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Interim Report Q1 January - March 2024

LIME TECHNOLOGIES AB (PUBL)

THE CEO'S VIEW

"Increased sales and strong ARR growth"

GROWTH

17%

PROFITABILITY

26%

ARR GROWTH

31%

The period in summary

THE FIRST QUARTER

- Net sales MSEK 169.2 (144.5), rendering a sales growth of 17% (22%)
- Recurring revenue MSEK 105.8 (82)
- The 12-month recalculated recurring revenue at the end of the first quarter 2024 was MSEK 432.1 (330.9), rendering an ARR growth of 31% (14%)
- EBITA MSEK 43 (36.9), rendering an EBITA margin of 25% (26%)
- Adjusted EBITA margin 26% (26%)
- Operating income, EBIT, MSEK 32.5 (28.6)
- Cashflow from operating activities amounted to 62.7 MSEK (39.4)
- Net Income amounted to 23.4 MSEK (20.7)
- Earnings per share amounted to 1.76 SEK (1.56), an increase by 13% and earnings per share diluted amounted to 1.75 SEK (1.55), an increase by 13%
- Acquired 85% of the shares in SportAdmin i Skandinavien AB during reporting period

Sales growth Q1

17%

Adjusted EBITAmargin Q1

26%

ARR growth Q1

31%

MSEK	2024 Jan–Mar	2023 Jan–Mar	2023 Jan–Dec
Net sales (MSEK)	169.2	144.5	577,1
Recurring revenue (MSEK)	105.8	82	346.6
EBITDA (MSEK)	52.4	44.8	180.7
EBITDA (%)	31%	31%	31%
EBITA (MSEK)	43.0	36.9	147,3
EBITA (%)	25%	26%	26%
Adjusted EBITA	43.3	36.9	148.2
Adjusted EBITA (%)	26%	26%	26%
Operating income. EBIT (MSEK)	32.5	28.6	114.6
Operating income, EBIT (%)	19%	20%	20%
Earnings per share, basic (SEK)	1.76	1.56	6.28
Earnings per share, diluted (SEK)	1.75	1.55	6.21
Cash flow from operating activities (MSEK)	62.7	39.4	142.5



Increased sales and strong ARR growth

We started the year with 17% growth, 26% adjusted EBITA margin and strong ARR growth of 31%. The quarter shows good profitability and continued good growth in our software-related revenues. During the quarter, we worked on integrating SportAdmin, carried out a brand update, concluded a number of good business deals across the entire product portfolio, and worked hard to counter a tough market in Expert Services.

Strong ARR growth in a challenging market

The current market conditions resemble previous quarters in which we have seen longer sales processes and more decision-makers involved in our new customer business. Our order intake from new customers remains strong and we have a good sales pipeline where we expect to achieve similar results to those of previous quarters. During the quarter we also demonstrated a strong ARR growth of 31%, a combination of continued stable organic and acquired growth.

"During the quarter we also demonstrated a strong ARR growth of 31%, a combination of continued stable and organic growth"

Lower growth in Expert Services in the first quarter

Growth in Expert Services was lower in the quarter compared to the first quarter last year. It was affected by fewer working days due to Easter and a strong comparative quarter. Business conditions have also been tougher in Expert Services, especially within existing customers. We are capitalising on the lower workload to implement value-creating activities in the form of proactive customer support, cost-reducing projects and more active pre-sales support for the sales staff to drive more new customer

Great deals in all business areas

Lime CRM continued to generate good business in our industry verticals. During the quarter, we welcomed property company Gavlegårdarna, energy companies Vestall AS and Gudbrandsdal, wholesale companies Kinnan AB and Atleve Nordic APS, and member companies Hessen Trade

& Invest GmbH and Säkerhets- och försvarsföretagen. It is also encouraging that we saw positive development and strengthened growth for Lime Conncet (Userlike) during the quarter, with Deutsche Telekom MMS GmbH and Malteser Hilfsdienst GmbH HRS becoming new customers.

For Lime Go, our focus on attracting larger companies paid off, which is reflected in the improved average business. This puts us in a good position to continue our growth journey. We also welcomed new customers such as Nordic Inspekt Group, Colly Filtreringsteknik and LB Lux of Sweden





SportAdmin has had a promising start to the year. We had the privilege of welcoming new customers, including Swedish bandy champions Villa Lidköping BK and AIK Innebandy – two well-known teams that we look forward to supporting in their daily operations and member engagement efforts. I am feeling very positive about the collaboration with SportAdmin, with its strong proactive culture, good customer focus and a product that continuously creates great value for our customers.

