

**PSI Presentation**  
**7<sup>th</sup> HSBC SRI Conference**  
**Frankfurt, 1 February 2012**

Small Planet



# Safe-Harbour-Statement

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This presentation contains forward-looking statements that are subject to risks and uncertainties. Such statements reflect current views of PSI AG with respect to future events and results. Actual results may vary materially from those projected here, due to factors including changes in general economic and business conditions, changes in currency exchange, the introduction of competing products, lack of market acceptance of new products, services or technologies and changes in business strategy. PSI AG does not intend or assume any obligation to update these forward-looking statements.

# PSI - Process Control and Information Systems

**PSI is the leading German supplier of control system software solutions for energy utilities and industry.**



# Reference customer RWE/Amprion



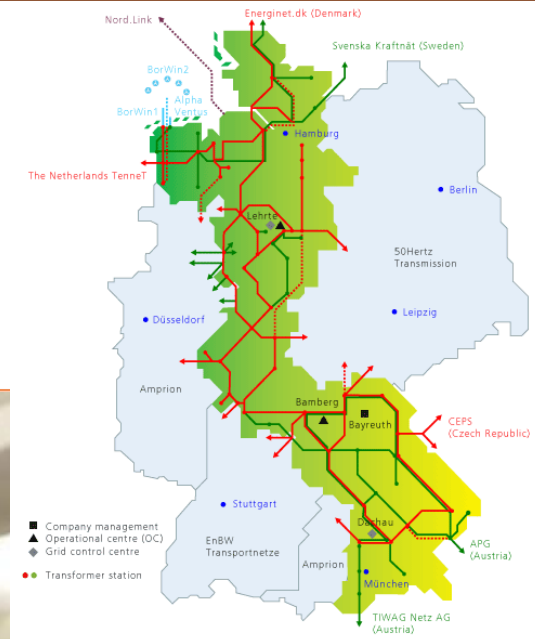
**System Management-Brauweiler: Control Systems for 380 kV and 220 kV transmission networks**



# Reference customer Tennet TSO GmbH



## Control system for the maximum voltage transport grid of Tennet in Germany



# Reference customer ERDF/EDF



Control system for medium voltage in the city of Paris



# Reference customer E.ON Ruhrgas



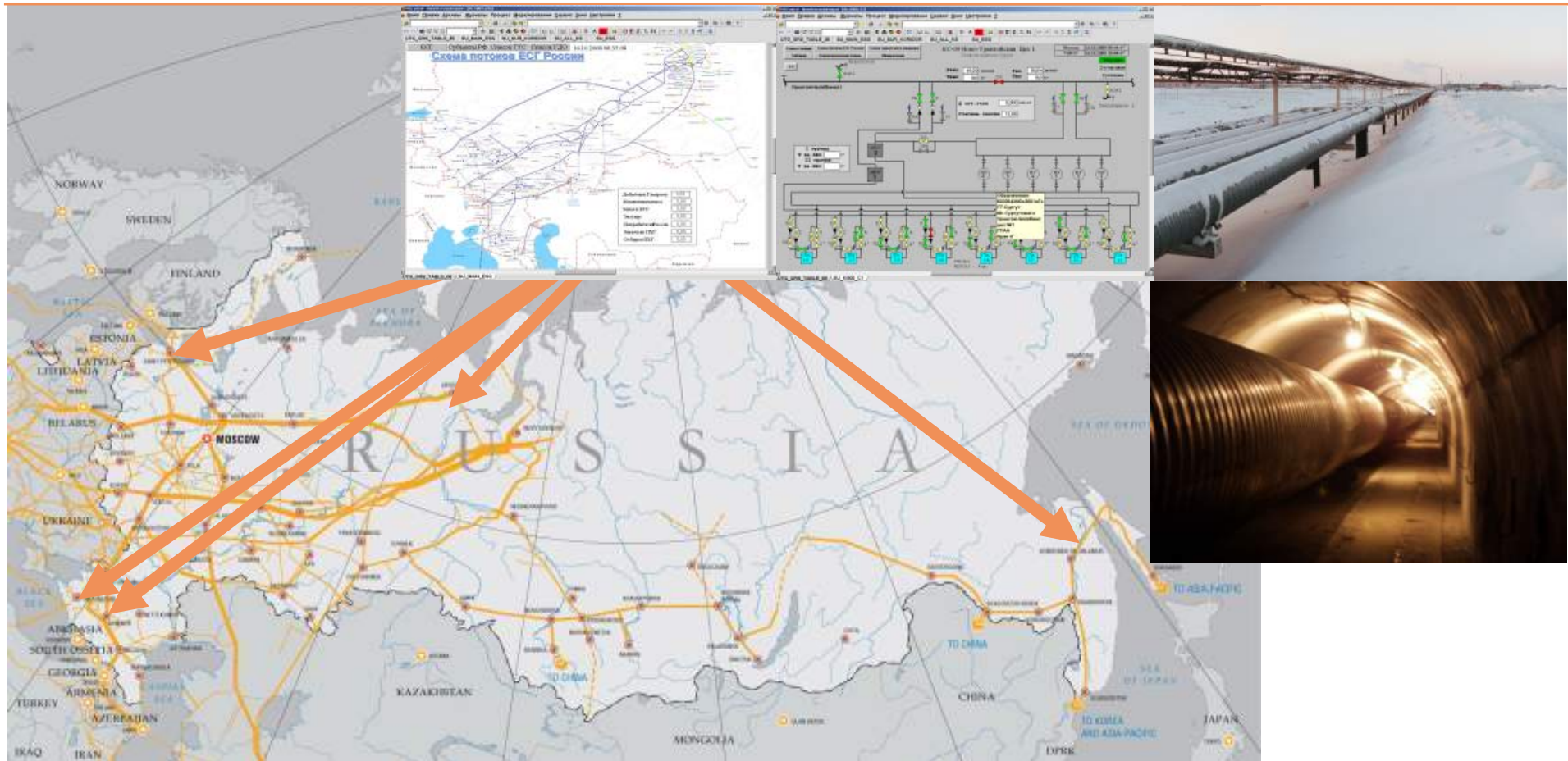
**DAISY - Dispatching  
Application and  
Information System**  
130 users



# Reference customer Gazprom



Control systems for gas transmission: Nord Stream, Blue Stream and East-Asian Pipeline





# Reference customer RAG Deutsche Steinkohle



## Central control system for the automation of all German underground mines



- Monitoring, control and automation of all production, preparatory and infrastructure processes
- Holistic coordination and optimisation
- Yield rate improved significantly



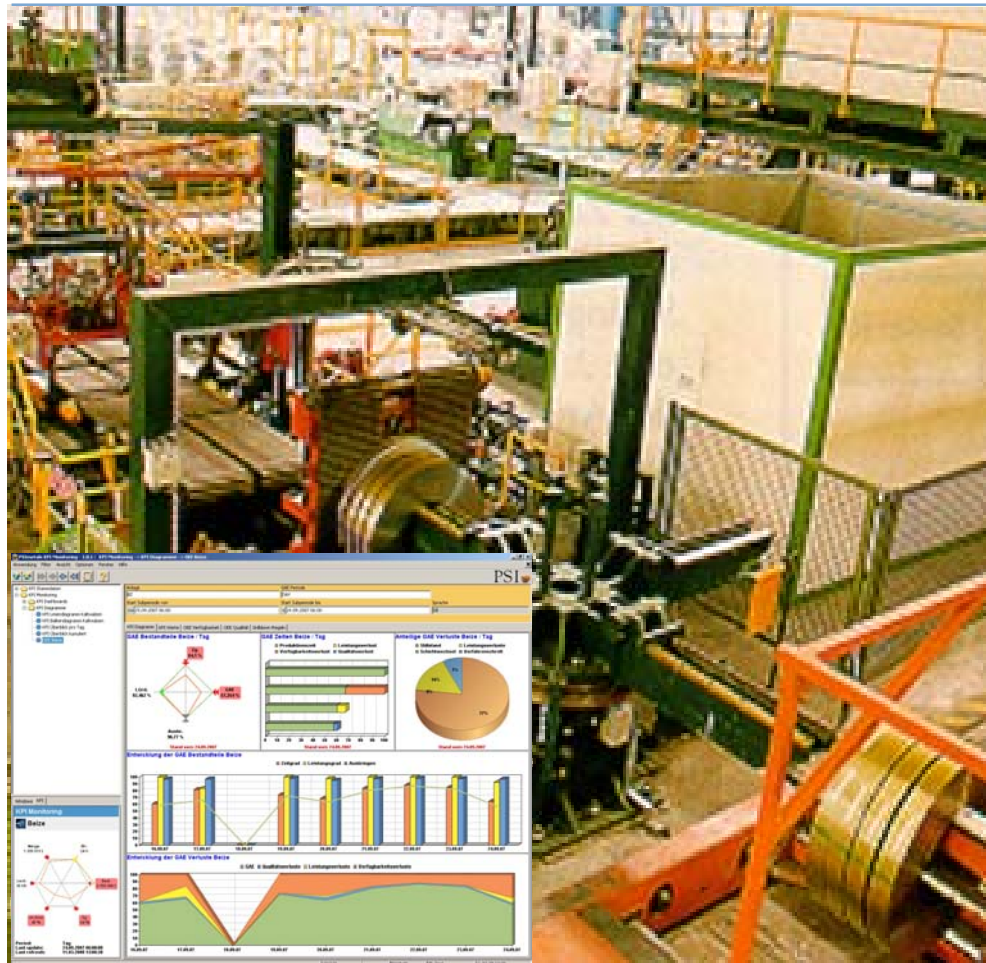
# Reference customer ThyssenKrupp Electrical Steel

ThyssenKrupp Electrical Steel

A company of ThyssenKrupp Steel



Process and material management system for the world's third-largest Producer of electrical steel



