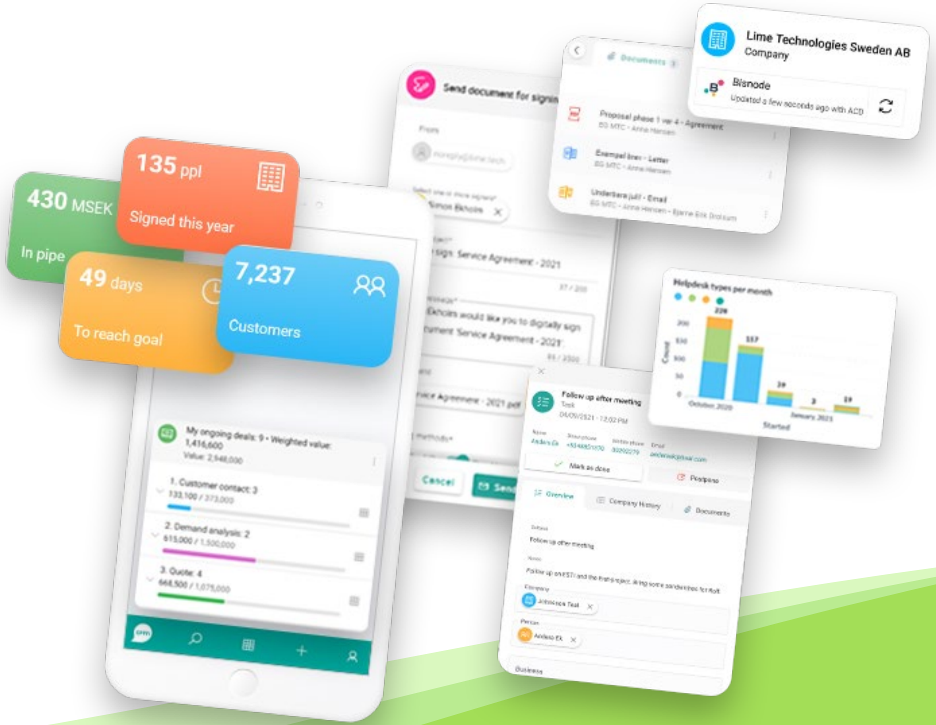
lime

Q3 update

October 19, 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"*

+400

10 **offices in 6 countries**

Over **80,000** users

Over **6,500** customers

Key success factors

- Long term profitable growth
- 60 % recurring revenue
- Sticky customer base
- Strong corporate culture

