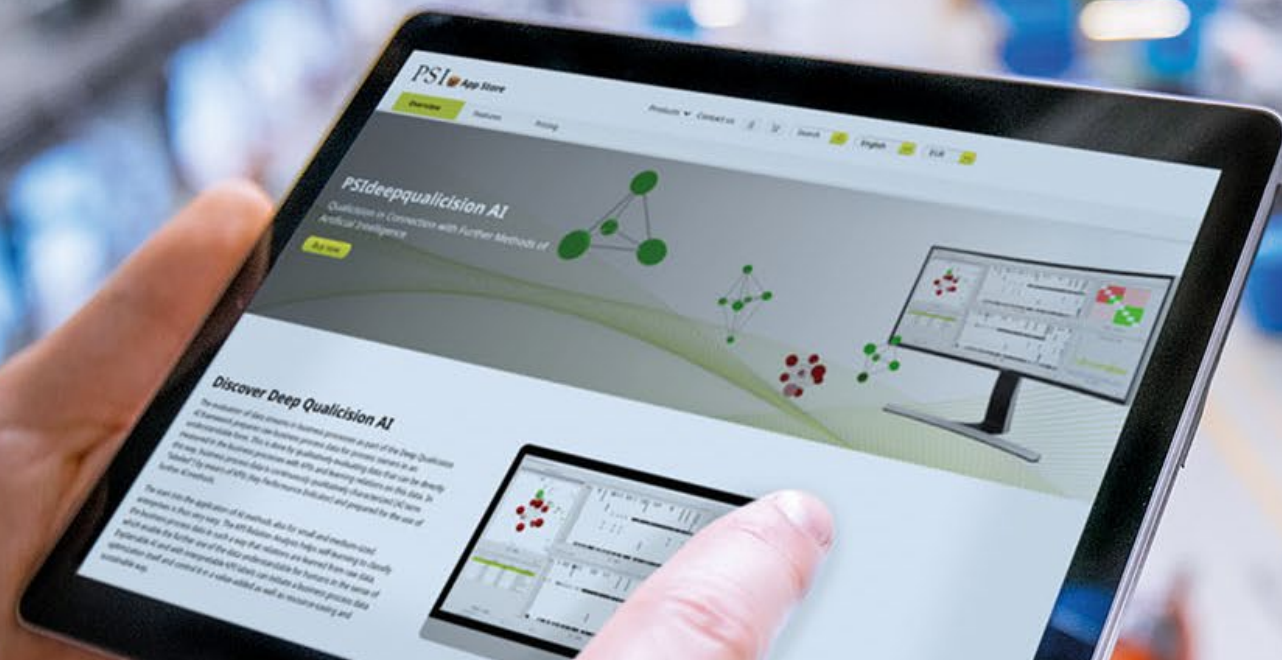


# PSI APP STORE SCALING BY CLICK



## PSI Company Presentation

German Equity Forum, November 27, 2023

## Safe-Harbour-Statement

This presentation may contain forward-looking statements regarding the business, results of operations, financial condition and earnings outlook of PSI Group. These statements may be identified by words such as “anticipate”, “believe”, “estimate”, “expect”, “forecast”, “intend”, “may”, “plan”, “project”, “predict”, “should” and “will” and variations of such words or similar expressions. These forward-looking statements are based on our current assessments, expectations and assumptions, of which many are beyond control of PSI Group, and are subject to risks and uncertainties. You should not place undue reliance on these forward-looking statements. Should these risks or uncertainties materialise, or should underlying expectations not occur or assumptions prove incorrect, actual results, performance or achievements of PSI Group may materially vary from those described explicitly or implicitly in the relevant forward-looking statement. This could result from a variety of factors, such as the level of customer orders received, the demand for process control and optimisation software in the market, the timing of final acceptance of deliveries by customers, the condition of financial markets and access to financing for PSI Group, general conditions in the software market and macroeconomic conditions, cancellations, rescheduling or delays in projects, capacity constraints, extended sales and qualification cycles, misuse of systems or misbehaviour by own or subcontractors employees, misuse of systems or misbehaviour by customers, organisational failures, technical failures of own software and hardware systems, technical failures of 3rd party software and hardware systems and any other factors discussed in any reports or other announcements, in particular in the Risk Report in the PSI Group Annual Report. Any forward-looking statements contained in this document are based on current expectations and projections of the executive board based on information available the date hereof. PSI Group undertakes no obligation to revise or update any forward-looking statements as a result of new information, future events or otherwise, unless expressly required to do so by law.



# PSI Software – Optimizing the flow of energy and material

- Established in **1969**
- Sales revenues (2022) of **247.9 million EUR**
- **2.251 employees** on December 31, 2022
- Global presence in **17 countries**
- Intellectual property of **40 million lines of code**

## Generation change on the Executive board

- Dipl.-Ing. Robert Klaffus (44) appointed as new CEO
- He took up his position on November 1, 2023
- Robert Klaffus has worked for the Siemens-Group since 2005, most recently as Senior Vice President Operations in the Electrification division



## PSI in a nutshell



PSI is a **leading supplier of process control and optimisation** software



PSI has a **leading position and strong reference base** in vertical target markets.



PSI uses best-in-class optimization based on **Industrial Artificial Intelligence**.



