

Q1 update

April 24, 2025



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

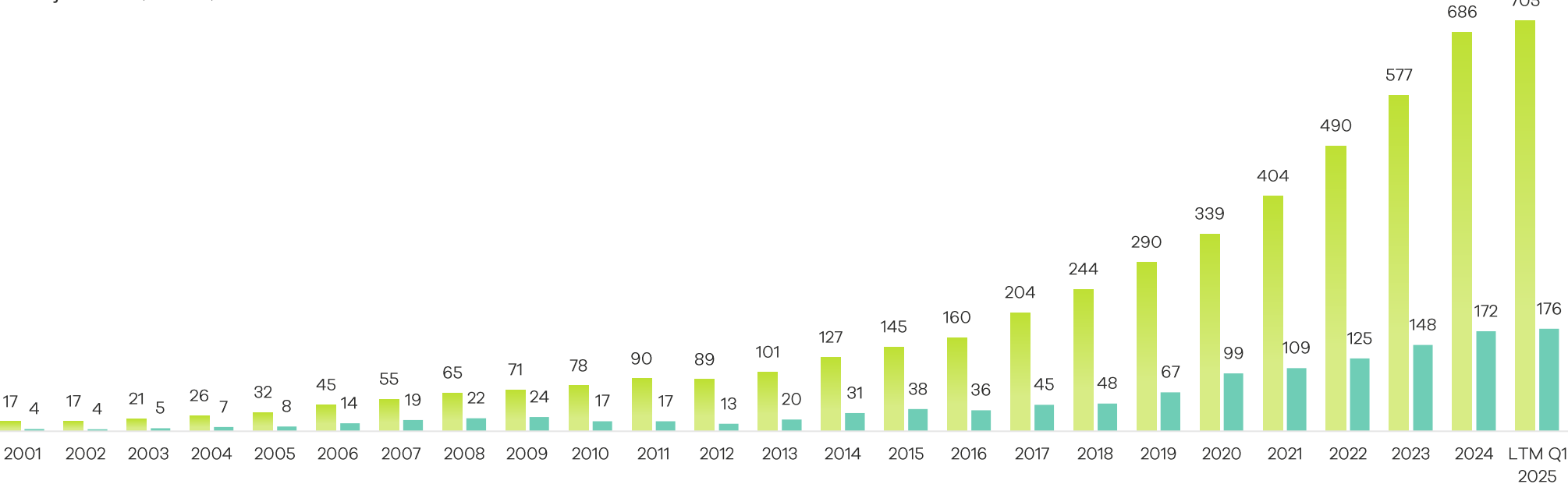
Over
7,500 customers

12
offices in
7 countries


≈ 500

- Key success factors**
- Long term profitable growth
 - 66 % recurring revenue, LTM
 - Sticky customer base
 - Strong corporate culture

■ Net sales (SEKm)
■ Adj. EBITA (SEKm)





Sum up Q1

11%

Sales growth

25%

Adj. EBITA margin

14%

ARR growth

- Strong new sales despite a turbulent start of the year
- Update Business Units
- We continue with high recruitment pace