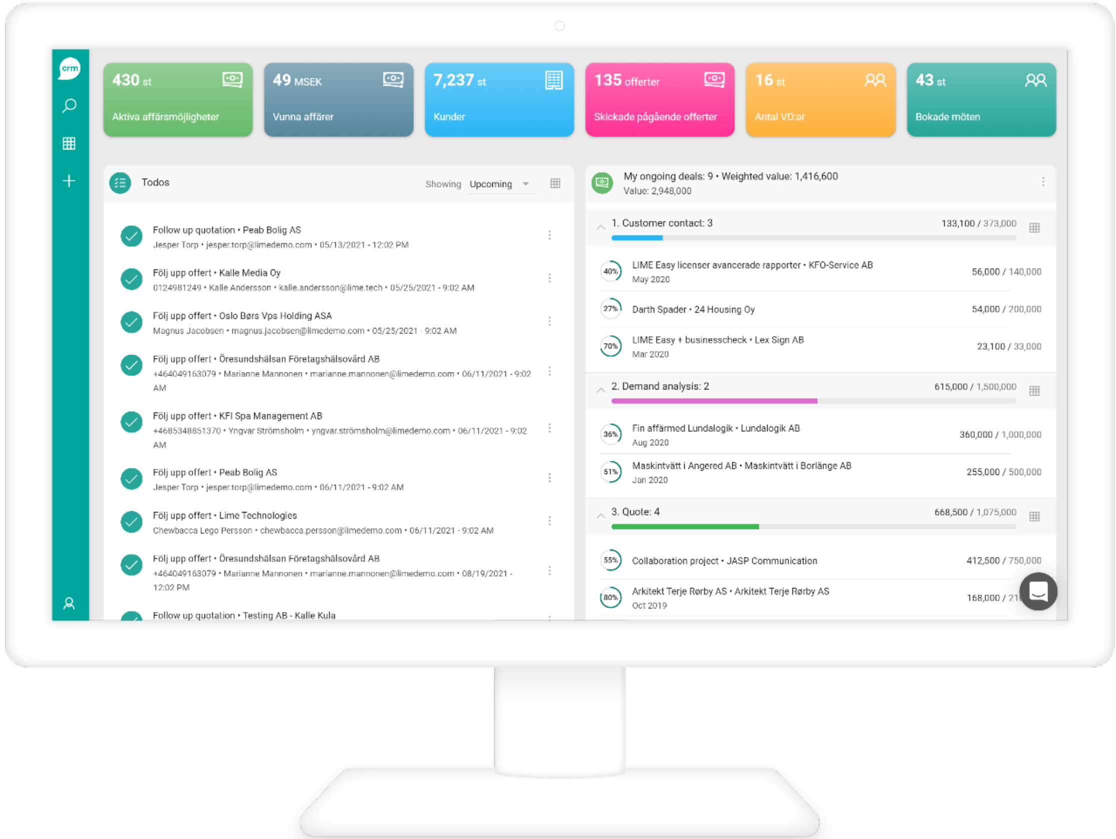
Sum up Q3 2023

SALES GROWTH **19%**

EBITA MARGIN **26%**

ARR GROWTH **16%**

- The current business climate creates opportunities
- Long-term customer relationships build success
- More deals in Europe and strengthened positions in our focus industries
- Leaders who show the way



Agenda

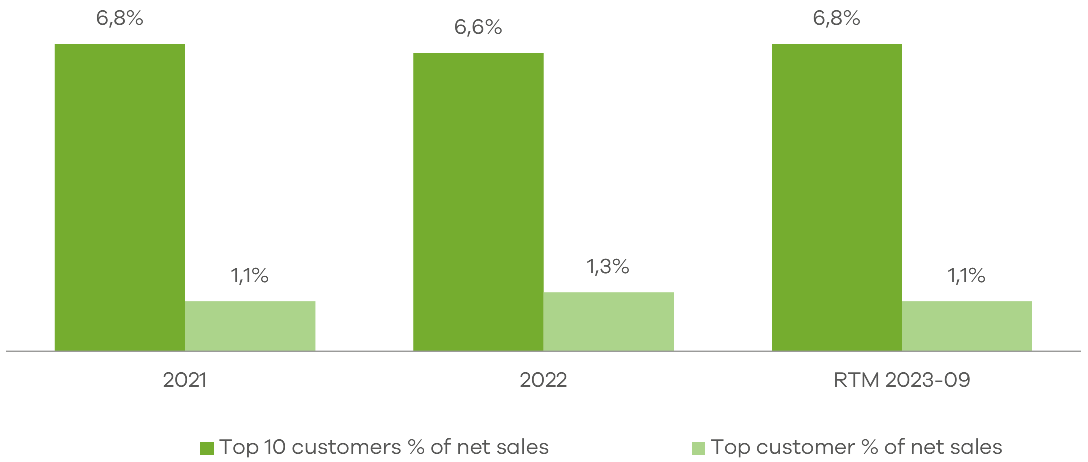
1. Order intake
2. Revenue
3. Profit
4. Summary

