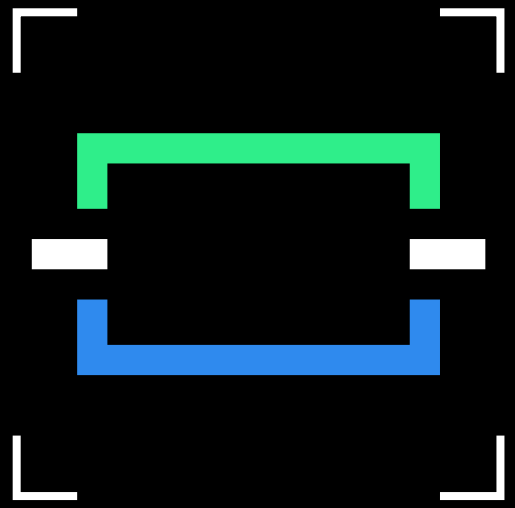

SupplyET

Helping manufacturers to build future-proof production networks through visual, AI-powered plug-and-play software

IFB HAMBURG | Hamburgische Investitions- und Förderbank

Federal Ministry of Education and Research

We assemble an unbeatable team that covers all competencies needed to build a deep-tech startup in supply chain planning

Christian

Founder & CEO

- 20 years in consulting, manufacturing industry, and software research
- PhD/MSc in Computer Science/ Production Technology, Executive MBA

Alexandra

Marketing & Growth

- 9 years in developing and executing marketing strategies for global market leaders
- MBA in Marketing, Triple BSc/BA in European Studies/ Public Administration/PR

Lauritz

Technology & Innovation

- 6 years in building data-driven technology ventures and innovations for industry leaders
- Double MSc in Mathematics/ Operations Research and Numerical Analysis

Matthias

Co-founder & Strategy

- 29 years as founder, executive, and investor in software businesses
- PhD in Business Administration, MBA, LLM, MSc in Engineering

95% of manufacturers still rely on Microsoft Excel for their capacity planning, making them less efficient and unfit to respond quickly to market changes

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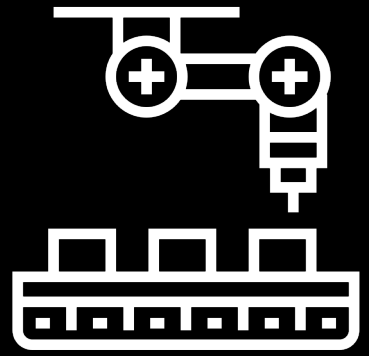
With our software, we offer planners intuitive, visual access to state-of-the-art AI, helping manufacturers adopt new technology and boost competitiveness

Urgency: Higher complexity and volatility require planners to conduct frequent what-if analyses to replan production networks

Why production becomes more complex

More complex production processes due to automation
More product variants due to customization and shorter lifecycles
Increasingly obsolete non-standardized legacy IT



Why scenario planning becomes essential

Shorter cycles of economic down-turns and up-swings
Reliance on production capacities in politically unstable regions
Need to rethink production networks strategically

Problem: For scenario-based planning and optimization of capacity, there is only software that is too simple or too complicated

Too simple

Tools that help visualize production processes or perform simple calculations, but which lack real optimization

Typical examples:

Microsoft Excel (industry standard)
Business process modeling software (Signavio)
Visual tools w/o optimization

SIGNAVIO

Too complicated

Tools that offer real optimization of production processes, but which are costly, hard to implement, and difficult to use

Typical examples:

Supply chain planning software (SAP IBP)
Simulation software (Siemens Plant Simulation)
Algebraic modeling languages

SAP®

How do we solve this problem?