Agenda

01 Order intake

02 Revenue

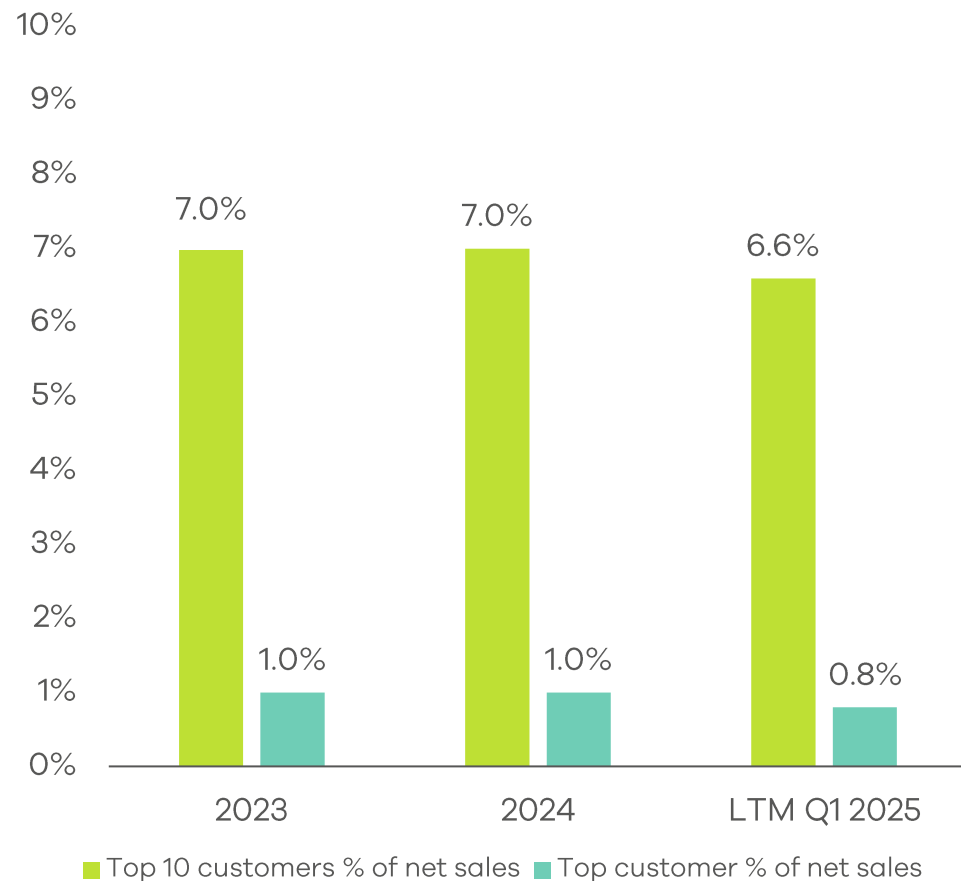
03 Profit

04 Summary



