

Q3 update

October 20, 2026



Today's presenters



Tommas Davoust

CEO

Lime since 2017



Anders Hofvander

CFO

Lime since 2024



Agenda

- 01** Overview Lime and sum up Q3
- 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

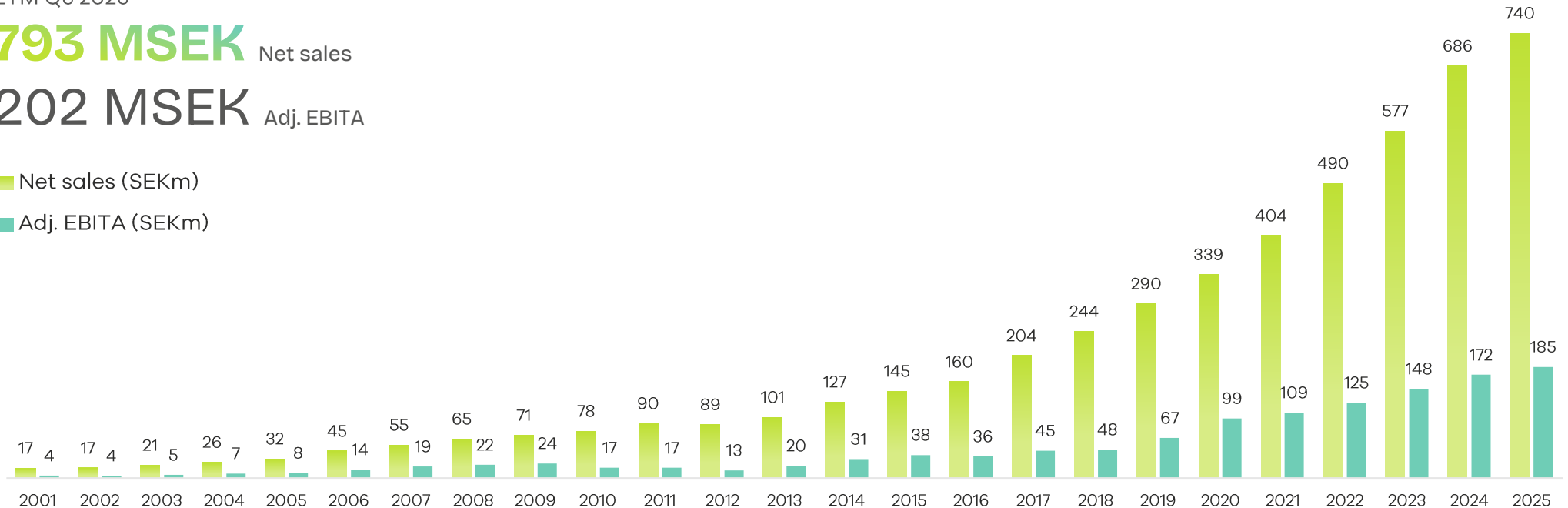
- Long term profitable growth
- 68 % recurring revenue, LTM
- Sticky customer base
- Strong corporate culture

LTM Q3 2026

793 MSEK Net sales

202 MSEK Adj. EBITA

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



Sum up Q3

11%

ARR growth

26%

Adj. EBITA margin

11%

Revenue growth

- ARR and profitability moving the right way
- AI releases with real traction
- Faster growth outside Sweden
- Built for this moment



