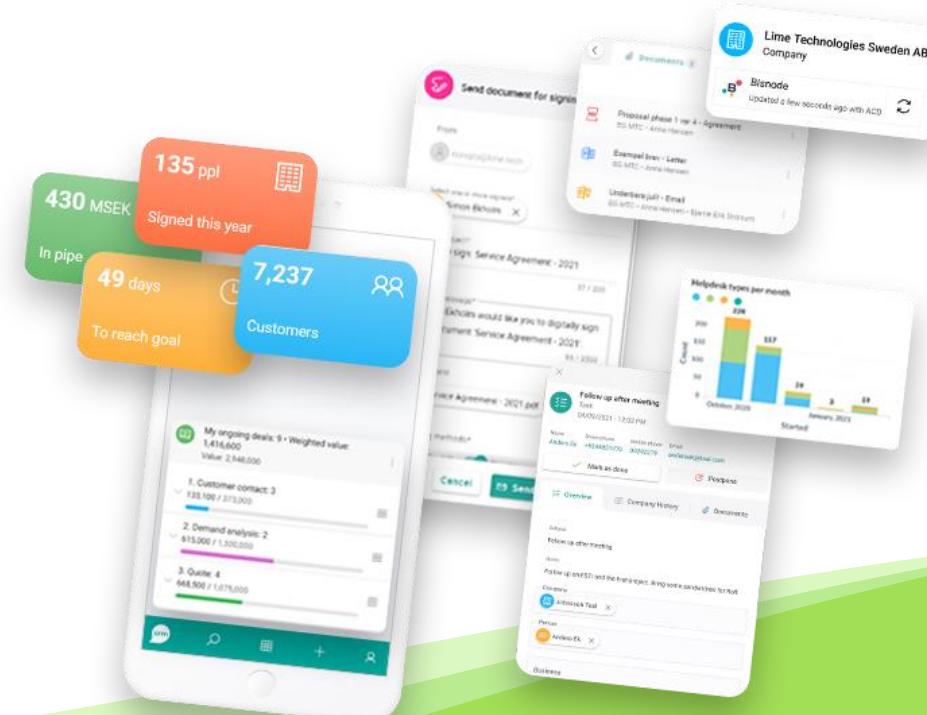




Q1 update

April 26, 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

“
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
”

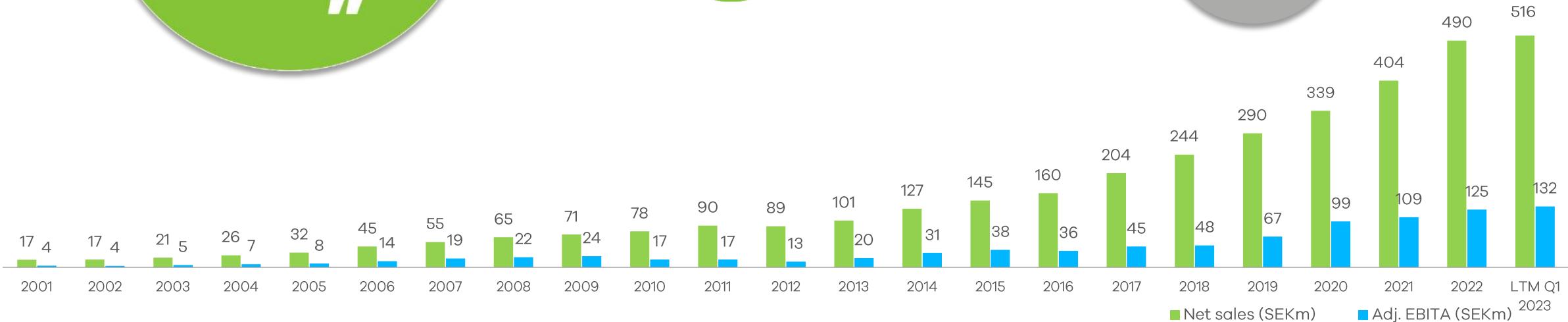
10 offices in 6 markets



400

Over **80,000** users

Over **6,500** customers





Sum up Q1 2023



Market conditions

- Continuous strong digitalization trend
- The need for efficiency creates demand
- Lime CPQ