1. Order intake

Several deals within our verticals

Good mixture of small, midsize and large enterprises

Customer concentration

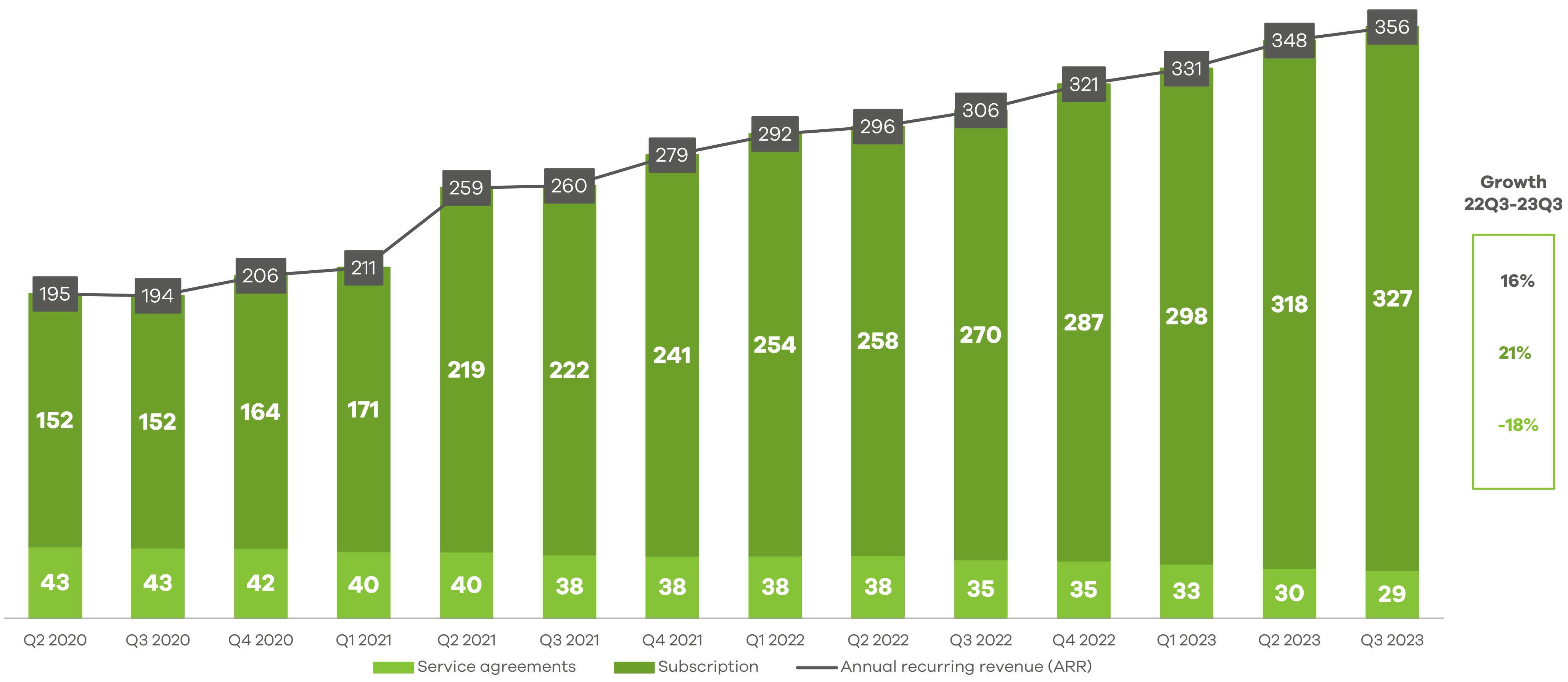


NOTODDEN ENERGI
WELAND
REJLERS
Dansk Socialrådgiverforening
Optilon
KLG EUROPE
Bostads bolaget
K&K PETFOOD GmbH FÜR ZÜCHTER, WIEDERVERKÄUFER UND GROßHANDEL
TÜV NORD
ARBESKO
KAROLINSKA UNIVERSITY HOSPITAL
Katjes
Hogia
GRK

2. Revenue

Increase in annual recurring revenue drives growth

ARR development (SEKm)