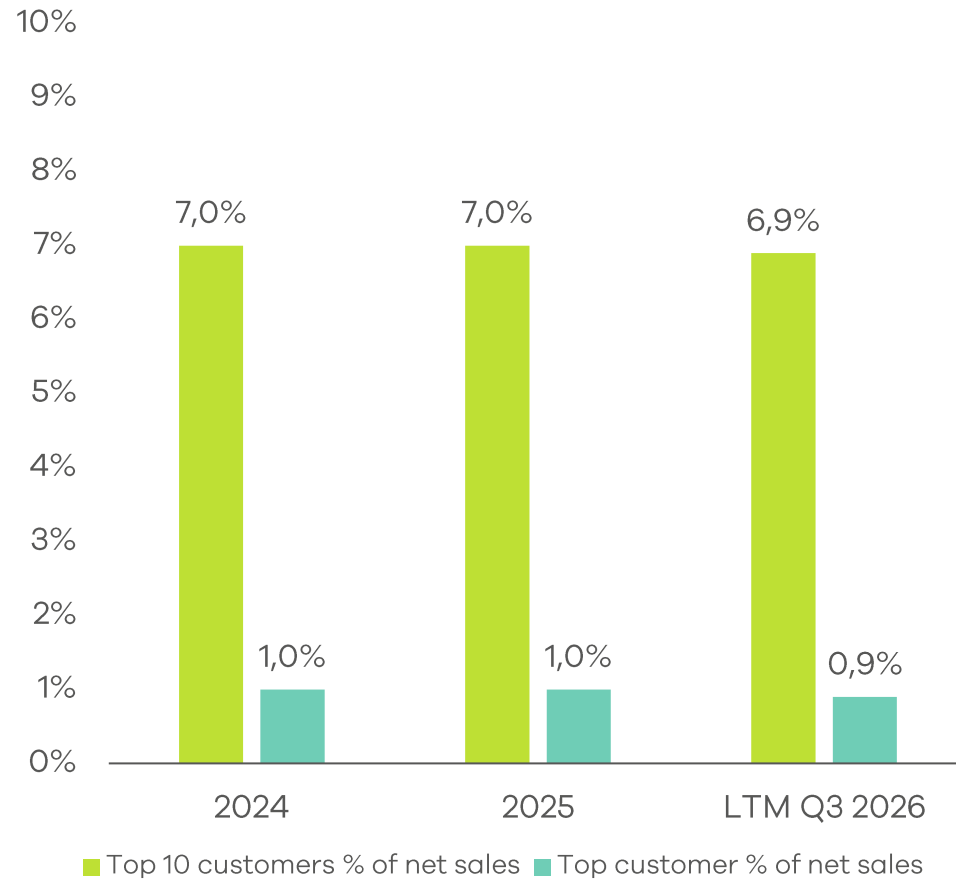


**“ The European verticalised platform
for business-critical customer
processes. Powered by AI, still
unmistakably human.**

Your local experts. One-stop shop. Success guaranteed. 100% European.

Several deals within our verticals

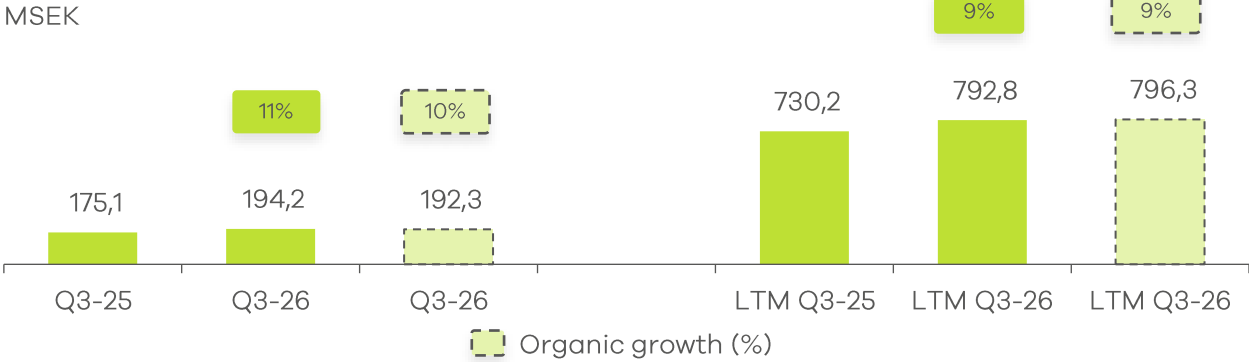
Good mixture of small, midsize and large enterprises



