

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

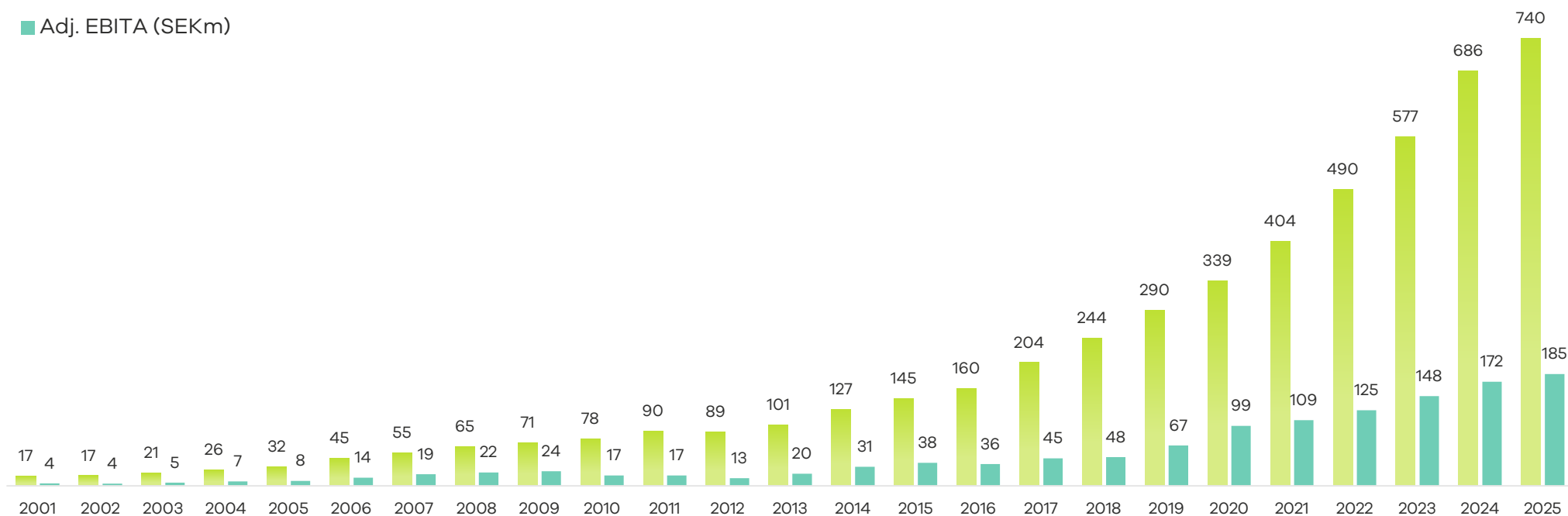


≈ 500

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

5%

Sales growth

25%

Adj. EBITA margin

7%

ARR growth

FY25

8%

Sales growth

25%

Adj. EBITA margin

7%

ARR growth

60.0 MSEK

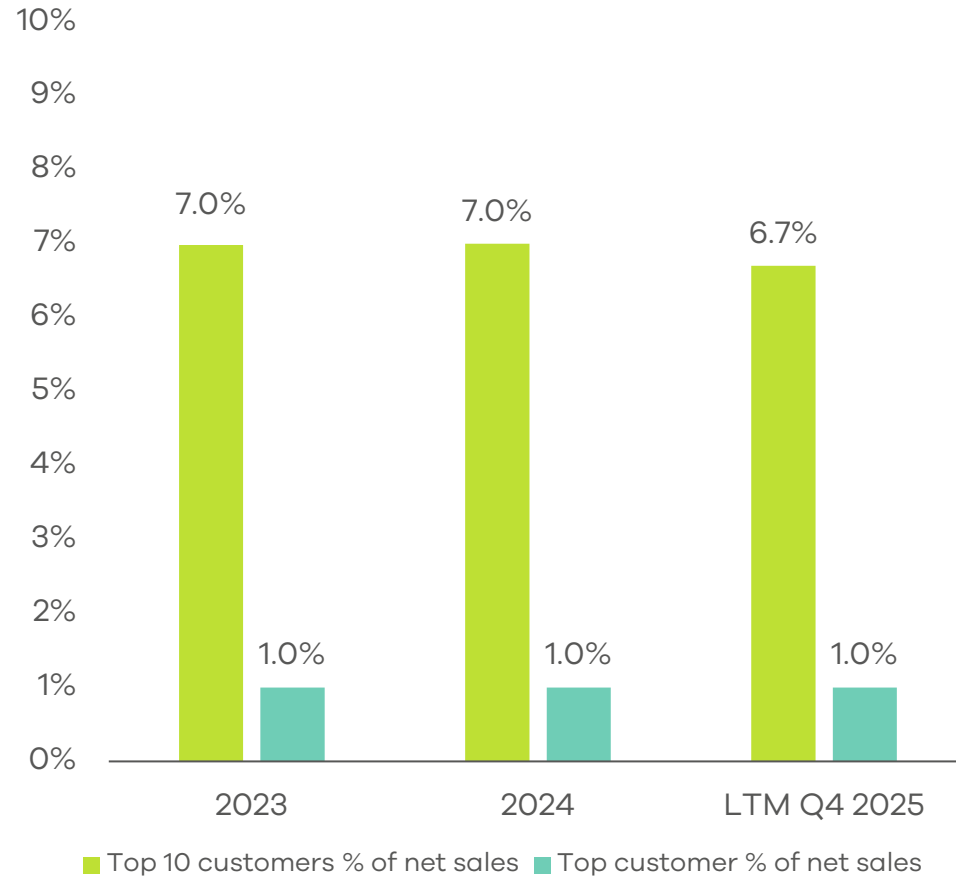