Several deals within our verticals

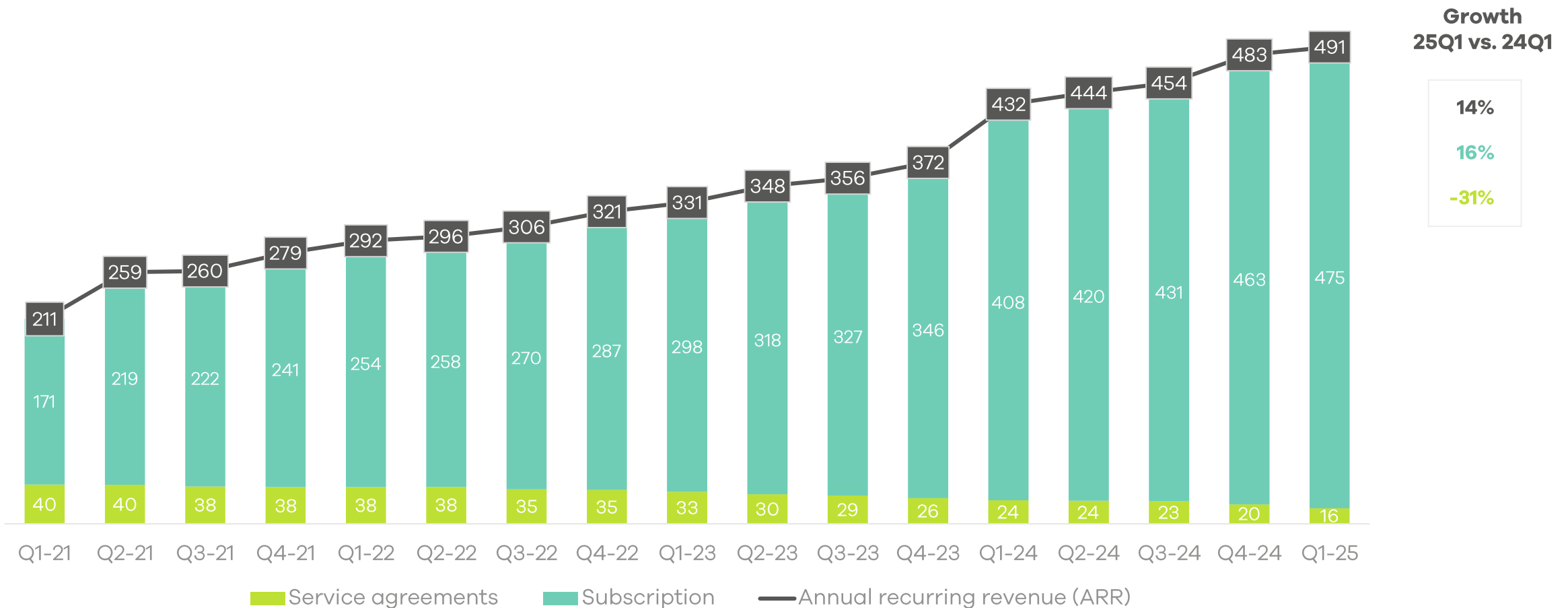
Good mixture of small, midsize and large enterprises





