

# PRIMOCO UAV



## INVESTOR PRESENTATION PRIMOCO UAV

MAY 2022

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# Key Information

- Primoco UAV SE is a fast growing global company that manufactures and sells medium-sized, fully autonomous unmanned aerial vehicles (UAVs) to military, civilian and government customers worldwide and provides related services. Customers use the aircraft for tactical missions, infrastructure monitoring, border protection and a wide range of other civilian and military activities.
- Primoco UAV SE commercially targets customers in the Middle East, Africa, Asia and Europe. It offers its customers superior technology, proven reliability and demonstrable price/performance benefits ( vs e.g. helicopters). The aircraft is adapted to the specific needs of clients at serial production prices which is a key competitive advantage.
- Primoco UAV is a fully certified company according to ISO 9001, recognized for the design and manufacture of military aircraft (DOA/POA) and for operation in civil airspace in the EU and other countries. Primoco UAV complies with EASA SORA, it is in the process of NATO STANAG 4703 certification and is ITAR free.
- The company produces 50 aircraft a year, including all the components and the four stroke Primoco Engine 340. It has its own research and development team, complete production equipment and trained staff.
- The company owns and operates the factory airport Písek - Krašovice (LKPISK).

# Certification

MINISTERSTVO OBRANY  
MINISTRY OF DEFENCE

ČESKÁ REPUBLIKA  CZECH REPUBLIC

**OSVĚDČENÍ K ČINNOSTEM**  
APPROVAL CERTIFICATE  
Č. / No. CZE.21G.1002

Tímto se na základě § 35n zákona č. 219/1999 Sb., o ozbrojených silách České republiky, ve znění zákona č. 147/2010 Sb.

This certifies on the basis of compliance with the Czech Republic Armed Forces Act. No. 219/1999, § 35n.

osvědčuje approves	Primoco UAV SE, IČO 03794393
se sídlem whose business address is	Výpavová 1563/29f, 153 00 Praha 5
pracoviště workplace	Výpavová 1563/29f, 153 00 Praha 5; Letiště Písek, 397 01 Čížová – Kralovice; Vysoká 56, 756 41 Lešná; Šámalova 1537/60a, 61500 Brno – Židenice
jako organizace schválená as an approved organization	k výrobě vojenských leteckých technologií to the production of the military aviation products and parts/appliances

Podmínky – Conditions:

- Osvědčení je omezeno na rozsah činnosti a typy nebo druhy výrobků uvedených v bodu 6 přílohy tohoto osvědčení. This Certificate is limited to the scope of the activities and to the types and/or to the sorts of articles listed in 6, Annex to the Approval Certificate.
- Držitel Osvědčení provádí činnost za podmínek a v souladu s dokumenty, které schválilo Ministerstvo obrany České republiky při vydání Osvědčení. The Certificate holder shall perform these activities according to conditions and documents approved by the Ministry of Defence of the Czech Republic when issuing this Approval Certificate.
- Držitel osvědčení je povinen dodržovat podmínky pro provoz, stanovené Ministerstvem obrany České republiky. Certificate holder shall comply with the Operational Conditions laid down by the Ministry of Defence of the Czech Republic.
- Osvědčení je platné, dokud se jej přerovnovaný nezruší, dokud není Ministerstvem obrany České republiky jeho platnost pozastavena, odvolána nebo ukončena, dokud neuplyne doba jeho platnosti stanovená Ministerstvem obrany České republiky, nebo dokud se nezmení místo nebo obor činnosti, pro něž bylo osvědčení vydáno. Toto osvědčení je nepřenosné. The Certificate is valid until surrendered by the holder, suspended, revoked or a termination date otherwise established by the Ministry of Defence of the Czech Republic until the time of the validity elapses, or until the location or the branch of the activity, for which the Approval Certificate was issued, is changed. This certificate is not transferable.


