

Interim Report

January – March 2023

Lime Technologies AB (publ)



“A good start to the year that shows that we can deliver strong results and value to our customers, even in tougher market conditions.”

The CEO's view

We continue to combine good growth with solid profitability.

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Growth

22%

Growth in net sales

Profitability

26%

EBITA margin

Recurring revenue

14%

ARR growth

The period in summary

The first quarter

- » Net sales MSEK 144.5 (118.7), rendering a sales growth of 22% (26%)
- » Recurring revenue MSEK 82.0 (71.9)
- » The quarter was impacted by items affecting comparability amounting to MSEK 0.0 (0.0) (revaluation of warrant liability)
- » EBITA MSEK 36.9 (30.4), rendering an EBITA margin of 26% (26%)
- » Adjusted EBITA margin 26% (26%)
- » Operating income, EBIT, MSEK 28.6 (21.8)
- » Cash flow from current operations MSEK 39.4 (29.6)
- » Net income MSEK 20.7 (16.2)
- » Basic earnings per share amounted to SEK 1.56 (1.22), up 28 percent and diluted to SEK 1.55 (1.22), up 27 percent



	2023 Q1	2022 Q4	2022 Q3	2022 Q2	2022 Q1	2021 Q4	2021 Q3*	2021 Q2*	2021 Q1
Net sales (MSEK)	144.5	135.8	111.9	123.9	118.7	113.7	92.8	103.0	94.4
Recurring revenue (MSEK)	82.0	78.9	75.2	73.5	71.9	68.1	64.7	60.9	52.2
EBITDA (MSEK)	44.8	41.3	36.3	38.6	37.6	34.8	32.5	33.1	32.4
EBITDA (%)	31%	30%	32%	31%	32%	31%	35%	32%	34%
EBITA (MSEK)	36.9	34.1	28.9	31.7	30.4	29.2	25.5	26.5	26.3
EBITA (%)	26%	25%	26%	26%	26%	26%	27%	26%	28%
Adjusted EBITA	36.9	34.1	28.9	31.7	30.4	29.2	25.5	27.6	26.2
Adjusted EBITA (%)	26%	25%	26%	26%	26%	26%	27%	27%	28%
Operating income, EBIT (MSEK)*	28.6	25.7	20.3	23.2	21.8	19.6	15.9	18.7	21.9
Operating income, EBIT (%)*	20%	19%	18%	19%	18%	17%	17%	18%	23%
Earnings per share, basic (SEK)	1.56	1.44	1.11	1.35	1.22	1.14	0.93	1.08	1.26
Earnings per share, diluted (SEK)	1.55	1.43	1.10	1.34	1.22	1.14	0.93	1.08	1.26
Cash flow from current operations (MSEK)	39.4	48.6	17.7	22.8	29.6	39.5	12.8	47.4	24.9

*) Recalculated after updating the purchase price allocation of Userlike UG.



CEO's comments

Strong start to 2023



We continue to combine good growth with solid profitability. During the first quarter, we achieved growth of 22 percent and the EBITA margin was 26 percent – a good start to the year that shows that we can deliver strong results and value to our customers, even in tougher market conditions.

Value-generating product launch for business-critical processes

Rapid digitalisation is driven by extensive technological development as well as our customers' constant need to increase efficiency and deliver more value to their customers. During the first quarter, we launched Lime CPQ – an add-on for automated quote flows. In times when companies are increasingly required to send quotes to close deals, we can simplify processes and free up a lot of time for salespeople. This means we can help our customers with business-critical elements while contributing to a better experience for the end customer. The CPQ launch is a great example of our ambition to broaden the platform and strengthen our offering to both new and existing customers in all markets.

Strong growth in the Swedish market and in our focus industries

Moving into 2023, sales processes are still somewhat longer than normal, and we see that businesses are generally more cautious when it comes to major investments. Despite this, demand remains good, and the year is off to a strong start in our Swedish home market with a good influx of orders and growth of 21%. Our consulting business, Expert Services, continues to develop strongly and complements the fast-growing software revenues. At the same time, we are working hard to increase the growth rate in other European markets and are driving the pace of internationalisation with promotional activities and sales recruitments.

During the quarter, we won several good deals in our focus industries, which is completely in line with our strategy. In wholesale, we are pleased to welcome new customers Hydroscand, Essve Produkter, Toppoint B.V and Arvid Nordquist. The energy segment has enjoyed positive development for a long time, and Trollhättan Energi became a noteworthy new Lime CRM user in the first quarter. We also created several business opportunities in the property sector, and welcome Besqab as a customer.

Our business model balances risk and allows for continued recruitment

Our direct business model, where we own every step of the customer journey, provides us with a solid foundation. The combination of a broad geographical spread, large customer base, low customer concentration and presence in different industries makes us less sensitive to economic cycles, and for over twenty years we have been able to deliver profitable growth, regardless of market conditions. It also allows us to continue investing, and in January we welcomed 26 new employees to the first induction programme of the year. Today, we are an attractive employer in a growing candidate market, which gives



us a strong platform for recruitment. Our goal is to continue hiring, and we have numerous candidates being processed for the autumn. At the same time, employee churn is low, and we are keeping our ear to the ground to ensure demand drives intake during the year.

A strong start and hard work to continue

We are pleased with how the year has started in terms of both growth and profitability. However, as noted in previous economic downturns, nothing should be taken for granted. Being a growth company means constantly improving, and in a tougher market this becomes even more important. To succeed, we need to be close to our customers, increase sales activities, find creative solutions and make bold decisions. The first quarter of the year shows that this approach helps us continue to deliver strong results and value to our customers. I am convinced that this will become increasingly important in the future. Let's work even harder to continue our profitable growth journey!



/Nils Olsson, Managing Director and CEO, Lime Technologies



This is Lime

CRM with a twist

Since day one, our goal has been to make it easy to create genuinely good customer relationships. With over 30 years' experience, our way of delivering customer care solutions has helped us stand out and made us one of the leading CRM (Customer Relationship Management) players in the Nordic region. Today, we combine spot-on, user-friendly software with on-point, value-generating expertise to help thousands of businesses across Europe exceed their customers' expectations. We call this "CRM with a twist".

Vision:

**A full-service SaaS* supplier
of customer care solutions with a strong local presence**

Lime is a one-stop-shop organisation for the development, sale, implementation and support of CRM systems. This creates a competitive comprehensive offering, and enables effective and value-generating customer care solutions.

