



Planon North America Users Conference

Dallas, March 11th

First... a proper introduction



Sylvain Lamy

CRO, Facilities & Field
Services since Oct 2025

Based in Bordeaux, France

Hobbies

Off road driving

Stand up paddle

Snowboarding

House renovation



Global Services
Sales executive

2000 - 2006



Sales Manager
Manufacturing Segment

2006 - 2016



EMEA VP Cloud & Service
Provider segment

2016 - 2020



VP RIB Software
France

2020 - 2024



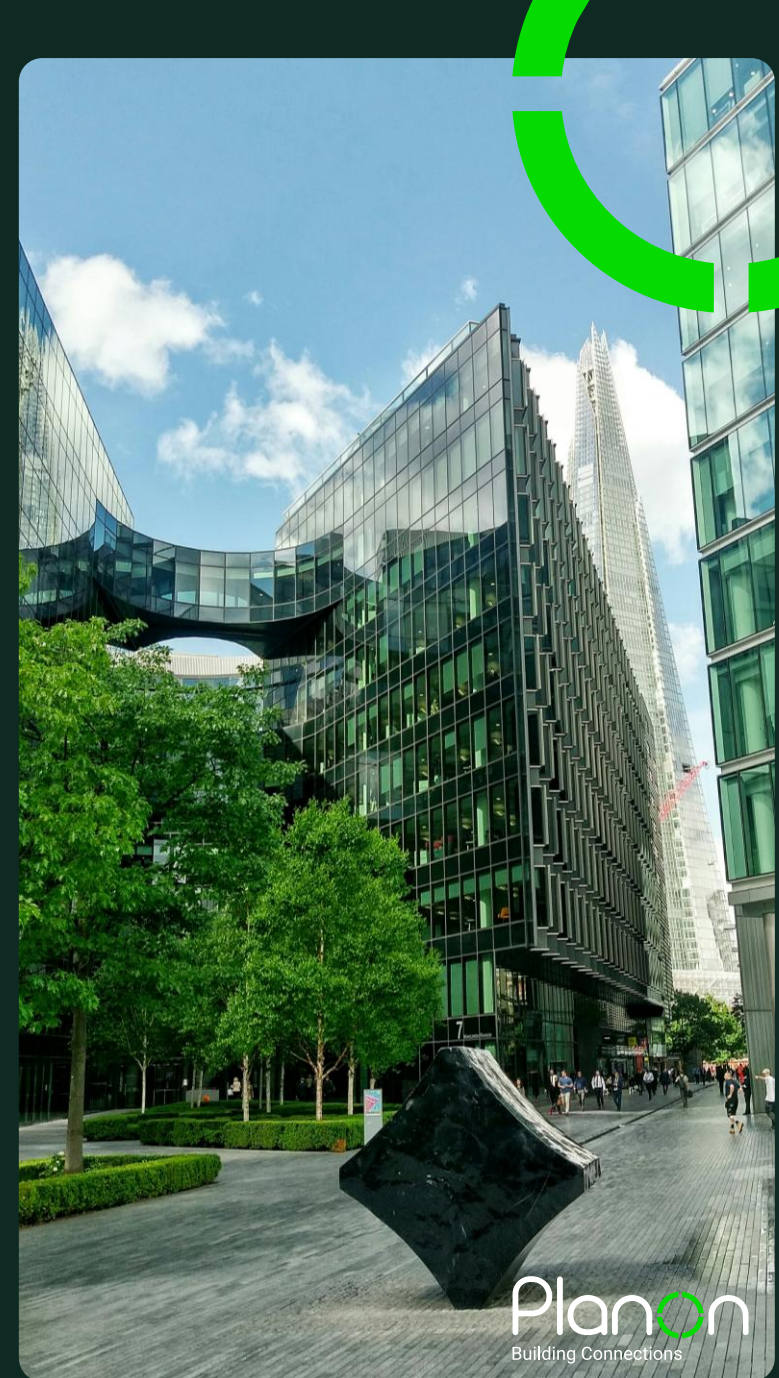
VP Building Enterprise SW
and Integration Manager

2024 - 2025

Our strategy

Planon is **the leading digital platform for smart sustainable buildings**, providing solutions for the building challenges of the 21st century:

- The central platform for all building operations for all parties: owners, investors and developers, building users and service providers.
- The integration platform for data exchange between building hardware (OT) and all parties using that data.
- With an ecosystem of connected solutions from different vendors and Planon as the core integration platform.
- Equipping stakeholders with the tools to help create a sustainable and carbon-free future for the buildings of the world.