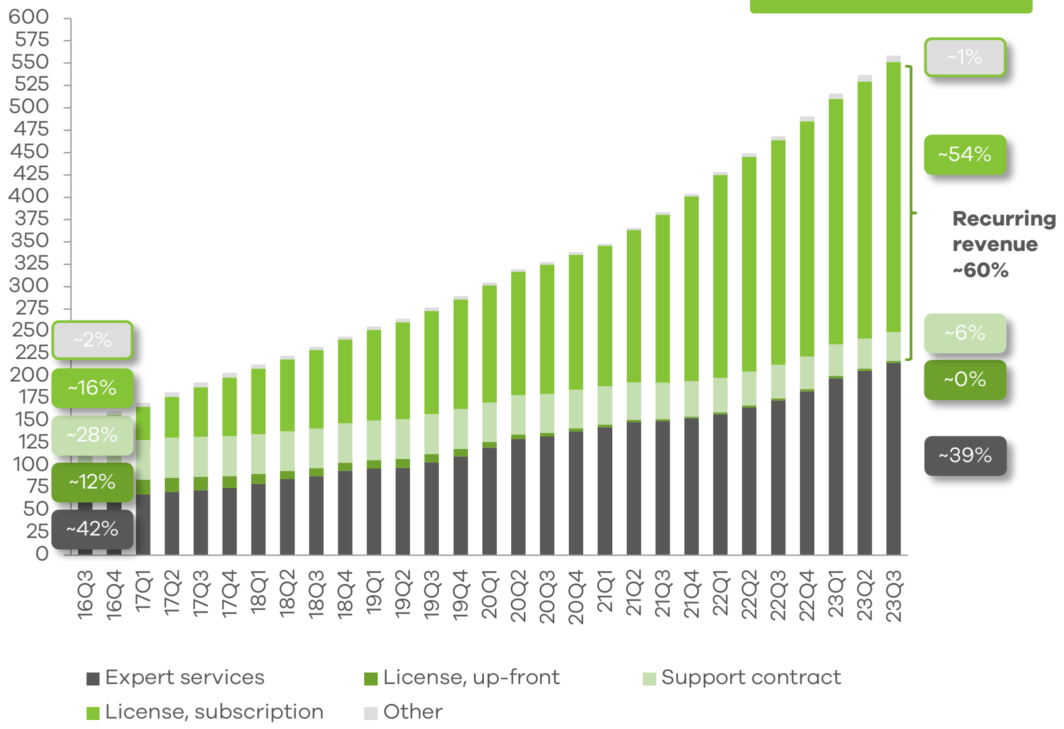
Recurring revenue is growing rapidly

Transition from up-front to subscription pricing model since 2015

Pricing model transformation over time

LTM net sales by revenue stream, SEKm

20 % growth in subscription LTM



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

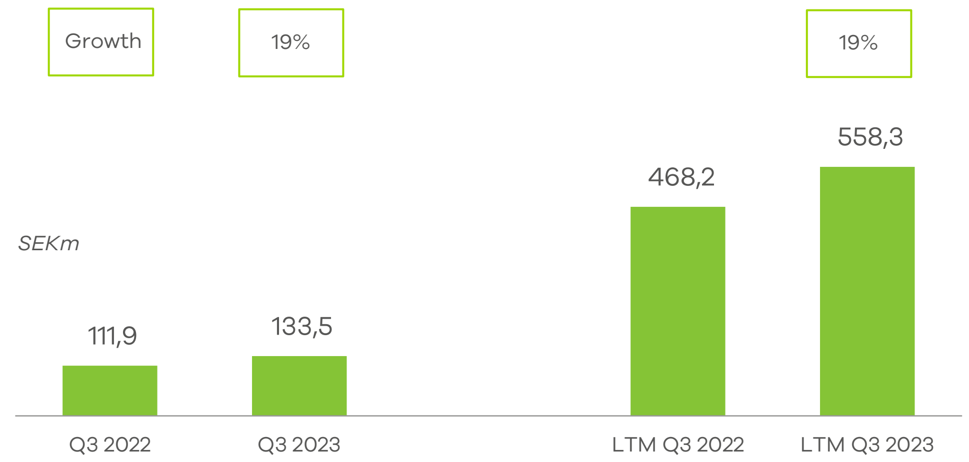
- ✓ Revenue stream in decline as the products are sold as SaaS
- ✓ Some existing clients still buy more licenses up-front

