

# **Investor Conference**

**Code: 6152**

2024/06/26

## 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 : 787
- Paid in Capital : NTD 1.68 billion
- Operating Location :

**Chung-Li :** To align with our company 's future operational plans, the registered business address is relocated from "No. 69, Dongyuan Road, Zhongli District, Taoyuan City" to "No. 3, Ziqiang 1st Road,

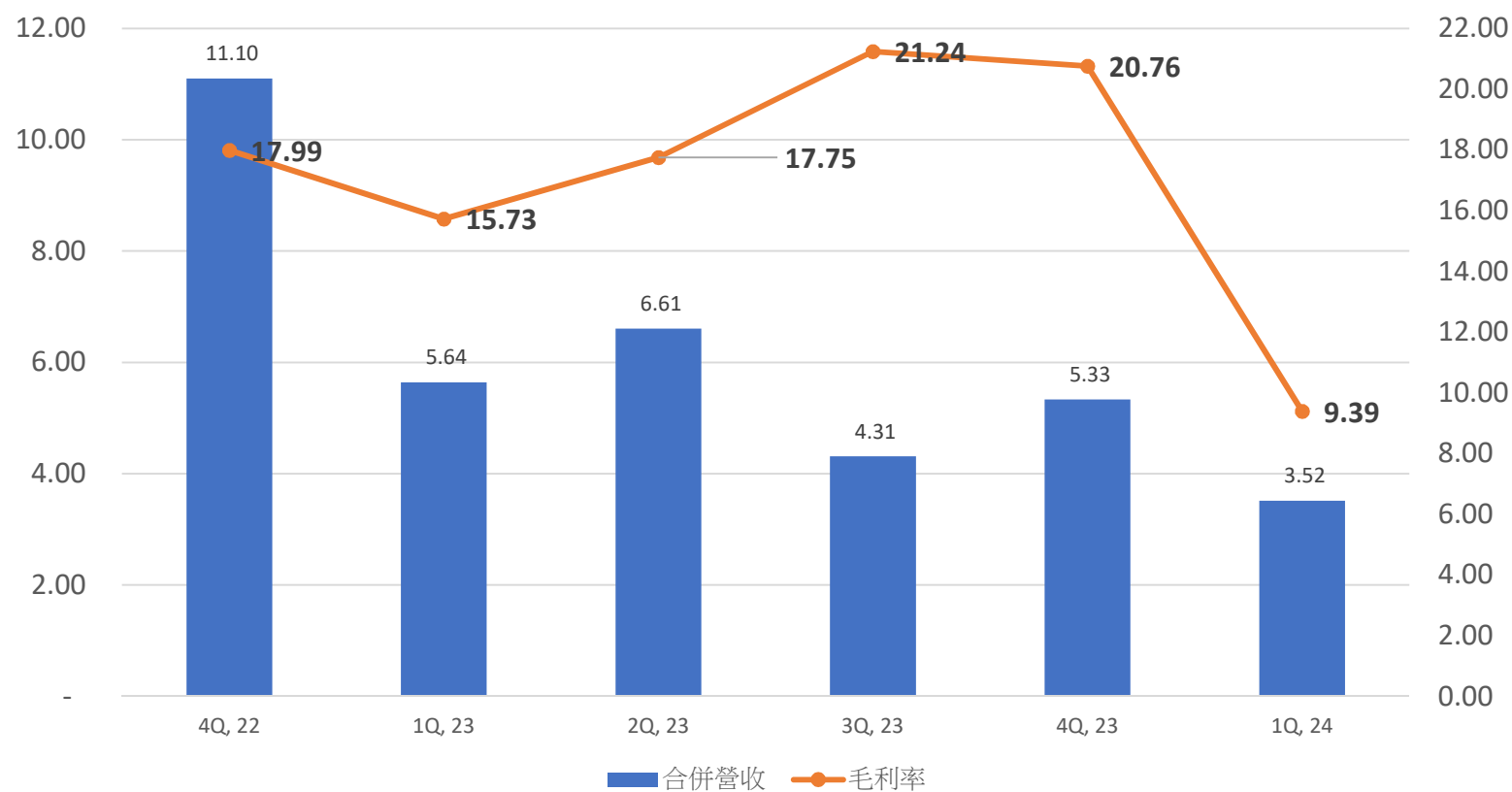
## Dongguan 、Beijing

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

%



# 1Q 24 Comprehensive I/S-YoY

Unit : NTD thousand

## Operating revenues

Operating costs

## Gross Profit

## Operating Expense

Sales and marketing

General and administrative

Research and development

Expected credit gains (losses)

Operating Income

Non-operating incomes and expenses

Income before income tax

Income tax expense

Net income

Net income for the non-controlling interests

Net income for the owners of parent

1Q, 2024		1Q, 2023		YoY	
Amount	%	Amount	%	Amount	%
351,571	100	564,247	100	(212,676)	(38)
318,561	91	475,495	84	(156,934)	(33)
33,010	9	88,752	16	(55,742)	(63)
123,689	35	131,364	23	(7,675)	(6)
21,974	6	33,316	6	(11,342)	(34)
47,063	14	47,712	8	(649)	(1)
57,029	16	51,341	9	5,688	11
(2,377)	(1)	(1,005)	(0)	(1,372)	(137)
(90,679)	(26)	(42,612)	(7)	(48,067)	(113)
53,811	15	1,123	0	52,688	4692
(36,868)	(11)	(41,489)	(7)	4,621	11
0	0	0	0	0	0
(36,868)	(11)	(41,489)	(7)	4,621	11
(258)	(0)	(1,090)	(0)	832	76
(36,610)	(11)	(40,399)	(7)	3,789	9

EPS(NT\$)

(0.22)

