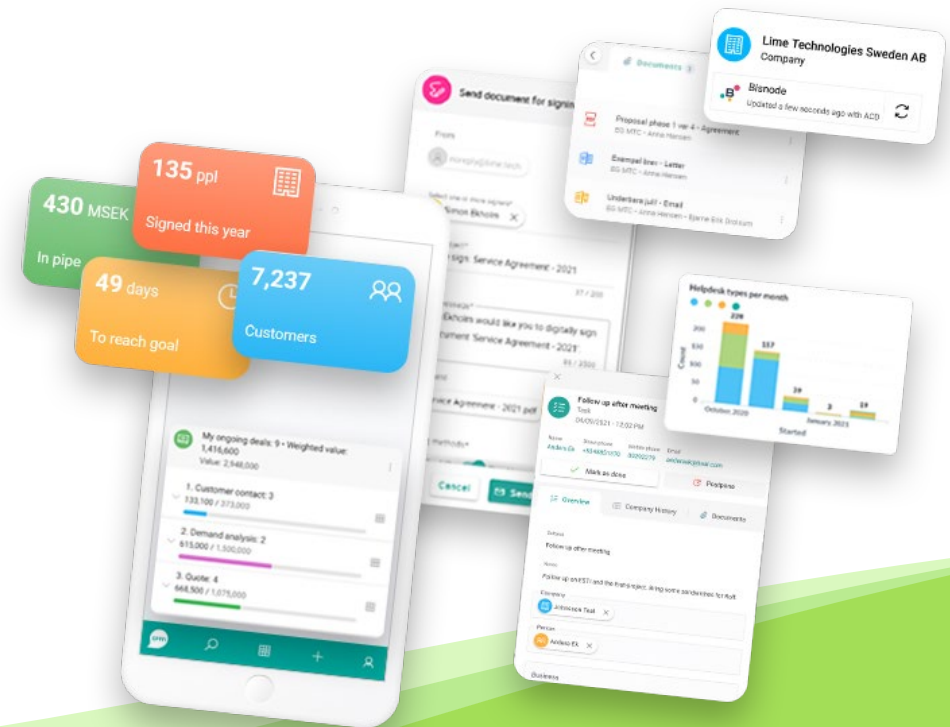




Q4 update

February 16, 2023





Today's presenters



Nils Olsson

CEO

Lime since 2006



Maria Wester

CFO

Lime since 2022



Exceeding customers' expectations

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

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*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

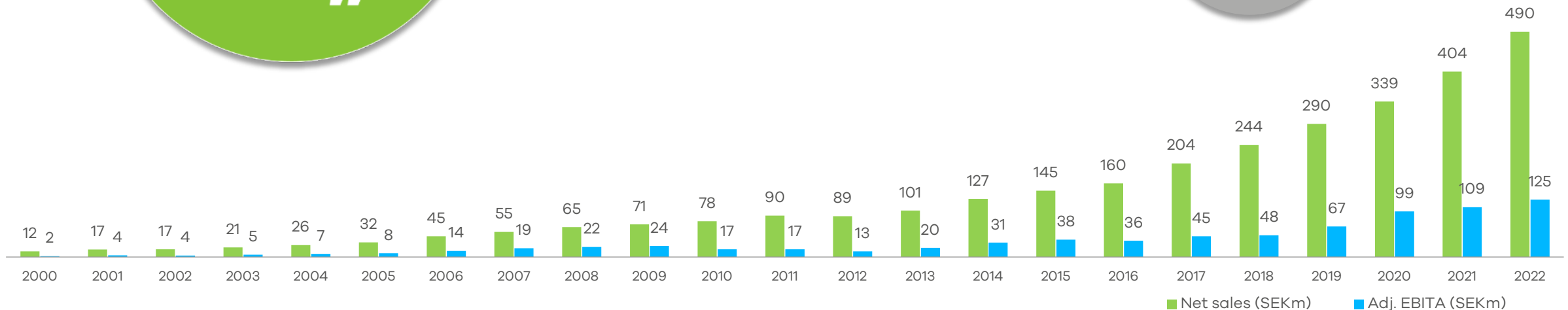


400



Over
80,000
users

Over
6,500
customers





Sum up Q4 2022



- Long-term profitable growth
- Strong organic growth
- Investments for future growth
- Market conditions





