

# Q4 update

February 12, 2026



# Today's presenters



**Tommas Davoust**

CEO

Lime since 2017



**Anders Hofvander**

CFO

Lime since 2024



# Agenda

- 01** Overview Lime and sum up Q4/2025
- 02** Order intake
- 03** Revenue
- 04** Profit
- 05** Summary



# 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

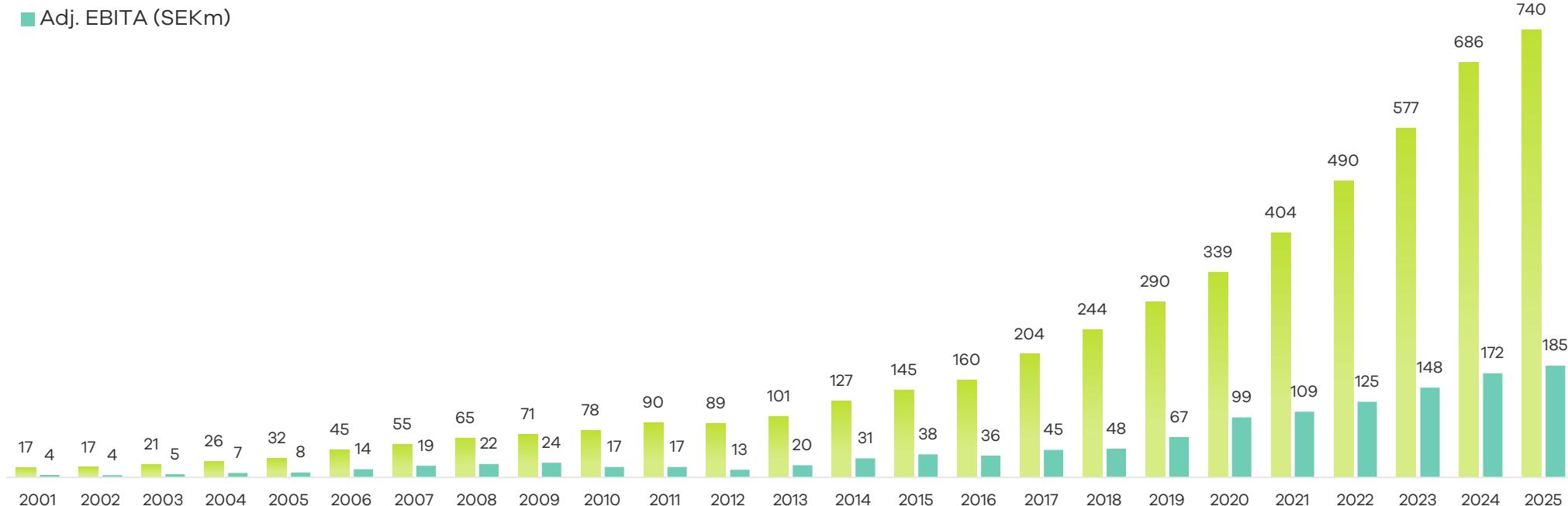


**≈ 500**

## Key success factors

- Long term profitable growth
- 68 % recurring revenue, LTM
- Sticky customer base
- Strong corporate culture

Net sales (SEKm)  
Adj. EBITA (SEKm)





# Sum up Q4 and 2025

**Q4**



**FY25**



**60.0 MSEK**  
Proposed dividend

- New deals and strategic acquisition to further strengthen position in Germany
- Business Unit focus and leadership
- Continued AI investments and traction

