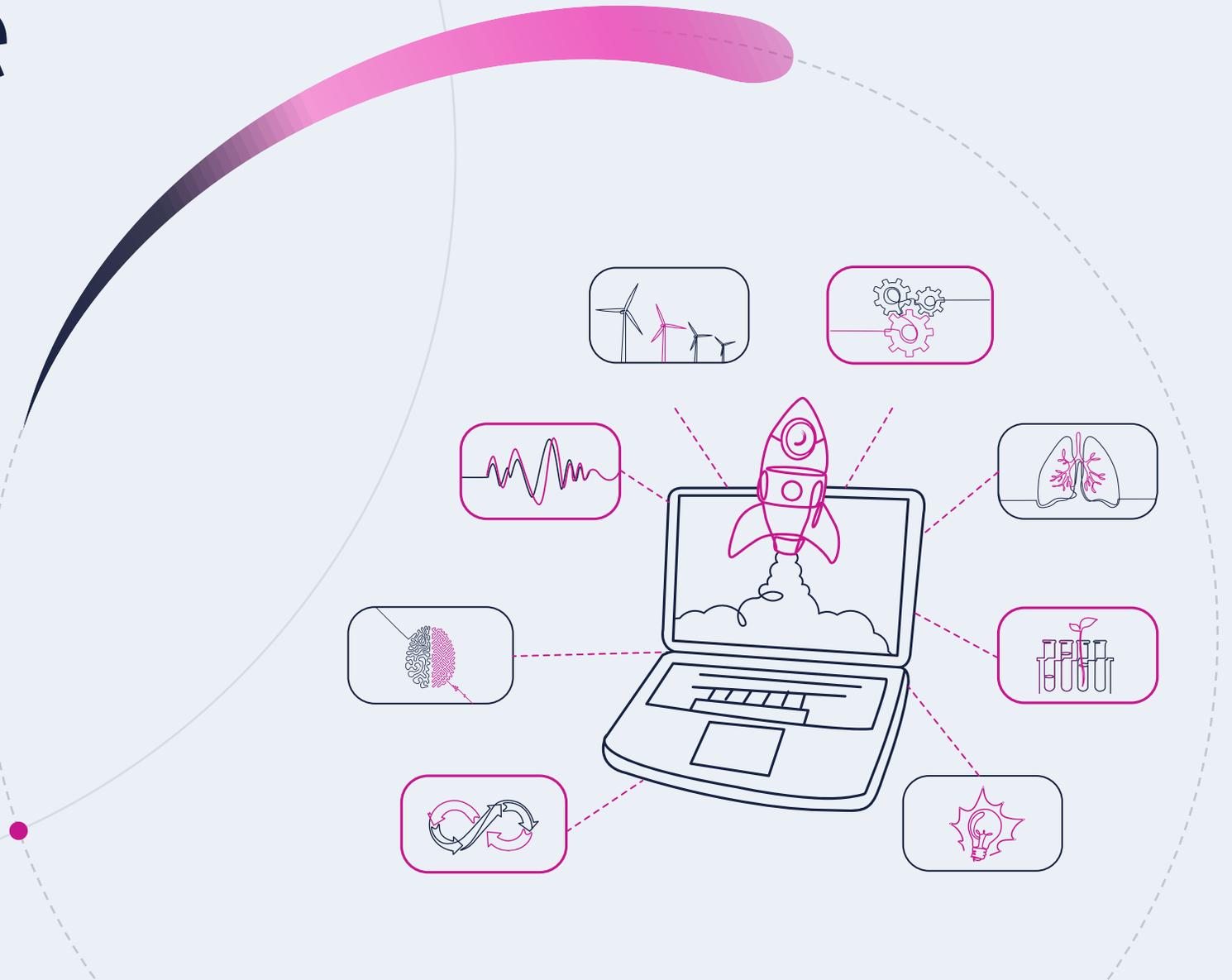


Planisware

The Accelerator of the
Project Economy

Q3 2024 revenue
October 23, 2024

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”, “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 items.*
- Adjusted EBITDA margin is the ratio of Adjusted EBITDA to 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. Planisware considers Cash Conversion Rate to be a meaningful financial measure to assess and compare the Group’s capital intensity and efficiency.*
- Net cash position is defined as Cash minus indebtedness excluding lease liabilities.*

