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Planisware, a Project Management Software leader, prepares for Initial Public Offering

- *Planisware is a leading business-to-business (“B2B”) provider of Software-as-a-Service (“SaaS”) in the rapidly growing Project Economy*
- *Planisware provides its clients with next-generation, cloud-based solutions enabling them to plan, optimize and manage their projects and project portfolios at scale while fostering cross-functional team collaboration, thereby accelerating on-time and on-budget program completion, release of products and services, and value stream alignment*
- *Planisware’s revenues have grown at a CAGR of approximately 19% since 1996, with a 31% EBITDA margin in 2022*
- *The potential initial public offering (“IPO”) represents a significant opportunity for Planisware to enhance market visibility and brand awareness, pursue its growth strategy and further strengthen its market position*
- *Planisware’s shares would be listed on Euronext Paris*

Châtillon, June 22, 2023 – Planisware, a leading B2B provider of SaaS, is preparing for an IPO on Euronext Paris.

Founded in France in 1996 by Pierre Demonsant, Yves Humblot, Matthieu Delille, and François Pelissolo, Planisware provides project management solutions that help organizations transform how they strategize, plan and deliver their projects, project portfolios, programs and products. With nearly 600 employees, Planisware operates at scale serving around 500 clients in a wide range of verticals and functions across more than 30 countries, spanning Europe, North America and Asia. Planisware’s clients include large international companies, medium-sized businesses and public sector entities. Planisware’s core business currently focuses on supporting its clients across four key pillars: (1) Product Development and Innovation, (2) Project Controls and Engineering, (3) Project Business Automation and (4) Agility and IT Projects.

Pierre Demonsant, Co-founder and Chairman of Planisware, commented: *“In an increasingly complex world, with the Project Economy at center stage, we are the true enabler of business transformation and innovation, helping our clients to improve everyday life, make the world more sustainable and connect people across the globe. As a leading B2B SaaS provider, we are excited about the prospects of listing Planisware on Euronext Paris. This is a significant milestone in Planisware’s history and a natural step in our expansion.”*

Loïc Sautour, CEO of Planisware, added: *“Building on the success of our strategic choices, solid and resilient business model and scalable technology, we are preparing to write a new chapter in our history with this IPO. I am confident that we have the right leadership and teams in place to address our clients’ mission-critical functions, transform how organizations plan and deliver their project portfolios and pursue our profitable growth trajectory.”*



The Accelerator of the Project Economy

Technology, climate change, and societal shifts are disrupting economies and entire industries. Long-time established business models and processes must be adapted to the reality of the digital economy, new products must be invented and launched, and infrastructure and energy need to deliver a more sustainable world. To meet these challenges, organizations need to master change at an unprecedented scale.

To enable change and tackle the most complex problems, organizations are centring their operations around projects and project delivery. Businesses worldwide invest an estimated \$48 trillion¹ in projects every year.

With an ever-increasing number of workers contributing to one or several projects, including in particular across North America and Western Europe, it is estimated that project-based work represents between 30% to 40% of total time spent by workers, which translates to an estimated 200 million to 250 million full-time employees², 88 million of whom are themselves project managers.

This shift towards project-based work is called the Project Economy. But change comes with frictions and uncertainties. Worldwide, it is estimated that only 35% of all projects undertaken are determined to be successful in terms of results, budget and delivery³, an extravagant waste of time and effort.

Planisware's mission is to enable large organizations in garnering their resources and driving all their project activities with improved certainty and visibility. By providing solutions to track portfolios, programs, projects, products and workflows across verticals and functions, Planisware makes it possible for organizations to rise to the challenges of the Project Economy, benefiting from increased value creation, long-term cost-saving potential and prioritization of the strategic projects that drive optimal business performance.

Strong, consistent track record of growth and profitability

Planisware has a long and uninterrupted history of sustainable growth since its founding in 1996.

In 2022, its revenues reached €132 million (82% of which consisted of recurring revenues), representing a CAGR of 20% over the 2020-2022 period, as well as an EBITDA margin of 31% and high levels of cash conversion. The Company's global footprint is demonstrated by its high levels of international sales, including c.80% outside of France and 45% in the United States specifically.

Planisware is prepared to initiate this new phase through its IPO on Euronext Paris, which is subject to market conditions and obtaining relevant approvals from the *Autorité des Marchés Financiers* ("AMF") of the offering documents. The founders would retain a majority stake in Planisware following the planned IPO.

¹ Source : <https://hbr.org/2023/02/how-ai-will-transform-project-management>

² Source: <https://www.pmi.org/the-project-economy/>

³ Source: <https://store.hbr.org/product/harvard-business-review-project-management-handbook-toolkit/10545>



The public listing will enable Planisware to further enhance market visibility and brand awareness, pursue its growth strategy, and consolidate its leading market position while continuing to expand its global presence with a proven go-to-market strategy.

About Planisware

Planisware is a leading business-to-business (“B2B”) provider of Software-as-a-Service (“SaaS”) in the rapidly growing Project Economy. Planisware’s mission is to provide solutions that help organizations transform how they strategize, plan and deliver their projects, project portfolios, programs and products.

With nearly 600 employees across 12 offices as of January 2023, Planisware operates at significant scale serving around 500 organizational clients in a wide range of verticals and functions across more than 30 countries worldwide. Planisware’s clients include large international companies, medium-sized businesses and public sector entities. For more information, visit: <https://planisware.com/>

Connect with Planisware on: [LinkedIn](#) and [Twitter](#)

Media contact

FTI Consulting

planisware@fticonsulting.com

Emily Oliver +33 6 28 73 45 15

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