

4 November 2025

PSI Software AG

Rating	Hold (Buy)
Share price (EUR)	45.10
Target price (EUR)	45.00 (36.50)
Bloomberg Sector	PSAN GY Software

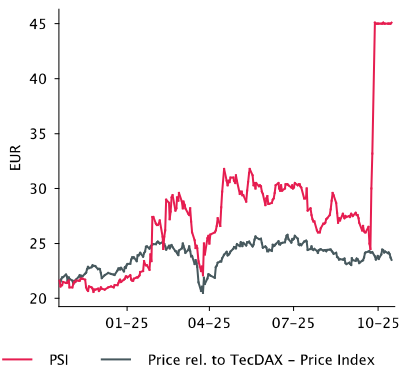
Share data

Shares out (m)	15.5
Daily volume shs (m)	1.8
Free float (%)	74.10
Market cap (EUR m)	699
EV (EUR m)	740
DPS (EUR)	0.00
Dividend yield (%)	0.0
Payout ratio (%)	0.0

Performance

ytd (%)	113.7
12 months (%)	109.8
12 months rel. (%)	100.1
Index	TecDAX

Share price performance



Source: Bloomberg

Next triggers

tba

Analysts

Sebastian Droste – Financial Analyst
T +49 (0) 69 2475049 26
sebastian.droste@quirinprivatbank.de

Please see final page for important disclaimers and disclosures

Strong 9M, guidance confirmed

On October 30, 2025, PSI released its 9M 2025 results and confirmed its guidance for 2025. Revenue growth was strong (+14.8% yoy to EUR 203.6m), exceeding our estimate by 1.0%. Growth was supported by higher demand across all segments, particularly in Grid & Energy Management, which benefited from strong project activity despite restructuring. The adjusted EBIT margin of 2.8% was in line with our estimate, while the unadjusted margin improved slightly from -10.9% to -10.0% yoy, mainly affected by restructuring and transaction costs linked to the Warburg Pincus agreement. PSI reaffirmed its full-year guidance of around 10.0% yoy revenue growth and an adjusted EBIT margin of around 4.0%, in line with our expectations. We raise our target price to EUR 45.00 (previously EUR 36.50) due to the Warburg Pincus deal and change our recommendation to Hold.

Grid & Energy Management drives growth

Revenues in 9M 2025 increased by 14.8% yoy to EUR 203.6m, exceeding our expectation by 1.0%. Order intake was strong with EUR 269.0m, up 36.4% yoy, reflecting solid demand across core business areas. The Grid & Energy Management segment was the main contributor, posting a 28.3% yoy increase to EUR 96.9m, supported by strong market activity despite ongoing restructuring efforts. The Discrete Manufacturing segment also showed dynamic momentum with revenues up 27.0% yoy to EUR 25.5m, reflecting progress in cloud and SaaS transformation. Logistics revenues rose 16.1% yoy to EUR 25.4m. Process Industries & Metals grew by 9.0% yoy to EUR 53.1m. Overall, the sale of the Mobility division was offset by organic growth across remaining segments.

One-time charges affect margin

The adjusted EBIT margin of 9M 2025 was 2.8%, in line with our estimate. The unadjusted EBIT margin increased slightly from -10.9% to -10.0% yoy, reflecting significant one-time charges. The margin was primarily impacted by restructuring expenses in the Grid & Energy Management segment and transaction costs related to the Warburg Pincus investment agreement.

Guidance confirmed

PSI confirmed its guidance for 2025, forecasting revenue growth of around 10.0% yoy and an adjusted EBIT margin of around 4.0%, both in line with our adjusted estimates. The outlook reflects management's expectation of continued order and revenue growth supported by a strong order intake of EUR 269.0m (+36.4% yoy) and a stable order backlog of EUR 188.0m, despite the sale of the Mobility division. The company anticipates that restructuring measures in the Grid & Energy Management segment and the cloud and SaaS transformation in Discrete Manufacturing will continue to weigh on profitability in the short term. However, the ongoing cost reduction program and operational improvements should support margin recovery once the one-time expenses of roughly EUR 12.0m and transaction costs in the low double-digit million EUR range related to the Warburg Pincus deal phase out.