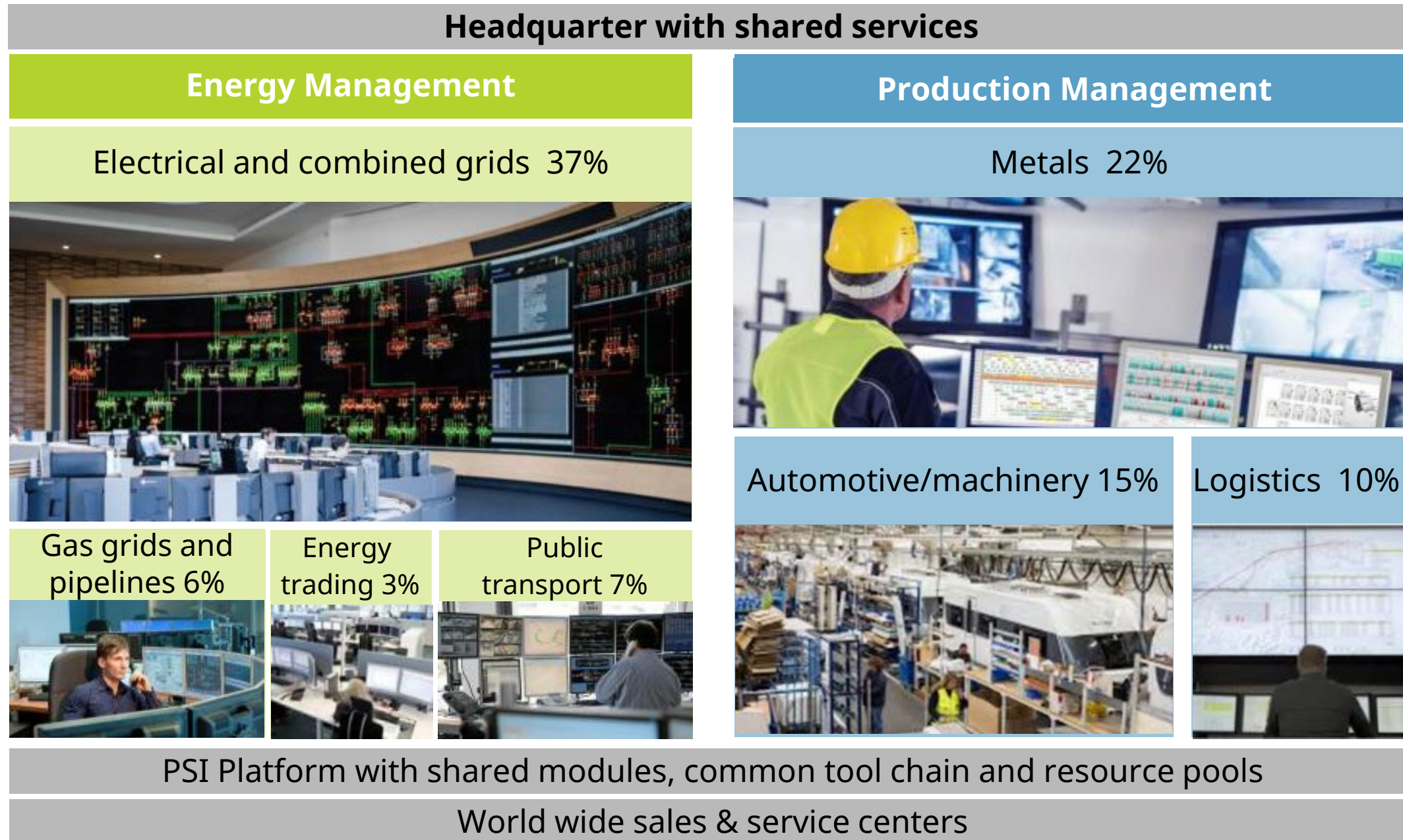
PSI **App Store for fast and easy access** to software and integrated training.



PSI software **supports sustainability goals** of utility and industry customers.



# PSI segments and vertical markets (in percentage of sales revenues 2022)



# Selected PSI reference customers by segments

## Energy Management

50hertz | Elia Group

tennet Taking power further

creos

DB NETZE

SBB CFF FFS

avacon

westnetz

Netze BW

ENEDIS

SWM

MVV NETZE

ENEXIS NETBEHEER

RheinEnergie

NetzDienste RheinMain

WIENER NETZE

OGE

GASCADE

Thyssengas

OMV

HOCHBAHN

Rheinbahn Einfach. Immer. Da.

KEOLIS

BASF The Chemical Company

## Production Management

VW

BMW

VOLVO

Audi

PORSCHE

ArcelorMittal

TATA STEEL

SSAB

USS

thyssenkrupp

emirates steel

hudeed

BLUESCOPE

GERDAU

TISCO

vallourec

Tenaris

HYDRO

shougangjingtang

Ternium

VILLARES METALS

voestalpine ONE STEP AHEAD.

Aurubis

DAIMLER

LUK

INA

FAG

LPP

KÄRCHER

BOSCH

SCHAEFFLER GROUP

DIE POST

FIEGE

WE WÜRTH ELEKTRONIK

MISTER SPEX

Hobby

FENDT CARAVAN

Mahr

KÖGEL

Linde

SR Technics

LÜRSSEN LÜRSSEN-KRÖGER WERFT

SCHWARZMÜLLER INTELLIGENTE FAHRZEUGE

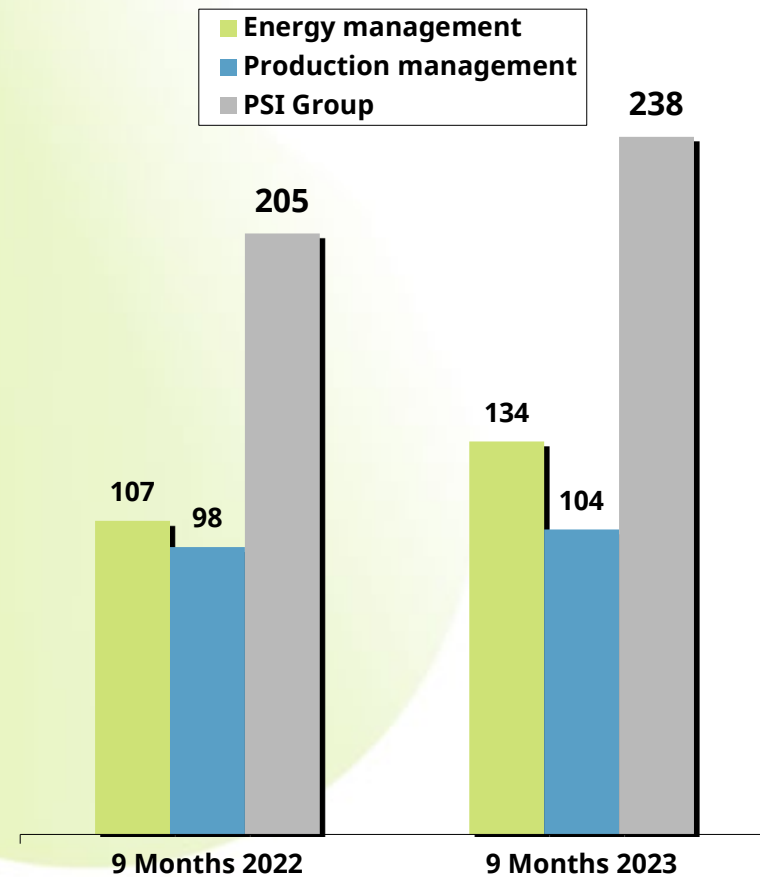
GEMÜ

# New orders, sales revenues and EBIT 1<sup>st</sup> Nine Months 2023 by Segments

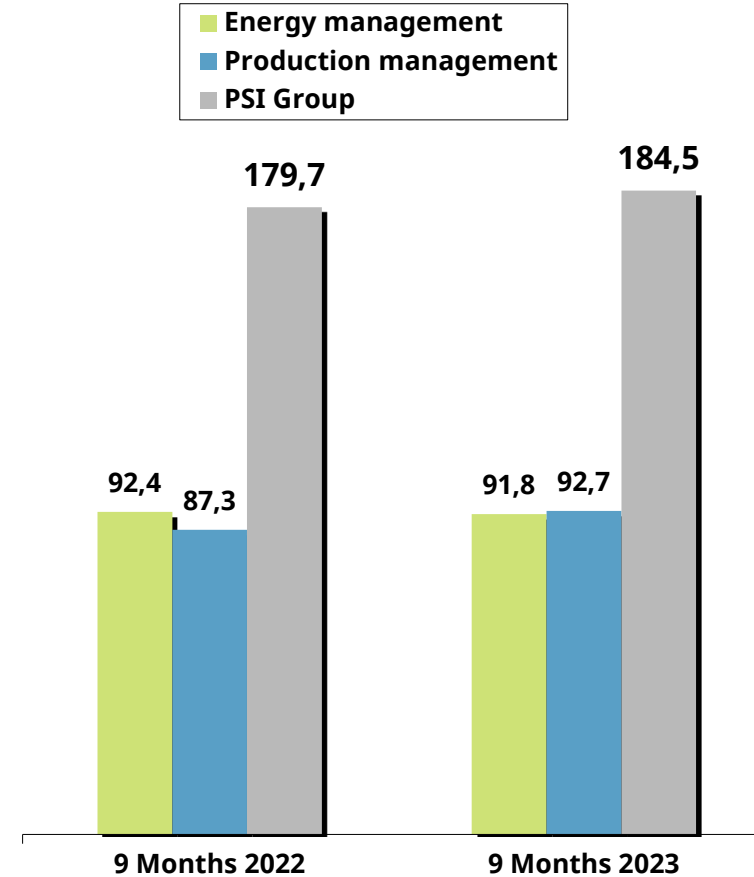
(IFRS in million EUR)