Long-term profitable growth

- Strong organic growth

Growing organisation

- 26 new employees onboarded in Q1
- Recruitment continues





The screenshot shows the Lime software interface. At the top, there is a dashboard with six cards:

- Aktiva affärsmöjligheter: 430 st
- Vunna affärer: 49 MSEK
- Kunder: 7,237 st
- Skickade pågående offerter: 135 offerter
- Antal VD:ar: 16 st
- Bokade möten: 43 st

Below the dashboard is a sidebar with icons for messaging, search, and navigation. The main area is titled "Todos" and shows a list of tasks under "Upcoming". The tasks include:

- Följ upp offert • Peab Bolig AS
- Följ upp offert • Kalle Media Oy
- Följ upp offert • Oslo Øres Vps Holding ASA
- Följ upp offert • Öresundshållan Företagshållsovård AB
- Följ upp offert • KFI Spa Management AB
- Följ upp offert • Peab Bolig AS
- Följ upp offert • Lime Technologies
- Följ upp offert • Öresundshållan Företagshållsovård AB
- Follow up quotation • Testing AB - Kalle Kula

On the right side, there is a detailed view of "My ongoing deals" with a weighted value of 1,416,600. It includes three sections:

- Customer contact: 133,100 / 373,000 (Value: 2,948,000)
- Demand analysis: 615,000 / 1,500,000 (Value: 3,600,000)
- Quote: 668,500 / 1,075,000 (Value: 4,125,000)

