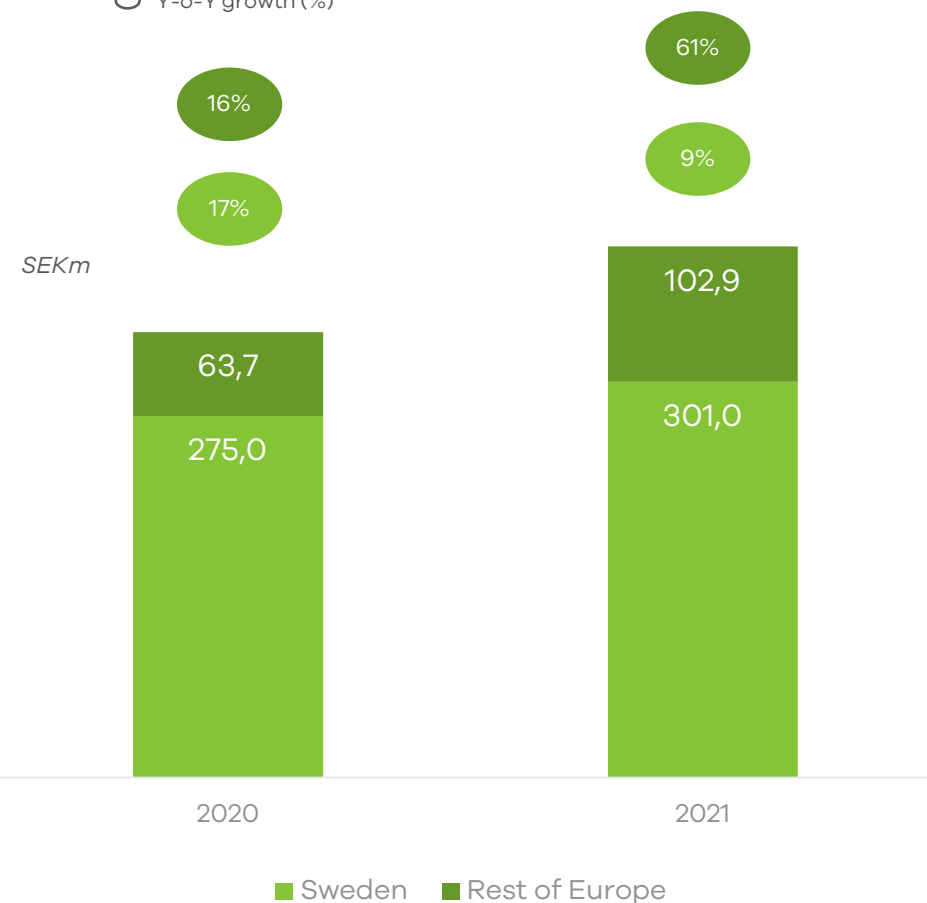
Revenue

Net sales development

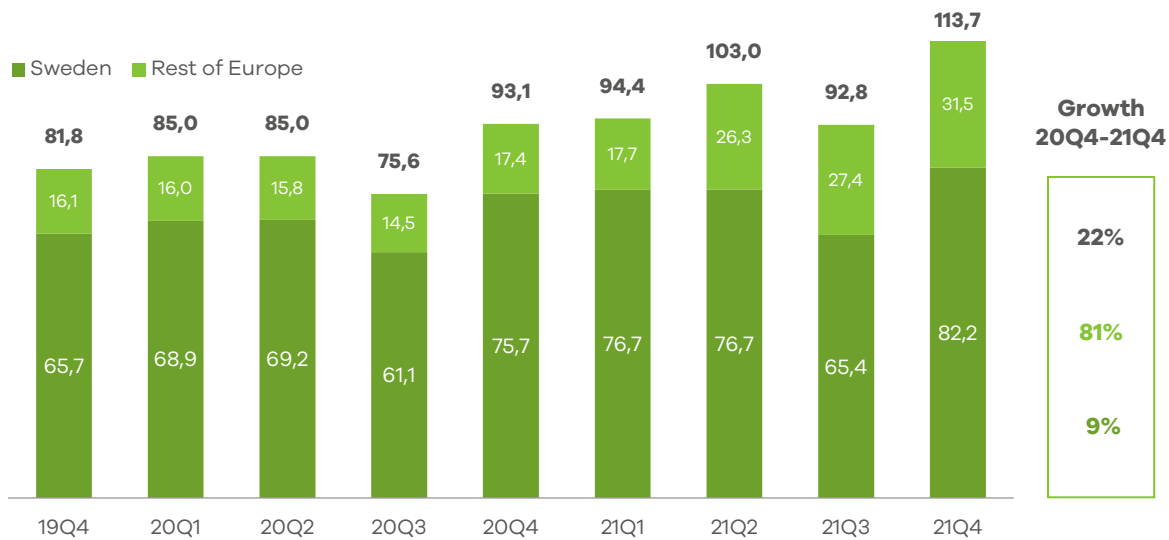


Traction across geographies

○ Y-o-Y growth (%)