- Significant increase in new orders due to major orders in electrical grids business, logistics, Malaysia and Poland
- Sales revenues up in automotive, logistics and Malaysia, down in electrical grids
- EBIT impacted by non-recurring expenses (change of legal form to SE, Executive Board change, Redispatch 2.0 projects, risk provisioning and impairments for legacy projects in electrical grids business)

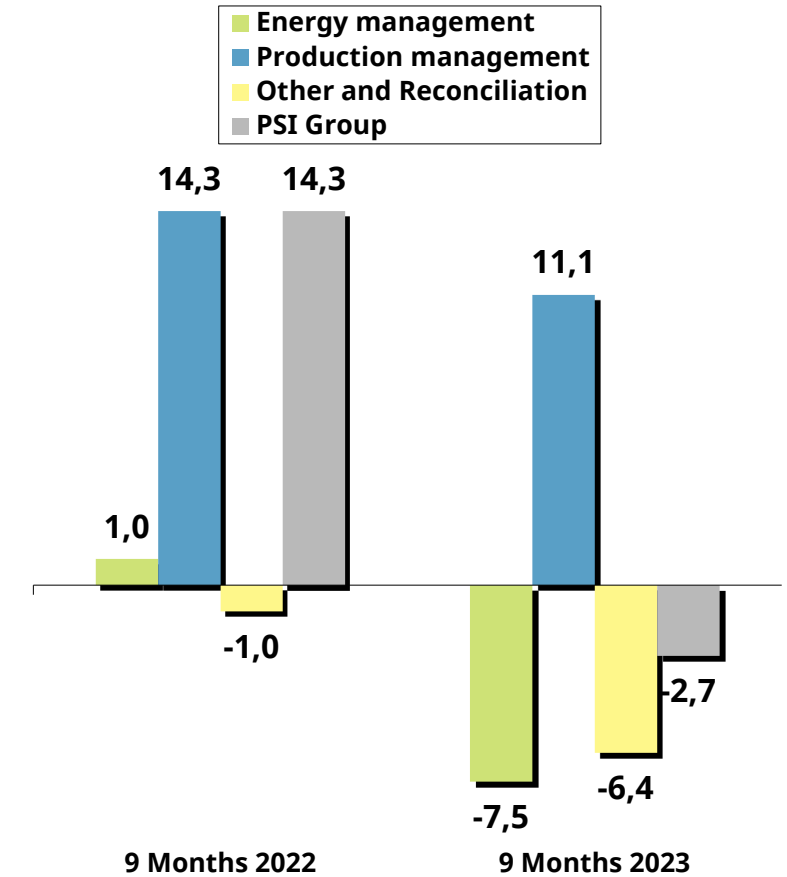
## New orders



## Sales revenues



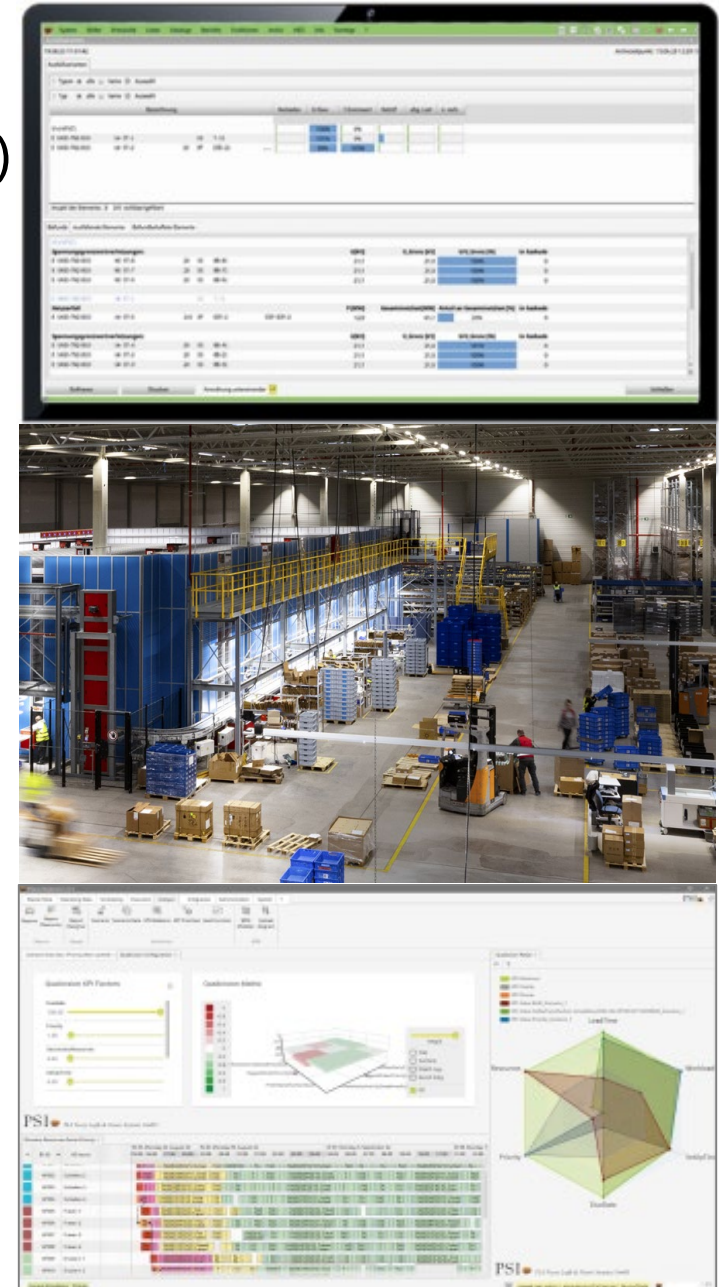
## Operating result (EBIT)





