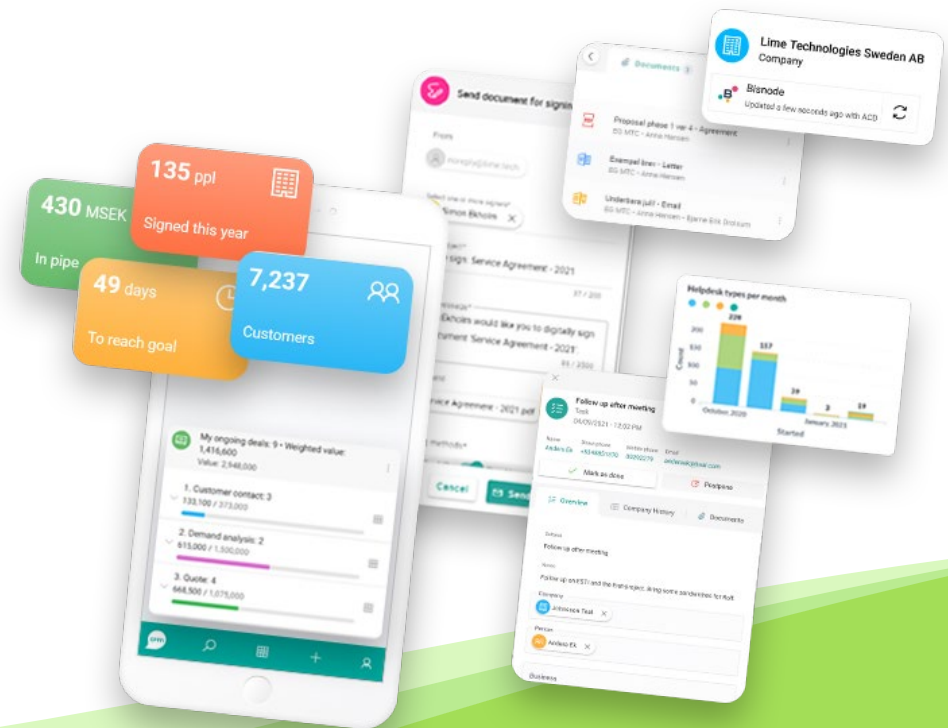




Q3 update

October 20, 2022





Today's presenters



Nils Olsson

CEO

Lime since 2006



Magnus Hansson

CFO

Lime since 2015



Exceeding customers' expectations

Software and know-how that helps companies attract new and keep existing customers

“
*We go all in to create a world where every **customer** experience exceeds expectations, making **customers'** lives easier through spot-on software and on-point expertise*
”

