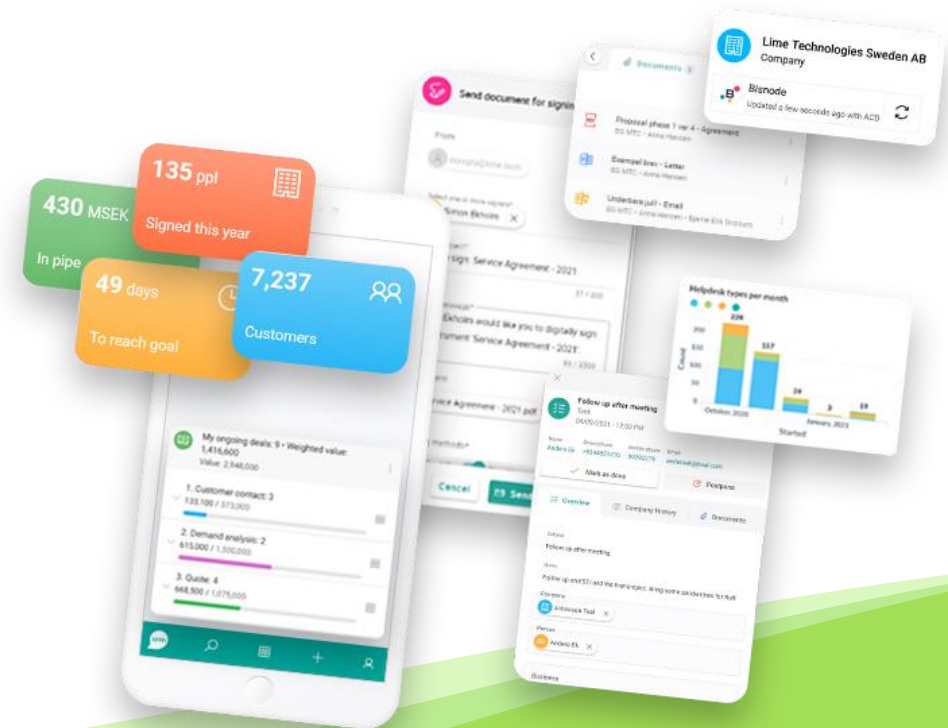




Q4 update

February 14, 2024





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 Q4 and 2023

SALES
GROWTH 2023

18%

EBITA
MARGIN 2023

26%

ARR
GROWTH 2023

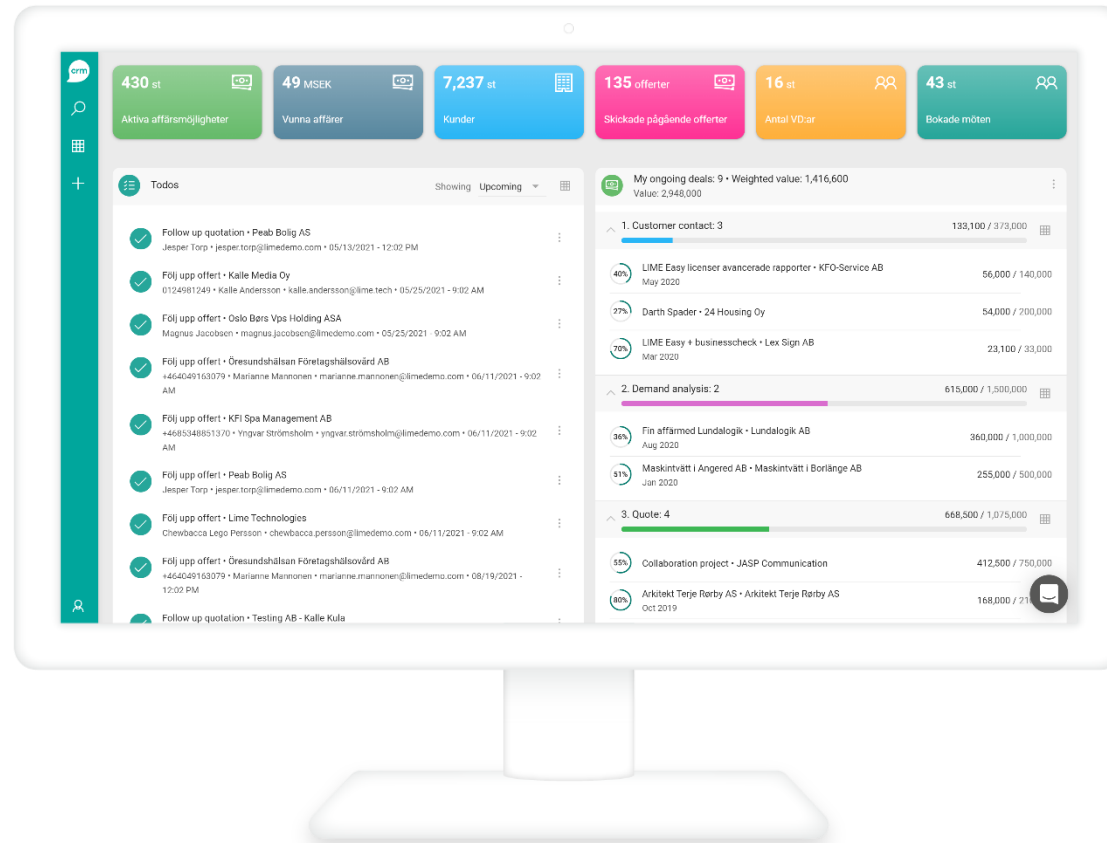
16%

PROPOSED
DIVIDEND

46 MSEK

- Exceeding market growth
- New acquisition – SportAdmin
- New focus industry – Membership organisations
- Great deals in Rest of Europe but there is more to accomplish
- High recruitment pace





