

## Dynamic strategy for continued profitable growth: Year-end report January - December 2022

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### The fourth quarter

- Net sales MSEK 135.8 (113.7), rendering a sales growth of 19 % (22 %)
- Recurring revenue MSEK 78.9 (68.1)
- The quarter was impacted by items affecting comparability amounting to MSEK 0.0 (-0.0) (attributable to acquisitions)
- EBITA MSEK 34.1 (29.2), rendering an EBITA margin of 25 % (26 %)
- Adjusted EBITA margin 25 % (26 %)
- Net income MSEK 19.1 (15.2)
- Basic earnings per share amounted to SEK 1.44 (1.14) and diluted to SEK 1.43 (1.14)

### 2022 in brief

- Net sales MSEK 490.4 (403.8), rendering a sales growth of 21 % (19 %)
- Recurring revenue MSEK 299.4 (246.0)
- The first twelve months were impacted by items affecting comparability amounting to MSEK 0.0 (-1.1) (attributable to acquisitions)
- EBITA MSEK 125.1 (107.5), rendering an EBITA margin of 26 % (27 %)
- Adjusted EBITA margin 26 % (27 %)
- Net income MSEK 67.8 (58.7)
- Basic earnings per share amounted to SEK 5.11 (4.42) and diluted to SEK 5.08 (4.42)
- The Board proposes the general meeting a dividend of SEK 2.80 (2.60)

## CEO's comments: Dynamic strategy for continued profitable growth

**We ended the last quarter of the year on a positive note despite the challenging global context. Net sales growth totalled 19 % and profitability remained good with an EBITA margin of 25 %. We also continued to strengthen our organic growth with a good performance in Europe as well as in our Swedish home market. Growth for the full year stands at 21 % and profitability at 26 %, while we continue to invest heavily in people, marketing and our product offering to build an even stronger Lime for the future. Our overall financial position leads the Board to propose an increased dividend, equivalent to SEK 37.2 million.**

### Business-critical systems drive growth - in boom and bust

Most companies in the market have a strong need to accelerate their digitalisation journey for more efficient management of customer data and communications. This is something we are seeing particularly clearly right now through our focus on the real estate and utility sectors. Through self-service solutions, such as automated email feeds, website forms and 'My Pages', we make life easier for the end customer, helping to strengthen our customers' position in a competitive market. In self-service, we also believe there is great value in developments in Artificial Intelligence - a topic that has recently been widely discussed in the media. That means we're particularly excited to launch our AI-powered chatbot this quarter, which frees up time for businesses at the same time as improving the experience for our customers' customers.

### Taking the long-term view - a dynamic strategy in an unsettled market

The situation for many growth companies has been turbulent for much of 2022, and the tech sector has been particularly affected. Thanks to our profitable business model, we have been able to invest more than ever at a time when many companies are being forced to lay off workers. In 2022, we set a new record with 110 recruitments - a major investment that will contribute to positive results in the short and long term. We also already have a number of candidates in the

pipeline for the next major onboarding of employees in August 2023. In addition to investing in people, we continue to build a more international company with strong focus verticals through brand-building efforts and an even more competitive product offering.

### **Positive business performance with new customers in all markets and in our focus verticals**

Business developed well in our markets during the quarter and we closed a lot of important deals around Europe, including German company REMONDIS Maintenance & Services GmbH & Co. KG, Dutch company LBV-Aanvraag and Swedish wholesale company Båstadgruppen AB. We also anticipate continued strong growth in our utility vertical, where we welcome Uppsala Vatten & Avfall AB and Landskrona Energi as customers. There is no sign of a slowdown in demand at the moment but, as always in a challenging market, it is important to stay close to the business and remain humble and adaptable in case the situation changes.

### **Good profitability allows for continued investment and increased dividends**

Despite significant investments during the year, our profitability for the full year 2022 remained good with an EBITA margin of 26 % - fully in line with our financial target of at least 25 % in the medium term. Our improved cash flow from operating activities and our overall financial position allows us to increase dividends, so the Board of Directors proposes a dividend of SEK 2.80 per share, equivalent to SEK 37.2 million.

### **A strong finish to a strong year with improved organic growth**

Looking back on 2022, I am proud that we have continued to deliver long-term profitable growth and are gradually strengthening our core business, resulting in improved organic growth. Lime's strength lies in taking a long-term view, combined with a short-term focus that keeps us close to the business and ensures we deliver on a daily basis - in a proactive and agile manner. Having the courage to invest in tougher times is part of our identity, and history shows that we can continue to perform while building an even stronger Lime. As we head into 2023, we want to continue to do just that - delivering day-to-day, but always with long-term goals and a focus on Lime's growth journey.

*/Nils Olsson, Managing Director and CEO, Lime Technologies*

**Read the entire report in the attached PDF**

## **Invitation to webcast for the presentation of Lime Technologies' Year-end report**

Today, February 16, at 09:30 CEST, analysts, investors, media, and other interested parties are invited to attend a webcast where Lime's CEO, Nils Olsson, and CFO, Maria Wester, will comment on the published report and answer questions. The presentation will be held in English.

The presentation material is available on [Lime's website](#).

[The link to the webcast can be found here.](#)

### **Disclosure regulation**

*This information constituted inside information prior to publication. This is information that Lime Technologies AB (publ) is obliged to make public pursuant to the EU Market Abuse Regulation and the Securities Markets Act. The information was submitted for publication, through the agency of the contact persons mentioned, at 07:50 CET on 16 February, 2023.*

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### **About Lime Technologies AB (publ)**

Lime helps businesses all over the Nordics to become better at customer care. The company develops and sells digital products for "Customer Relationship Management", development and management of customer relationships. Lime was founded in 1990 and has 400 employees. The company has offices in Lund, Stockholm, Gothenburg, Gävle, Oslo, Copenhagen, Utrecht, Cologne, Helsinki and Krakow. Their customers include everything from sole traders to large organisations. [www.lime-technologies.com](http://www.lime-technologies.com)

### **Attachments**

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