10 offices in **6** markets



400

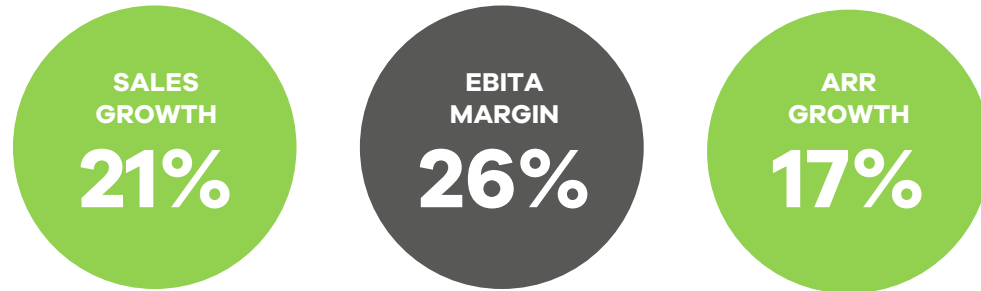
Over **80,000** users

Over **6,500** customers



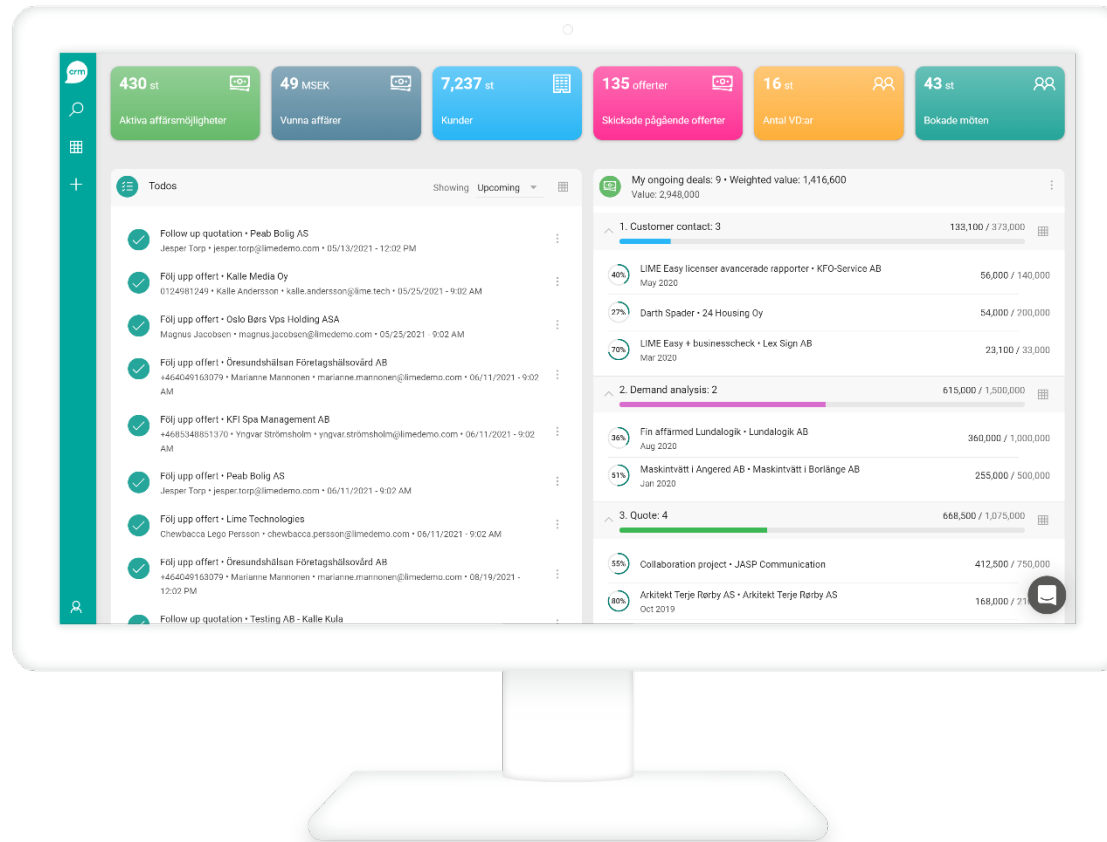


Sum up Q3 2022



- Strong development in organic growth
- Essential value for our customers in tough times
- Verticals & recruitments - scaling existing markets
- Future acquisitions
- Turbulent market without losing momentum





