PLANET Technology Corporation Investor Conference

Stock code: 6263

November 23, 2023

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Agenda

- Company Overview
- Product Innovations & Applications
- Business Performance
- Corporate Sustainability
- Future Business Strategies
- Awards and Recognition

Company Overview

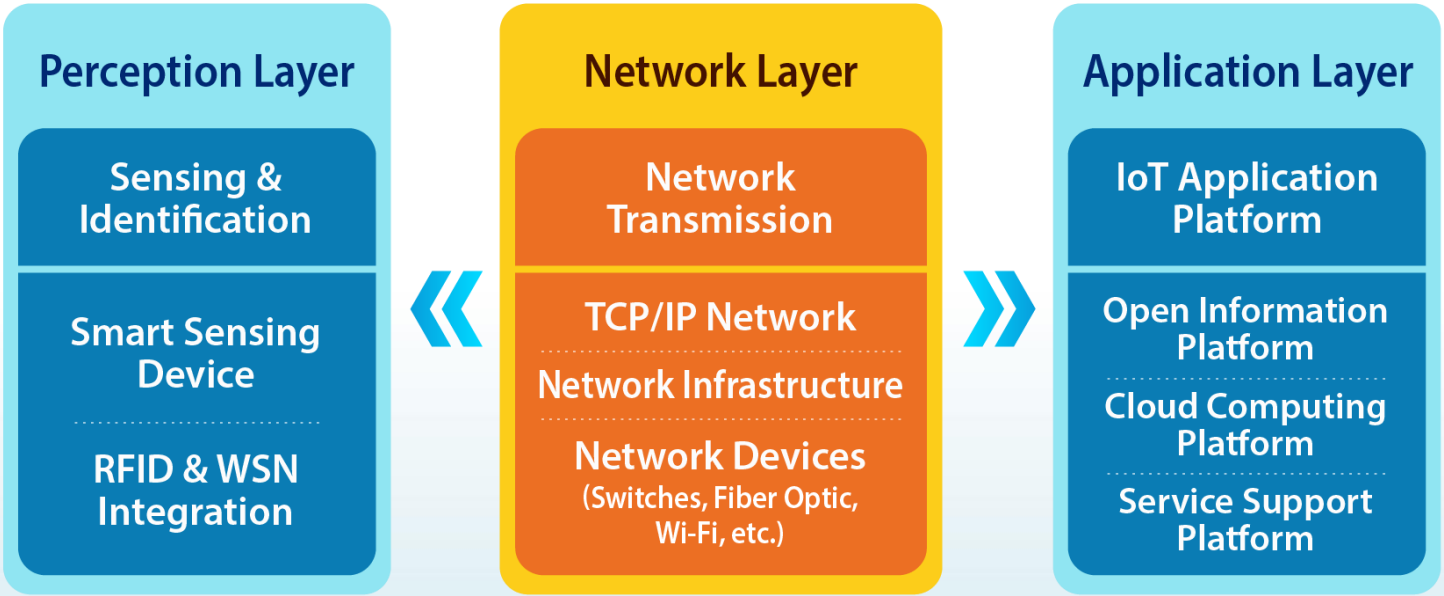
PLANET Technology

A Global Leading Brand in Network Infrastructure Solutions

- **Established in 1993**
- **Publicly listed in TPEx in 2003**
  (Stock code: 6263)
- **Capital NT$625 Million**
- **Concrete R&D Capability;**
  Made in Taiwan
- **Distribution Channels in More Than 160 Countries**
- **Committed to ESG Practices and Sustainability**

Brand Positioning of PLANET

A global professional provider of Network Transmission Equipment



Comprehensive IP-based Networking Infrastructure Solution

Universal Network Management System

Industrial Ethernet

Power over Ethernet (PoE)

