



## The Accelerator of the Project Economy

**Q1 2024 revenue**

May 21<sup>st</sup>, 2024

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*Variation in constant currencies represent figures based on constant exchange rates using as a base those used in the prior year. As a result, such figures may vary slightly from actual results based on current exchange rates.*

*This document includes certain unaudited measures and ratios of the Group’s financial or non-financial performance (the “non-IFRS measures”), such as “recurring revenue”, “non-recurring revenue”, “gross margin”, “Adjusted EBITDA”, “Adjusted EBITDA margin”, “Adjusted Free Cash Flow”, “cash conversion rate”, “churn rate” and “Net Retention Rate” (or “NRR”). Non-IFRS financial information may exclude certain items contained in the nearest IFRS financial measure or include certain non-IFRS components. Readers should not consider items which are not recognized measurements under IFRS as alternatives to the applicable measurements under IFRS. These measures have limitations as analytical tools and readers should not treat them as substitutes for IFRS measures. In particular, readers should not consider such measurements of the Group’s financial performance or liquidity as an alternative to profit for the period, operating income or other performance measures derived in accordance with IFRS or as an alternative to cash flow from (used in) operating activities as a measurement of the Group’s liquidity. Other companies with activities similar to or different from those of the Group could calculate non-IFRS measures differently from the calculations adopted by the Group.*

*Non-IFRS measures included in this document are defined as follows:*

- Adjusted EBITDA is calculated as Current operating profit including share of profit of equity-accounted investees, plus amortization and depreciation as well as impairment of intangible assets and property, plant and equipment, plus either non-recurring items or non-operating.*
- Adjusted EBITDA margin is the ratio of Adjusted EBITDA to total revenue.*
- Adjusted FCF (Free Cash Flow) is calculated as cash flows from operating activities, plus IPO costs paid, if any, less other financial income and expenses classified as operating activities in the cash-flow statement, and less net cash relating to capital expenditures.*
- Cash Conversion Rate is defined as Adjusted FCF divided by Adjusted EBITDA.*

# Today's presenters

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**Loïc Sautour**  
CEO



**Stéphanie Pardo**  
CFO

# Planisware, a leading global B2B provider of SaaS in the rapidly growing Project Economy



**€156m**  
FY 2023  
total  
revenue

**86%**  
FY 2023  
recurring  
revenue



**82%**  
FY 2023  
International  
revenue<sup>1-2</sup>

**44%**  
FY 2023  
revenue in  
North America



**20%**  
FY 2023  
revenue  
growth in cc

**33%**  
FY 2023  
Adj. EBITDA  
margin



**545**  
Blue-chip global customers



**121%**  
FY 2023 NRR<sup>3-4</sup>

**1.8%**  
FY 2023 churn  
rate<sup>5</sup>



**10 Years**  
Average top 20 customer tenure



**14**  
Offices worldwide



**c. 700**  
Talented Planiswarriors<sup>6</sup>



**81%**  
Great Place to Work<sup>®</sup>  
Trust Index<sup>©</sup> score<sup>7</sup>

**Notes:** 1: Outside of France. 2: Revenue with customers. 3: The Net Retention Rate (NRR) is the percentage of recurring revenue generated in a given year compared to the prior year by customers existing in the prior year, excluding terminated contracts. 4: In constant currency. 5: Defined as percentage of recurring revenue generated in year N-1, by customers terminating in year N, compared to recurring revenues generated by clients existing at the start of year N, in constant currency. 6: as of end of 2023. 7: For the Group, in 2023.

# Q1 2024 highlights

**Successful IPO on Euronext Paris**



**Long-standing and international shareholder base**



**Increased market visibility and brand awareness**



**Start of a new phase in Planisware's development**

**Strong start of the year**



**Total revenue € 40.9 million**



**+19.6% total revenue growth in cc<sup>1</sup>**



**SaaS Model<sup>2</sup> +31.0% revenue growth in cc<sup>1</sup>**

***Land, Expand, Retain strategy at work***



**Significant number of new clients**



**High level of up-sell and cross-sell**



**Churn avoidance with numerous contract renewals**

**Dynamic commercial momentum**



**Successful Exchange24 user conference in the USA**



**Strong demand for AI/ML powered predictive modules**



**Industry third party recognition confirmed by Forrester**

**Notes:**

1: Revenue evolution in constant currencies, i.e. at Q1 2023 average exchange rates