Increase in annual recurring revenue drives growth

ARR development (SEKm)

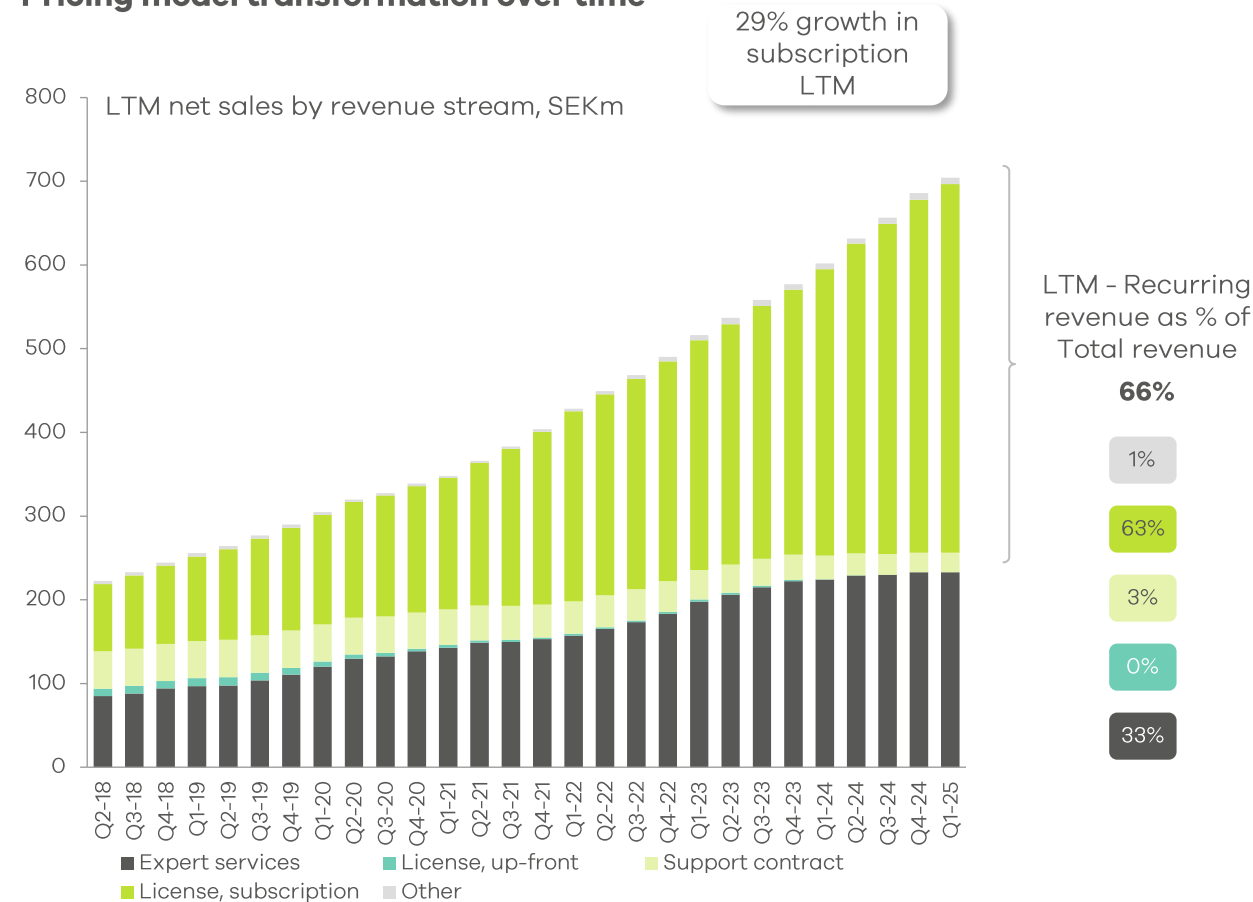




Recurring revenue is growing rapidly

Transition from up-front to subscription pricing model since 2015

Pricing model transformation over time



Revenue guidance

License, subscription ↑

- ✓ Software mainly as subscription
- ✓ Verticalisation & internationalisation drives subscriptions growth

Support contract ↓

- ✓ Support contract sold together with up-front licenses
- ✓ No addition to support contracts as a result of nearly no up-front sales
- ✓ Converting old support contracts from existing up-front clients into new subscription agreements.

License, up-front ↓

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

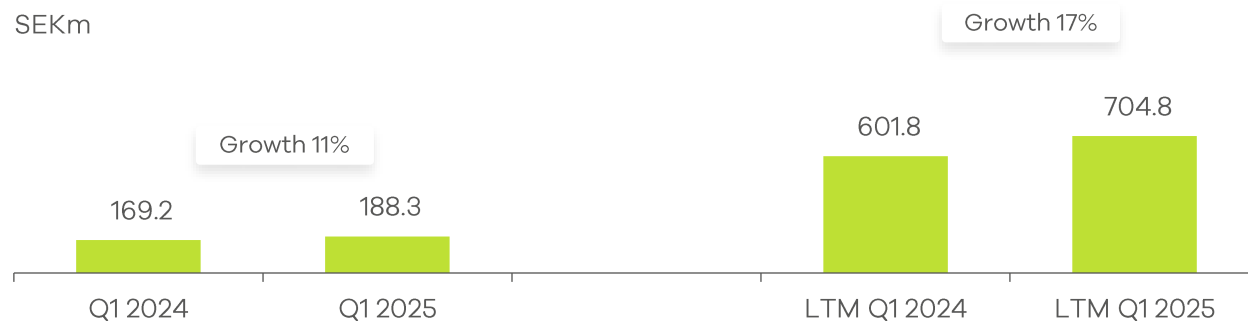
Expert services ↓

- ✓ Large part of sales derives from existing customers, where the market is slower at the moment
- ✓ Enhanced platform tools decreases implementation time, driving long-term ARR growth, aligning with our strategy

