

# Planisware

The Accelerator of the  
Project Economy

**Q1 2025 revenue**  
April 29, 2025

**Make Vision Reality**



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*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

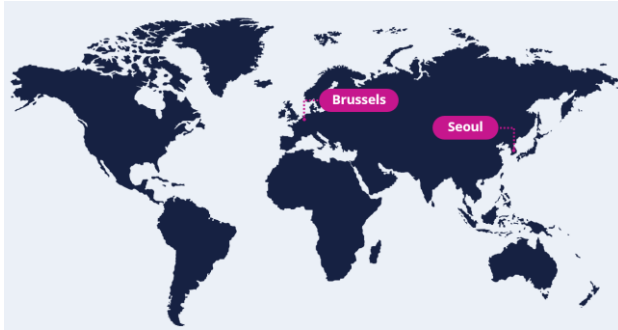
4

- **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**



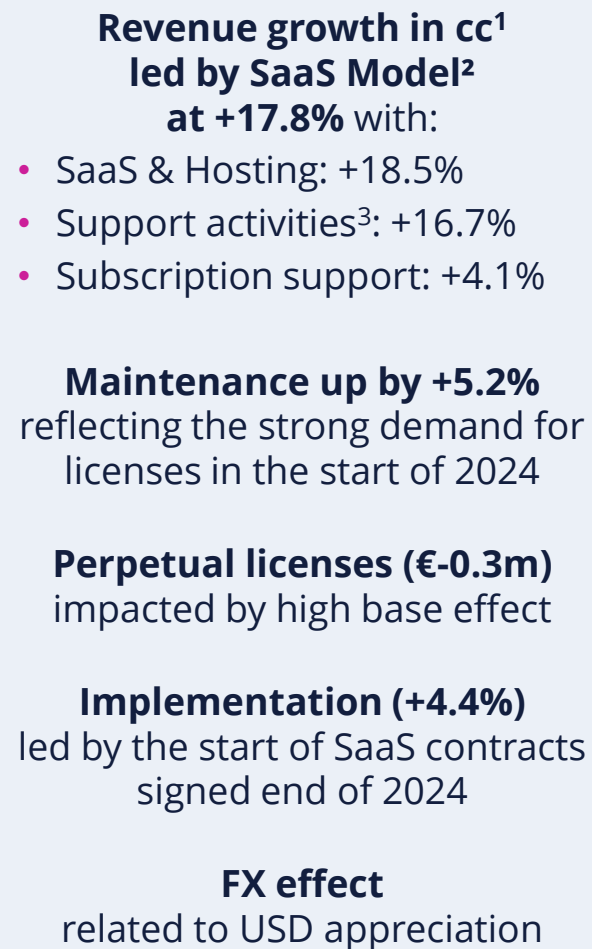
**coles**

**PHILIPS**

**Continental**

**Boston  
Scientific**



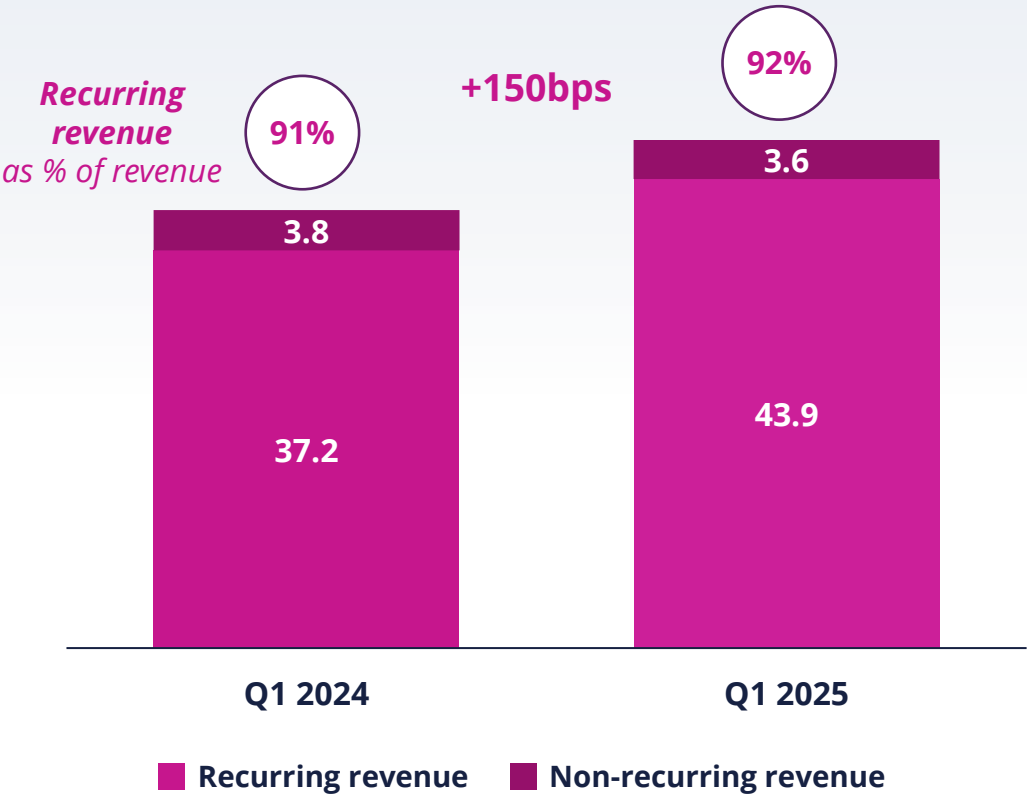


1: Revenue evolution in constant currencies, i.e. at Q1 2024 average exchange rates  
2: SaaS Model: SaaS & Hosting, Annual Licenses and Evolutive & Subscription support  
3: Evolutive support and Subscription support together

