

Investor Conference

Code: 6152

2024/12/27

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Company Introduction

- Founded : 1995
- Date of IPO : April 2002
- Employees : 764
- Paid in Capital : NTD 1.68 billion
- Operating Location :

Chung-Li :Taoyuan City" to "No. 3, Ziqiang 1st Road,

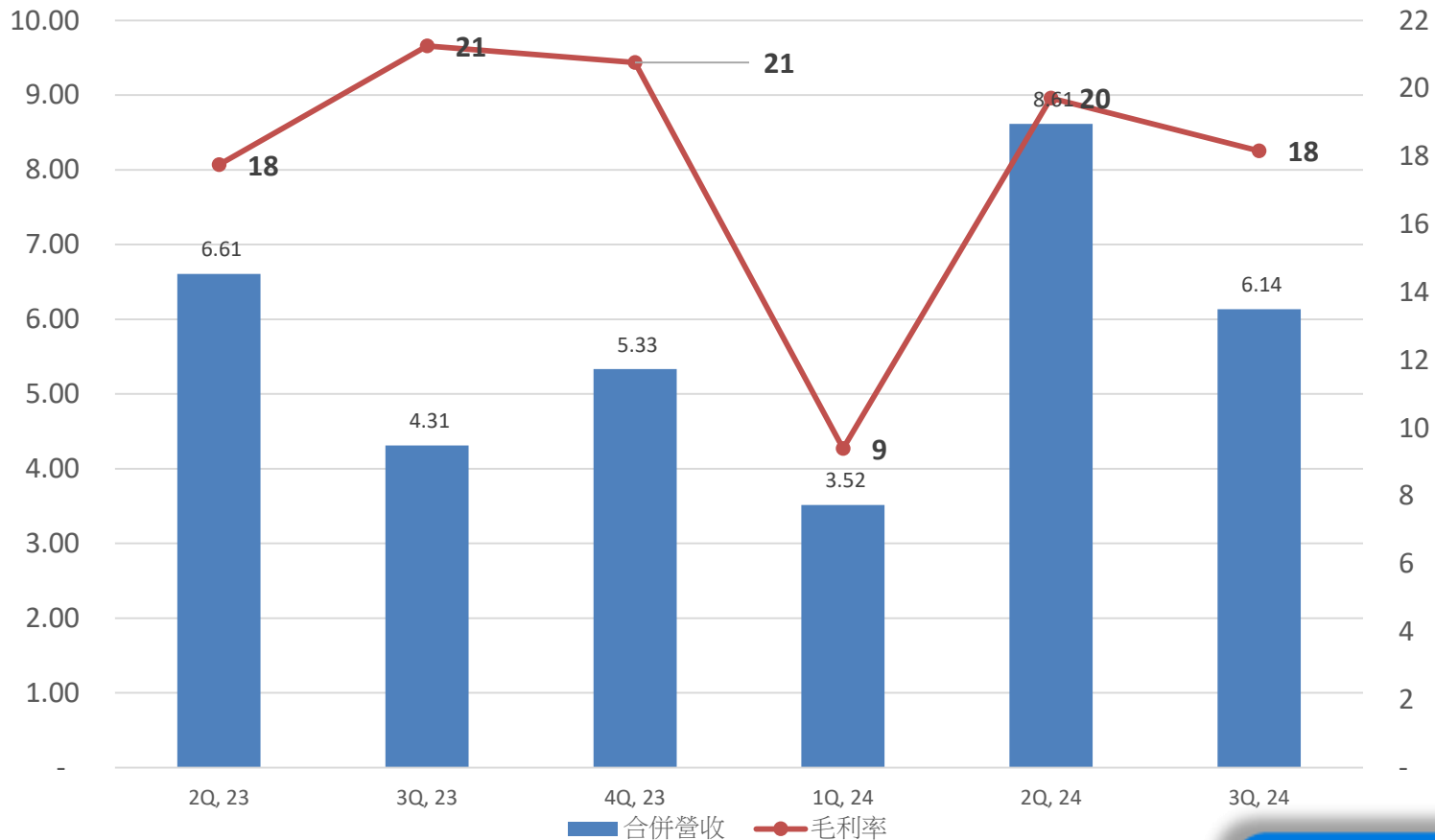
Dongguan 、 Beijing

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

%



3Q 24 Comprehensive I/S-YoY

Unit : NTD thousand

	1-3Q, 2024		1-3Q, 2023		YoY	
	Amount	%	Amount	%	Amount	%
Operating revenues	1,826,492	100	1,655,992	100	170,500	10
Operating costs	1,512,295	83	1,358,356	82	153,939	11
Gross Profit	314,197	17	297,636	18	16,561	6
Operating Expense	418,248	23	389,128	24	29,120	7
Sales and marketing	99,625	6	95,866	6	3,759	4
General and administrative	150,756	8	144,227	9	6,529	5
Research and development	171,621	9	158,680	10	12,941	8
Expected credit gains (losses)	(3,754)	(0)	(9,645)	(1)	5,891	61
Operating Income	(104,051)	(6)	(91,492)	(6)	(12,559)	(14)
Non-operating incomes and expenses	79,339	5	79,238	5	101	0
Income before income tax	(24,712)	(1)	(12,254)	(1)	(12,458)	(102)
Income tax expense	0	0	0	0	0	0
Net income	(24,712)	(1)	(12,254)	(1)	(12,458)	(102)
Net income for the non-controlling interests	(635)	(0)	(1,721)	(0)	1,086	63
Net income for the owners of parent	(24,077)	(1)	(10,533)	(1)	(13,544)	(129)