Sum up 2022

SALES
GROWTH

21%

EBITA
MARGIN

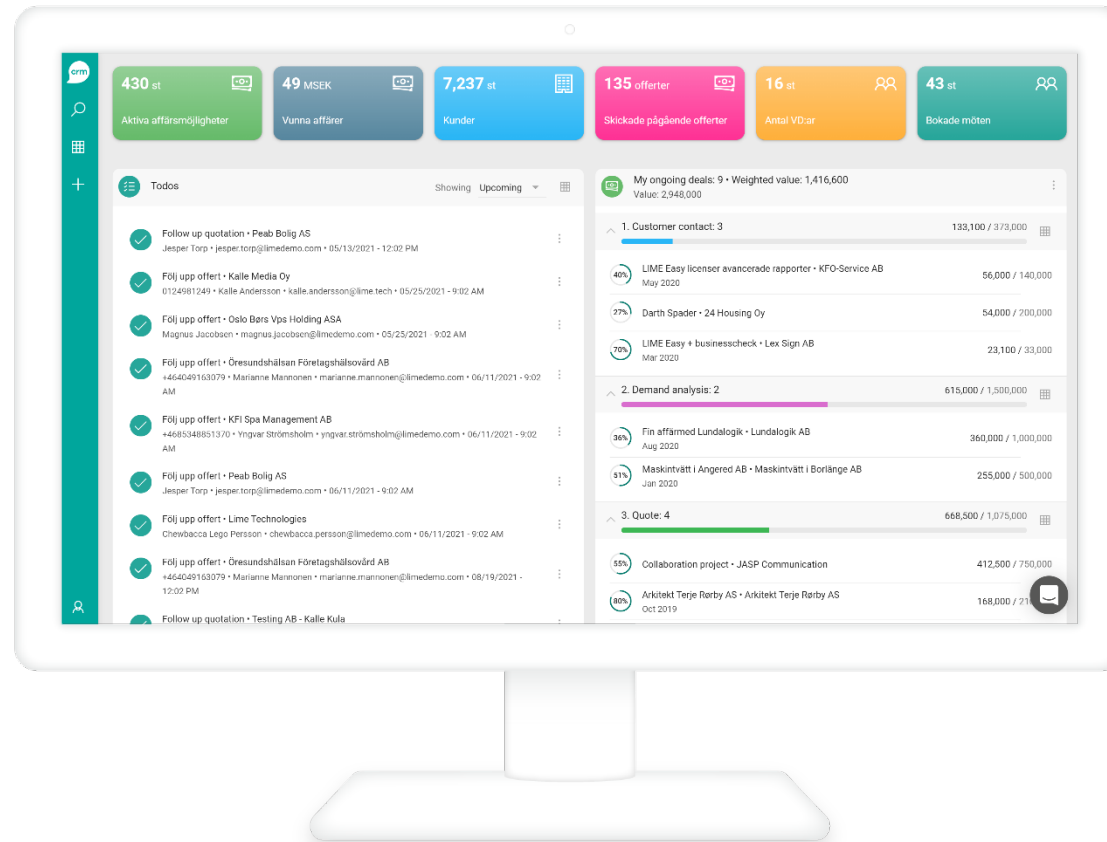
26%

2022
RECRUITMENTS

110

PROPOSED
DIVIDEND

37 MSEK



Agenda

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



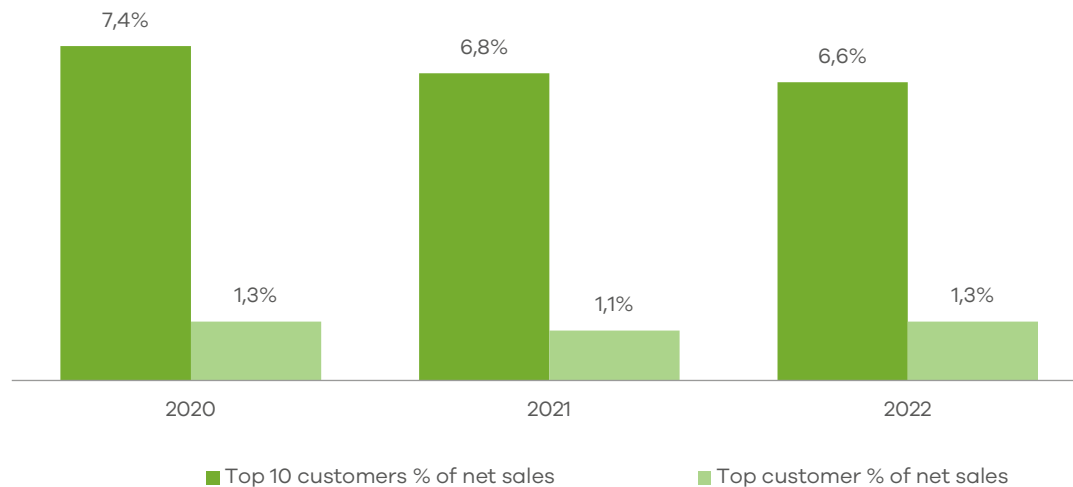
1. Order intake