(0.24)

# Consolidated Balance Sheet

Selected Items Unit : NTD thousand

	3/31, 2024		3/31, 2023		YoY		%	
	Amount	%	Amount	%	Amount	%		
Cash and cash equivalents	720,135	26	663,145	24	56,990		9	
Financial assets at fair value through profit or loss	61,708	2	110,019	4	(48,311)		(44)	
Accounts/Notes receivable, net	482,140	17	616,000	22	(133,860)		(22)	
Inventories	750,112	27	618,585	22	131,527		21	
Other current assets	108,039	4	133,614	5	(25,575)		(19)	
Total current assets	2,123,277	75	2,141,363	77	(18,086)		(1)	
Property, plant, and equipment	360,002	13	350,016	13	9,986		3	
Right-of-use assets	96,200	4	61,963	2	34,237		55	
Investment properties	178,161	6	214,066	8	(35,905)		(17)	
Other non-current assets	65,302	2	17,349	1	47,953		276	
Total assets	<b>2,822,942</b>	<b>100</b>	<b>2,784,757</b>	<b>100</b>	<b>38,185</b>		<b>1</b>	
Short-term loans	210,000	8	230,026	8	(20,026)		(9)	
Accounts/Notes payable	547,169	19	655,301	23	(108,132)		(17)	
Other payables	140,119	5	147,788	6	(7,669)		(5)	
Other current liabilities	284,496	10	80,610	3	203,886		253	
Long-term liabilities-current portion	27,408	1	87,170	3	(59,762)		(69)	
Total current liabilities	1,209,192	43	1,200,895	43	8,297		1	
Long-term loans	69,382	2	60,382	2	9,000		15	
Other non-current liabilities	73,234	3	26,284	1	46,950		179	
Total liabilities	<b>1,351,808</b>	<b>48</b>	<b>1,287,561</b>	<b>46</b>	<b>64,247</b>		<b>5</b>	
Total equity	<b>1,471,134</b>	<b>52</b>	<b>1,497,196</b>	<b>54</b>	<b>(26,062)</b>		<b>(2)</b>	