We are strengthening our brand

As we grow and expand our business, we are taking strategic steps to strengthen Lime as a brand. The integration of Userlike and SportAdmin has paved the way for a comprehensive brand refresh in which we are introducing Lime Connect (Userlike) and Lime Sportadmin as part of our product portfolio, which already includes Lime CRM and Lime Go. By consolidating our products under a single brand, instead of marketing them separately, we improve our brand awareness and exposure in both local and international markets.

We are building Lime for the long term and constantly striving for improvement

We started the year with the usual onboarding of new employees in Lund where we welcomed 20 new Lime employees. The candidate market remains strong, and we are continuing to recruit in all our markets ahead of the big onboarding session in August. Staff turnover remains low, which is largely due to the investments we have made in our staff and leadership. We know that staff turnover is lower in tougher market climates and usually increases when the market improves, so it is important to continue to recruit and invest in staff in order to strengthen Lime in the long term.

The quarter provided a number of good achievements that we should be proud of, and as a growth company there is always room for improvement and progress. We continue to invest in recruitment and our internationalisation, and I am proud of the attitude we show and the proactivity that creates the conditions to perform over time. With a stronger brand behind us, we are ready for spring.

Mix Olm

Nils Olsson Managing Director and CEO, Lime Technologies



For great customer journeys

Lime is the Customer Journey platform that helps companies make their customers fall in love with them. We develop and provide spot-on software and services, industry expertise and dedicated support - delivered with passion and personality.

Founded in 1990 and with over 400 employees in offices spread across Europe. More than 7,000 companies use our CRM, ticketing management, business essential solutions, and Al powered communication tools to attract new customers and build great relationships with existing ones. Make your customer journeys as great as your business.

Product portfolio & expertise

○ CRM

An industry-tailored CRM with support for the entire customer journey. For companies that need a platform where several departments can collaborate around their customers. Fully customisable to fit industry-specific workflows.

O Go

A plug&play CRM for growing B2B businesses and their sales teams. Ideal for those looking to manage the entire sales process more efficiently. Get access to a collaborative platform and start making data-driven decisions today.

○ Connect

A live chat and customer messaging software for companies looking to generate leads, improve satisfaction and boost service efficiency through various digital touch points.

Management consultants specialising in sales culture, leadership and change management associated with implementing and adopting software.

Sportadmin

All-in-one-solution for the club, teams and members within administration, membership management, communication and payments.

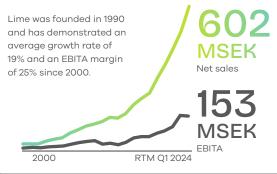
Business model

We offer SaaS* services for the entire customer journey, using industry expertise and close collaboration

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.



Long history of profitable growth





Lime in summary

REVENUE

Net sales

Net sales in Q1 2024 amounted to 169 MSEK (145), growth of 17% (22).



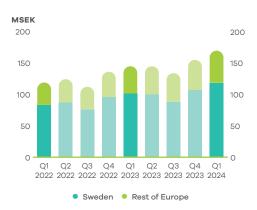
Net sales by category

In Q1 2024, software revenues accounted for 62% (57) of net sales and increased by 27% (14) compared to Q1 2023.



Net sales per segment

In Q1 2024, net sales in Sweden amounted to 118 MSEK (101), and 51 MSEK (44) in rest of Europe. The net sales growth for the quarter was 17% (21) in Sweden and 17% (23) in the rest of Europe.



Annual Recurring Revenue

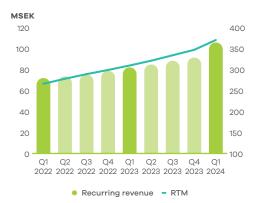
At the end of the first quarter of 2024, the annualized value of recurring revenues, Annual Recurring Revenue (ARR), amounted to 432 MSEK (331). The annualized recurring revenues increased by 31% (14) compared to the same period the previous year.





Recurring revenue

The recurring revenues for the first quarter of 2024 amounted to 106 MSEK (82), which represents an increase of 29% (14) compared to the same period last year.