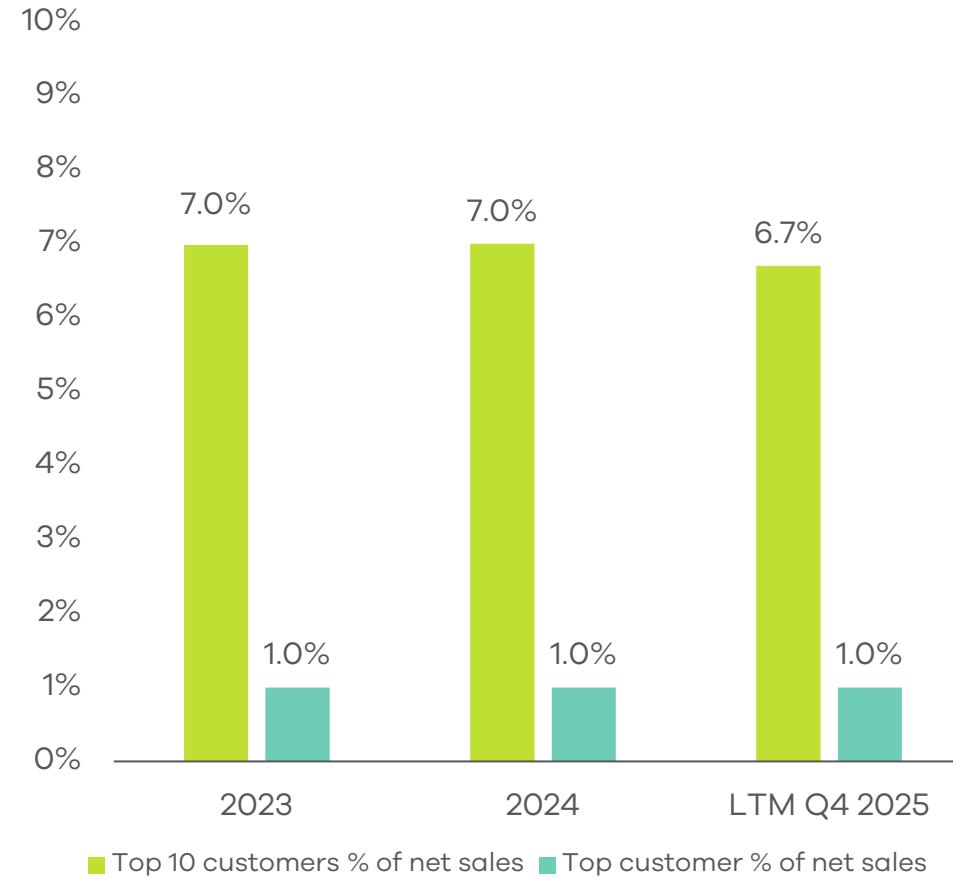






# Several deals within our verticals

Good mixture of small, midsize and large enterprises



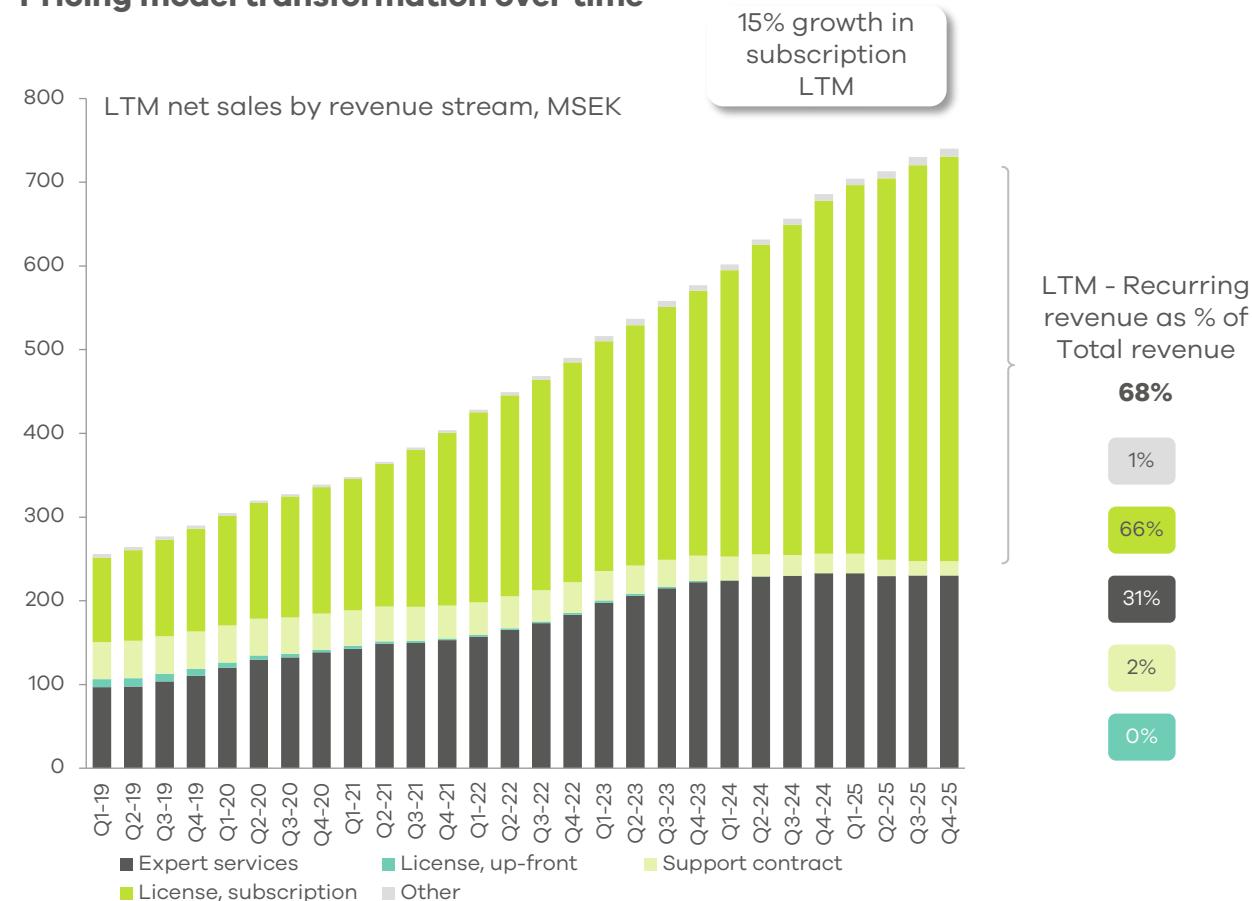




# Recurring revenue is growing rapidly

Transition from up-front to subscription pricing model since 2015

## Pricing model transformation over time



## Revenue guidance

### License, subscription

✓ Software mainly as subscription