Performance

+30 years' experience of developing CRM

Sales

Our local experts keep our customers on the right path

Implementation

We make hundreds of implementations per year. There is nothing we haven't seen before.

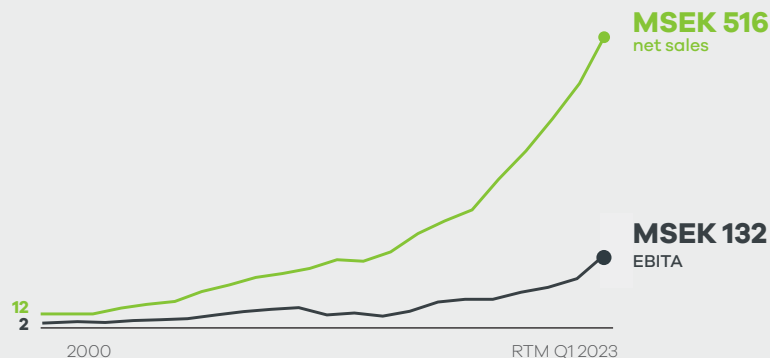
Support

Top-rated local support available to all customers

*Software as a Service – a type of subscription service

Long history of profitable growth

Lime was founded in 1990 and has demonstrated an average growth rate of 19% and an EBITA margin of 25% since 2000.



Product portfolio & expertise



Lime CRM consolidates all customer information and helps companies with sales, marketing and customer care. Streamlined core functionality is combined with add-on modules and packaged for unique industry needs and workflows.



Lime Go is a more standardised service, developed to maximise sales in sales organisations. The tool is loaded with company information and provides effective control over upcoming transactions.



Userlike is a webchat and Customer Messaging solution which improves and simplifies communication between companies and customers. By bringing all types of communications together into the same inbox, it enables effective dialogue with the customer on all modern channels.



Customer care is more than just software, and success in the implementation of new systems requires changes in behaviour. Through Lime Intenz, we help companies strengthen a successful corporate culture, proactive sales culture and effective leadership.

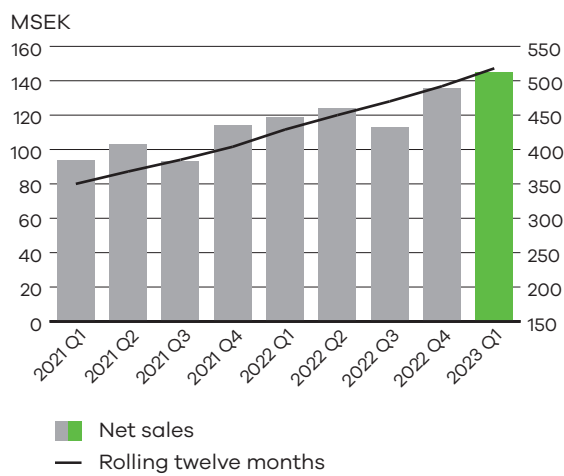
Lime in summary

January-March 2023

Revenue

Net sales

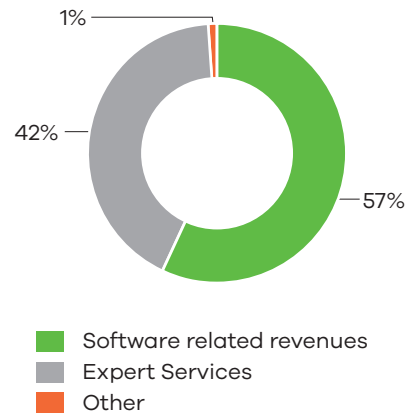
Net sales in the first quarter 2023 amounted to MSEK 145 (119), an increase of 22% (26).



Net sales by category

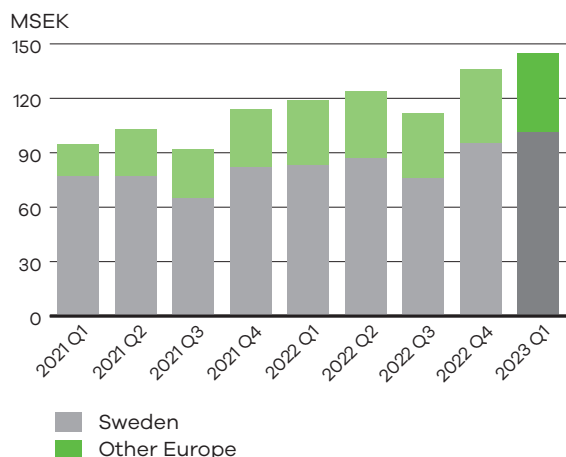
57% (61) of net sales in the first quarter 2023 relate to software revenue.

Software revenue increased by 14% (37) during the first quarter 2023 compared to the first quarter 2022.



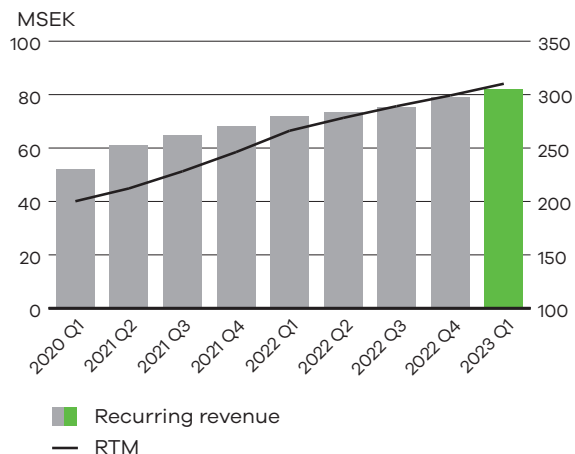
Net sales per segment

Net sales in the first quarter 2023 in Sweden amounted to MSEK 101 (83) and MSEK 44 (36) in the Rest of Europe. Net sales growth for the quarter was 21% (9) in Sweden and 23% (100) in the rest of the European countries.



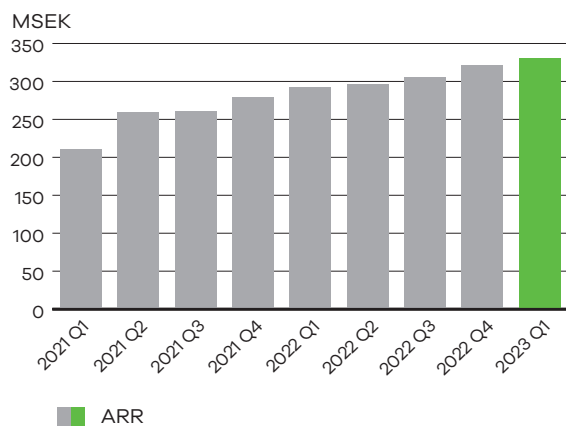
Recurring revenue

Recurring revenue amounted to MSEK 82 (72) during the first quarter 2023, an increase of 14% (38) compared to the same period last year.



