

Q4 update

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Today's presenters



Nils Olsson

CEO

Lime since 2006



Anders Hofvander

CFO

Lime since 2024



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

Over
>1,000,000 users

Over
7,500 customers

11

offices in
7 countries

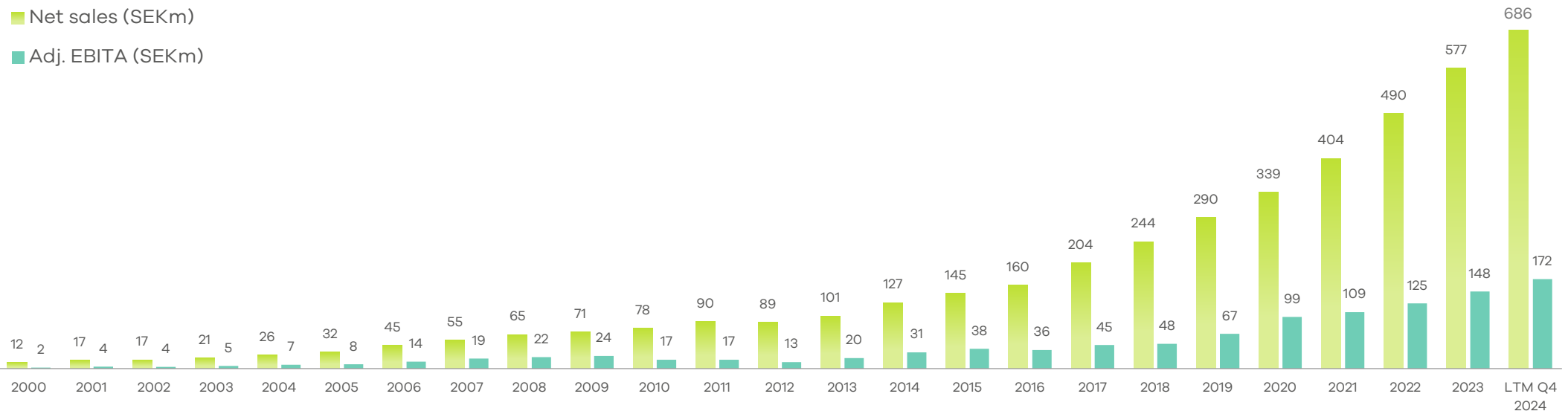


≈ **500**

Key success factors



- Long term profitable growth
- 65 % recurring revenue
- Sticky customer base
- Strong corporate culture





Sum up Q4 and 2024

20
24

19%

Sales growth

25%

EBITA margin

30%

ARR growth

53,2 Mkr

Proposed dividend

Q4

19%

Sales growth

26%

EBITA margin

30%

ARR growth

- Better finish to the year
- Update Business Units
- High recruitment pace - building for the future