Several deals within our verticals

Good mixture of small, midsize and large enterprises

Customer concentration



HELSINGBORG

Pipe Chain®



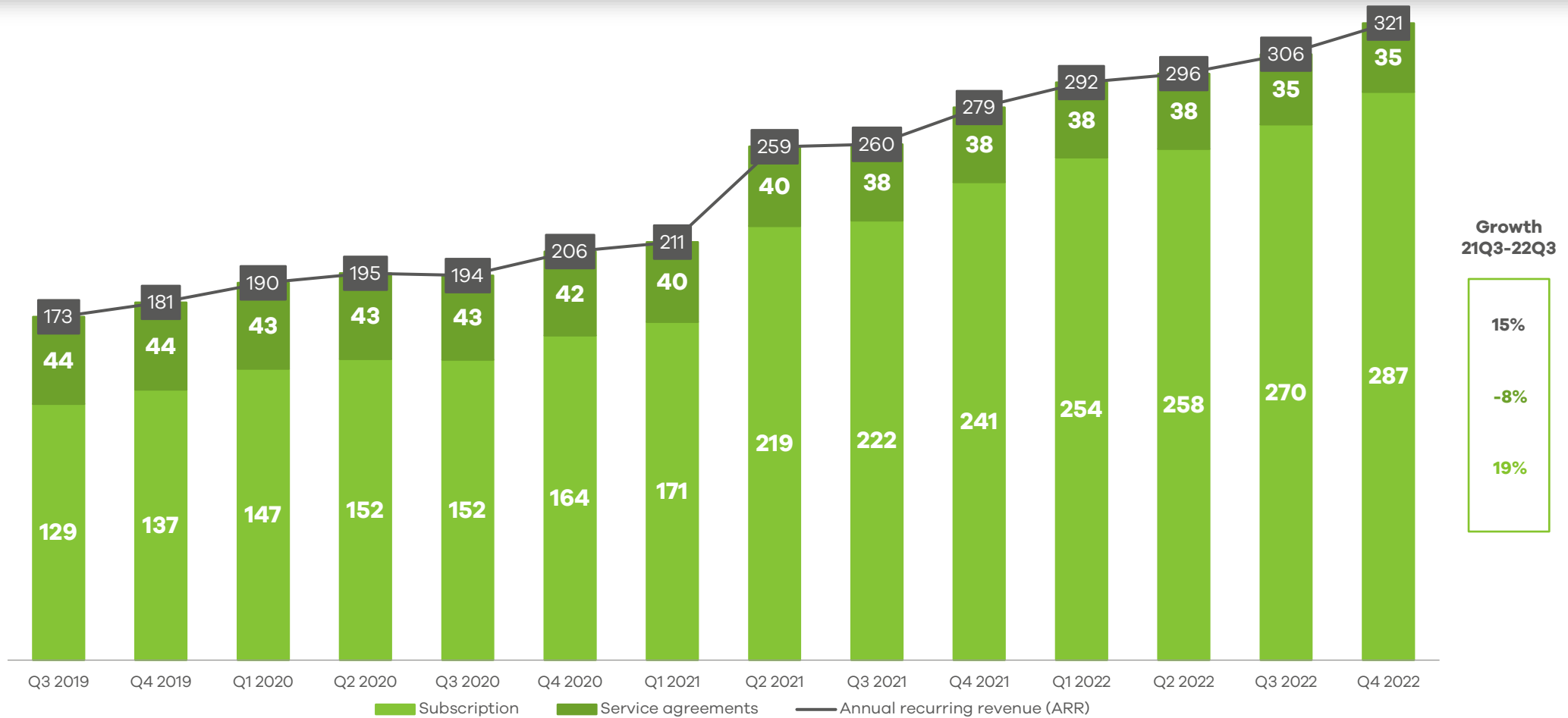


2. Revenue



Increase in annual recurring revenue drives growth

ARR development (SEKm)



