



# Lasernet

**Q1 2026**

**Strong margins and  
sharper market focus**



# Q1 by numbers

Lasernet has new KPIs from 2026 as a dedicated software company.

Organic growth recurring  
revenue  
11% (10%)

ACV 6 MSEK (8 MSEK)  
ARR 228 MSEK (218 MSEK)

Adjusted EBIT %  
19 % (1%)  
(no non recurring in Q1)



## Q1 highlights

- 18 new customers in Dynamics
- Large deal in Other ERP with Oracle
- Some churn, mainly in Banking and Non core products

- Launch of Lasernet name and brand
- New Partner agreement with IFS
- Winner "Exchange Partner of the year" at Temenos event

- Share repurchase program initiated and completed in Q1
- Proposal to AGM for share redemption of 754 MSEK, 14 SEK per share



# We solve universal document challenges



30+

Years Experience



2500

Customers



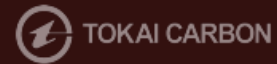
75+

Partners



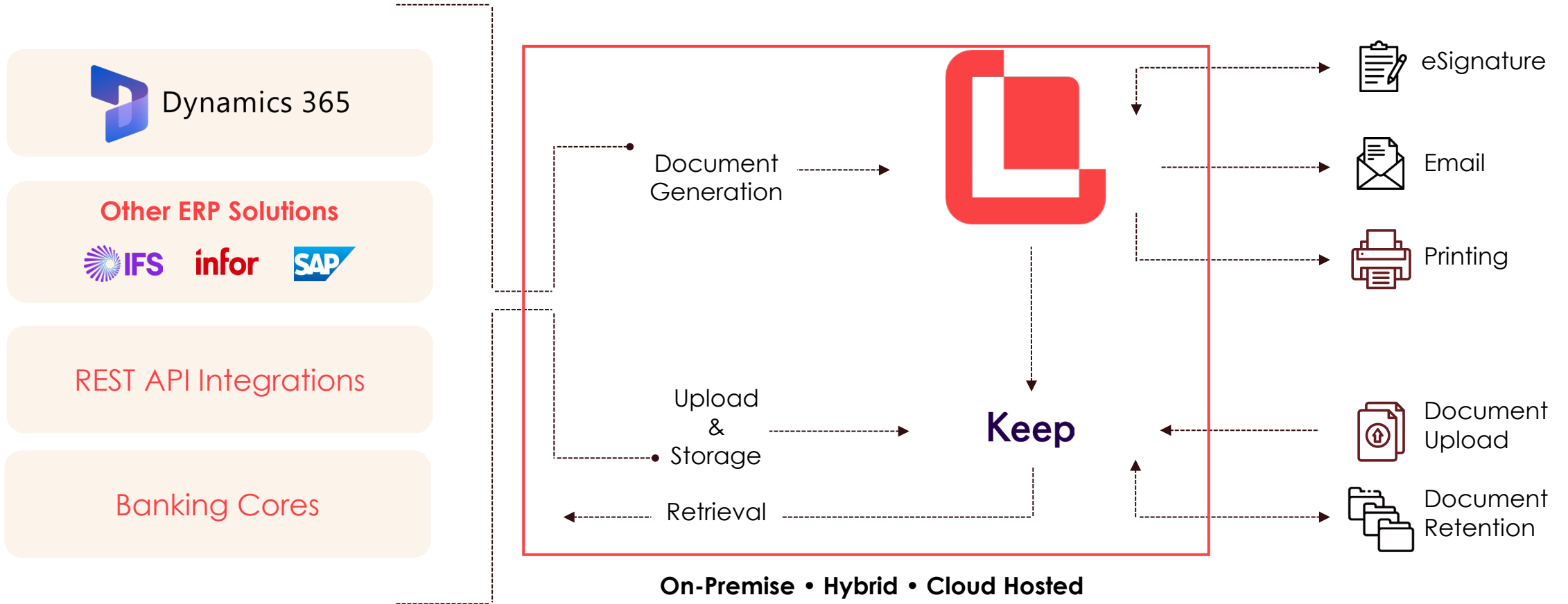
7

Offices



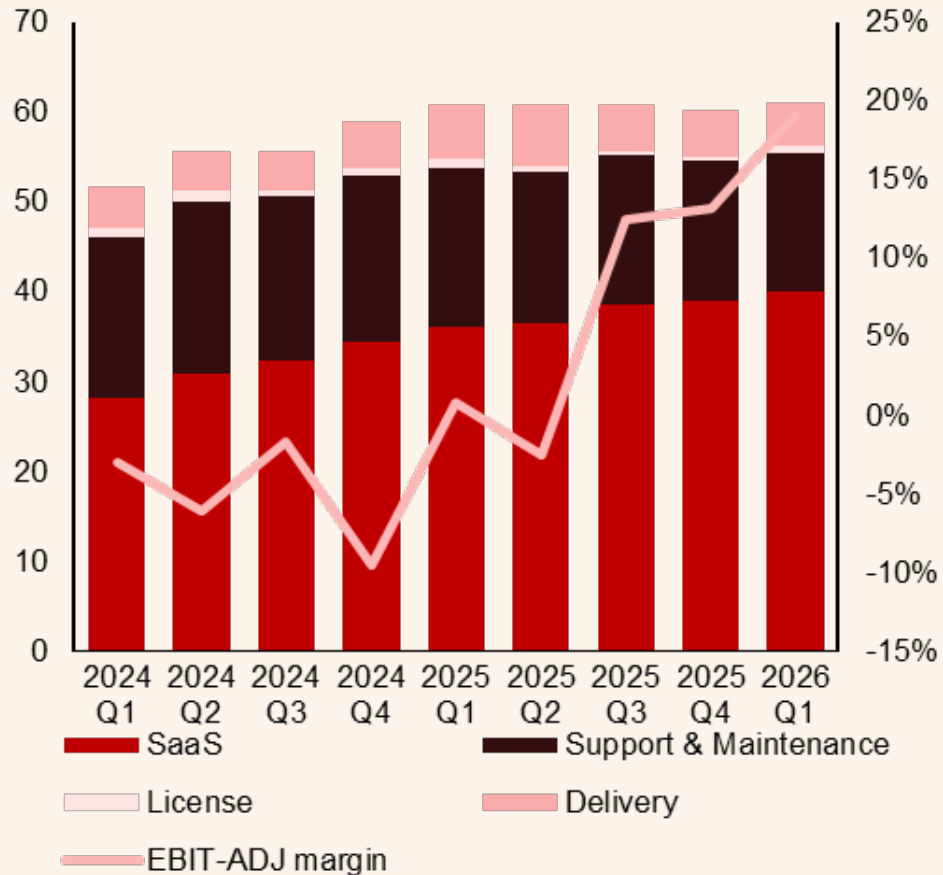


# Scalable, Embedded Platform Functionality





# Sharper margins



## Recurring Revenue Growth

Lasernet Group shows steady SaaS growth despite FX headwinds in 2025.

## Improving Margin Profile

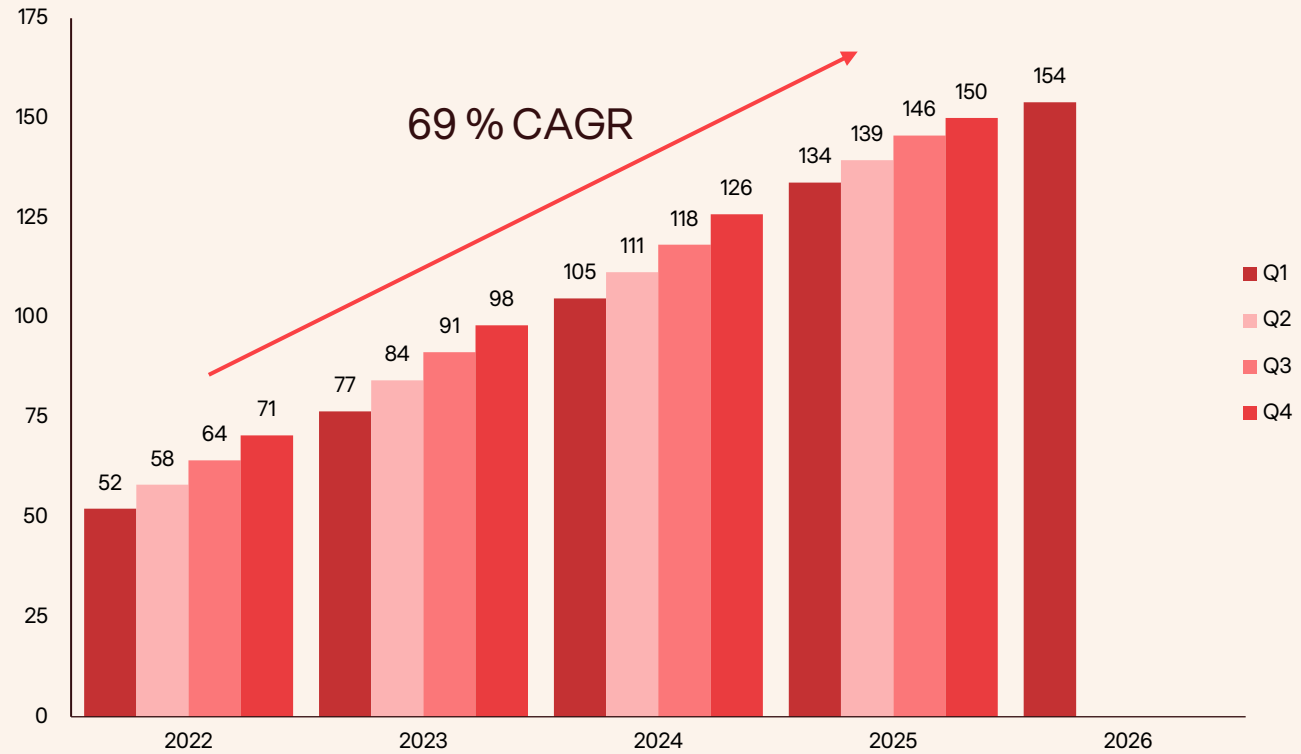
Focused financial discipline has led to improved profit margins and stronger earnings, with Q1 adjusted EBIT at **19%**