Agenda

01 Order intake

02 Revenue

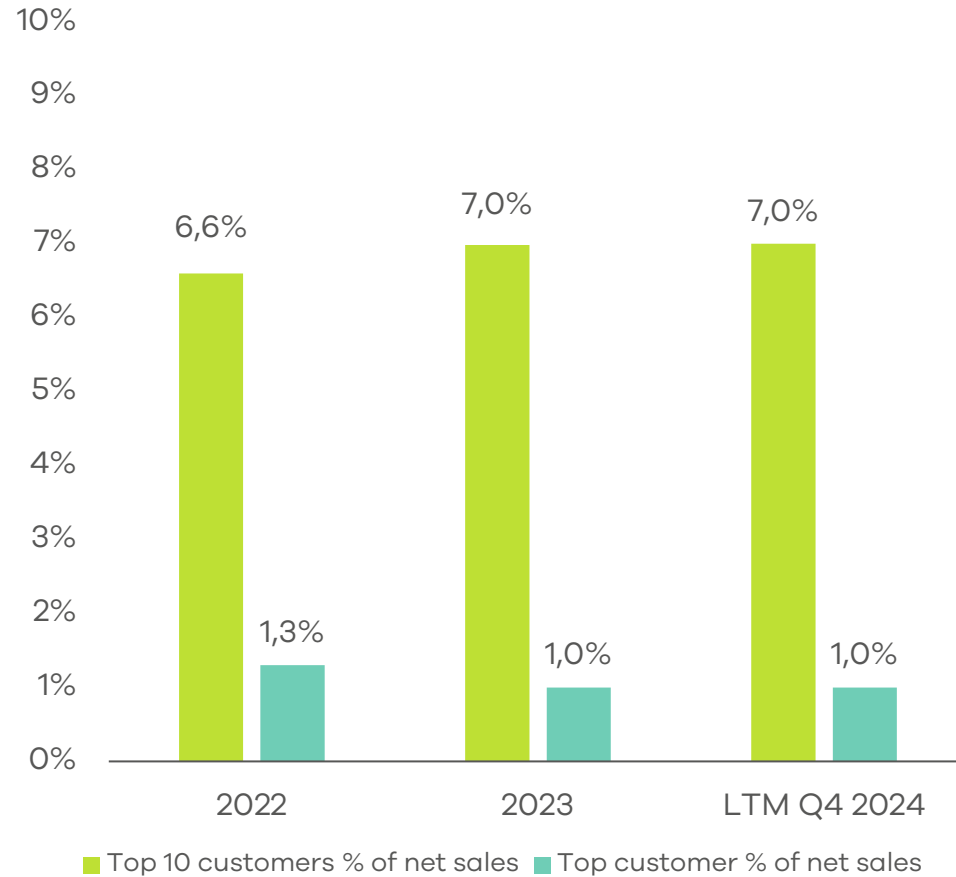
03 Profit

04 Summary