- **Realisation**
- PSI *metals* as turn-key system
- delivery of the process and material management system as general contractor for the underlying process control level
- **Benefits**
- doubled throughput
- optimized throughput times
- minimized stock
- reduced rejects
- possibility of confusion of coils or packs ruled out
- narrow strip coils restored during production flow
- optimized pack generation
- reduced staff
- more humane work-places

# New customer Swiss Post



Integrated transport management system for PostLogistics



# Reference customer KTM Berhad/Ircon Malaysia



Communication system for the new railway connection between Seremban und Gemas



**Bertolak** 18:50

Belgian	Tris	Lalain	Devisian	Trak	Dikalan
18:43	2298	<b>KERT</b>	Sentul	3	Kereta api 10 furan
18:51	7103	<b>KERT</b>	Klang Pekalong - Shah Alam	5	
18:51	7013	<b>KERT</b>	Shah Alam Pekalong	5	
18:57	2503	<b>IRCON</b>	Seremban Klang - Gemas	6	Tris akan tiba 1.1 menit awal
18:58	7100	<b>KERT</b>	Sentul Kuala Lumpur	3	Kereta api 10 furan
19:01	2500	<b>IRCON</b>	Sungai Buloh Kuala Lumpur	4	Kereta api 10 furan

\*\*\* Malay specialised scrolling below... \*\*\* Malay specialised scrolling below... \*\*\* Malay specialised scrolling below... \*\*\*

- TFT passenger information at each station
- Automatic tannoy announcement
- Electronic fault management
- Video management system

# PSI segments and vertical markets

## Energy Management



Gas/Oil



Electrical energy



Energy trading/sales

## Production Management



Metals



Assembling



Logistics

## Infrastructure Management



Traffic



Public transport



Public safety

# Selected PSI customers by segments

## Energy Management



## Production Management

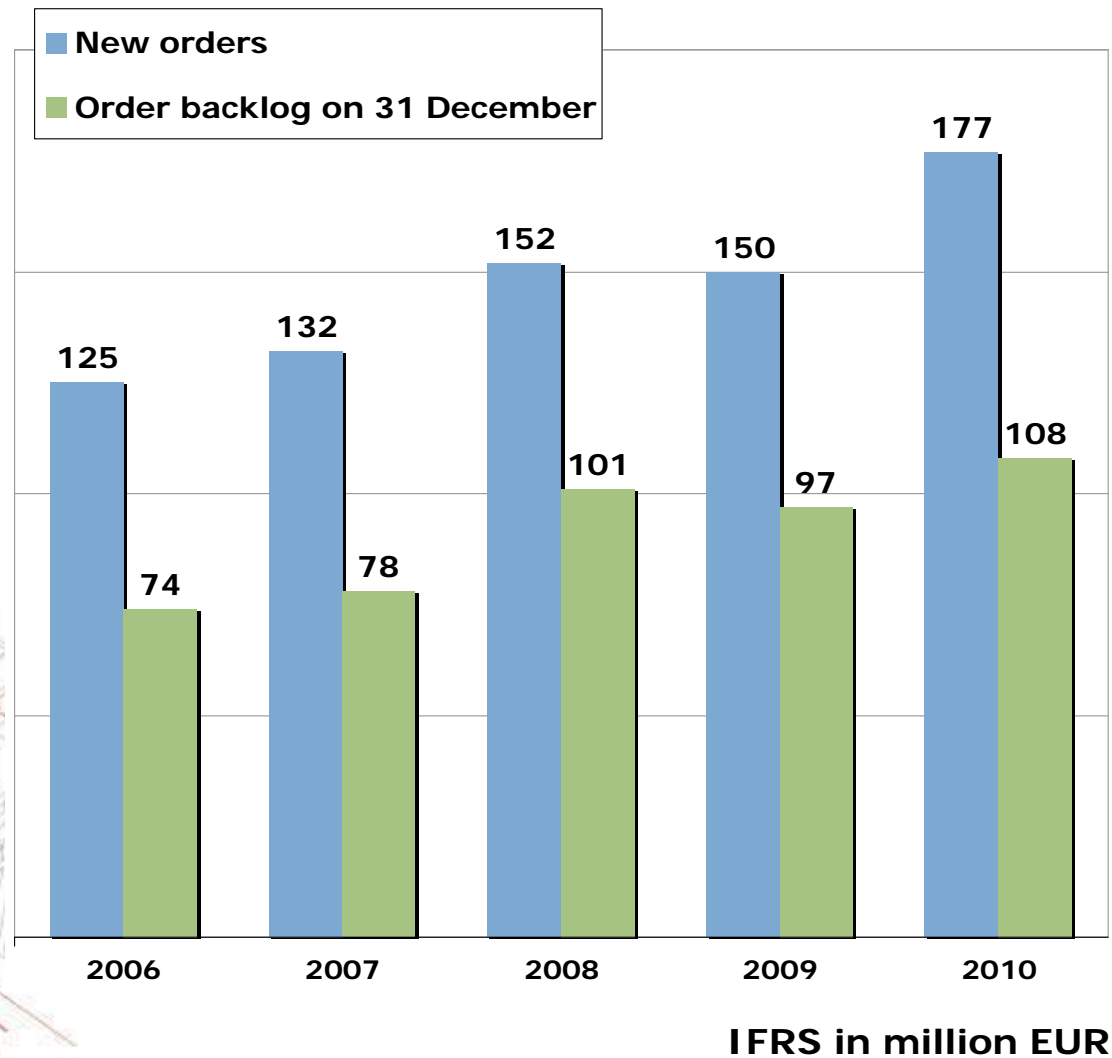
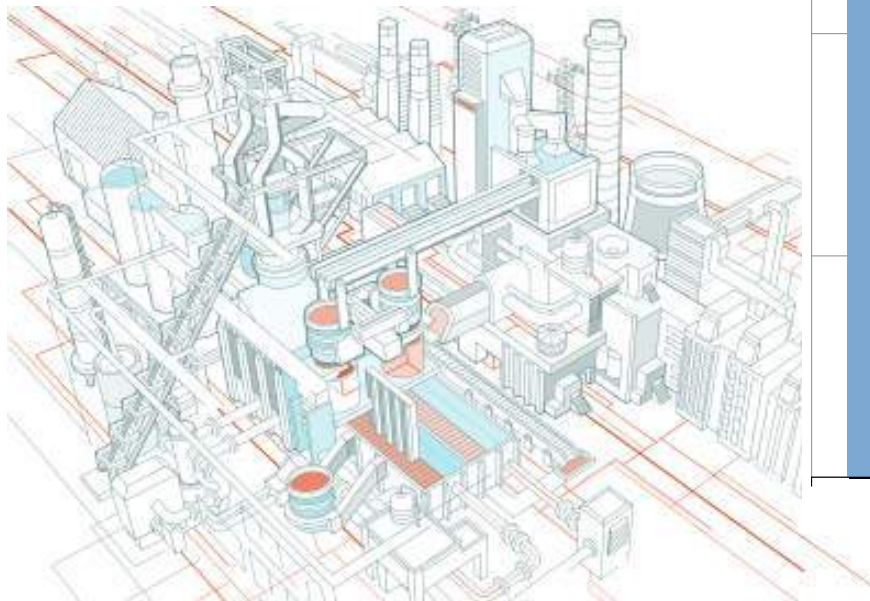


## Infrastructure Management



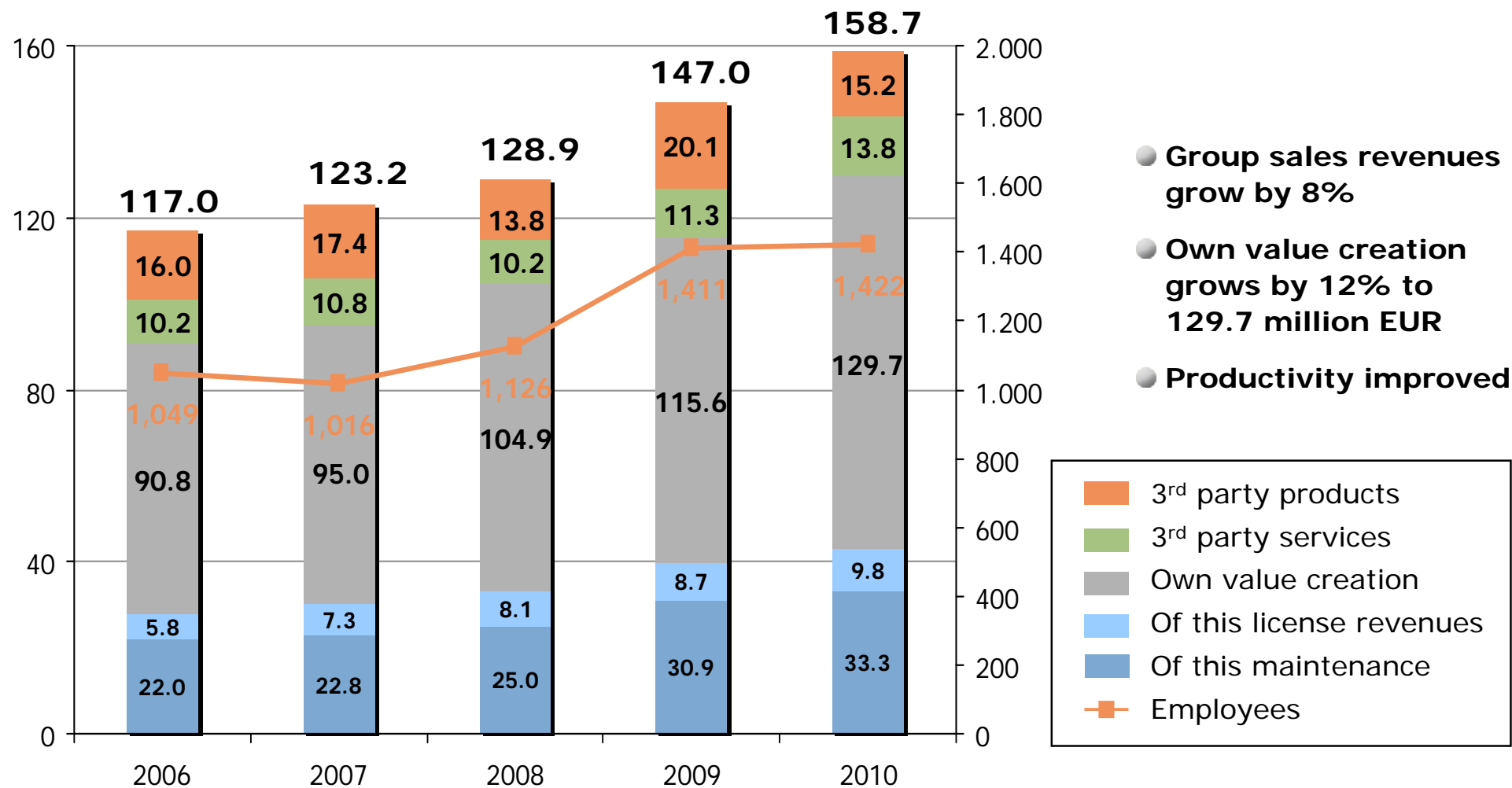
# New orders and order backlog 2006-2010