EPS(NT\$)

(0.14)

(0.06)

Consolidated Balance Sheet

Selected Items Unit : NTD thousand

	9/30, 2024		9/30, 2023		YoY	%
	Amount	%	Amount	%	Amount	%
Cash and cash equivalents	706,986	24	732,243	27	(25,257)	(3)
Financial assets at fair value through profit or loss	71,324	3	85,754	3	(14,430)	(17)
Accounts/Notes receivable, net	765,796	26	496,947	19	268,849	54
Inventories	633,808	22	661,444	25	(27,636)	(4)
Other current assets	74,478	2	89,626	3	(15,148)	(17)
Total current assets	2,252,684	77	2,066,014	77	186,670	9
Property, plant, and equipment	401,334	14	341,185	13	60,149	18
Right-of-use assets	89,236	3	69,024	3	20,212	29
Investment properties	175,455	6	200,688	7	(25,233)	(13)
Other non-current assets	26,000	(0)	15,754	(0)	10,246	65
Total assets	2,944,709	100	2,692,665	100	252,044	9
Short-term loans	180,000	6	162,500	6	17,500	11
Accounts/Notes payable	622,448	21	589,203	22	33,245	6
Other payables	160,728	6	160,502	6	226	0
Other current liabilities	256,478	8	90,255	3	166,223	184
Long-term liabilities-current portion	53,059	2	41,316	2	11,743	28
Total current liabilities	1,272,713	43	1,043,776	39	228,937	22
Long-term loans	93,552	3	92,071	4	1,481	2
Other non-current liabilities	66,896	3	38,259	1	28,637	75
Total liabilities	1,433,161	49	1,174,106	44	259,055	22
Total equity	1,511,548	51	1,518,559	56	(7,011)	(0)

Consolidated Cash Flow

Selected Item Unit : NTD thousand

	1-3Q, 2024	1-3Q, 2023
Income before income tax	(24,712)	(12,254)
Expected credit losses	(9,227)	(11,103)
Depreciation and Amortization	65,476	57,093
Notes and accounts receivable	(371,118)	483,521
Inventories	354	(18,609)
Notes and accounts payable	163,552	(180,287)
Other payables	32,645	9,479
Other current liabilities	(24,796)	33,076
Net cash provided by (used in) operating activities	(167,826)	360,916
Acquisition of property, plant and equipment	(68,600)	(9,585)
Sold property, plant and equipment	0	0
Proceeds and Acquisition of financial assets at amortized cost	11,729	19,550
Other Investment Sources/(Uses)	310	(17,345)
Net cash provided by (used in) investing activities	(56,561)	(7,380)
Increase in (repayments of) short-term loans and long-term loans	4,407	(284,248)
Other Financing Sources/(Uses)	(12,723)	3,131
Net cash provided by (used in) financing activities	(8,316)	(281,117)
Effect of exchange rate changes	7,965	(13,780)
Increase (decrease) in cash and cash equivalents	(224,738)	58,639
Cash and cash equivalents at the beginning of period	931,724	673,604
Cash and cash equivalents at the end of period	706,986	732,243

Product Portfolio

Product

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



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



Vision

- With the promotion of diversified digital content and high-speed broadband services, the demand for high-definition internet-connected video services has accelerated. In addition to enjoying traditional audio-visual services through satellite, cable, or wireless broadcasting, users can now access a greater variety of streaming content via the internet, such as YouTube, Netflix, Disney+, and Amazon Prime Video. This enriches the STB (Set-Top Box) product content ecosystem and gradually upgrades it.
- In the new year, we will focus on broadband gateway equipment, particularly in technologies such as XGS-PON, Tri-Band WiFi-7, and 10G Ethernet. We will dedicate a significant portion of R&D resources to these areas, while simultaneously developing corresponding products based on the actual needs of customers. By optimizing our product portfolio, we aim to secure market orders and improve both revenue and gross margins.
- In addition to the development and delivery of integrated hardware and software products, we collaborate with operators on software services, including maintenance of legacy software and the addition, updating, and upgrading of new features. This software support not only increases NRE (Non-Recurring Engineering) revenue but also deepens and strengthens partnerships with customers.
- This year, we became Taiwan's only Netflix Self-Serve partner, which gives us an advantage in expanding OTT services to small and medium-sized operators in terms of both time and content.



Vision

- Optimize operational efficiency, reduce costs and expenses, and enhance profitability.
- Provide system application integration and customization to maintain flexible adaptability.
- Integrate AI application platforms with advanced video and audio technologies to actively promote smart home products and innovative applications for home care.
- The Dongguan factory has implemented solar power generation and collaborated with Chunghwa Telecom to launch the first set-top box product certified with a carbon label. In the future, we will continue to drive green energy transformation to align with global energy-saving and carbon reduction trends, actively fulfill corporate social responsibilities, and strengthen sustainable corporate governance.



Q&A