Agenda

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



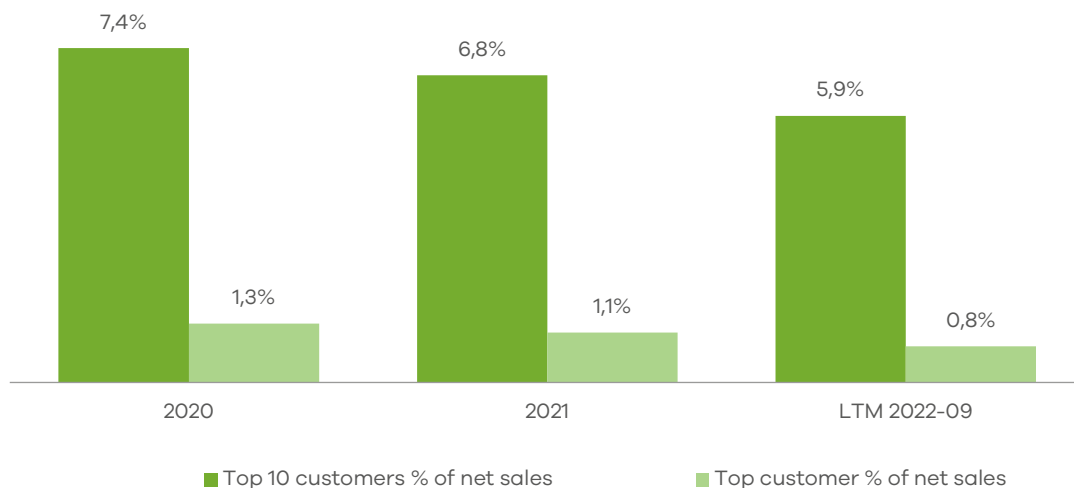
1. Order intake



Several deals within our verticals

Good mixture of small, midsize and large enterprises

Customer concentration



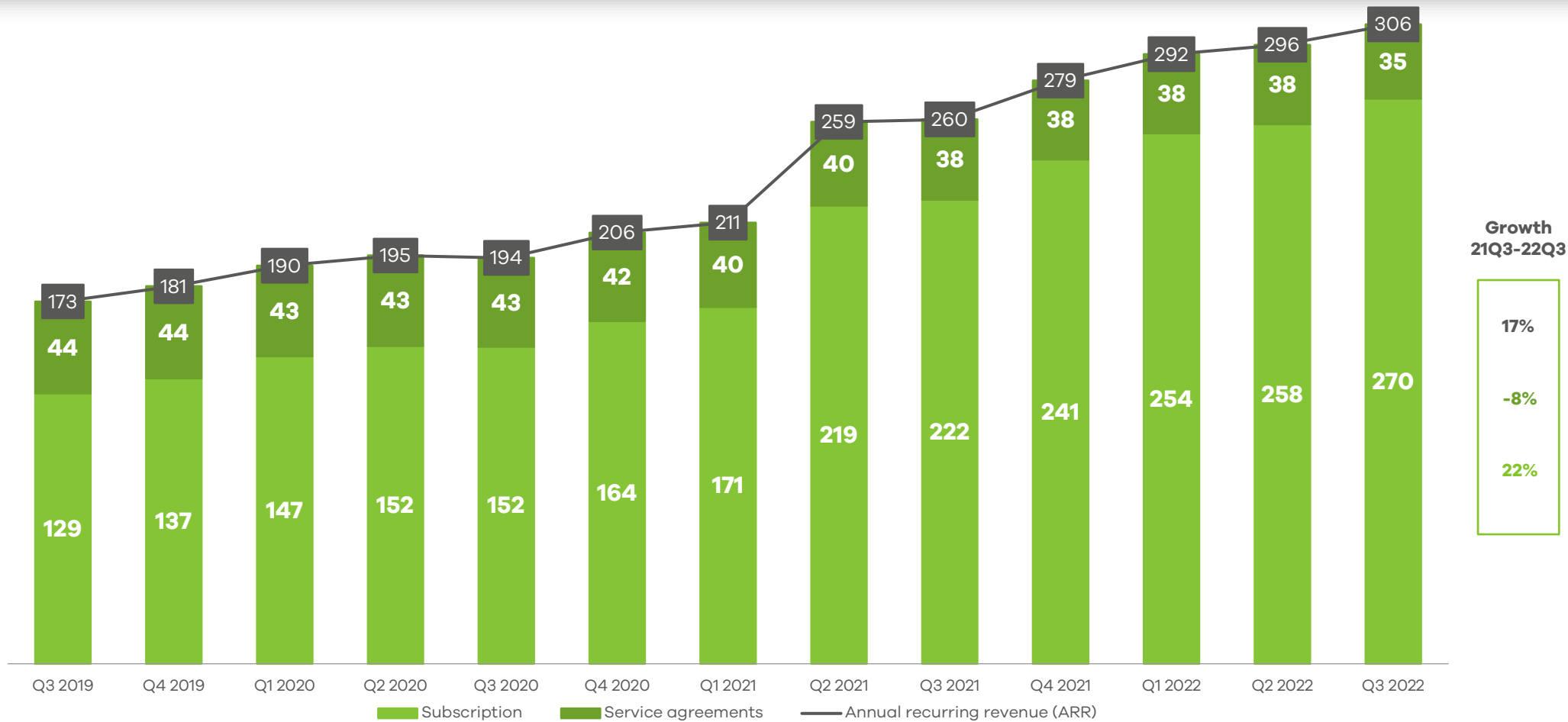


2. Revenue



Increase in annual recurring revenue drives growth

ARR development (SEKm)