Annual Recurring Revenue

The 12-month recalculated recurring revenue, Annual Recurring Revenue (ARR), at the end of the first quarter 2023 was MSEK 331 (292). The 12-month recalculated recurring revenue increased by 14% (38) compared to the corresponding period last year.



Operating income

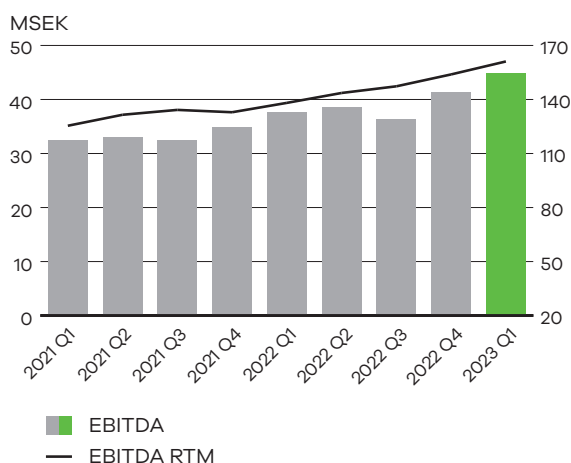
EBITDA

Operating income before depreciation/ amortisation during the first quarter – EBITDA – amounted to MSEK 45 (38) corresponding to an operating margin before depreciation/ amortisation, EBITDA, of 31% (32). Adjusted for items affecting comparability, EBITDA was MSEK 45 (38) in the quarter, corresponding to a margin of 31% (32).

EBITDA amounted to MSEK 28 (27) in Sweden and MSEK 17 (10) in the Rest of Europe during the first quarter 2023.

During the first quarter of 2022, virtually all restrictions linked to the spread of Covid-19 were removed and since then, Lime's operations have gradually returned to using similar working methods and having similar overheads' as before the pandemic. The comparative figures for 2020 and 2021 reflect a lower cost base due to the government measures related to the pandemic.





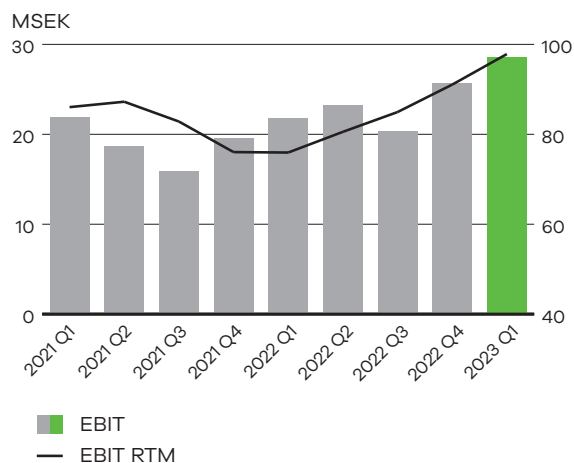
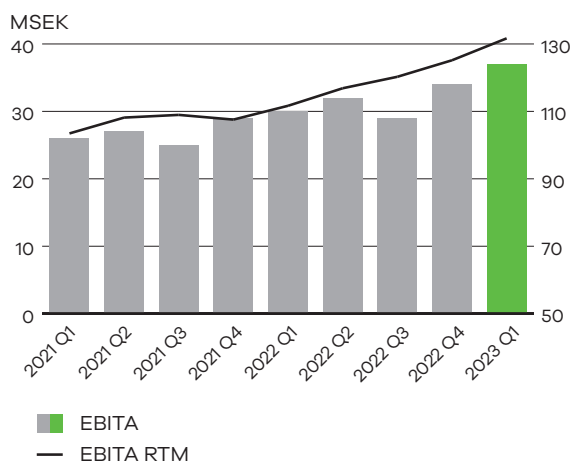
EBIT

Operating income during the first quarter 2023, EBIT, amounted to MSEK 29 (22), corresponding to an operating margin of 20% (18). Adjusted for items affecting comparability, EBIT during the first quarter 2023 amounted to MSEK 29 (22), corresponding to an EBIT margin of 20% (18).

Depreciations increased compared to the same period last year as a result of increased investments in capitalised development work done by Lime employees and depreciation of intangible non-current assets relating to business acquisitions.

EBITA

During the first quarter 2023 operating income, excluding amortisation on acquired surplus values – EBITA – amounted to MSEK 37 (30), corresponding to an EBITA margin of 26% (26). Adjusted for items affecting comparability, EBITA during the first quarter 2023 amounted to MSEK 37 (30), corresponding to an EBITA margin of 26% (26).



Cash flow & investments

During the first quarter 2023 cash flow from operating activities amounted to MSEK 39.4 (29.6).

During the first quarter 2023 investments in tangible non-current assets amounted to MSEK 0.0 (0.0), excluding right-to-use assets. Investments in intangible non-current assets amounted to MSEK 7.5 (6.0) and consist of capitalisation of development costs relating to new technology platforms.

In the first quarter 2023, amortisation of capitalised development costs amounted to MSEK 4.4 (3.9) and amortisation of right-to-use assets amounted to MSEK 3.2 (3.1).

Equity & liabilities

The Group's equity amounted to MSEK 228 (161).

The Group's interest-bearing liabilities amounted to MSEK 215.4 (277.3) at the end of the period, including leasing liabilities relating to right-to-use assets of MSEK 38.4 (27.3) and a liability of MSEK 25.4 (44.4) relating to the acquisition of Userlike UG and Lime Intenz AB. A total of MSEK 15.9 (28.4) of the Group's interest-bearing liabilities have been repaid during the quarter. A bank overdraft facility of MSEK 0 was utilised during the period. Cash and cash equivalent amounted to MSEK 51.5 (56.4) at the end of the period. The Group's net debt amounted to MSEK 163.1 (220.2).

Share Saving programme

On 26 April 2022 the Annual General Meeting made a decision to introduce a share savings programme, LTIP 2022. All Lime employees were offered the opportunity to participate as of 1 May 2022. The programme assumes that the participants will acquire shares in the Company at market price on the Nasdaq Stockholm during the period between 1 June 2022 and 31 May 2023. Provided that the participants keep the shares for the entire period ending on 31 May 2025, that the participant is employed for the duration of the period, and that Lime meets its performance criteria, each share will entitle the participant to two or three shares, depending on their role, against payment of the share's quota value. The performance criteria are determined by the Board and are in line with Lime's financial goals.