 

2020-10-23  
Datum vydání - Date of issue  
(rr-mm-dd) - (yy-mm-dd)

Podpis - Signature

**LIGHT UAS OPERATOR CERTIFICATE (LUC)**  
**OSVĚDČENÍ PROVOZOVATELE**  
**LEHKÝCH BEZPILOTNÍCH SYSTÉMŮ (LUC)**


TERMS OF APPROVAL OF LUC HOLDER  
PODMÍNKY OPRAVNĚNÍ DRŽITELE LUC

	State of the Operator: Stát provozovatele:	Czech Republic Česká republika	Reference: Vydáno pod č. j.:
	Issuing competent authority: Vydávající příslušný úřad:	Civil Aviation Authority Česká republika Úřad pro civilní letectví Česká republika	1521-22-701
LUC #: LUC-0001	Operator name: Název provozovatele:	Primoco UAV SE	Contact details, at which operational management can be contacted without undue delay: Kontaktní údaje, na kterých lze bez zbytečného odkladu kontaktovat provodiči vedení:
	Registration number of the UAS operator: Registrační číslo provozovatele UAS:	CZE1368v0d72n4t5	Ladislav Semetkovský +420 603 469 606 semetkovsky@primoco.com
	Operator address: Adresa provozovatele:	Výpavová 1563/29f 153 00 Praha 5 Česká republika	
	Telephone: Telefon:	+420 603 469 606	
	Email:	semetkovsky@primoco.com	

This certificate certifies that Primoco UAV SE is authorised to perform UAS operations, as defined in the attached UAS operations specifications, in accordance with the Operations Manual (OM) and Safety Management Manual (SMM), with the Annex to Regulation (EU) No 2019/947 and with Annex IX to Regulation (EU) 2018/1139.

Toto osvědčení osvědčuje, že provozovatel Primoco UAV SE je oprávněn k provádění provozu UAS, jak je stanoveno v příložené provozní specifikaci UAS, v souladu s Provozní příručkou (OM) a Příručkou řízení bezpečnosti (SMM), přílohou k nařízení (EU) 2019/947 a přílohou IX k nařízení (EU) 2018/1139.

Date of issue:  
Datum vydání:  
11. 2. 2022



Ing. Viktor Nath  
person in authority  
oprávněná úřední osoba

CAAF-SP-087-0/2022

# Performance and Outlook

- In 2015 - 2020, the company concluded contracts for the supply of 17 Primoco UAV One 150 aircraft.
- The Covid-19 pandemic dramatically restricted sales and travel in 2021. Total sales in 2021 reached CZK 17.7 million, representing a year-on-year change of -32%. EBITDA was CZK -27.8 million. The company delivered 5 new aircraft into service in Iraq in 2021 and entered into a EUR 2 million service contract for 2022-2023.
- The Russia subsidiary and all related Russia activities were sold at no loss on Jan 31, 2022.
- In Q1 2022 revenues were CZK 21.72 million, an increase of 184% compared to the same period in 2021.
- EBITDA in Q1 2022 was CZK 12.9 million, which represents a year-on-year increase of 272%.
- Primoco UAV signed a contract to deliver an unmanned aircraft to a European client in Q1 2022 with an option for 20 more aircraft.
- In Q2 2022, a contract is expected in South America for the delivery of 3 UAVs. This is the first contract in this region. During 2022 contract signature is expected with two further European clients for the delivery of 4 aircraft and in Africa for the delivery of 4 aircraft in 2022.
- In total, 40 civilian unmanned aircraft sales are planned in 2022 with annual revenues of CZK 500 mil. at 40% EBITDA margin.
- **The interest in new sales of tactical aircraft to defence clients is unprecedented following the Ukraine-Russia conflict. We are unable to estimate demand at this stage, but enquiries for potential double digit sales have been received.**
- The price of a typical contract is CZK 50 million and includes three aircraft, control station, sensors and training.



# Financial Results 2019 – 2022 (in thous. CZK)

## Yearly results

## Quarterly results

	31/12/2019	31/12/2020	31/12/2021		31/03/2021	31/03/2022
Revenues	1,532	26,037	17,767		11,803	21,722
Cost	-25,498	-33,021	-46,540		-7,712	-9,493
Operating profit/loss	-23,966	-6,984	-28,773		4,091	12,229
EBITDA	-20,946	-4,980	-25,362		4,748	12,916
Profit before tax	-23,966	-9,435	-28,712		4,087	12,201
Profit after tax	-23,966	-9,435	-28,712		4,087	12,201
	31/12/2019	31/12/2020	31/12/2021		31/03/2021	31/03/2022
Fixed assets	32,906	30,231	32,378		29,635	32,022
Current assets	19,141	20,222	47,609		27,543	64,213
- Stocks	13,726	13,518	18,811		23,247	22,785
- Bank accounts and cash	2,366	721	28,168		3,543	19,495
- Receivables	3,048	5,983	630		753	21,933
Accruals and prepayments	58	57	3,985		77	3,985
Total assets	52,105	50,510	83,972		57,255	100,220
Equity	31,317	21,838	83,651		25,925	96,610
Short-term liabilities	20,514	28,391	0		30,992	89
Total liabilities	52,105	50,510	83,972		57,255	100,220

