

PRIMOCO UAV



INVESTOR PRESENTATION PRIMOCO UAV

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KEY INFORMATION

- Primoco UAV SE produces **medium-sized, fully autonomous unmanned aerial vehicles (UAVs) and provides related air services.**
- Unmanned aircraft are **developed and manufactured using its own components** (engine, airframe and other parts), enabling 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 operational aircraft in the world** to receive a civil LUC (Light Unmanned Certificate) for a 150 kg fixed wing aircraft, and is currently undergoing STANAG 4703 military certification.
- The Primoco UAV One 150 is classified as a **dual use aircraft** for civil and military missions.
- The Primoco UAV One 150 **can be equipped with thirty different reconnaissance sensors** for operation under low visibility conditions and at significant distance from the area of interest.
- The Company has so far produced **100 aircraft**, has **its own research and development team, complete manufacturing facilities and trained staff** capable of producing up to 100 UAVs per year without significant capital expenditure.
- **The company owns and operates the 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**, Start market (PRIUA.PR). The company has no bank loans, does not use grants or other forms of debt financing.

- In 2022, 22 UAVs were ordered and 12 UAVs were delivered. This represents almost **CZK 400 million** of orders and **CZK 103 million** of aircraft delivered and invoiced to our customers in cover Europe, Asia and Africa.
- So far in 2023, 33 UAVs have been ordered with a value of **CZK 657 million**.
- The goal is to conclude new **contracts worth CZK 1 billion in 2023** at an expected EBITDA margin of 45%.
- **J&T Bank has issued an analyst report** on Primoco UAV, detailing the company's business model and independent projection.
- The company's shares **have appreciated by 35% since the beginning of 2022 and have appreciated by 94% over the last twelve months**. The market capitalization of Primoco UAV is **CZK 2.6 billion (EUR 111 million)**.
- **Main objectives in 2023**
 - Complete NATO STANAG 4703 military certification
 - Prepare project documentation for a new production plant at Písek - Krašovice Airport.
 - Increase production capacity to 100 aircraft per year (2 aircraft per week) in Prague - Radotín. New production area of 800 m2 (total 2,000 m2).
- **We are planning to organise a No Deal Road Show** in October 2023 and present the company's significant facts and plans.
- To provide investors and shareholders with the most up-to-date information we will be **reporting quarterly from Q1 2023**.

FINANCIAL CONSOLIDATED RESULTS 2021-2022 (IN THOUS. CZK)

	31/12/2021	31/12/2022
Revenues	17,767	103,236
Cost	-45,246	-73,633
Operating profit/loss	-27,480	29,603
EBITDA	-24,604	33,919
Profit before tax	-27,954	30,578
Profit after tax	-27,954	29,811

	31/12/2021	31/12/2022
Fixed Assets	32,378	36,156
Current assets	48,366	130,324
of which - inventory	19,570	66,315
of which - bank accounts and cash	28,168	63,161
of which - receivables	628	848
Prepayments and accruals	3,986	0
Total assets	84,730	166,480
Equity	84,409	114,506
Short-term liabilities	0	50,741
Total liabilities	84,730	166,480

FINANCIAL Q1 2023 NON-CONSOLIDATED RESULTS (IN THOUS. CZK)

	31/03/2022	31/03/2023
Revenues	21,722	103,112
Cost	-9,493	-44,766
Operating profit/loss	12,229	58,346
EBITDA	12,916	65,833
Profit before tax	12,201	65,321
Profit after tax	12,201	52,910

	31/03/2022	31/03/2023
Fixed Assets	32,022	37,531
Current assets	64,213	179,043
of which - inventory	22,785	61,080
of which - bank accounts and cash	19,495	76,256
of which - receivables	21,933	41,707
Prepayments and accruals	3,985	21
Total assets	100,220	216,595
Equity	96,610	211,975
Short-term liabilities	89	4,620
Total liabilities	100,220	216,595

SHARE PRICE DEVELOPMENT (YTD +35%)





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Písek - Krašovice (LKPISK)