Planon Integrated Workplace Management solution



- Simplify operations and reduce costs
- Streamline for high performance
- Be prepared for the future
- Gain maximum choice and flexibility
- Feel at ease and in control

We support our customers from offices around the world

Austria, Salzburg

Australia, Sydney

Belgium, Mechelen

Canada, Montreal

France, Paris, Toulouse

Germany, Duisburg, Frankfurt,
Hamburg, Bremen, Munich, Berlin

Hong Kong

India, Hyderabad

Israel, Tel Aviv

Netherlands, Nijmegen

New Zealand, Auckland

Sweden, Gothenburg

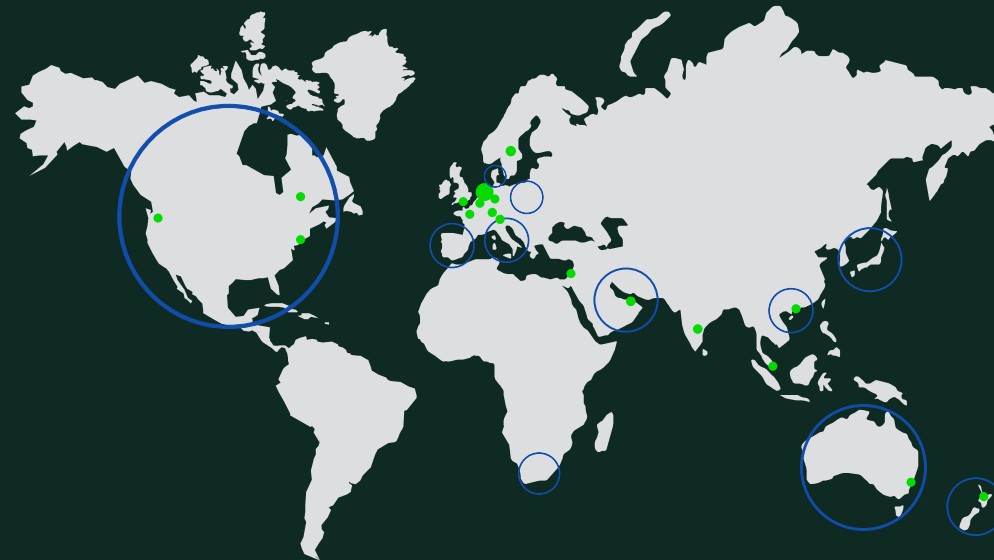
Singapore

Switzerland, Zürich

United Arab Emirates, Dubai

United Kingdom, Brighton

United States, Boston, Seattle



40+ years
experience

3,250+
customers

1,120+
employees

3 million+
users

And through an extensive partner network

Our winning recipe to take Planon to the **NEXT** stage of growth



Opening our commercial model for growth, leveraging the potential of **channels & partners**



Differentiating with our **integrated platform**, bridging the Finance, IT and OT worlds



