Q2 update

Juli 14, 2026

lime

Today's presenters

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CEO

Lime since 2017

Anders Hofvander

CFO

Lime since 2024

Agenda

01 Overview Lime and sum up Q2

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

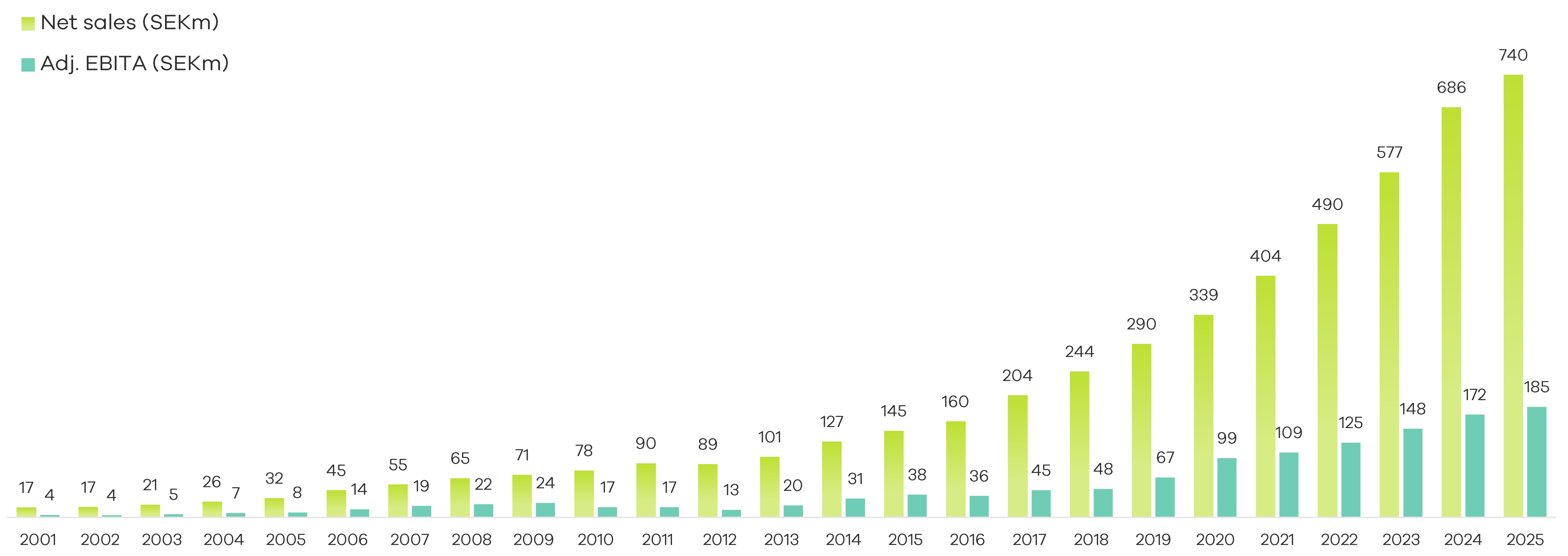
Over
7,500 customers

12
offices in
7 countries

≈ 500

Key success factors

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



Sum up Q2

10%	25%	12%
ARR growth	Adj. EBITA margin	Organic revenue growth

- Continued positive trends in numbers, both when it comes to growth and the profit margin
- Continued traction in Germany and increased depth in the utility vertical
- Expanded AI offering and positive market reception

Built for this moment

Three shifts reshaping the entire SaaS market – at the same time.

1. **Geopolitics** is shifting

Built for this moment

Three shifts reshaping the entire SaaS market – at the same time.