OPERATING INCOME

EBITDA

Operating income before depreciation and amortization, EBITDA, for the first quarter of 2024 amounted to 52 MSEK (45), giving an operating margin before depreciation, EBITDA, of 31% (31). Adjusted for items affecting comparability, EBITDA for the quarter amounted to 53 MSEK (45), giving a margin of 31% (31). EBITDA in Sweden amounted to 34 MSEK (28) and 18 MSEK (17) in the rest of Europe in the first quarter of 2024.



EBITA

Operating income before depreciation of acquired surpluses, EBITA, for the first quarter of 2024 was 43 MSEK (37), corresponding to an EBITA margin of 25% (26). Adjusted for items affecting comparability, EBITA for the first quarter of 2024 was also 43 MSEK (37), corresponding to an EBITA margin of 26% (26).



EBIT

In the first quarter of 2024, the operating income (EBIT) amounted to 33 MSEK (29), corresponding to an operating margin of 19% (20). Adjusted for items affecting comparability, EBIT for the first quarter of 2024 was also 33 MSEK (29), with an EBIT margin of 19% (20).

Depreciations increased compared to the corresponding periods of the previous year due to increased investments in internal development and depreciations on intangible fixed assets related to acquired subsidiaries.





CASHFLOWS & INVESTMENTS

During the first quarter of 2024, cash flow from operating activities amounted to 62.7 MSEK (39.4).

Investments in tangible fixed assets for the quarter were 0.0 MSEK (0.0), excluding right-of-use assets.

Investments in intangible assets totaled 10.9 MSEK (7.5), consisting of the capitalization of costs related to the development of new technology platforms.

In the first quarter of 2024, depreciation of capitalized development costs was 5.1 MSEK (4.4), and depreciation of right-of-use assets was 4.0 MSEK (3.2).

EQUITY & LIABILITIES

At the end of the reporting period, the Group's equity amounted to 285 MSEK (228).

The Group's interest-bearing liabilities amounted to 346.7 MSEK (215.4) at the end of the period, including lease liabilities concerning rights-of-use amounting to 34.4 MSEK (38.4). Liquid assets were 67.0 MSEK (51.5) at the end of the period. The Group's net debt amounted to 278.3 MSEK (163.1).

SHARE SAVING PROGRAMME

On 26 April 2023, the Annual General Meeting decided to launch an additional share savings programme, LTIP 2023. All Lime employees on 1 May 2023 were invited to participate. The programme requires participants to acquire shares in the Company at market price on Nasdaq Stockholm during the period from 1 June 2023 to 31 May 2024. A corresponding programme was launched in 2022, called LTIP 2022, where shares were acquired during the period from 1 June 2022 to 31 May 2023.

Provided that participants retain the shares for three years, a period which ends on 31 May 2025 for LTIP 2022 and 31 May 2026 for LTIP 2023, that the participant remains an employee during the entire period, and that Lime fulfils the performance criteria, each share will entitle the participant to two or three shares, depending on the role, against payment of the quota value of the share. The performance criteria is set by the Board of Directors and is in line with Lime's financial objectives.

The fair value of the incentive shares is set at the value at the time of subscription. As this is a share-based consideration settled with equity instruments, there is no revaluation of the fair value of the incentive shares.

Lime estimates how many of the employees participating in the programmes will remain in employment throughout the 3-year period, until 31 May 2025 for LTIP 2022 and 31 May 2026 for LTIP 2023.

SHARE WARRANTS

The Annual General Meetings on 26 April 2022 and 26 April 2023 resolved to each issue 68,160 warrants free of charge to the wholly owned subsidiary Hysminai AB. The warrants will be used to secure Lime's commitment in connection

with the share savings programmes LTIP 2022 and LTIP 2023

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 475 (400) employees at the end of the reporting period. The average number of employees was 411 (363) 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 of 2024, the operating result of the parent company was -1.35 MSEK (-0.8). Liquid assets amounted to 0.0 MSEK (0.3), and borrowing was 100 MSEK (150).

ANNUAL GENERAL MEETING 2024

Lime Technologies AB (publ) will hold its annual general meeting on Thursday, April 25, 2024, at 17:30 at Kungsbroplan 1 in Stockholm.

NOMINATION COMITTEE

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

- Erik Ivarsson, as chairman, AB Grenspecialisten, representing 10.0 % of the shares and votes
- Veronica Sandman, Syringa Capital AB representing 10.2
 % of the shares and votes
- Johanna Ahlqvist, Cliens Kapitalförvaltning AB, representing 8.8% of the shares.