Agenda

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



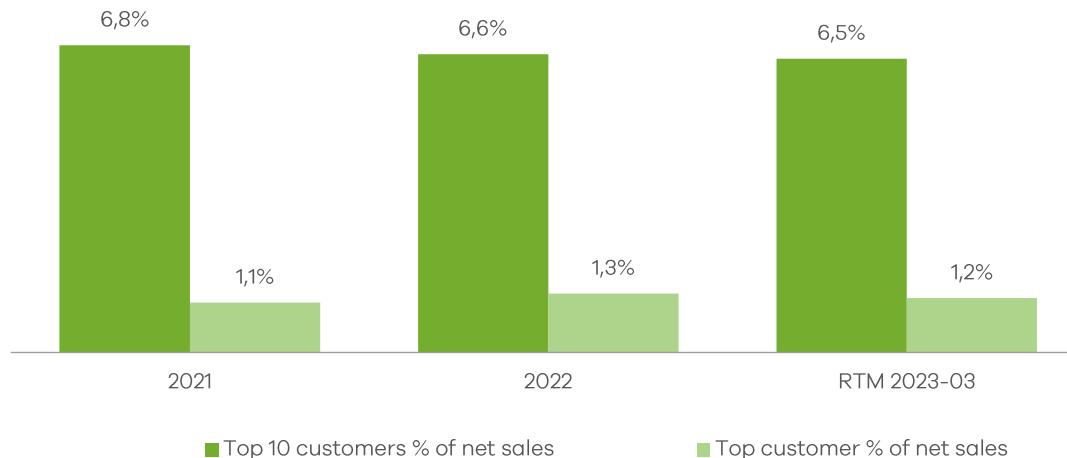
1. Order intake



Several deals within our verticals

Good mixture of small, midsize and large enterprises

Customer concentration