- New orders 2010 with 177 million EUR 18% above last year
- Book-to-bill-ratio: 1.12
- Order backlog 2010 with 108 million EUR above last year
- Order coverage: > 8 months

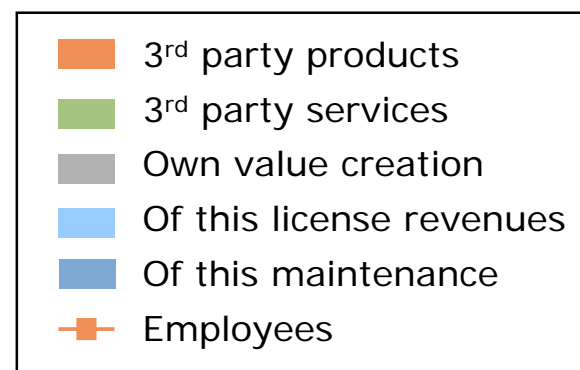


# Sales revenues analysis 2006-2010

IFRS in Millionen Euro

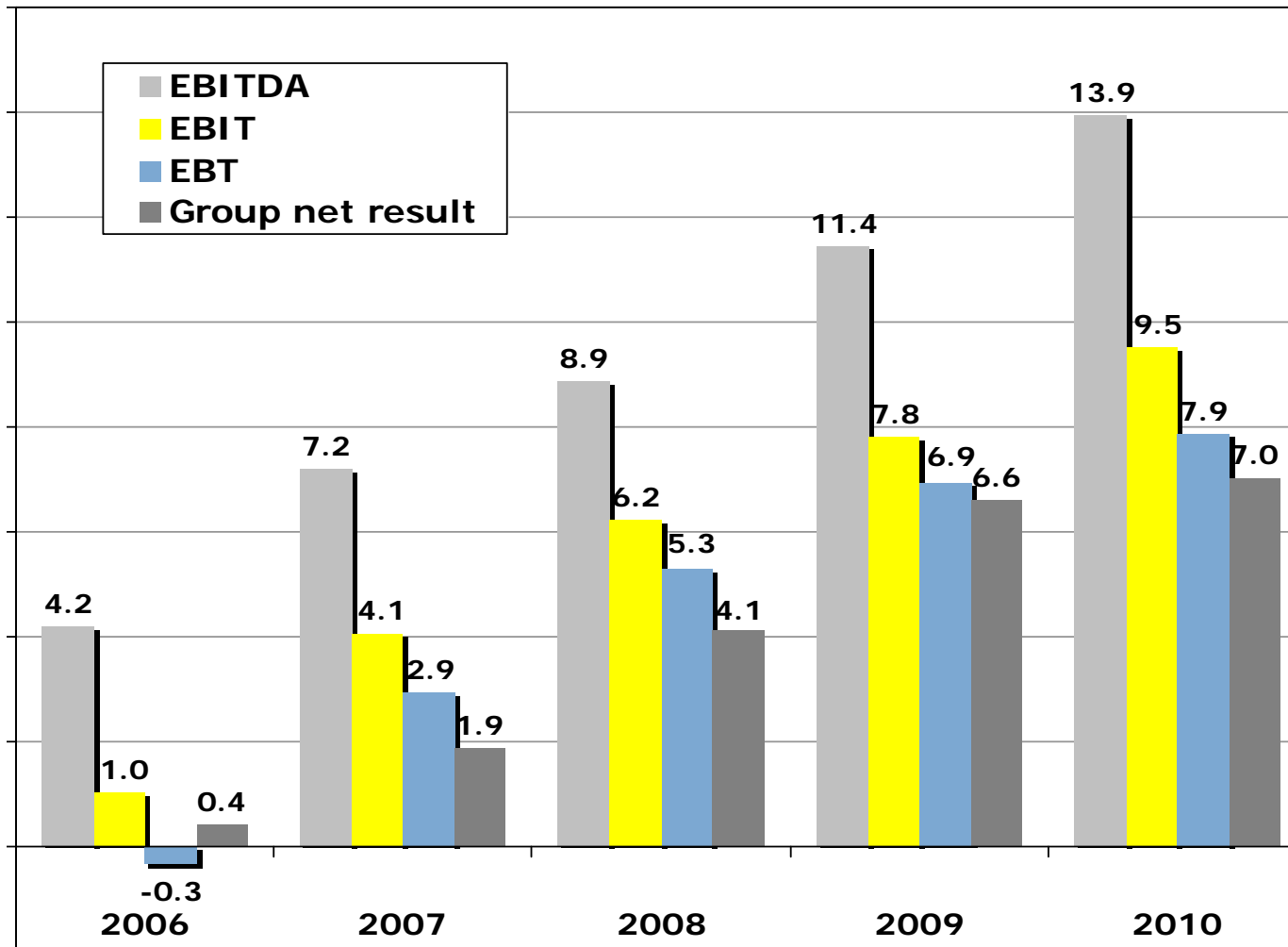


- Group sales revenues grow by 8%
- Own value creation grows by 12% to 129.7 million EUR
- Productivity improved





# Earnings 2006-2010

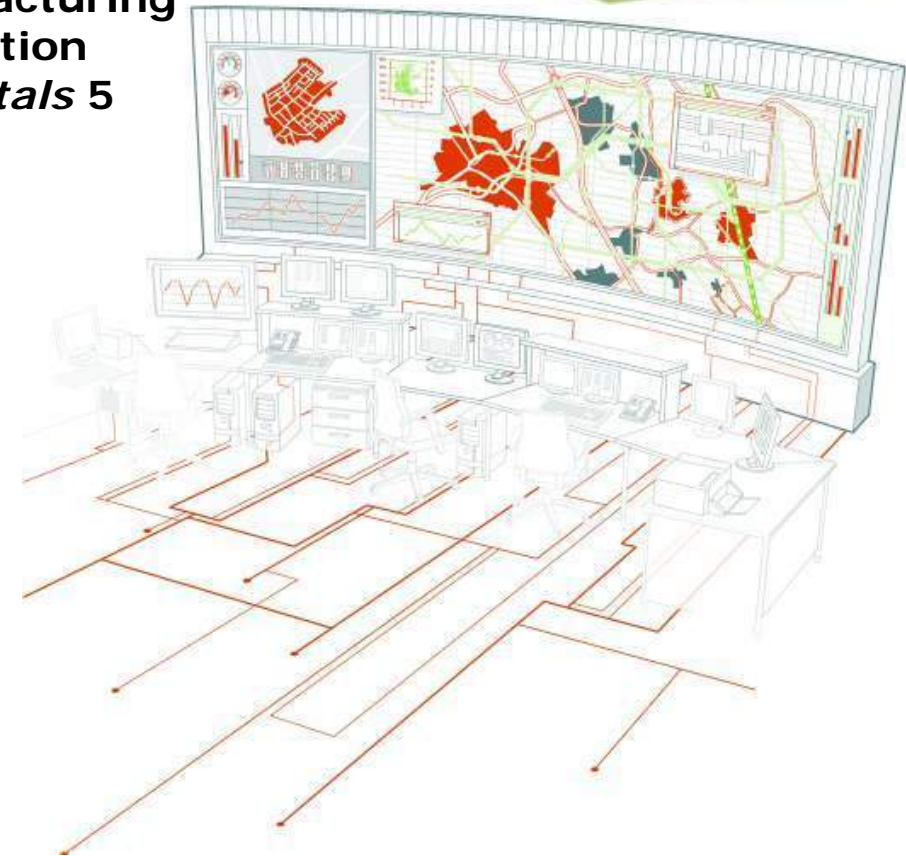
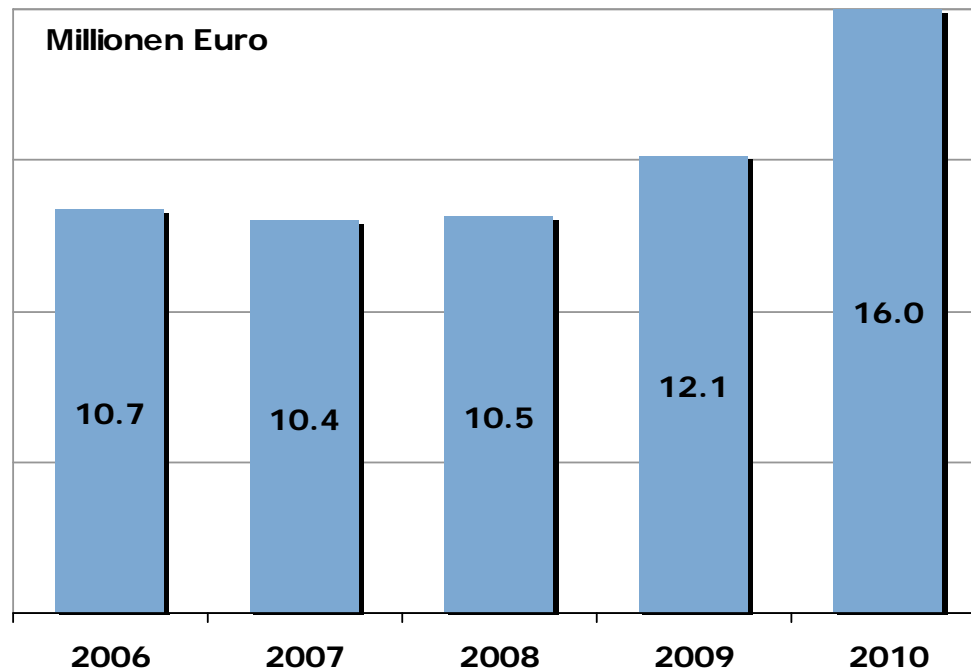