The Nomination Committee will prepare proposals to the 2024 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 2025 Annual General Meeting.

Shareholders wishing to submit proposals to the Nomination Committee can do so via e-mail to nomination-committee@lime.tech. March 14, 2024 (six weeks prior to the Annual General Meeting on 25 April, 2024) is the last day to submit proposals to the Nomination Committee for consideration at the 2024 Annual General Meeting."

OTHER EVENTS DURING THE REPORTING PERIOD

SportAdmin

On 9 January, an agreement was signed to acquire the shares in SportAdmin i Skandinavien AB. The first part of the acquisition involves 85% of the shares and was completed on 9 January 2024.

Fast-growing, profitable SaaS company SportAdmin is a market-leading provider of specialised software for sports clubs. The platform facilitates administration, training and membership management with the aim of being 'the club's, team's and member's best friend'. Following the acquisition, Lime has chosen to add member organisations as a fifth focus industry – an area where Lime has strengthened its position in several markets for some time, among both sports clubs and other types of member organisations.

The acquisition price totalled MSEK 149 for 85% of the shares and voting rights. The full consideration is being financed through bank loans. The Chairman of Lime's Board of Directors and Lime's biggest owner, Erik Syrén, who also owns 9 % of the shares in SportAdmin, is selling his entire holding to Lime as part of this transaction and has not been involved in the evaluation or the decision to acquire SportAdmin.

Lime will acquire the remaining 15 % of the shares by the third quarter of 2027 at the latest, with the purchase price being dependent on SportAdmin's growth and profitability during the period 2024 – 2026. As of 9 January 2024, the date on which the acquisition was completed and control obtained, the acquired company was consolidated into Lime Group's profit and loss account and balance sheet in full.

SportAdmin has grown considerably with an average growth rate of 31% over the last three years. The estimated turnover for 2023 is MSEK 46.

Full details regarding the preliminary acquisition analysis will be provided in the Annual Report 2023 and in the Interim Report for the first quarter 2024.

In conjunction with the acquisition, Lime raised and utilised a new bank loan of MSEK 150 after the end of the reporting period.

LIME IN BRIEF

Comprehensive SaaS supplier of customer care solutions

Lime has more than 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 for small, medium-sized and large organisations, in addition to well-established industry solutions within the Company's industry verticals.

The Head Office is in Lund, and in march 2024, the Group had 414 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.



Key ratios for the Group

MSEK	2024 Jan-Mar	2023 Jan–Mar	2023 Jan-Dec
Net sales	169.2	144.5	577.1
Net sales growth (%)	17%	22%	18%
Organic net sales growth (%)	9%	22%	18%
Recurring revenue	105.8	82.0	346.6
Annual recurring revenue	432.1	330.9	372.2
EBITA	43.0	36.9	147.3
EBITA (%)	25%	26%	26%
EBITDA	52.4	44.8	180.7
EBITDA (%)	31%	31%	31%
Operating income, EBIT	32.5	28.6	114.6
Operating income, EBIT (%)	19%	20%	20%
One-off items	-0.2	0.0	-0.9
Depreciation right-to-use assets	-4.0	-3.2	-13.6
Adjusted EBITA	43.3	36.9	148.2
Adjusted EBITA (%)	26%	26%	26%
Adjusted EBITDA	52.6	44.8	181.6
Adjusted EBITDA (%)	31%	31%	31%
Adjusted EBIT	32.8	28.6	115.4
Adjusted EBIT (%)	19%	20%	20%
Earnings per share (SEK)	1.76	1.56	6.28
Earnings per share, diluted (SEK)	1.75	1.55	6.21
Net debt	279.6	163.1	139.2
Number of employees (average)	411	363	397
Net sales per employee	1.5	1.4	1.5
Cash flow from current operations	62.7	39.4	142.5
Average number of outstanding shares (thousands)	13,283	13,283	13,283

For definition of key ratios, see pages 27-30.



