

Q1 update

April 21, 2026



Today's presenters



Tommas Davoust

CEO

Lime since 2017



Anders Hofvander

CFO

Lime since 2024



Agenda

- 01** Overview Lime and sum up Q1
- 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

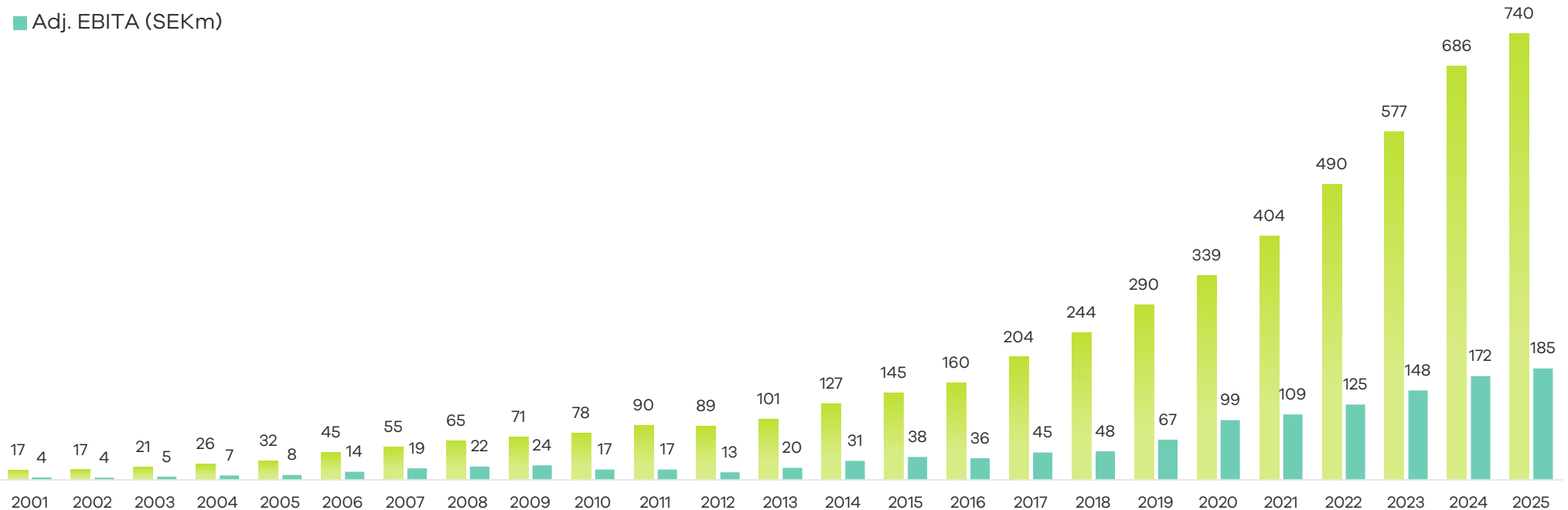


≈ **500**

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 Q1

9%

ARR growth

25%

Adj. EBITA margin

8%

Organic revenue growth

- Positive trends in growth numbers, both on the software side and the services
- Continued AI investments and traction
- New deals and continuously strengthened position in Germany





Beyond the Surface: The Complexity Behind "Simple Software"

The software meeting the customer

20%

Regulations (NIS2, GDPR etc.)

Expertise (vertical knowledge)

80%

Deep and complex integrations

Consultant service (training, project management, goals with the system, behavioural change)

Support

Security (breaches etc)