The fair value of the incentive shares is determined by the value at the time of subscription. Because this is a share-related payment that is regulated with equity instruments, no revaluation is made of the fair value of the incentive shares.

Lime will estimate how many of the employees who are participating in the programme will remain in employment during the entire three-year period, up to and including 31 May 2025.

Share warrants

On 26 April, the Annual General Meeting also made the decision to issue 68,160 share warrants free of charge to the wholly-owned subsidiary Hysminai AB. The share warrants will be used to secure Lime's commitment in relation to the share savings programme, LTIP 2022.

Lime Technologies AB's share

Lime Technologies AB (publ.) is listed on Nasdaq Stockholm OMX Mid Cap, the Technology sector.

Total number of shares issued was 13,283,481 at the end of the period. The company does not own any of its own shares.

Financial goals

Lime's goal is to achieve annual net sales growth exceeding 18 percent, in the medium long term. Lime further aims to achieve an annual EBITA margin in excess of 25 percent in the medium long term. The objective of the capital structure is that net liabilities, excluding leasing debt, relative to EBITDA shall be less than 2.5. Lime intends to distribute available cash flow after consideration has been given to the Company's indebtedness and future growth opportunities, including acquisitions. The target is to distribute at least 50 percent of the Company's annual net income.

Other

Employees

The Group had 400 (367) employees at the end of the reporting period. The average number of employees was 363 (308) during the period.



The Parent Company

The Parent Company's activities are primarily focused on group management and financing. The company has no other employees apart from the Group CEO and CFO at the end of the period.

During the first quarter 2023, operating profit/loss in the Parent amounted to MSEK -0.8 (-0.8). Cash and cash equivalent amounted to MSEK 0.3 (0.4) and borrowings to MSEK 150.0 (200.0).

Annual General Meeting 2023

The annual general meeting will take place on 26 April at 5:30 pm, at Kungsbrogatan 1 in Stockholm.

Dividend proposal

The board of directors proposes a dividend of SEK 2.80 per share, corresponding to MSEK 37 and 55 % of net income of the year.

Based on Lime's financial objectives, dividend is expected to correspond to at least 50 % of net income.

Nomination committee

Based on guidelines resolved at the Annual General Meeting in June 2020, the following persons have been appointed to be part of Lime's Nomination Committee:

- » Andreas Hedskog, Syringa Capital AB 10,2 % of the shares
- » Erik Ivarsson (ordförande), AB Grenspecialisten 10,0 % of the shares
- » Johanna Ahlqvist, Cliens Kapitalförvaltning AB 8,2 % of the shares
- » Co-opted member, Martin Henricson, Chairman of the Board

The Nomination Committee will prepare proposals to the 2023 Annual General Meeting regarding chairman of the meeting, board members, chairman of the board, remuneration to the board members, auditors, auditors' fees, the composition of the Nomination Committee and its duties in preparation for the 2024 Annual General Meeting.

Other events during or after the reporting period

The macroeconomic uncertainty resulting from the Russian invasion of Ukraine and the general business cycle may affect our operations. The

macroeconomic turmoil caused by Russia's invasion of Ukraine, resulting in higher energy prices, high inflation and an uncertain economic outlook, may affect our business. At present, we see no direct impact on Lime, but the long-term effects are difficult to assess, and it is not possible to rule out negative consequences.

The combination of, on one hand, Lime's focused subscription sales with a high percentage of recurring revenue, and on the other hand, its large customer base, means Lime is fairly well equipped to face a recession and the impact on Lime's result and financial position has been limited during 2023.

The company in brief

Comprehensive SaaS supplier of customer care solutions

Lime has 30 years' experience of CRM (Customer Relationship Management) and provides a full service from development to support. The Company is the only supplier with a clear and transparent strategy of working locally through a direct channel, and makes hundreds of implementations very year.

Our business model is based on offering subscription contracts (Software as a Service or "SaaS"), as well as consultancy services (Expert Services) for implementing and continuously adapting the products in line with customer-specific needs and requirements. With a strong product portfolio under constant development, Lime creates effective solutions focusing on small, medium-sized and local enterprises, as well as well-established solutions within our industry verticals of real estate, consultancy, utility and wholesale.

The Head Office is in Lund, and in March 2022, the Company had 367 employees at ten offices in Sweden, Norway, Denmark, Finland, the Netherlands, Poland and Germany.

Lime's why statement

At Lime, 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.



Strategies

Underlying market growth

Lime is one of the leading CRM suppliers in the Nordic Region, and we are getting closer to our target of the rest of Europe, which offers a growing market with low CRM penetration.

Internationalisation

Lime has a long history of excellent results in Sweden, and has held a market-leading position since 2015. Over the past ten years, we have moved closer to Norway, Denmark and Finland, where we are now seeing positive effects in terms of revenue. During the pandemic, we also established ourselves in the Netherlands and Germany, which will lay the foundation for future growth as the Nordic markets become more mature.

Upgrades and increased sales to our existing customer base

Lime has a large existing customer base with a great potential for upsell to broaden the use of services and solutions. Through an expanded focus on upgrades to more modern SaaS solutions, as well as moves from up-front payments to subscription services, we intend to increase both customer satisfaction and recurring revenue.

Continued development of the product platforms

Lime's platforms are under constant development with the aim of strengthening competitiveness and meeting changed market needs. In addition to developing value-generating additional services ourselves, we continuously evaluate the acquisition of product companies that could strengthen our offering to new and existing customers.

Focus on selected industries

We focus on tailored CRM solutions for four selected industries with the goal of becoming the market leader: utility, real estate, wholesale and consultancy firms. For these industries, Lime offers local industryspecific expertise and pre-packaged solutions, saving both time and money. This focus is particularly important in markets outside Sweden as it gives us better opportunities to build brand awareness and a network of satisfied customers in popular segments.

Selective acquisitions

We continuously evaluate strategic acquisitions so as to strengthen the product offering, increase the Company's expertise and resources, grow geographically and broaden the customer base.

Forward-looking information

This report may contain forward-looking information based on management's current expectations.

Although management believes the expectations expressed in such forward-looking information are reasonable, there are no assurances that these expectations will be correct.

Consequently, future outcomes may vary considerably compared to the forward-looking information due to, among other things, changed market conditions for Lime's products and more general changes to economic, market and competitive conditions, changes to regulatory requirements or other policy measures and exchange rate fluctuations.