Consolidated income statement in summary

	2024	2023	2023
TSEK	Jan-Mar	Jan-Mar	Jan-Dec
Net sales	169,210	144,501	577,116
Other revenue	218	896	2,424
Gross income	169,428	145,397	579,541
Operating expenses			
Compensation to employees	-99,162	-82,857	-327,501
Capitalised development work done by own employees	10,877	7,541	29,373
Depreciation	-19,829	-16,175	-66,160
Other expenses	-28,766	-25,318	-100,685
Total operating expenses	-136,880	-116,809	-464,973
Operating income	32,548	28,588	114,568
Financial net	-3,981	-2,504	114,568
Income after financial net	28,567	26,084	-11,131
Taxes	-5,137	-5,376	-20,058
Net income	23,430	20,708	83,379
Net income attributed to: Shareholders of the Parent Company	23,430	20,708	83,379
	23,430	20,708	83,379
Other Information			
Earnings per share, basic (SEK)	1.76	1.56	6.28
Earnings per share, diluted (SEK)	1.75	1.55	6.21



Consolidated statement of other comprehensive income

TSEK	2024 Jan-Mar	2023 Jan–Mar	2023 Jan-Dec
Net income for the period	23,430	20,708	83,379
Other comprehensive income			
Items that may be reclassified to the income statement: Translation adjustments	-4,129	1,475	9,627
Other comprehensive income for the period, net of tax	-4,129	1,475	9,627
Other comprehensive income for the period	19,301	22,183	93,006
Other comprehensive income for the period, attributed to:			
the shareholders of the Parent	19,301	22,183	93,006
	19,301	22,183	93,006



Consolidated balance sheet in summary

TSEK	2024 2024-03-31	2023 2022-03-31	2023 2023-12-31
ASSETS			
Goodwill	336,433	236,582	242,391
Other non-tangible non-current assets	362,635	264,145	253,020
Right-to-use assets	34,392	38,443	37,954
Tangible non-current assets	8,211	3,463	7,927
Other financial non-current assets	1,254	776	831
Deferred tax asset	787	10	756
Total non-current assets	743,712	543,419	542,879
Trade receivables	121,410	79,608	111,328
Other current receivables	15,265	14,864	12,706
Cash and cash equivalent	67,140	51,534	30,020
Total current assets	203,815	146,006	154,054
Total assets	947,527	689,425	696,933
EQUITY AND LIABILITIES			
Total equity	284,809	228,273	264,680
Liabilities			
Non-current liabilities			
Interest-bearing non-current liabilities	190,000	100,000	62,500
Other non-current liabilities	42,308	0	0
Non-current leasing liabilities	27,206	26,724	30,107
Deferred tax liabilities	86,689	70,362	66,894
Total non-current liabilities	346,203	197,086	159,501
Current liabilities			
	00.100	75.000	50,000
Interest-bearing current liabilities	60,122	75,366	50,000
Overdraft fascility	13,917	0	12,501
Current leasing liabilities	13,175	13,355	14,081
Trade payables	9,218	7,246	15,798
Other current liabilities	48,299	168,099	39,704
Accrued expenses and prepaid income	171,784	0	140,668
Total current liabilities	316,515	264,066	272,752
Total equity and liabilities	947,527	689,425	696,933



Consolidated statement of changes in equity

	Attributable to the parent Company's shareholders						
TSEK	Share capital	Other contri- buted capital	Reserves	Retained earnings	Total equity		
Opening balance January 1, 2023	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 Saving 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		
Opening balance January 1, 2023	531	58,100	19,017	127,673	205,321		
Net income for the period				83,379	83,379		
Other comprehensive income for the year			9,627		9,627		
Total other comprehensive income	0	0	9627	83,379	93,006		
Transactions with owners							
Revalued options liability				431	431		
Share Saving Programme			3,115		3,115		
Dividend				-37,194	-37,194		
total transactions with owners	0	0	3,115	-36,763	-33,648		
Closing balance 31 december 2023	531	58,100	31,759	174,289	264,680		
Opening balance January 1, 2024	531	58,100	31,759	174,289	264,680		
Net income for the period				23,430	23,430		
Other comprehensive income for the year			-4,129	20,400	-4,129		
Total other comprehensive income	0	0	-4,129	23,430	19,301		
Transactions with owners			TIME	-0/-100	10,001		
Share Saving Programme			828		828		
Dividend			020		320		
total transactions with owners	0	0	828	0	828		
Closing balance 31 march 2024	531	58,100	28,457	197,719	284,809		