Today's presenters



Loïc Sautour
CEO



Stéphanie Pardo
CFO

Q3 2024 highlights

Planisware in Q3 2024

1

- **Q3 revenue** reaching **€ 47.0 million**, up by **+18.7%** year-on-year in constant currencies

2

- **+19.3%** year-on-year revenue growth in constant currencies **over the 9 first months of the year**

3

- **Revenue mix evolution** at work with increasing share of **recurring revenue** (+200bps) and **geographical diversification** preserving growth resilience with most recent pillars providing **growth relays**

4

- **Record high commercial pipeline** but **longer customers' decision-making process** leading to **delayed signatures** and **start of new contracts**

5

- **2024 objectives revised** to take into account **uncertainties in the closing timing of delayed signatures** and **profitability improvement**

Q3 2024 commercial activity

Selection of latest notable commercial wins

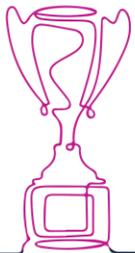


Key recent achievements

Planisware
named
“a Leader”
in
Gartner®

2024 Magic Quadrant™
for Adaptive Project
Management and Reporting

September 5, 2024



For the 3rd
Consecutive
year



Paris annual
user conference:
A vibrant client community

Customers
& partners **360+**

Customers
success stories **9**

Product
sessions **24**

Passionate
discussions **thousands**

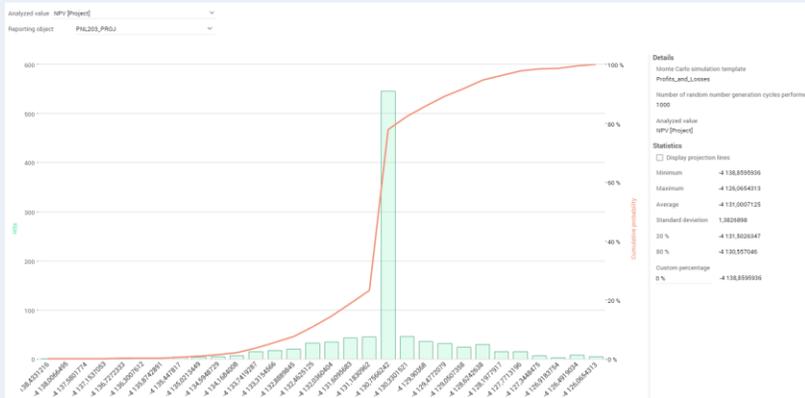


Future clients connecting
with peers in **10+** local
networking

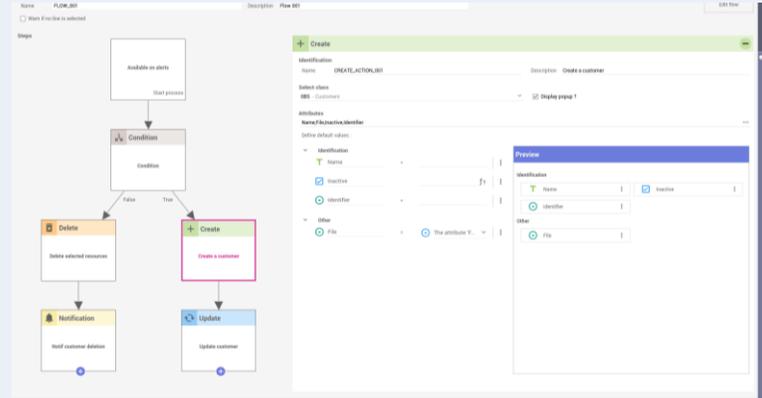
- Amsterdam
- Boston
- Cincinnati
- Chicago
- Copenhagen
- Geneva
- Houston
- Milano
- Toulouse
- ...