Expert services

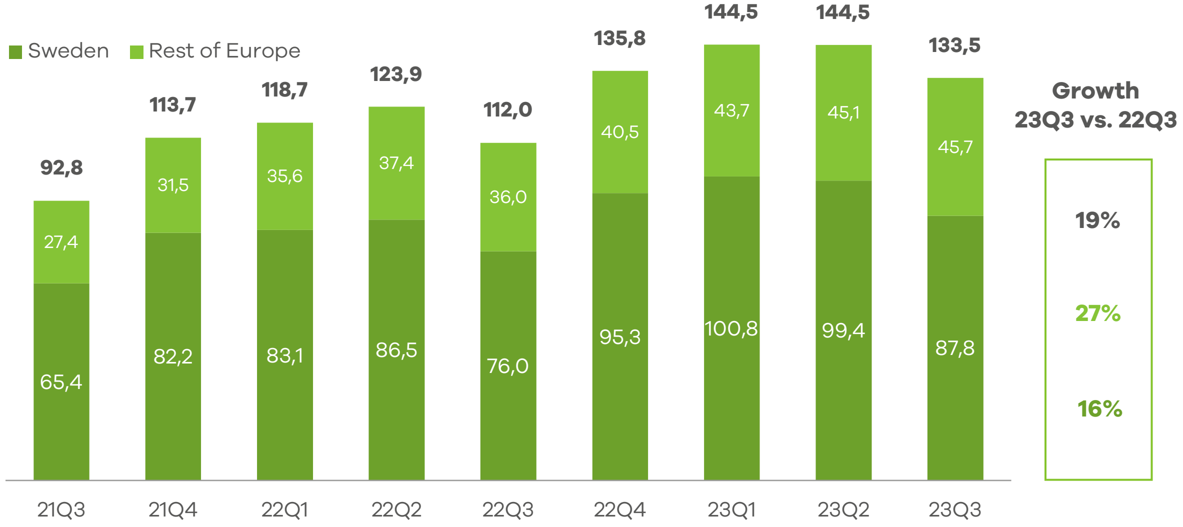
- ✓ Large part of sales derives from existing customers
- ✓ Customer base is growing, expected to drive expert services growth but decreases as part of total net sales