With our intuitive, yet powerful software for capacity planning

PF PF Engine

Solution: Only with PF Engine, you can quickly plan scenarios and optimize complex processes, all after just days of implementation

Our USP: Visual, AI-powered, plug-and-play

Visual: In addition to importing data from ERP, we offer a purely visual UI for no-code modeling of complex production processes

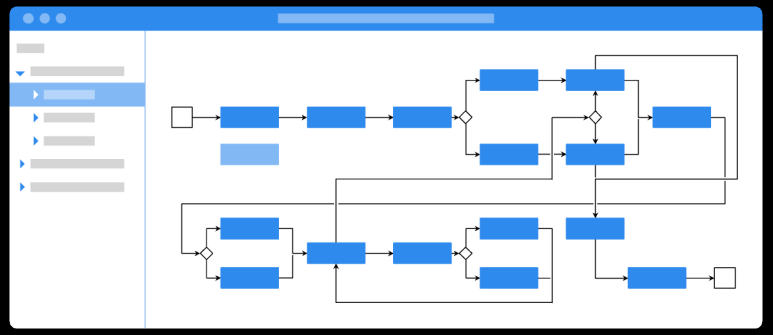
AI-powered: Our new AI, codeveloped with Fraunhofer, finds the optimal machine allocation, fully automated and in just seconds

Plug-and-play: Our software integrates seamlessly with IT systems, and to run it tomorrow, no setup of any interfaces is needed

How it works: Our new AI resolves bottlenecks and finds the optimal machine allocation, fully automated and in just seconds

1

Input
Visual process model



Visualize scenarios of current and future processes, products, and plants (imported from ERP)

2

Artificial Intelligence

Utilize new high-performing graph-based algorithms to find optimal machine allocation

