



Investor Conference

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Company Introduction

- Founded : 1995
- Date of IPO : April 2002
- Employees : 1,100
- Paid in Capital : NTD 1.68 billion
- Operating Location : Chung-Li 、 Dongguan 、 Beijing

Prime	Prime-DG	Prime-BJ
		
Chung_Li Industrial Park	Dongguan	Beijing
HQ, Sales, RD, Logistic	Manufacture, Sales, RD	HeadEnd RD, Sales

Revenue & Gross margin



NTD hundred M

%



2021,1-3Q Comprehensive I/S



Unit : NTD K

	1Q, 2021	2Q, 2021	3Q, 2021	1-3Q,2021
Net Sales	677,787	875,650	1,012,195	2,565,632
Gross Profit	94,965	128,985	137,575	361,525
Operating Income(Loss)	(46,193)	(31,259)	(5,817)	(83,269)
Non-operating Income & Exp.	18,652	13,983	13,569	46,204
Net Income(Loss)	(27,541)	(17,276)	7,754	(37,063)
EPS(NT\$)	(0.17)	(0.10)	0.04	(0.23)

1-3Q 21 Comprehensive I/S-YoY

Unit : NTD thousand

	3Q,21		3Q,20		YoY	
	Amount	%	Amount	%	Amount	%
Net Sales	2,565,632	100.00	2,044,420	100.00	521,212	25.49
Operating costs	2,204,107	85.91	1,675,852	81.97	528,255	31.52
Gross Profit	361,525	14.09	368,568	18.03	(7,043)	(1.91)
Operating Expense	444,794	17.34	443,152	21.68	1,642	0.37
Operating Income	(83,269)	(3.25)	(74,584)	(3.65)	(8,685)	(11.64)
Net Income	(37,063)	(1.45)	1,995	0.10	(39,058)	(1957.79)
EPS(NT\$)	(0.23)		0.01			

3Q21 Comprehensive I/S-QoQ

Unit : NTD thousand

	3Q,21		2Q,21		QoQ	
	Amt	%	Amt	%	Amt	%
Net Sales	1,012,195	100.00	875,650	100.00	136,545	15.59
COGS	874,620	86.41	746,665	85.27	127,955	17.14
Gross Profit	137,575	13.59	128,985	14.73	8,590	6.66
Operating Expense	143,392	14.17	160,244	18.30	(16,852)	(10.52)
Operating Income(Loss)	(5,817)	(0.58)	(31,259)	(3.57)	25,442	81.39
Non-operating Income and Exp.	13,569	1.35	13,983	1.60	(414)	(2.96)
Net Income(Loss)	7,754	0.77	(17,276)	(1.97)	25,030	144.88
EPS(NT\$)	0.04		(0.10)			

Consolidated Balance Sheet

Selected Items Unit : NTD thousand

Selected Items	9/30, 2021		9/30, 2020		YoY	%
	Amount	%	Amount	%	Amount	%
Cash and Cash equivalents	592,208	16.30	679,476	21.74	(87,268)	(12.84)
Financial assets carried at amortized cost	189,747	5.22	89,517	2.86	100,230	111.97
Accounts/Notes Receivable	843,618	23.22	830,759	26.58	12,859	1.55
Inventories	1,006,796	27.72	603,999	19.32	402,797	66.69
OtherCurrentAssets	299,219	8.24	110,432	3.53	188,787	170.95
Total Current Assets	2,931,588	80.70	2,314,183	74.03	617,405	26.68
Property, plant and equipment	464,115	12.77	541,782	17.33	(77,667)	(14.34)
Right-of-use Assets	74,942	2.06	83,254	2.66	(8,312)	(9.98)
Investment property	156,879	4.32	163,028	5.22	(6,149)	(3.77)
OtherNoncurrentAssets	5,321	0.15	23,730	0.76	(18,409)	(77.58)
Total Assets	3,632,845	100.00	3,125,977	100.00	506,868	16.21
Short-term borrowings	813,004	22.38	585,451	18.73	227,553	38.87
Accounts/Notes Payable	1,033,878	28.46	723,776	23.15	310,102	42.85
Other payables	182,889	5.03	204,860	6.55	(21,971)	(10.72)
Other current liabilities	66,373	1.83	83,094	2.66	(16,721)	(20.12)
Within one-year long term loans	84,783	2.33	54,541	1.74	30,242	55.45
Total Current Liabilities	2,180,927	60.03	1,651,722	52.84	529,205	32.04
Long-term Loans	86,014	2.37	96,475	3.09	(10,461)	(10.84)
OtherNoncurrentLiabilities	41,362	1.14	48,798	1.56	(7,436)	(15.24)
Total Liabilities	2,308,303	63.54	1,796,995	57.49	511,308	28.45
Total Shareholders' Equity	1,324,542	36.46	1,328,982	42.51	(4,440)	(0.33)