**Structures for sustainable double digit margins in place until 2012!**

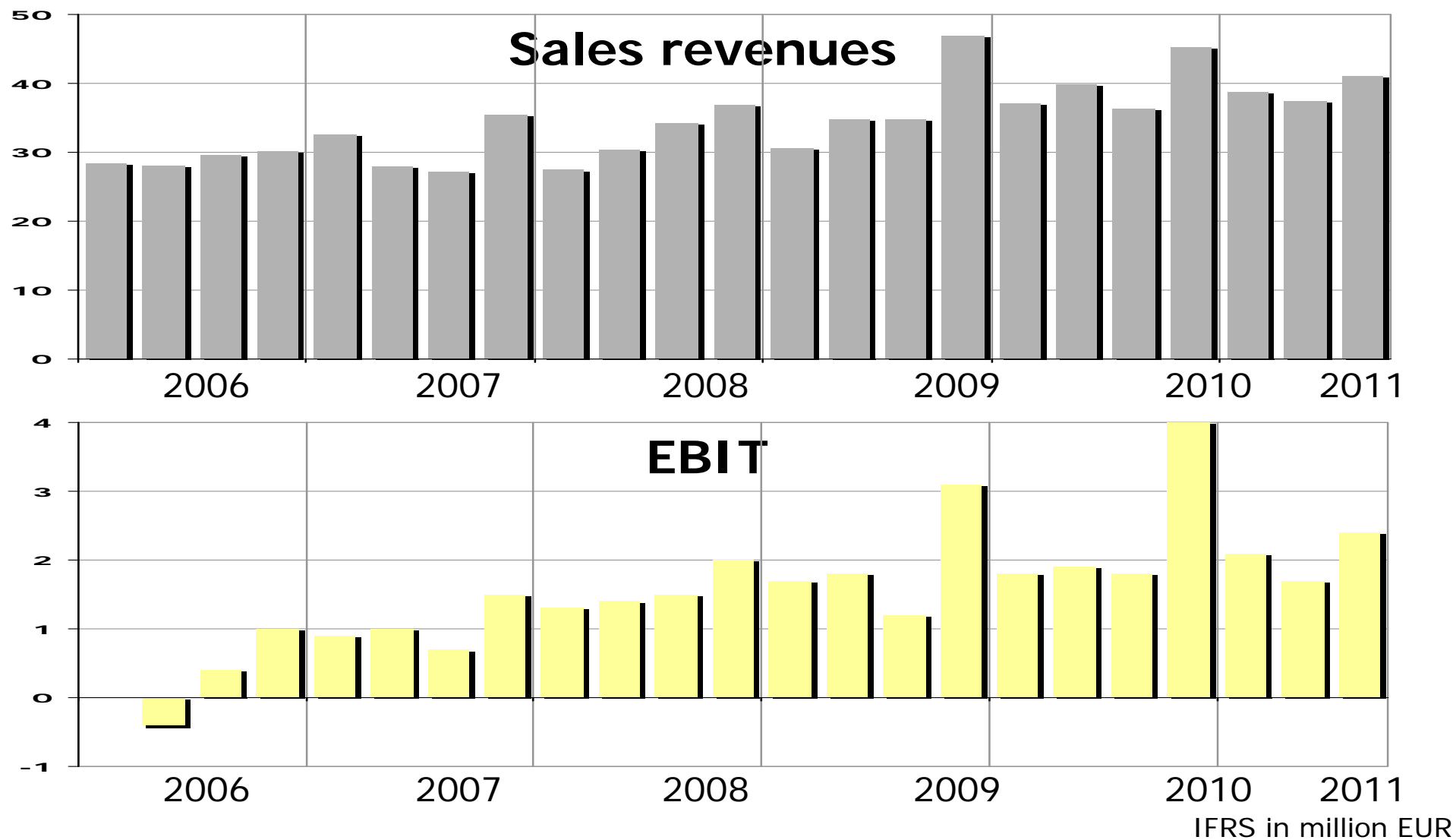
IFRS in million EUR

# Research and development

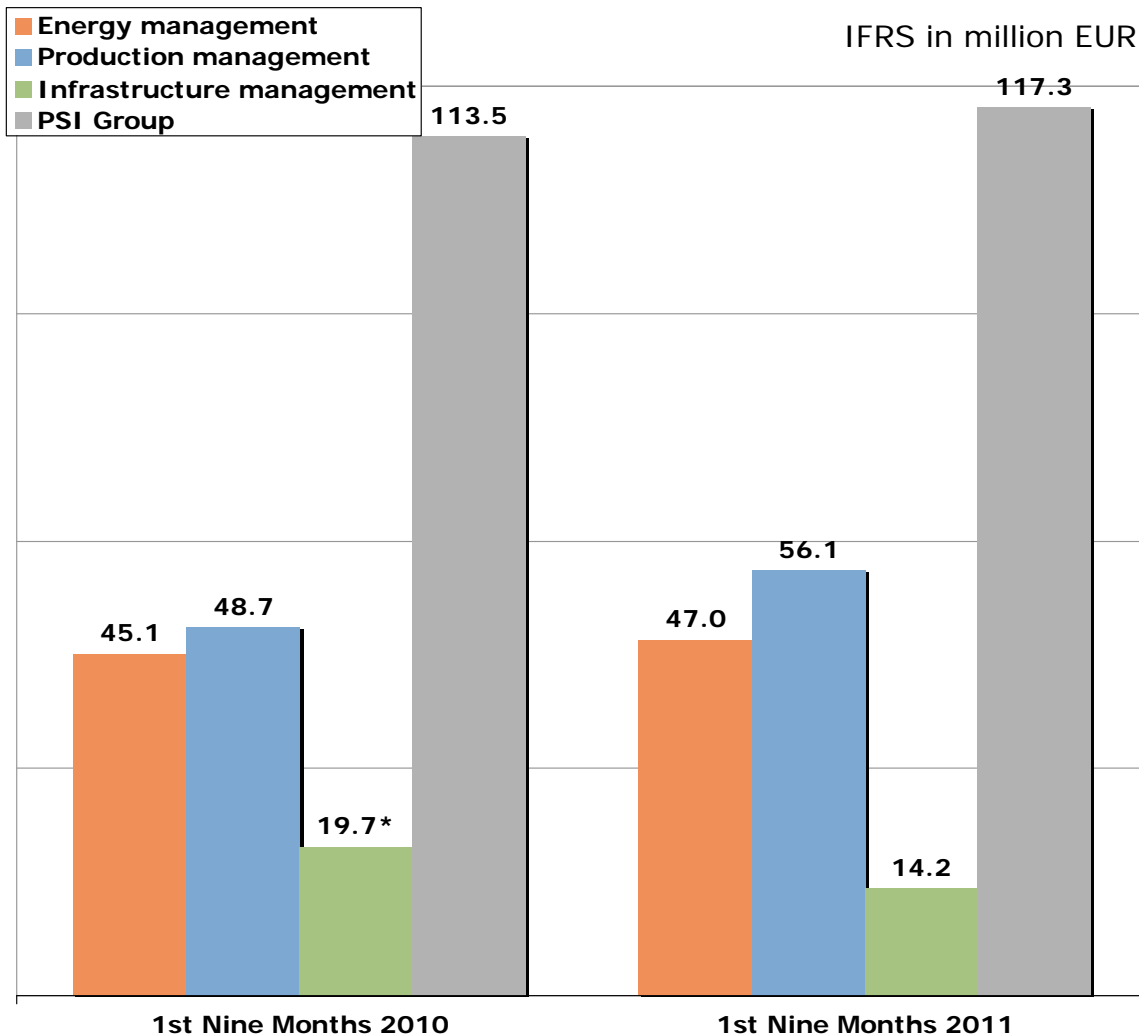
- Investments in products at a consistently high level
- R&D focus on export versions, functions for smart grid and standard system components and user interface
- New product derivatives for turbine manufacturing and aircraft maintenance, mining automation and rollout of the new, integrated *PSI metals 5*