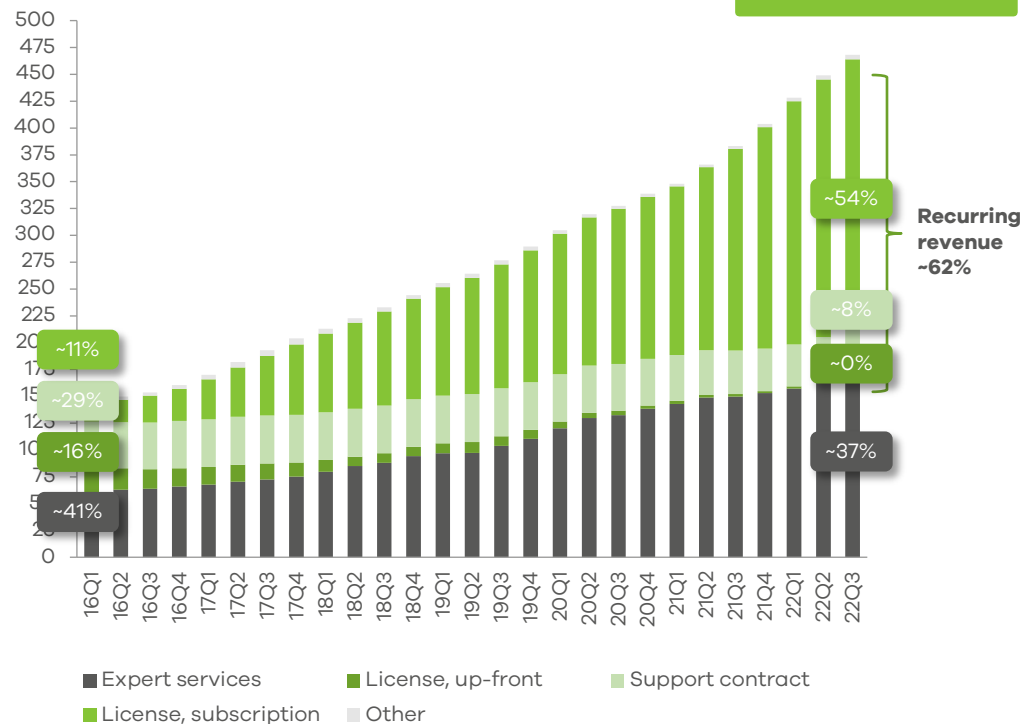


Recurring revenue is growing rapidly

Transition from up-front to subscription pricing model since 2015

Pricing model transformation over time

LTM net sales by revenue stream, SEKm



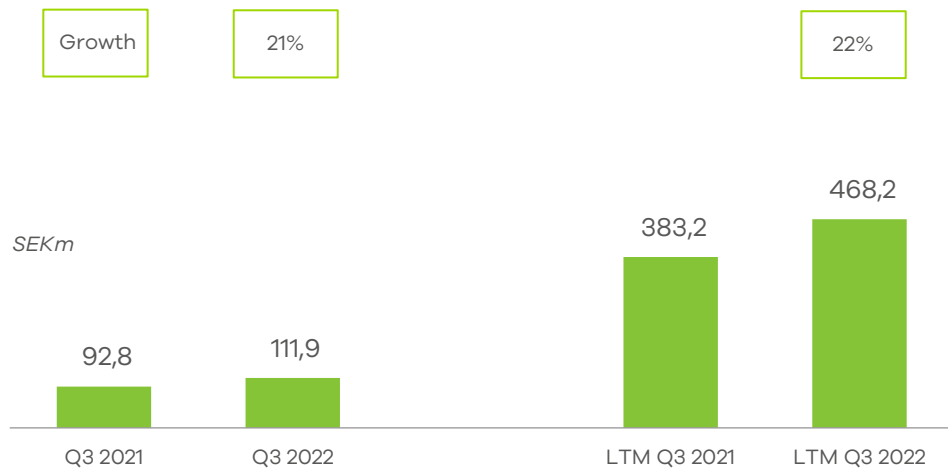
Revenue guidance

- License, subscription** (Up arrow)
 - ✓ CRM system mainly as subscription
 - ✓ Increased sales teams to drive further ARR for subscriptions
- Support contract** (Right arrow)
 - ✓ 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** (Down arrow)
 - ✓ Revenue stream in decline as the products are sold as SaaS
 - ✓ Some existing clients still buy more licenses up-front
- Expert services** (Right arrow)
 - ✓ 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