# Important orders 2023

- Mainzer Netze (upgradeable control system PSIcontrol 4.8)
- Netz Leipzig (upgradeable control system for electricity, gas, district heating)
- Swissgrid (control system for transmission system operator)
- Nord-West Oelleitung (pipeline management system)
- thyssenkrupp Steel Europe (energy trading system PSImarket)
- Diebold Nixdorf (production order management with AI optimization)
- PENN Group (ERP and SCM for the production of prefabricated steel parts)
- voestalpine Stahl (production management upgrade to PSImetals 5.21)
- LGI Logistics Group (warehouse management for contract logistics)
- FIEGE Logistik (warehouse management systems for fashion-retail and healthcare logistics)
- Edu-Książka (warehouse management system for book distribution)
- Sportisimo (warehouse management system and material flow control)
- Inter Cars (warehouse management for distribution of automotive parts)
- DEICHMANN (warehouse management for largest European shoe retailer)



## **PSI Group Outlook 2023**

- New orders +10%
- Sales revenues +10%
- EBIT 5 – 7 million euros

# PSI among the Top Players in Industrial AI market report



## GLOBAL INDUSTRIAL AI MARKET RESEARCH REPORT

INDUSTRY ANALYSIS, SIZE, SHARE, TRENDS AND FORECAST 2017-2032



**TABLE 19 Global Industrial AI Market Competitive Dashboard**

Sr. No.	Company	Headquarter	Global Revenue 2022 (USD Mn)
1	Intel Corporation	United States	63,054
2	Siemens AG	Germany	75,633
3	IBM Corp.	United States	60,530
4	Microsoft Corporation	United States	168,088
5	General Electric Company (GE)	United States	76,555
6	Rockwell Automation, Inc.	United States	7,760
7	Oracle Corporation	United States	49,954
8	SAP SE	Germany	30,871
9	Dell Technologies	United States	102,301
10	PSI	Germany	262
11	Amazon.com, Inc.	United States	513,983
12	Robert Bosch GmbH	Germany	93,610
13	Google	United States	279,328
14	Baidu, Inc.	China	16,945
15	Huawei	China	88,028
16	Yokogawa Electric Corporation	Japan	2,610
17	Hitachi	Japan	72,889
18	Nvidia Corporation	United States	26,974
19	Advantech	Taiwan	1,532

Source: Orbis Research



# Contribution to the UN SDGs and sustainability effects of PSI software products

PSI supports the United Nations Sustainable Development Goals with main focus on four specific SDGs that show a material link to the impact of our activities



PSI products enable the integration of more renewable energy in the existing system, support the decarbonization of industrial processes and help to reduce emissions in transport and logistics



Transport of up to 50% more renewable energy



Savings of 10% of emissions in logistics



>2.500 t CO<sub>2</sub> reduction p.a. in first electric-only bus depot



2.500 t less CO<sub>2</sub> per car factory due to optimized assembly



15% less CO<sub>2</sub> through optimized maintenance of energy grids



10% less energy consumption in the metals industry

**28 March 2024:**

**Annual Report 2023  
Analyst Conference**

**30 April 2024:**

**Report on the 1<sup>st</sup> Quarter of 2024**

**5 June 2024:**

**Annual General Meeting**

**31 July 2024:**

**Report on the 1<sup>st</sup> Six Months of 2024**

**31 October 2024:**

**Report on the 3<sup>rd</sup> Quarter of 2024**

# Contact

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Head of Investor Relations and  
Corporate Communications

Dircksenstrasse 42-44  
10178 Berlin  
Germany

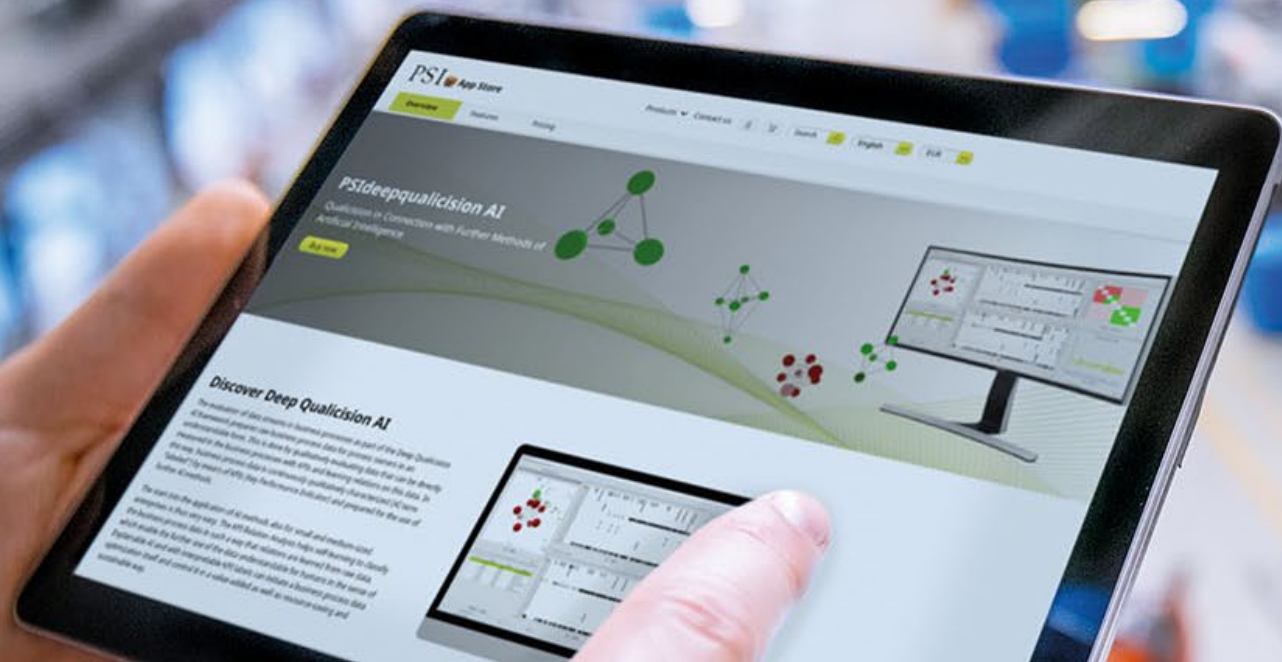
Phone: +49 30 2801-2727  
Fax: +49 30 2801-1000