Proposed dividend

- 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

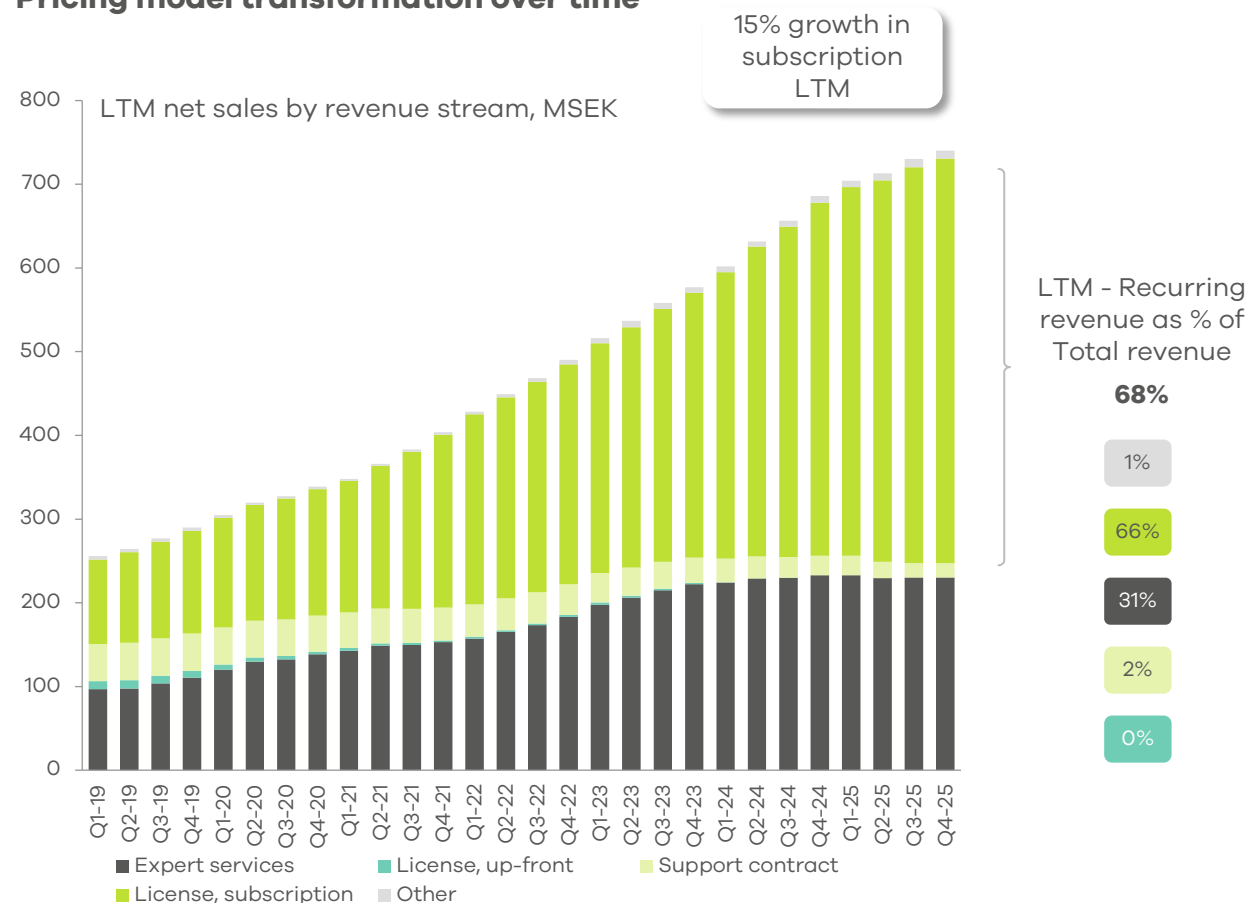




Recurring revenue is growing rapidly

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

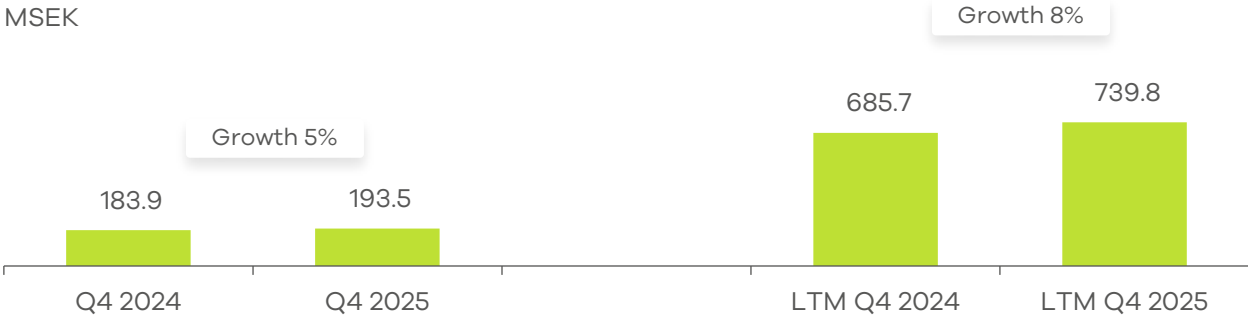
License, up-front