Agenda

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



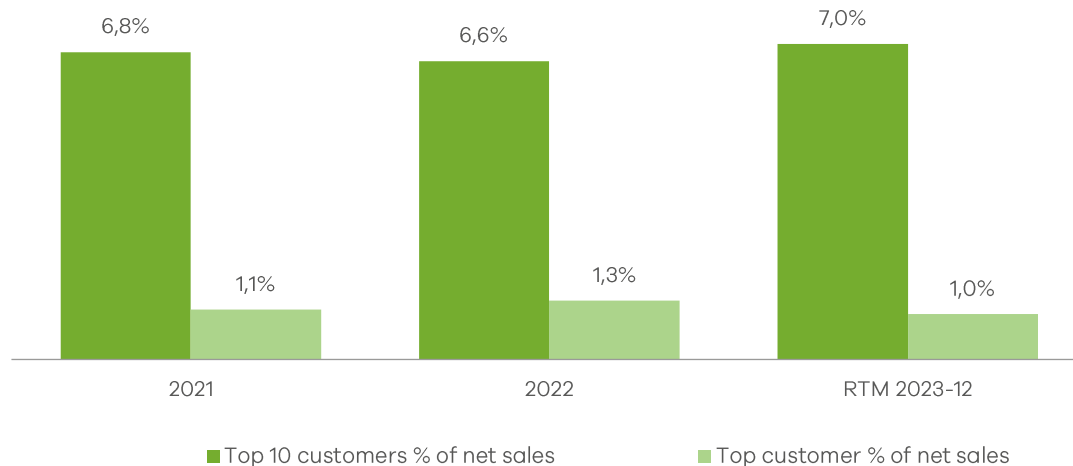
1. Order intake



Several deals within our verticals

Good mixture of small, midsize and large enterprises

Customer concentration



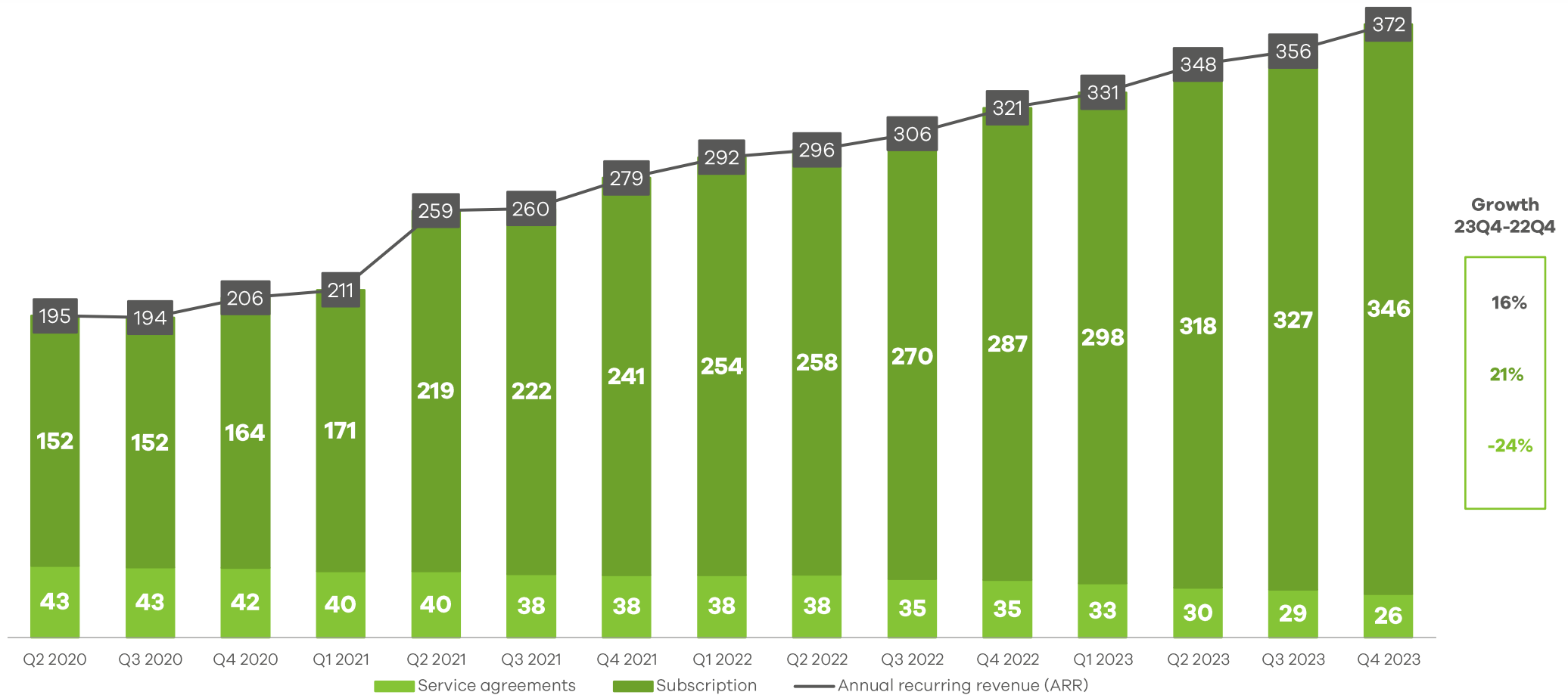


2. Revenue



Increase in annual recurring revenue drives growth

ARR development (SEKm)