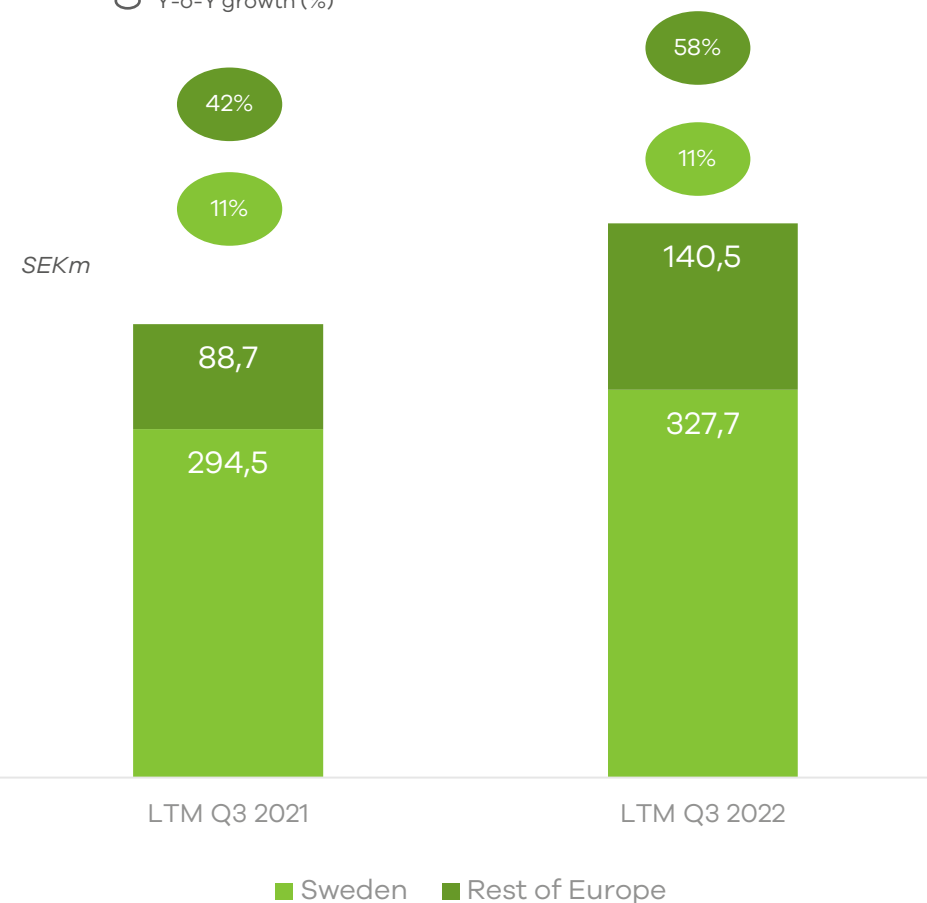
Revenue

Net sales development

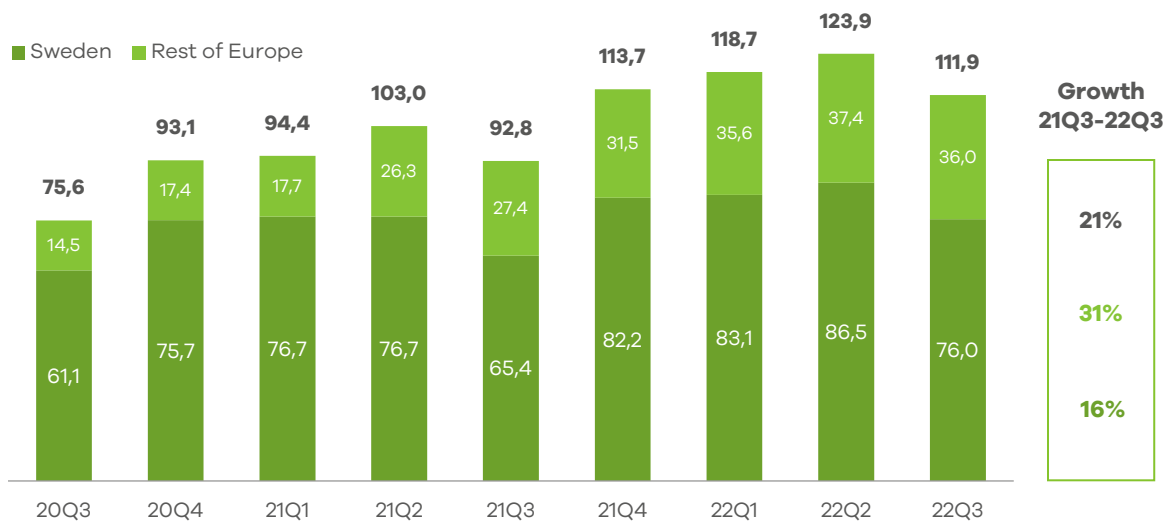


Traction across geographies

○ Y-o-Y growth (%)