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

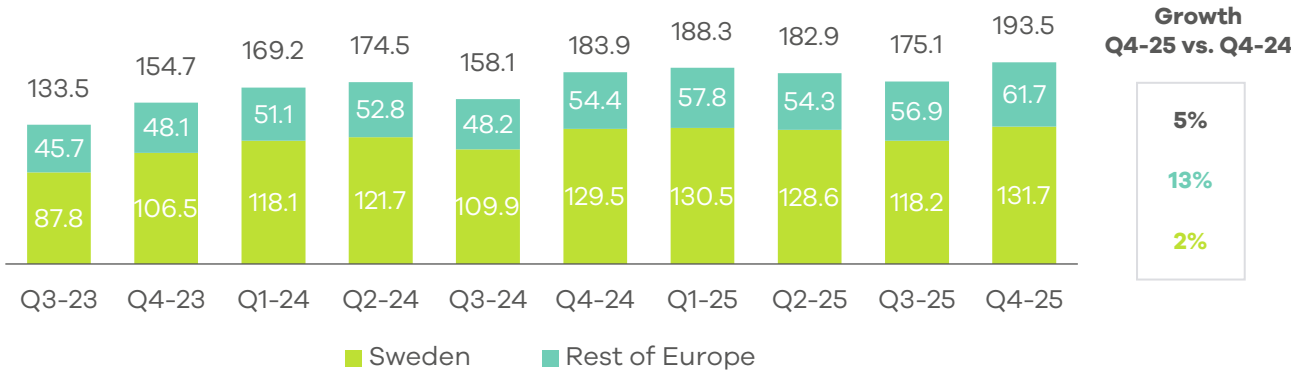


Revenue

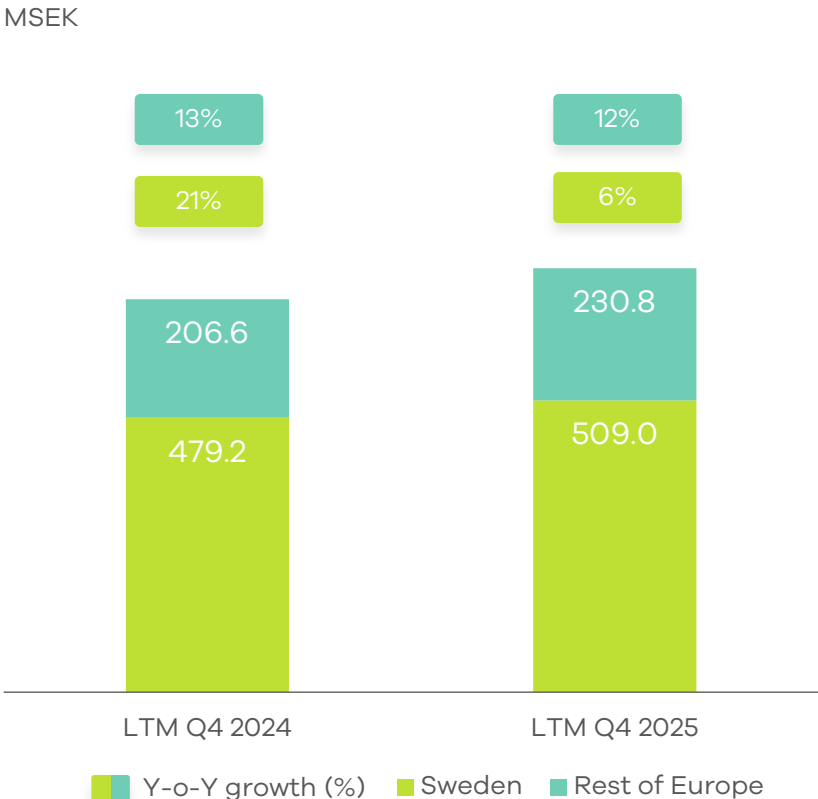
Net sales development



Split by geography



Traction across geographies



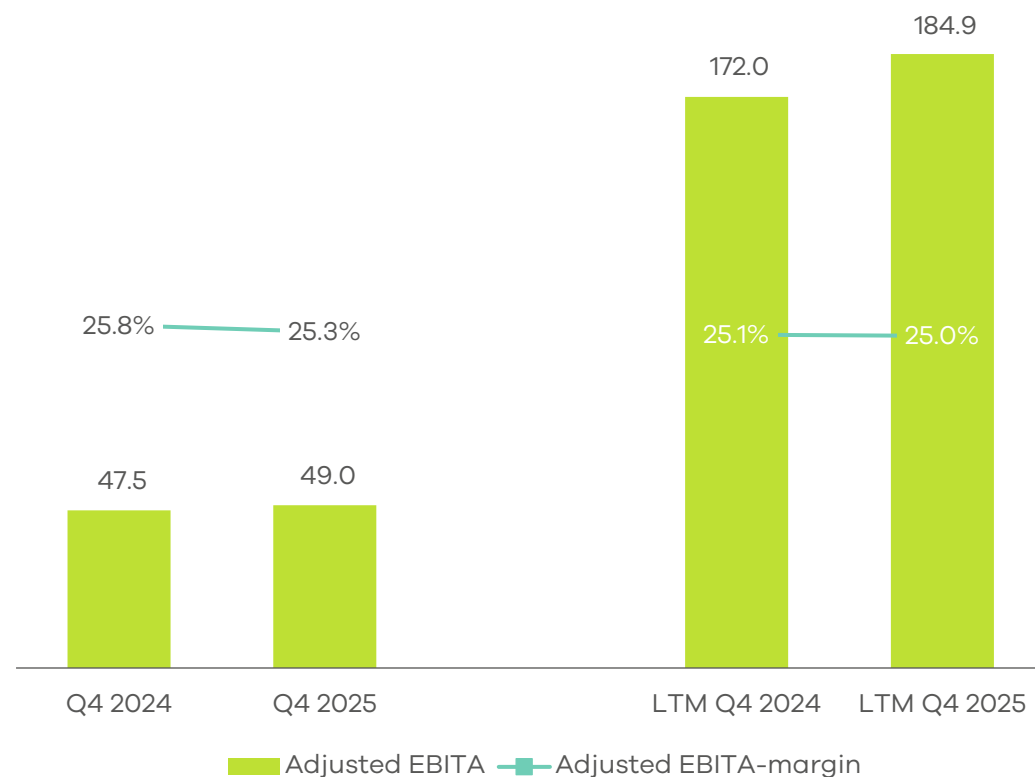


Profit

Reaching an adjusted EBITA margin of 25 % in Q4 2025