Upcoming reporting dates

- » Annual General Meeting, April 26, 2023
- » Interim report Q2 2023, presented July 14, 2023
- » Interim report Q3 2023, presented October, 2023
- » Year-end report 2023, presented February 2024

Lund, 26 April 2023

Nils Olsson
CEO

Additional information can be obtained from:

CEO Nils Olsson, phone +46 8 562 77 603 or
CFO Maria Wester, telefon +46 732 04 44 54

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

This information constituted insider information prior to publication. This is information that Lime Technologies AB (publ) is obliged to make public pursuant to the EU Market Abuse Regulation.

The report has been published in both English and Swedish. This is an unaudited translation of the Swedish interim report. Should there be any disparities between the Swedish and the English version, the Swedish version shall prevail.



Key ratios for the Group

	Q1 2023	Q1 2022	Q1 - Q4 2022
Net sales (MSEK)	144.5	118.7	490.4
Growth in net sales (%)	22%	26%	21%
Organic net sales growth (%)	22%	14%	18%
Recurring revenue (MSEK)	82.0	71.9	299.4
Annual recurring revenue (MSEK)	330.9	291.5	321.5
EBITA (MSEK)	36.9	30.4	125.1
EBITA (%)	26%	26%	26%
EBITDA (MSEK)	44.8	37.6	153.8
EBITDA (%)	31%	32%	31%
Operating income, EBIT (MSEK)	28.6	21.8	91.0
Operating income, EBIT (%)	20%	18%	19%
One-off items (MSEK)	0.0	0.0	0.0
Depreciation right-to-use assets (MSEK)	-3.2	-3.1	-12.2
Adjusted EBITA (MSEK)	36.9	30.4	125.1
Adjusted EBITA (%)	26%	26%	26%
Adjusted EBITDA (MSEK)	44.8	37.6	153.8
Adjusted EBITDA (%)	31%	32%	31%
Adjusted EBIT (MSEK)	28.6	21.8	91.0
Adjusted EBIT (%)	20%	18%	19%
Earnings per share (SEK)	1.56	1.22	5.11
Earnings per share, diluted (SEK)	1.55	1.22	5.08
Net debt (MSEK)	163.1	220.9	188.0
Number of employees (average)	363	308	352
Net sales per employee (MSEK)	1.4	1.4	1.4
Cash flow from current operations per share (SEK)	3.0	2.2	8.9
Average number of outstanding shares (thousands)	13,283.5	13,283.5	13,283.5

For definition of key ratios, see pages 24-27.



Consolidated income statement in summary (TSEK)

	Q1 2023	Q1 2022	Q1 - Q4 2022
Net sales	144,501	118,666	490,350
Other income	896	176	1,445
Gross income	145,397	118,842	491,795
<i>Operating expenses</i>			
Compensation to employees	-82,857	-65,743	-270,865
Capitalised development work by own employees	7,541	6,031	27,129
Depreciation	-16,175	-15,746	-62,780
Other expenses	-25,318	-21,569	-94,264
Total operating expenses	-116,809	-97,027	-400,780
Operating income	28,588	21,815	91,015
Financial net	-2,504	-1,252	-7,449
Income after financial items	26,084	20,563	83,566
Taxes	-5,376	-4,398	15,745
Net income for the period	20,708	16,165	67,821
Net income attributed to:			
The shareholders of the Parent	20,708	16,165	67,821
	20,708	16,165	67,821
Other Information			
Earnings per share, basic (SEK)	1.56	1.22	5.11
Earnings per share, diluted (SEK)	1.55	1.22	5.08



Consolidated statement of other comprehensive income (TSEK)

	Q1 2023	Q1 2022	Q1 - Q4 2022
Net income for the period			
Other comprehensive income	20,708	16,165	67,821
Items that may be reclassified to the income statement:			
Revaluation of put option liability			
Translation adjustments	1,475	9,843	16,508
Other comprehensive income for the period, net of tax	1,475	9,843	16,508
Other comprehensive income for the period	22,183	26,008	84,329
Other comprehensive income for the period, attributed to:			
the shareholders of the Parent	22,183	26,008	84,329
	22,183	26,008	84,329



Consolidated balance sheet in summary (TSEK)

	31 Mar 2023	31 Mar 2022	31 Dec 2022
ASSETS			
Goodwill	236,582	229,210	235,240
Other non-tangible non-current assets	264,145	280,984	268,204
Right-to-use assets	38,443	27,312	34,992
Tangible non-current assets	3,463	2,650	3,413
Other financial non-current assets	776	764	784
Deferred tax asset	10	11	11
Total non-current assets	543,419	540,909	542,644
Trade receivables	79,608	63,469	76,721
Other current receivables	14,864	9,813	9,157
Cash and cash equivalent	51,534	56,373	35,409
Total current assets	146,006	129,655	121,287
Total assets	689,425	670,594	663,931
EQUITY AND LIABILITIES			
Total equity	228,273	161,074	205,321
LIABILITIES			
Non-current liabilities			
Interest-bearing non-current liabilities	100,000	150,000	112,500
Non-current leasing liabilities	26,724	16,043	26,307
Other non-current liabilities	0	42,013	0
Deferred tax liabilities	70,362	75,110	71,553
Total non-current liabilities	197,086	283,166	210,360
Current liabilities			
Current interest-bearing liabilities	75,366	52,617	75,017
Bank overdraft facility	0	3,868	0
Current leasing liabilities	13,355	12,736	10,322
Accounts payable	7,246	8,630	6,151
Other current liabilities	168,099	148,473	156,760
Total current liabilities	264,066	226,324	248,250
Total equity and liabilities	689,425	670,564	663,931



Consolidated statement of changes in equity (TSEK)