3

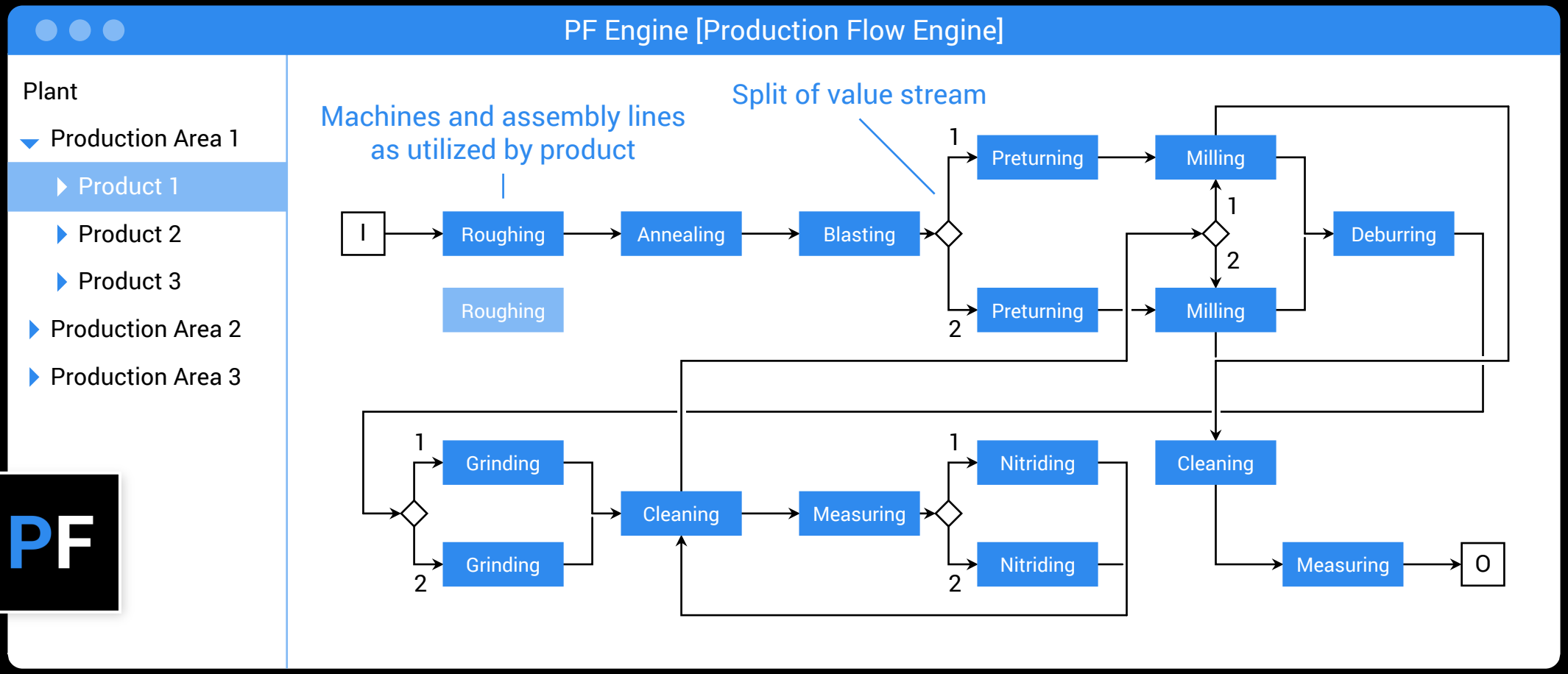
Output
Optimal capacity utilization

Get maximal capacity, optimal load, minimal investments (in just seconds, ready to be exported)

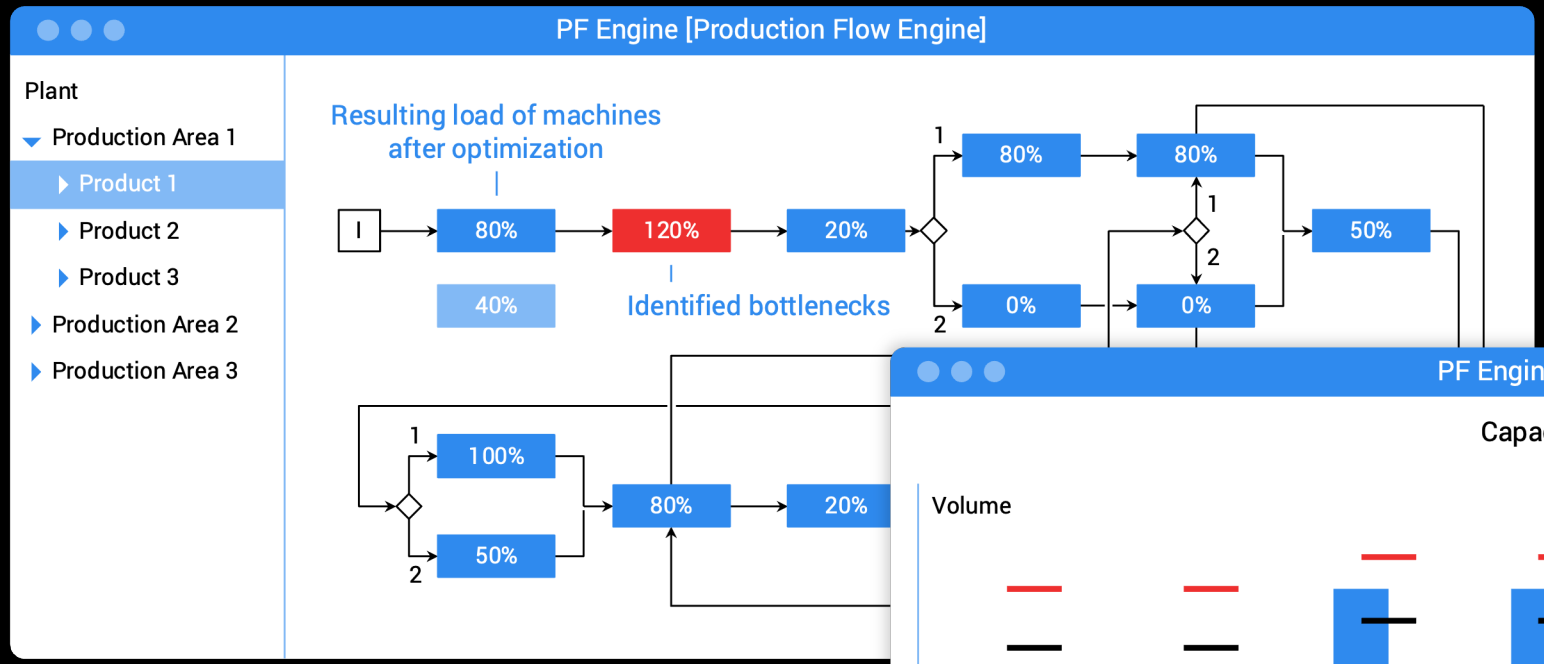
Co-developed with:

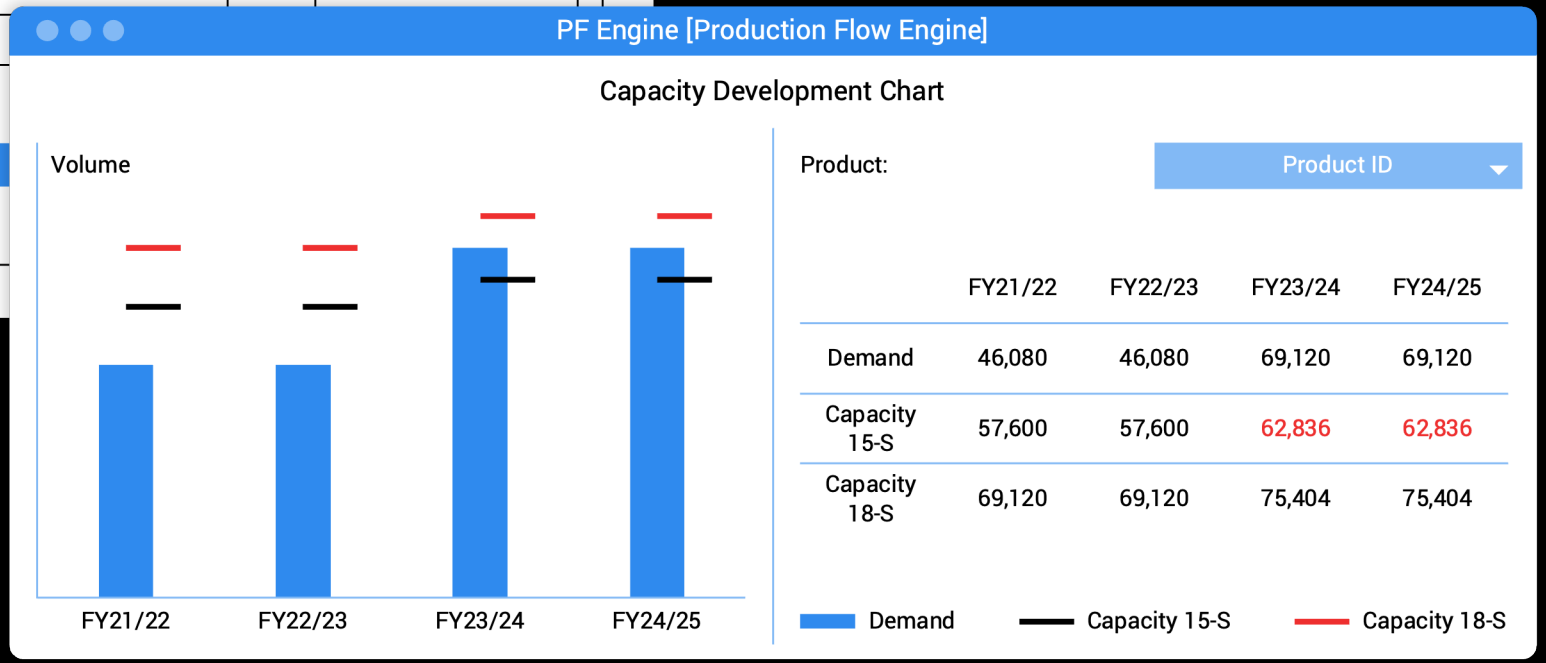
Fraunhofer

Scenario modeling: With our visual no-code approach, planners can easily create scenarios of detailed processes at machine level



