

Planisware

The Accelerator of the
Project Economy

Q1 2025 revenue
April 29, 2025

Make Vision Reality



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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”, and “cash conversion rate”. 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 items. 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



Loïc Sautour
CEO



Stéphanie Pardo
CFO

Q1 2025 highlights

Planisware
in Q1 2025

1

- **Q1 revenue** reaching **€ 47.5 million**, up by **+14.3%** year-on-year in constant currencies

2

- **Strong demand for PPM and SPM** advanced solutions providing **visibility** and **agility**

3

- Planisware not directly impacted by tariffs but still longer customers' decision-making

4

- **Disciplined resources allocation** to maintain profitability and cash generation while **investing for long-term growth**

5

- **2025 objectives confirmed**

Key recent achievements



Executing geographic expansion

Opening of two new offices:

- Brussels in Belgium
- Seoul in Korea



Getting always closer to our clients

Annual user conference:

- San Francisco – California
- March 25-27, 2024
- 216 customers gathered



Staying at the fore-front of innovation

Shaping the future of SPM:

- Future proof for a transition to 80% of the usage with AI agents in a few years
- Higher barrier to entry

Q1 2025 **commercial activity**

Selection of latest notable commercial wins

FORVIA



coles

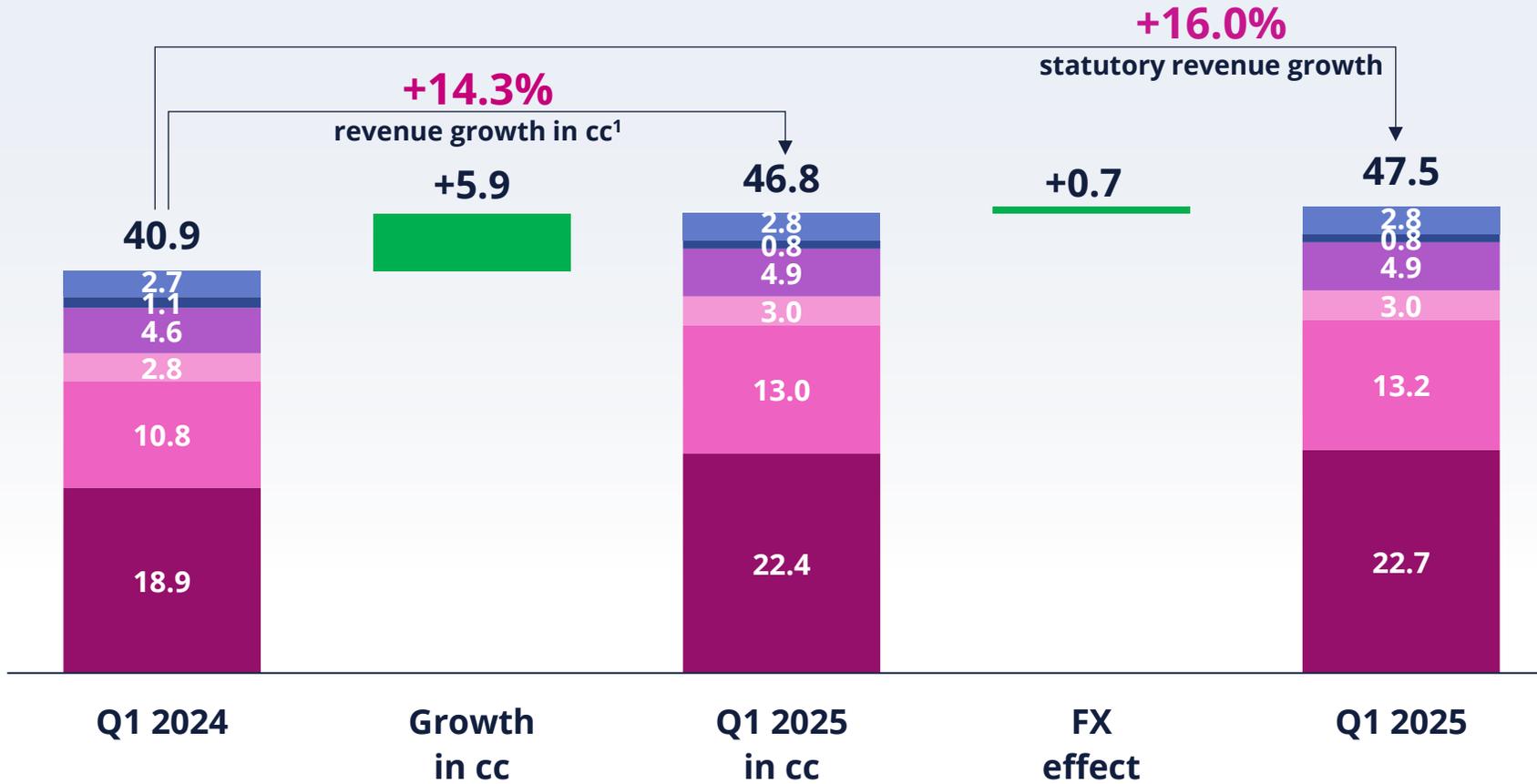
PHILIPS

Continental

**Boston
Scientific**



Q1 2025 revenue growth building blocks



Recurring revenue

- SaaS & Hosting
- Evolutionary support
- Subscription support
- Maintenance

SaaS Model

Non-recurring revenue

- Perpetual license
- Implementation & others non-recurring

- Revenue growth in cc¹ led by SaaS Model² at +17.8% with:**
 - SaaS & Hosting: +18.5%
 - Support activities³: +16.7%
 - Subscription support: +4.1%
- Maintenance up by +5.2%** reflecting the strong demand for licenses in the start of 2024
- Perpetual licenses (€-0.3m)** impacted by high base effect
- Implementation (+4.4%)** led by the start of SaaS contracts signed end of 2024

FX effect
related to USD appreciation

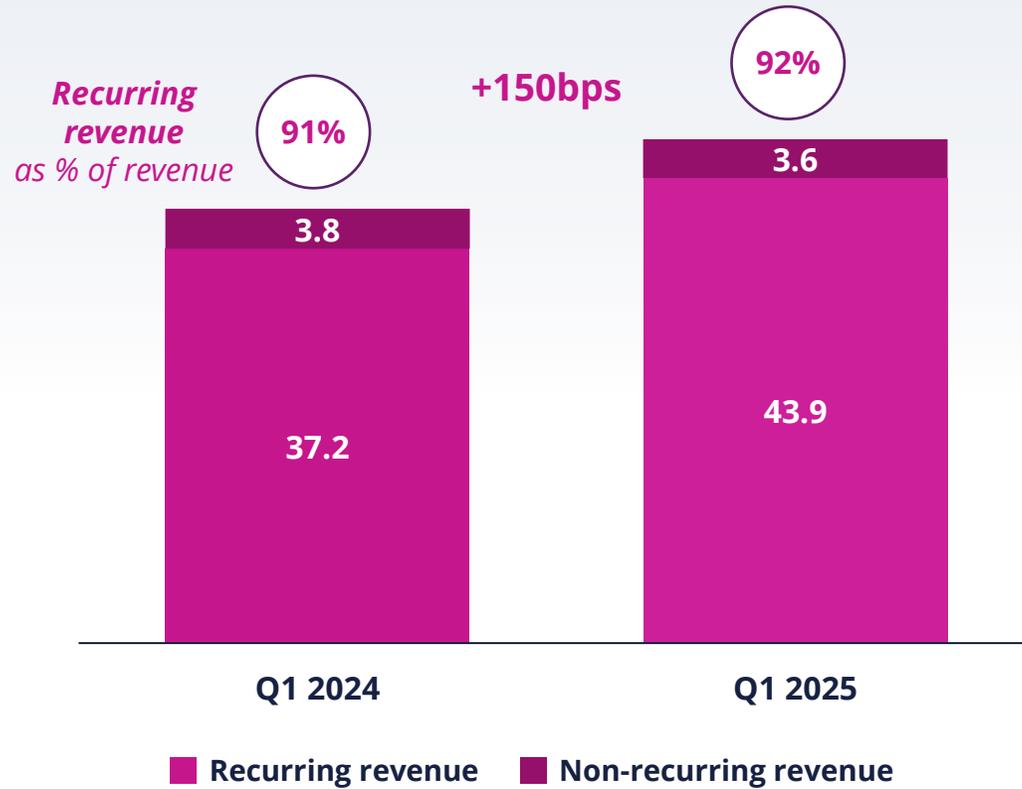
Notes:

- 1: Revenue evolution in constant currencies, i.e. at Q1 2024 average exchange rates
- 2: SaaS Model: SaaS & Hosting, Annual Licenses and Evolutionary & Subscription support
- 3: Evolutionary support and Subscription support together