Several deals within our verticals

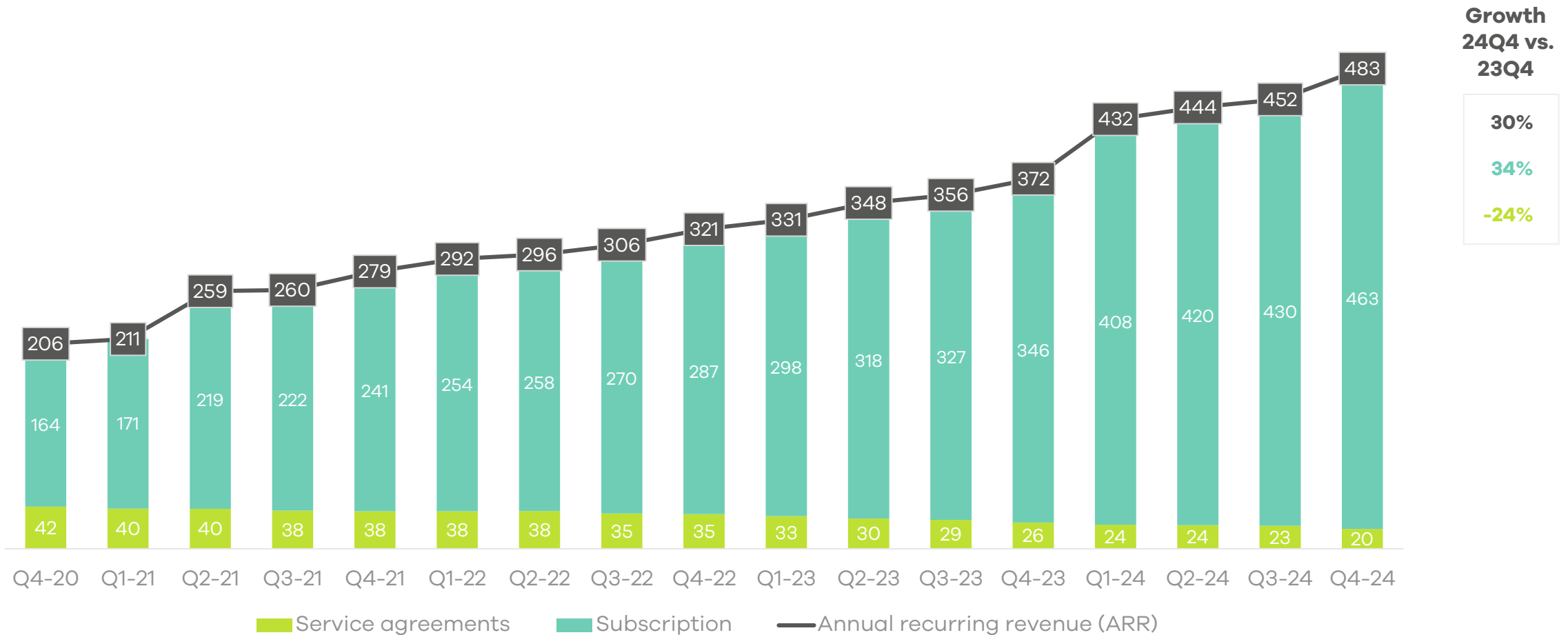
Good mixture of small, midsize and large enterprises