Optimization insight: The software optimizes capacity, machine load, and investments, and allows planners to export all results





Monetary value: Through our pilot with a leading manufacturer, we proved a recurring value of 1.4 million EUR when rolled out globally

~1.4 million EUR/year

Higher efficiency in planning process

~300 TEUR/year

Cuts the personnel time by 80% through efficient UI, optimization, and import/export of data

Higher capacity (and thus, higher sales)

~400 TEUR/year

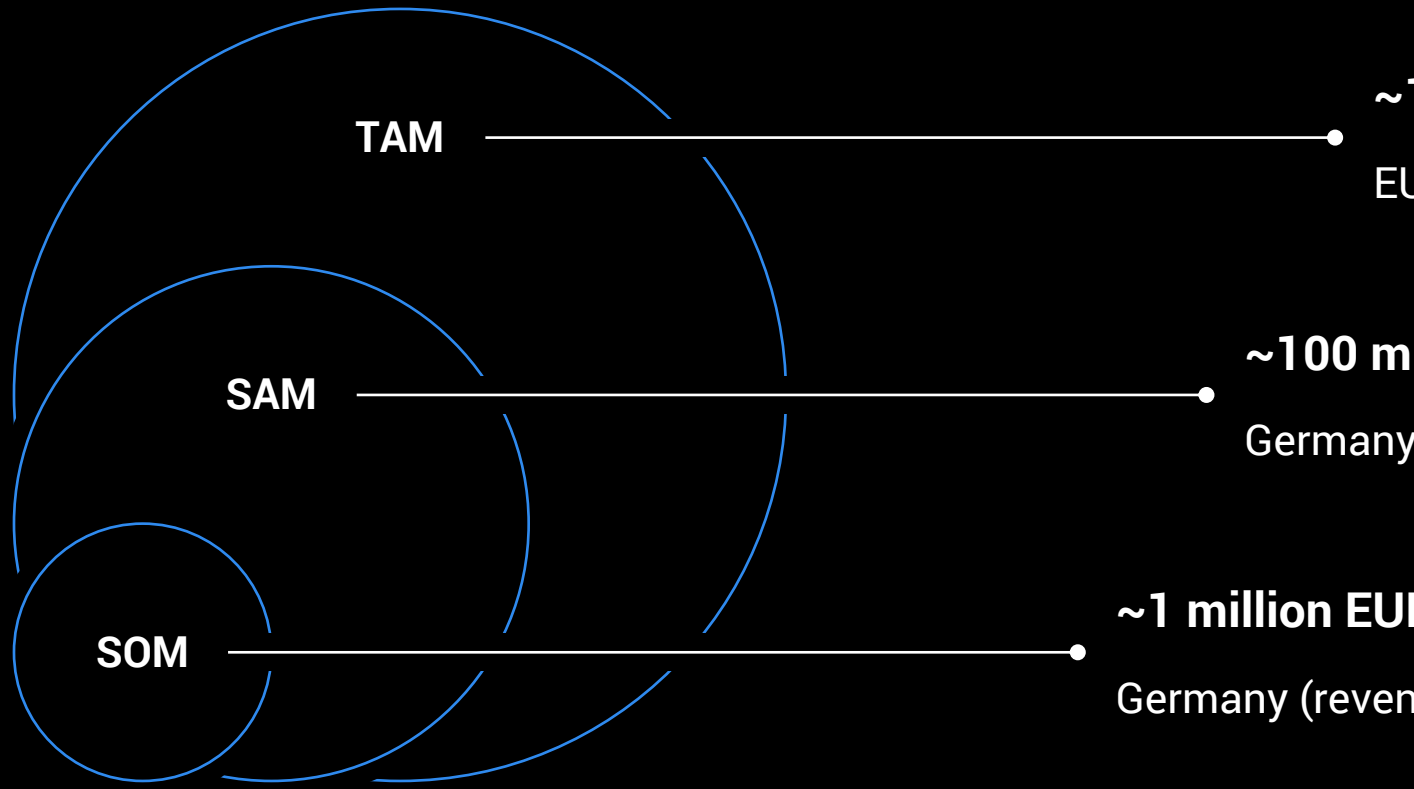
Reduces lost sales through optimization of machine utilization and production network