New features and enhanced capabilities **recently released**

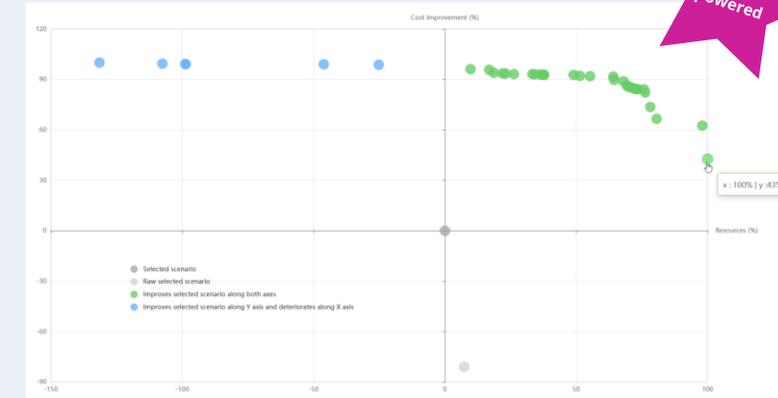
MonteCarlo simulations on P&L



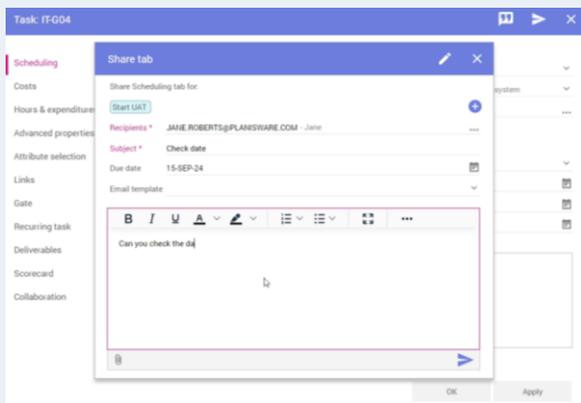
Automation flows: no-code actions



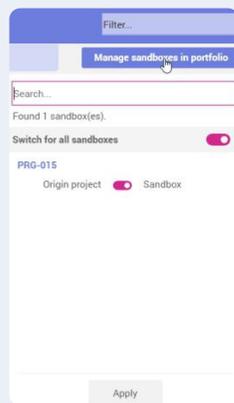
Particle swarm Portfolio optimization



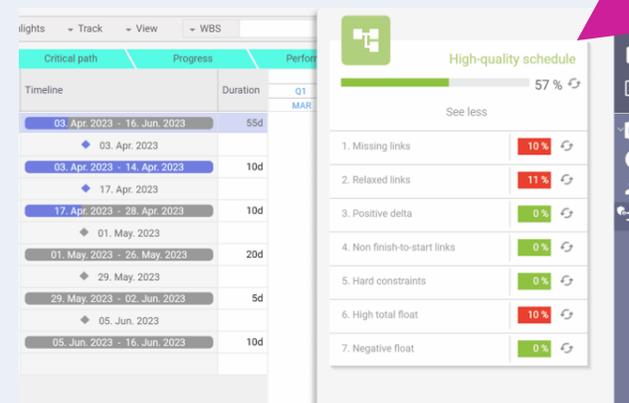
Extended shares: collaboration with suppliers



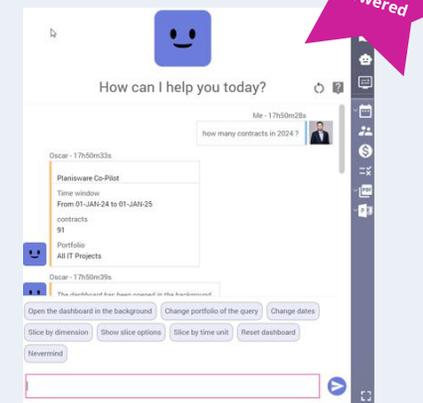
Sandbox: one-click project & portfolio simulation