Split by geography





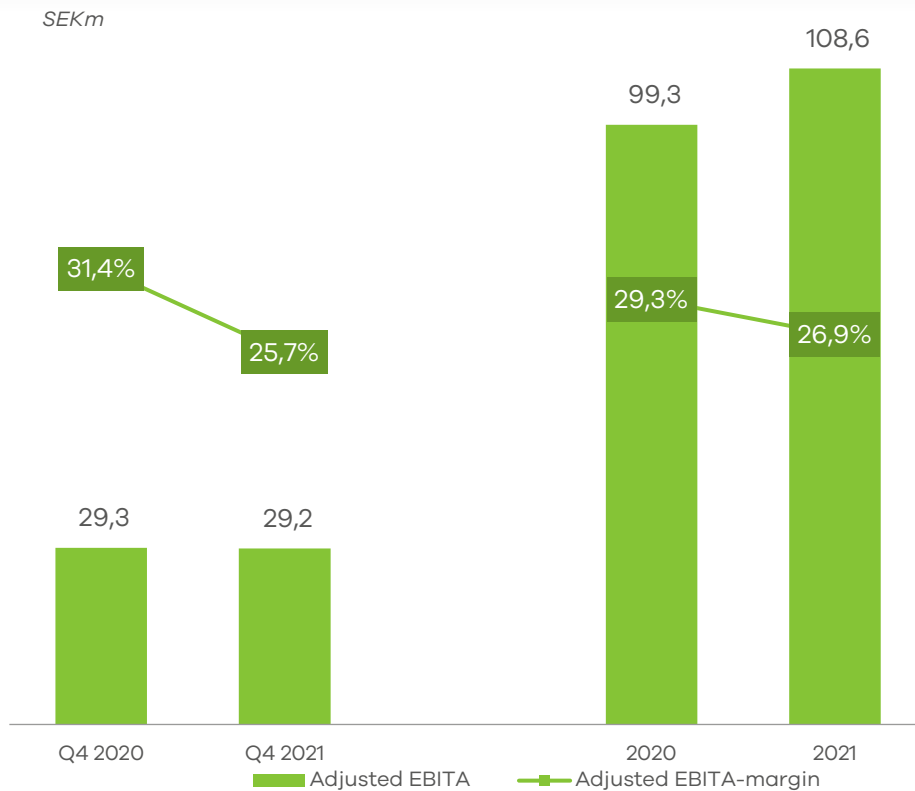
3. Profit



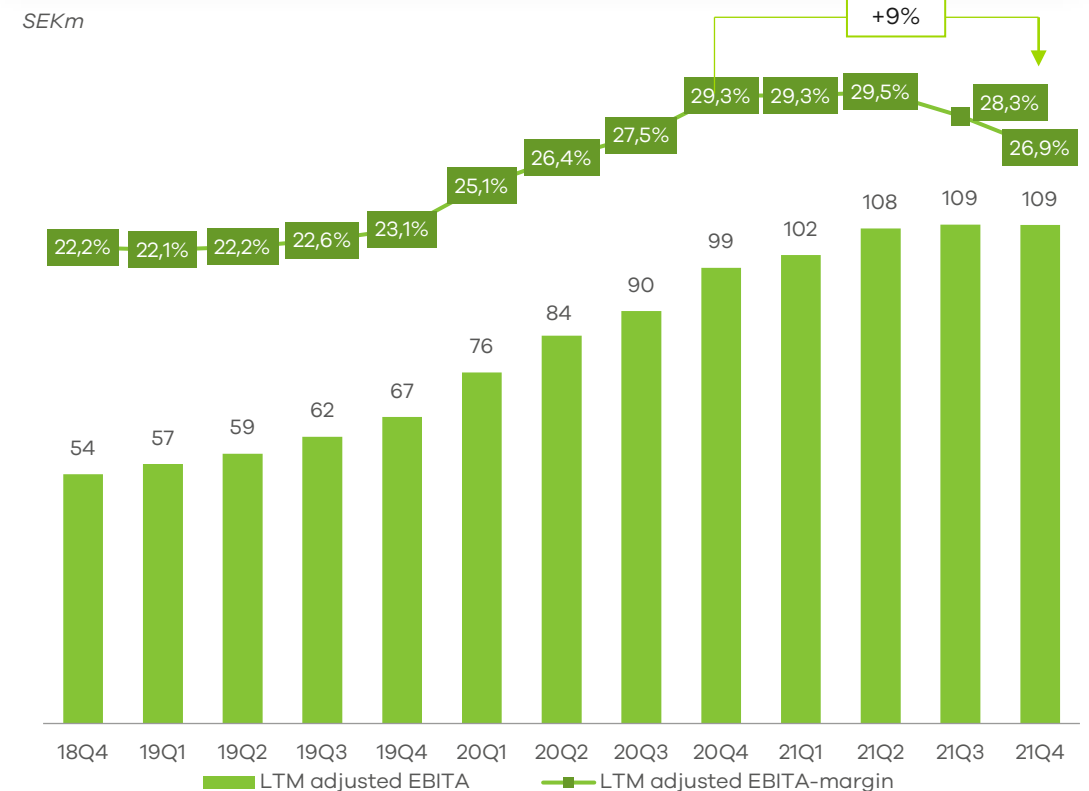
Profit

Reaching an adjusted EBITA margin of 26 % in Q4 2021