# Share Price Development

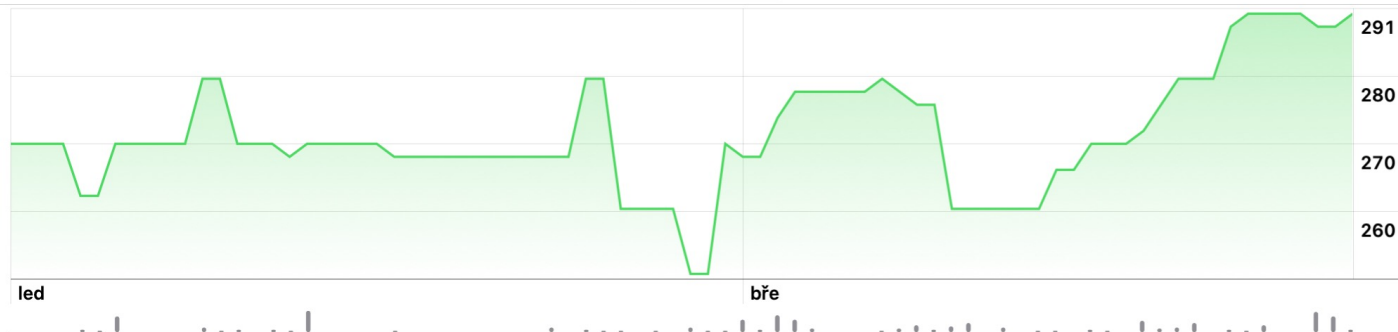
**PRIUA.PR**

Primoco UAV SE

Prague Stock Exchange · CZK

290,00 +2,00

1 d 1 t 1 m 3 m 6 m **Od začátku roku** 1 r 2 r 5 l 10 l VŠE



Otevírací cena	290,00	Objem	200,0	52T. MAX	358,00	Výnos	-
Maximální	290,00	P/E	-	52T. MIN	250,00	Beta	-0,03
Minimální	290,00	Trž. kap.	1,366 mld.	Stř. obj.	290,0	EPS	-5,94

[Zobrazit další data z „Yahoo Finance“](#) >





# Primoco UAV Records

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- The longest civil flight by unmanned aircraft in the world for 15:03 hours in April 2020.
- The first unmanned aircraft in the airspace of the Czech Republic, Slovenia, Island, Malaysia and Burkina Faso with a maximum take-off weight of 150 kg.
- Primoco UAV acquired Písek - Krašovice Airport (LKPIŠK) for UAV development, training and testing in February 2019.
- The first BVLOS flight in the Czech Republic and Slovakia at a distance of 70 km in 2020.
- The world's first ILS, VOR/DME calibration flight in 2021.
- In 2021 the company tested the first ballistic safety system for critical stages of the flight to protect the payload of the aircraft.
- **Primoco UAVs can perform flight activities with internal company-level operational approval from 2022. This is possible thanks to the EASA LUC (Light Unmanned Certificate) certification that the company received from the Czech Civil Aviation Authority for the Primoco UAV One 150 in the "Specific" category.**
- **The company has received approval as a development and production organisation of military aviation technology under the EMAR 21 standard and is one of only three European companies to have this approval.**
- **Military certification of the aircraft according to NATO STANAG 4703 continues.**

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BHARAT DYNAMICS LIMITED

लिमिटेड  
LIMITED

ALS

**PRIMOCO** UAV 















**CEO**

**Ladislav Semetkovský**

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**Primoco UAV SE**

Výpadevová 1563/29f, 153 00 Prague 5

**Non - public domestic airport**

Písek - Krašovice (LKPISK)