



Investor Conference

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Company Introduction

- Founded : 1995
- Date of IPO : April 2002
- Employees : 800
- Paid in Capital : NTD 1.68 billion
- Operating Location : Chung-Li 、 Dongguan 、 Beijing

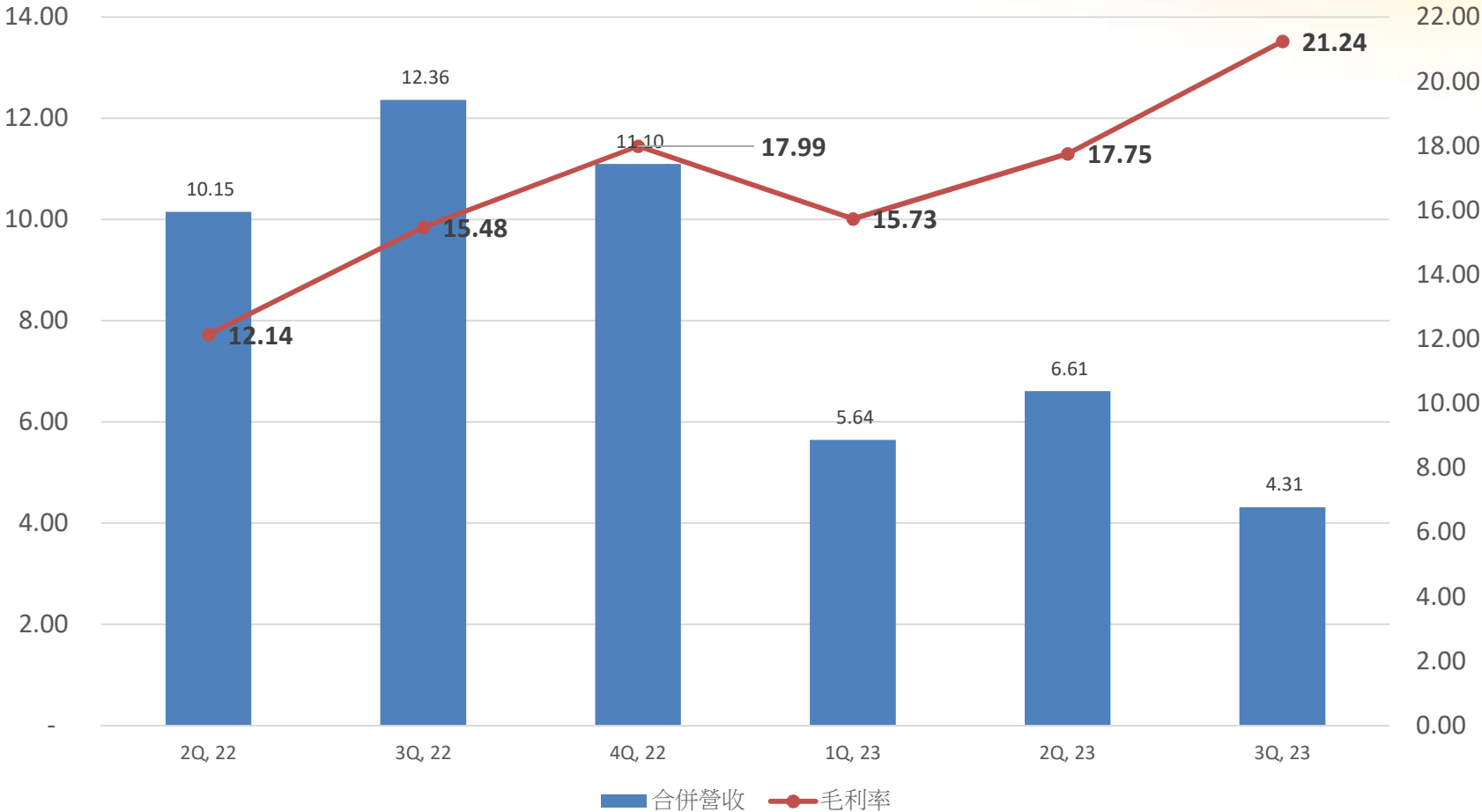
Prime	Prime-DG	Prime-BJ
		
Chung_Li Industrial Park	Dongguan	Beijing
HQ, Sales, RD, Logistic	Manufacture, Sales, RD	HeadEnd RD, Sales