1. **Geopolitics** is shifting
2. **Generic** is not enough

Built for this moment

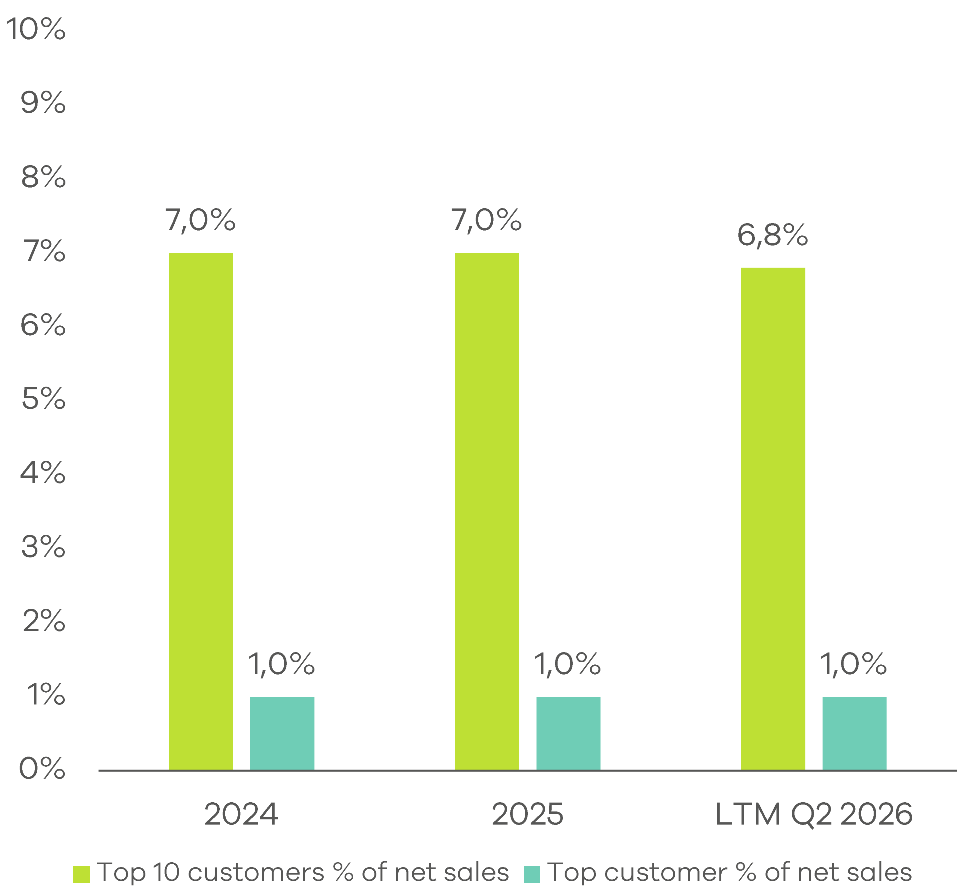
Three shifts reshaping the entire SaaS market – at the same time.

1. **Geopolitics** is shifting
2. **Generic** is not enough
3. **AI** development

1. Order intake

Several deals within our verticals

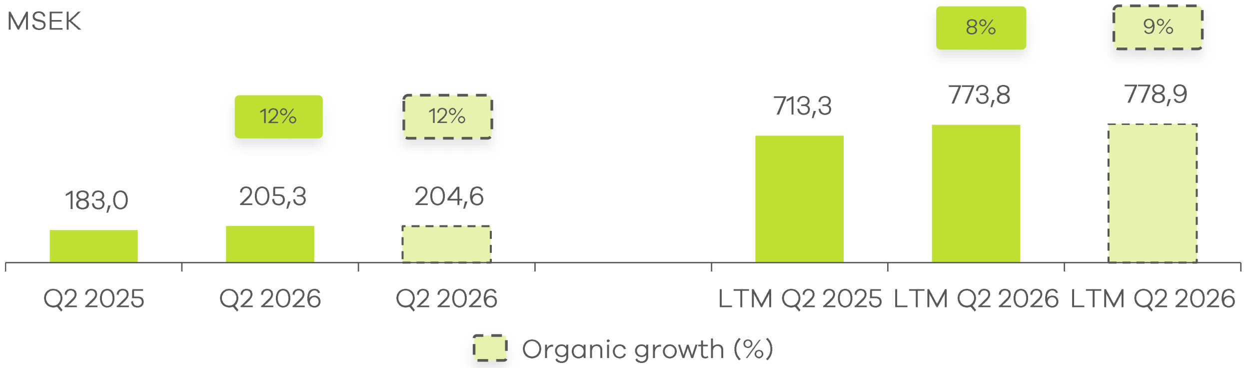
Good mixture of small, midsize and large enterprises