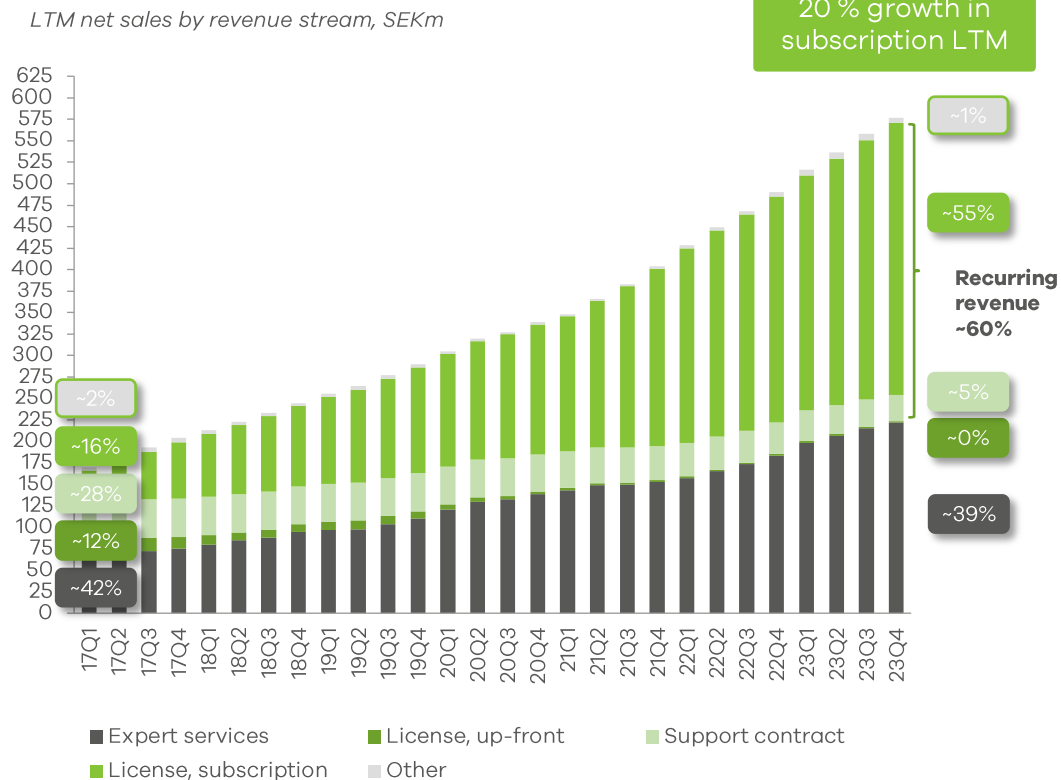




Recurring revenue is growing rapidly

Transition from up-front to subscription pricing model since 2015

Pricing model transformation over time



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

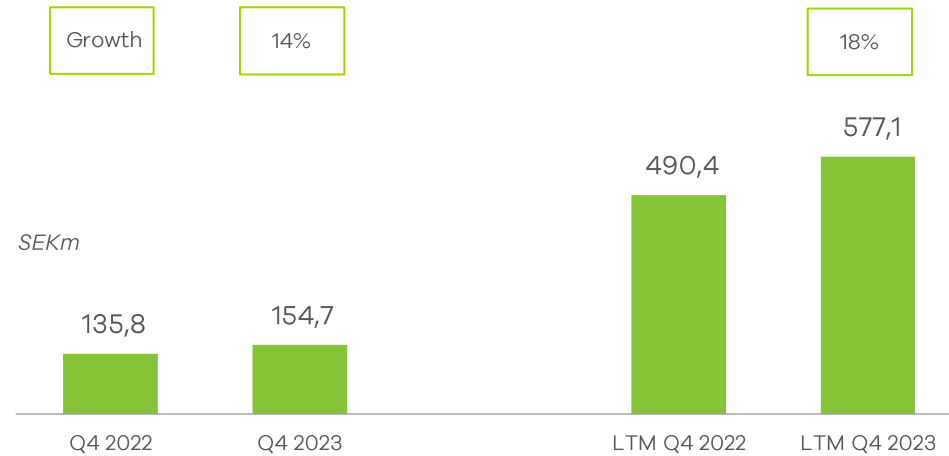


- ✓ Large part of sales derives from existing customers
- ✓ Customer base is growing, expected to drive expert services growth but decreases as part of total net sales