Consolidated Cash Flow



Selected Item Unit : NTD thousand	1-3Q, 2021	1-3Q, 2020
Net Income (loss) before tax	(37,065)	1,988
Provision for doubtful accounts	10,336	(4,810)
Depreciation & Amortization	68,504	80,347
Net A/R (Increase)/Decrease	144,618	314,729
Inventories (Increase)/Decrease	(363,083)	(213,101)
A/P Increase/(Decrease)	85,945	(377,408)
O/P Increase/(Decrease)	561	(19,875)
Other Op Sources/(Uses)	(202,345)	(57,220)
From Operation	(292,529)	(275,350)
Buy property, plant and equipment	(5,841)	(15,479)
Sold property, plant and equipment	28,349	738
Financial assets carried at amortized cost	(114,087)	66,470
Other Investment Sources/(Uses)	19,139	986
From Investment	(72,440)	52,715
Short & Long Term Loans	298,434	(48,274)
Other Financing Sources/(Uses)	(4,527)	(6,160)
From Financing	293,907	(54,434)
exchange influence	(27,430)	(28,453)
Net Cash Position Change	(98,492)	(305,522)
Beginning Cash & Cash Equivalent	690,700	984,998
Ending Cash Balance	592,208	679,476

Set-Top-Box

- **HEVC/AV1 UltraHD(4K) Zapper & Hybrid**
- **AndroidTV OTT IP & Hybrid**
- **Linux based RDK OTT IP & Hybrid**
- **UltraHD(4K) Media Hub (Media Server / IoT)**
- **MoCA/WiFi Connected Devices**