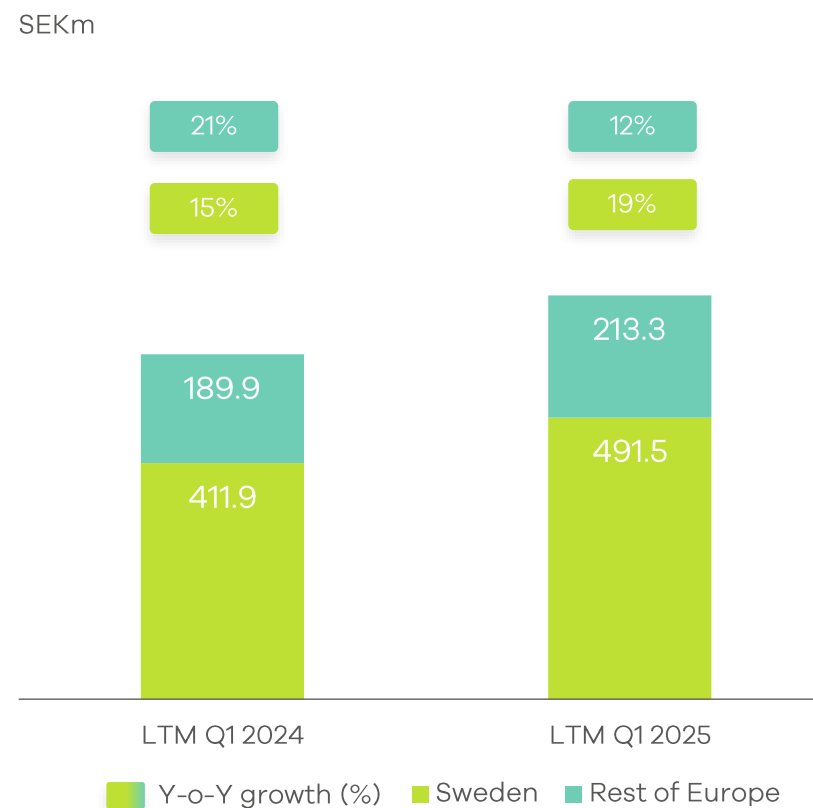


Revenue

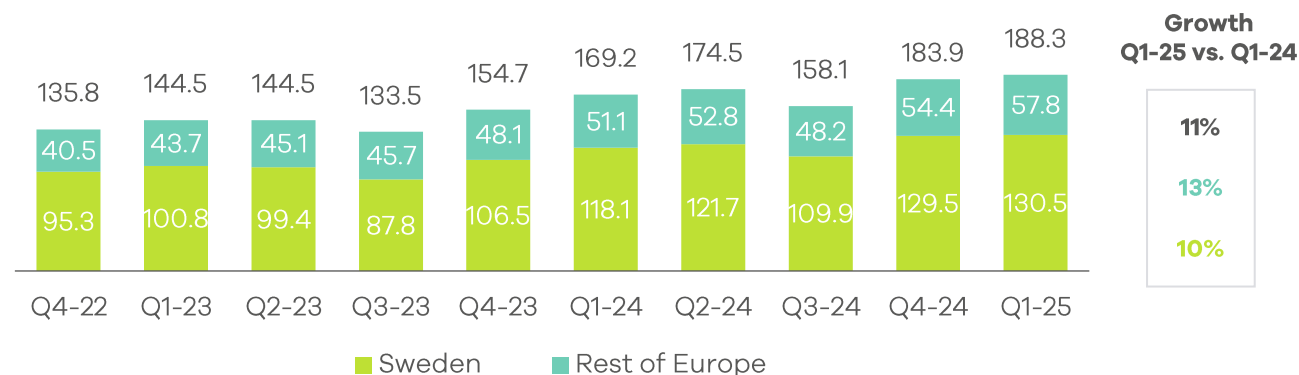
Net sales development



Traction across geographies



Split by geography



