Q1 2025.

Improvement on all lines

Q1 in short.

Net sales

139 MSEK (125)

Recurring Revenue is >80% of Net Sales

ACV

11 MSEK (6,4)

Strong ACV

EBIT

13 MSEK (4)

Excl 8 MSEK one-offs

Q1 highlights.

- Strong ACV 11 MSEK (6 MSEK)
  - A lot of expansion in Public
  - Lasernet business with 19 new deals in Dynamics ERP
- Tech development for modernization first pilot at customer site

- Successful control and reduction of cost in both business areas
- Customer days in Public +200 governmental officials

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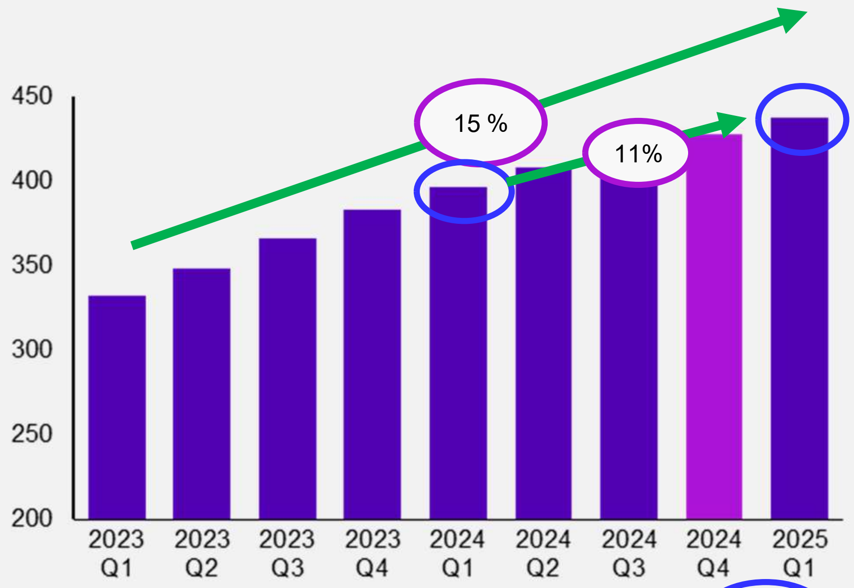
Continued growth with improved margins.