Sales engine

Customer data for insights

Continuous deployments /improvements

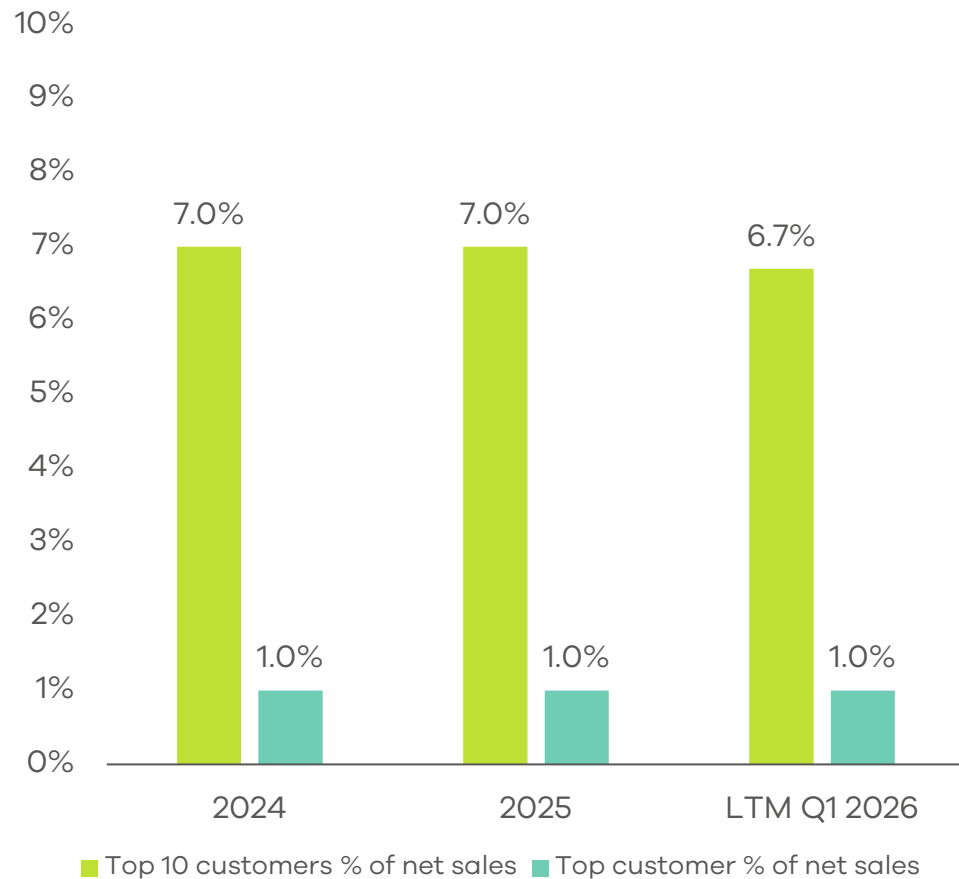
Customer relations

30+ years with CRM and customer journeys



Several deals within our verticals

Good mixture of small, midsize and large enterprises

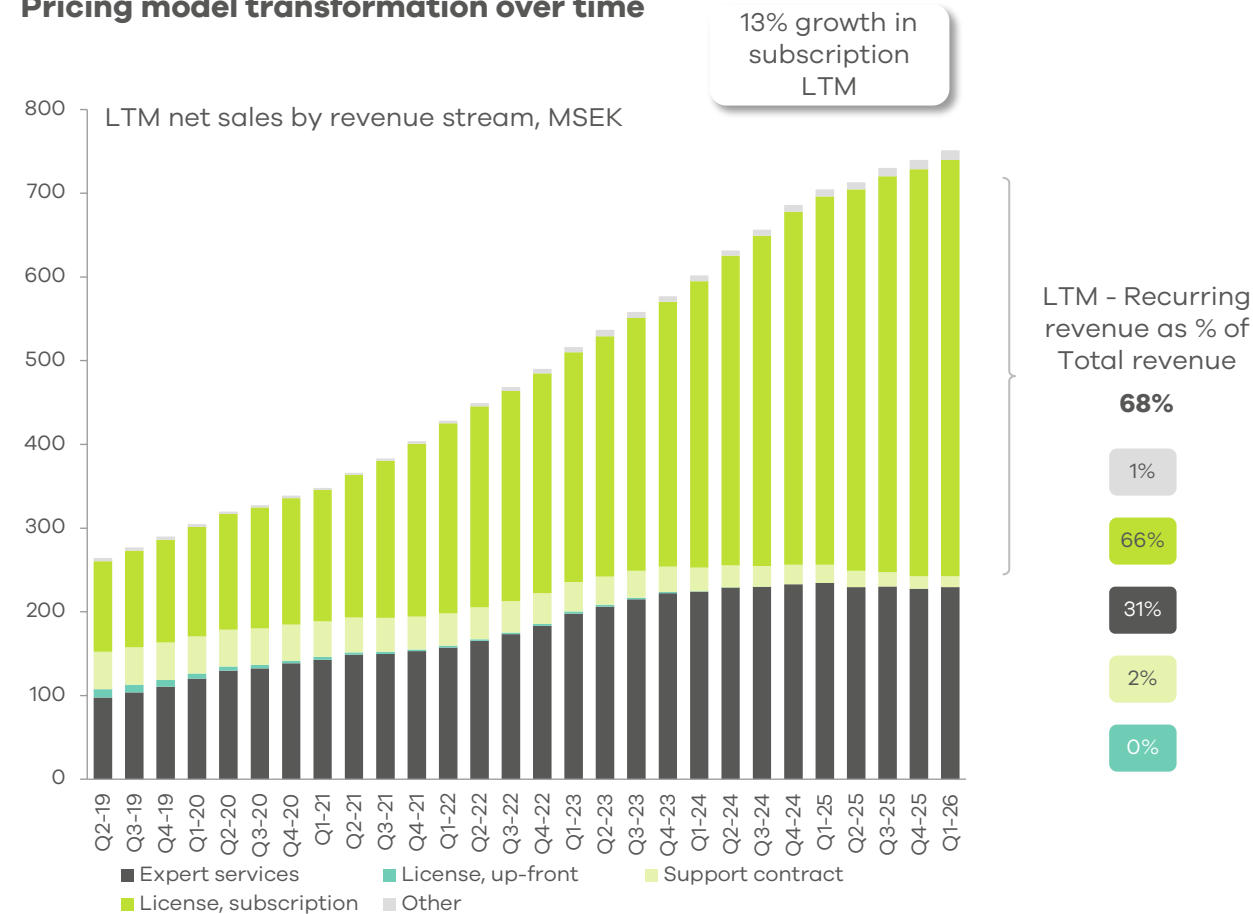