# Sales revenues and EBIT by Quarters 2006-2011



# Sales revenues 1<sup>st</sup> Nine Months of 2011 by Segments

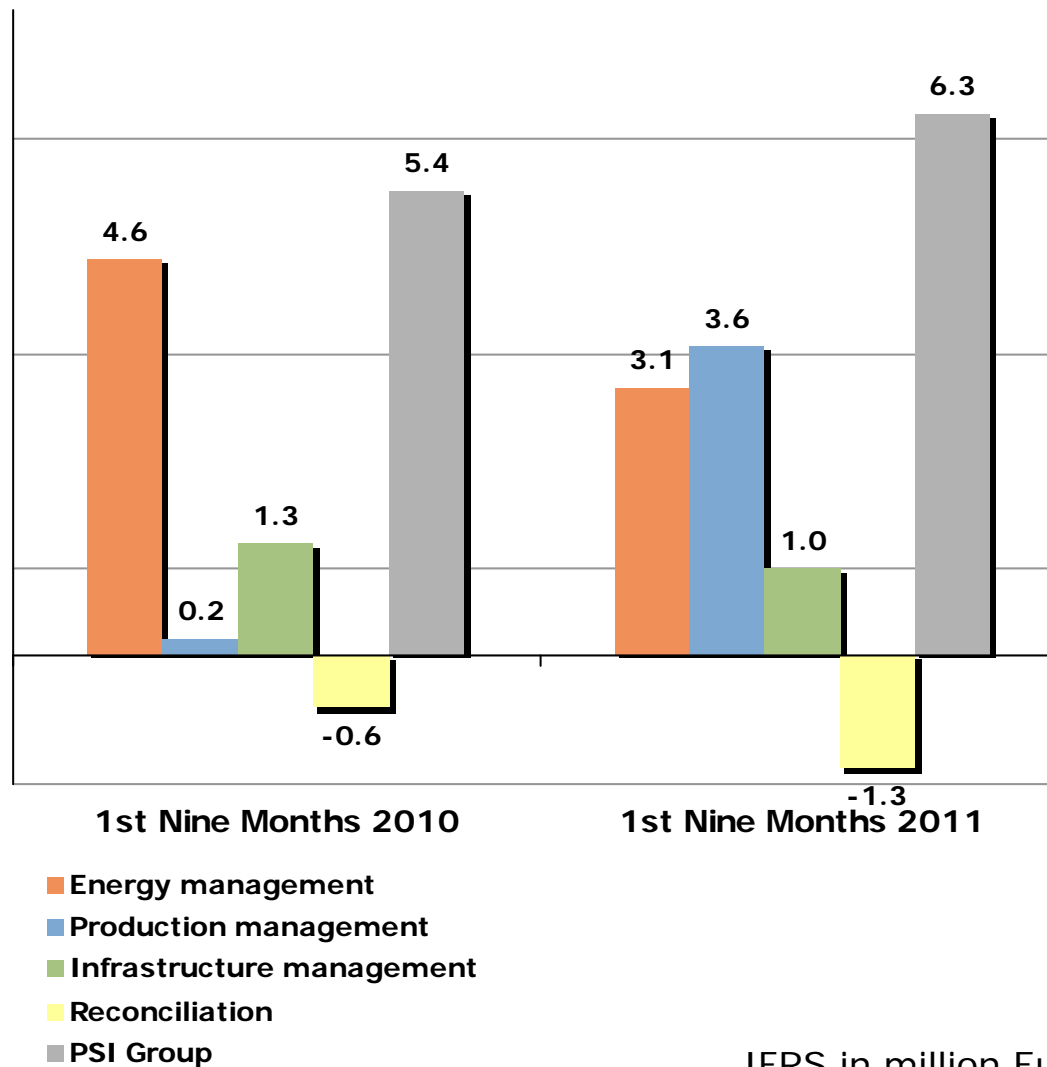


- Energy management grows slightly
- Production management with strong organic growth
- Infrastructure management with lower sales revenues due to sale of telecommunications business

\*including 4.5 million EUR discontinued operations (telecommunications business)

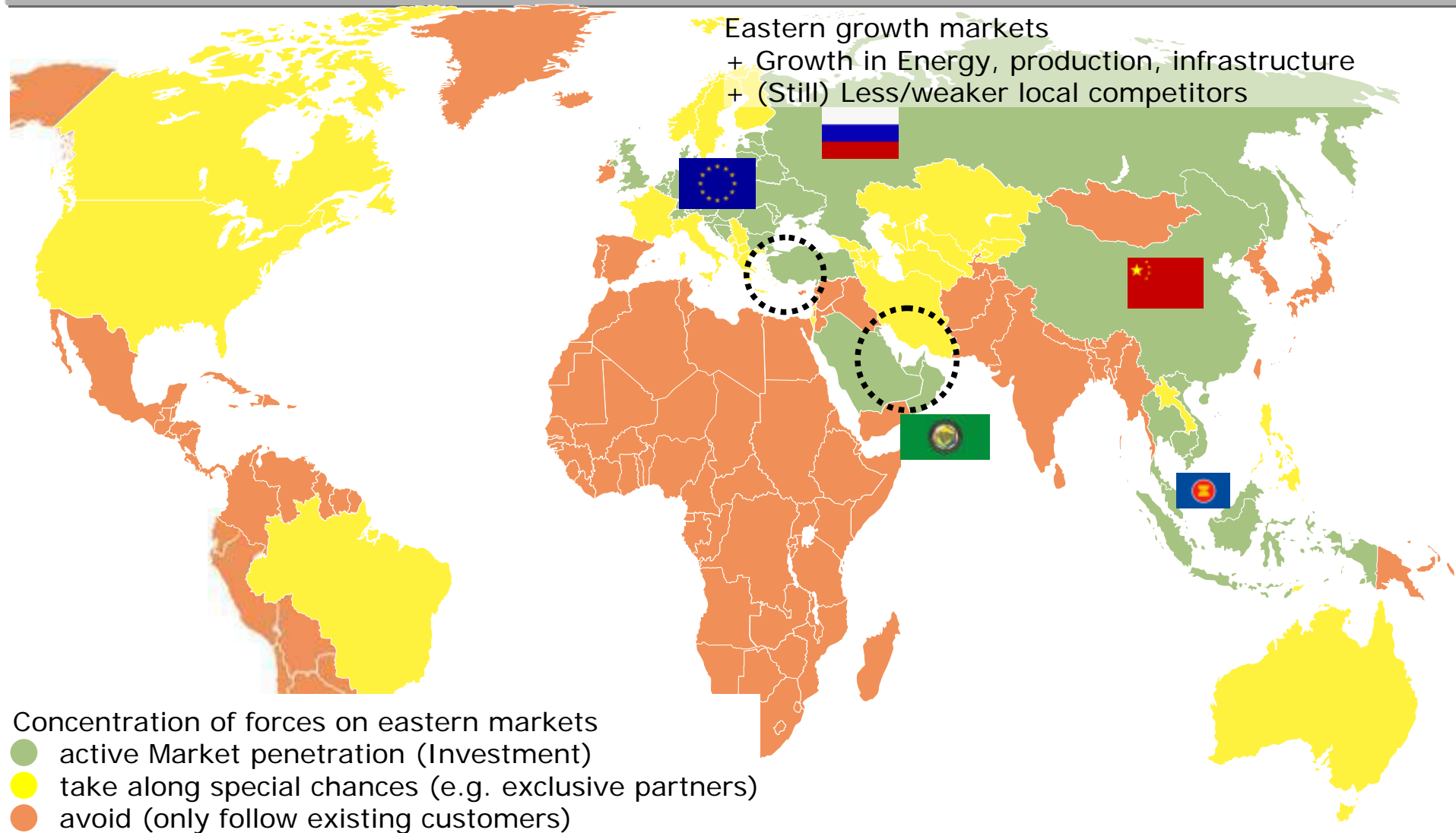
# EBIT 1<sup>st</sup> Nine Months of 2011 by Segments

- Energy management with strong result in gas/oil, electrical energy burdened by insecurity of regulatory environment
- Production management with improved performance in sequence optimisation, mining and logistics
- Infrastructure management with seasonal effects and disposal of the telecommunications unit in 2010
- Higher margin despite continued investments in products, export structures and platform standardisation (not capitalised)