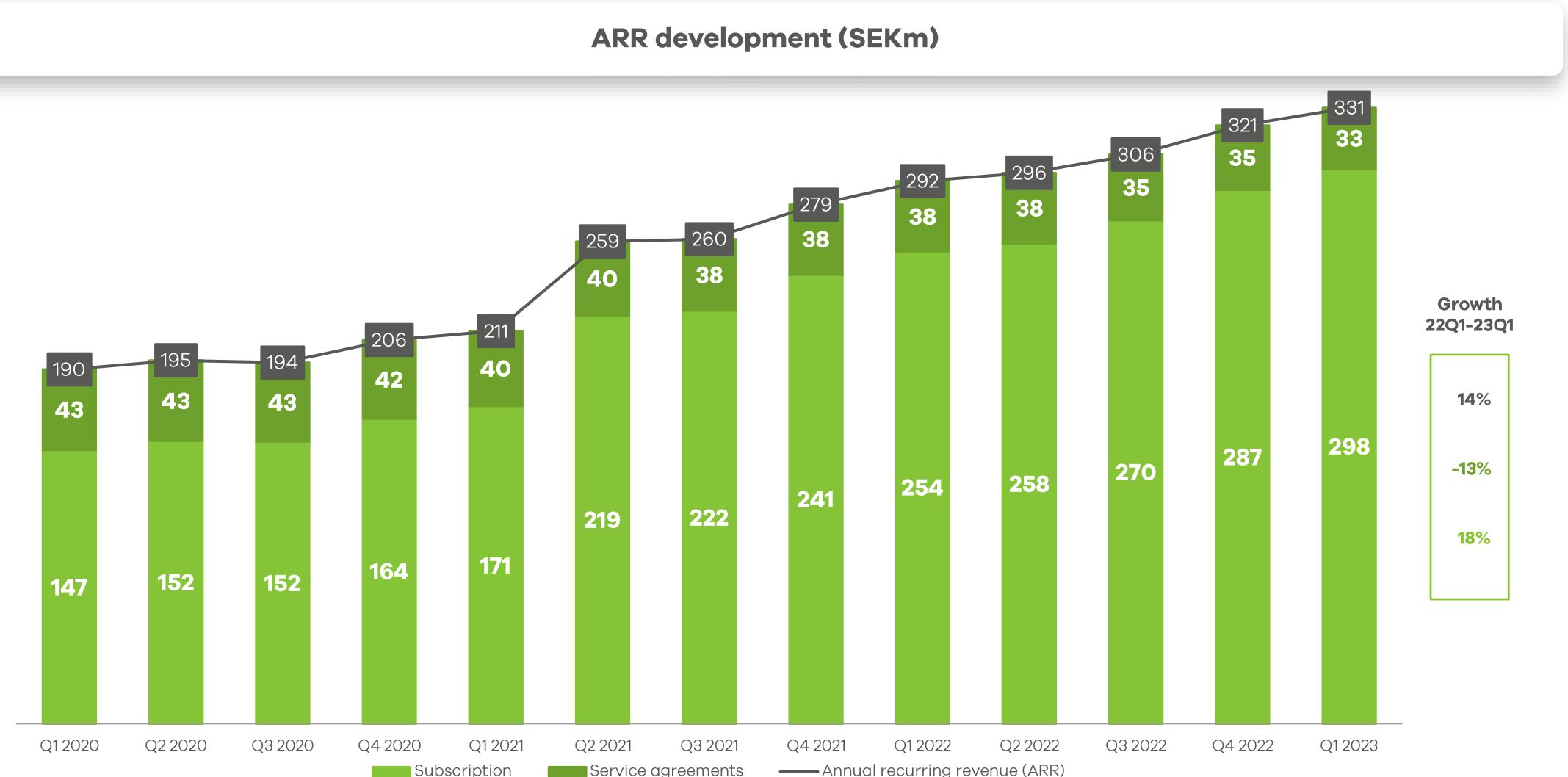




2. Revenue



Increase in annual recurring revenue drives growth





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

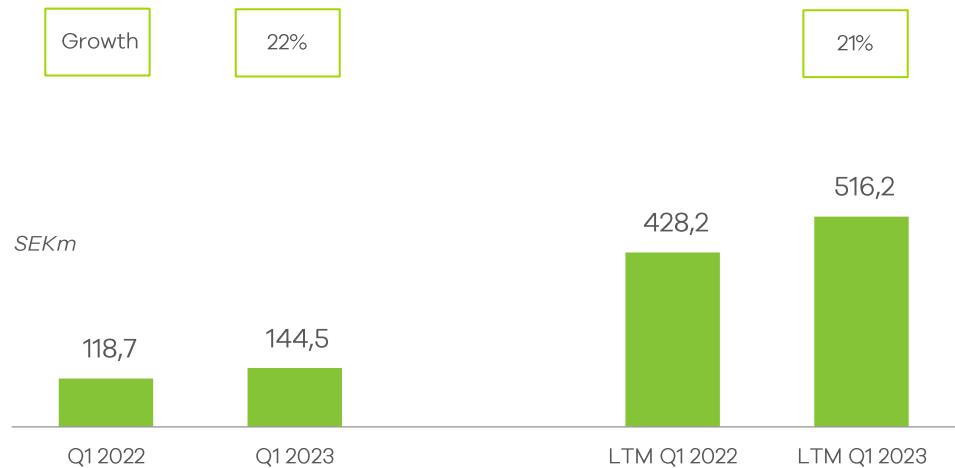
Expert services