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

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



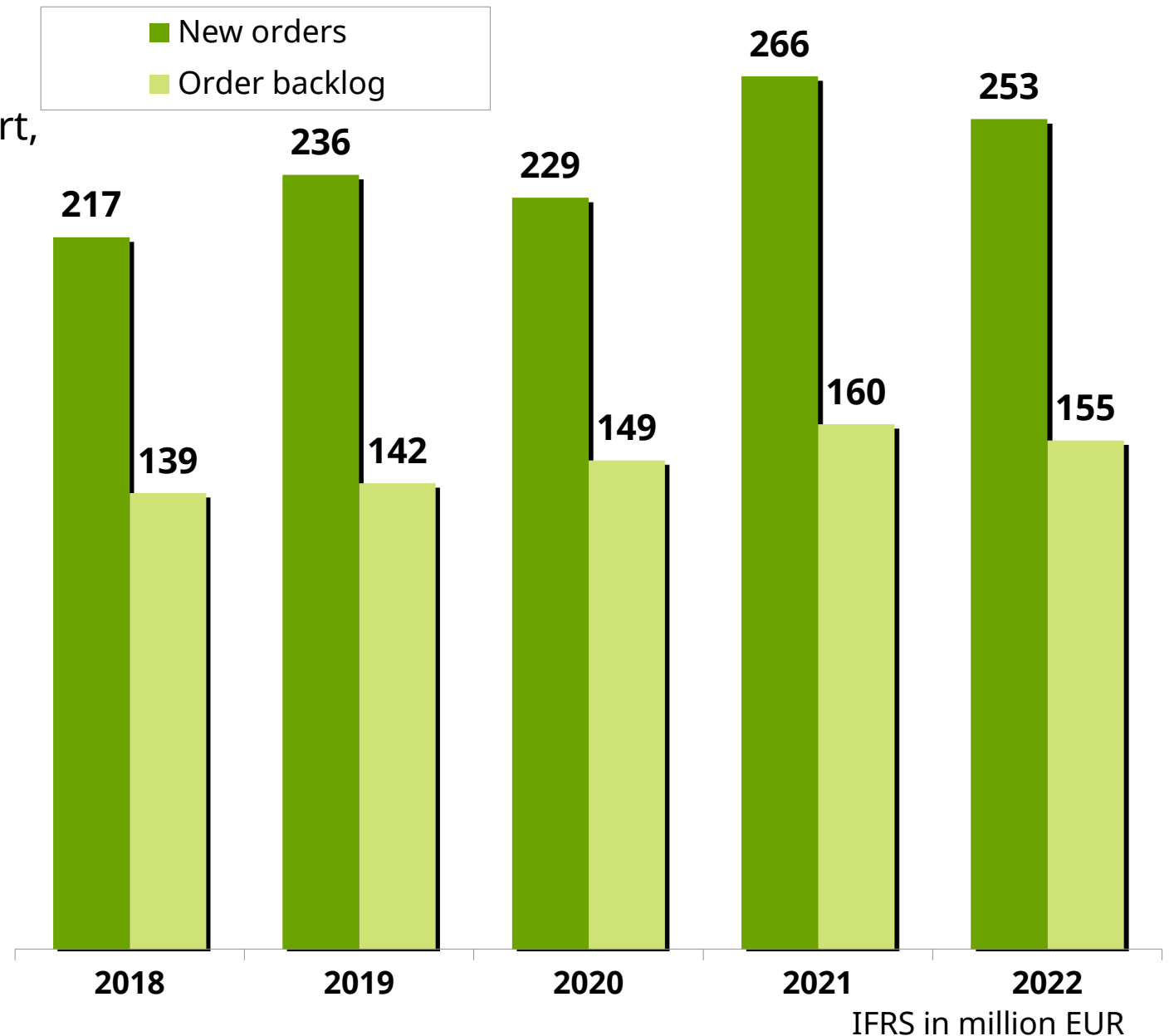
# PSI APP STORE SCALING BY CLICK



Backup Slides

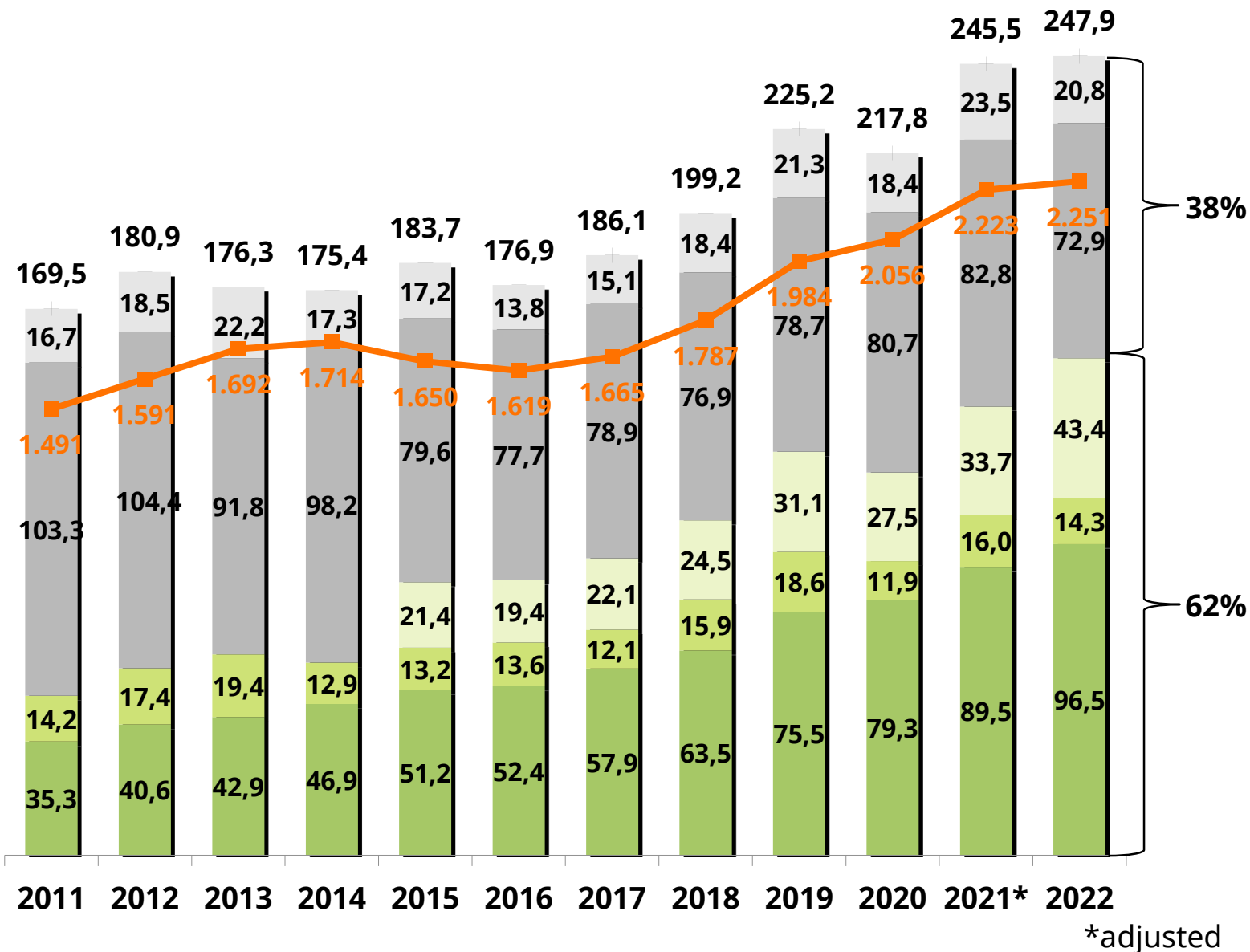
# New orders and order backlog 2018-2022

- New orders 2022 4.9% below previous year at 253 million EUR.
- Orders increase in metals industry and public transport, decrease in municipal grids and gas grids.
- Order backlog on December 31, 2022 with 155 million EUR 3.1% below previous year
- Order coverage as of December 31: about 8 months (>12 months including 97 million EUR from upgrade & maintenance contracts)