## Stable Cash Flows

The company generates stable cash flows critical for sustaining long-term profitability with over 90% recurring revenue



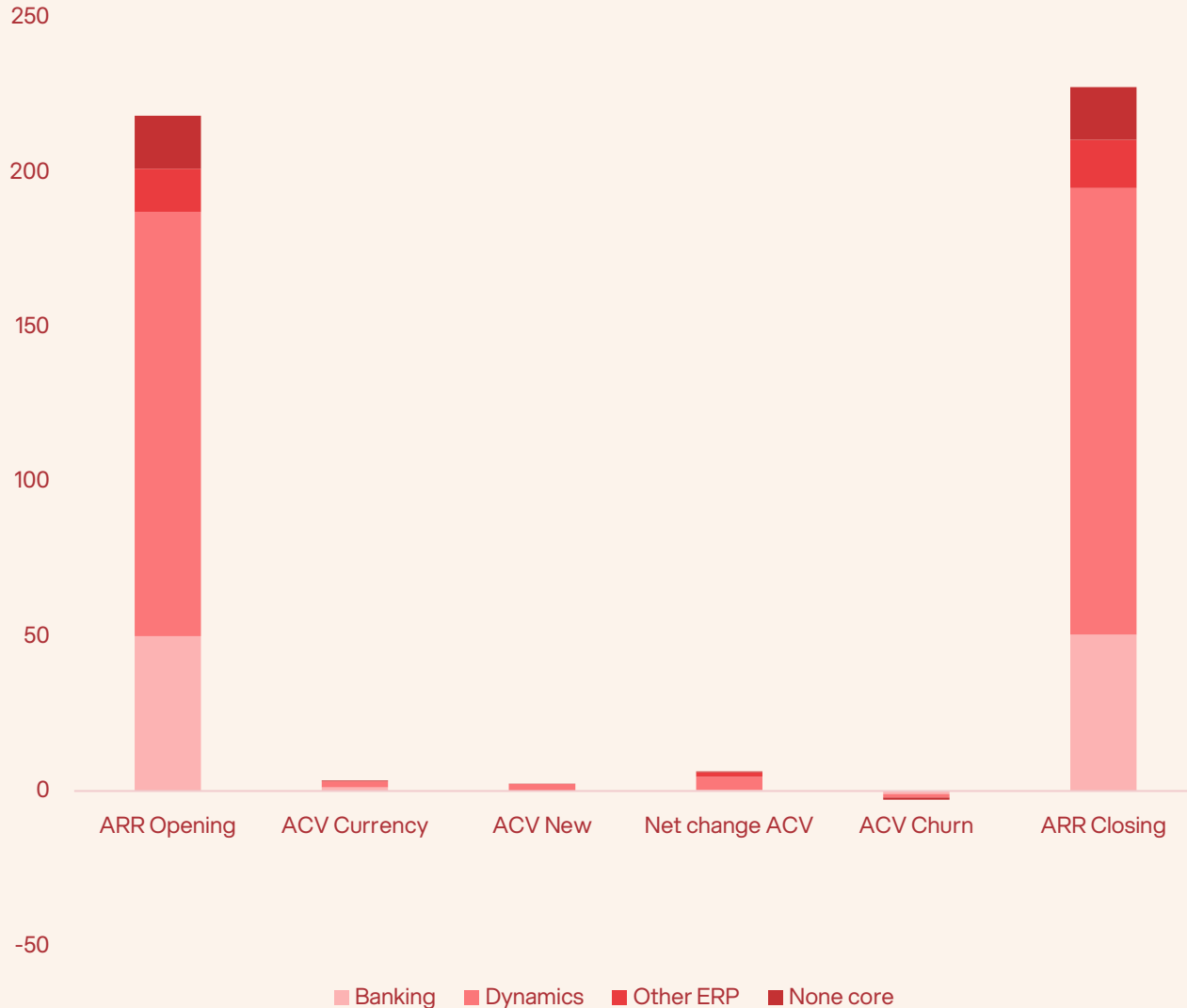
# 5 year SaaS Growth





# ACV & ARR

New ACV and ARR bridge in quarterly financials for detailed split by main segments