Data Quality Analysis



Bring your own LLM



Q3 2024 revenue by revenue stream

<i>In € million</i>	Q3 2024	Q3 2023	Variation YoY	Variation in cc ¹
Recurring revenue	41.4	34.3	+20.7%	+21.2%
SaaS & Hosting	20.8	17.1	+21.9%	+22.3%
Evolutive support	13.0	10.4	+24.6%	+25.2%
Subscription support	2.8	2.2	+29.4%	+30.3%
Maintenance	4.8	4.6	+3.8%	+4.1%
Non-recurring revenue	5.6	5.1	+8.3%	+8.7%
Perpetual licence	2.0	1.3	+57.3%	+58.0%
Implementation & others non-recurring	3.5	3.8	-8.1%	-7.9%
Revenue with customers	47.0	39.4	+19.1%	+19.6%
Other revenue	-	0.3		
Total revenue	47.0	39.7	+18.2%	+18.7%
SaaS Model	36.6	29.7	+23.4%	+23.9%
Support (Evolutive & Subscription support)	15.8	12.6	+25.4%	+26.1%

Q3 2024 revenue growth in cc¹ led by SaaS Model²

Slight revenue growth (+3.5%) in cc¹ in **Maintenance** reflecting **shift to SaaS**

Perpetual license growth led by North America and Germany

Implementation decrease led by effort to deliver faster implementations and delays in starts of projects

FX effect related to EUR appreciation vs. USD and JPY

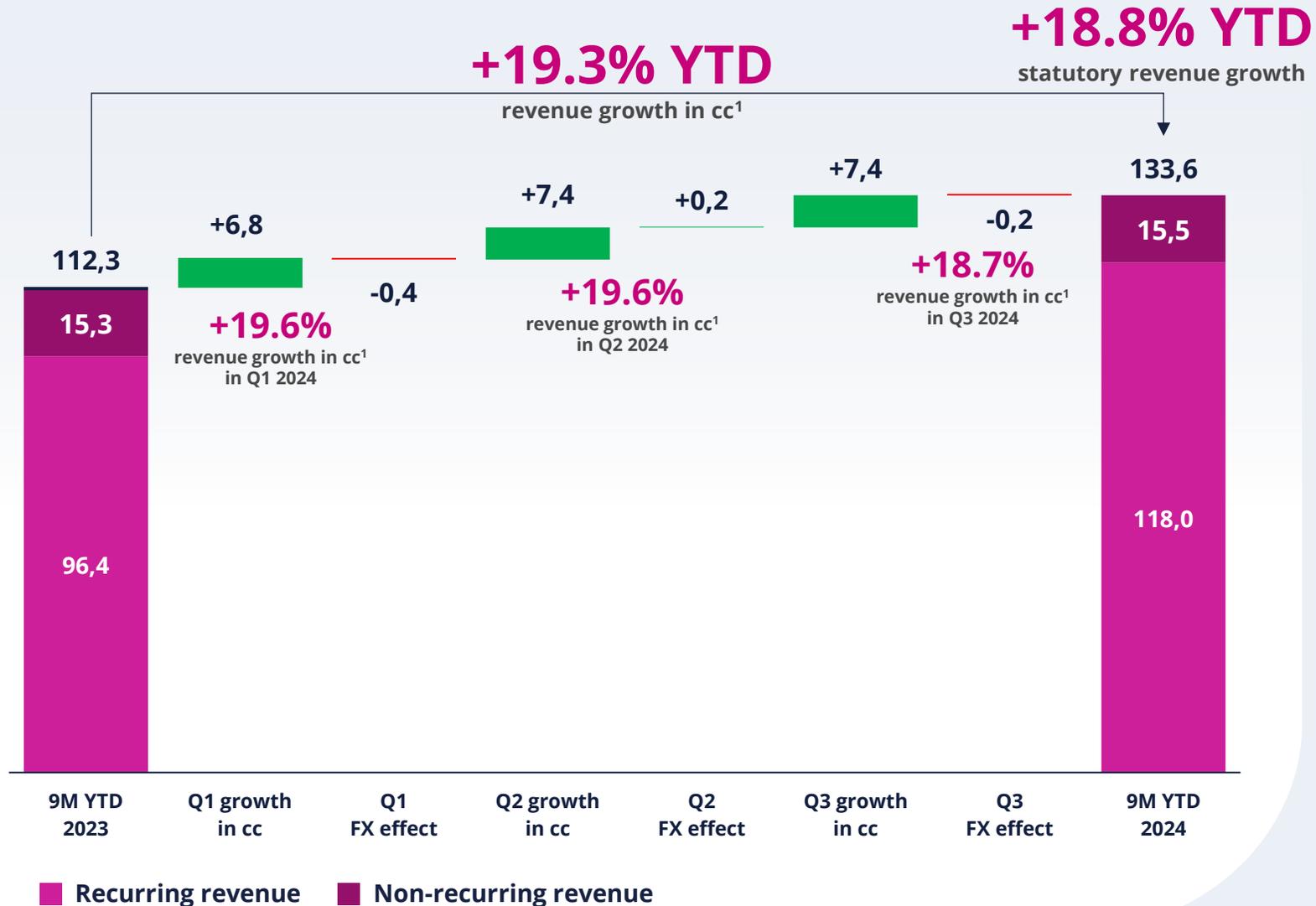
Notes:

1: Revenue evolution in constant currencies, i.e. at Q3 2023 average exchange rates

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

9M YTD 2024 revenue growth building blocks

Amounts in € million



9M YTD revenue growth¹ reflecting contrasted trend between:

- **Recurring revenue (+22.9%)** with:
 - SaaS Model² at +26.1%
 - Slight revenue growth (+3.5%) in cc¹ in Maintenance
- **Non-recurring revenue** slightly growing since the beginning of the year (+2.0%) with:
 - Perpetual license growth led by North America and Germany
 - Implementation decrease led by effort to deliver faster implementations and delays in starts of projects

Notes:

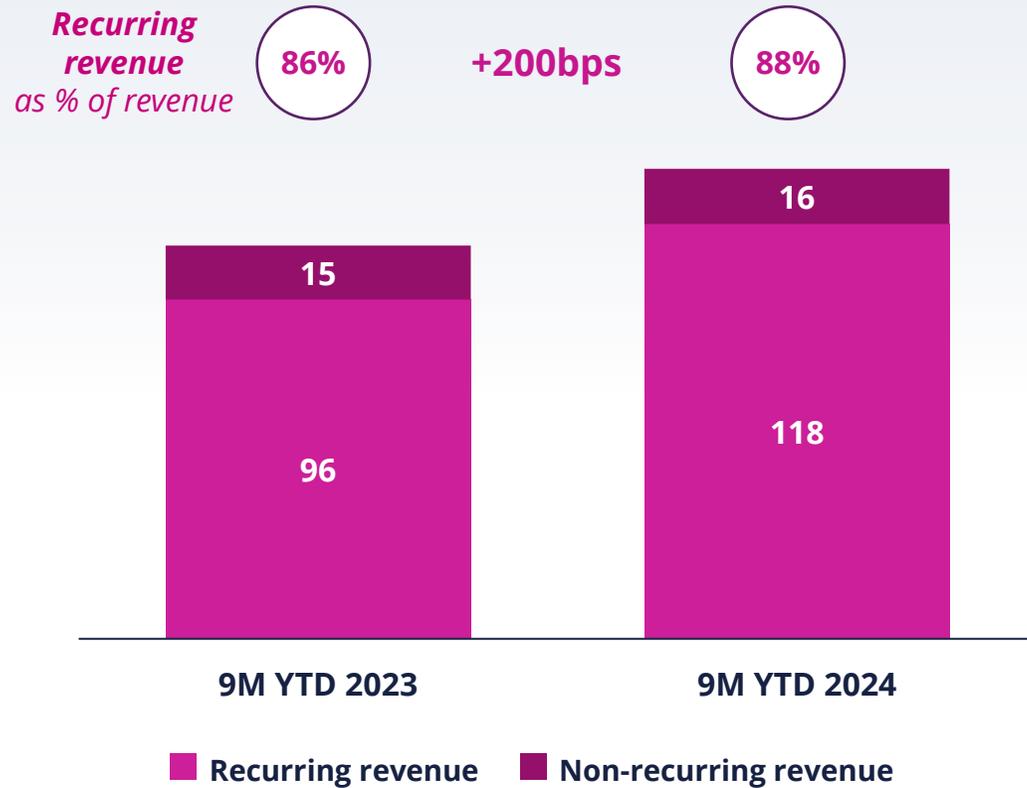
1: Revenue evolution in constant currencies