	Attributable to the Parent Company's shareholders				
	Share capital	Other contributed capital	Reserves	Retained earnings	Total equity
Opening balance January 1, 2022 according to adopted balance sheet	531	58,100	840	75,595	135,066
Net income for the period				16,165	16,165
Other comprehensive income for the year			9,843		9,843
Total other comprehensive income	0	0	9,843	16,165	26,008
Transactions with owners					
Dividend					0
Total transactions with owners	0	0	0	0	0
Closing balance 31 March, 2022	531	58,100	10,683	91,760	161,074
Opening balance January 1, 2023 according to adopted balance sheet					
Opening balance January 1, 2023 according to adopted balance sheet	531	58,100	840	75,595	135,066
Net income for the period				67,821	67,821
Other comprehensive income for the year			16,508		16,508
Total other comprehensive income	0	0	16,508	67,821	84,329
Transactions with owners					
Revalued options liability				18,794	18,794
Share savings programme			1,669		1,669
Dividend				-34,537	-34,537
Total transactions with owners	0	0	1,669	-15,743	-14,074
Closing balance 31 December, 2022	531	58,100	19,017	127,673	205,321
Opening balance January 1, 2023 according to adopted balance sheet					
Opening balance January 1, 2023 according to adopted balance sheet	531	58,100	19,017	127,673	205,321
Net income for the period				20,708	20,708
Other comprehensive income for the year			1,475		1,475
Total other comprehensive income	0	0	1,475	20,708	22,183
Transactions with owners					
Share savings programme			768		768
Dividend					0
Total transactions with owners	0	0	768	0	768
Closing balance 31 March 2023	531	58,100	21,260	148,381	228,273



Consolidated cash flow analysis (TSEK)

	Q1 2023	Q1 2022	Q1 - Q4 2022
Cash flow from current operations			
Cash flow from operations	45,730	37,561	153,724
Changes in net working capital	8,083	9,682	4,304
Interest paid	-2,059	-1,252	-5,046
Taxes paid	-12,367	-16,413	-34,350
Cash flow from current operations	39,388	29,578	118,632
Cash flow from investing activities			
Investment in intangible non-current assets	-7,541	-6,031	-27,129
Investment in tangible non-current assets	0	0	-1,412
Sales of tangible non-current assets	0	0	0
Acquisition of group companies	0	0	0
Investment in financial non-current assets	-8	-42	-53
Interest received	40	0	24
Cash flow from investing activities	-7,510	-6,073	-28,570
Cash flow from financing activities			
Dividend paid	0	0	-34,537
Borrowings	0	3,868	0
Amortisation of bank loans	-12,550	-25,145	-50,200
Amortisation of lease liabilities	-3,345	-3,303	-12,685
Amortisation of other interest-bearing liabilities	0	0	-15,280
Cash flow from financing activities	-15,895	-24,580	-112,702
Net cash flow	15,983	-1,075	-22,640
Net change in cash flow			
Cash and cash equivalent, beginning of the period	35,409	55,167	55,167
Exchange rate changes on cash	142	2,281	2,882
Cash and cash equivalent, end of period	51,534	56,373	35,409



Parent's income statement in summary (TSEK)

	Q1 2023	Q1 2022	Q1 - Q4 2022
Net sales	0	0	0
Other income	2,192	1,471	6,428
Gross income	2,192	1,471	6,428
<i>Operating expenses</i>			
Compensation to employees	-2,487	-1,800	-7,186
Other expenses	-503	-423	-2,557
Total operating expenses	-2,990	-2,223	-9,743
Operating income	-798	-752	-3,315
Financial income	665	0	0
Financial expenses	-2,651	-1,892	-8,521
Income after financial items	-2,783	-2,644	-11,836
Transfers to / from untaxed reserves	0	0	90,000
Taxes	571	542	-16,112
Net income for the period	-2,212	-2,101	62,052



Parent's statement of other comprehensive income (TSEK)

	Q1 2023	Q1 2022	Q1 - Q4 2022
Net income for the period	-2,212	-2,101	62,052
Other comprehensive income			
Items that may be reclassified to the income statement:			
Translation adjustments	0	0	0
Other comprehensive income for the period, net of tax	0	0	0
Other comprehensive income for the period	-2,212	-2,101	62,052
Other comprehensive income for the period, attributed to:			
the shareholders of the Parent	-2,212	-2,101	62,052
	-2,212	-2,101	62,052



Parent's balance sheet in summary (TSEK)

	31 Mar 2023	31 Mar 2022	31 Dec 2022
ASSETS			
Shares in subsidiaries	353,332	353,332	353,332
Total non-current assets	353,332	353,332	353,332
Prepaid expenses and accrued revenue	427	854	481
Current receivables group companies	0	0	0
Other current receivables	7,080	206	38
Cash and cash equivalent	255	399	365
Total current assets	7,762	1,459	884
Total assets	361,094	354,791	354,216
EQUITY AND LIABILITIES			
<i>Restricted equity</i>			
Share capital	531	531	531
<i>Non-restricted equity</i>			
Share premium reserve	5,065	5,065	5,065
Retained earnings	127,358	99,842	65,305
Net income for the period	-2,212	-2,101	62,053
Total equity	130,742	103,337	132,954
LIABILITIES			
Non-current liabilities			
Interest-bearing non-current liabilities	100,000	150,000	112,500
Total non-current liabilities	100,000	150,000	112,500
Current liabilities			
Current interest-bearing liabilities	50,000	50,000	50,000
Accounts payable	157	257	25
Current tax liabilities	0	875	0
Current liabilities group companies	77,877	47,940	53,058
Other current liabilities	1,019	603	3,582
Accrued expenses and deferred income	1,300	1,779	2,097
Total current liabilities	130,353	101,454	108,762
Total equity and liabilities	361,094	354,791	354,216



Notes

1. Accounting principles

Lime prepares its consolidated financial statements in accordance with International Financial Reporting Standards (IFRS). The interim report has been prepared in accordance with IAS 34 Interim Financial Reporting. New accounting principles that came into effect on 1 January 2023 have not had any significant impact on the Group's reporting as of 31 March 2023. The Group applies, apart from the below, the same accounting principles as in the Annual Report as at 31 December 2021.

Share savings programme

The Group has a share-related compensation plan where the company receives services from employees as payment for the Group's equity instruments. Information on these plans is available on page 9. The programme is classified as an equity-regulated programme. The fair value of the service that entitles employees to allocation of shares through the programme is reported as a personnel expense with a corresponding increase in equity.

The total amount to be expensed is based on the fair value of the shares that are allocated:

- » including all market-related conditions
- » excluding any impact from service conditions and non-market-related conditions for earnings (e.g. profitability, targets for sales growth and that the employee remains in the company's service for a specified period),
- » including the impact of conditions that do not constitute earning conditions (e.g. requirement that employees should save or retain shares for a specified period).

The total cost is reported over the earning period; the period over which all the specified earning conditions must be met. At the end of each reporting period, the Group reviews its estimates of how many shares are expected to be earned based on the non-market-related earning conditions and service conditions. Any deviation from the original estimates to which the review gives rise is reported in the income statement and corresponding adjustments are made in equity.

The social security expenses arising on the allocation of shares are regarded as an integral part of the allocation, and the expense is treated as share-related remuneration settled in cash.