2: SaaS Model: SaaS & Hosting and Evolutive support and Subscription support

# Successful IPO on Euronext Paris

- **Largest tech IPO** on Euronext Paris since 2021
- Four **tier-1 cornerstone investors** and **strong international demand** from **high quality institutional investors**



- Success of the transaction with a **final size of €278m** (including full exercise of the over-allotment option)
- **Strong participation** of employee in the concurrent offering for c. € 5.9 million (at 16 €/share)

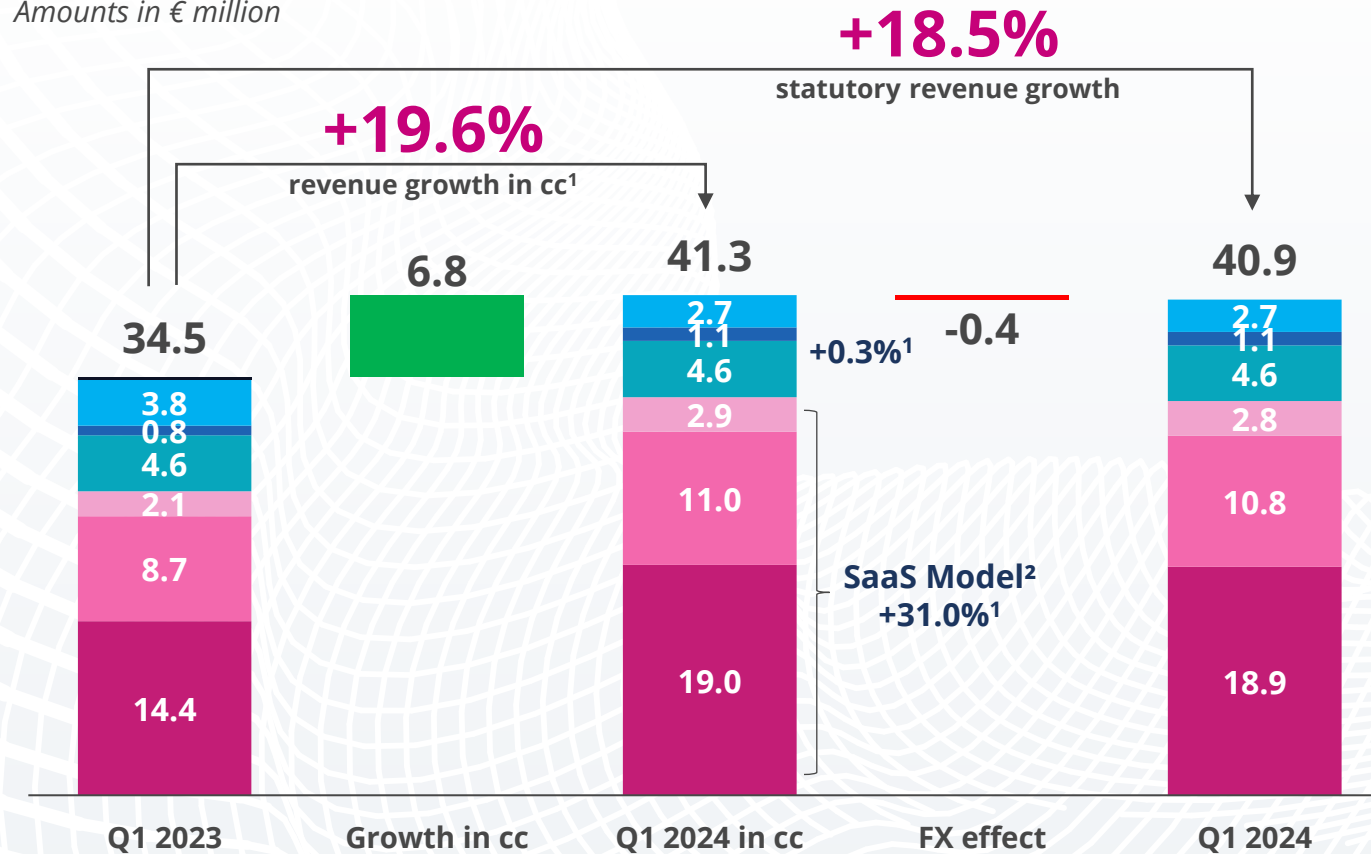
➤ **Start of a new phase of development**

➤ **Increased visibility and brand awareness**

➤ **First effects already visible on commercial momentum**

# Strong start of the year

Amounts in € million



Revenue growth in cc<sup>1</sup> led by SaaS Model<sup>2</sup> at +31.0% with:

- SaaS & Hosting: +32.5%
- Evolutive support: +26.7%
- Subscriptions support: +38.2%

Flat **Maintenance** revenue reflecting **shift to SaaS**

**Perpetual license** growth led by North America

**Implementation** impacted by high base effect and delays in starts of projects

**FX effect** related to EUR appreciation vs. USD and JPY

## Recurring revenue

- SaaS & Hosting
- Evolutive support
- Subscription support
- Maintenance

SaaS Model

## Non-recurring revenue

- Implementation & others non-recurring
- Perpetual license

### Notes:

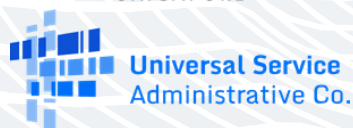
- 1: Revenue evolution in constant currencies, i.e. at Q1 2023 average exchange rates
- 2: SaaS Model: SaaS & Hosting and Evolutive support and Subscription support

# Land, Expand, Retain: Planisware's go-to-market at work

Selection of latest notable commercial wins in Q1 2024

## Land

Significant number of new clients



## Expand

High level of up-sell and cross-sell



## Retain

Churn avoidance with contract renewals





# Exchange24: getting always closer to our clients

## Exchange24 North America

Annual user conference held in Philadelphia - Pennsylvania, on April 23-25, 2024

Landmark event to share valuable insights, celebrate successes, and set the stage for future innovations

### Focus on four emerging trends in Strategic Portfolio Management:

- 1 | The Future of Work - Innovating for a Connected Future
- 2 | Making Fast and Accurate Decisions
- 3 | Embracing Sustainability
- 4 | From AI Hype to AI Adoption



500+ attendees



25+ sessions with industry leaders



98% of Planisware's NAM customers



3 Excellence Awards out of 12 candidates

# Industry recognition: leadership confirmed



Gartner® Magic Quadrant for Adaptive Project Management and Reporting, Q3 2023

▶ **Leader** in Strategic Portfolio Management Market Report for the second year in a row

2023 Gartner® Peer Insights™ Customers' Choice for Strategic Portfolio Management

▶ Recognized as a 2023 Gartner® Peer Insights™ **Customers' Choice** for Strategic Portfolio Management



Info-Tech's 2023 Project Portfolio Management (PPM) Emotional Footprint Report

▶ **#1 Champion** in the Project Portfolio Management Emotional Footprint Report



2023-2024 IDC MarketScape for Worldwide Strategic Portfolio Management and IT PPM

▶ Positioned in the **Leaders Category**



Sources: Gartner, Forrester, IDC, Infotech.

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# 2024 objectives confirmed

**Topline growth**

**c. 19.5% total revenue growth in constant currencies<sup>1</sup>**

**Adj. EBITDA margin<sup>2</sup>**

**Adjusted EBITDA margin<sup>2</sup> of approximately 33%**

**Adj. Free Cash Flow<sup>3</sup>**

**Cash Conversion Rate<sup>3</sup> of c. 80%**

**Notes:**

1: Variation in constant currencies represent figures based on constant exchange rates using as a base those used in the prior year.

2: Adjusted EBITDA margin is the ratio of Adjusted EBITDA to total revenue. Adjusted EBITDA is calculated as Current operating profit including share of profit of equity-accounted investees, plus amortization and depreciation, minus non-recurring items and non-operating items.

3: Adjusted Free Cash Flow (FCF) is calculated as cash flows from operating activities, plus IPO costs paid, if any, less other financial income and expenses classified as operating activities in the cash-flow statement, and less net cash relating to capital expenditures. Management considers Adjusted Free Cash Flow to be a liquidity measure that provides useful information to stakeholders. Cash Conversion Rate is the ration of Adjusted FCF to Adjusted EBITDA.

# Solid foundation for the next phase of growth



## Global Category Leader SaaS Platform

**Multi-specialist and mission critical solutions**

**Future-proof, scalable and next gen tech stack**

**Global and sticky blue-chip clients**

## Accelerator of the Project Economy

**Megatrends fueling a double-digit-growing market**

**Large and underpenetrated TAM**

**4 specialized pillars addressing all industry verticals**

## Unrivaled Financial Profile

**Highly recurring business model**

**Profitable growth consistently delivered**

**Proven "Land-Expand-Retain" Strategy**

## Visionary Leadership

**Impeccable track-record of execution**

**Clear roadmap with multiple value-creation levers**

**Here to stay**

Source: Company.

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# Q&A

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# Thank you

For more information, please contact:

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