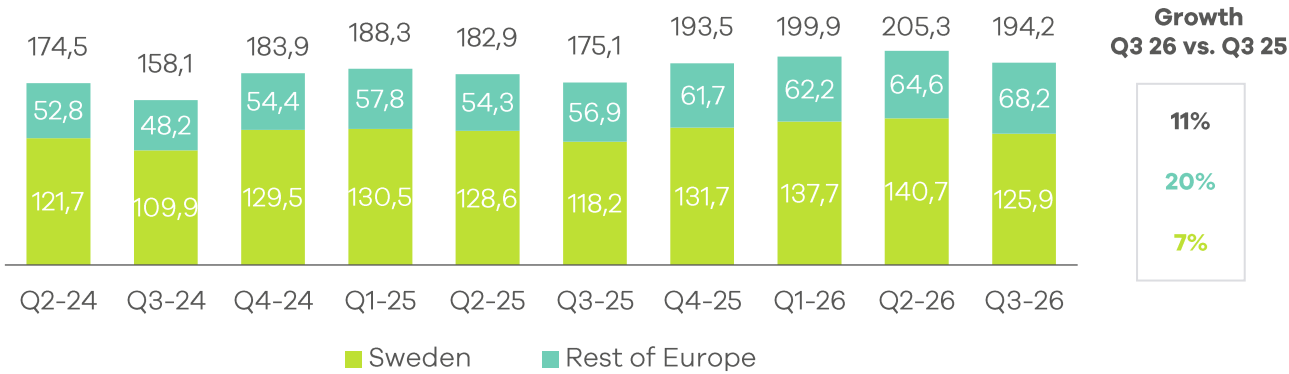


Revenue

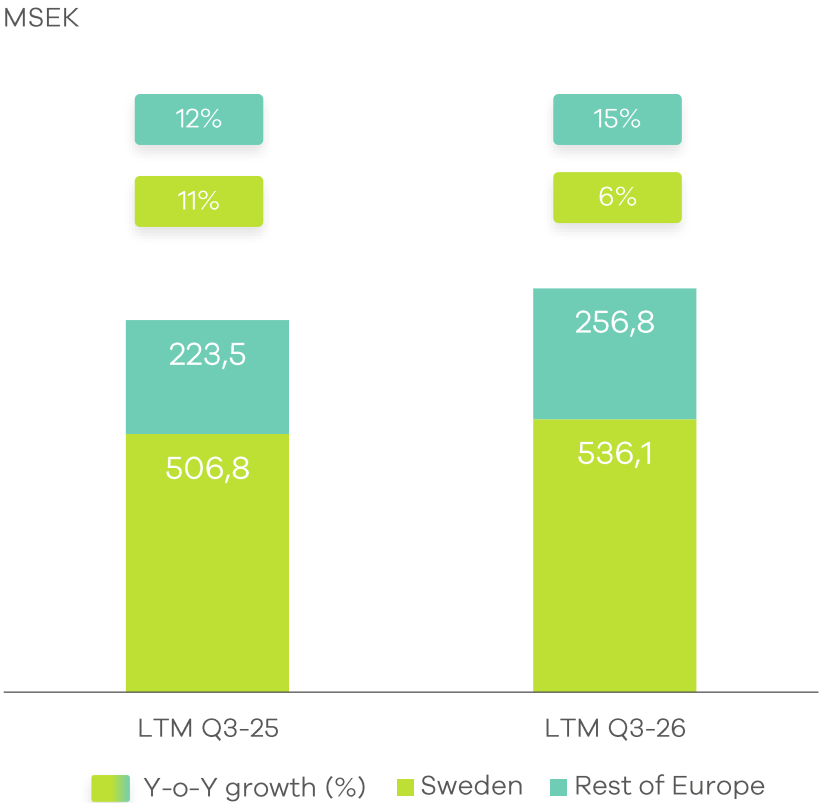
Net sales development



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.