Lower CAPEX cost and greater sustainability

~700 TEUR/year

Reduces investments by resolving bottlenecks automatically and minimizing new machines needed

Market potential: After market entry in Germany, we plan to expand globally, thus extending the market to ~1 billion EUR



~1 billion EUR

EU incl. Germany and G7 (global scale-up)

~100 million EUR

Germany (full potential of regional market)

~1 million EUR

Germany (revenue from licensing by 2025)

Note: Calculation based on number of industrial companies by size and region

TAM: Total Addressable Market SAM: Serviceable Addressable Market SOM: Serviceable Obtainable Market

Business model: We are selling our software as a service, without any need for customization, through a subscription model

Priority #1

Software as a Service

As main source of revenue, we are selling subscriptions of our software at a fixed price per license, derived from the proven EBIT impact for a medium-sized company

Priority #2

Implementation and support

When introducing our software to new clients, we forward the implementation cost based on effort and charge fees for ongoing service and support

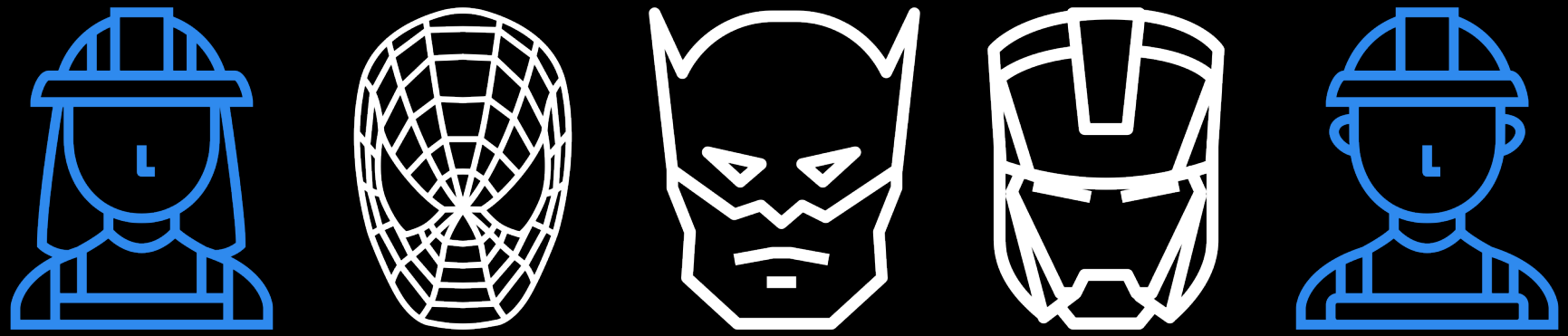
Priority #3

Customer success

To boost retention and exploit additional revenue, we help our clients with in-depth supply chain knowhow to improve their planning

Traction: After a global proof-of-concept and multiple grants and awards, we are currently closing a partnership with an industry leader

- **400 TEUR** contracted ARR based on software licenses and support with a leading manufacturer (negotiation stage)
- **40+ locations** covered during a global proof-of-concept with a leading manufacturer (still in use globally)
- **300+ TEUR** of research grants and awards based on new technology (visual process model and artificial intelligence)



Join us now

Let us give superpowers to manufacturers