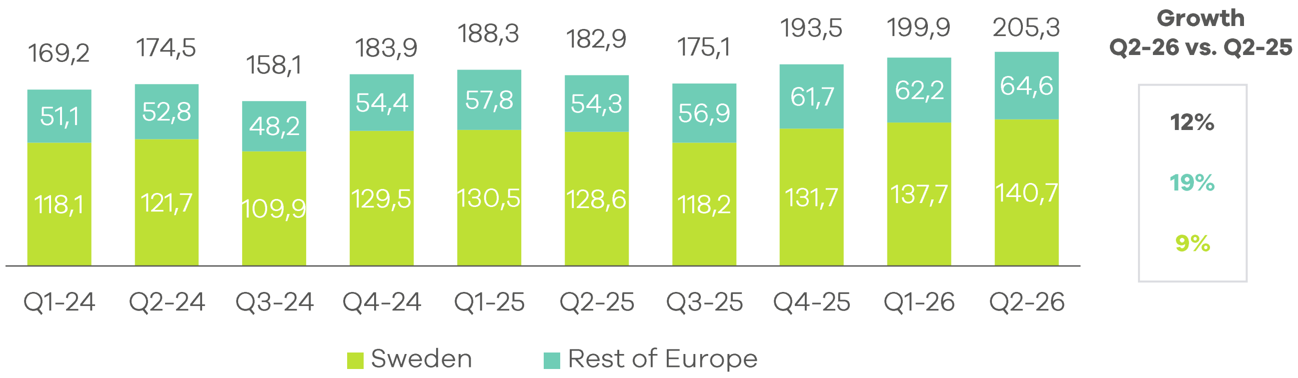
2. Revenue

Revenue

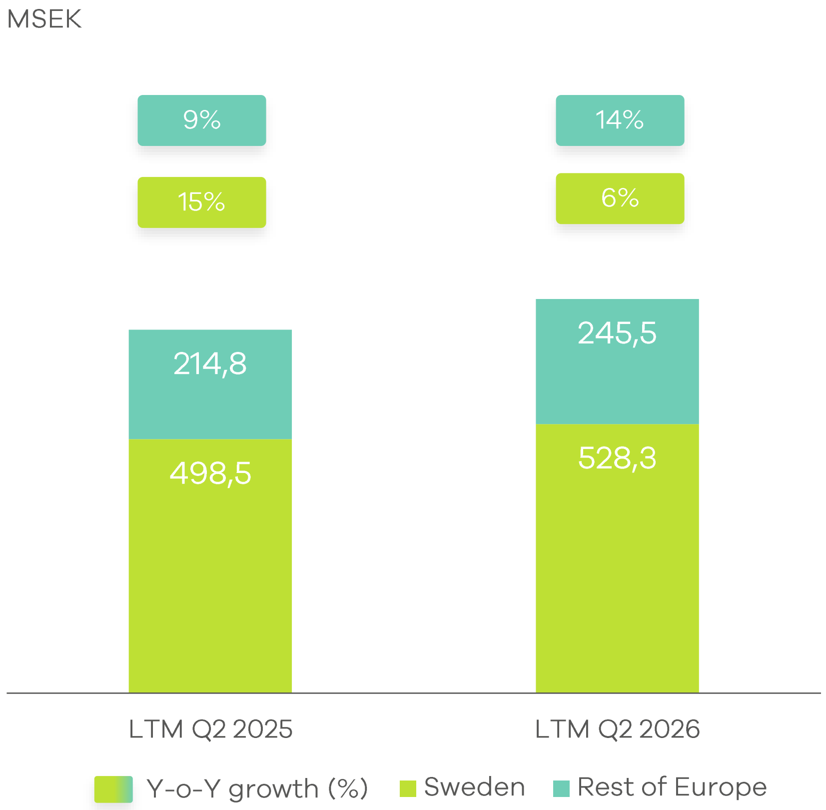
Net sales development



Split by geography



Traction across geographies