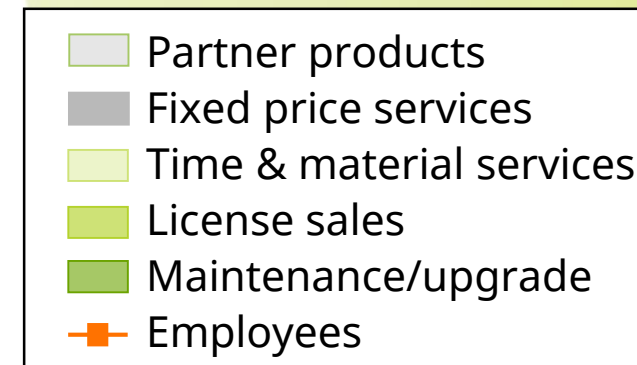


# Sales revenue analysis 2011-2022

IFRS in million EUR



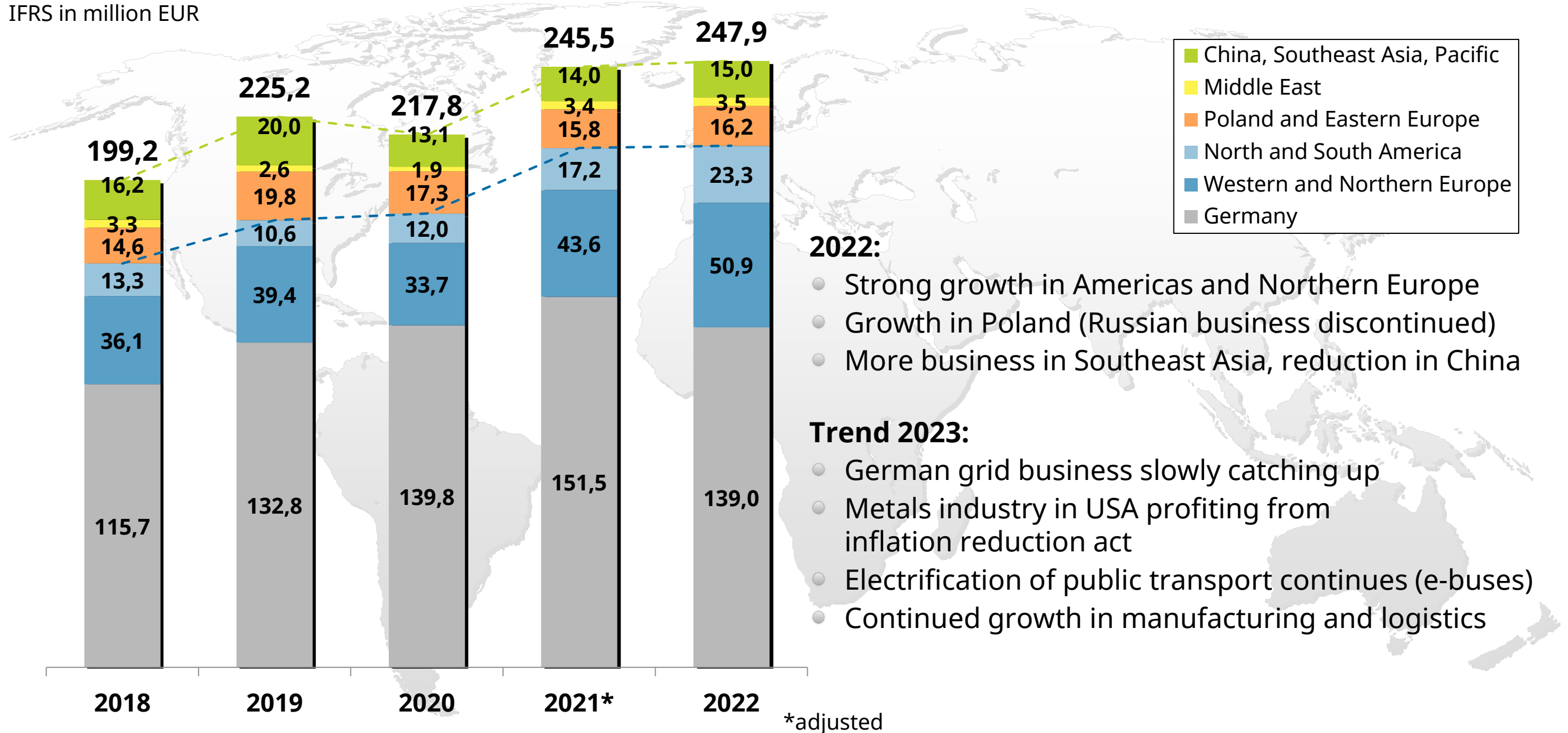
- Group sales revenues 1% above last year
- Older fixed price projects blocking capacities
- Licenses 10% below previous year's level, converting to long-term upgrade services
- Maintenance + upgrade 8% above last year
- Share of software product business at 62% (maintenance/upgrade, license, time & material services)
- Headcount up 28 with hires in Poland and the international PSI Metals business