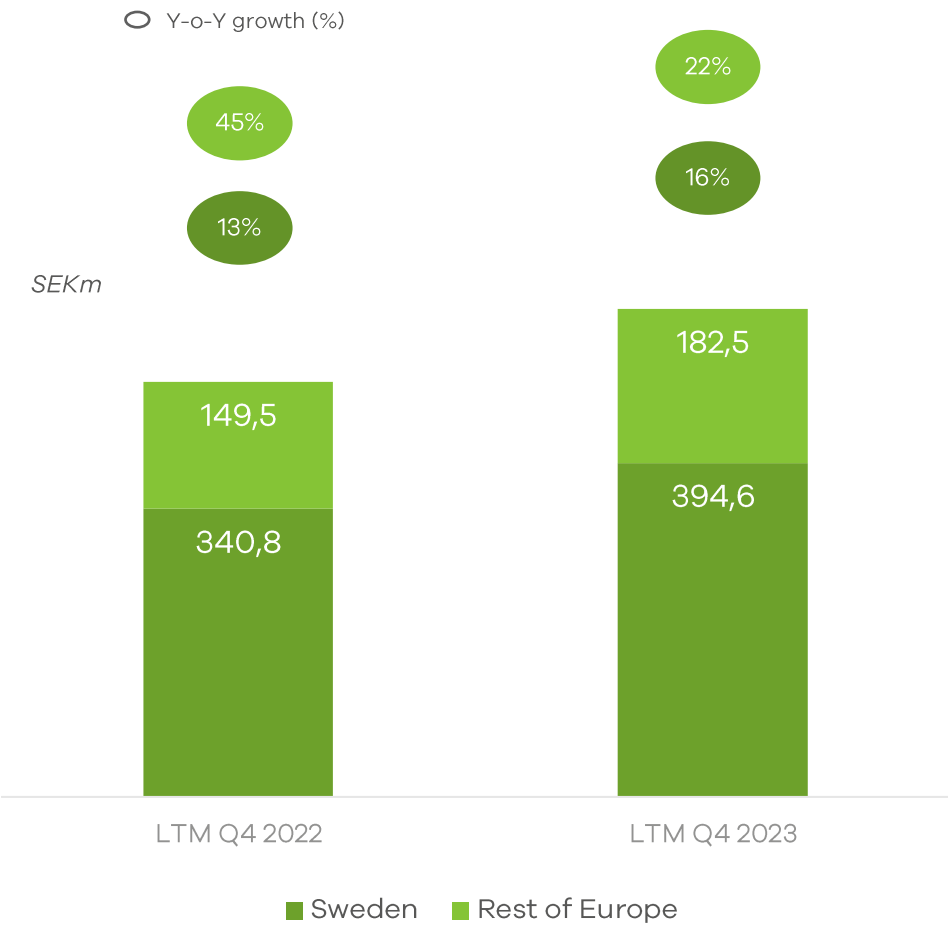


Revenue

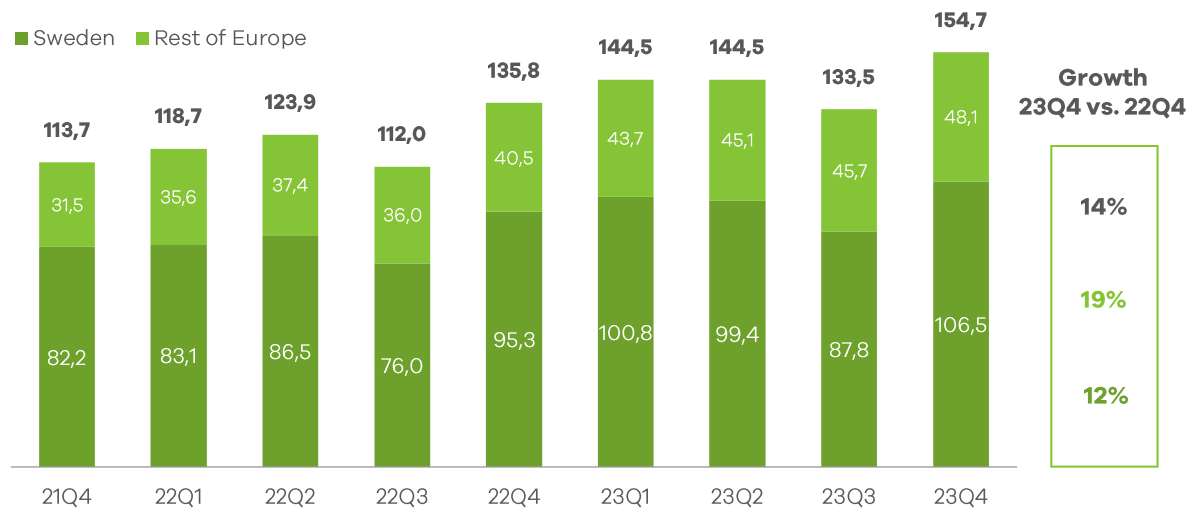
Net sales development



Traction across geographies