Consolidated cash flow analysis

TSEK	2024 Jan-Mar	2023 Jan-Mar	2023 Jan-Dec
Cash flow from current operations		0411 11141	
Cash flow from operations	54,093	45,730	187,652
Changes in net working capital	15,750	8,083	-5,360
Interest paid	-1,720	-2,059	-7,977
Taxes paid	-5,431	-12,367	-31,818
Cash flow from current operations	62,692	39,388	142,497
Cash flow from investing activities			
Investment in intangible non-current assets	-10,877	-7,541	-29,373
Investment in tangible non-current assets	0	0	-1,173
Acquisition of group companies	-148,750	0	0
Acquisition of associated companies	-15	-8	41
Investment in financial non-current assets	200	40	370
Cash flow from investing activities	-159,441	-7,510	-30,135
Cash flow from financing activities			
Dividend paid	0	0	-37,194
Loans	150,000	0	0
Change in overdraft facility	1,416	0	12,501
Amortisation of loans	-12,500	-12,550	-50,050
Amortisation of leasing liabilities	-4,450	-3,345	-16,522
Amortisation of other interest-bearing liabilities	0	0	-27,033
Cash flow from financing activities	134,466	-15,895	-118,298
Net cash flow	37,717	15,983	-5,936
Net cush now	37,717	10,300	-0,300
Net change in cash flow			
Cash and cash equivalent, beginning of the period	30,020	35,409	35,409
Exchange rate changes on cash	-597	142	547
Cash and cash equivalent, end of period	67,140	51,534	30,020



Parent's income statement in summary

TSEK	2024 Jan–Mar	2023 Jan–Mar	2023 Jan–Dec
Net sales	0	0	7,328
Other income	2,632	2,192	0
Gross income	2,632	2,192	7,328
Operating expenses			
Compensation to employees	-2,936	-2,487	-8,655
Other expenses	-1,043	-503	-2,209
Total operating expenses	-3,979	-2,990	-10,864
Operating income	-1,347	-798	-3,536
Net financial items	-2,590	-1,986	-11,183
Income after financial items	-3,937	-2,783	-14,719
Transfers to / from untaxed reserves	0	0	123,000
Taxes	630	571	-22,351
Net income for the period	-3,307	-2,212	85,930



Parent's statement of other comprehensive income

TSEK	2024 Jan-Mar	2023 Jan–Mar	2023 Jan–Dec
Net income	-3 307	-2 212	85 930
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	-3 307	-2 212	85 930
Other comprehensive income for the period, attributed to:			
The shareholders of the Parent Company	-3 307	-2 212	85 930
	-3 307	-2 212	85 930



Parent's balance sheet in summary

TSEK	2024 2024-03-31	2023 2023-03-31	2023 2023-12-31
ASSETS			
Shares in subsidiaries	377,165	353,332	377,165
Total non-current assets	377,165	353,332	377,165
Prepaid expenses and accrued revenue	651	427	477
Current receivables group companies	0	0	0
Other current assets	836	7,080	0
Cash and cash equivalent	31	255	33
Total current assets	1,518	7,762	510
Total assets	378,683	361,094	377,675
EQUITY AND LIABILLITIES			
Restricted equity			
Share capital	531	531	531
Share premium reserve	5,065	5,065	5,065
Retained earnings	176,095	127,358	90,164
Net income for the period	-3,307	-2,212	85,930
Total equity	178,384	130,742	181,690
Liabilities			
Non-current liabilities	50.000	400.000	00.500
Interest-bearing non-current liabilities	50,000	100,000	62,500
Total non-current liabilities	50,000	100,000	62,500
Current Liabilities			
Current Interest-bearing liabilities	F0.000	E0.000	F0 000
•	50,000	50,000	50,000
Overdraft facility Account payables	13,917	157	12,501
Current tax liabilities	0	0	3,386
Current liabilities Current liabilities group companies	82,810	77,877	64,542
Other current liabilities	1,561	1,019	1,360
Accrued expenses and deferred income	1,679	1,300	1,360
Total current liabilities	150,299		133,485
		130,353	
Total equity and liabilities	378,683	361,094	377,675



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 2024. The Group applies, apart from the below, the same accounting principles as in the Annual Report as at 31 December 2023.

Share Saving 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 23-25.

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 10.9 (7.5) during the first quarter 2024.

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 2023 annual report.

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, 18% EUR and 12% other currencies. Operating exepenses are made up of 75% SEK, 17% EUR, 8% other currencies.

4. ACQUISITION

SportAdmin

On 9 January, an agreement was signed to acquire the shares in SportAdmin i Skandinavien AB. The first part of the acquisition involves 85% of the shares and was completed on 9 January 2024.