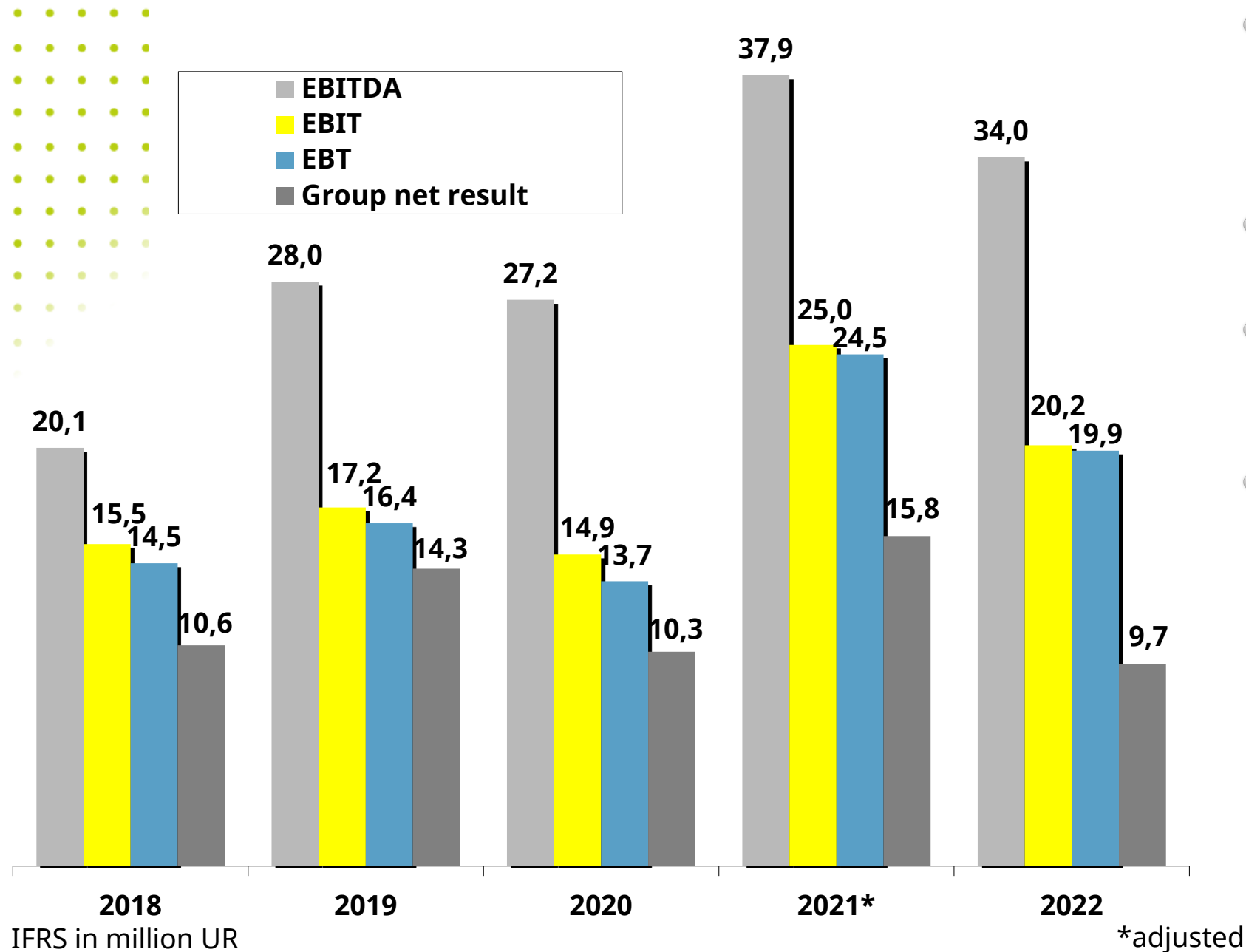


# Sales revenues by regions 2018-2022

IFRS in million EUR



# Earnings 2018-2022

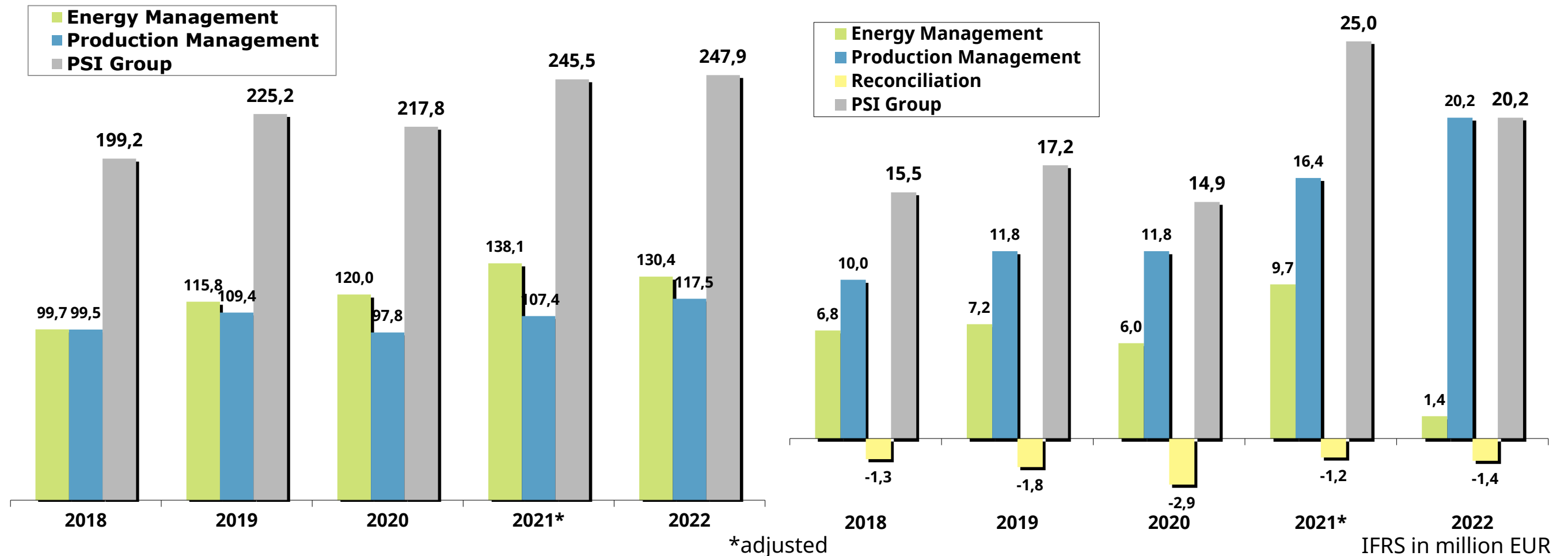


- EBITDA 10% below previous year at 34.0 million EUR (municipal utilities, Redispatch 2.0, travel expenses, trade events, China write-offs)
- EBIT with 20.2 million EUR 19% lower compared to previous year
- Net result 39% below previous year at 9.7 Mio. EUR due to discontinuation of Russian business (-7.1 million EUR)
- Earnings per share down from 1.01 EUR to 0.62 EUR