✓ Verticalization & internationalization drives subscriptions growth

### 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

### 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

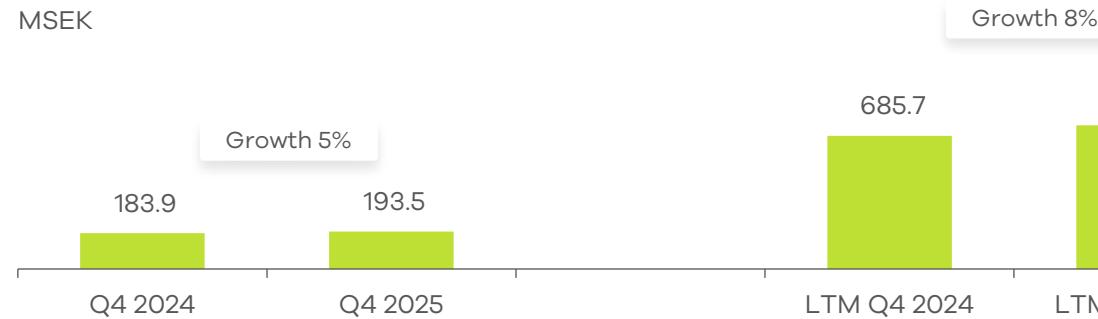
✓ Revenue stream in decline as the products are sold as SaaS

✓ Some existing clients still buy more licenses up-front



# Revenue

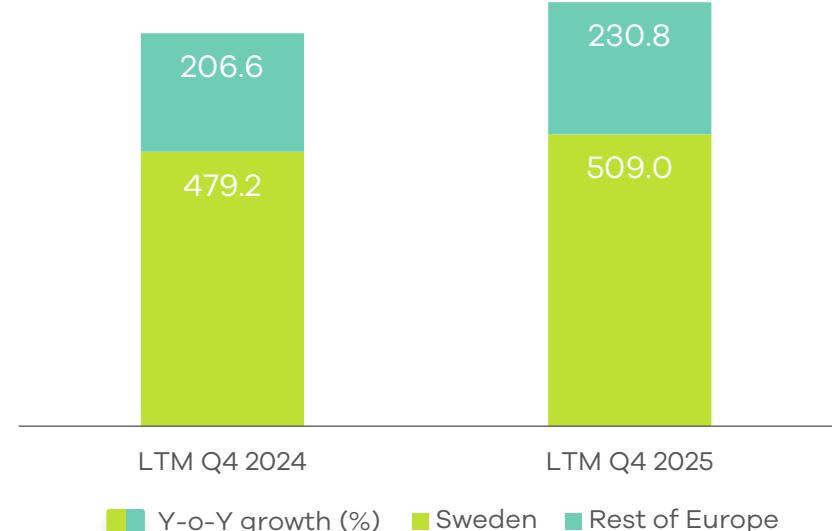
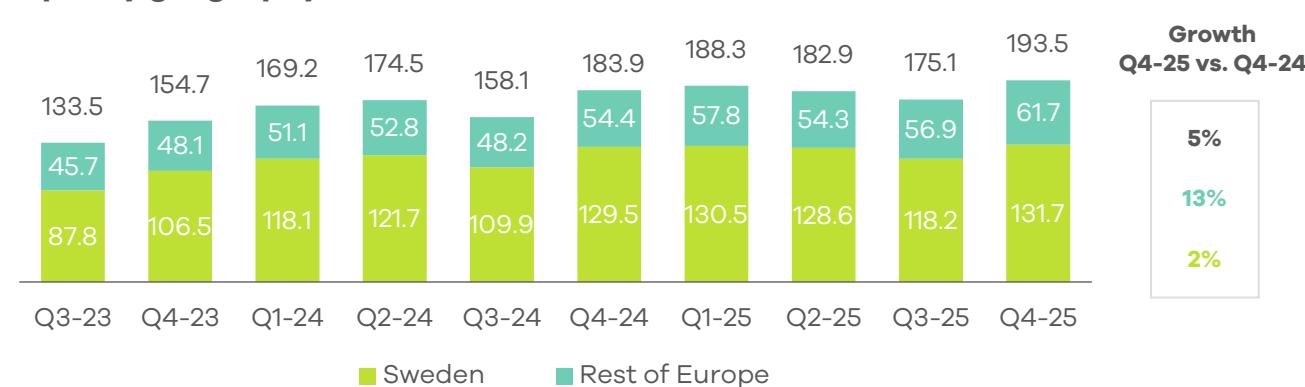
## Net sales development