Revenue & Gross margin



NTD hundred M

%



2023,1-3Q Comprehensive I/S



Unit : NTD K

	1Q, 2023	2Q, 2023	3Q, 2023	1-3Q, 2023
Net Sales	564,247	660,613	431,132	1,655,992
Gross Profit	88,752	117,291	91,593	297,636
Operating Income(Loss)	(42,612)	(17,912)	(30,968)	(91,492)
Non-operating Income & Exp.	1,123	26,181	51,934	79,238
Net Income(Loss)	(41,489)	8,269	20,966	(12,254)
Profit (loss), attributable to non-controlling interests	(1,090)	(226)	(405)	(1,721)
Profit (loss), attributable to owners of parent	(40,399)	8,495	21,371	(10,533)
EPS(NT\$)	(0.24)	0.05	0.13	(0.06)

1-3Q 23 Comprehensive I/S-YoY

Unit : NTD thousand

	1-3Q, 2023		1-3Q, 2022		YoY	
	Amount	%	Amount	%	Amount	%
Operating revenues	1,655,992	100	2,829,780	100	(1,173,788)	(41)
Operating costs	1,358,356	82	2,437,349	86	(1,078,993)	(44)
Gross Profit	297,636	18	392,431	14	(94,795)	(24)
Operating Expense	389,128	24	424,122	15	(34,994)	(8)
Sales and marketing	95,866	6	125,933	4	(30,067)	(24)
General and administrative	144,227	9	145,375	5	(1,148)	(1)
Research and development	158,680	10	158,641	6	39	0
Expected credit gains (losses)	(9,645)	(1)	(5,827)	(0)	(3,818)	(66)
Operating Income	(91,492)	(6)	(31,691)	(1)	(59,801)	(189)
Non-operating incomes and expenses	79,238	5	152,411	5	(73,173)	(48)
Income before income tax	(12,254)	(1)	120,720	4	(132,974)	(110)
Income tax expense	0	0	0	0	0	0
Net income	(12,254)	(1)	120,720	4	(132,974)	(110)
Net income for the non-controlling interests	(1,721)	(0)	3,144	0	(4,865)	(155)
Net income for the owners of parent	(10,533)	(1)	117,576	4	(128,109)	(109)

EPS(NT\$)

(0.06)

0.70

3Q23 Comprehensive I/S-QoQ

Unit : NTD thousand

	3Q, 2023		2Q, 2023		QoQ	
	Amount	%	Amount	%	Amount	%
Operating revenues	431,132	100	660,613	100	(229,481)	(35)
Operating costs	339,539	79	543,322	82	(203,783)	(38)
Gross Profit	91,593	21	117,291	18	(25,698)	(22)
Operating Expense	122,561	28	135,203	20	(12,642)	(9)
Sales and marketing	28,881	7	33,669	5	(4,788)	(14)
General and administrative	48,928	11	47,587	7	1,341	3
Research and development	53,042	12	54,297	8	(1,255)	(2)
Expected credit gains (losses)	(8,290)	(2)	(350)	(0)	(7,940)	(2269)
Operating Income	(30,968)	(7)	(17,912)	(3)	(13,056)	(73)
Non-operating incomes and expenses	51,934	12	26,181	4	25,753	98
Income before income tax	20,966	5	8,269	1	12,697	154
Income tax expense	0	0	0	0	0	0
Net Income	20,966	5	8,269	1	12,697	154
Net income for the non-controlling interests	(405)	(0)	(226)	(0)	(179)	79
Net income for the owners of parent	21,371	5	8,495	1	12,876	152

EPS(NT\$)

