Planisware

The Accelerator of the Project Economy

Q3 2025 revenue

October 21, 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.*
- *Net cash position is defined as Cash minus indebtedness excluding lease liabilities.*

Today’s presenters

Loïc Sautour
CEO

Stéphanie Pardo
CFO

Planisware

Q3 2025 **highlights**

Planisware in Q3 2025

1. - **Q3 2025 revenue** up by **+9.0%** year-on-year in constant currencies*
   - **YTD revenue growth** at **+10.3%** year-on-year in constant currencies*
2. - Early signs of **improvements in macroeconomic headwinds** having impacted revenue growth of the recent quarters
3. - **Strong level of signatures** for both new logos and existing clients **in the past weeks**
4. - **Continued geographic expansion** with the opening of a new office in Australia
5. - **2025 objectives confirmed**

Notes:
* Revenue evolution in constant currencies, i.e. at Q3 2024 average exchange rates

Q3 2025 commercial activity
Selection of latest notable commercial wins

GETLINK

LINDT & SPRÜNGLI

Ingredion

Rabobank

etex

mindray™

SPgroup

REGENERON

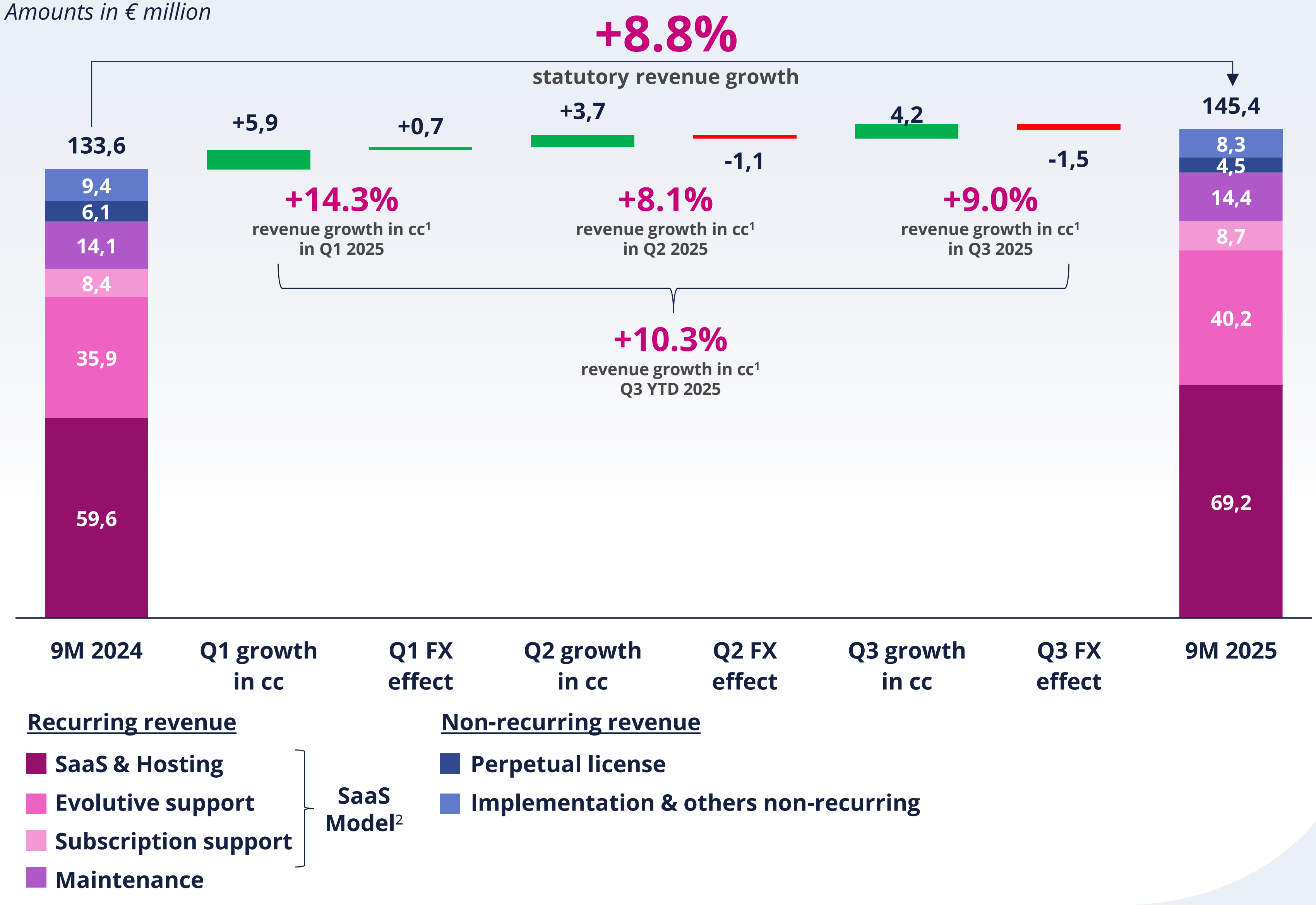
WITTENSTEIN

Continued geographic **expansion**

Opening of a new office in Australia

Q3 YTD 2025 revenue growth building blocks

Amounts in € million



2025 YTD revenue evolution highlights

Revenue growth in cc[1] led by SaaS Model[2] at +15.2% with:

- SaaS & Hosting: +17.6%
- Evolutive support: +13.4%
- Subscriptions support: +5.4%

Maintenance growth (+3.2% in cc[1]) reflecting the **strong demand for licenses** in the start of 2024

Strong decrease (-25.5% in cc[1]) in **Perpetual license** against a particularly **strong 9M YTD 2024 comparison base**

Implementation (-11.1% in cc[1]) impacted the **lack of new logo** signatures since H2 2024

FX effect related to USD depreciation vs. EUR

Notes:
1: Revenue evolution in constant currencies
2: SaaS Model: SaaS & Hosting and Annual Licenses and Evolutive support and Subscription support

2025 objectives confirmed

Revenue growth in constant currencies[1]	c. 10%
Adjusted EBITDA margin[2]	c. 36%
Cash Conversion Rate[2]	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: Non-IFRS measure. Non-IFRS measures included in this document are defined in the disclaimer at the beginning of this document.

Thanks for Your time

For more information, please contact:

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