Split by geography





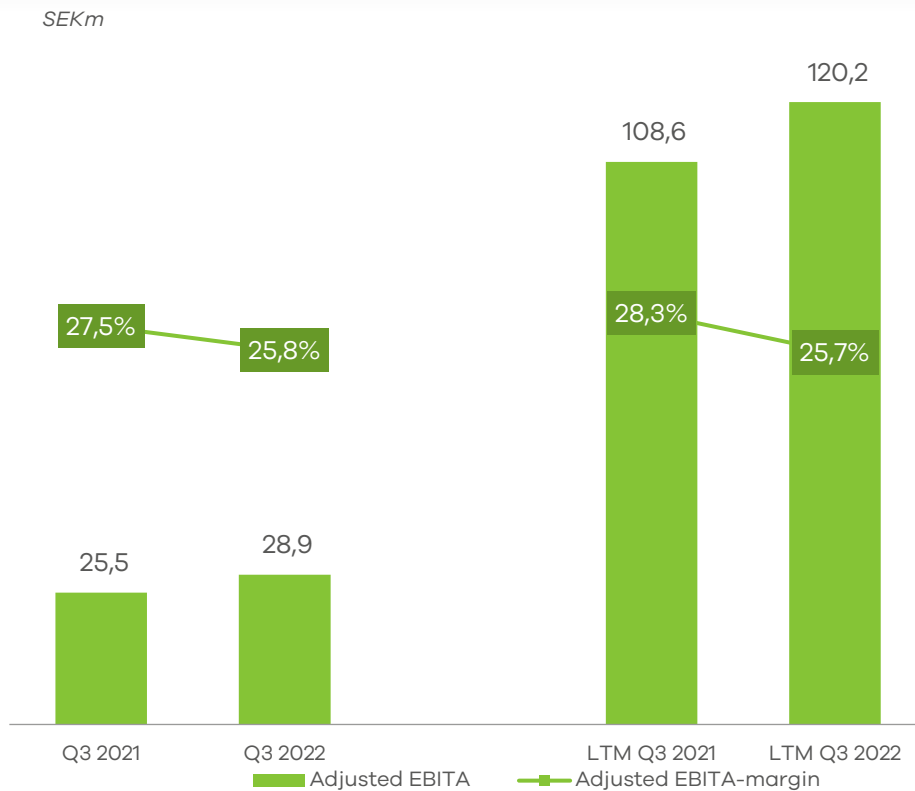
3. Profit



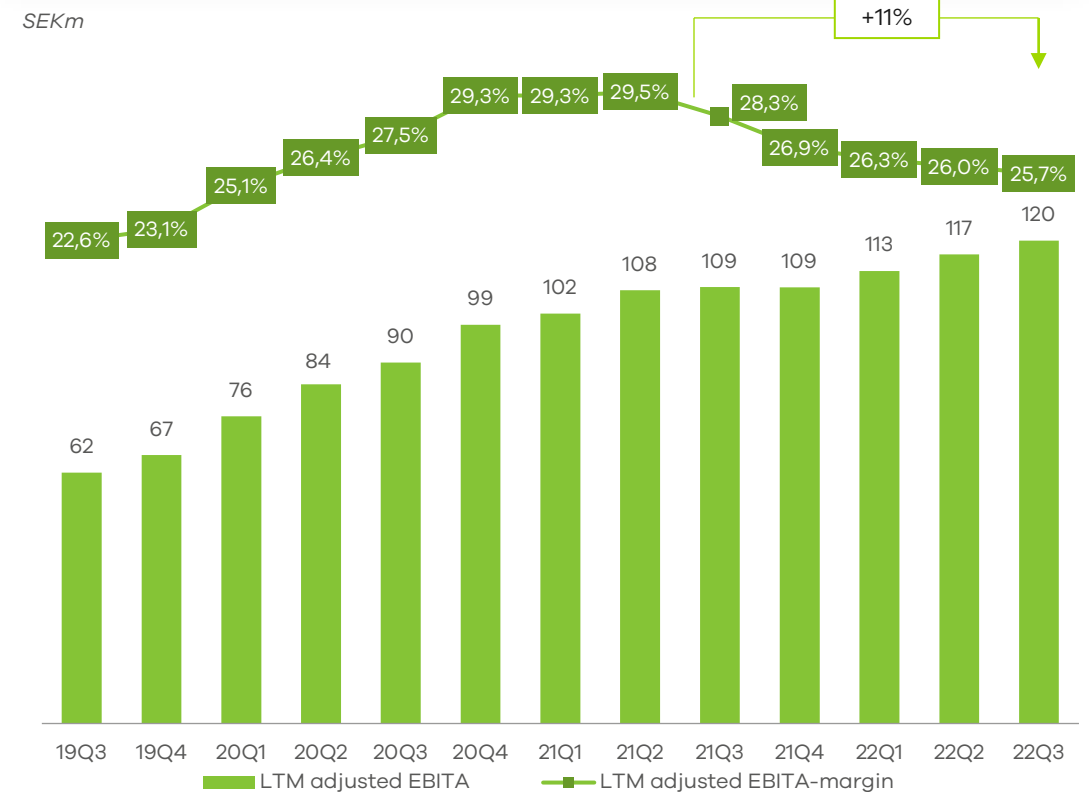
Profit

Reaching an adjusted EBITA margin of 26 % in Q3 2022

EBITA development¹⁾



Rolling LTM EBITA and margin development¹⁾



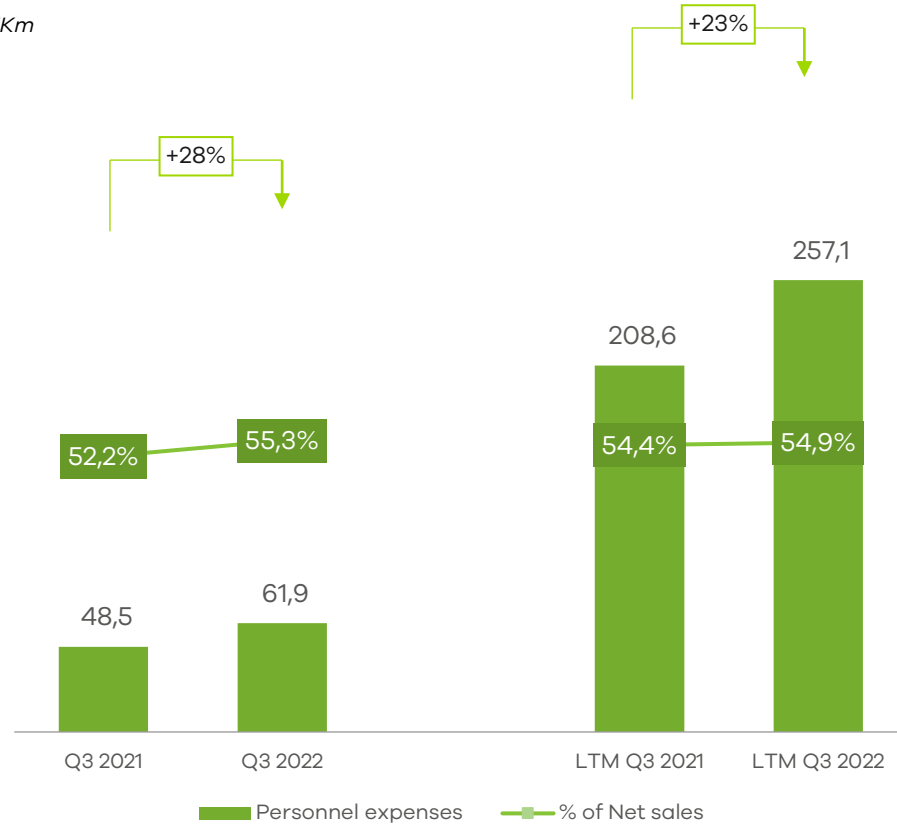


OPEX development