# Sales revenues and EBIT 2018-2022 by segments

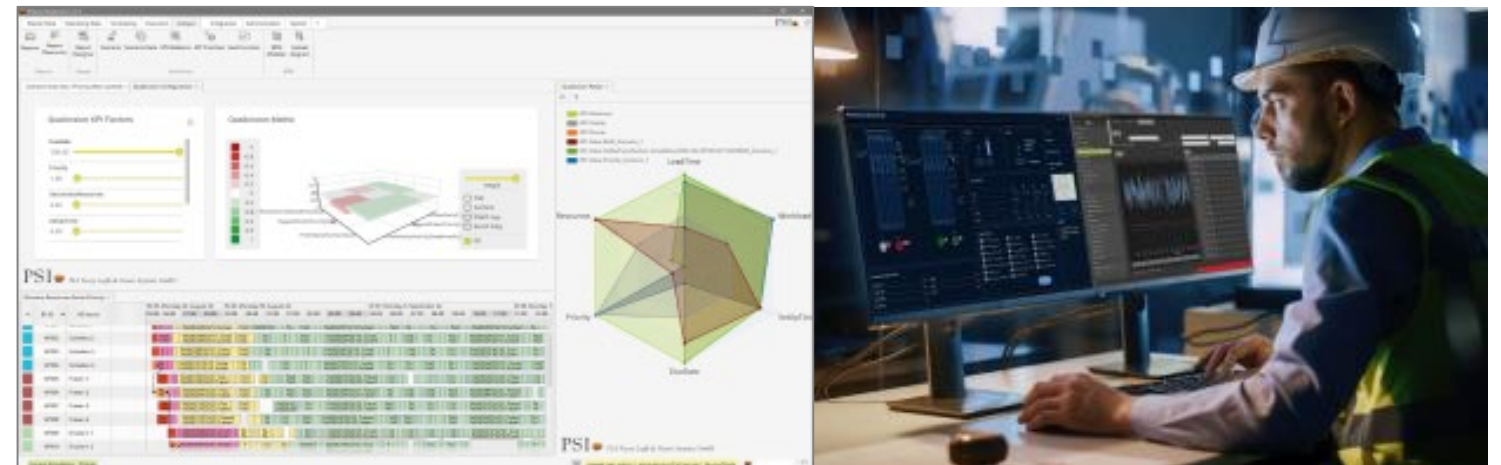
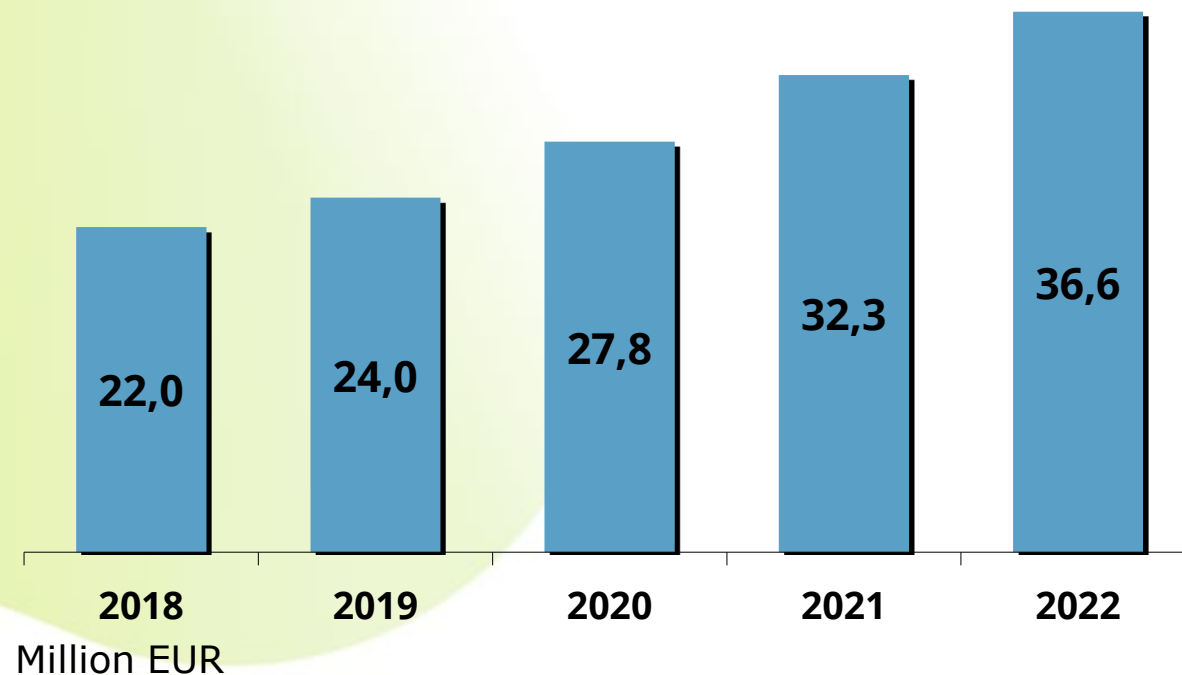
- Energy Management sales 5.6% below previous year, weaker in municipal utilities / Redispatch 2.0, results impacted by project overruns, product investments and migration to PSI platform.
- Production Management sales 9.4% above previous year due to growth in metals and logistics, better results thanks to business with PSI platform products, corporate rollouts and partner business.





# Research and development

- Research, product and platform spending 14.8% of revenues
- PSI App Store with multi-cloud technology and Collaboration Space
- Ongoing investments in core topics like energy, traffic and heat transition, decarbonization of production processes, industry 4.2, blockchain for supply chains and artificial intelligence
- New highly scalable and available platform-based control system
- Improvements of upgradeability, functionality and configuration tools for the existing grid control system PSIcontrol

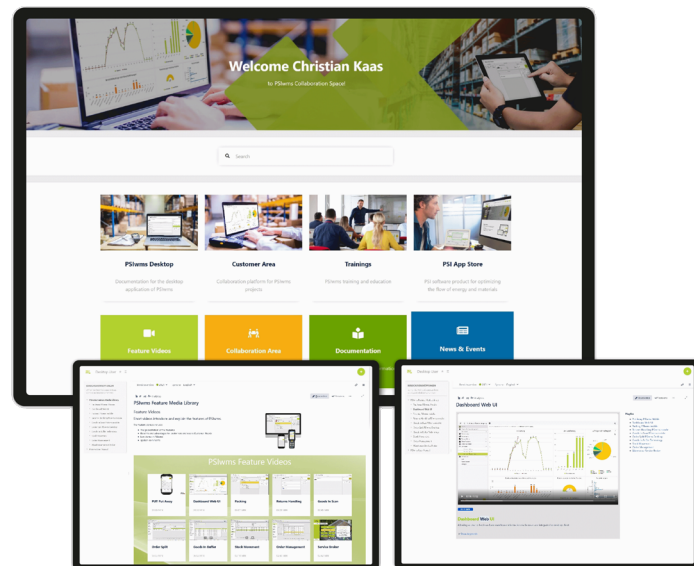


# PSI App Store and Collaboration Space

**Cloud-based platform for cooperation between customers, partners and PSI**

## **Integrated support & training**

- E-Learning
- Virtual Factory/Virtual Warehouse
- Certification Program
- PSI-Click-Design
- Workflows





# Artificial intelligence, operations research and engineering in PSI solutions

- **Industrial robustness and usability**  
Big difference to algorithms in text books or internet. We invest in experience to mature the best methods for real industrial use. PSI uses neural networks in some applications for more than 10 years.
- **Variety of methods and broad experience**  
PSI uses more than 50 optimization methods from regression analysis to state-of-the-art convolutional neural networks. PSI combines the methods to enhance customers benefits and avoid unwanted side effects.
- **Professional service and references**  
PSI has several hundred references for optimization algorithms that run for years with the highest availability under the toughest conditions. Upgrade Services keep the solution up-to-date. A constant stream of innovations supports customers to stay ahead of competition.





# PSI in public funded research projects for the energy and heat transition



Blockchain-based peer-to-peer Energy trading and active grid control



Test of curative relief measures in high & highest voltage grids



Transfer learning for AI business model innovations in digitalized, transparent distribution grids



Integrated software solution for cyber security in electricity and energy systems



Flexibility use on all voltage levels for congestion management



Holistic flexibility market integration of cross-sectoral energy sources



Network traffic light concept for distribution grids



Stress-optimized work design for critical infrastructure control centers



Intelligent digitalization of energy supply and increased acceptance



Adaptive and networked grid protection system

# PSI share price 2020-2023 (vs. TecDAX) and dividends 2008-2022



# PSI shares and shareholder structure

- Number of shares: 15.7 million shares
- Share price (November 20, 2023): 23.10 Euro
- Market capitalisation: 363 million Euro
- Market segment: Prime Standard
- Designated Sponsors: Pareto Securities, ICF
- Analyst coverage: DZ Bank, First Berlin, GSC Research, Dr. Kalliwoda, Quirin Privatbank, Pareto Securities, Solventis