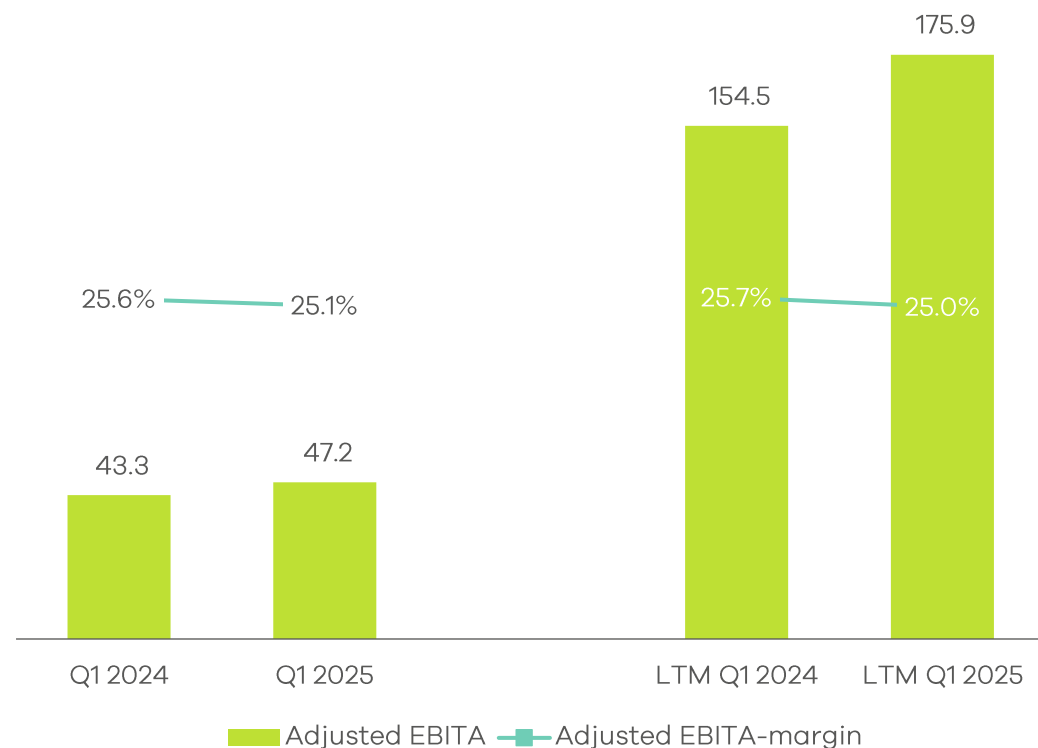


Profit

Reaching an adjusted EBITA margin of 25 % in Q1 2025

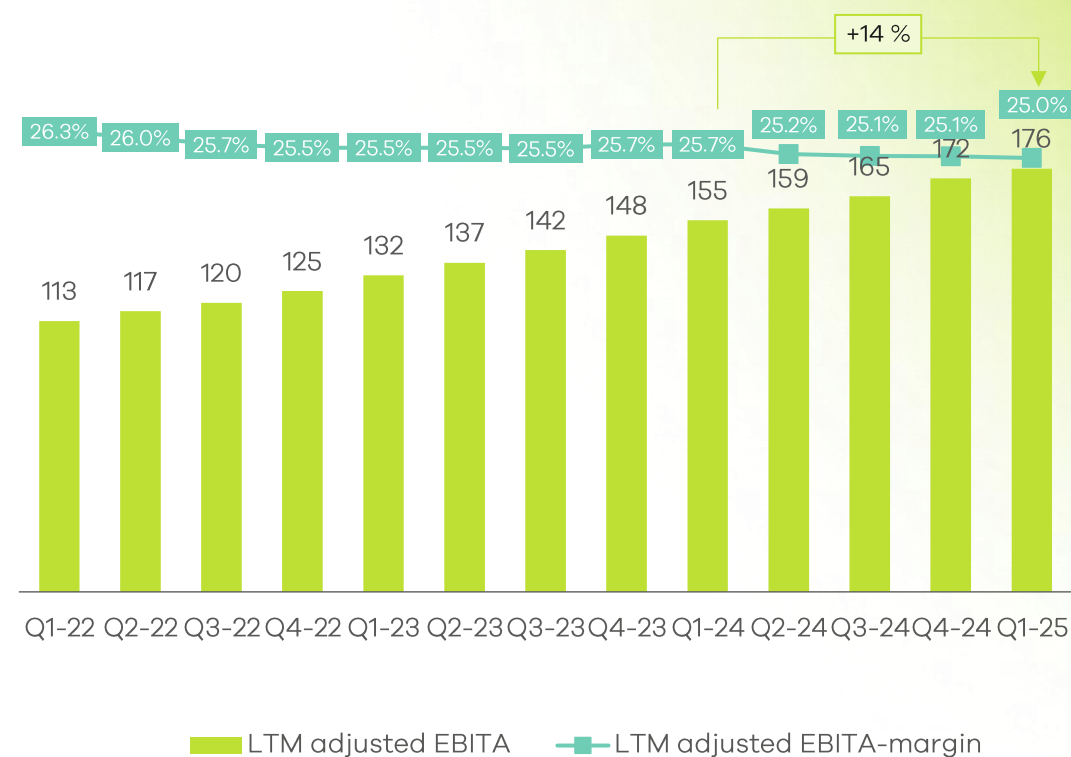
EBITA development¹⁾

SEKm