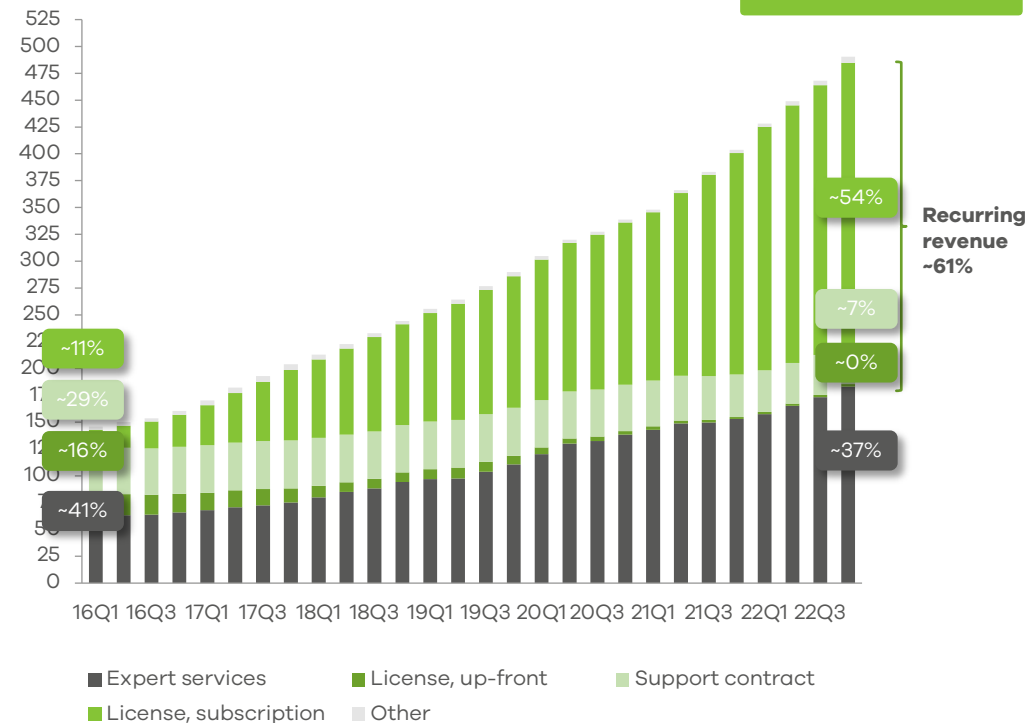


Recurring revenue is growing rapidly

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

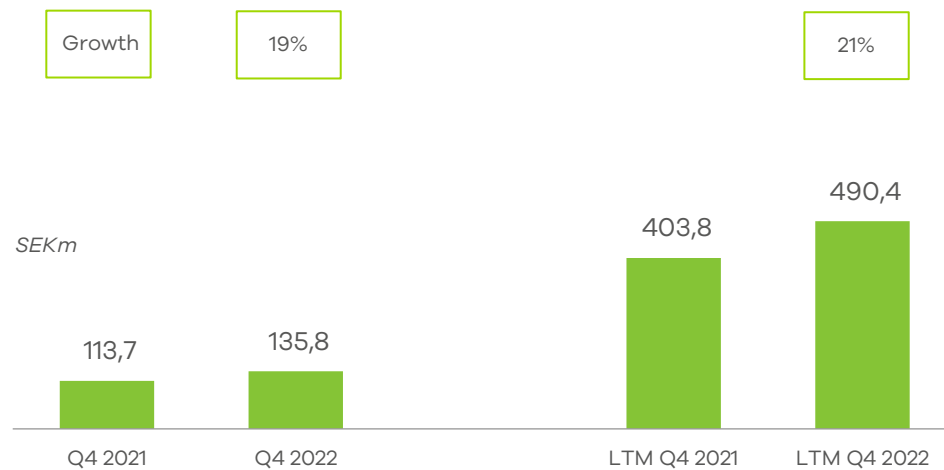


- ✓ Large part of sales derives from existing customers
- ✓ Customer base is growing, expected to drive expert services growth but decreases as part of total net sales