Other principles and applications

The Group applies the same accounting principles and valuation methods as in the latest annual report. The Parent Company prepares its financial statements according to RFR 2, Accounting for Legal Entities, as well as the Swedish Annual Reports Act, and applies the same accounting principles and valuation methods as in the most recent annual report.

Lime applies ESMA's guidelines for alternative performance measures (measurements not defined by IFRS). For definitions, see pages 24-27.

Critical accounting estimates and judgements

Intangible assets that have an indefinite useful life or intangible assets that are not ready for use are not subject to depreciation but are tested annually for any impairment loss. The impairment test carried out at year-end showed that there was no impairment loss.

Capitalised development work by own employees

Operating expenses relating to the development of own software have been reduced by MSEK 7.5 (6.0) during the first quarter 2023.

2. Risks and uncertainties

The Lime Group is, through its operations, exposed to common business and financial risks. These risks are described in detail in the 2022 annual report.

The Covid-19 pandemic decreased the economic activities during 2020 and 2021. We estimate that new sales were negatively affected. We have, however, noted increased market activities since the restrictions has been reduced or removed.

The macroeconomic uncertainty resulting from the Russian invasion of Ukraine may affect our operation. At present, we see no direct impact on Lime, but the long-term effects



are difficult to judge, and it is not possible to rule out negative consequences.

3. Currency translations

Assets and liabilities in foreign exchange are translated at the closing rate on the date of the balance sheet. Transaction differences related to translation of operational assets and liabilities are recognised as Other revenue or Other expenses.

Transaction differences relating to other balance sheet items in foreign currency, such as cash and cash equivalent, are recognised under Financial net. Net sales and operating expenses are also impacted by transaction differences in foreign exchange. These transaction differences are recognised under respective revenue and expense item.

Net sales for the quarter consists of 70% SEK, 17% EUR, and 13% other currencies. Operating expenses are made up of 72% SEK, 19% EUR, and 9% other currencies.

4. Transactions with related parties

No transactions with related parties have been conducted during the period.

5. Taxes

Tax expenses in the first quarter 2023 amounted to MSEK 5.4 (4.4). The tax expense has been estimated based on the current tax situation in the Group and the earnings trends in the subsidiaries.



9-quarter summary

Sales per segment, TSEK	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Q4 2021	Q3 2021*	Q2 2021*	Q1 2021
Sweden	100,846	95,288	75,969	86,509	83,059	82,167	65,414	76,713	76,679
Rest of Europe	43,656	40,511	35,971	37,436	35,607	31,513	27,421	26,263	17,678
Income statement in summary, TSEK									
Net sales	144,501	135,799	111,940	123,945	118,666	113,680	92,835	102,976	94,357
EBITDA	44,763	41,321	36,266	38,647	37,561	34,773	32,519	33,130	32,417
EBITA	36,899	34,088	28,912	31,736	30,367	29,162	25,498	26,536	26,275
EBIT*	28,588	25,690	20,295	23,215	21,815	19,554	15,875	18,676	21,926
Operating margin*	20%	19%	18%	19%	18%	17%	17%	18%	23%
Income before tax*	26,084	23,531	18,319	21,153	20,563	18,115	14,307	17,551	21,361

*) recalculated after updating the purchase price allocation of Userlike UG

Revenue from customer contracts (TSEK)

Revenue by income stream, TSEK	Q1 2023			Q1 2022		
	Sweden	Rest of Europe	Total	Sweden	Rest of Europe	Total
Subscription revenue	45,525	28,146	73,672	39,134	23,216	62,350
Licence revenue	867	0	867	686	23	709
Support agreements	7,483	895	8,378	8,561	941	9,502
Expert Services	45,643	14,443	60,086	34,161	11,282	45,443
Other	1,327	171	1,498	517	145	662
Net sales	100,846	43,656	144,501	83,059	35,607	118,666

Sales per quarter

Sales, TSEK	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Q4 2021	Q3 2021	Q2 2021	Q1 2021
Expert Services	60,086	54,054	35,179	48,478	45,443	44,079	27,080	40,760	41,029
Software related revenue	82,916	79,468	75,659	74,103	72,561	68,413	65,150	61,565	52,772
Other	1,498	2,277	1,102	1,363	662	1,188	605	652	555
Total	144,501	135,799	111,940	123,945	118,666	113,680	92,835	102,976	94,356
Whereof recurring revenue	82,049	78,858	75,177	73,512	71,852	68,075	64,734	60,943	52,234
Whereof recurring revenue (%)	57%	58%	67%	59%	61%	60%	70%	59%	55%
Growth in net sales (%)	22%	19%	21%	20%	26%	22%	23%	21%	11%
Growth recurring revenue (%)	14%	16%	16%	21%	38%	35%	34%	26%	11%

*) Software related revenue refers to subscription revenue, licence revenue and support agreements



Key ratios

The Group's key ratios are presented below. Some of these are defined in accordance with IFRS. Alternative performance measures (APM) have been identified that are believed to enhance investors' and Group management's evaluation of the company's performance as well as relevant trends. The APMs presented in this report may differ from similarly titled measures used by other companies. The APMs should therefore be seen as a supplement to the key ratios defined by IFRS.

Annual Recurring Revenue

The recurring revenue, in the last month of the quarter, recalculated to a 12-month period. The measure indicates the value of recurring revenue during the coming 12 months based on revenue from existing customers at the end of the period. The measure is also important for industry comparisons.

TSEK	Q1 2023	Q1 2022
Recurring revenue (quarter)	82,049	71,852
ARR	330,895	291,515

Number of shares outstanding

The number of registered shares less any repurchased shares at the balance sheet date. The measure is mainly used for calculation of key ratios; see below. The Group did not own any of its own shares during any of the reporting periods. The key ratios have, when applicable, been restated based on the share split (1:250) in October 2018.

EBITA

Operating income before depreciation of acquired intangible non-current assets. The purpose is to assess the Group's operational activities. EBITA is a supplement to operating income as it is an indication of cash flow from operations.

TSEK	Q1 2023	Q1 2022	Q1 - Q4 2022
Operating income	28,588	21,815	91,015
Depreciation of acquired intangible non-current assets	8,311	8,552	34,087
EBITA	36,899	30,367	125,102
Net sales	144,501	118,666	490,350
EBITA (%)	26%	26%	26%

EBITDA

Operating income before depreciation on tangible and intangible non-current assets. The purpose is to assess the Group's operational activities. EBITDA is a supplement to operating income.