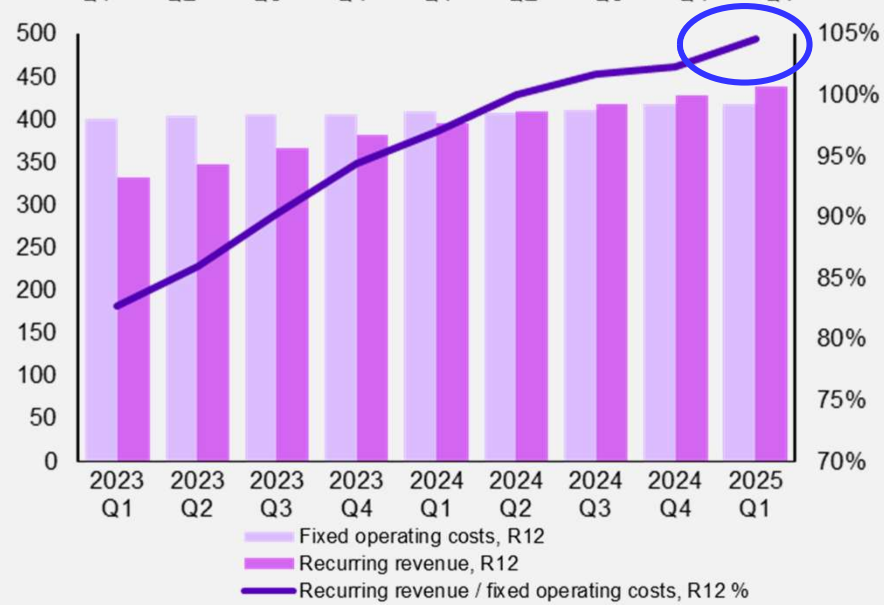
(SEK 000)	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q/Q %	Q/Q SEK
SaaS	32 135	33 679	36 062	38 373	41 673	43 879	45 950	48 106	25%	9 733
Support and maintenance	62 339	65 454	64 743	63 489	64 991	65 088	64 648	63 552	0%	64
Recurring revenue	*94 474*	*99 133*	*100 805*	*101 861*	*106 665*	*108 967*	*110 598*	*111 658*	*10%*	*9 797*
License	7 924	1 928	6 070	1 318	3 628	850	2 716	1 269	-4%	-49
Software revenues	*102 398*	*101 062*	*106 875*	*103 180*	*110 293*	*109 817*	*113 314*	*112 928*	*9%*	*9 748*
Deliveries	34 871	22 292	28 764	21 710	22 047	19 756	27 193	26 150	20%	4 440
Other income	215	462	582	410	406	423	396	639	56%	229
Total income	*137 484*	*123 816*	*136 221*	*125 299*	*132 746*	*129 997*	*140 903*	*139 717*	*12%*	*14 417*
Sales expenses	-16 340	-14 241	-15 413	-13 549	-15 709	-14 977	-17 015	-18 391	36%	-4 842
Other costs	-30 480	-28 500	-32 569	-29 779	-32 975	-31 456	-34 328	-30 409	2%	-629
Personnel costs	-75 321	-65 304	-72 319	-74 203	-72 469	-65 456	-77 718	-73 677	-1%	526
Capitalized development costs	13 740	13 434	17 052	13 551	13 517	14 821	13 137	12 912	-5%	-639
Total operating expenses	**-108 401**	**-94 610**	**-103 249**	**-103 981**	**-107 636**	**-97 068**	**-115 924**	**-109 564**	**5%**	**-5 584**
EBITDA	**29 083**	**29 206**	**32 973**	**21 319**	**25 110**	**32 929**	**24 979**	**30 152**	**41%**	**8 834**
%	*21,2%*	*23,6%*	*24,2%*	*17,0%*	*18,9%*	*25,3%*	*17,7%*	*21,6%*		
Items affecting comparability	-	-1 465	-	-	-	-6 061	-4 703	-8 250		-8 250
Depreciation/amortization	-16 142	-16 153	-15 722	-16 865	-17 189	-17 259	-17 699	-17 391	3%	-527
EBIT	**12 941**	**11 588**	**17 251**	**4 454**	**7 921**	**9 610**	**2 577**	**4 511**	**1%**	**57**
%	*9,4%*	*9,4%*	*12,7%*	*3,6%*	*6,0%*	*7,4%*	*1,8%*	*3,2%*		

- Continued good growth in SaaS revenue with **+25%**
- Improved delivery in Public
- Total income up **12%**
- Margin improvements thanks to lower relative operating costs, EBITDA margin **21.6%** (17.0%)
- One-off costs of **8MSEK** related to restructuring
- EBIT-adj. of **13MSEK**(4MSEK)

Growth in recurring revenue.

- 438 MSEK in recurring revenue (R12)
- >80 % of net sales
- 11 % yoy growth (R12)
- CAGR >10 % from 2014
  - 15 % over the last two years
- Covers >105 % of fixed operating costs
  - Gives stability and lowers risk





