



Investor Conference

Code: 6152

WWW.PESI.COM.TW

WWW.PBI-CHINA.COM

2022/12/12

Disclaimer

This document is provided by Prime Electronics & Satellitics Inc.(the "Company"). The Company does not release any financial forecast. However, the statement of the company's business and finance condition in this presentation may differ from future actual results. This causes from market demand, prices fluctuations, competitions behavior, global economic situations, exchange rate fluctuations, supply chain and other factors or risks beyond the company's control. This presentation is based on the information obtained from various sources which the Company believes to be reliable, please refer to the information on MOPS website as the main basis if any adjustment has been made.

Company Introduction

- Founded : 1995
- Date of IPO : April 2002
- Employees : 1,000
- 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

%



2022,1-3Q Comprehensive I/S



Unit : NTD K

	1Q, 2022	2Q, 2022	3Q, 2022	1-3Q,2022
Net Sales	578,379	1,015,105	1,236,296	2,829,780
Gross Profit	77,840	123,256	191,335	392,431
Operating Income(Loss)	(47,475)	(19,138)	34,922	(31,691)
Non-operating Income & Exp.	51,214	42,252	58,945	152,411
Net Income(Loss)	3,739	23,114	93,867	120,720
EPS(NT\$)	0.02	0.12	0.56	0.70

1-3Q 22 Comprehensive I/S-YoY

Unit : NTD thousand

	1-3Q, 2022		1-3Q, 2021		YoY	
	Amount	%	Amount	%	Amount	%
Net Sales	2,829,780	100.00	2,565,632	100.00	264,148	10.30
Operating costs	2,437,349	86.13	2,204,107	85.91	233,242	10.58
Gross Profit	392,431	13.87	361,525	14.09	30,906	8.55
Operating Expense	424,122	14.99	444,794	17.34	(20,672)	(4.65)
Operating Income	(31,691)	(1.12)	(83,269)	(3.25)	51,578	61.94
Non-operating Income & Exp.	152,411	5.39	46,204	1.80	106,207	229.87
Net Income	120,720	4.27	(37,063)	(1.45)	157,783	425.72
EPS	0.70		(0.23)			

3Q22 Comprehensive I/S-QoQ

Unit : NTD thousand

	3Q, 2022		2Q, 2022		QoQ	
	Amount	%	Amount	%	Amount	%
Net Sales	1,236,296	100.00	1,015,105	100.00	221,191	21.79
Operating costs	1,044,961	84.52	891,849	87.86	153,112	17.17
Gross Profit	191,335	15.48	123,256	12.14	68,079	55.23
Operating Expense	156,413	12.65	142,394	14.03	14,019	9.85
Operating Income	34,922	2.83	(19,138)	(1.89)	54,060	282.47
Non-operating Income & Exp.	58,945	4.76	42,252	4.16	16,693	39.51
Net Income	93,867	7.59	23,114	2.28	70,753	306.10

EPS(NT\$)

0.56

0.12

Consolidated Balance Sheet



Selected Items Unit : NTD thousand

Selected Items	9/30, 2022		9/30, 2021		YoY		%	
	Amount	%	Amount	%	Amount	%	Amount	%
Cash and Cash equivalents	627,674	16.72	592,208	16.30	35,466	5.99		
Financial assets carried at amortized cost	116,848	3.11	189,747	5.22	(72,899)	(38.42)		
Accounts/Notes Receivable	1,220,233	32.51	843,618	23.22	376,615	44.64		
Inventories	926,141	24.67	1,006,796	27.72	(80,655)	(8.01)		
OtherCurrentAssets	190,052	5.07	299,219	8.24	(109,167)	(36.48)		
Total Current Assets	3,080,948	82.08	2,931,588	80.70	149,360	5.09		
Property, plant and equipment	370,289	9.87	464,115	12.77	(93,826)	(20.22)		
Right-of-use Assets	68,095	1.81	74,942	2.06	(6,847)	(9.14)		
Investment property	226,458	6.03	156,879	4.32	69,579	44.35		
OtherNoncurrentAssets	7,858	0.21	5,321	0.15	2,537	47.68		
Total Assets	3,753,648	100.00	3,632,845	100.00	120,803	3.33		
Short-term borrowings	602,268	16.05	813,004	22.38	(210,736)	(25.92)		
Accounts/Notes Payable	1,157,969	30.85	1,033,878	28.46	124,091	12.00		
Other payables	164,095	4.37	182,889	5.03	(18,794)	(10.28)		
Other current liabilities	125,250	3.34	66,373	1.83	58,877	88.71		
Within one-year long term loans	83,857	2.23	84,783	2.33	(926)	(1.09)		
Total Current Liabilities	2,133,439	56.84	2,180,927	60.03	(47,488)	(2.18)		
Long-term Loans	62,289	1.66	86,014	2.37	(23,725)	(27.58)		
OtherNoncurrentLiabilities	30,591	0.81	41,362	1.14	(10,771)	(26.04)		
Total Liabilities	2,226,319	59.31	2,308,303	63.54	(81,984)	(3.55)		
Total Shareholders' Equity	1,527,329	40.69	1,324,542	36.46	202,787	15.31		