Split by geography





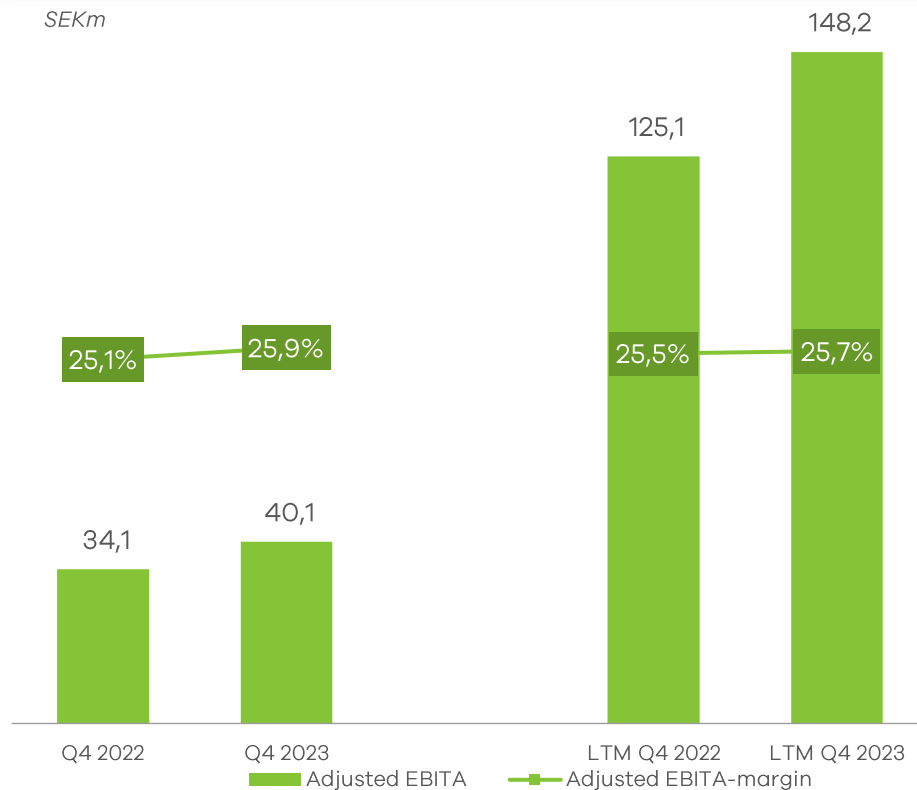
3. Profit



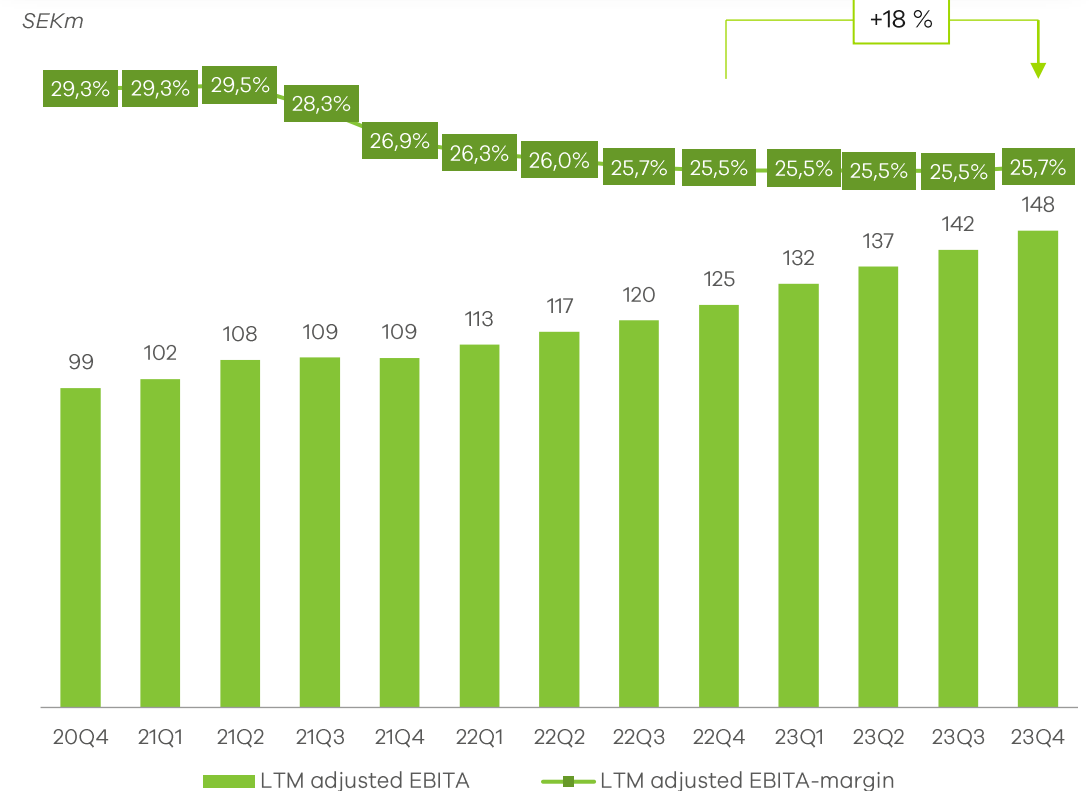
Profit

Reaching an adjusted EBITA margin of 26 % in Q4 2023

EBITA development¹⁾



Rolling LTM EBITA and margin development¹⁾



Note: 1) EBITA adjusted for acquisition related expenses.