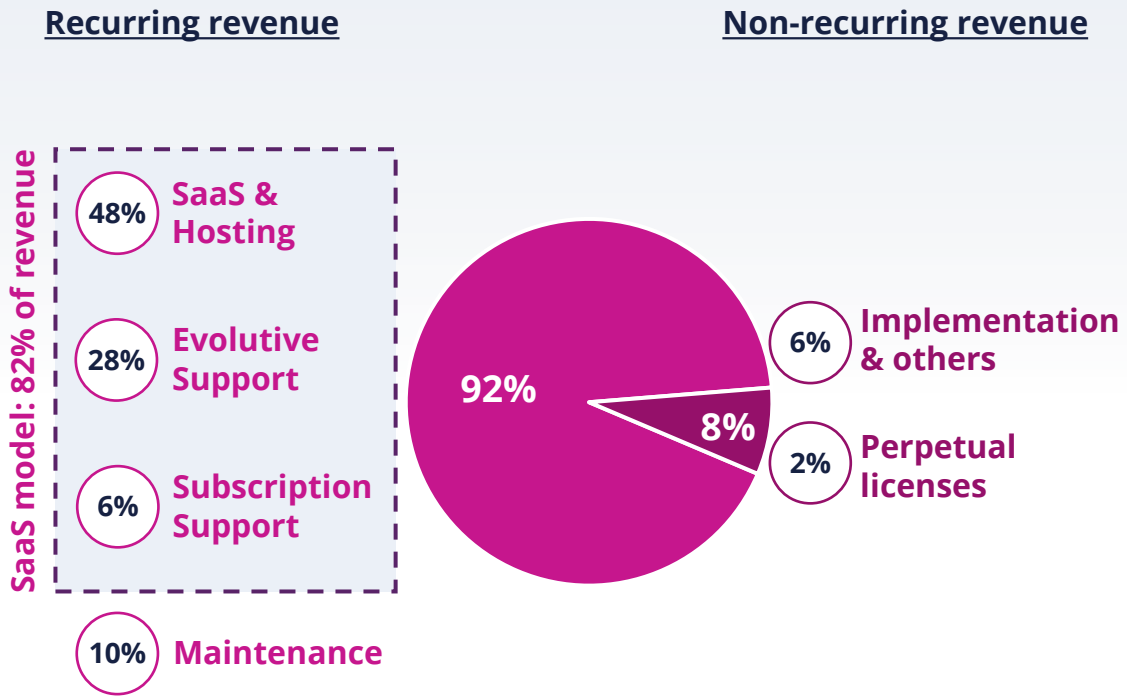
# Revenue mix evolution at work

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 currencies<sup>1</sup>**

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

**c. 35% of revenue**

**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 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:

**Benoit d'Amécourt**

Head of Investor Relations

[benoit.damecourt@planisware.com](mailto:benoit.damecourt@planisware.com)

+33 6 75 51 41 47

# Q1 2025 revenue by revenue stream

<i>In € million</i>	Q1 2025	Q1 2024	Variation YoY	Variation in cc*
<b>Recurring revenue</b>	<b>43.9</b>	<b>37.2</b>	<b>+18.0%</b>	<b>+16.2%</b>
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%
<b>Non-recurring revenue</b>	<b>3.6</b>	<b>3.8</b>	<b>-3.3%</b>	<b>-4.4%</b>
Perpetual licenses	0.8	1.1	-24.1%	-25.4%
Implementation & others non-recurring	2.8	2.7	+5.5%	+4.4%
<b>Total revenue</b>	<b>47.5</b>	<b>40.9</b>	<b>+16.0%</b>	<b>+14.3%</b>
<b>SaaS Model</b>	<b>38.9</b>	<b>32.6</b>	<b>+19.6%</b>	<b>+17.8%</b>
<b>Support</b>	<b>16.2</b>	<b>13.7</b>	<b>+18.6%</b>	<b>+16.7%</b>

## 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



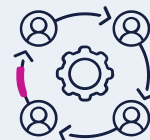
**83%** | **44%**  
FY 2024 International revenue<sup>(1)</sup> | FY 2024 revenue in North America



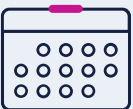
**19%** | **35.2%**  
2020-2024 revenue growth CAGR | FY 2024 Adj. EBITDA margin



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



**121%** | **2.2%**  
FY 2024 NRR<sup>(2)</sup> | FY 2024 churn rate<sup>(3)</sup>



**10 years**  
average top 20 customer tenure



**16** | **All offices**  
offices worldwide | certified *Great Place to Work*<sup>(5)</sup>



**c. 750** | **9**  
talented employees<sup>(4)</sup> | countries of local presence



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

**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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+33 6 75 51 41 47