

PRIMOCO UAV



PRIMOCO UAV INVESTOR PRESENTATION

10 October 2023

WWW.PRIMOCO.COM

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KEY INFORMATION

- Primoco UAV SE produces **medium-sized, fully autonomous unmanned aerial vehicles (UAVs) and provides related air works, training and services**. Primoco is thus not only a manufacturer, but also an ecosystem creator in a dynamically growing industry.
- The Company has produced **150 aircraft** to date, 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 the airport** Písek - Krašovice (LKPIŠK) with its own dedicated airspace (LKTA60) for the development and testing of new UAVs and training of flight personnel.
- Unmanned aircraft are **developed and manufactured using in-house manufactured components** (engine, airframe and other parts), with a flight duration of up to 10 hours at a speed of 120 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 in the process of obtaining 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 in poor visibility conditions and beyond visible range of the area of interest.
- 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 and does not use grants or any forms of debt financing.

- The value of **newly delivered UAVs in 2023 reached CZK 371 million**, a total of 22 new UAVs.
- **The latest outlook for total annual sales is CZK 500 - 600 million.**
- **EBITDA** for the first nine months of the year was **CZK 149 million. Net profit was CZK 126 million.**
- The value of **newly ordered UAVs in 2023 reached CZK 690 million**, a total of 33 new UAVs was ordered.
- The goal is to conclude new **contracts worth CZK 1 billion in 2023**. Primarily in Europe, Asia and Africa.
- The company's shares **have appreciated by 120%** since the beginning of the year. The market capitalization of Primoco UAV is **CZK 4.2 billion**.
- **Main objectives in 2023:**
 - Conclude new purchase agreements, expecting the sale of 78 new aircraft to 8 customers worldwide.
 - Complete NATO STANAG 4703 military certification.
 - Prepare project documentation for the development of the Písek - Krašovice airport.

FINANCIAL Q3 2023 NON-CONSOLIDATED RESULTS (IN THOUS. CZK)

	30/09/2022	30/09/2023
Revenues	106,615	371,715
Cost	-46,419	-222,621
Operating profit/loss	56,196	149,094
EBITDA	58,682	149,076
Profit before tax	56,652	147,163
Profit after tax	56,652	126,263

	30/09/2022	30/09/2023
Fixed Assets	33,693	50,012
Current assets	109,886	244,926
of which - inventory	50,416	63,859
of which - bank accounts and cash	43,486	149,876
of which - receivables	15,984	31,191
Prepayments and accruals	0	49
Total assets	143,588	294,988
Equity	141,061	271,017
Short-term liabilities	2,434	23,971
Total liabilities	143,588	294,988

SHARE PRICE DEVELOPMENT (YTD +120%)

PRIMOCO UAV SE (PRIUA.PR) ☆

Prague - Prague Delayed Price. Currency in CZK

900.00 -5.00 (-0.55%)

At close: October 6 01:36PM CEST



Michael Schoellhorn, CEO Airbus Defence and Space



Ground Control Station Primoco UAV



Ground Control Station Primoco UAV on VW Crafter platform





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Primoco UAV SE

Výpadová 1563/29f, 153 00 Prague 5

Non-public domestic airport

Písek - Krašovice (LKPISK)