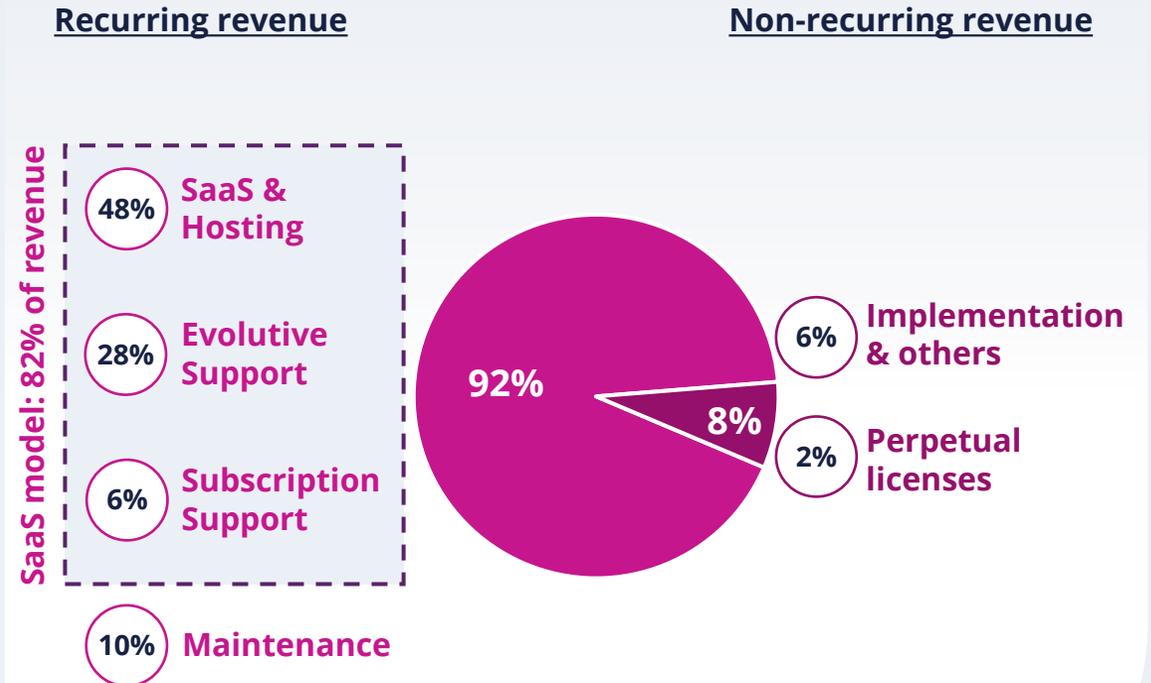
Revenue mix evolution at work

Amounts in € million

Revenue mix evolution



Q1 2025 revenue breakdown



A Group fully geared to cope with potential economic slowdown



2025 objectives confirmed

Revenue

Mid-to-high teens growth in constant currencies¹

Adj. EBITDA²

c. 35% of revenue

Adj. Free Cash Flow³

Cash Conversion Rate³ 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 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 ratio of Adjusted FCF to Adjusted EBITDA.

**Thanks for
Your time**

For more information, please contact:

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Q1 2025 revenue by revenue stream

<i>In € million</i>	Q1 2025	Q1 2024	Variation YoY	Variation in cc*
Recurring revenue	43.9	37.2	+18.0%	+16.2%
SaaS & Hosting	22.7	18.9	+20.4%	+18.5%
Evolutionary support	13.2	10.8	+21.8%	+20.0%
Subscription support	3.0	2.8	+6.7%	+4.1%
Maintenance	4.9	4.6	+6.4%	+5.2%
Non-recurring revenue	3.6	3.8	-3.3%	-4.4%
Perpetual licenses	0.8	1.1	-24.1%	-25.4%
Implementation & others non-recurring	2.8	2.7	+5.5%	+4.4%
Total revenue	47.5	40.9	+16.0%	+14.3%
SaaS Model	38.9	32.6	+19.6%	+17.8%
Support	16.2	13.7	+18.6%	+16.7%

Notes:

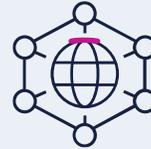
1: Revenue evolution in constant currencies, i.e. at Q1 2024 average exchange rates

2: SaaS Model: SaaS & Hosting and Annual Licenses and Evolutionary support and Subscription support

Planisware at a glance in 2024



€183m | **89%**
 FY 2024 total revenue | FY 2024 recurring revenue



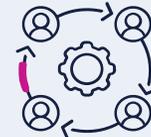
83% | **44%**
 FY 2024 International revenue⁽¹⁾ | FY 2024 revenue in North America



19% | **35.2%**
 2020-2024 revenue growth CAGR | FY 2024 Adj. EBITDA margin



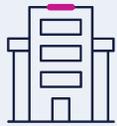
c. 600 | **c. 35**
 blue-chip global customers | countries served



121% | **2.2%**
 FY 2024 NRR⁽²⁾ | FY 2024 churn rate⁽³⁾



10 years
 average top 20 customer tenure



16 | **All offices**
 offices worldwide | certified *Great Place to Work*⁽⁵⁾



c. 750 | **9**
 talented employees⁽⁴⁾ | countries of local presence



B CDP score | **Gold medal**
 for transparency and performance on climate change⁽⁵⁾ | by Ecovadis for sustainable performance⁽⁵⁾

Notes: (1) Outside of France. (2) 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, in constant currency. (3) 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. (4) as of end of 2024. (5) For the Group, in 2024.

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