The acquisition price totalled MSEK 149 for 85% of the shares and voting rights. The entire acquisition is financed through bank loans. Lime has arranged for an additional bank loan of 150 MSEK.



As of 9 January 2024, the date on which the acquisition was completed and control obtained, the acquired company was consolidated into Lime Group's profit and loss account and balance sheet in full.

Furthermore, Lime has agreed to acquire the remaining 15% of the shares by the third quarter of 2027, with the purchase price for these dependent on SportAdmin's growth and profitability during the period 2024 - 2026.

Full details regarding the preliminary acquisition analysis will has been provided in the Annual Report 2023.

5. TRANSACTIONS WITH RELATED PARTIES

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

6. TAXES

Tax expenses in the first quarter of 2024 amounted to 5.1 MSEK (5.4). The tax expense was calculated based on the current tax situation in the Group and the earnings development in the Group's entities.

9 QUARTER SUMMARY

TSEK	Q1 2024	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
Sales per segment									
Sweden	118,143	106,539	87,783	99,414	100,846	95,288	75,969	86,509	83,059
Other Europe	51,066	48,124	45,693	45,063	43,656	40,511	35,971	37,436	35,607
Income statement in summary									
Net sales	169,210	154,663	133,476	144,477	144,501	135,799	111,940	123,945	118,666
EBITDA	52,377	47,772	42,801	45,391	44,763	41,321	36,266	38,647	37,561
EBITA	43,047	39,234	34,178	37,009	36,899	34,088	28,912	31,736	30,367
EBIT	32,548	30,992	25,845	29,142	28,588	25,690	20,295	23,215	21,815
Operating margin	19%	20%	19%	20%	20%	19%	18%	19%	18%
Income before tax	28,567	29,650	22,494	25,208	26,084	23,531	18,319	21,153	20,563

REVENUE FROM CUSTOMER CONTRACTS

	Q12024			Q1 2023			
Revenue by income stream, TSEK	Sweden	Rest of Europe	Total	Sweden	Rest of Europe	Total	
Subscription revenue	66,495	33,160	99,655	45,525	28,146	73,672	
Licence revenue	- 59	0	- 59	867	0	867	
Support agreements	5,683	435	6,118	7,483	895	8,378	
Expert Services	44,559	17,335	61,894	45,643	14,443	60,086	
Other	1,465	136	1,601	1,327	171	1,498	
Net sales	118,143	51,066	169,210	100,846	43,656	144,501	



SALES PER QUARTER

Sales, TSEK	Q1 2024	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
Expert Services	61,894	61,313	44,125	56,753	60,087	54,054	35,179	48,478	45,443
Software related revenue*	105,715	91,609	88,462	85,151	82,916	79,468	75,659	74,103	72,561
Other	1,601	1,742	889	2,573	1,498	2,276	1,102	1,363	662
Sales, TSEK	169,209	154,663	133,476	144,477	144,501	135,798	111,940	123,945	118,666
Whereof recurring revenue	105,773	91,423	88,384	84,762	82,049	78,858	75,177	73,512	71,852
Whereof recurring revenue (%)	63%	59%	66%	59%	57%	58%	67%	59%	61%
Growth net sales (%)	17%	14%	19%	17%	22%	19%	21%	20%	26%
Growth recurring revenue (%)	29%	16%	18%	15%	14%	16%	16%	21%	38%

^{*}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	2024 Jan–Mar	2023 Jan–Mar
Recurring revenue (quarter)	105,773	82,049
ARR	432,121	330,895

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.

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	2024 Jan-Mar	2023 Jan–Mar	2023 Jan-Dec
Operating income	32,548	28,588	114,568
Depreciation of acquired intangible non-current assets	10,499	8,311	32,753
EBITA	43,047	36,899	147,321
Net sales	169,210	144,501	577,116
EBITA (%)	25%	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	2024 Jan–Mar	2023 Jan–Mar	2023 Jan-Dec
Operating income	32,548	28,588	114,568
Depreciation	19,829	16,175	66,160
EBITDA	52,377	44,763	180,728
Net sales	169,210	144,501	577,116
EBITDA (%)	31%	31%	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	2024 Jan–Mar	2023 Jan–Mar
Other financial non-current assets	1,254	776
Cash and cash equivalent	67,140	51,534
Financial assets	68,394	52,310

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 comparison. The purpose is to show the operating income excluding items that affect comparison with other periods.