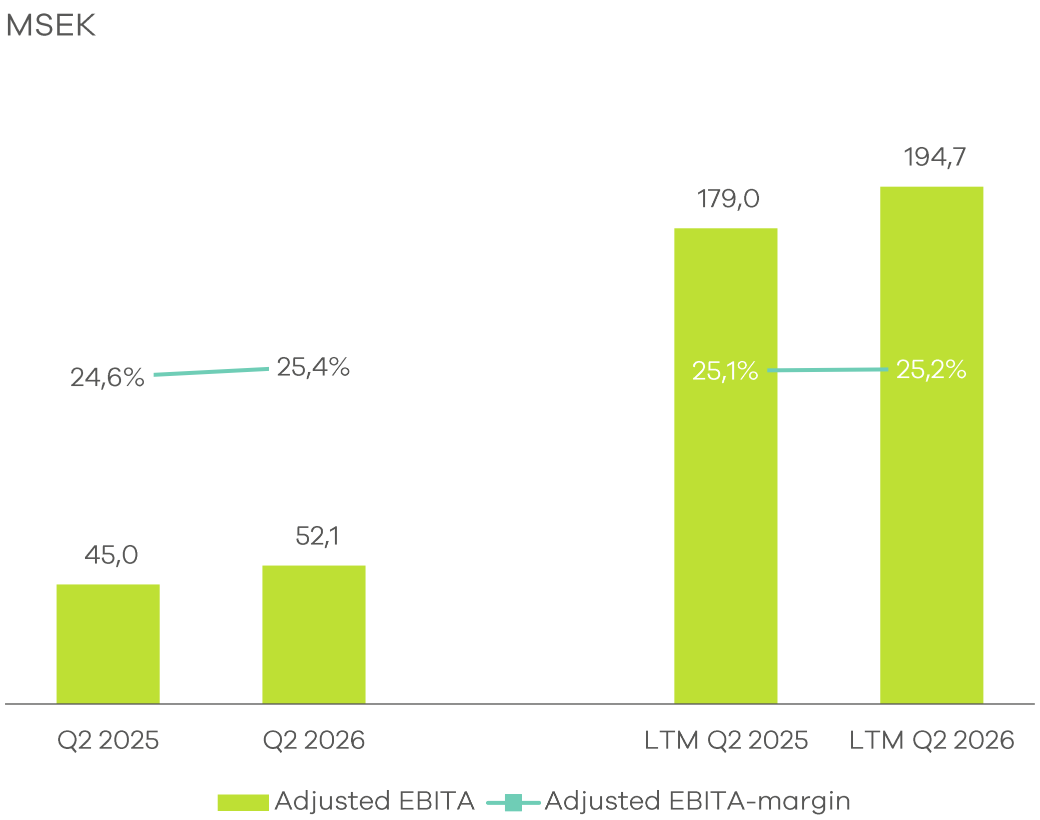
Note: Organic revenue is defined as revenue adjusted for acquisitions completed the last twelve months and for foreign currency effects.