Recurring revenue is growing rapidly

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

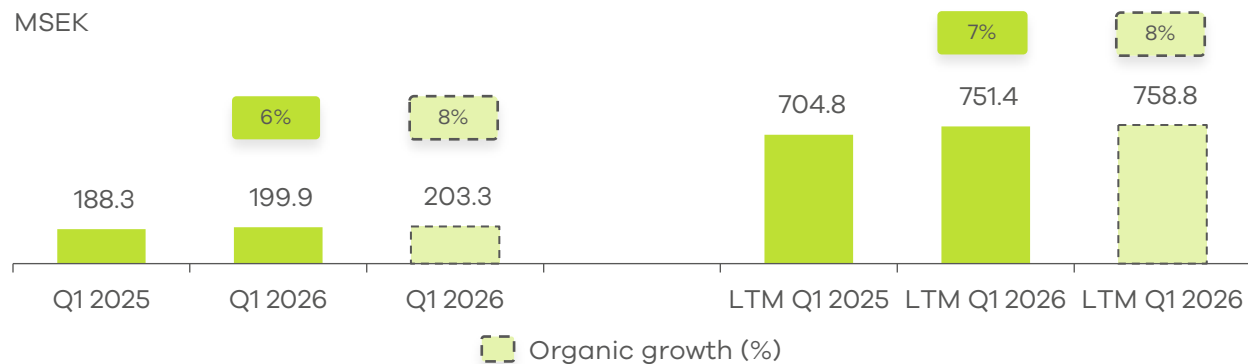
License, up-front

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

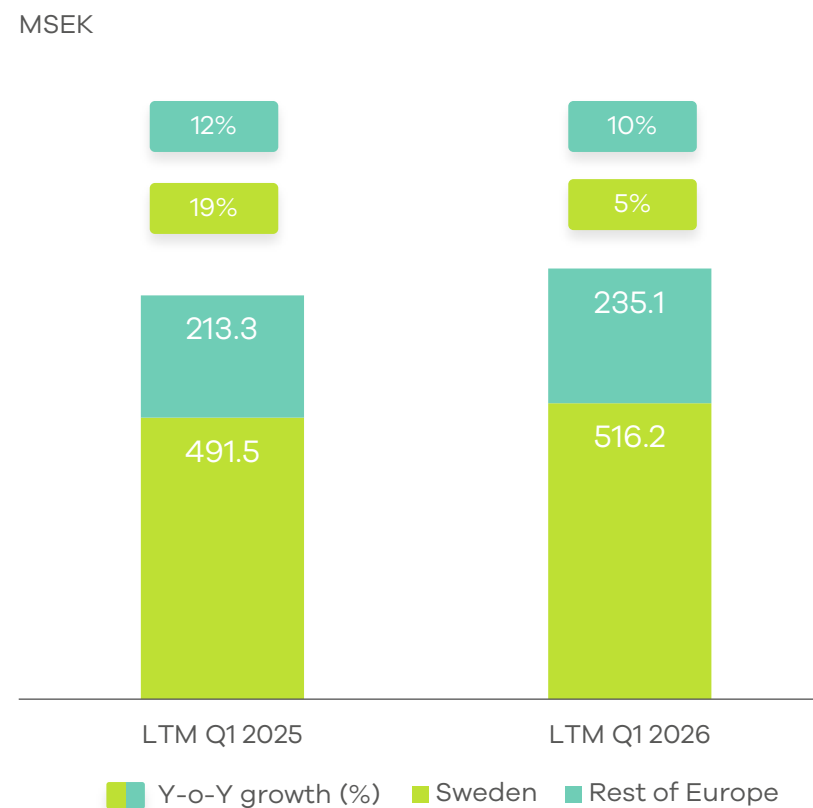


Revenue

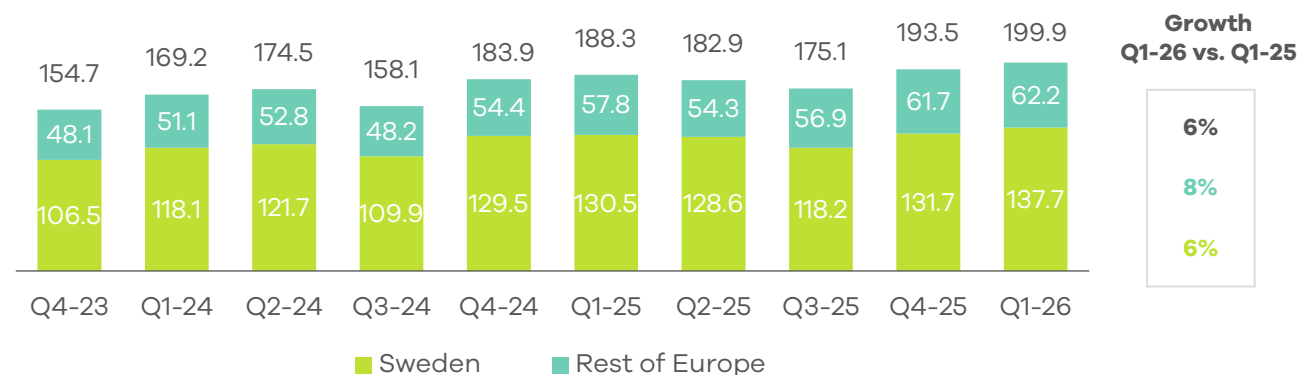
Net sales development



Traction across geographies



Split by geography



Note: Organic revenue is defined as revenue adjusted for acquisitions completed the last twelve months and for foreign currency effects. The definition has been updated as of this report to also adjust for foreign currency effects.