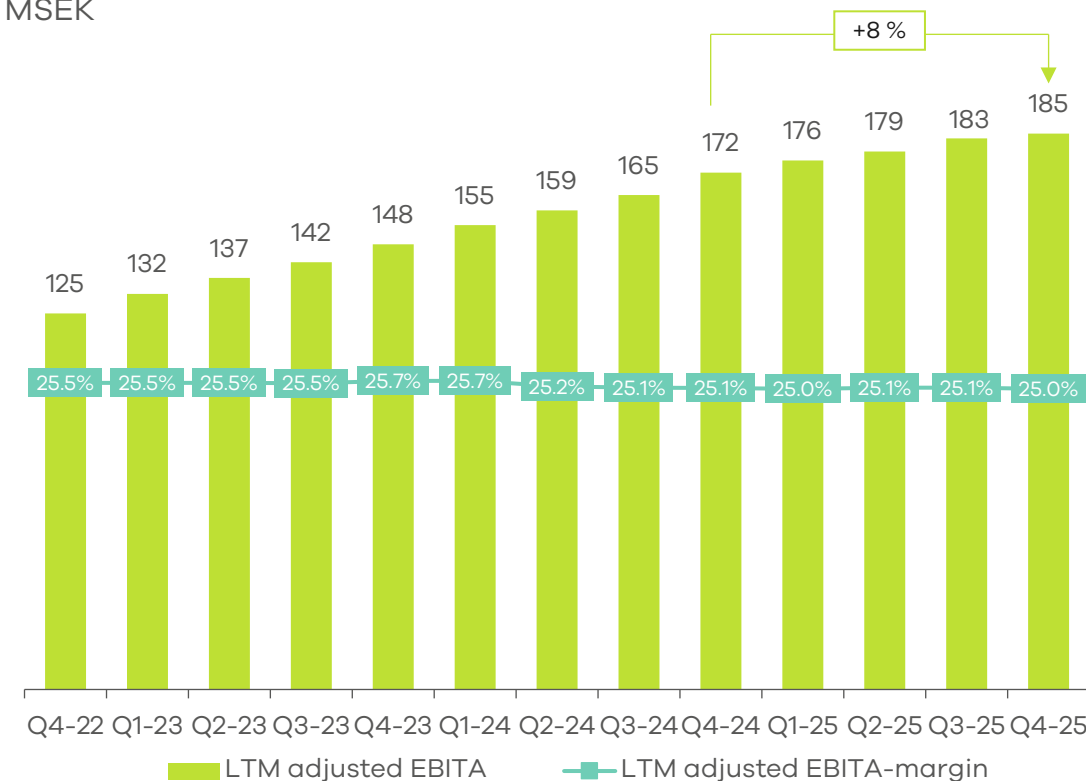
EBITA development¹⁾

MSEK



Rolling LTM EBITA and margin development¹⁾

MSEK



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

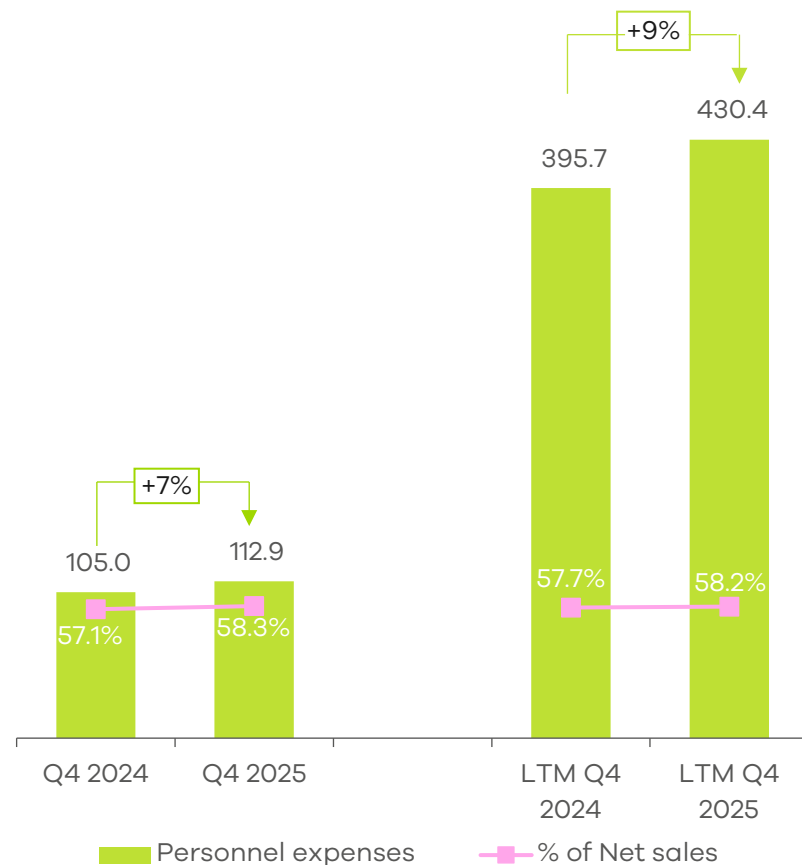


OPEX development

Large majority of operating expenses related to growth in FTEs

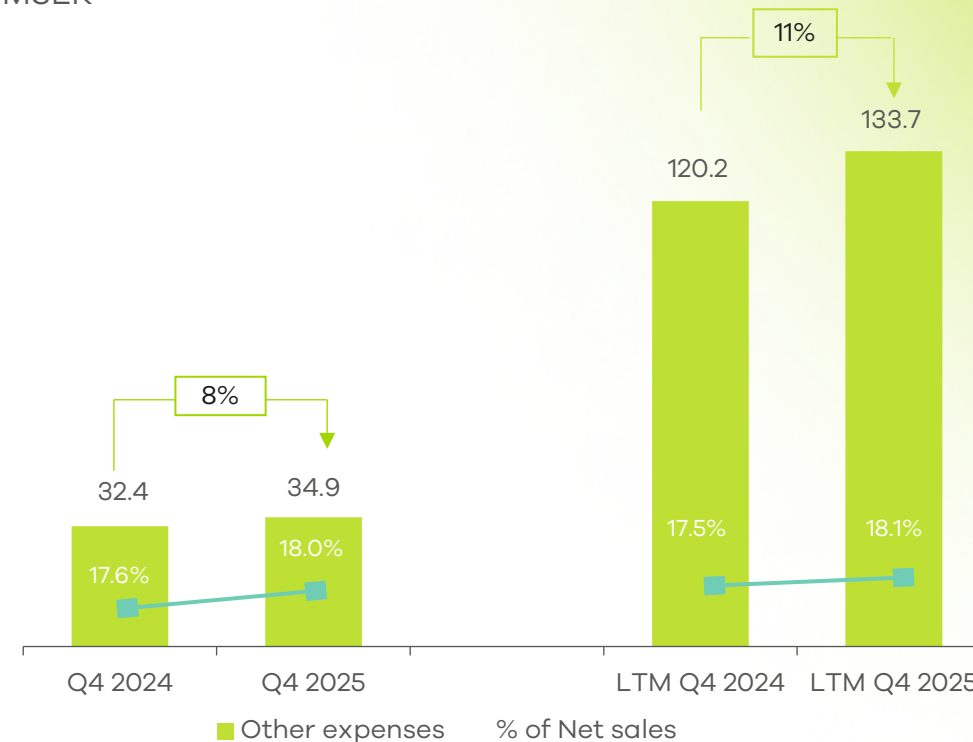
Personnel expenses development (adj.)¹⁾

MSEK



Other operating expenses development (adj.)¹⁾

MSEK



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



Financial targets

LTM Q4 2025

Sales growth



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

8%

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, excluding lease liabilities, in relation to EBITDA should be less than 2.5"

0.6

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"

(4.50 SEK/share)

54%



Lime Capital Markets Day, March 4th

Stockholm, Lime office, Kungsbrogatan 1

More info & registration: investors.lime-technologies.com