Rolling LTM EBITA and margin development¹⁾

SEKm



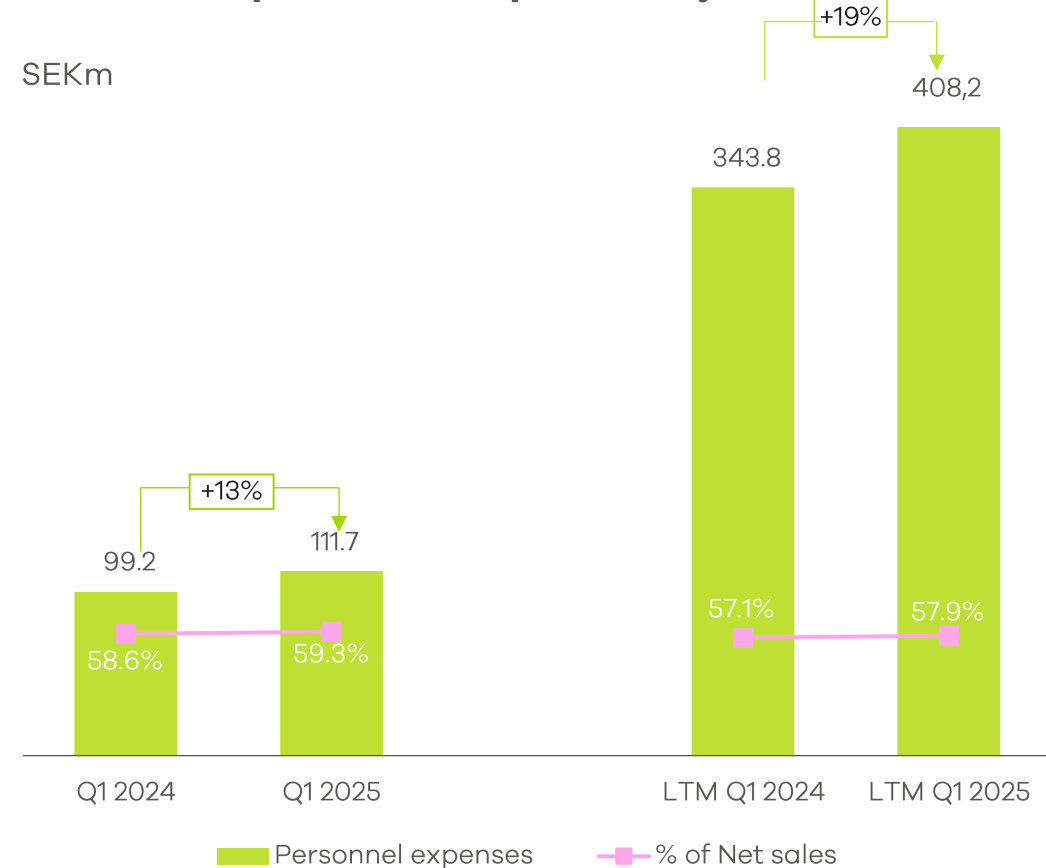
Note: 1) EBITA adjusted for acquisition related expenses and cyberattack.