- ✓ 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

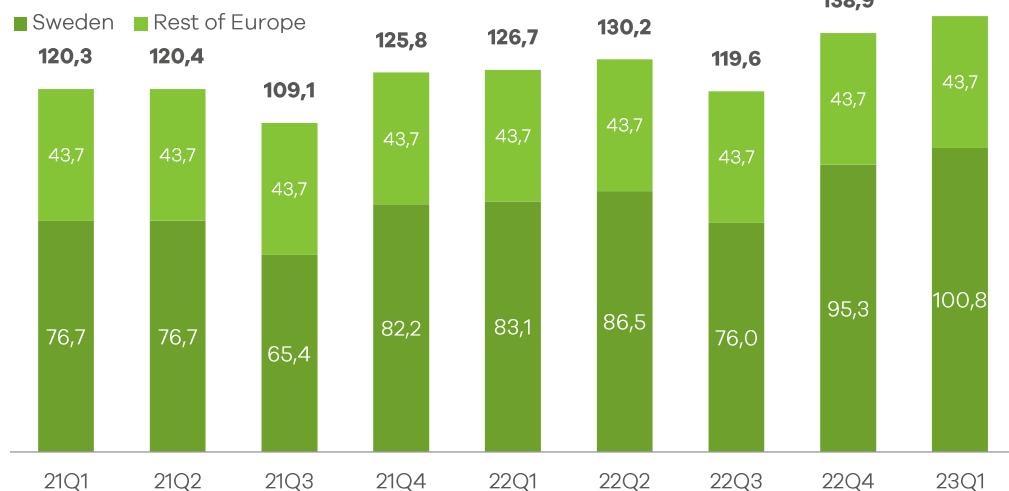


Revenue

Net sales development

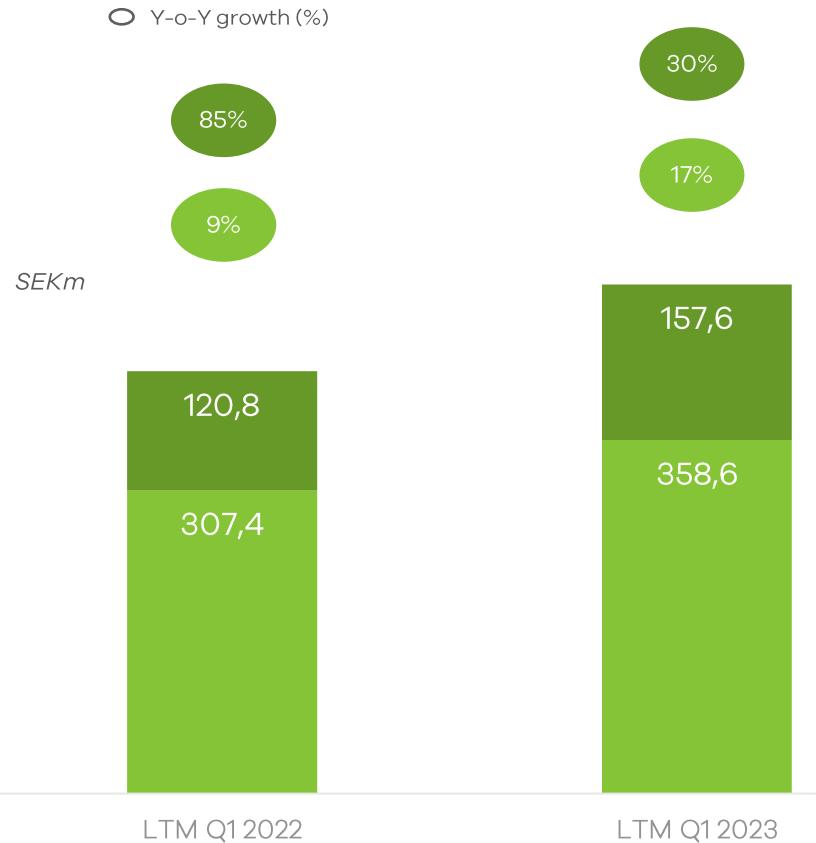


Split by geography



Traction across geographies

○ Y-o-Y growth (%)