TSEK	Q1 2023	Q1 2022	Q1 - Q4 2022
Operating income	28,588	21,815	91,015
Depreciation	16,175	15,746	62,780
EBITDA	44,763	37,561	153,795
Net sales	144,501	118,666	490,350
EBITDA (%)	31%	32%	31%



Financial assets

Non-current and current financial assets, and cash and cash equivalent. The financial assets measure is used for the application of IFRS 9. The measure is used to calculate net liabilities.

TSEK	31 Mar 2023	31 Mar 2022	31 Dec 2022
Other financial assets	776	742	784
Cash and cash equivalent	51,534	56,373	35,409
Financial assets	52,310	57,115	36,193

Adjusted EBIT

Operating income according to the income statement before one-off items. The measure is a supplement to operating income adjusted for one-off items affecting comparability. The purpose is to show the operating income excluding items that affect comparison with other periods.

TSEK	Q1 2023	Q1 2022	Q1 - Q4 2022
EBIT	28,588	21,815	91,015
Items affecting comparability	0	0	0
Adjusted EBIT	28,588	21,815	91,015
Net sales	144,501	118,666	490,350
Adjusted EBIT (%)	20%	18%	19%

Adjusted EBITA

Adjusted EBITA shows EBITA adjusted for one-off items affecting comparability. The purpose is to show EBITA excluding items that affect comparison with other periods.

TSEK	Q1 2023	Q1 2022	Q1 - Q4 2022
EBITA	36,899	30,367	125,102
Items affecting comparability	0	0	0
Adjusted EBITA	36,899	30,367	125,102
Net sales	144,501	118,666	490,350
Adjusted EBITA (%)	26%	26%	26%

Adjusted EBITDA

Adjusted EBITDA shows EBITDA adjusted for one-off items affecting comparability. The purpose is to show EBITDA excluding items that affect comparison with other periods.

TSEK	Q1 2023	Q1 2022	Q1 - Q4 2022
EBITDA	44,763	37,561	153,795
Items affecting comparability	0	0	0
Adjusted EBITDA	44,763	37,561	153,795
Net sales	144,501	118,666	490,350
Adjusted EBITDA (%)	31%	32%	31%

Items affecting comparability

Refers to items that are reported separately as they are of a significant nature and affect comparison and are considered foreign to the Group's ordinary core operations. Examples are acquisition-related expenses, expenses relating to public listing of shares, and restructuring costs.

TSEK	Q1 2023	Q1 2022	Q1 - Q4 2022
Acquisition related expenses	0	0	0
Items affecting comparability	0	0	0

Cash flow from current operations per share

Cash flow from current operations divided by the average number of shares outstanding. Allows readers of financial reports to compare cash flow from current operations per share. The number of shares has been restated following the 1:250 share split in October 2018.

TSEK	Q1 2023	Q1 2022	Q1 - Q4 2022
Cash flow from current operations	39,388	29,578	118,632
Number of shares (thousands)	13,283	13,283	13,283
Cash flow from operating activities per share (SEK)	2.97	2.23	8.90



Growth in net sales

The measure shows %-growth in net sales compared to the same period during previous year. The measure is a key ratio for a company within a growth industry.

TSEK	Q1 2023	Q1 2022	Q1 - Q4 2022
Net sales, period	144,501	118,666	490,350
Net sales, same period previous year	118,666	94,357	403,848
Growth in net sales	22%	26%	21%

Net liabilities

Interest-bearing non-current and current liabilities less financial assets. The purpose is to show the real level of debt.

TSEK	31 Mar 2023	31 Mar 2022	31 Dec 2022
Interest-bearing non-current liabilities	100,000	150,000	112,500
Non-current leasing liabilities	26,724	16,043	26,307
Other non-current liabilities	0	42,013	0
Interest-bearing current liabilities	75,366	52,617	75,017
Bank overdraft facility	0	3,868	0
Current leasing liabilities	13,355	12,736	10,322
Financial assets	-52,310	-57,115	-36,193
Net liabilities	163,136	220,162	187,953

Average number of employees

The average number of employees means the number of employees during the last 12-month period in relation to normal yearly working hours. The measure indicates how well one of the Group's key processes – the recruitment and development of staff – develops over time.

Net sales per employee

Shows trailing 12-month net sales in relation to average number of employees during the last 12 months. The measure is a key ratio for industry comparisons.

TSEK	Q2 2022 - Q1 2023	Q2 2021 - Q1 2022
Trailing 12-month net sales	516,185	428,157
Number of employees	363	308
Net sales per employee	1,422	1,389

Organic growth in net sales

The measure shows growth in net sales adjusted for acquisitions during the last 12 months. Acquired businesses are included in organic growth once they have been part of the Lime Group for four quarters. The measure is used to analyse underlying net sales growth.

TSEK	Q1 2023	Q1 2022	Q1 - Q4 2022
Net sales, period	144,501	118,666	490,350
Acquired net sales, last 12 months	0	-11,516	-15,218
Organic net sales	144,501	107,150	475,132
Organic net sales, same period last year	107,150	94,357	374,626
Adjusted for acquired net sales last 24 months	11,516	0	29,221
Comparable organic net sales	118,666	94,357	403,848
Organic net sales growth (%)	22%	14%	18%



Recurring revenue

Revenue of annual recurring nature is made up of support and maintenance revenues and subscription revenues.

TSEK	Q1 2023	Q1 2022	Q1 - Q4 2022
Subscription revenue	73,671	62,350	262,851
Support agreements	8,378	9,502	36,547
Recurring revenue	82,049	71,852	299,399

Operating expenses

Revenues of annual recurring nature in relation to operating expenses. The measure is a key ratio for industry comparisons.

TSEK	Q1 2023	Q1 2022	Q1 - Q4 2022
Recurring revenue	82,049	71,852	299,399
Operating expenses	-116,809	-97,027	-400,780
Recurring revenue in relation to operating expenses	70%	74%	75%

Earnings per share

Defined in accordance with IFRS.

Earnings per share, diluted

Defined in accordance with IFRS.

Operating margin, EBIT

Operating income in relation to net sales. To readers of financial reports, the measure is an indicator of a company's earning ability.

TSEK	Q1 2023	Q1 2022	Q1 - Q4 2022
Operating income	28,588	21,815	91,015
Net sales	144,501	118,666	490,350
Operating margin	20%	18%	19%

Operating income, EBIT

Operating income according to the income statement.



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26 April 2023	Annual General Meeting
14 July 2023	Interim Report Q2
19 October 2023	Interim Report Q3
February 2024	Year-end Report



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