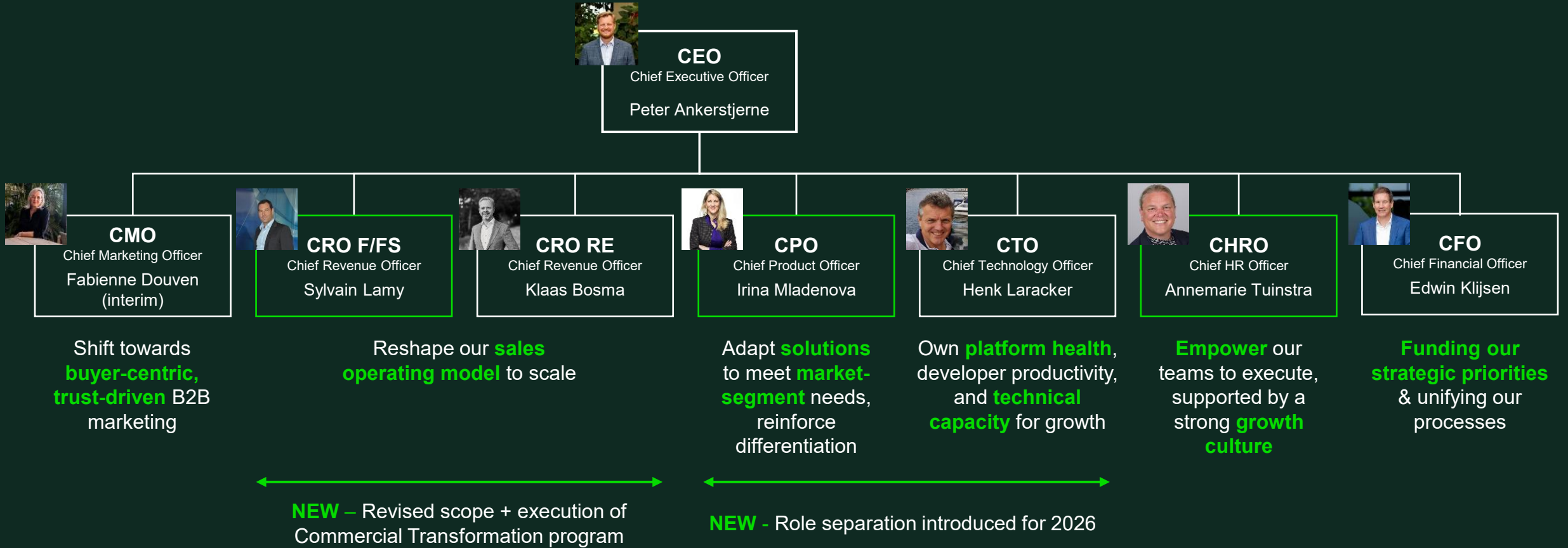
Better adapting to customer needs on **key verticals**, being “broadly good” is not enough



Reclaiming the **innovation edge**, through AI, UX/UI, and shaping the next market standards



To drive this next stage of growth, we have revamped our leadership team and organization



Our growth journey is backed by industry leaders



Majority shareholder since Q4 2024

Go-to-market extension, leveraging sales footprint

Co-development of Smart Building solutions, integrating IT-OT environments while preserving Planon agnosticity

Supporting investments on disruptive innovation, including AI and Energy Intelligence



Evolution from Endorsed App to Solution Extension (Solex) as of 2026

An extensive global reseller and implementation network

Intelligent, sustainable buildings seamlessly connected to ERP – for efficient portfolios, smart workplaces, and measurable business value

2025 customer experience survey: our focus areas

Outdated UX/UI

Platform stability & reliability

Frictions in end-to-end customer experience

Immediate actions taken to show tangible change in 2026:

- CPO organization created with revamped roadmap, reflecting your priority needs
- Investment on platform modernization to meet upcoming tech evolutions (AI nativity, cloud performance, standard integrations...)
- Customer Experience & Satisfaction function created



Success in North America is not an option

NAM team to enrich if anything missing



Investment to grow our **local footprint and staff key corporate roles from NAM** (CPO, CX director, RevOps director, Partner Director)