Key figures		2023	2024	2025e	2026e	2027e
Sales	EUR m	270	261	287	317	352
EBIT	EUR m	6	-15	-13	16	26
EPS	EUR	0.02	-1.35	-0.75	0.61	1.04
Sales growth	%	8.9	-3.4	10.0	10.5	11.0
EBITDA margin	%	7.5	-0.2	0.2	9.0	10.5
EBIT margin	%	2.1	-5.8	-4.5	5.2	7.3
EV/Sales	ratio	1.41	1.36	2.54	2.25	1.98
EV/EBITDA	ratio	18.9	-566.5	1270.7	25.0	18.9

Source: Bloomberg, Company data, Quirin Privatbank estimates

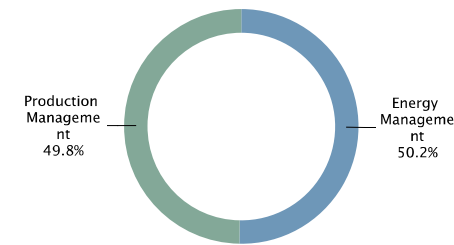
Investment agreement with Warburg Pincus

Warburg Pincus announced a voluntary public tender offer for PSI at EUR 45.00 per share in cash, implying an 84% premium to the unaffected close on 8 Oct 2025 and 63% to the 3-month VWAP; indicated equity value is EUR 702.0m. The bidder has secured 28.5% via agreements with anchor shareholders, while E.ON retains its 17.77% stake under a non-tender commitment and will support PSI as a strategic investor. Management and the supervisory board support the offer, subject to the BaFin-approved offer document. Closing is targeted for H1 2026, contingent on a 50% + 1 share minimum acceptance (including E.ON) and regulatory approvals; financing is fully backstopped with equity and existing debt. The Investment Agreement targets accelerated SaaS/cloud transition, international expansion, efficiency programs, and M&A capacity; a delisting is intended post-closing, and no domination/profit transfer agreement will be sought for two years. In our view, the premium is attractive.

Company description

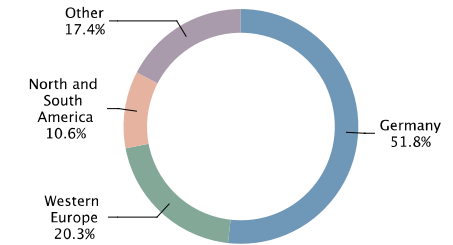
PSI is a leading global supplier of process control software solutions for utilities and industry. PSI owns excellent market position in the home market and tremendous growth opportunities in international markets. With innovative products, PSI enables its customers to utilise labour, energy and natural resources in an economical and environmentally friendly manner and provide them a competitive advantage. This will create long-term value for share-holders and develop long-term growth opportunities for PSI.

Revenues by segment 2024



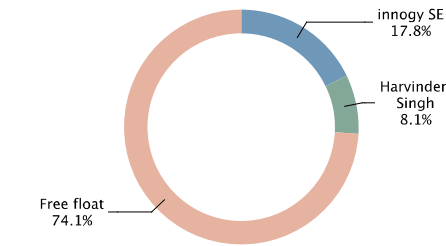
Source: Company data

Revenues by region 2024



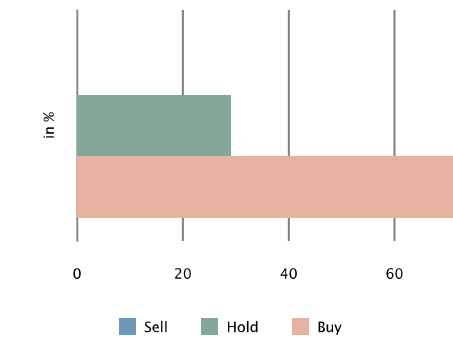
Source: Company data

Shareholder structure



Source: Company data

Recommendation Overview



Source: Bloomberg

Company guidance 2025

Growth in order intake and sales of around 10% and an adjusted EBIT margin of around 4%.