Consolidated Cash Flow



Selected Item Unit : NTD thousand

	1-3Q, 2022	1-3Q, 2021
Net Income (loss) before tax	120,720	(37,065)
Provision for doubtful accounts	(5,827)	10,336
Depreciation & Amortization	63,200	68,504
Net A/R (Increase)/Decrease	(136,627)	144,618
Inventories (Increase)/Decrease	(183,922)	(363,083)
A/P Increase/(Decrease)	196,053	85,945
O/P Increase/(Decrease)	(17,289)	561
Other Op Sources/(Uses)	(4,331)	(202,345)
From Operation	31,977	(292,529)
Buy property, plant and equipment	(28,021)	(5,841)
Sold property, plant and equipment	0	28,349
Financial assets carried at amortized cost	68,630	(114,087)
Other Investment Sources/(Uses)	(1,525)	19,139
From Investment	39,084	(72,440)
Short & Long Term Loans	(23,191)	298,434
Other Financing Sources/(Uses)	(6,619)	(4,527)
From Financing	(29,810)	293,907
exchange influence	5,952	(27,430)
Net Cash Position Change	47,203	(98,492)
Beginning Cash & Cash Equivalents	580,471	690,700
Ending Cash Balance	627,674	592,208

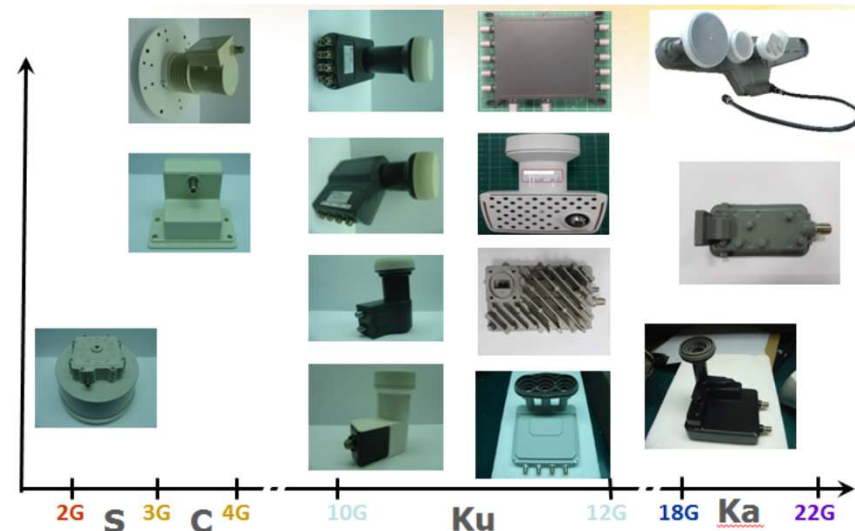
Set-Top-Box

- HEVC/AV1 UltraHD(4K) Zapper & Hybrid
- AndroidTV /RDK OTT
- UltraHD(4K) Media Hub (Media Server)
- MoCA/WiFi Connected Devices
- POE(Power over Ethernet)



LNB & Multi Switch Head-end System

- LNB and Multiswitch
- SMATV Main Frame & Modules
- Digital Head-end System
- IPTV/OTT Streaming and Management System



www.pbi-china.com

NetCom Product

Internet Terminal Series(IP Phones)



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



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

- **Keep Improving**
 - Optimize product structure, continuously improve production efficiency and cost control, improve market competitiveness, and lay out transmission usage needs such as smart networking and smart home. ◦
- **Better connectivity**
 - 10/100M → Gigabit Ethernet → 2.5Gb Ethernet.
 - Wifi 5 → Wifi 6 / mixed with Client /AP(Access Point) mode
 - Wifi 7 & Optical Pon/ mix structure of 5G network and intergration.
- **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 !