Revenue

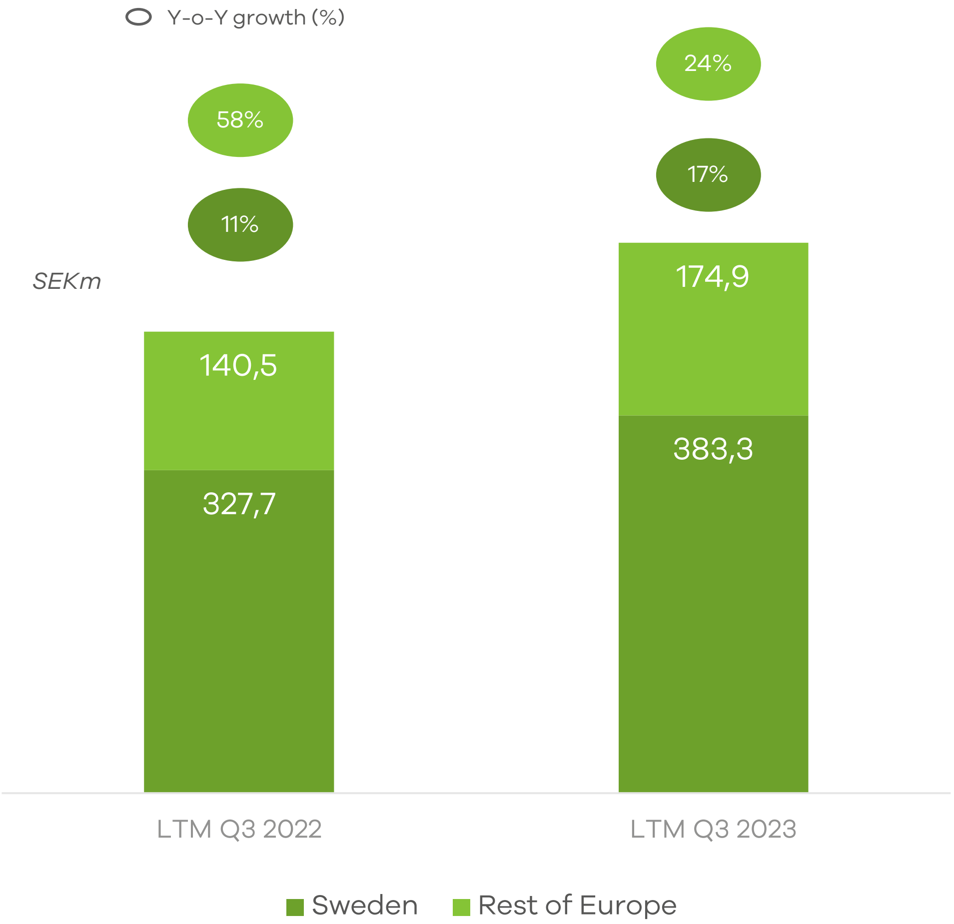
Net sales development



Split by geography



Traction across geographies

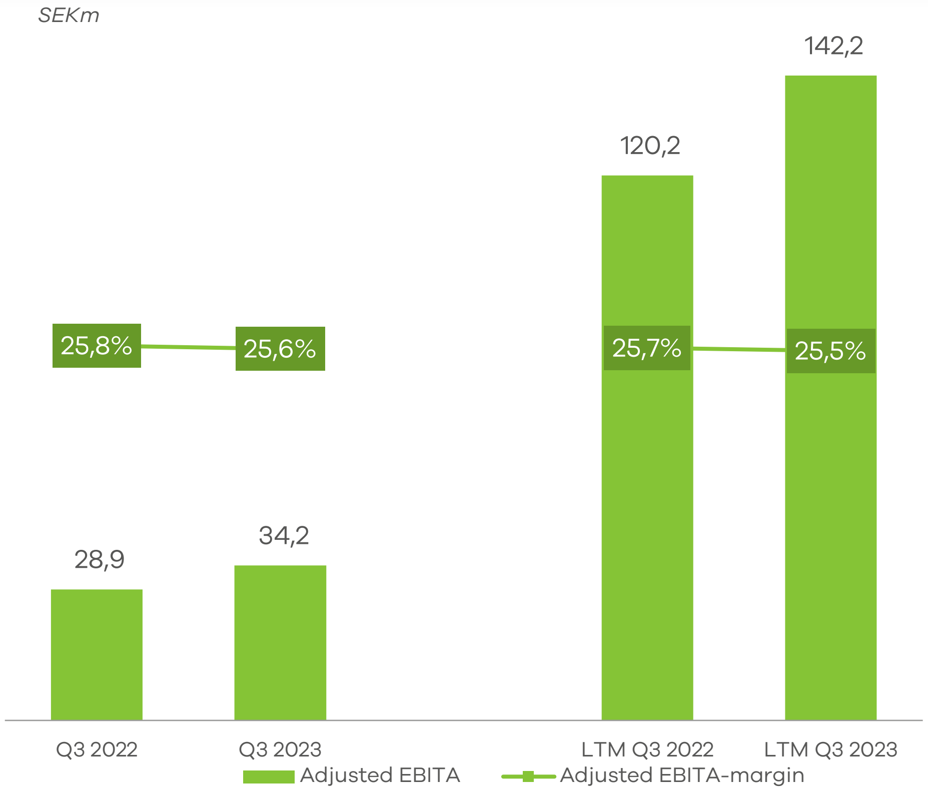


3. Profit