Increase in annual recurring revenue drives growth

ARR development (SEKm)

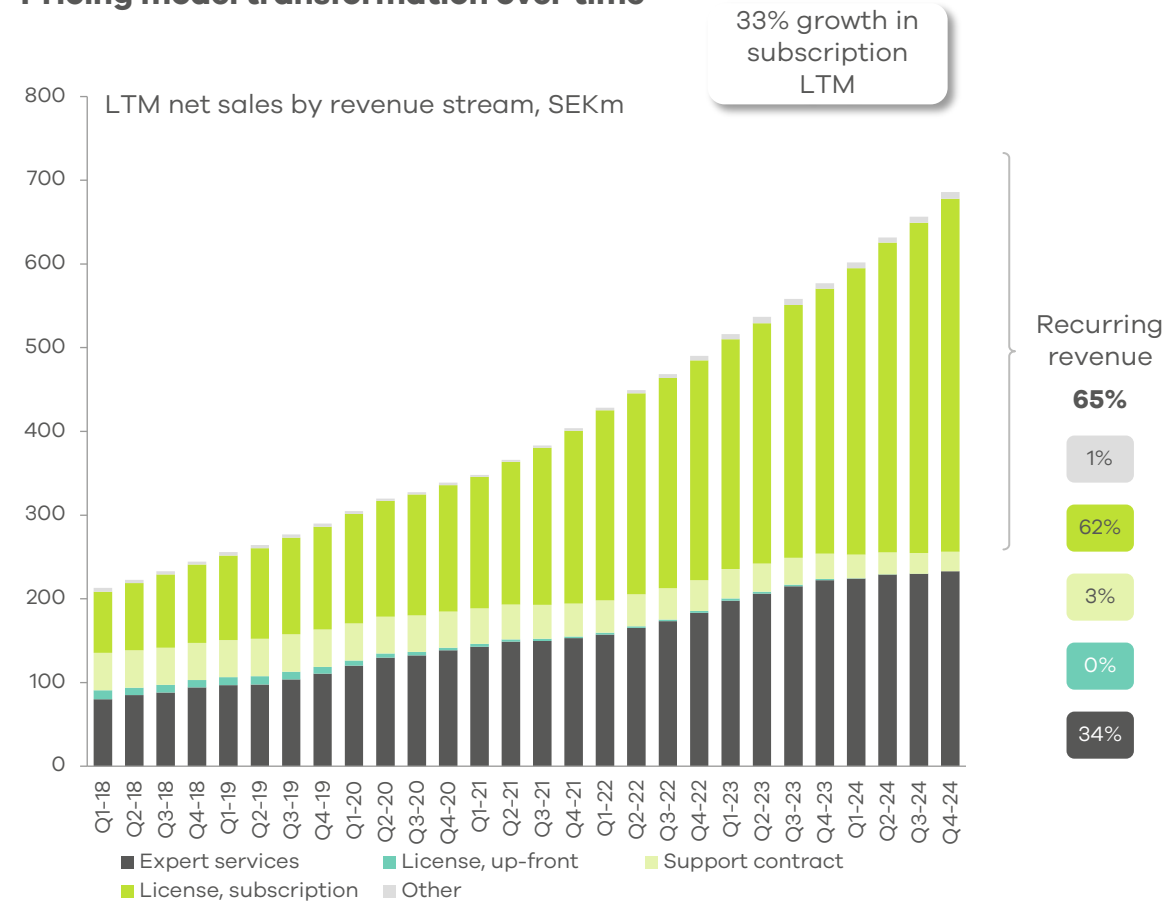




Recurring revenue is growing rapidly

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

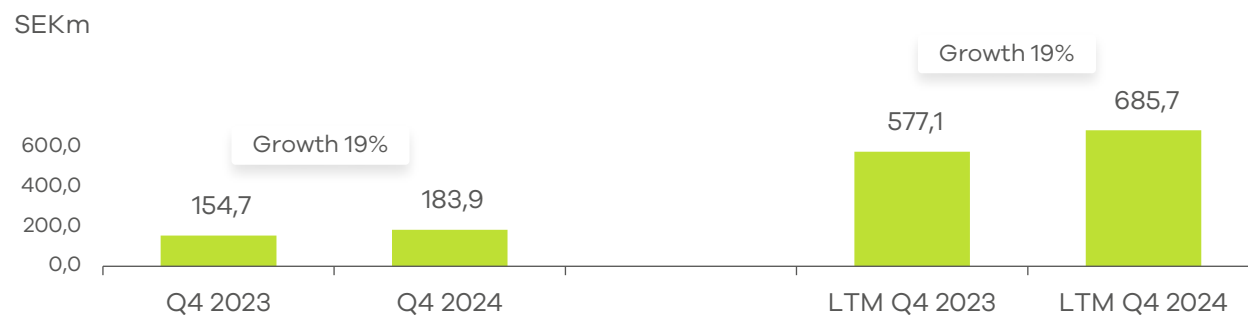