3. Profit

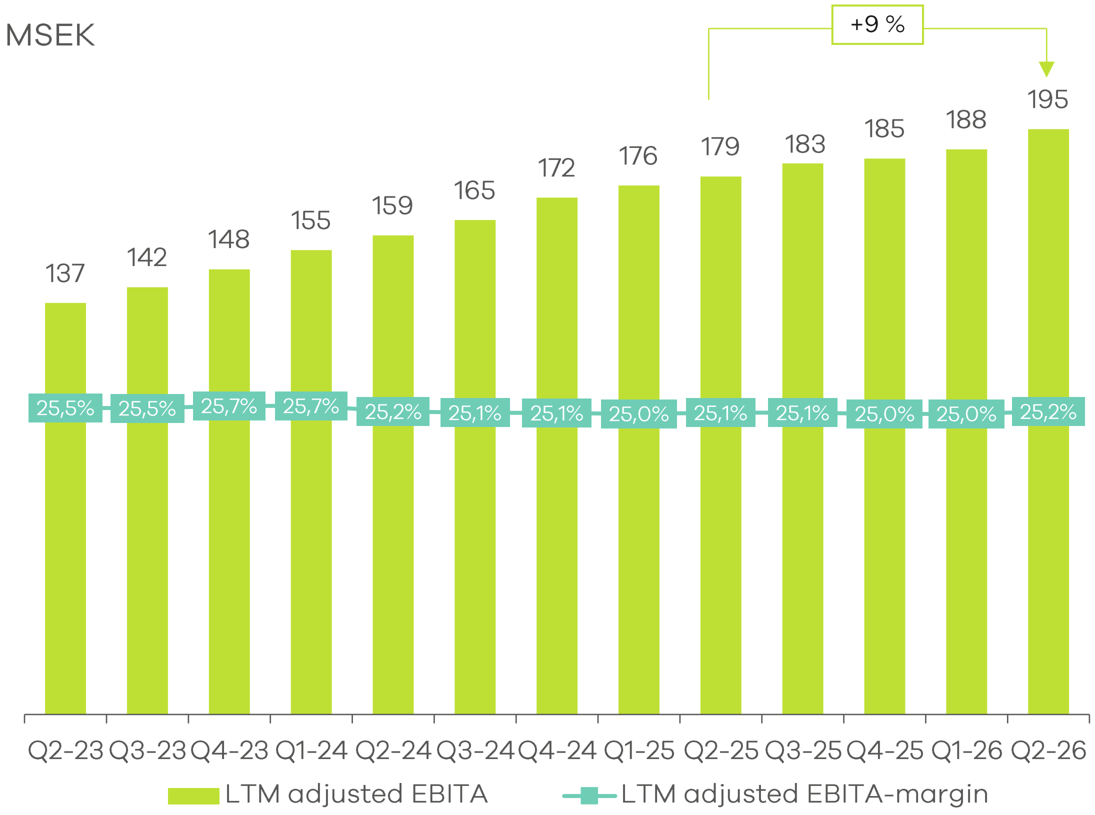
Profit

Reaching an adjusted EBITA margin of 25 % in Q2 2026

EBITA development[1]



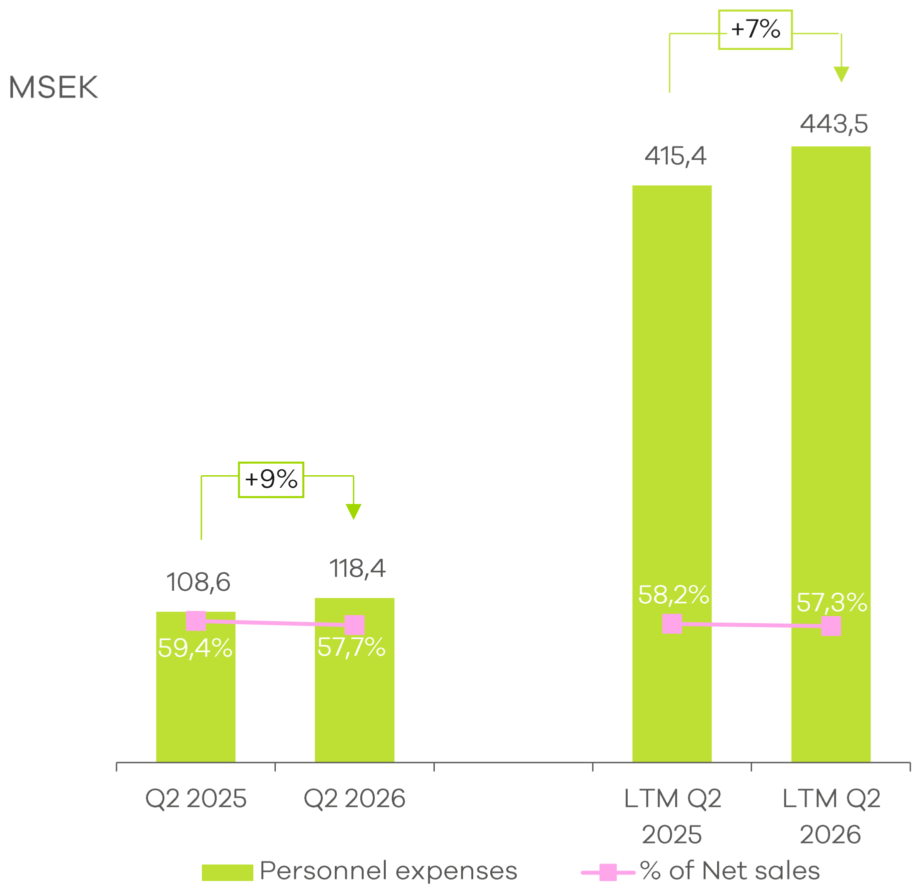
Rolling LTM EBITA and margin development[1]