EBITA development¹⁾



Rolling LTM EBITA and margin development¹⁾



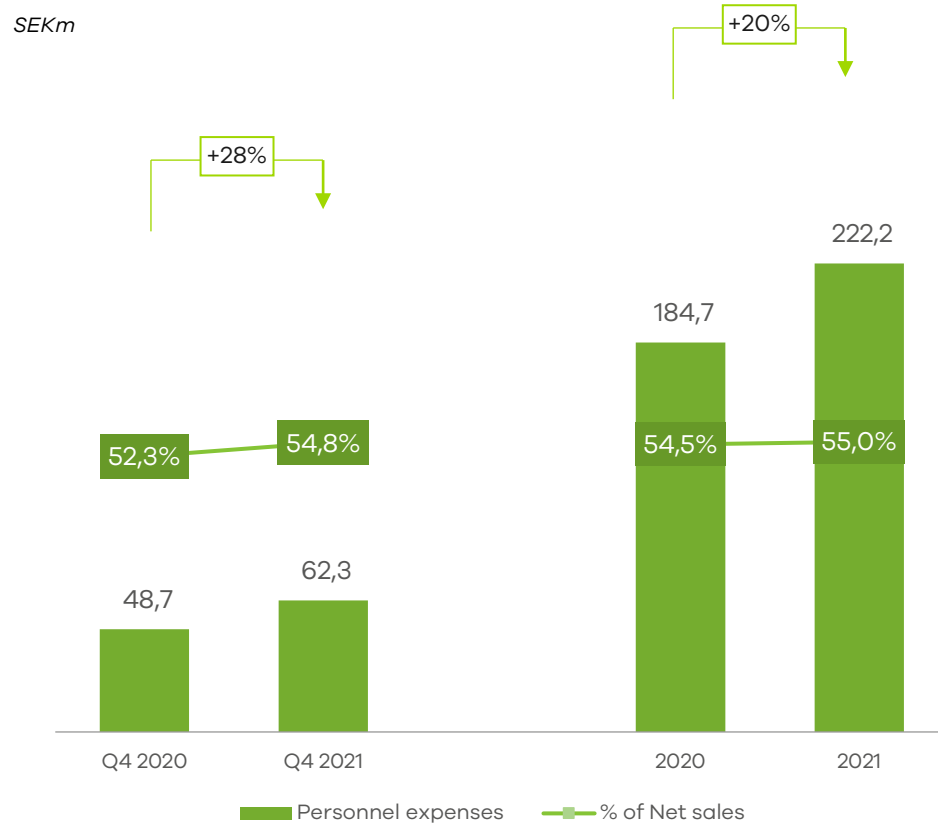
Note: 1) EBITA adjusted for IPO and acquisition related expenses.