## Traction across geographies



## Split by geography



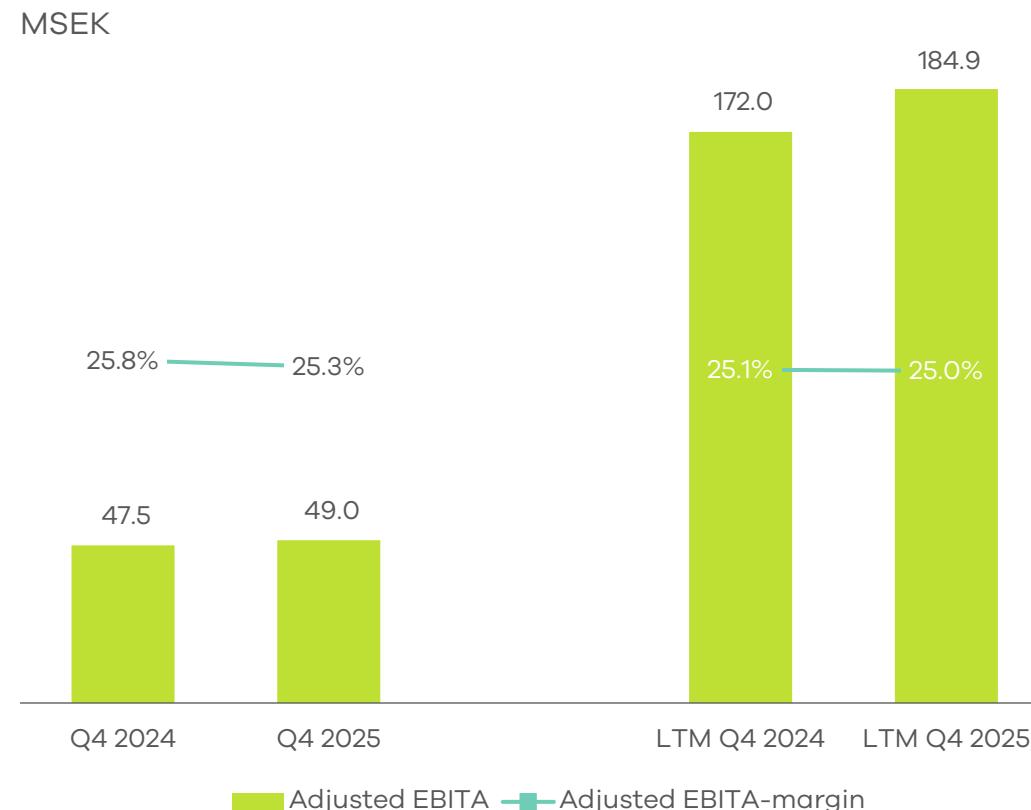




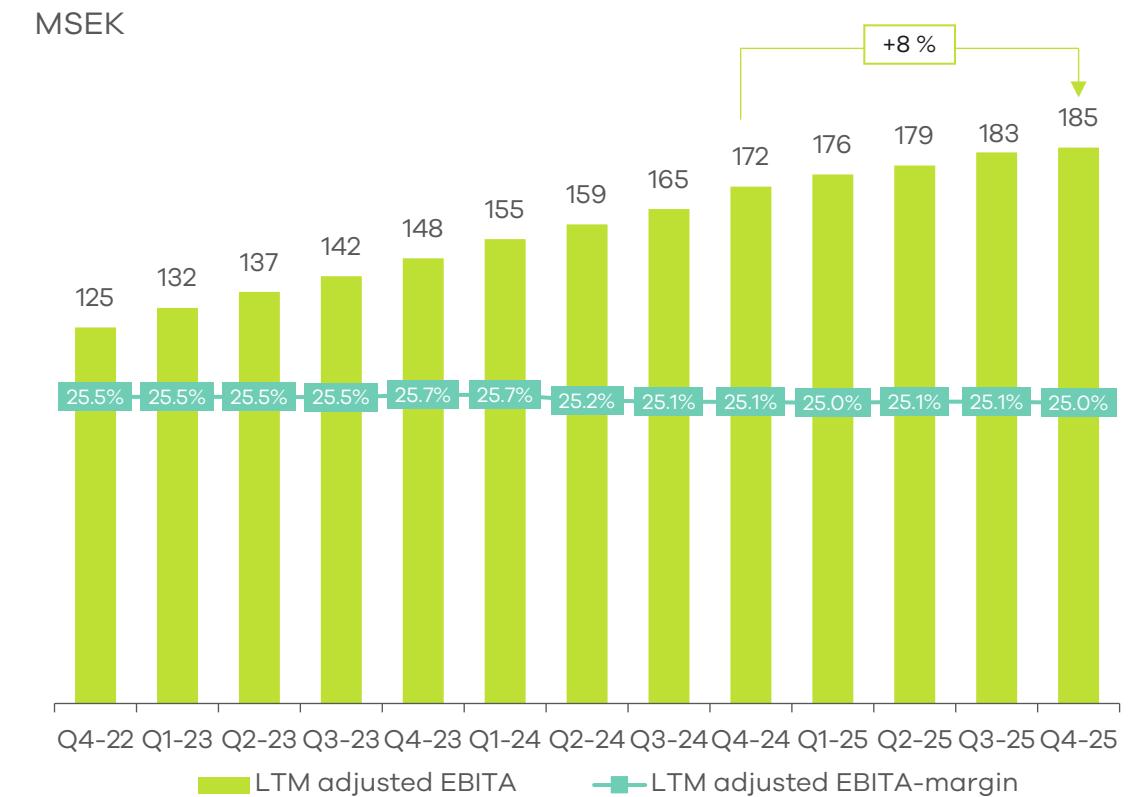
# Profit

Reaching an adjusted EBITA margin of 25 % in Q4 2025