Expert services →

- ✓ 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

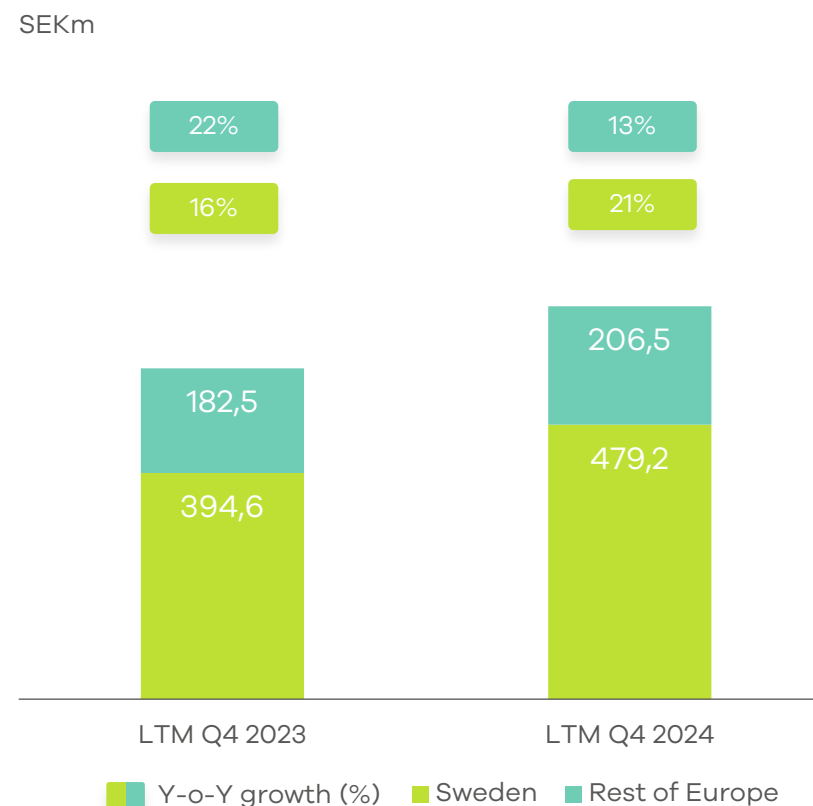


Revenue

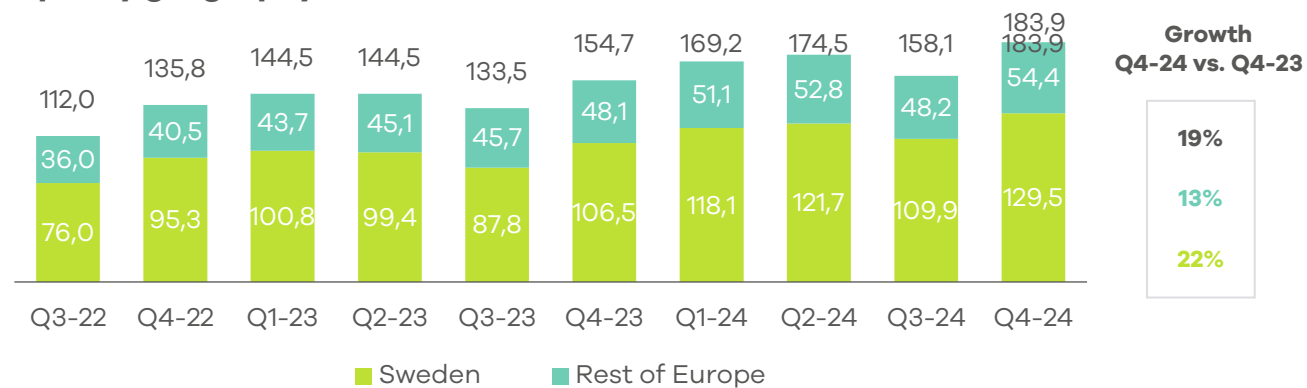
Net sales development



Traction across geographies



Split by geography



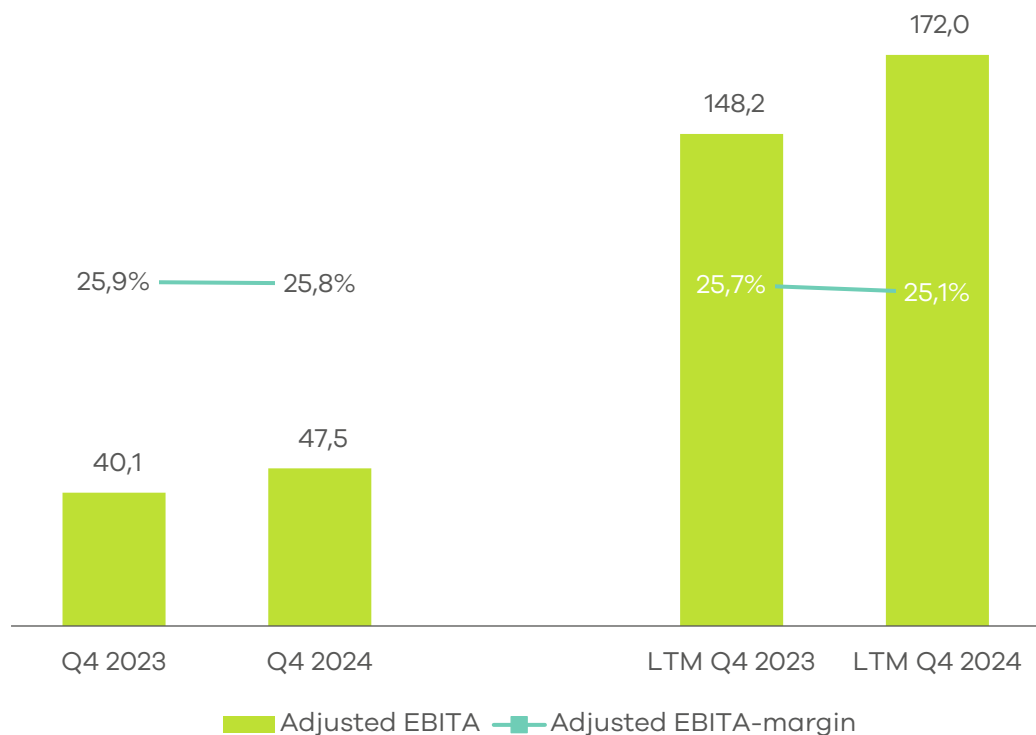