0.13

0.05

Consolidated Balance Sheet



Selected Items Unit : NTD thousand

Selected Items	9/30, 2023		9/30, 2022		YoY	%
	Amount	%	Amount	%	Amount	%
Cash and cash equivalents	732,243	27	627,674	17	104,569	17
Financial assets at fair value through profit or loss	85,754	3	116,848	3	(31,094)	(27)
Accounts/Notes receivable, net	496,947	19	1,220,233	32	(723,286)	(59)
Inventories	661,444	25	926,141	25	(264,697)	(29)
Other current assets	89,626	3	190,052	5	(100,426)	(53)
Total current assets	2,066,014	77	3,080,948	82	(1,014,934)	(33)
Property, plant, and equipment	341,185	13	370,289	10	(29,104)	(8)
Right-of-use assets	69,024	3	68,095	2	929	1
Investment properties	200,688	7	226,458	6	(25,770)	(11)
Other non-current assets	15,754	(0)	7,858	0	7,896	100
Total assets	2,692,665	100	3,753,648	100	(1,060,983)	(28)
Short-term loans	162,500	6	602,268	16	(439,768)	(73)
Accounts/Notes payable	589,203	22	1,157,969	31	(568,766)	(49)
Other payables	160,502	6	164,095	5	(3,593)	(2)
Other current liabilities	90,255	3	125,250	3	(34,995)	(28)
Long-term liabilities-current portion	41,316	2	83,857	2	(42,541)	(51)
Total current liabilities	1,043,776	39	2,133,439	57	(1,089,663)	(51)
Long-term loans	92,071	4	62,289	2	29,782	48
Other non-current liabilities	38,259	1	30,591	(0)	7,668	25
Total liabilities	1,174,106	44	2,226,319	59	(1,052,213)	(47)
Total equity	1,518,559	56	1,527,329	41	(8,770)	(1)

Consolidated Cash Flow

Selected Item Unit : NTD thousand	1-3Q, 2023	1-3Q, 2022
Income before income tax	(12,254)	120,720
Expected credit losses	(11,103)	(5,827)
Depreciation and Amortization	57,093	63,200
Notes and accounts receivable	483,521	(136,627)
Inventories	(18,609)	(183,922)
Notes and accounts payable	(180,287)	196,053
Other payables	9,479	(17,289)
Other current liabilities	33,076	(4,331)
Net cash provided by (used in) operating activities	360,916	31,977
Acquisition of property, plant and equipment	(9,585)	(28,021)
Sold property, plant and equipment	0	0
Proceeds and Acquisition of financial assets at amortized cost	19,550	68,630
Other Investment Sources/(Uses)	(17,345)	(1,525)
Net cash provided by (used in) investing activities	(7,380)	39,084
Increase in (repayments of) short-term loans and long-term loans	(284,248)	(23,191)
Other Financing Sources/(Uses)	3,131	(6,619)
Net cash provided by (used in) financing activities	(281,117)	(29,810)
Effect of exchange rate changes	(13,780)	5,952
Increase (decrease) in cash and cash equivalents	58,639	47,203
Cash and cash equivalents at the beginning of period	673,604	580,471
Cash and cash equivalents at the end of period	732,243	627,674

產品線概況

Application Scenario with Core Technology

Set Top Box



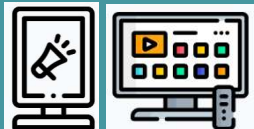
- ✓ Ultra HD/HD HEVC
- ✓ RDK/Android TV/Linux
- ✓ All CAS/DRM supported
- ✓ 3rd parties MW integration
- ✓ WiFi 6/ 6E/ 7
- ✓ TMS (Terminal Manage System)

Smart Video Soundbar



- ✓ ATV OS equipped
- ✓ 1080P camera image recognition
- ✓ Multi Mode support
- ✓ Dolby Atmos certified

Smart Signage



- ✓ Target Advertising
- ✓ AI Face recognition
- ✓ Interactive function

Broadband Gateway



- ✓ WiFi 7 Triband 802.11be 4x4
- ✓ XGS-PON/ 10GbE WAN /10GbE LAN port
- ✓ EasyMesh 4.0 or newer
- ✓ 2x FXS supported

LEO Ecosystem



- ✓ Array Antenna
- ✓ Antenna control unit
- ✓ BUC LNB (Up/down Converter)
- ✓ Satellite modem

AI (Video/Audio)