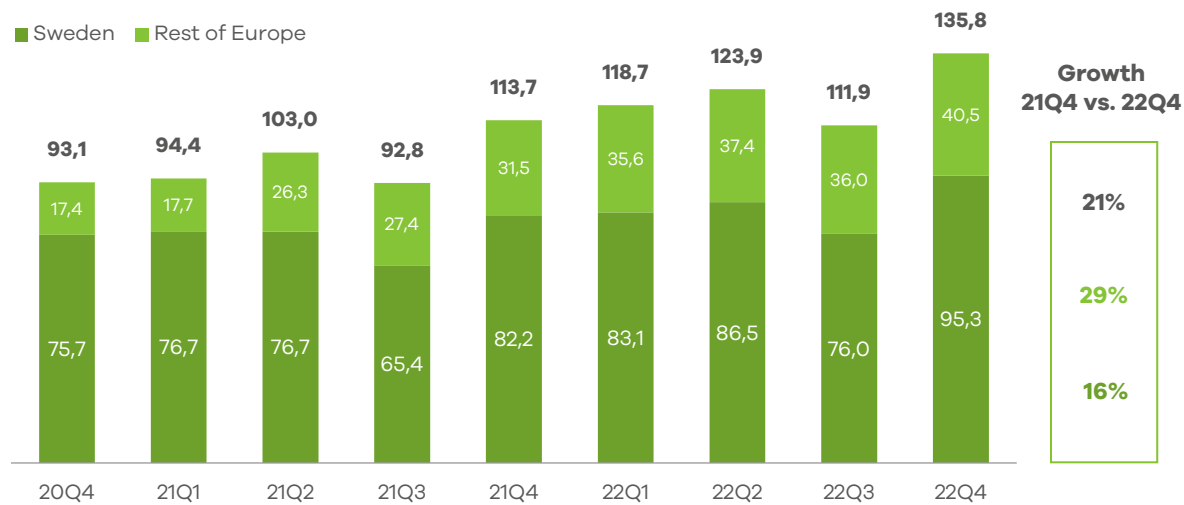


Revenue

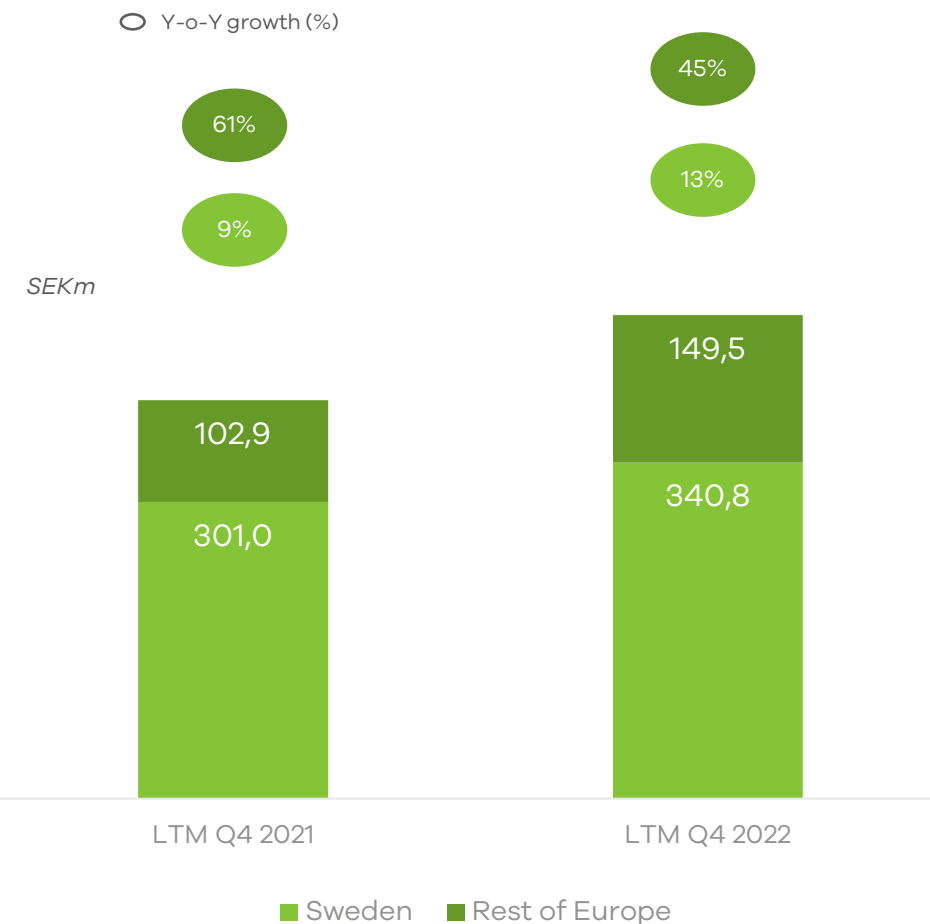
Net sales development



Split by geography



Traction across geographies





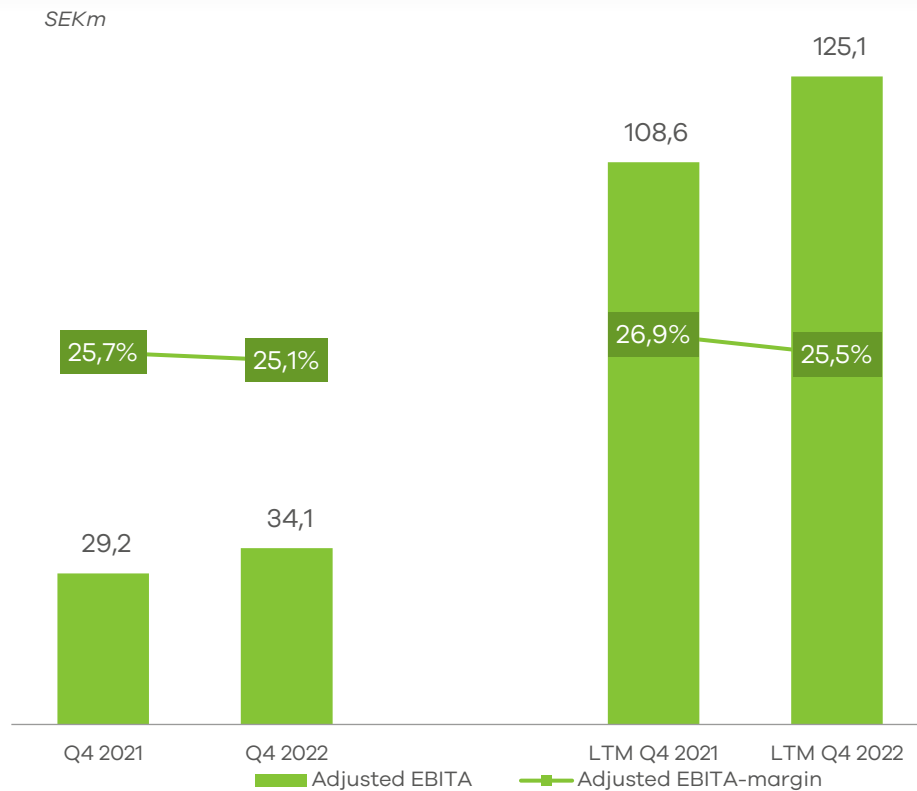
3. Profit



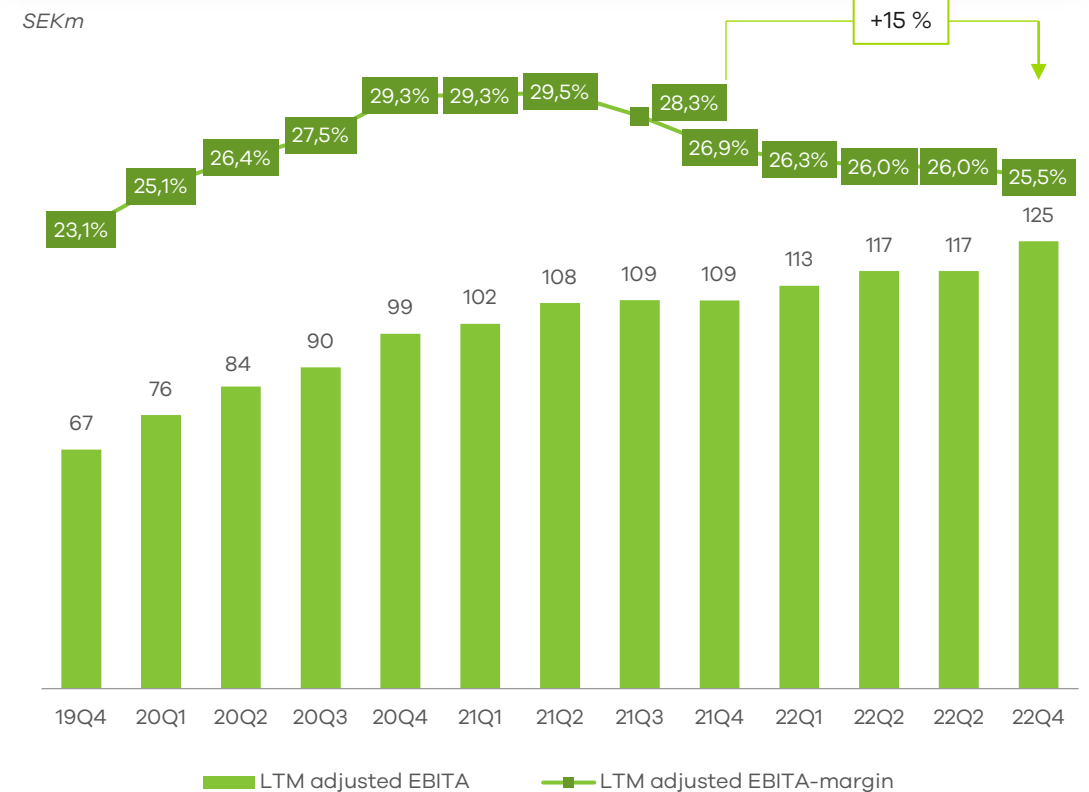