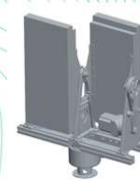
# Consolidated Cash Flow

Selected Item Unit : NTD thousand	1Q, 2024	1Q, 2023
Income before income tax	(36,868)	(41,489)
Expected credit losses	(4,169)	(1,005)
Depreciation and Amortization	20,703	19,968
Notes and accounts receivable	(88,520)	355,903
Inventories	(115,950)	24,250
Notes and accounts payable	88,273	(114,189)
Other payables	6,931	(12,085)
Other current liabilities	(38,223)	(11,792)
<b>Net cash provided by (used in) operating activities</b>	<b>(167,823)</b>	<b>219,561</b>
Acquisition of property, plant and equipment	(36,881)	(3,777)
Proceeds and Acquisition of financial assets at amortized cost	22,152	(4,715)
Other Investment Sources/(Uses)	360	(9,395)
<b>Net cash provided by (used in) investing activities</b>	<b>(14,369)</b>	<b>(17,887)</b>
Increase in (repayments of) short-term loans and long-term loans	11,250	(202,557)
Other Financing Sources/(Uses)	(31,745)	(1,637)
<b>Net cash provided by (used in) financing activities</b>	<b>(20,495)</b>	<b>(204,194)</b>
Effect of exchange rate changes	(8,902)	(7,939)
Increase (decrease) in cash and cash equivalents	(211,589)	(10,459)
Cash and cash equivalents at the beginning of period	931,724	673,604
<b>Cash and cash equivalents at the end of period</b>	<b>720,135</b>	<b>663,145</b>



# Product

With unwavering commitment to evolving technology and passionate dedication in audio and video.



## Product Portfolio

### Set Top Box

- ✓ DVB-S2, DVB-C, DVB-T2, DVB-NIP
- ✓ Ultra HD/HD HEVC
- ✓ RDK/Android TV/Linux
- ✓ All CAS/DRM supported
- ✓ 3rd parties MW integration
- ✓ WiFi 6/ 6E/ 7
- ✓ TMS (Terminal Manage System)

### Broadband Gateway

- ✓ WiFi 5/6 full range product
- ✓ WiFi 7 Triband 802.11be 4x4 XGS-PON/ 10GbE LAN port
- ✓ EasyMesh 4.0 or newer
- ✓ FXS supported

### Multi-Orbit Connect®

- ✓ Satcomm UT device includes: Antenna ,Antenna control unit, Up/down Converter, Modem
- ✓ Provide multi-orbit (LEO, MEO, GEO)
- ✓ Provide multi-band (KA, KU)

### Innovation

#### Smart Signage

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

#### AI (Audio/Video)

- ✓ Body Pose estimation
- ✓ Cloud Voice Recognition/answering



Prime Electronics & Satellites Inc.

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# Vision

- Given the increasing usage of household broadband and the growing demand for bandwidth, along with the proliferation of broadband-connected devices, specifications for broadband access and interface technologies such as xPON and WiFi are advancing. In the new fiscal year, we are dedicating significant research and development resources to broadband gateway equipment, particularly in areas like XGS-PON, Tri-Band WiFi-7, and 10G Ethernet technologies. We are developing corresponding products based on actual customer needs. In Q3 2023, we delivered initial samples for testing by European operators, and we are also laying out WiFi strategies and conducting preliminary tests for markets outside Europe and the Americas to expand our customer base.
- With our longstanding expertise in traditional set-top box broadcasting technology and recent developments in microwave and broadband equipment, combined with AI technology, we were selected for Taiwan's Low Earth Orbit Satellite Maritime Applications Special Project. This initiative led to the independent development of adaptive antenna designs, antenna control units, millimeter-wave up/down converters, and software-defined radio modems tailored for maritime applications. These product lines align with the latest advancements in network technology and enhance our company's portfolio in multi-orbit satellite communications products.



***Thank you !***