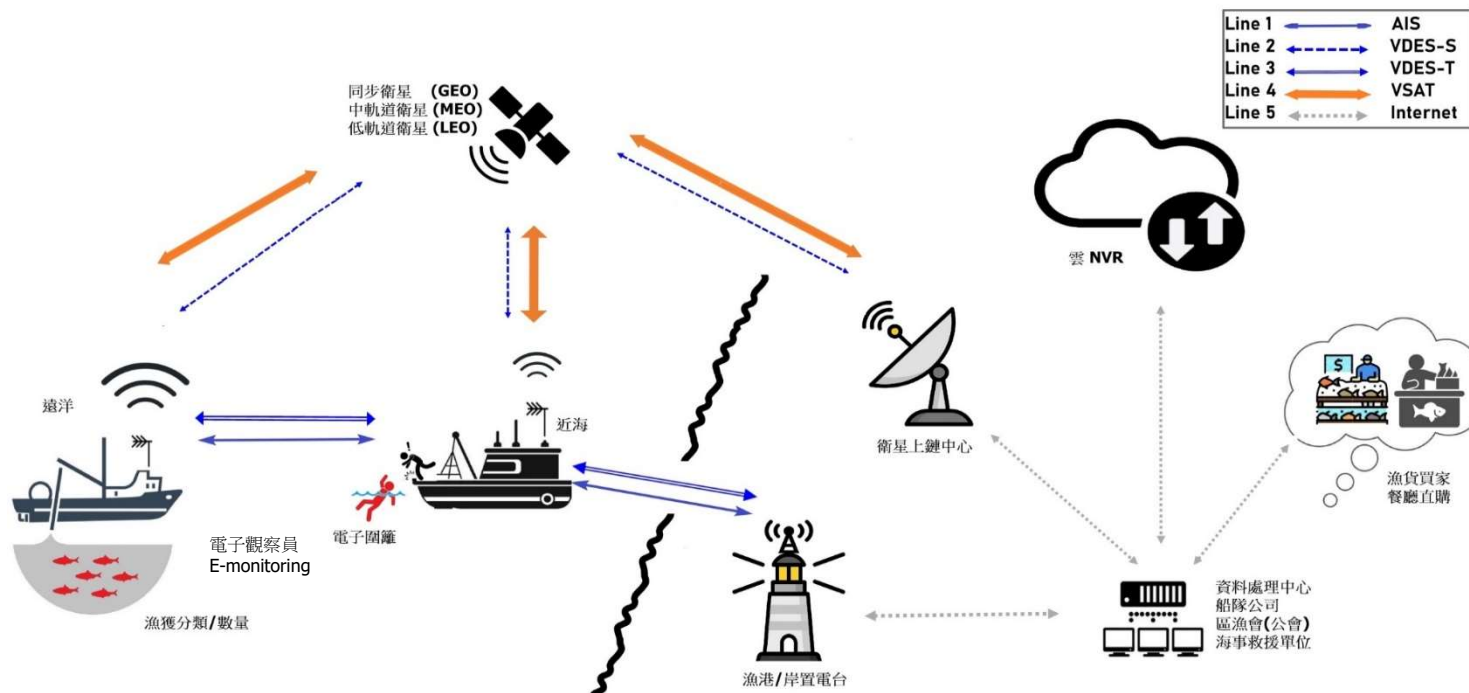


- ✓ In-house AI algorithm for Image Recognition
- ✓ Body Pose estimation
- ✓ Face Recognition
- ✓ Cloud Voice Recognition/answering
- ✓ VoIP interface to PBX
- ✓ Portable Desk line



多軌衛星遠洋智慧漁業管理與通訊整合平台 Prime LEO Maritime Proposal

Smart Maritime系統應用架構圖



Line 1	↔	AIS
Line 2	↔	VDES-S
Line 3	↔	VDES-T
Line 4	↔	VSAT
Line 5	↔	Internet

多軌衛星遠洋智慧漁業管理與通訊整合平台 Prime LEO Maritime Proposal

- Establish the below key product through government project:
透過科專項目將關鍵元件技術掌握
 - 陣列天線 Array Antenna
 - 升降頻器 UP/Down Converter
 - 天線控制 ACU
 - Modem
- Engage/develop the potential opportunity with global strategic customer in LEO/MEO and Marine network service.
進一步在LEO/MEO 寬頻服務/ 海事的應用上跟國內外潛在的客人合作及探求商機



展望 Vision

■ Constantly Improve精益求精

- 優化現有產品組合、持續改善生產效率及成本控制，提升市場競爭力。
Keeping optimize/consolidate the product portfolio, and improve the yield rate to control cost to enhance our competitive advantage

■ Core business variant 核心技術出發,更多元的衍生產品開發

- Software service/System integration軟體服務與系統整合
- Broadband product (connected product) strategic partnership 網通產品(連網產品)的策略性合作
- Expand long-term partnership with existing satellite broadcast customer to LEO application , such as terminal device in LEO network service/marine network service. 長期耕耘衛星市場客戶，將延伸至低軌衛星應用(寬頻,海事) 以及終端設備市場，未來將擴大推廣力道與市場布局。
- 人工智能影音的客制化應用

■ Cross industry and collaborate 同業/異業的策略性廠家結盟;提供全面,深化,在地化的產品與服務





Thank you !