TSEK	2024 Jan-Mar	2023 Jan–Mar	2023 Jan-Dec
EBIT	32,548	28,588	114,568
One-off items	203	0	850
Adjusted EBIT	32,751	28,588	115,418
Net sales	169,210	144,501	577,116
Adjusted EBIT (%)	19%	20%	20%



ADJUSTED EBITA

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

TSEK	2024 Jan-Mar	2023 Jan–Mar	2023 Jan-Dec
EBITA	43,047	36,899	147,321
One-off items	203	0	850
Adjusted EBITA	43,250	36,899	148,171
Net sales	169,210	144,501	577,116
Adjusted EBITA (%)	26%	26%	26%

ADJUSTED EBITDA

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

TSEK	2024 Jan-Mar	2023 Jan–Mar	2023 Jan-Dec
EBITDA	52,377	44,763	180,728
One-off items	203	0	850
Adjusted EBITDA	52,580	44,763	181,578
Net sales	169,210	144,501	577,116
Adjusted EBITDA (%)	31%	31%	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	2024 Jan–Mar	2023 Jan–Mar	2023 Jan–Dec
Acquisition related expenses	- 203	0	-850
Items affecting comparability	- 203	0	-850

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	2024 Jan-Mar	2023 Jan–Mar	2023 Jan-Dec
Cash flow from current operations	62,692	39,388	142,497
Number of share (thousands)	13,283	13,283	13,283
Cash flow from current opera- tions per share (SEK)	4.72	2,97	10,73

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	2024 Jan–Mar	2023 Jan–Mar	2023 Jan-Dec
Net sales, the period	169,210	144,501	577,116
Net sales, same period previous year	144,501	118,666	490,350
Growth in net sales	17%	22%	18%

NET LIABILITIES

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

TSEK	2024-03-31	2023-03-31	2023-12-31
Interest-bearing non-current liabilities	190,000	100,000	62,500
Non-current leasing liabilities	27,206	26,724	30,107
Other non-current liabilities	42,308	0	0
Interest-bearing current liabilities	60,122	75,366	50,000
Overdraft facility	13,917	0	12,501
Current leasing liabilities	13,175	13,355	14,081
Financial assets	-68,394	-52,310	-30,851
Net liabilities	278,334	163,136	138,338

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	Apr 2023– Mar 2024	Apr 2022– Mar 2023
Trailing 12-month net sales	601,825	516,185
Number of employees	411	363
Net sales per employee	1,464	1,422

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	2024 Jan-Mar	2023 Jan–Mar	2023 Jan–Dec
Net sales, period	169,210	144,501	577,116
Acquired net sales, last 12 months	-11,718	0	0
Organic net sales	157,492	144,501	577,116
Organic net sales, same period last year	144,501	107,150	475,132
Adjusted for acquired net sales last 24 months	0	11,516	15,218
Comparable organic net sales	144,501	118,666	490,350
Organic net sales growth (%)	9%	22%	18%

RECURRING REVENUES

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

TSEK	2024 Jan-Mar	2023 Jan–Mar	2023 Jan–Dec
Subscription revenue	99,605	73,671	316,313
Support agreements	6,118	8,378	30,305
Recurring revenue	105,773	82,049	346,618

RECURRING REVENUES IN RELATION TO OPERATING EXPENSES

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

TSEK	2024 Jan–Mar	2023 Jan–Mar	2023 Jan-Dec
Recurring revenue	105,773	82,049	346,618
Operating expenses	-136,880	-116,809	-464,973
Recurring revenue in relation to operating expenses	77%	70%	75%

EARNINGS PER SHARE

Defined in accordance with IFRS.

EARNINGS PER SHAR, 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	2024 Jan–Mar	2023 Jan–Mar	2023 Jan-Dec
Operating income	32,548	28,588	114,568
Net sales	169,210	144,501	577,116
Operating margin (%)	19%	20%	20%

OPERATING INCOME, EBIT

Operating income according to the income statement.



Nils Olsson CEO

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.

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.



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Financial calendar

Contact

All reports, annual reports and presentations are published at investors. lime-technologies.com where it is also possible to subscribe to mailings of financial information.

25 APRIL 2024

12 JULY 2024 Interim Report Q2 2024

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Year-end Report 2024

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APRIL 2025 Interim Report Q1 2025 FOR MORE INFORMATION PLEASE CONTACT:

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