Profit

Reaching an adjusted EBITA margin of 25 % in Q4 2022

EBITA development¹⁾



Rolling LTM EBITA and margin development¹⁾



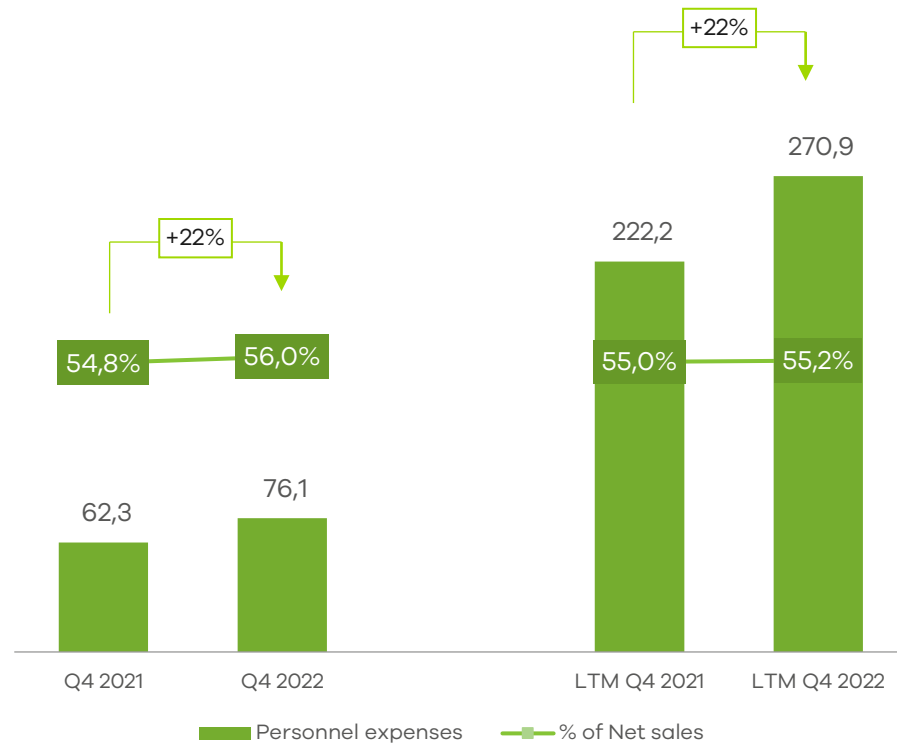


OPEX development

Large majority of operating expenses related to growth in FTEs