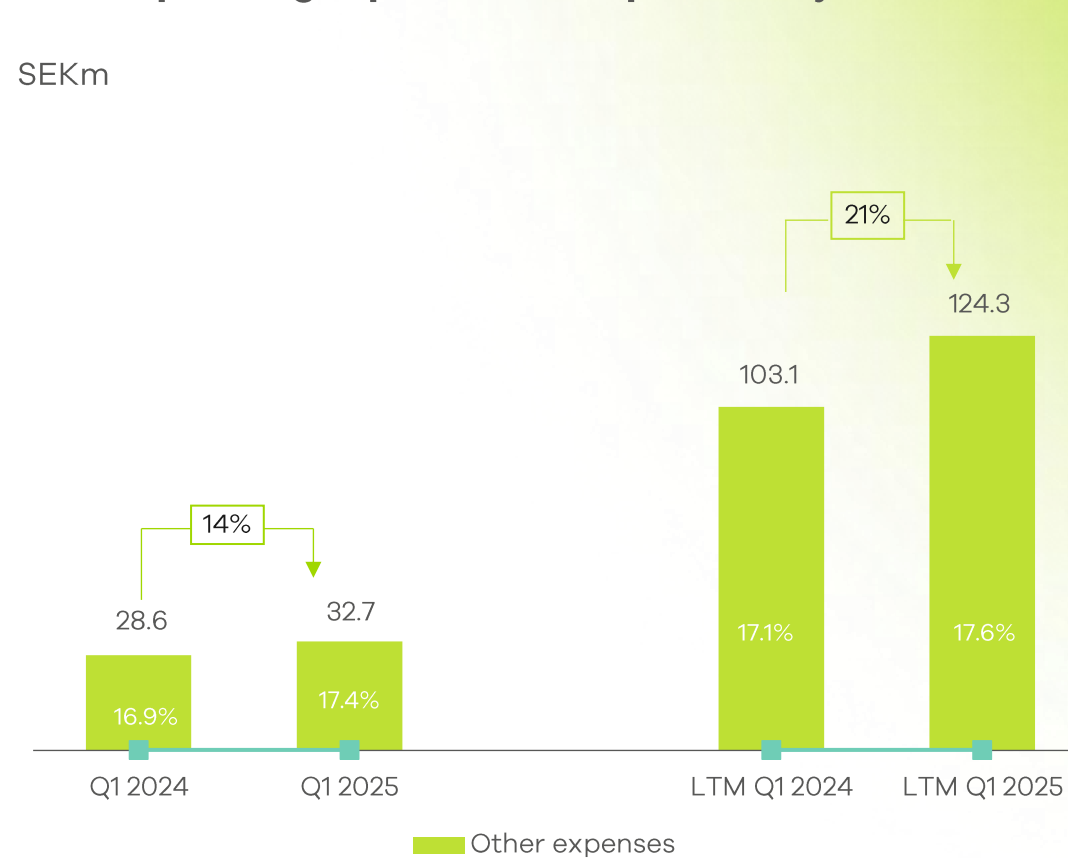
OPEX development

Large majority of operating expenses related to growth in FTEs

Personnel expenses development (adj.)¹⁾



Other operating expenses development (adj.)¹⁾







Note: 1) Adjusted for acquisition related expenses and cyberattack.



Financial targets

LTM Q1 2025

Sales growth 	"Lime's objective in the medium term is to achieve an annual net sales growth above 18%"	17%
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"	0.7
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!

investors.lime-technologies.com