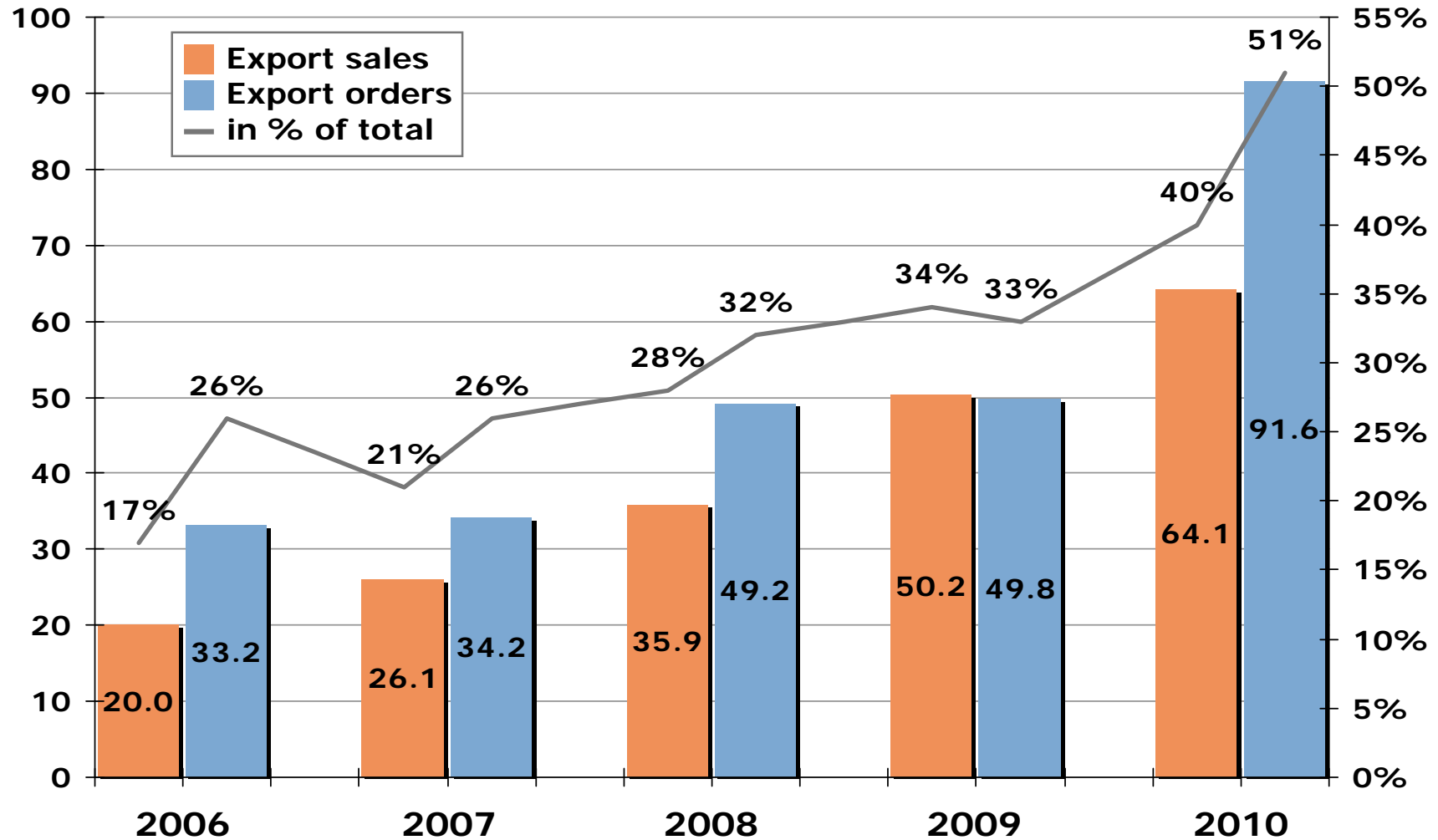
IFRS in million Euro

# PSI strategy until 2012: Grow East!

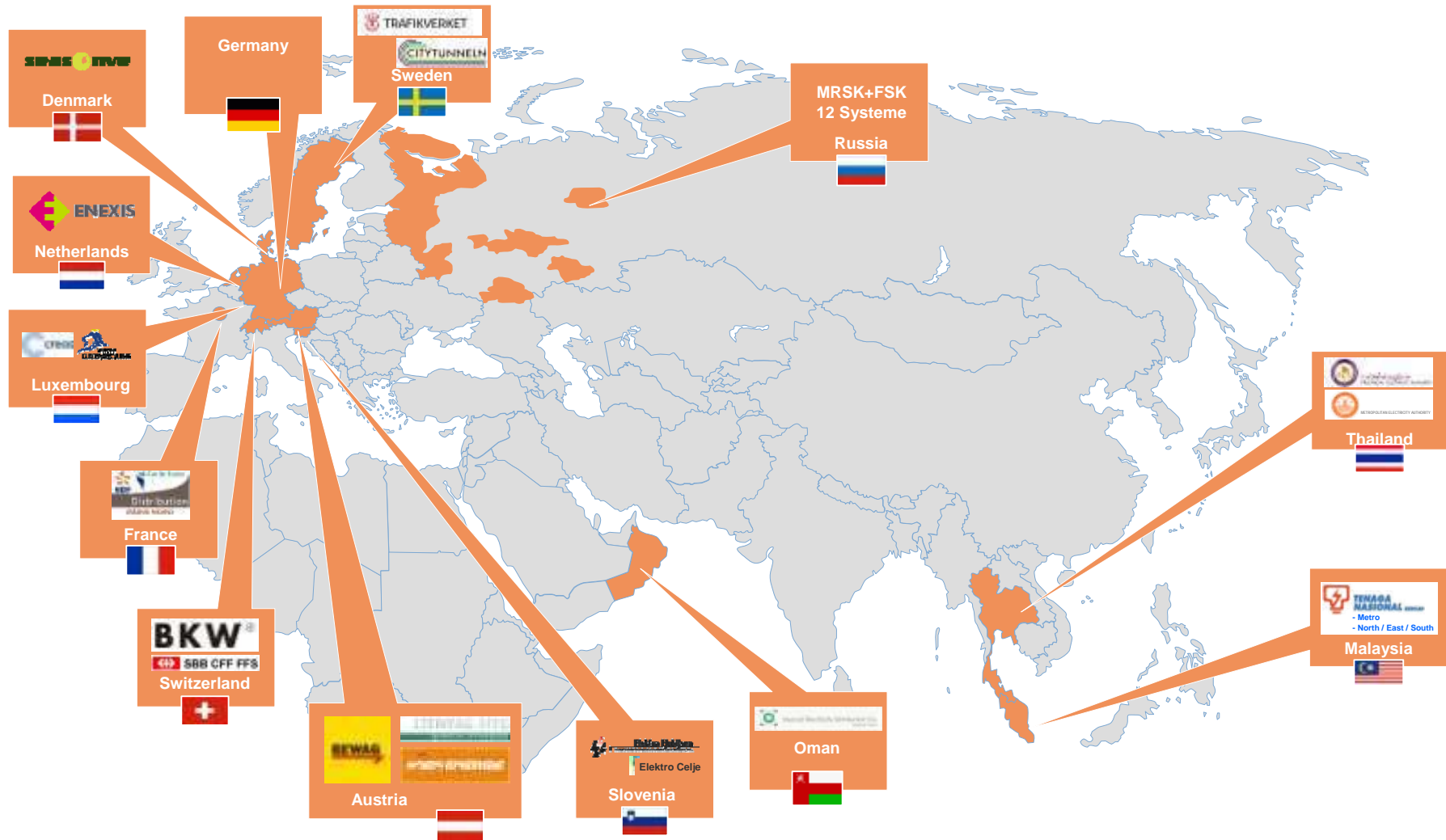


# Export orders and export sales revenues 2006-2010

Millionen EUR



# PSI customers electrical energy Europe and Asia





# Smart Grid of tomorrow

- Automation of medium voltage networks, e.g. voltage control, network separation, point optimisation, protection schemes
- Provision of additional process information; Interaction with generators and loads
- Optimised management of generation, storage and demand

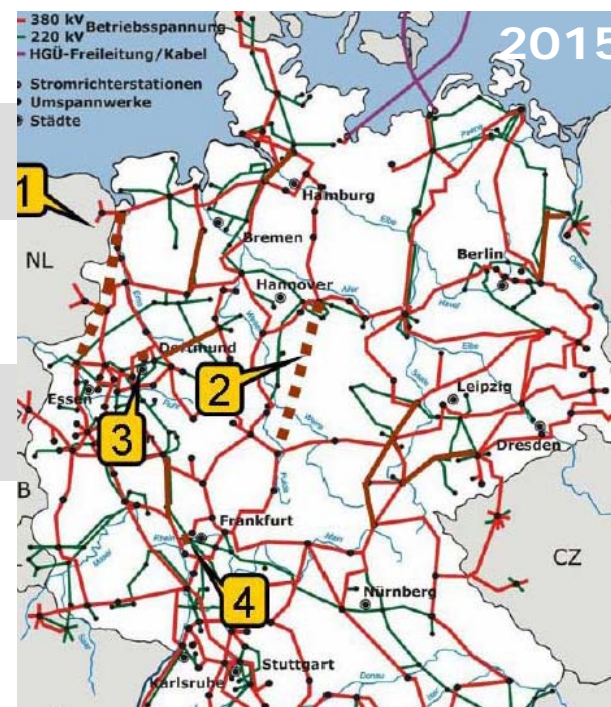


# Summary of Results Grid Expansion Requirements

Quantitative structure of expansion requirements 2009 to 2020 (minus expansion realised until 2009) Quelle:

Voltage level	Expansion requirements due to increased share of renewable energies	
	Energy concept 2020	BMU lead scenario 2020
High voltage	350 km	650 km
High/medium voltage**	7,000 MVA	30,000 MVA
Medium voltage	55,000 km	140,000 km
Medium /low voltage	19,000 MVA	33,000 MVA
Low voltage	140,000 km	240,000 km

\*\* Realisation split (overall estimation):  
 - 50 % of transformer capacity in existing substations (new 40 MVA transformers)  
 - 50 % of transformer capacity in new substations (2 x 20 MVA transformers)



# Investment Volume Grid Expansion Requirements

Voltage level	Investment volume expansion requirements distribution grids due to wind and photovoltaics	
	Energy concept 2020	BMU lead scenario 2020
High voltage	70 mill. EUR	130 mill. EUR
High/medium voltage	340 mill. EUR	1,500 mill. EUR
Medium voltage	2,700-4,400 mill. EUR	7,000-11,200 mill. EUR
Medium/low voltage	1,400 mill. EUR	2,500 mill. EUR
Low voltage	5,500-6,900 mill. EUR	9,400-11,800 mill. EUR
<b>Total</b>	<b>10,000-13,000 mill. EUR</b>	<b>21,000-27,000 mill. EUR</b>

Quelle:

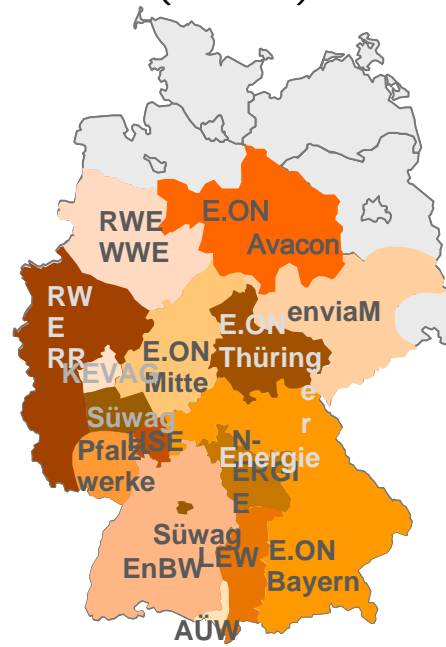


# Position of PSI in the German control system market

**TSO**  
(380 kV  
220 kV  
110 kV)



**DSO**  
(110 kV)



**Municipal** (Electricity  
Gas  
District  
Heating  
Water)



- **PSI already supports most of the German customers with Smart Grid Solutions for solving the challenges created by renewable energies.**
- **Renewable energies grow fast because of the favourable legal framework – which is why PSI continuously keeps on developing functions for Smart Grid.**
- **As the leader in the complex Smart Grid market, we are ready to utilise new technology to meet the world-wide challenges posed by renewable energies and increasing demand.**