Profit & loss statement

Profit & loss statement (EUR m)	2023	YOY	2024	YOY	2025e	YOY	2026e	YOY	2027e	YOY
Sales	269.9	8.9 %	260.8	-3.4 %	286.9	10.0 %	317.0	10.5 %	351.9	11.0 %
Unfinished Goods	0.0		0.0		0.0		0.0		0.0	
Other own work capitalized	17.1		11.9		13.1		14.5		16.1	
Other operating earnings	0.0		0.0		0.0		0.0		0.0	
Cost of goods	-46.1		-38.3		-42.1		-46.5		-51.6	
Gross profit	286.9		272.8		300.1		331.6		368.0	
Personnel expenses	-183.7		-190.1		-195.1		-215.3		-238.6	
Depreciation	-14.6		-14.6		-13.6		-12.1		-11.3	
Other operating expenses	-36.9		-45.0		-62.3		-41.3		-40.9	
EBITDA	20.2	-40.7 %	-0.6	-103.1 %	0.6	-191.7 %	28.5	4872.5 %	37.0	29.5 %
EBITDA margin (%)	7.47		-0.24		0.20		9.00		10.50	
EBIT	5.6	-72.5 %	-15.2	-374.1 %	-13.0	-14.6 %	16.4	-226.4 %	25.7	56.2 %
EBIT margin (%)	2.06		-5.84		-4.54		5.19		7.30	
Income from Participations	0.3		0.3		0.3		0.3		0.3	
Net financial result	-2.5		-2.6		-3.2		-3.3		-3.1	
Exceptional items	0.0		0.0		0.0		0.0		0.0	
Pretax profit	3.0	-84.9 %	-17.9	-692.5 %	-16.3	-9.0 %	13.2	-181.0 %	22.6	71.8 %
Pretax margin (%)	1.12		-6.85		-5.67		4.15		6.42	
Taxes	-3.7		-3.8		4.7		-3.8		-6.5	
Tax rate (%)	124.27		-21.17		28.70		28.70		28.70	
Earnings after taxes	6.8		-14.1		-20.9		16.9		29.1	
Minorities	0.0		0.0		0.0		0.0		0.0	
Group attributable income	0.3	-96.7 %	-21.0	-6586.7 %	-11.6	-44.7 %	9.4	-181.0 %	16.1	71.8 %
No. of shares (m)	15.6		15.5		15.5		15.5		15.5	
Earnings per share (EUR)	0.02	-96.7 %	-1.35	-6636.1 %	-0.75	-44.7 %	0.61	-181.0 %	1.04	71.8 %