Profit

Reaching an adjusted EBITA margin of 26 % in Q4 2024

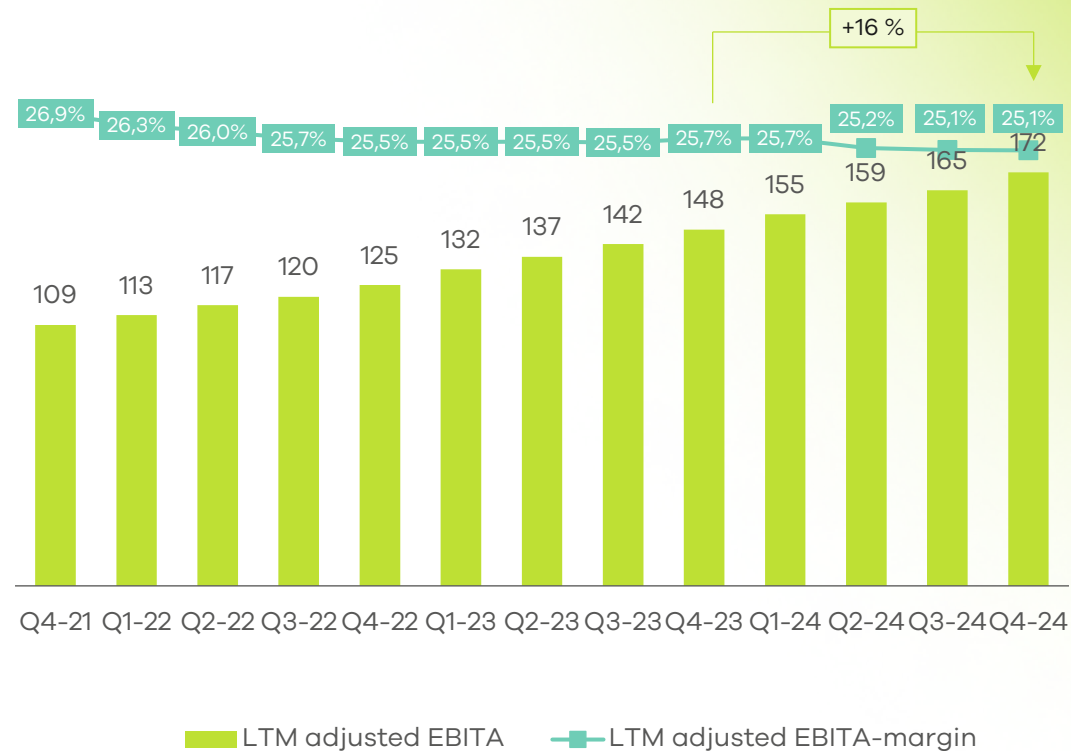
EBITA development¹⁾

SEKm



Rolling LTM EBITA and margin development¹⁾

SEKm



Note: 1) EBITA adjusted for acquisition related expenses.