Large majority of operating expenses related to growth in FTEs

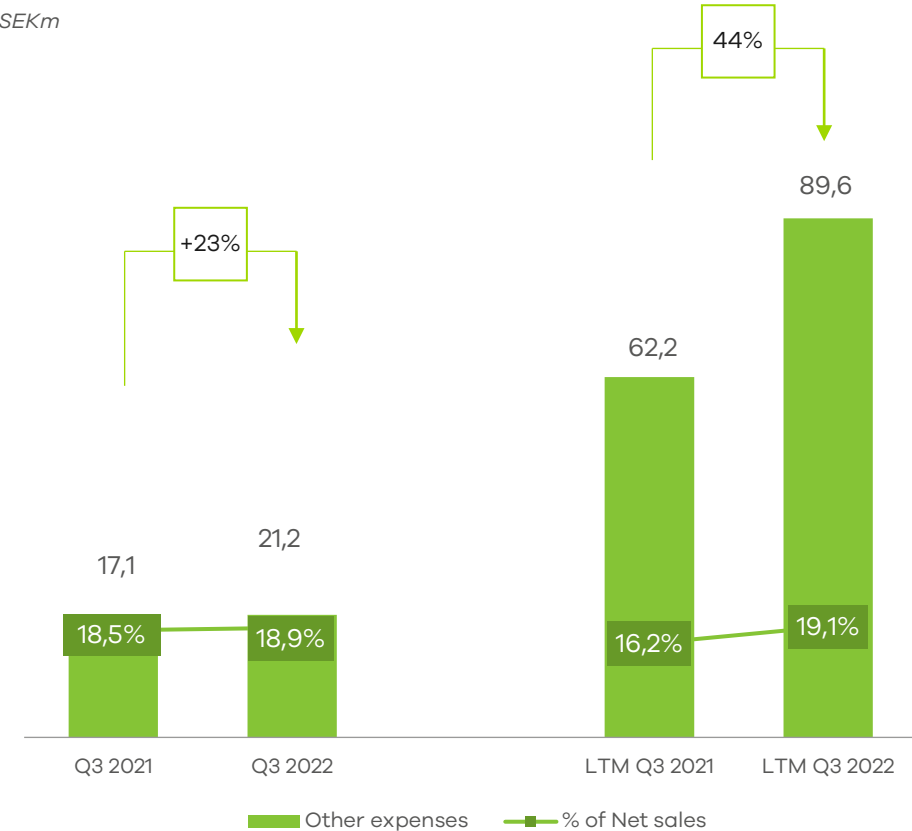
Personnel expenses development

SEKm



Other operating expenses development (adj.)¹⁾

SEKm



Note: 1) EBITA adjusted for acquisition related expenses.



4. Summary



Financial targets

LTM Q3 2022

Sales growth

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

22 %

EBITA margin

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

26 %

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"

1.3

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)



Thank you for listening!

investors.lime-technologies.com