Source: Company data, Quirin Privatbank estimates

Balance sheet

Balance sheet (EUR m)	2023	YOY	2024	YOY	2025e	YOY	2026e	YOY	2027e	YOY
Assets										
Cash and cash equivalents	50.5		26.5		23.7		40.0		55.7	
Accounts receivables	48.3		50.4		55.4		61.2		67.9	
Inventories	5.0		3.0		3.3		3.6		4.0	
Other current assets	60.0		80.3		80.3		80.3		80.3	
Tax claims	8.1		5.4		5.4		5.4		5.4	
Total current assets	163.8	6.2 %	160.1	-2.2 %	162.7	1.6 %	185.2	13.8 %	208.0	12.3 %
Fixed assets	37.4		35.3		30.1		27.2		26.1	
Goodwill	59.1		59.9		59.9		59.9		59.9	
Other intangible assets	14.0		12.5		12.5		12.5		12.5	
Financial assets	0.7		0.7		0.7		0.7		0.7	
Deferred taxes	8.1		5.4		5.4		5.4		5.4	
Other fixed assets	0.0		0.0		0.0		0.0		0.0	
Total fixed assets	119.4	0.8 %	113.7	-4.7 %	108.5	-4.6 %	105.6	-2.7 %	104.5	-1.0 %
Total assets	283.2	3.9 %	273.9	-3.3 %	271.1	-1.0 %	290.7	7.2 %	312.5	7.5 %
Equity & Liabilities										
Subscribed capital	40.2		40.2		40.2		40.2		40.2	
Reserves & other	35.1		35.1		35.1		35.1		35.1	
Revenue reserves	59.6		38.7		27.1		36.5		46.4	
Accumulated other comprehensive	-23.2		-18.6		-18.6		-18.6		-18.6	
Shareholder's equity	111.7	-6.1 %	95.4	-14.6 %	83.8	-12.2 %	93.2	11.2 %	103.1	10.7 %
Minorities	0.0		0.0		0.0		0.0		0.0	
Shareholder's equity incl. minorities	111.7	-6.1 %	95.4	-14.6 %	83.8	-12.2 %	93.2	11.2 %	103.1	10.7 %
Long-term liabilities										
Pension provisions	43.0		35.7		35.7		35.7		35.7	
Financial liabilities	31.1		24.8		24.8		24.8		24.8	
Tax liabilities	4.8		3.1		3.4		3.8		4.2	
Other liabilities	1.6		1.6		1.8		2.0		2.2	
Total long-term debt	80.4	19.0 %	65.3	-18.8 %	65.8	0.7 %	66.3	0.8 %	67.0	1.0 %
Short-term debt										
Other provisions	0.0		0.0		0.0		0.0		0.0	
Trade payables	18.9		21.2		23.3		25.7		28.6	
Financial debt	8.7		29.5		29.5		29.5		29.5	
Other liabilities	63.4		62.5		68.7		76.0		84.3	
Total short-term debt	91.0	5.9 %	113.2	24.4 %	121.5	7.4 %	131.2	8.0 %	142.4	8.5 %
Total equity & liabilities	283.2	3.9 %	273.9	-3.3 %	271.1	-1.0 %	290.7	7.2 %	312.5	7.5 %

Source: Company data, Quirin Privatbank estimates

Financial key ratios

Key ratios	2023	2024	2025e	2026e	2027e
Per share data (EUR)					
EPS	0.02	-1.35	-0.75	0.61	1.04
Book value per share	7.2	6.2	5.4	6.0	6.7
Free cash flow per share	0.6	-1.8	-0.2	1.1	1.4
Dividend per share	0.40	0.00	0.00	0.40	0.50
Valuation ratios					
EV/Sales	1.41	1.36	2.54	2.25	1.98
EV/EBITDA	18.9	-566.5	1270.7	25.0	18.9
EV/EBIT	68.5	-23.3	-56.0	43.3	27.1
P/E	1222.4	-15.6	-60.3	74.4	43.3
P/B	7.2	6.2	5.4	6.0	6.7
Dividend yield (%)	1.6	0.0	0.0	0.9	1.1
Growth					
Sales growth (%)	8.9	-3.4	10.0	10.5	11.0
EBITDA growth (%)	-40.7	-103.1	-191.7	4872.5	29.5
EBIT growth (%)	-72.5	-374.1	-14.6	-226.4	56.2
EPS growth (%)	-96.7	-6636.1	-44.7	-181.0	71.8
Profitability ratios					
EBITDA margin (%)	7.5	-0.2	0.2	9.0	10.5
EBIT margin (%)	2.1	-5.8	-4.5	5.2	7.3
Net margin (%)	0.1	-8.0	-4.0	3.0	4.6
ROCE (%)	2.9	-9.5	-8.7	10.3	15.1
Financial ratios					
Total equity (EUR m)	111.7	95.4	83.8	93.2	103.1
Equity ratio (%)	39.5	34.8	30.9	32.1	33.0
Net financial debt (EUR m)	32.3	63.6	66.4	50.0	34.4
Net debt/Equity	0.4	0.3	0.3	0.3	0.3
Interest cover	1.6	-4.3	-3.4	4.2	6.6
Net debt/EBITDA	1.6	-101.5	115.7	1.8	0.9
Payout ratio (%)	1932.6	0.0	0.0	66.0	48.0
Working Capital (EUR m)	8.1	11.3	12.4	13.7	15.3
Working capital/Sales	0.03	0.04	0.04	0.04	0.04

Source: Company data, Quirin Privatbank estimates

Legal Disclaimer

This report was completed 04/11/2025 15:11 CET (Delegierte Verordnung 2016/958, Artikel 3 Absatz 1e)

This document has been prepared by Quirin Privatbank AG (hereinafter referred to as „the Bank“). This document does not claim completeness regarding all the information on the stocks, stock markets or developments referred to in it. On no account should the document be regarded as a substitute for the recipient procuring information for himself/herself or exercising his/her own judgments.