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

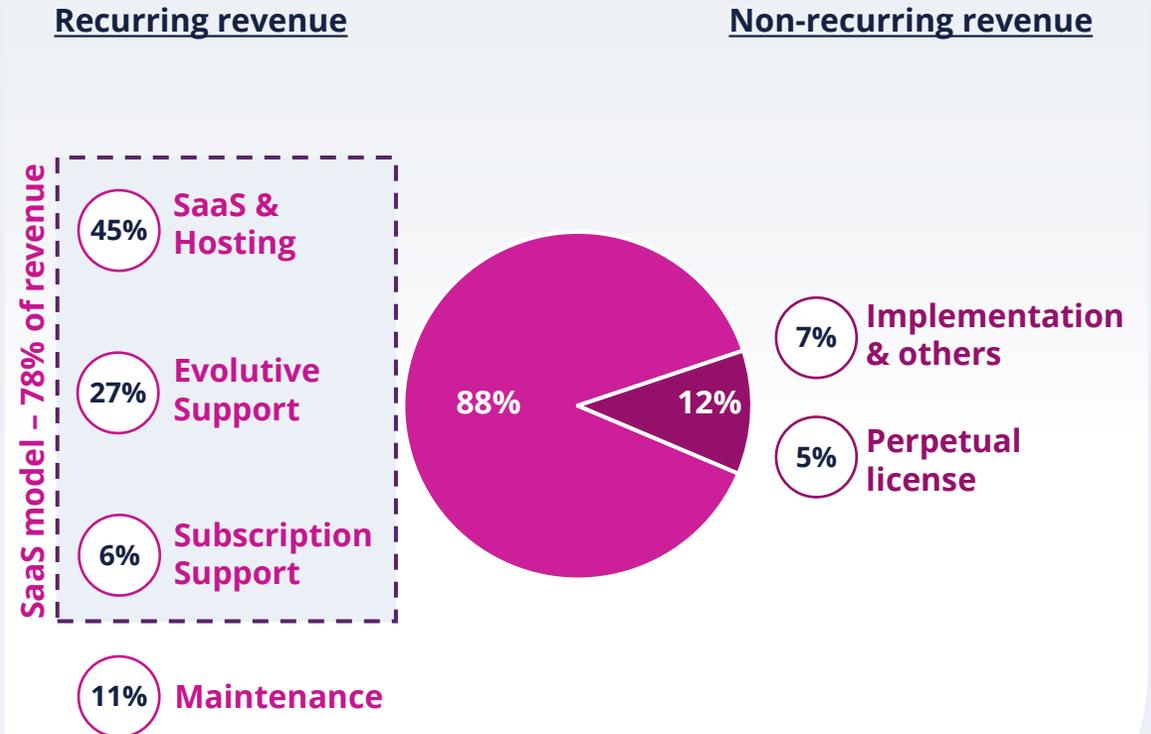
Revenue mix evolution at work

Amounts in € million

Revenue mix evolution



9M YTD 2024 revenue breakdown



Notes:
*: Revenue evolution in constant currencies

2024 objectives revised

Revised objectives
as of October 23rd, 2024

Former objectives
set in September 2023

**Topline growth in
constant currencies¹**

+17% to +18%

c. 19.5%

Adj. EBITDA margin²

Approximately 34%

Approximately 33%

Cash Conversion Rate³

c. 80%

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 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: Cash Conversion Rate is the ratio of Adjusted FCF to Adjusted EBITDA. 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.

**Thanks for
Your time**

For more information, please contact:

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