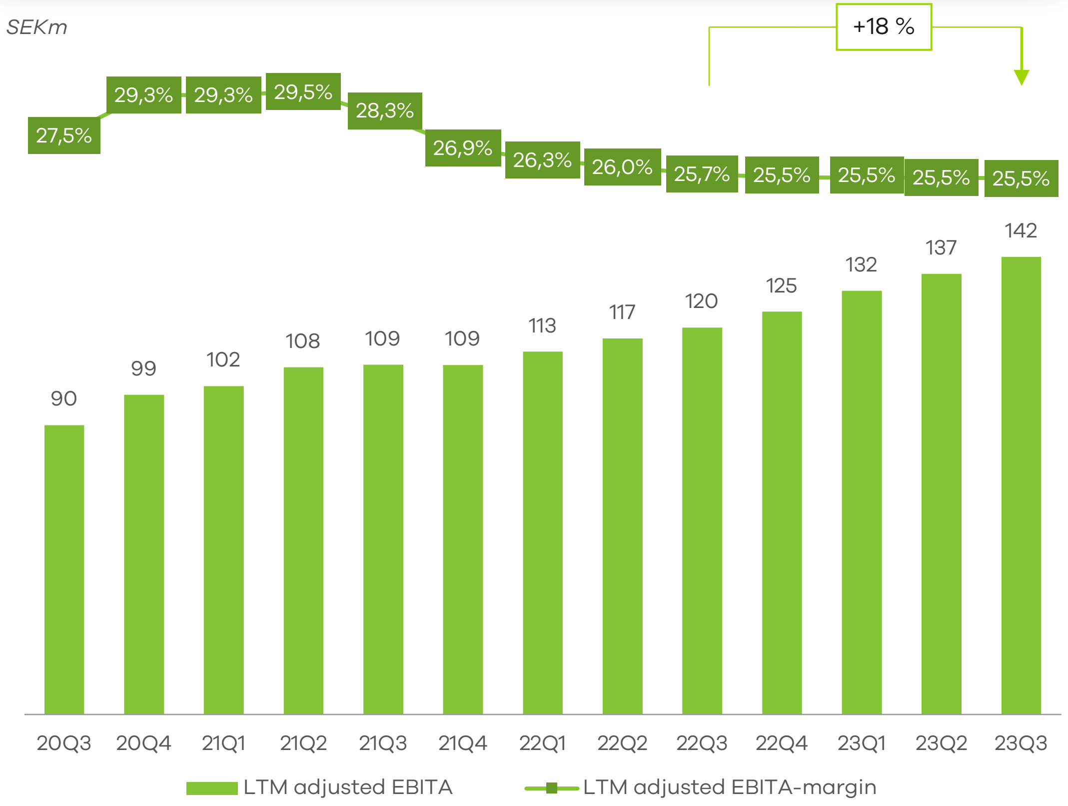
Profit

Reaching an adjusted EBITA margin of 26 % in Q3 2023

EBITA development[1)]



Rolling LTM EBITA and margin development[1)]