The document has been produced for information purposes for institutional clients or market professionals. Private customers, into whose possession this document comes, should discuss possible investment decisions with their customer service officer as differing views and opinions may exist with regard to the stocks referred to in this document.

This document is not a solicitation or an offer to buy or sell the mentioned stock.

The document may include certain descriptions, statements, estimates, and conclusions underlining potential market and company development. These reflect assumptions, which may turn out to be incorrect. The Bank and/or its employees accept no liability whatsoever for any direct or consequential loss or damages of any kind arising out of the use of this document or any part of its content.

Any forecasts or price targets shown for companies discussed in this document may not be achieved due to multiple risk factors including without limitation market volatility, sector volatility, corporate actions, the unavailability of complete and accurate information. For investments in foreign markets and instruments there are further risks, generally based on changes in economic and political environment, changes in financial conditions of the relevant company, on exchange rate changes, etc.

The Bank and/or its employees may hold, buy or sell positions in any securities mentioned in this document, derivatives thereon or related financial products. The Bank and/or its employees may underwrite issues for any securities mentioned in this document, derivatives thereon or related financial products or seek to perform capital market or underwriting services.

The Bank reserves all the rights in this document.

The preparation of this document is subject to regulation by German Law.

Remarks regarding to U.K. clients: Distribution of this material in the U.K. is governed by the FSA Rules. This Report is intended only for distribution to Professional Clients or Eligible Counterparties (as defined under the rules of the FSA) and is not directed at Retail Clients (as defined under the rules of the FSA).

Disclosures in respect of section 85 of the German Securities Trading Act, the market abuse regulation and the Commission Delegated Regulation (EU) 2016/958

Section 85 of the German Securities Trading Act in combination with the European regulations requires an enterprise preparing a securities analyses to point possible conflicts of interest with respect to the company that is the subject of the analyses. Catalogue of potential conflicts of interest:

1. The Bank and/or its affiliate(s) own a net long or short position exceeding the threshold of 0,5% of the total issued share capital of the company that is the subject of the Research Document, calculated in accordance with Article 3 of regulation (EU) No 236/2012 and with Chapter III and IV of Commission Delegated Regulation (EU) No 918/2012
2. The company that is the subject of the Research Document owns 5% or more in the total issued share capital of the Bank and/or its affiliate(s)
3. The Bank and/or its affiliate(s) was Lead Manager or Co-Lead Manager over the previous 12 months of a public offering of analyzed company
4. The Bank and/or its affiliate(s) act as Market Maker or Designated Sponsor for the analyzed company
5. The Bank and/or its affiliate(s) over the previous 12 months has been providing investment banking services for the analyzed company for which a compensation has been or will be paid
6. The responsible analyst named in this report disclosed a draft of the analysis set forth in this Research Document to the company that is the subject of this Research Document for fact reviewing purposes and changes were made to this Research Document before publication
7. The Bank and/or its affiliate(s) effected an agreement with the analyzed company for the preparation of the financial analysis
8. The Bank and/or its affiliate(s) holds a trading position in shares of the analyzed company
9. The Bank and/or its affiliate(s) has other important financial interests in relation to the analyzed company

In relation to the security or financial instrument discussed in this analyses the following possible conflict of interest exists: (7)

The Bank have set up effective organizational administrative arrangements to prevent and avoid possible conflicts of interest and, where applicable, to disclose them. The Quirin research analysts involved in issuing research reports operate independently of Quirin Investment Banking business. Information barriers and procedures are in place between the research analysts and staff involved in securities trading for the account of Quirin or clients to ensure the price sensitive information is treated according to applicable laws and regulations.