## EBITA development<sup>1)</sup>



## Rolling LTM EBITA and margin development<sup>1)</sup>



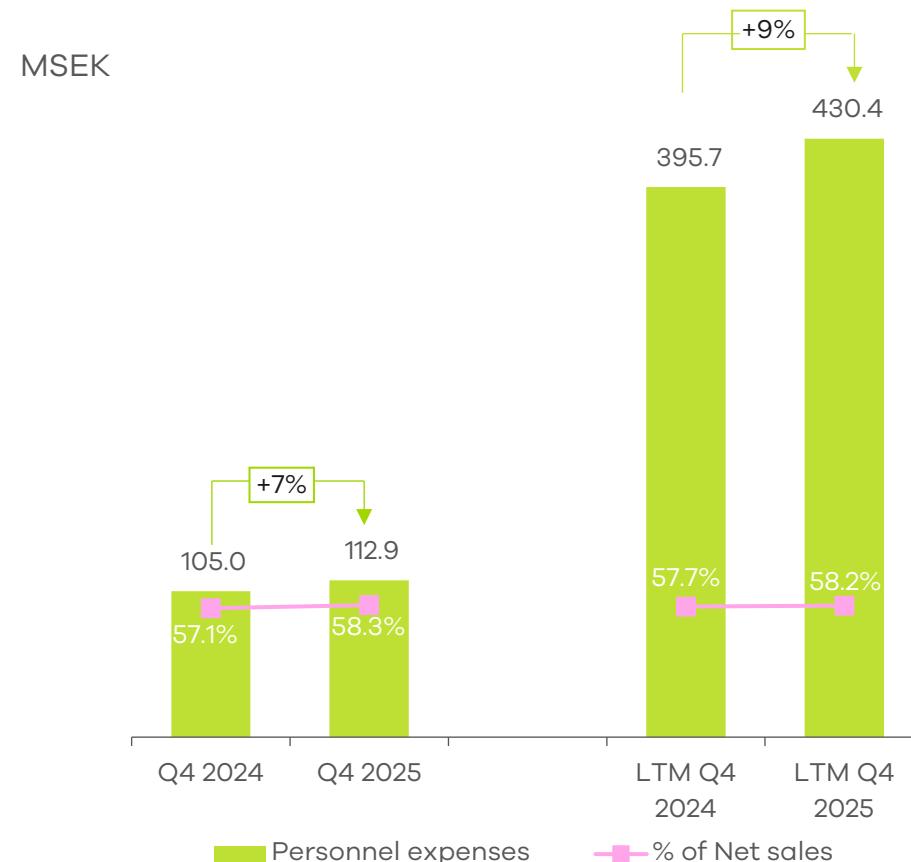
Note: 1) EBITA adjusted for acquisition related expenses and cyberattack.