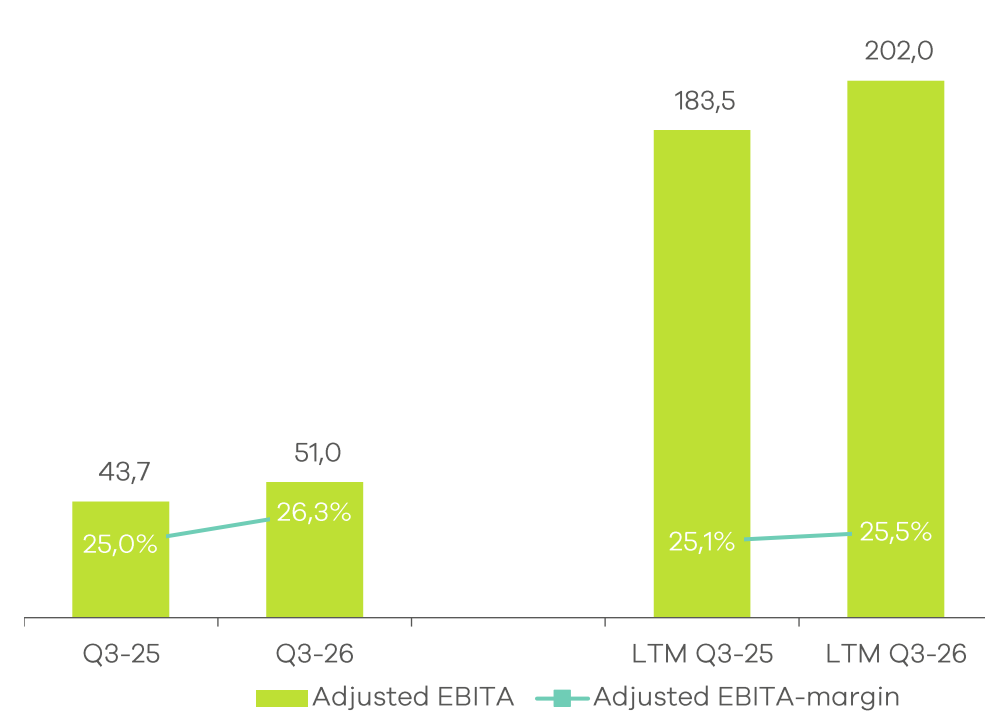


Profit

Reaching an adjusted EBITA margin of 26 % in Q3 2026

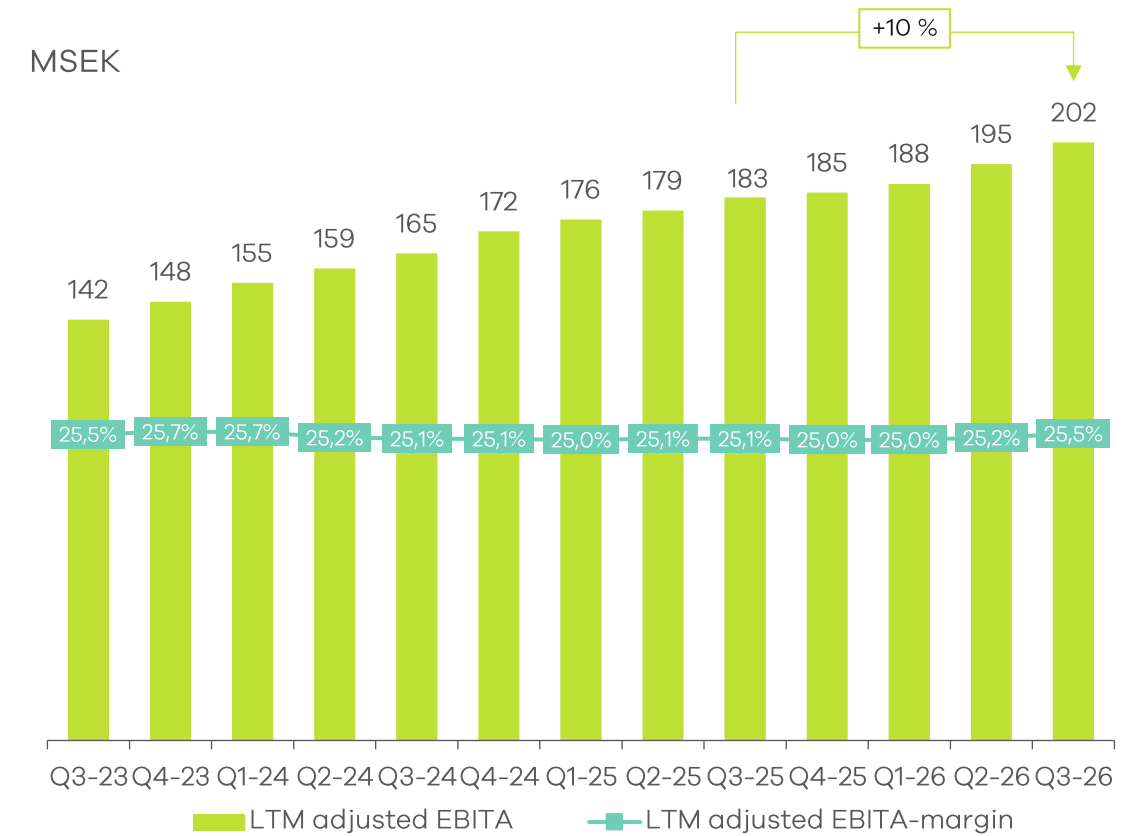
EBITA development¹⁾

MSEK



Rolling LTM EBITA and margin development¹⁾

MSEK



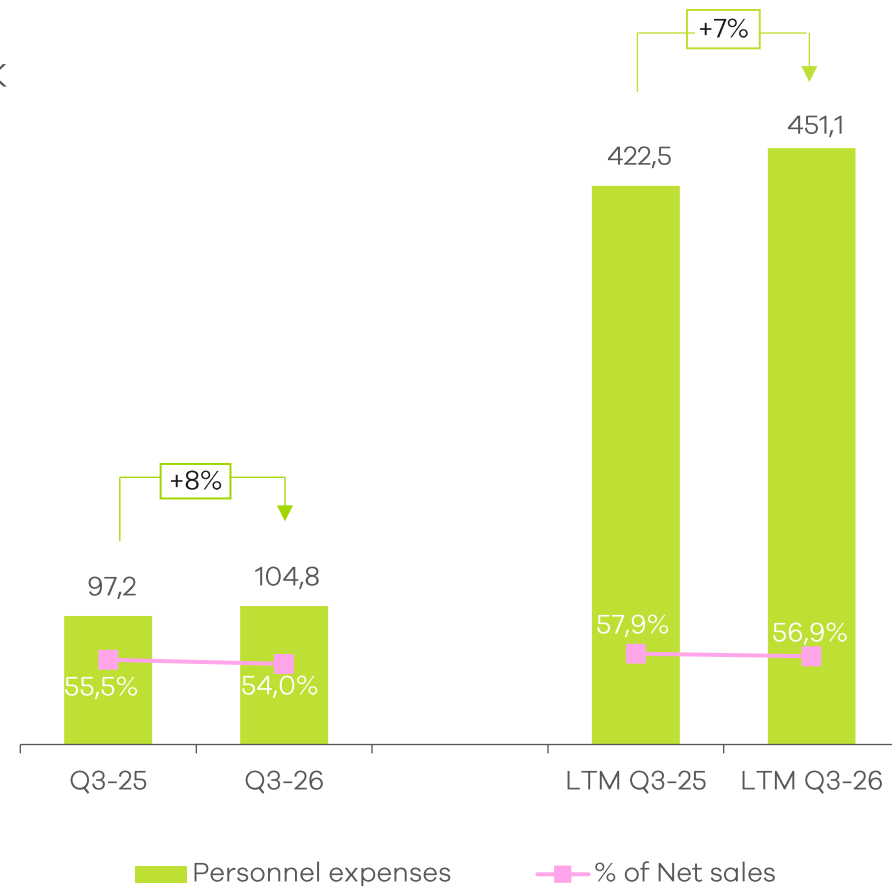
Note: 1) EBITA adjusted for items affecting comparability.

OPEX development



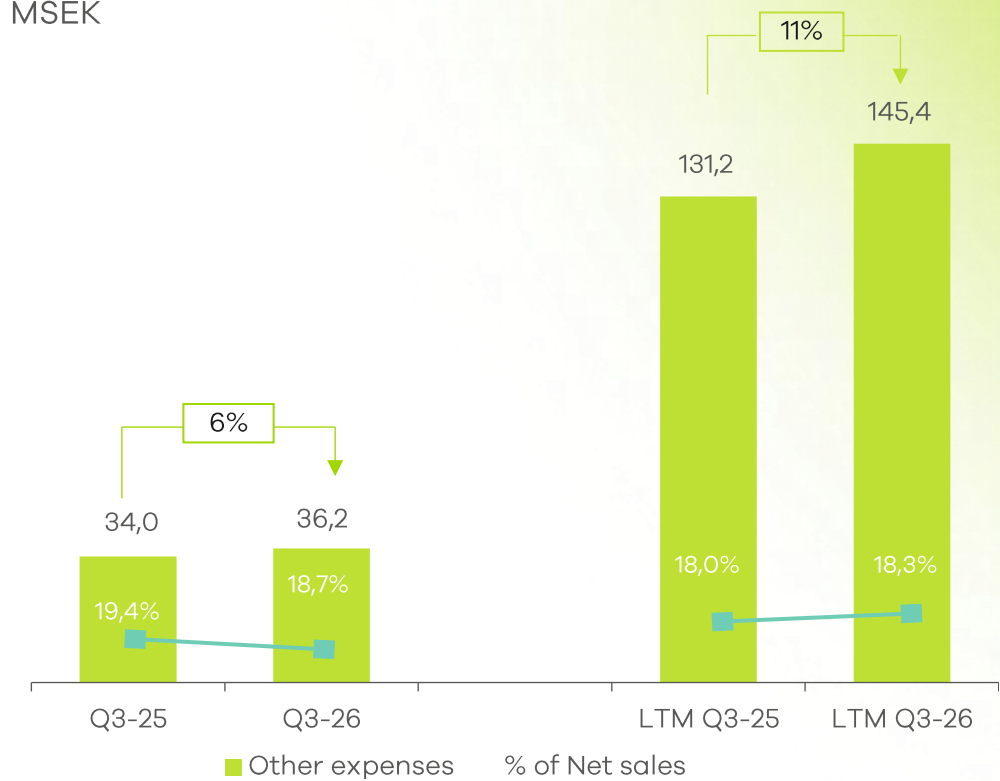
Personnel expenses development (adj.)¹⁾

MSEK



Other operating expenses development (adj.)¹⁾

MSEK



Note: 1) Adjusted for items affecting comparability.



Financial targets

LTM Q3 2026

**ARR
growth**



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

11%

**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"

0.3

**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)



Thank you for listening!

investors.lime-technologies.com