The valuation underlying the rating of the company analyzed in this report is based on generally accepted and widely used methods of fundamental valuation, such as the DCF model, Free Cash Flow Value Potential, peer group comparison and – where applicable – a sum-of-the-parts model.

We do not commit ourselves in advance to whether and in which intervals an update is made. The document and the recommendation and the estimations contained therein are not linked – whether directly or indirectly – to the compensation of the analyst responsible for the document.

All share prices given in this equity analysis are closing prices from the last trading day before the publication date stated, unless another point in time is explicitly stated.

The rating in this report are based on the analyst's expectation of the absolute change in stock price over a period of 6 to 12 months and reflect the analyst's view of the potential for change in stock price as a percentage. The BUY and SELL ratings reflect the analyst's expected high change in the value of the stock.

The levels of change expressed in each rating categories are:

BUY > +10%

HOLD <=-10% and < = +10%

SELL > -10%.

Analyst certification

Sebastian Droste, financial analyst, hereby certifies that all of the views expressed in this report accurately reflect my personal views about any and all of the subject securities or issuers discussed herein. In addition, I hereby certify that no part of my compensation was, is, or will be, directly or indirectly related to the specific recommendations or views expressed in this research report, nor is it tied to any specific investment banking transaction performed by the Bank or its affiliates.

Price and Rating History (last 12 months)

Date	Price target-EUR	Rating	Initiation
04.11.2025	45.00	Hold	
31.07.2025	36.50	Buy	
09.05.2025	35.50	Buy	
28.03.2025	35.00	Buy	
28.11.2024	34.00	Buy	01.06.2016

Bank distribution of ratings and in proportion to investment banking services can be found on the internet at the following address:

<https://www.quirinprivatbank.de/kapitalmarktgeschaefte/institutionelles-research>

Bank disclosures, conflict of interest on complete list of financial analysis on the last 12 month can be found on the internet at the following address:

<https://research.quirinprivatbank.de/content/disclosures>

Competent supervisory authority

Bundesanstalt für Finanzdienstleistungsaufsicht - BaFin – (Federal Financial Supervisory Authority), Graurheindorfer Str. 108 , 53117 Bonn

Contact Quirin Privatbank AG Frankfurt am Main

Schillerhaus / Schillerstraße 20 / 60313 Frankfurt am Main

Management Board: Karl Matthäus Schmidt • Johannes Eismann •

Contact Details

Quirin Privatbank AG

Schillerhaus | Schillerstrasse 20 | 60313 Frankfurt am Main

Tel.: +49 69 2 47 50 49-0 | Fax: +49 69 2 47 50 49-44 | Institutional-Sales-FFM@quirinprivatbank.de

Equity Research	Tel.	Email
Klaus Soer	+49 (0) 69 2475049-27	klaus.soer@quirinprivatbank.de
Ralf Marinoni	+49 (0) 69 2475049-24	ralf.marinoni@quirinprivatbank.de
Sebastian Droste	+49 (0) 69 2475049-26	sebastian.droste@quirinprivatbank.de
Daniel Kukalj	+49 (0) 69 2475049-28	daniel.kukalj@quirinprivatbank.de

Equity Sales	Tel.	Email
Klaus Korzilius	+49 (0) 69 2475049-25	klaus.korzilius@quirinprivatbank.de
Klaus Messenzehl	+49 (0) 69 2475049-46	klaus.messenzehl@quirinprivatbank.de
Bruno de Lencquesaing	+49 (0) 69 2475049-81	bruno.delencquesaing@quirinprivatbank.de

Fixed Income Sales	Tel.	Email
Janine Kaiser	+49 (0)69 24750 49-83	janine.kaiser@quirinprivatbank.de

Equity Trading / Sales Trading	Tel.	Email
Jean-Marie Frémion	+49 (0) 69 2475049-90	jean-marie.fremion@quirinprivatbank.de
Peter Rumstich	+49 (0) 69 2475049-65	peter.rumstich@quirinprivatbank.de

Business Support	Tel.	Email
Suganya Sutharsan	+49 (0) 69 2475049-88	suganya.sutharsan@quirinprivatbank.de