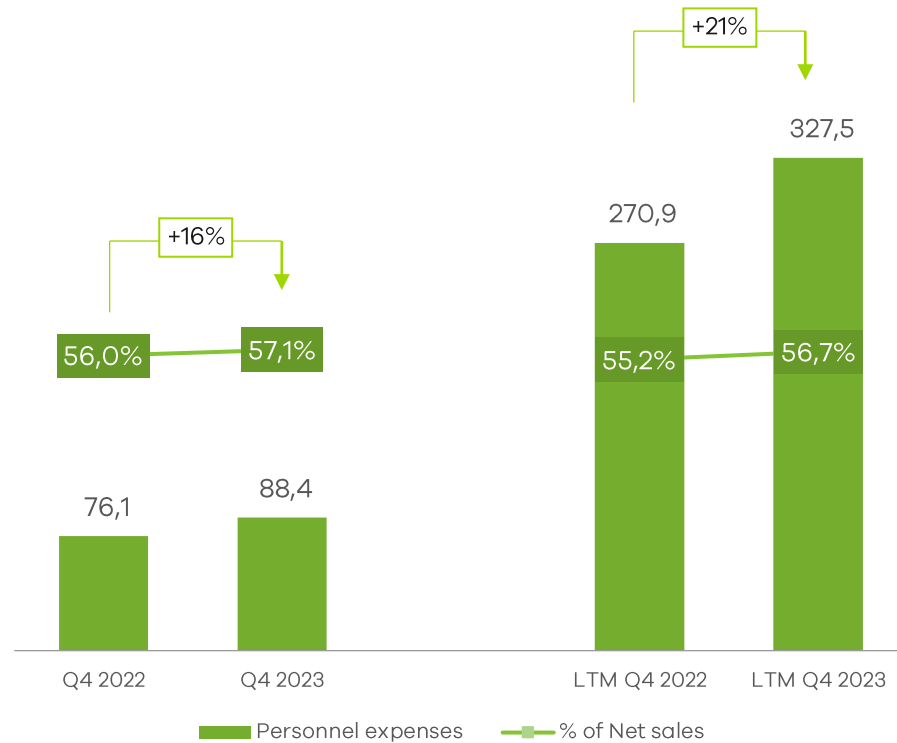


OPEX development

Large majority of operating expenses related to growth in FTEs

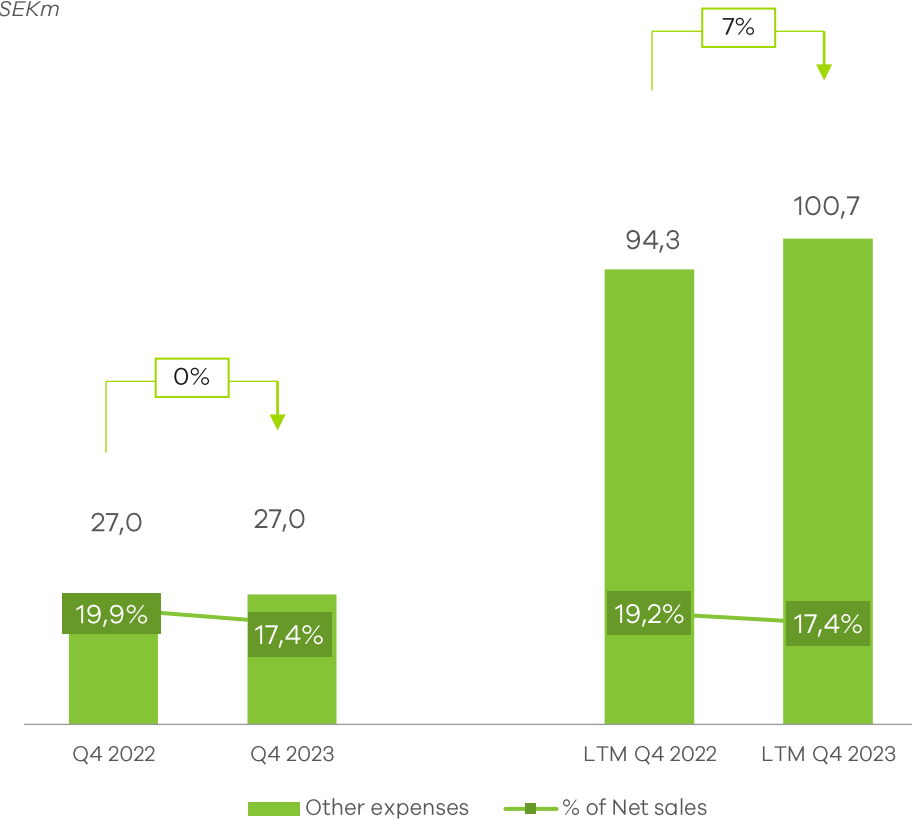
Personnel expenses development

SEKm



Other operating expenses development (adj.)¹⁾

SEKm



Note: 1) EBITA adjusted for acquisition related expenses.



4. Summary



Financial targets

LTM Q4 2023

Sales growth

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

18%

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"

0.5

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."

56 %
(3.50 SEK/share)



5. Questions?

Thank you for listening!

[investors.lime-
technologies.com](https://investors.lime-technologies.com)