Head-end System

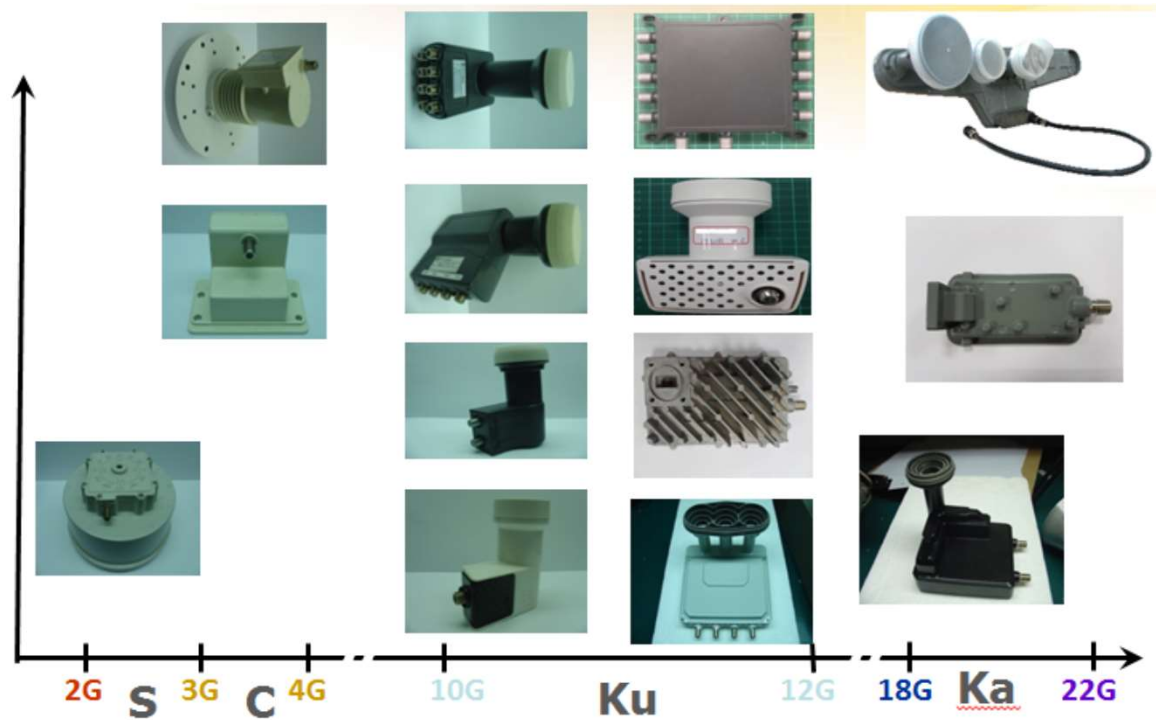
- **SMATV Main Frame & Modules**
- **Digital Head-end System**
 - **IRD and Demodulator**
 - Support DVB-S/S2,C,T/T2,DTMB,ABS-S,ISDBT
 - Support MPEG-2/4,H.264/265,AVS2/AVS+
 - Support SD/HD/4K/8K, 4:2:0/4:2:2
 - Support CI (Irdeto, Viaccess, Nagra, Conax,...)
 - **Encoder and Transcoder**
 - Support MPEG-2/4,H.264/265,
 - Support SD/HD/4K/8K, 4:2:0/4:2:2
 - **Multiplexer and Scrambler**
 - **Digital Modulator/Trans-modulator**
 - Support QAM/COFDM/DTMB/ATSC/ISDB-T
 - **Digital TV Processor & Gateway**
 - Digital TV Head-end in 1 RU Rack
 - High Density
- **IPTV/OTT Streaming and Management System**



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LNB & Multi Switch

- N. & S. American Ku & Ka Band LNB
- KU/KA Co-Locate LNB
- S/C/Ku/Ka Band LNB
- aCSS(One-Cable)
- dCSS(one cable)
- VSAT LNB & BUC
2.5W, 4W, 6W



NetCom Product

Internet Terminal Series



Communication Terminal Series (LTE ODU/IDU, Telecom small base station)