# Requirements for the control system

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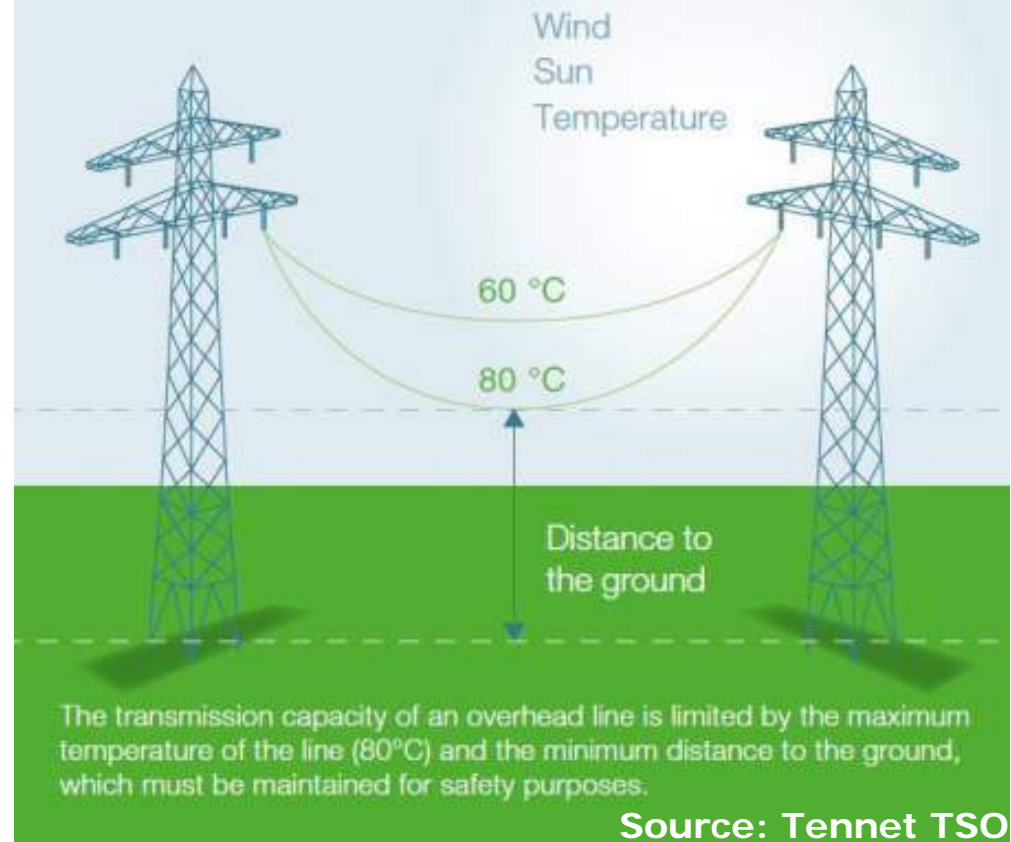
- **Network analysis in medium voltage and low voltage networks**  
Recording of loads in more detail
- **Determination of voltage profiles**
- **Detection and control of critical voltage levels**  
Prevention of voltage collapse
- **Network stability**
- **FACTS (Flexible Alternating Current Transmission System)**
- **Disconnection point optimisation**
- **Forecast methods for demand, wind, photovoltaic, ...**
- **Generation management / load management**  
Reduction / up rating of a generator group  
Control (e.g. set point definition)



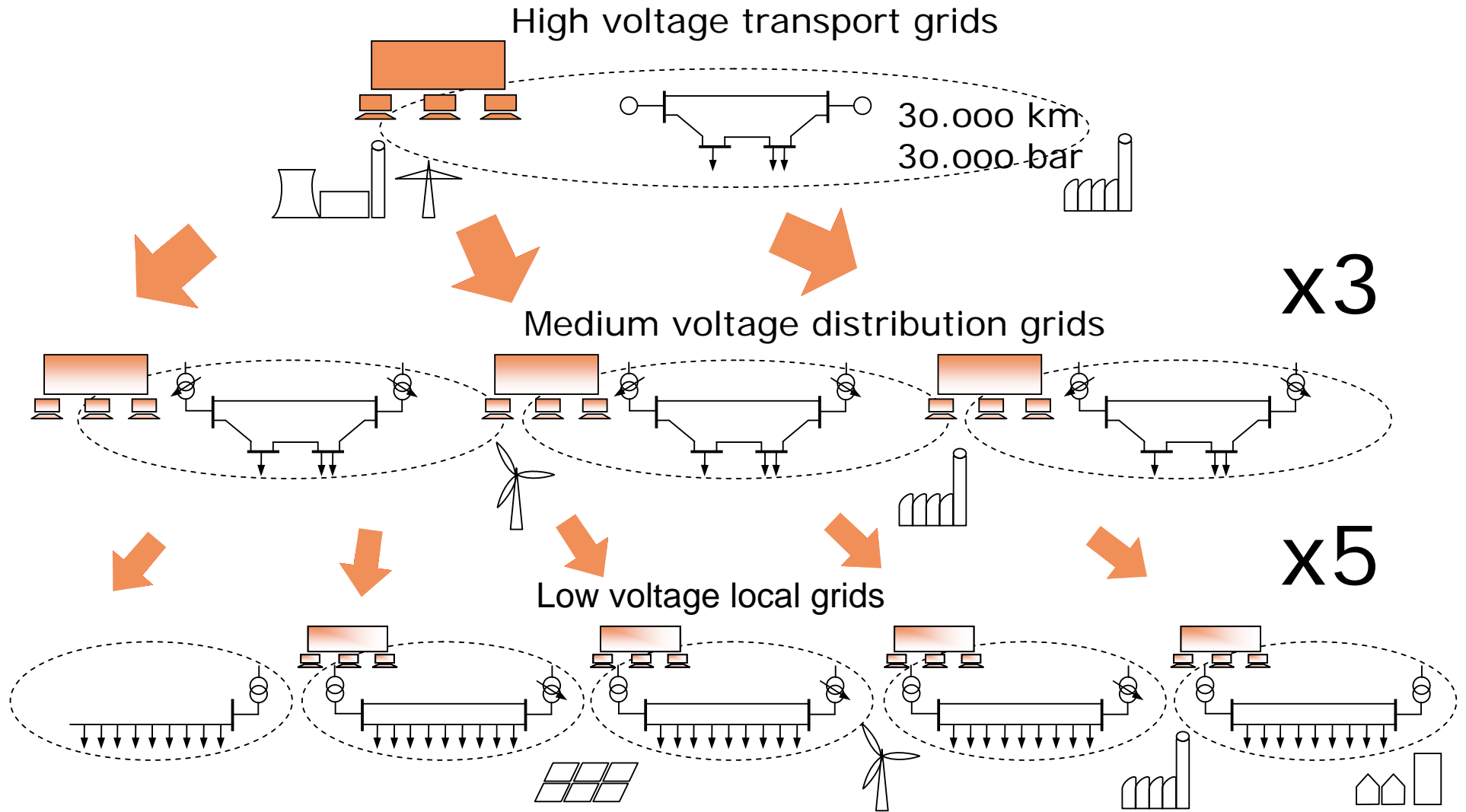
## Solutions in PSI *control*

- Overhead line monitoring in high voltage Networks
- Generation Management
- Feed Management
- Smart Balancing
- Congestion management
- Network analysis
- Generator group control (virtual power plant)

Smart analysis of current wind and temperature data and rated power line capacities  
→ Better utilisation of grid capacity



# Rollout of control intelligence from high voltage to medium and low voltage grids



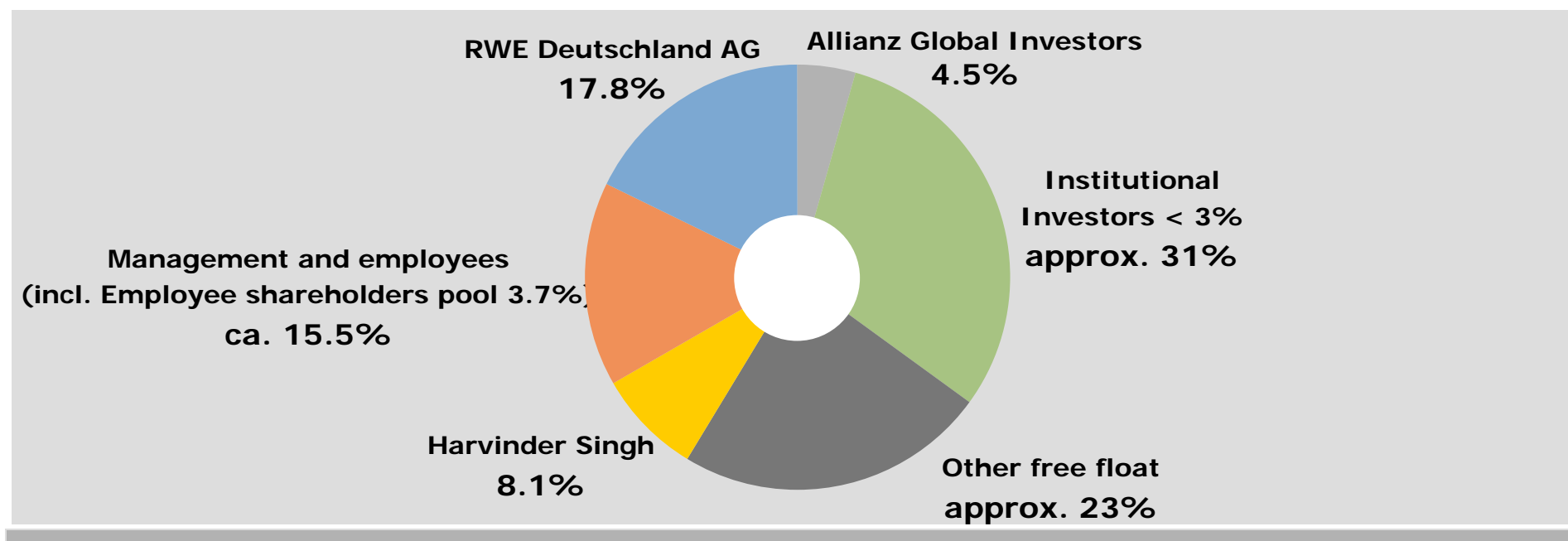
# PSI share price 2011-2012 (vs. TecDAX)