■ Sweden ■ Rest of Europe



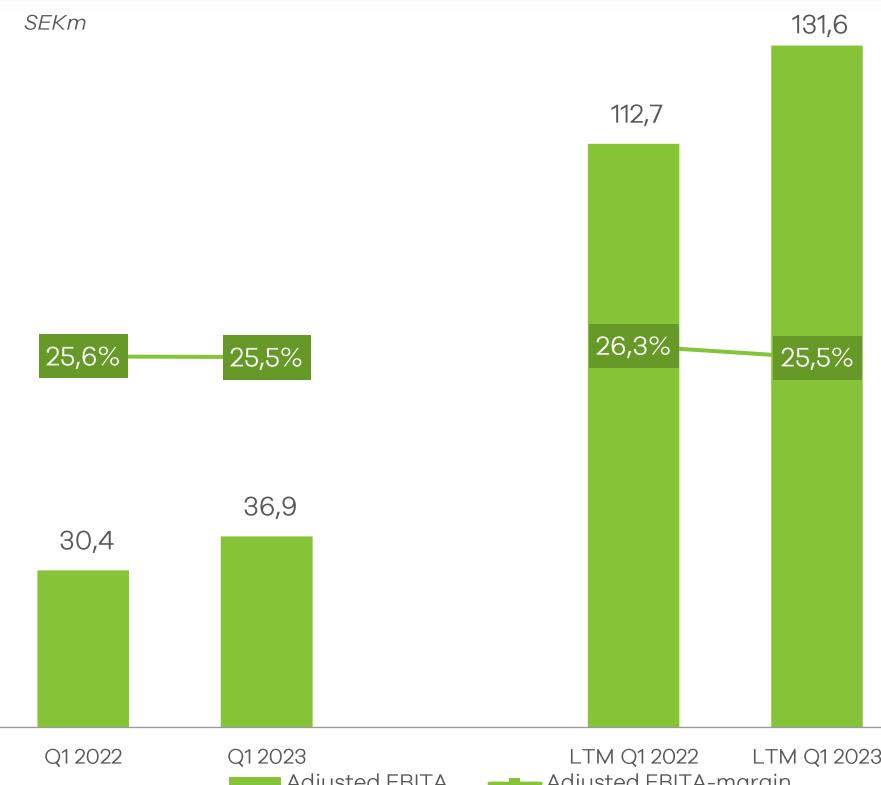
3. Profit



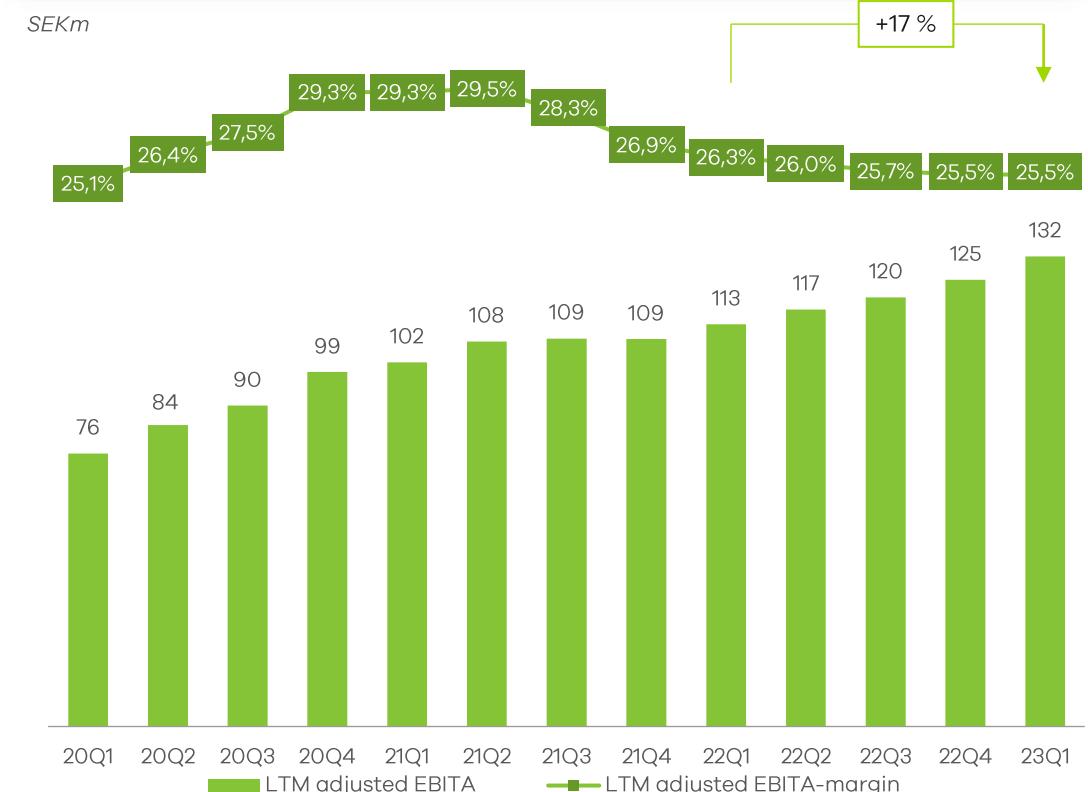
Profit

Reaching an adjusted EBITA margin of 26 % in Q1 2023

EBITA development¹⁾



Rolling LTM EBITA and margin development¹⁾

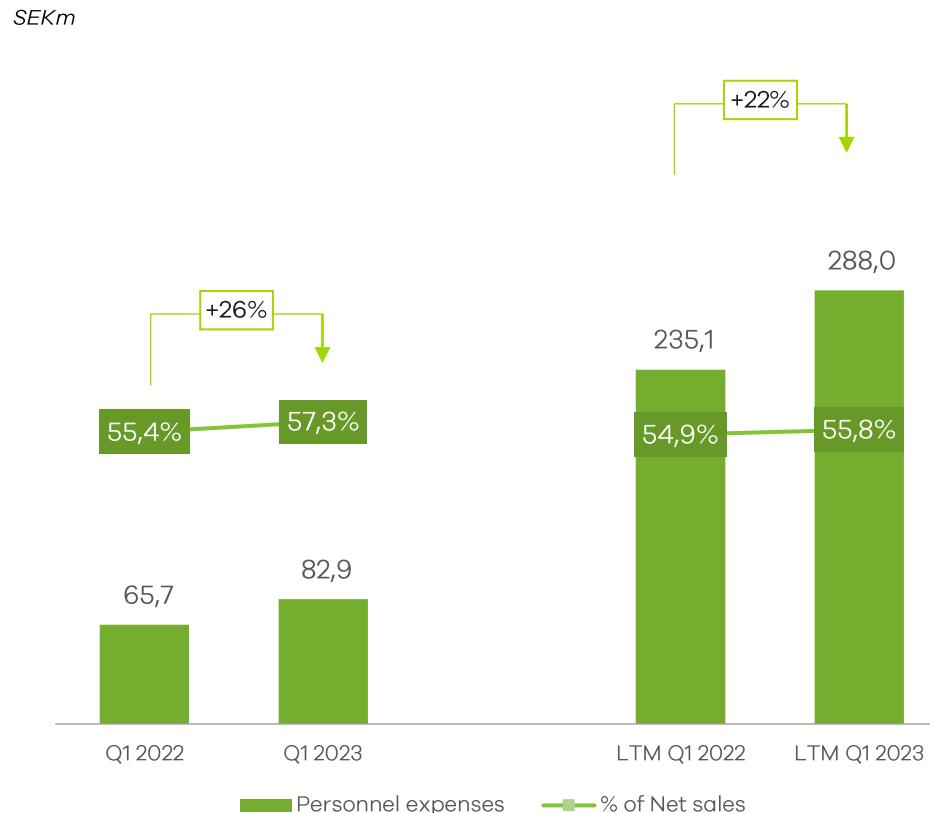




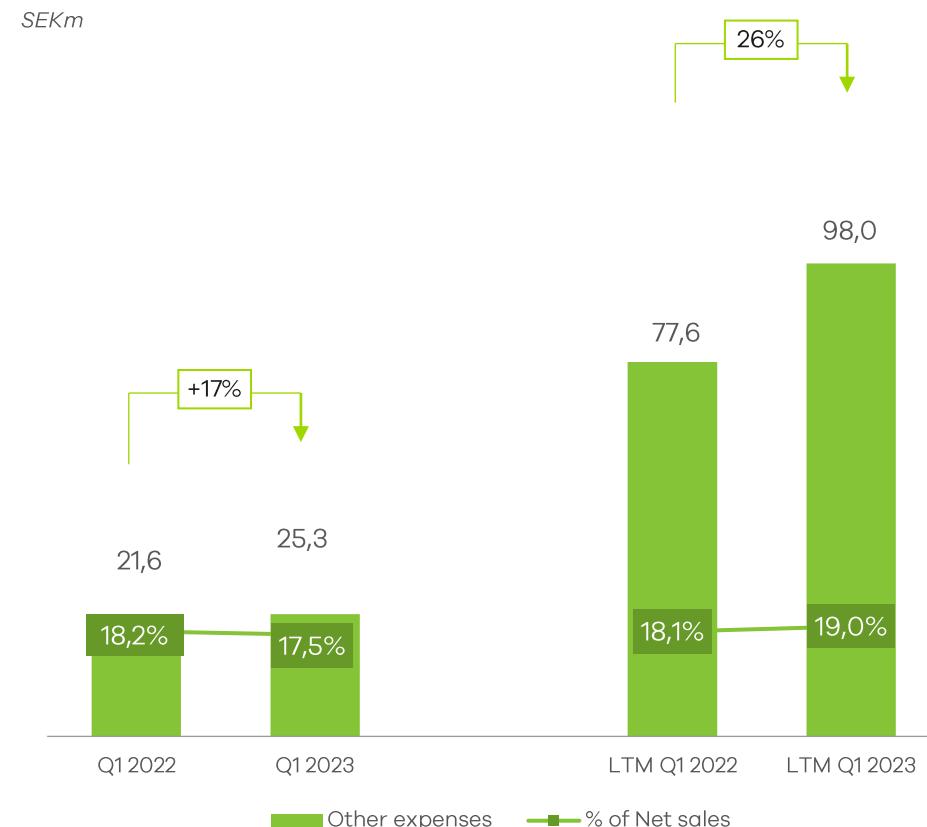
OPEX development

Large majority of operating expenses related to growth in FTEs

Personnel expenses development



Other operating expenses development (adj.)¹⁾





4. Summary



Financial targets

LTM Q1 2023

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"

0.8

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