DAB Product



Kitchen Radio



Car Adaptor



Photo Album



DAB Go



BT DAB Headset

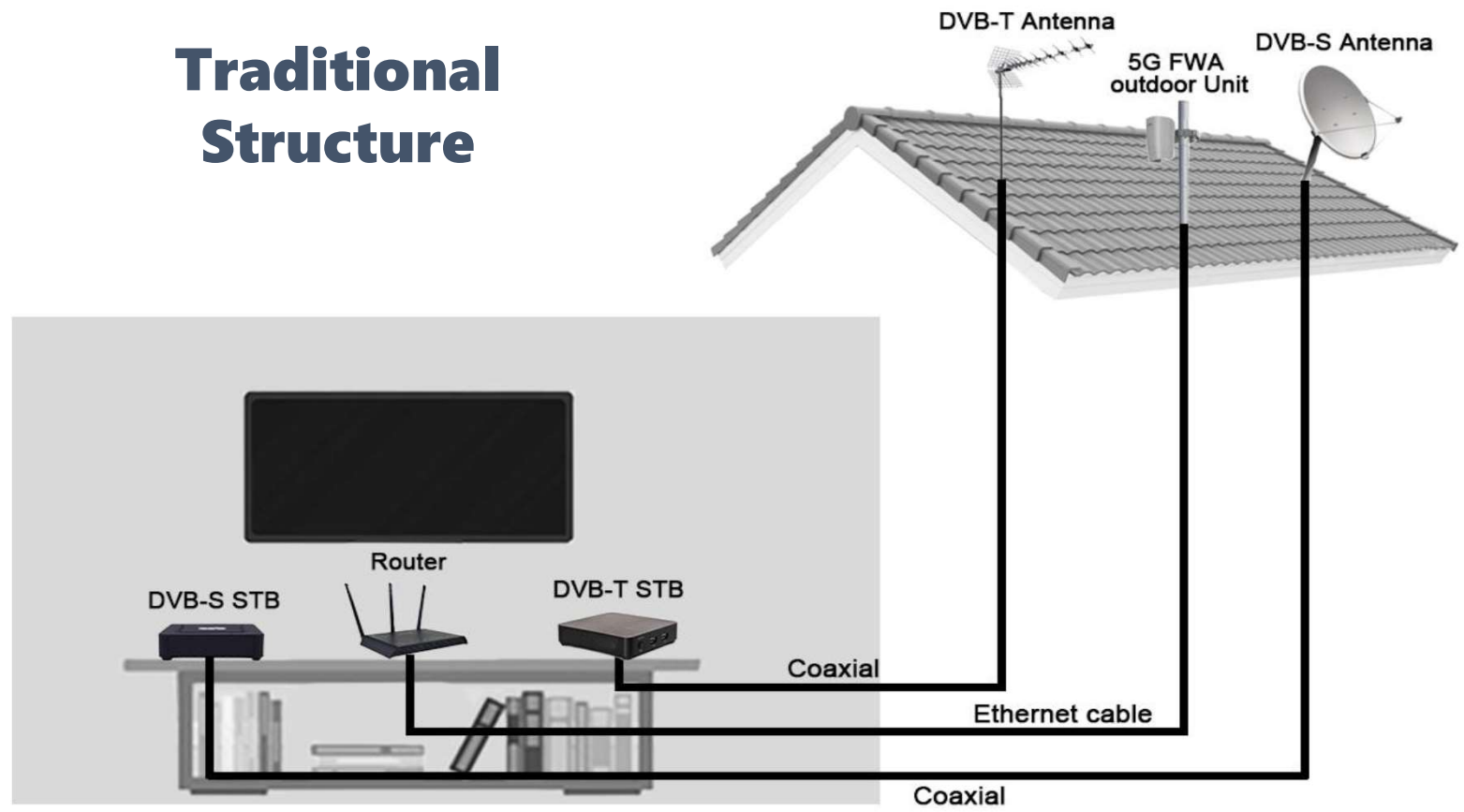


Handheld Radio



“Conjunction Platform” for DTH operator running services on Satellite Broadcasting and 5G Broadband Network