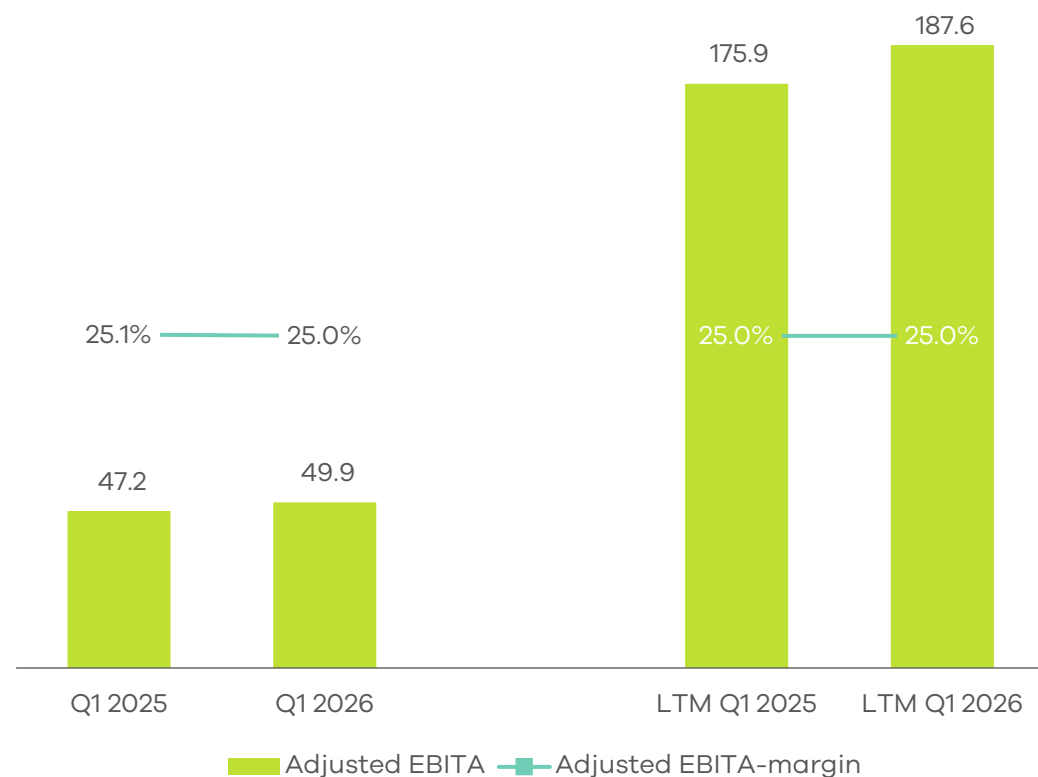


Profit

Reaching an adjusted EBITA margin of 25 % in Q1 2026

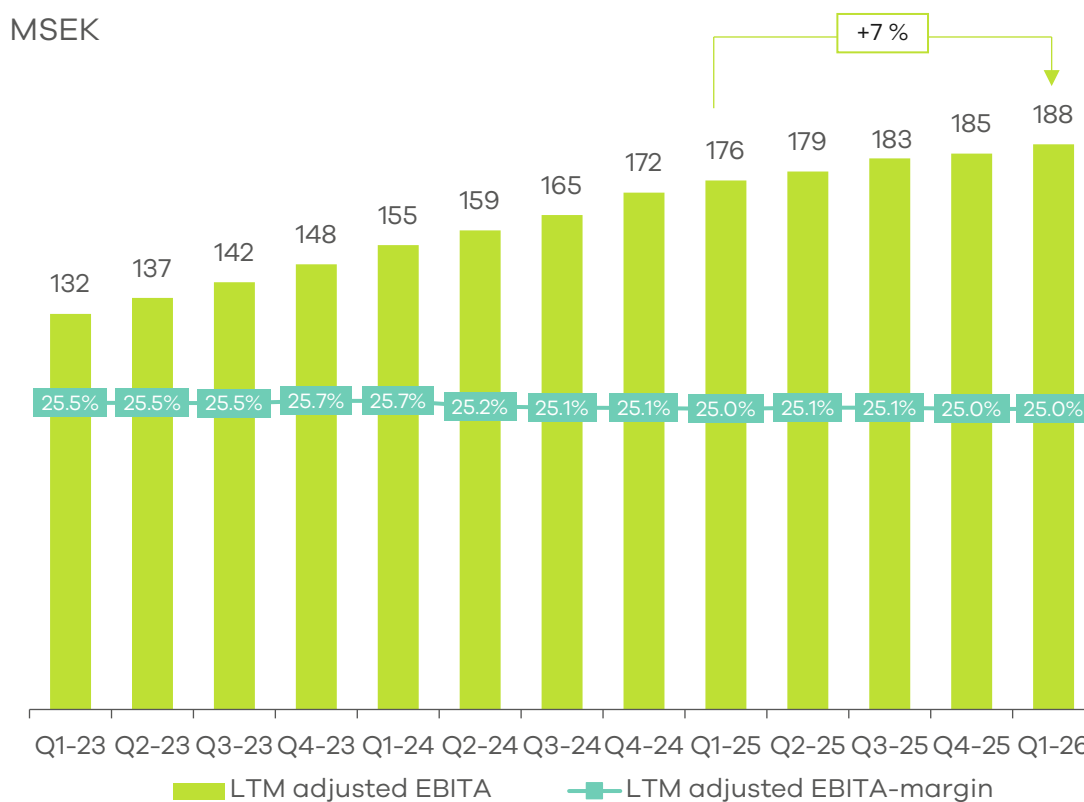
EBITA development¹⁾

MSEK



Rolling LTM EBITA and margin development¹⁾

MSEK



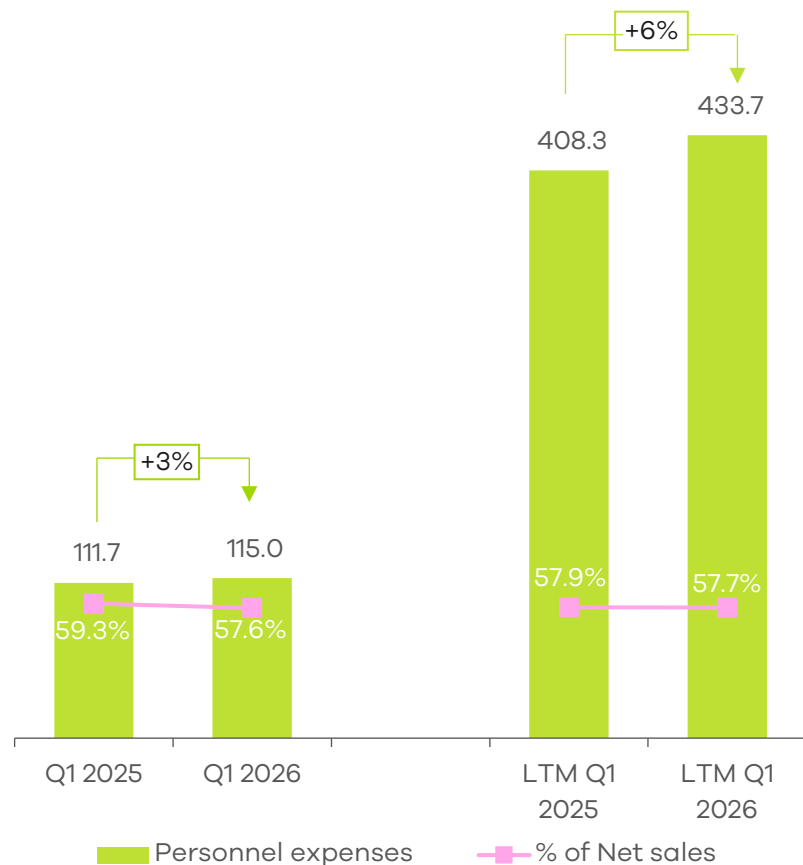
Note: 1) EBITA adjusted for items affecting comparability.



OPEX development

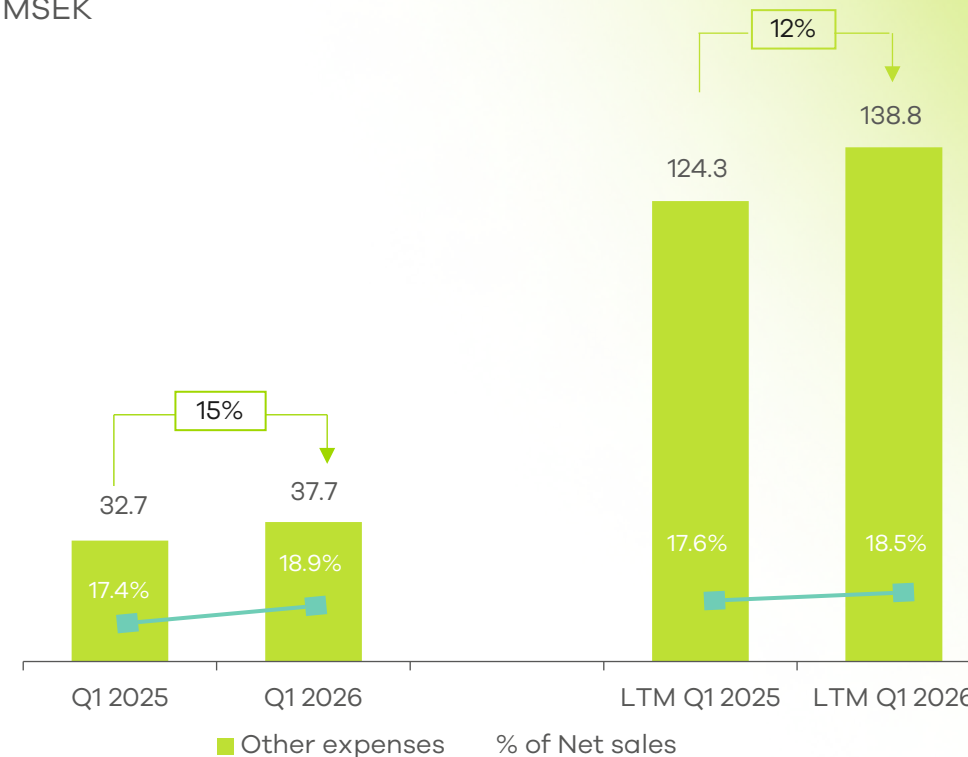
Personnel expenses development (adj.)¹⁾

MSEK



Other operating expenses development (adj.)¹⁾

MSEK







Note: 1) Adjusted for items affecting comparability.



Financial targets

LTM Q1 2026

ARR growth 	"Lime's objective in the medium term is to achieve an annual recurring revenue growth above 18%"	9%
EBITA margin 	"Lime's objective in the medium term is to achieve an annual EBITA margin above 27%"	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"	0.4
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"	54% <small>(4.50 SEK/share)</small>



Thank you for listening!

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