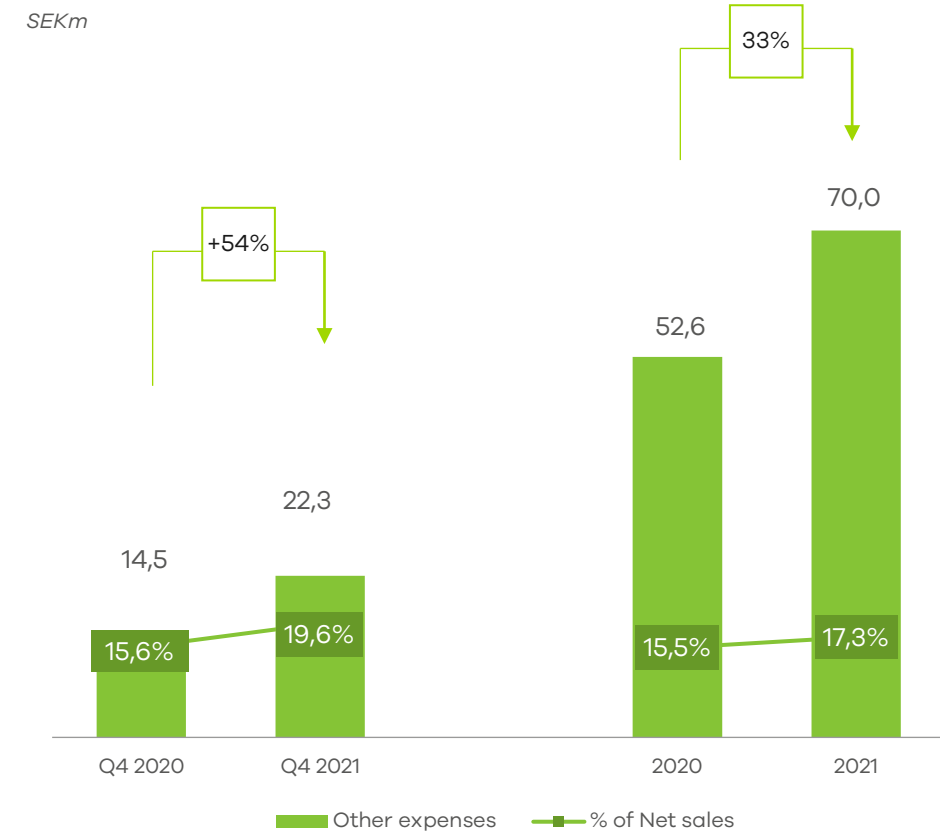
OPEX development

Large majority of operating expenses related to growth in FTEs

Personnel expenses development



Other operating expenses development (adj.)¹⁾



Note: 1) EBITA adjusted for acquisition related expenses.



4. Summary



Highlights, Q4 2021

SALES
GROWTH

22%

EBITA
MARGIN

26%

ARR
GROWTH

35%

RECRUITS
IN TOTAL, 2021

>100



Financial targets

2021

Sales growth

"Lime's objective in the medium term is to achieve an annual net sales growth above 18%"

19 %

EBITA margin

"Lime's objective in the medium term is to achieve an annual EBITA margin above 25%"

27 %

Capital structure

"The objective in respect of the capital structure is that the net debt in relation to EBITDA should be less than 2.5"

1,6

Dividend policy

"Lime intends to distribute available cash flow, after taking into account the Company's indebtedness as well as future growth opportunities, including acquisitions. Dividend is expected to correspond to at least 50% of net profit."

59 %
(2.60 SEK/share proposed)

Thank you for listening!
investors.lime-technologies.com