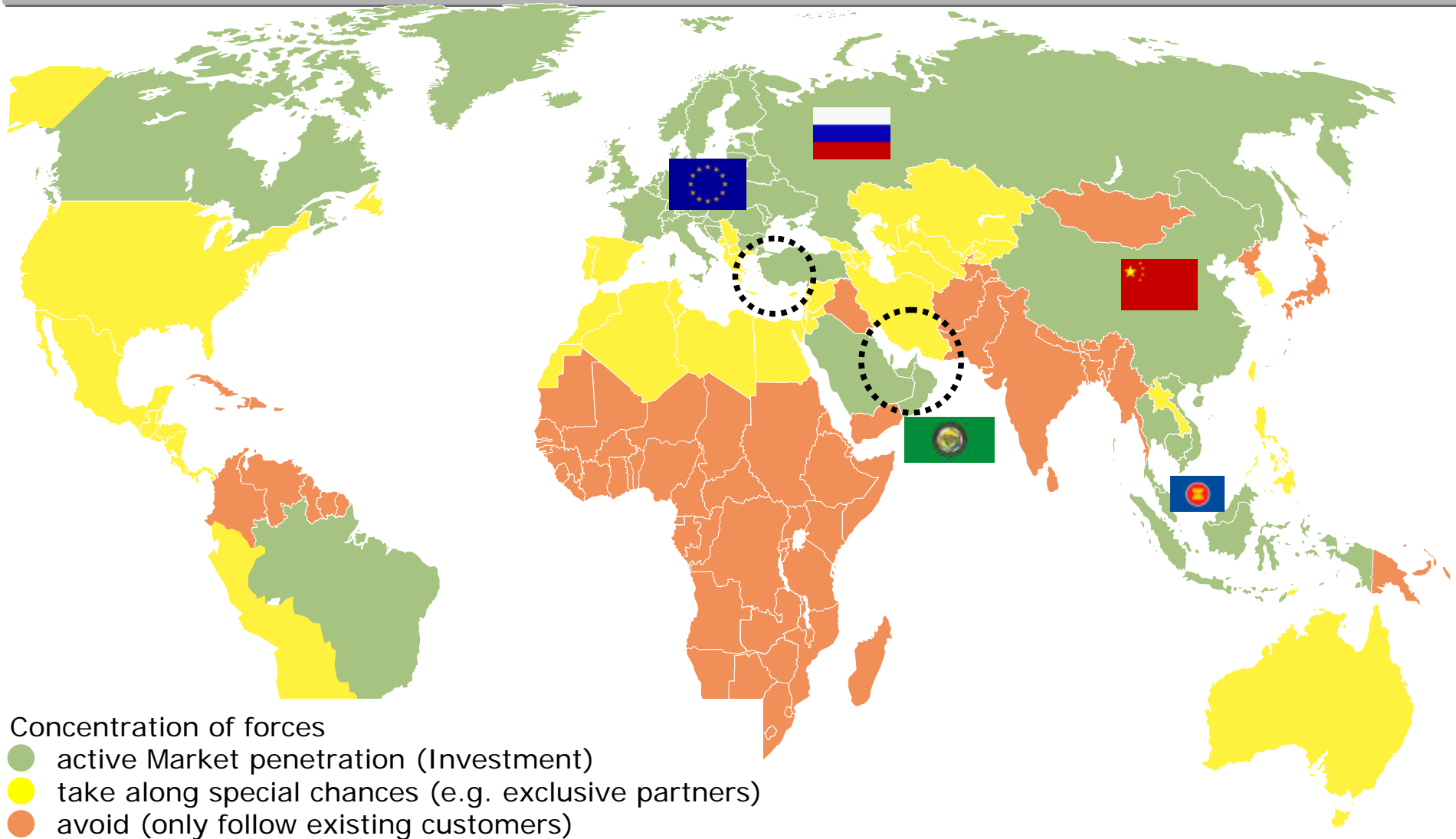


# PSI shares and shareholder structure

- Number of shares: 15.7 million shares
- Share price (30/01/12): 17.12 EUR
- Market capitalisation: 269 million EUR
- Market Segment/Index: Prime Standard/TecDAX
- Designated Sponsor: equinet
- Analyst coverage: Berenberg Bank, Deutsche Bank, DZ Bank, equinet, First Berlin, Jefferies, Dr. Kalliwoda, Montega, Solventis, WestLB



# PSI strategy from 2012: Go for Growth!

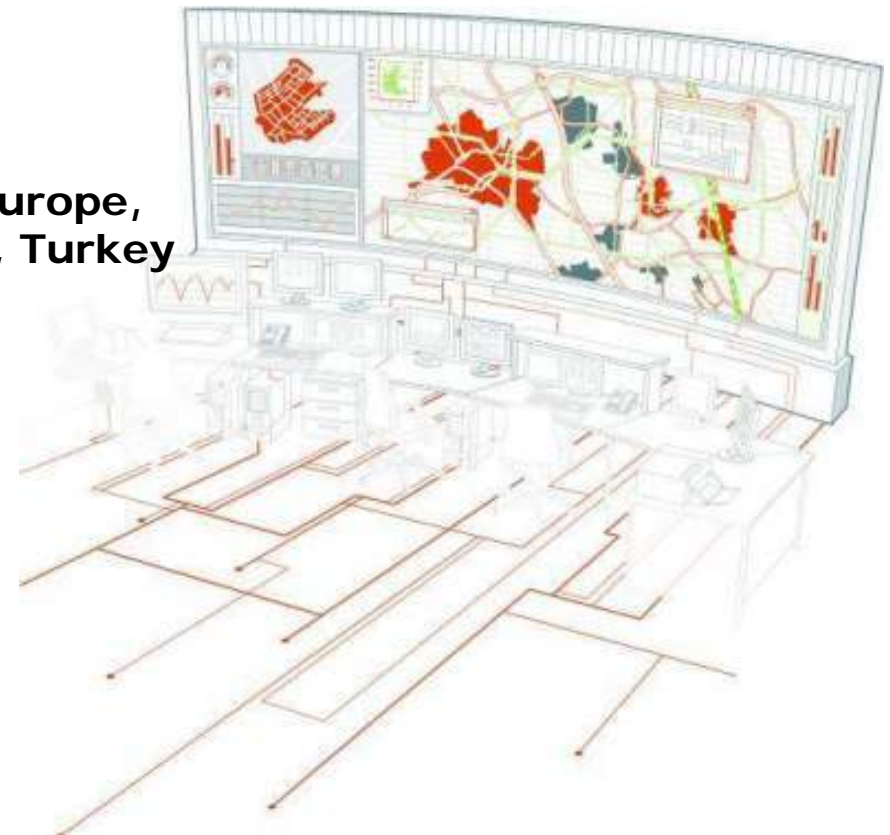


# Vision 2015

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## Market leader process control and information systems for energy, raw materials, production and infrastructure

- Megatrend scarcity of resources for energy, raw materials industry, production and infrastructure
- Strongest supplier for high complexity (and price)
- 65% export share in growth markets  
"Go for Growth": Brazil, Canada, Eastern Europe, Russia, China, Southeast Asia, Middle East, Turkey
- Head office in Germany
- Fastest product development, trendsetter for selection consultants
- Strong partner network
- Single platform company
- 250 million EUR Sales
- 2.000 employees, 800 of these in exports
- EBIT margin 13-15%



# Financial Calendar 2012

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<b>1 February 2012:</b>	<b>7<sup>th</sup> HSBC SRI Conference, Frankfurt</b>
<b>22-23 February 2012:</b>	<b>Jefferies 2012 Global Clean Technology Conference, New York</b>
<b>7-8 March 2012:</b>	<b>8. LBBW Renewable Energies &amp; Energy Efficiency Conference, Zurich</b>
<b>15 March 2012 :</b>	<b>Annual Report 2011 Analyst Conference, Frankfurt</b>
<b>26 April 2012:</b>	<b>Report on the 1<sup>st</sup> Quarter of 2012</b>
<b>3 May 2012:</b>	<b>Annual General Meeting, Berlin</b>
<b>14-16 May 2012:</b>	<b>Deutsche Bank German Swiss &amp; Austrian Conference, Frankfurt</b>
<b>30-31 May 2012:</b>	<b>Commerzbank Growth &amp; Responsibility Conference, Frankfurt</b>
<b>27 July 2012:</b>	<b>Report on the 1<sup>st</sup> Six Months of 2012</b>
<b>29 October 2012:</b>	<b>Report on the 3<sup>rd</sup> Quarter of 2012</b>
<b>12-14 November 2012:</b>	<b>German Equity Forum</b>

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# Contact

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Karsten Pierschke  
Head of Investor Relations and  
Corporate Communications

Dircksenstrasse 42-44  
10178 Berlin  
Germany

Phone: +49/30/2801-2727

Fax: +49/30/2801-1000

E-Mail: [kpierschke@psi.de](mailto:kpierschke@psi.de)

[www.psi.de](http://www.psi.de)

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