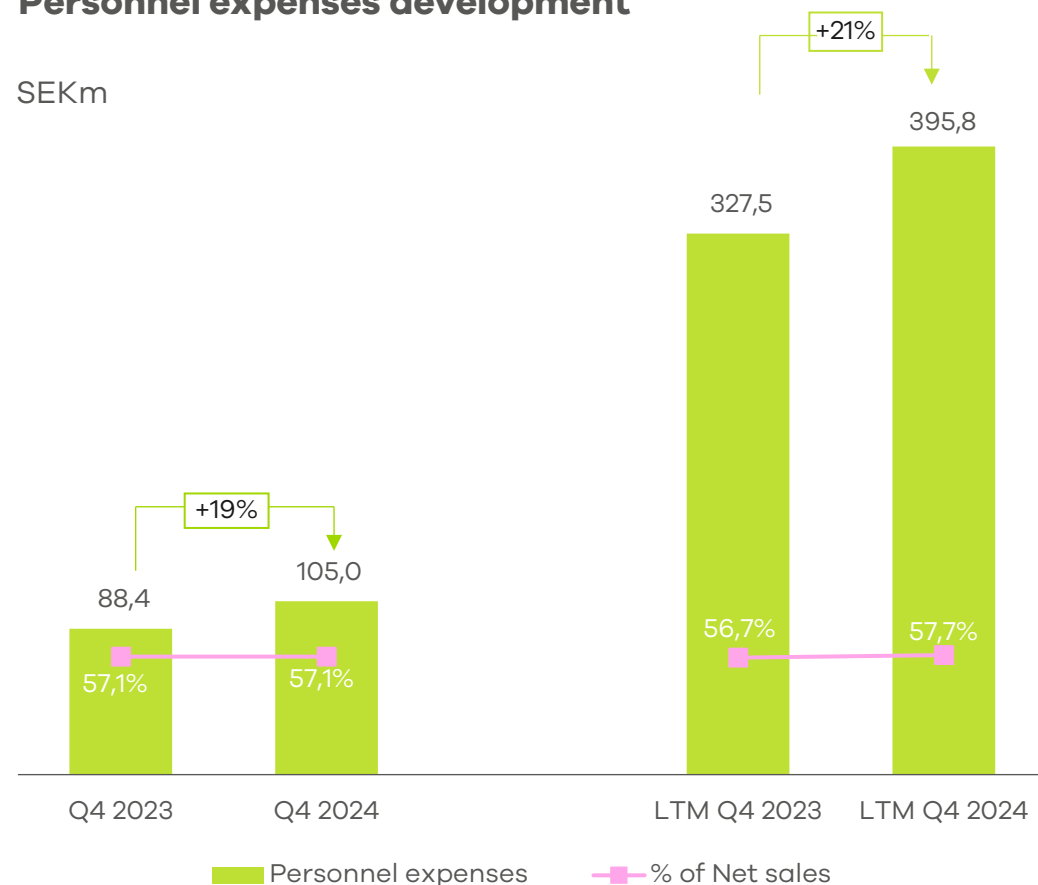


OPEX development

Large majority of operating expenses related to growth in FTEs

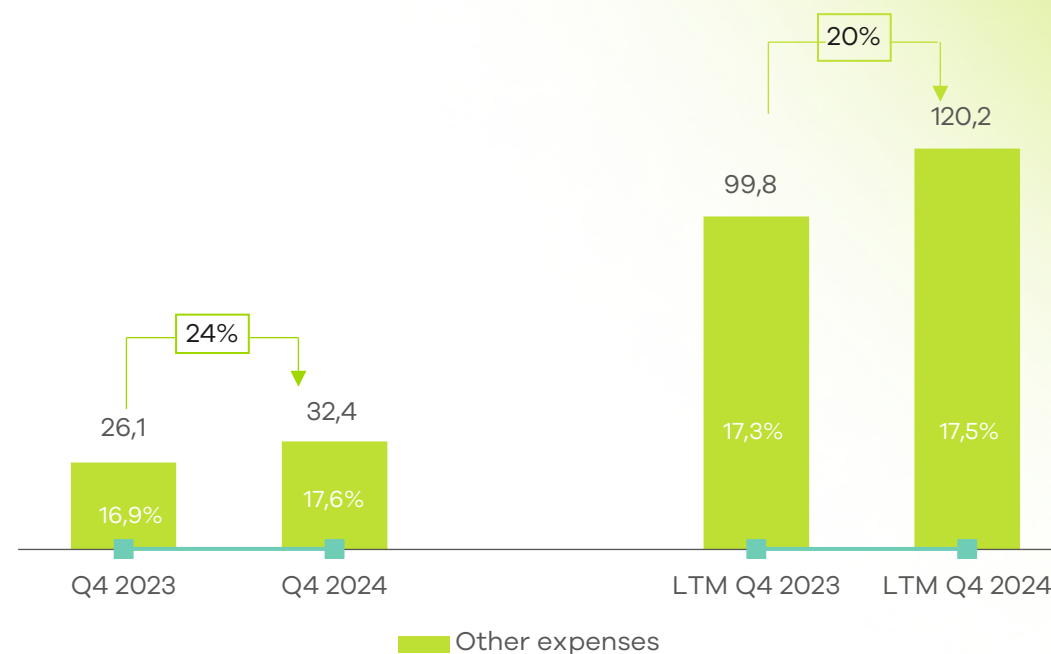
Personnel expenses development

SEKm



Other operating expenses development (adj.)¹⁾

SEKm







Note: 1) Adjusted for acquisition related expenses.



Financial targets

LTM Q4 2024

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%"	25%
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"	0.9
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"	60%

(4.00
SEK/share)



Thank you for listening!

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