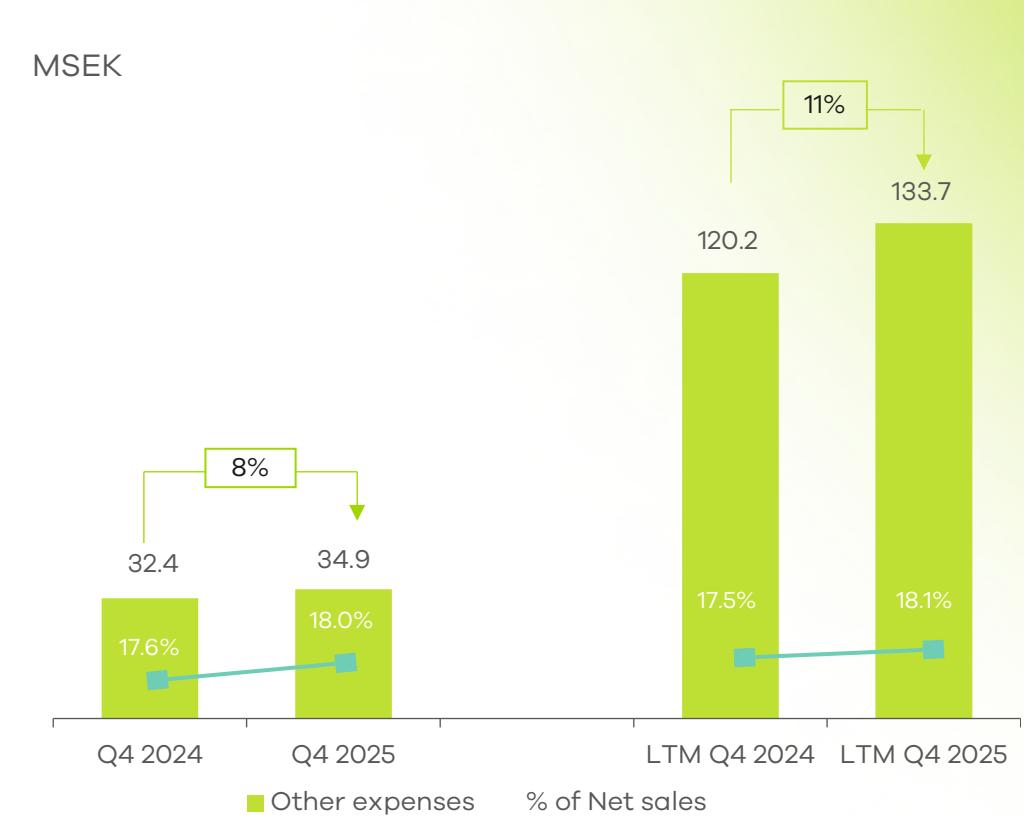
# OPEX development

Large majority of operating expenses related to growth in FTEs

## Personnel expenses development (adj.)<sup>1)</sup>



## Other operating expenses development (adj.)<sup>1)</sup>



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





# Financial targets

LTM Q4 2025



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

**8%**



"Lime's objective in the medium term is to achieve an annual EBITA margin above 25%"

**25%**



"The objective in respect of the capital structure is that the net debt, excluding lease liabilities, in relation to EBITDA should be less than 2.5"

**0.6**



"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"

(4.50 SEK/share)

**54%**





# Lime Capital Markets Day, March 4th



**Stockholm, Lime office, Kungsbroplan 1**

More info & registration: [investors.lime-technologies.com](http://investors.lime-technologies.com)