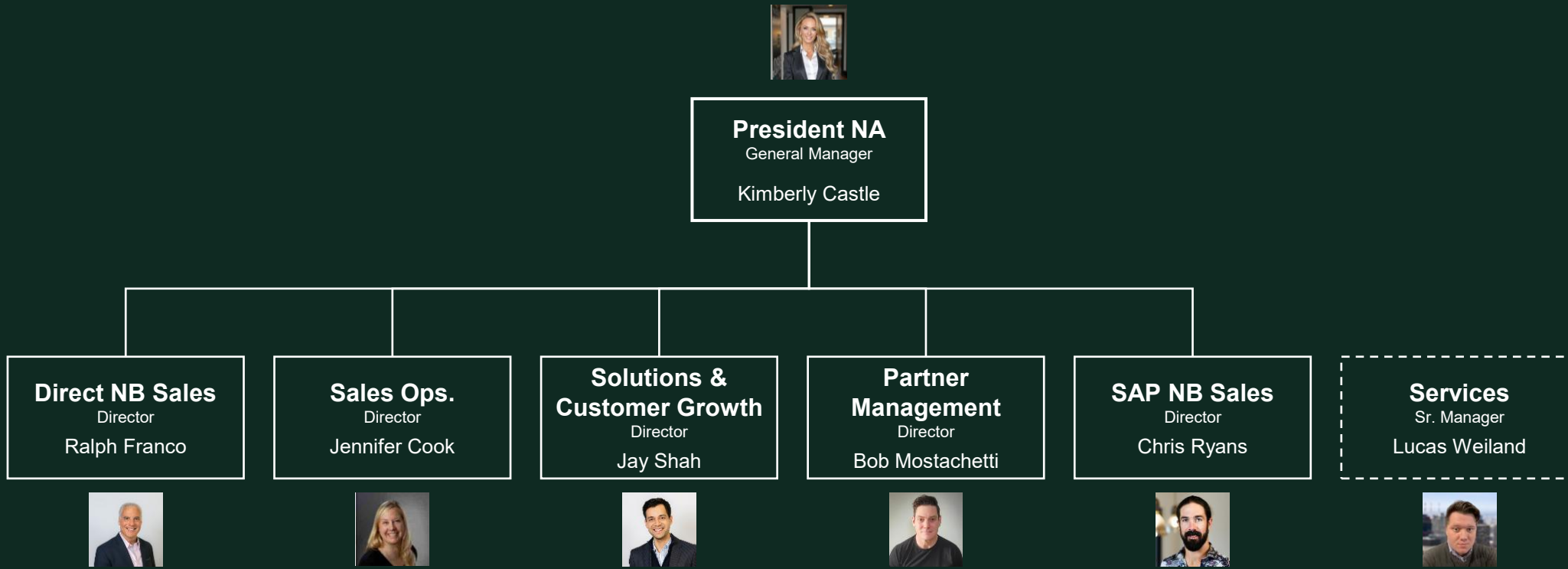


Leveraging **strategic partnerships for NAM** to increase our reach (Schneider Electric, SAP, reseller & implementation partners)



Elevating our Customer Experience to bring **the best of Planon to NAM** (reactive customer support, full access to expert network in Global Services, NAM adaptations identified in product roadmap)

Planon North America Senior Leadership Team



New 2025 Customers



KIRKLAND & ELLIS LLP

New 2026 Customers



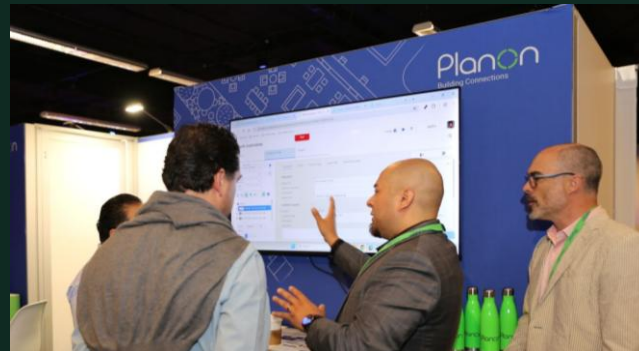
Driving Impact Across Major Industry Events

Main 2025 events overview

- APPA – New Orleans – April
- IFMA Facility Fusion – Austin – April
- SAP Sapphire – Orlando, May
- Realcomm – Savannah – June
- CFTA – Minneapolis – August
- IFMA World Workplace – Minneapolis – September
- Corenet – Anaheim – October
- Schneider Electric Innovation Summit - November

2026 Outlook

- **Tradeline** College & Universities Facility – March, 30-31
- **IFMA Facility Fusion** – San Francisco – April, 7-9
- **Realcom** – San Diego – June 2-4
- **APPA Annual Conference** – D.C. - July, 16-18
- **CFTA** – Minneapolis – August, 4-6
- **Corenet** – Chicago – Oct., 26-28
- **IFMA World Workplace** – Anaheim – Nov., 18-20
- **Schneider Electric Innovation Summit** – Tbd





A new brand
direction to reflect
the **NEXT** stage of
our growth