- Net ACV (excl FX) of 6 MSEK (8 MSEK)
- 18 new customers, in Dynamics
- Churn of 3 MSEK, from Banking, Dynamics and Non core
- Q1 ARR at 228 MSEK



# P&L Lasernet Group

(SEK 000)	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q/Q %	Q/Q SEK
SaaS	30 900	32 296	34 507	36 133	36 474	38 515	38 939	39 988	11%	3 855
Support and maintenance	19 128	18 316	18 385	17 534	16 913	16 695	15 585	15 359	-12%	-2 176
<i>Recurring revenue</i>	<i>50 028</i>	<i>50 612</i>	<i>52 892</i>	<i>53 667</i>	<i>53 387</i>	<i>55 210</i>	<i>54 523</i>	<i>55 347</i>	3%	1 680
License	1 225	700	909	1 016	632	309	383	802	-21%	-214
<i>Software revenues</i>	<i>51 253</i>	<i>51 312</i>	<i>53 800</i>	<i>54 683</i>	<i>54 019</i>	<i>55 518</i>	<i>54 906</i>	<i>56 149</i>	3%	1 466
Deliveries	4 308	4 357	5 182	6 138	6 651	5 259	5 225	4 760	-22%	-1 378
Other income	127	81	253	356	218	106	222	158	-55%	-197
<i>Total income</i>	<i>55 688</i>	<i>55 749</i>	<i>59 236</i>	<i>61 177</i>	<i>60 888</i>	<i>60 883</i>	<i>60 353</i>	<i>61 067</i>	0%	-110
Sales expenses	-11 616	-11 076	-12 605	-14 103	-14 227	-13 557	-13 016	-12 759	-10%	1 344
Other costs	-16 422	-14 474	-16 779	-14 431	-16 942	-12 123	-12 557	-13 128	-9%	1 302
Personnel costs	-28 941	-29 030	-33 262	-30 059	-28 728	-25 759	-24 901	-21 642	-28%	8 417
Capitalized development costs	3 596	3 479	3 501	3 484	2 914	3 361	2 813	2 304	-34%	-1 180
<b>Total operating expenses</b>	<b>-53 383</b>	<b>-51 100</b>	<b>-59 143</b>	<b>-55 109</b>	<b>-56 983</b>	<b>-48 077</b>	<b>-47 661</b>	<b>-45 225</b>	<b>-18%</b>	<b>9 884</b>
<b>EBITDA</b>	<b>2 305</b>	<b>4 649</b>	<b>92</b>	<b>6 068</b>	<b>3 905</b>	<b>12 805</b>	<b>12 693</b>	<b>15 842</b>	<b>161%</b>	<b>9 774</b>
%	4,1%	8,3%	0,2%	9,9%	6,4%	21,0%	21,0%	26,0%		
Items affecting comparability	-	-3 016	-	-5 736	-10 271	-3 914	-43 233	-		5 736
Depreciation/amortization	-5 670	-5 594	-5 691	-5 549	-5 448	-5 217	-4 771	-4 225	-24%	1 324
<b>EBIT</b>	<b>-3 364</b>	<b>-3 961</b>	<b>-5 599</b>	<b>-5 216</b>	<b>-11 815</b>	<b>3 674</b>	<b>-35 311</b>	<b>11 617</b>	<b>323%</b>	<b>16 833</b>
%	-6,0%	-7,1%	-9,5%	-8,5%	-19,4%	6,0%	-58,5%	19,1%		

Continued growth in SaaS revenue +12 %, with decline in support & maintenance -11 %

Delivery -22 %. In line with strategy, by subcontractors

Recurring revenue +3 %, excl FX 11 %

Net sales at 0 %, excl FX 10 %

Cost improvements given reorganization in 2025

Improvement of EBITDA margin to 26 % (10 %)

EBIT-adj. of +12 MSEK (1 MSEK)

EBIT-adj % at 19 % (10 %)

# Questions?

Thank you!

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