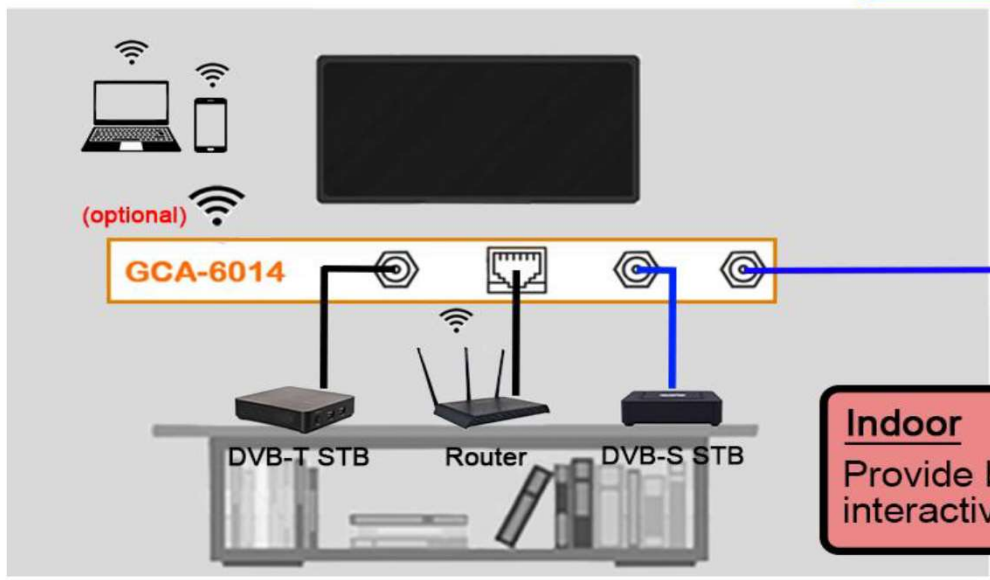
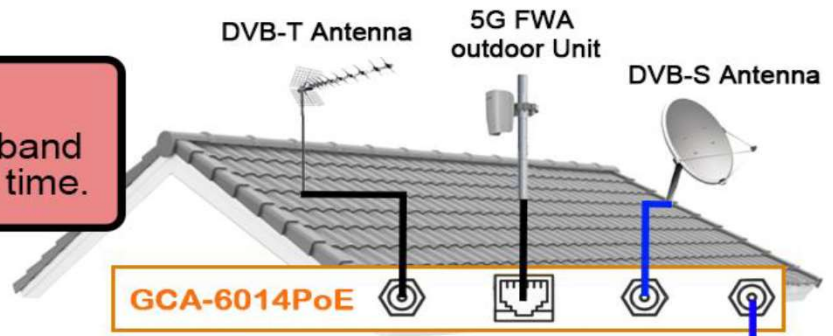
Traditional Structure



“Conjunction Platform” for DTH operator running services on Satellite Broadcasting and 5G Broadband Network.

Innovative Structure

Outdoor
Support DVB-S/T, 5G broadband signal reception at the same time.



Use existing single coaxial cable(DTH)

Indoor
Provide broadband access and interactive feature on any device.

AI CARE System / AI PBX System

- **AI Recognition And Safety Care**

- AI-Care , Of Age/Gender/All Kind Of Body Shapes... Etc. With The Diverse And Versatile , AI CARE System Can Take Into Account Of The Posture During The Fall Process And Accurately Identified Behavior
- The First Priority Is Privacy Protection , AI CARE Can Also Accurately Identify And Report , Including : Restricted Area Alert , Out Of Bed Detection , Fall Detection , Vital Signs , Etc.
- 24/7 Professional Monitoring For Multi-Room And Multiple Detection
- AI CARE System Can Be Customized According To The Needs Of The Field
- Applicable Fields : General Homes , Elderly People Living Alone , Long-Term/Daycare Center , Medical Institutions , Public Places...Etc.

- **AI PBX System**

- Auto Pick-Up , Call Forwarding , Message Forwarding , And Reduce The Workload Of Administrative Staff
- Includes IP PBX , Call Transfer To Mobile Phone , With Phone Portable Function

Outlook

- **Higher Resolution**
 - 4K→8K : TVs/Displays Have Moved Towards 8K Resolution. STB Will Keep Up With This Trend ◦
- **Better connectivity**
 - 10/100M → Gigabit Ethernet
 - Wifi 5 → Wifi 6 / mixed with Client /AP(Access Point) mode
 - Mashup And Integration Optical And 5G
- **Strategic Alliances And Cooperation Between The Same Industry Or Different Industry Manufacturers In Order To Provide More Comprehensive; Localized Products And Services**
 - Software Integration And Maintenance Services
 - Strategic Cooperate With Netcom Products



Thank you !