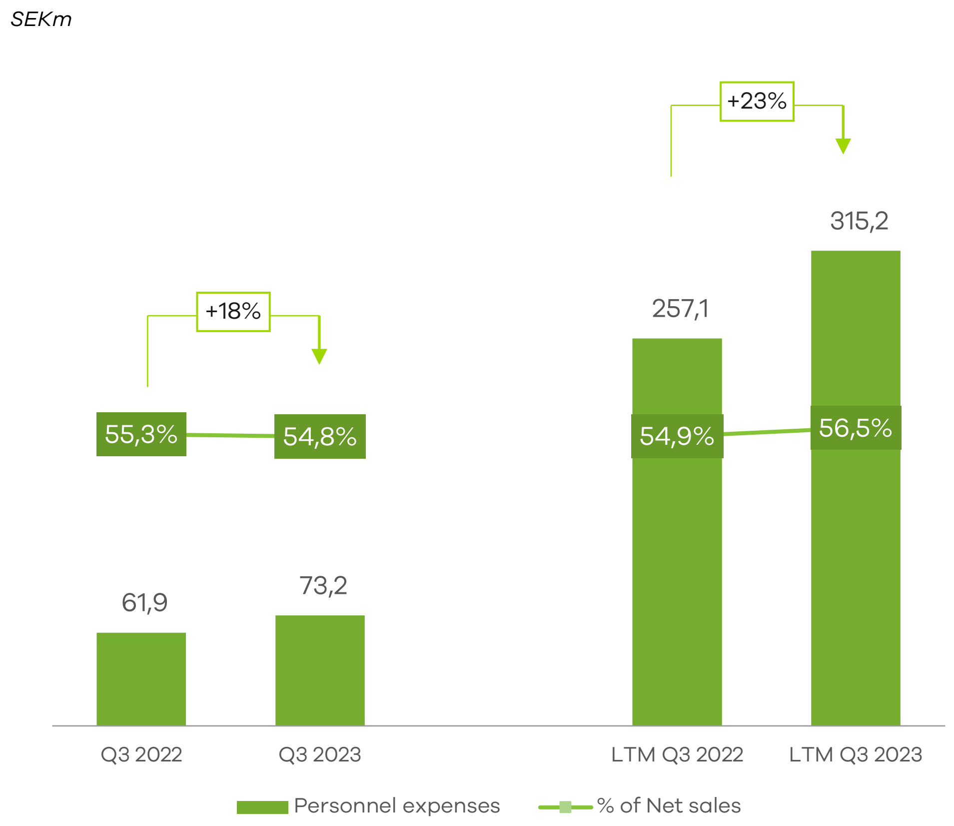


Note: 1) EBITA adjusted for acquisition related expenses.

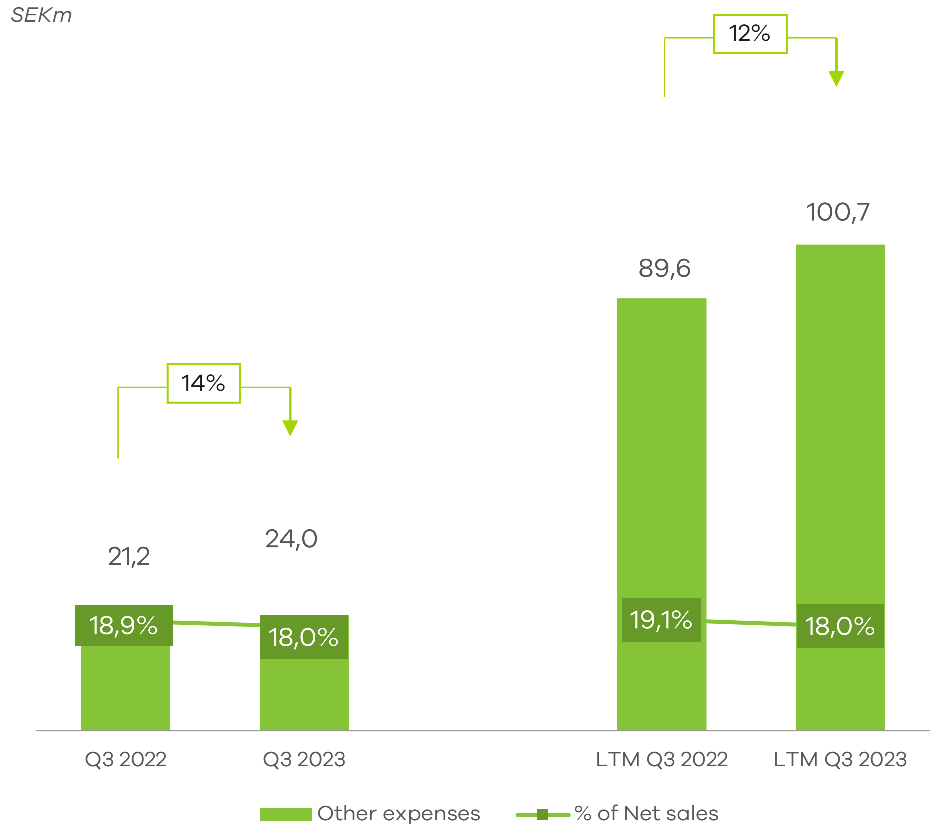
OPEX development

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

Financial targets

		LTM Q3 2023
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%"	**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!

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