

PRIMOCO UAV



INVESTOR PRESENTATION PRIMOCO UAV

4. 10. 2022

WWW.PRIMOCO.COM

Disclaimer

- This presentation (hereafter referred to as the "Presentation") was prepared by Primoco UAV SE (hereinafter referred as the "Company"). The Company has prepared the Presentation to the best of its knowledge and belief, however, there may have been some inconsistencies or omissions. Therefore, it is recommended that anyone who intends to make investment decisions regarding any securities issued by the Company or its subsidiaries and affiliates follows only the information issued through the Company's official communications in accordance with the laws and regulations binding on the Company.
- It should also be borne in mind that prospective statements, including statements regarding future results, do not constitute any guarantee or assurance that such results will be achieved. The Board's expectations are based on the current knowledge, understanding and/or views of the Board and are dependent on a number of factors that may cause the actual results to be realized by the Company to differ materially from those presented in the document. Many of these factors are beyond the Company's current knowledge, awareness or control and cannot be predicted.
- No warranty or representation regarding the completeness or reliability of the information contained in this Presentation can be provided. Neither the Company nor any of its directors, officers, managers, consultants, or agents of such persons assume any liability that may arise in connection with any use of this Presentation. Further, nothing contained herein shall create any obligation or representation on the part of the Company, its officers or directors, shareholders of subsidiaries and affiliates, advisers or agents of such persons.
- This Presentation has been prepared for informational purposes only and is neither an offer to sell nor a solicitation of an offer to buy or sell any security or other financial instrument or an offer to participate in a trading event. This Presentation does not constitute an offer or solicitation of an offer to purchase or subscribe for any security in any jurisdiction and no statements made herein should be relied upon as the basis for any agreement, commitment or investment decision. The document and the information contained therein, which is not public knowledge, may not be further disseminated or published in any way without the Company's consent.

Key Information

- Primoco UAV SE produces **medium-sized, fully autonomous unmanned aerial vehicles (UAVs) and provides related air services.**
- The UAVs are **developed and manufactured using in-house produced components** (engine, airframe and other parts), with a flight duration of up to 10 hours at a speed of 100-150 km/h, a take-off weight of up to 150 kg and a payload of up to 30 kg.
- Primoco UAV SE is the **first UAV operating company in the world** to receive a civil LUC (Light Unmanned Certificate) for a 150 kg fixed wing aircraft and is also in the process of getting STANAG 4703 military certification.
- The Primoco UAV One 150 is operated in several EU countries under current legislation and **has been approved for operation in more than ten countries.**
- The Primoco UAV One 150 aircraft is classified as **dual use** for civil and military missions.
- The Primoco UAV One 150 **can be equipped with thirty different reconnaissance sensors** for operation under visibility conditions and without visibility of the area of interest.
- The Company has produced so far **100 aircraft**, it has **its own research and development team, complete manufacturing facilities and trained staff** capable of producing up to 100 UAVs per year without additional capital expenditure.
- **The company owns and operates an airport** Písek - Krašovice (LKPIŠK) with its own dedicated airspace (LKTA60) for the development and testing of new drones and training of flight personnel.
- The primary markets which Primoco UAV targets include **Europe, the Middle East, Africa, Asia and South America.**
- **Primoco UAV SE shares are traded on the Prague Stock Exchange**, Market Start (PRIUA.PR). The company has no bank loans and does not use grants or other forms of debt financing.
- In the medium term (2022 - 2027), the company plans to produce **up to 250 UAVs per year** in the Czech Republic for the world market, especially for the purpose of monitoring strategic infrastructure, border protection and other military and civilian missions.

Certifications

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 vojenské letecké techniky 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 přerovnovy 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
(m-m-rr-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 Czech Republic 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

Results and Outlook

- Revenues of Primoco UAV SE were CZK 102.8 million in the first half of 2022. This is an increase of 800% compared to the same period in 2021.
- The company delivered an EBITDA profit of CZK 50.6 million in the first half of 2022, compared with a half-year EBITDA loss of CZK 14 million in 2021 due to the Covid-19. EBITDA margin is 49.2%.
- The company delivered a total of 7 UAVs in the first half of 2022. It expects to conclude new business contracts worth EUR 20 million (CZK 490 million) by the end of the year:
 - Client 1, region Europe, 2 aircraft
 - Client 2, region Europe, 2 aircraft
 - Client 3, Europe region, 6 aircraft
 - Client 4, region Africa, 8 aircraft
 - Client 5, region Africa, 4 aircraft
 - Client 6, Central America region, 2 aircraft
- The aircraft are manufactured or in final production for the above clients. These transactions have been tendered or approved at government level in each country (ministry, government, president).
- Shares of Primoco UAV SE on the Prague Stock Exchange have appreciated by 11% since the beginning of the year. This puts them among the best performing stocks on the Prague trading floor this year.
- **Interest in new sales of tactical aircraft to defence customers is unprecedented after the Ukraine-Russia conflict. We are unable to estimate demand at this stage, but have received inquiries for potential double-digit sales.**

Financial results H1 2021-2022 (in thousands CZK)

	30/06/2021	30/06/2022
Revenues	12,846	102,814
Cost	-28,217	-50,364
Operating profit/loss	-15,371	52,450
EBITDA	-14,041	50,577
Profit before tax	-15,796	49,168
Profit after tax	-15,796	49,168
	30/06/2021	30/06/2022
Fixed Assets	29,508	32,784
Current assets	67,385	127,510
of which - inventory	13,175	27,960
of which - bank accounts and cash	51,458	84,112
of which - receivables	2,752	15,438
Active estimates and accrued expenses	77	9
Total assets	96,970	160,303
Equity	96,567	133,577
Short-term liabilities	78	26,498
Total liabilities	96,970	160,303

Share price development (YTD +11%)



Primoco UAV Records

- 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, Slovakia, Island, Finland, Malaysia and Burkina Faso with a maximum take-off weight of 150 kg.
- Primoco UAV acquired Písek - Krašovice Airport (LKPIŠK) in 2019 for the development, training and testing of unmanned aircraft.
- 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 emergency parachute ballistic landing system designed for critical phases of flight to protect the payload of the aircraft.
- **Primoco UAVs can perform flight activities with internal approval of operations at the company level from 2022 thanks to the EASA LUC (Light Unmanned Certificate) certification, which the company obtained from the Czech Civil Aviation Authority in the "Specific" category.**
- **The company has been approved as an EMAR 21 military aerospace development and production organisation and is one of only three European companies with this approval.**
- **The military certification of the aircraft according to NATO STANAG 4703 continues.**



CEO

Ladislav Semetkovský

Email: semetkovsky@primoco.com

Primoco UAV SE

Výpadová 1563/29f, 153 00 Prague 5

Non-public domestic airport

Písek - Krašovice (LKPISK)