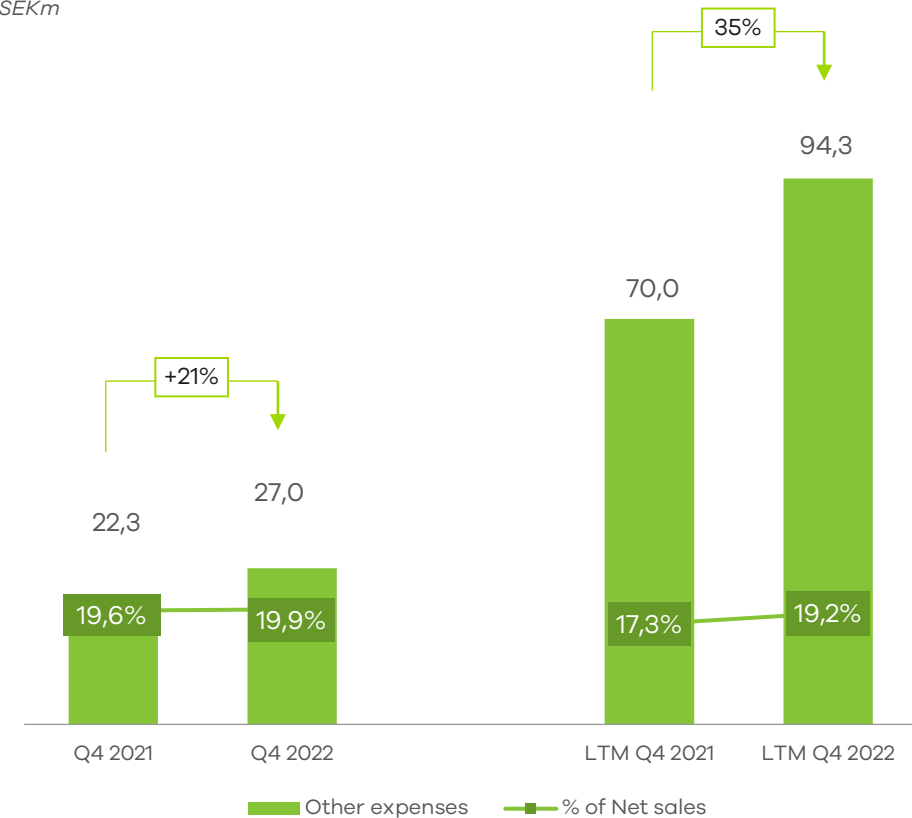
Personnel expenses development

SEKm



Other operating expenses development (adj.)¹⁾

SEKm





4. Summary



Financial targets

LTM Q4 2022

Sales growth

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

21 %

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"

1.0

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."

55 %
(2.80 SEK/share)



5. Questions?

Thank you for listening!

investors.lime-technologies.com