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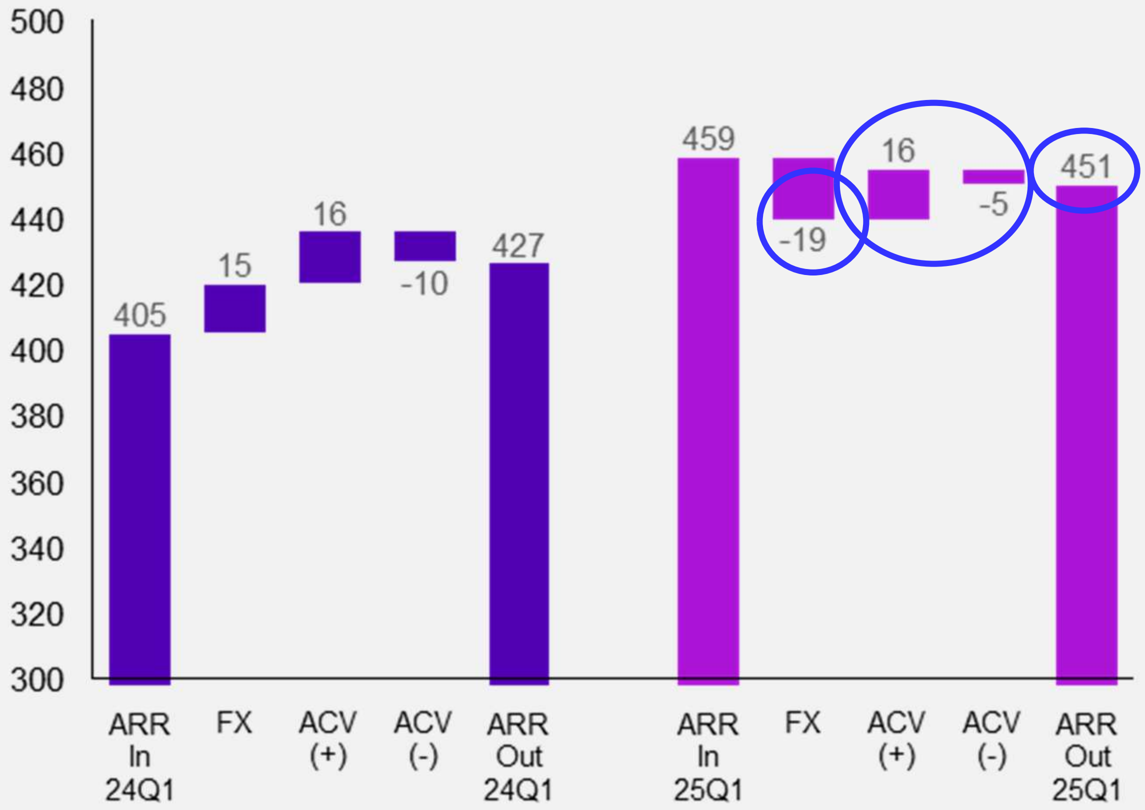
ACV.

- Large negative FX effect due to the strengthening of the SEK against both EUR/DKK, USD and GBP of -19 MSEK
- Net ACV of +11 MSEK
  - SaaS: +9 MSEK
  - Support & Maint.: +2 MSEK
- Strong ACV quarter from both businesses despite some churn
  - Lasernet: +8 (5) MSEK
  - Public: +3 (2) MSEK
  - Last Platina LS customers churned in Q1(Lasernet)
  - Outgoing ARR of 451 MSEK.
  - +6% compared to last year



Pursue Potential Programme.

ONE PUBLIC BUSINESS AREA

CUSTOMER JOURNEY OVERHAUL IN LASERNET BUSINESS AREA

One Public Business Area Transition.

Size
- Leading voice
- Scale competences and efficiency
- New markets
- Preferred partner digital government

Synergies
- Free up resources to customer dialogues
- Sharing competences
- Organisational cost savings

One Public

Focus
- **Investments**
- **Development**

Clarity
- **Offerings**
- **New Tech**

- The first functionality based on our scalable software platform in pilot operation at customer

The Lasernet business.

Alithya

- Continued learning from Essentials
- Appreciated by our partners
- Average deal size increasing
- Positive development and continued focus on cost

Financial Targets 2021–2025.

10%

Average annual revenue growth 2021-2025

70%

Share of recurring revenue in 2025

>20%

Gradually improved EBIT margin to reach by 2025

>50%

Dividend policy of net profit over time

Key Take Aways.

1. We continue to build recurring revenue
2. Positive margin development
3. Pursue potential getting ready for next phase

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Questions?