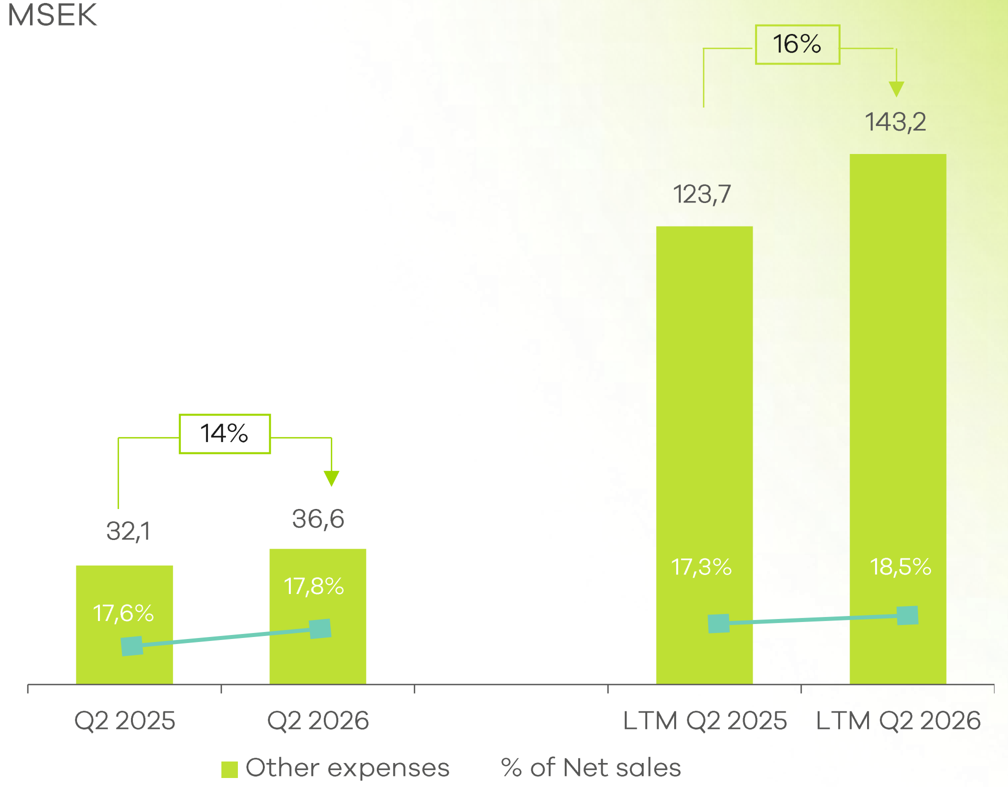
Note: 1) EBITA adjusted for items affecting comparability.

OPEX development

Personnel expenses development (adj.)[1)]



Other operating expenses development (adj.)[1)]



Note: 1) Adjusted for items affecting comparability.

4. Summary

Financial targets

		LTM Q2 2026
ARR growth	"Lime's objective in the medium term is to achieve an annual recurring revenue growth above 18%"	10%
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% (4.50 SEK/share)

5. Questions?

Thank you for listening!

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