LAN Switches

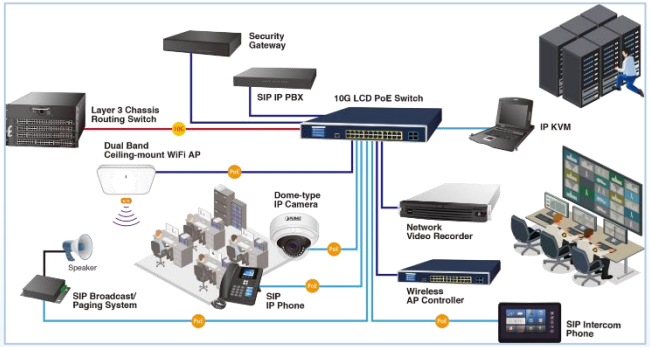
Fiber-optic Connectivity

5G Networks, Network Security

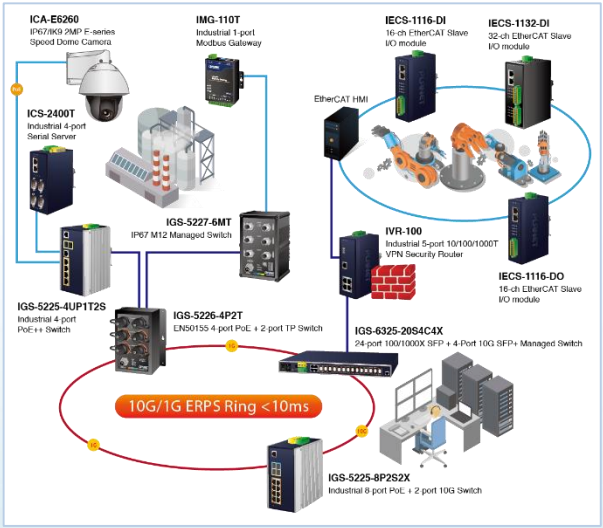
IoT, IIoT, IoV & AIoT Applications

PLANET comprehensive IP-based networking products and solutions facilitate smart networks in every sector.

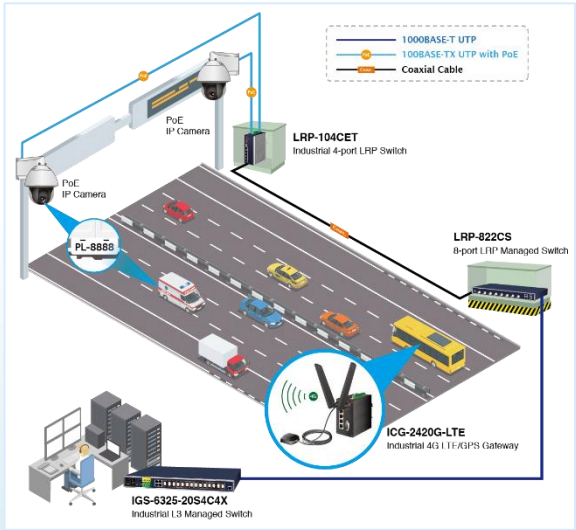
➢ Smart Networking



➢ Industrial Automation



➢ Intelligent Transportation System



Product Innovations & Applications

PLANET Cybersecurity Operating System

Innovative products developed based on PLANET Cybersecurity Operating System

- **World's first Dual 10Gbps Fiber Optic Managed Media Converter Series**
  - Provides both commercial and industrial-grade PoE models
  - Centralized and cloud management with Cybersecurity
  - Allows flexible implementation of FTTx networks

- **Next-generation Industrial-grade Ethernet Switches**
  - Provides both industrial 10G uplink managed, and unmanaged models
  - 8-port 95W PoE++ supply facilitates applications for edge computing
  - Centralized and cloud management with Cybersecurity
  - Plug-n-Play 10G fiber uplink unmanaged Ethernet switches

Industrial-grade High-power PoE++ Products

- **Industrial 24-port 95W PoE++ Layer 3 Managed Switch**
  - Leading technology of 95W PoE++ supply integrated with **fanless** design
  - **Suitable for heavy industry** by providing up to **1,440W PoE budget**, 10Gbps SFP+ uplink, and ERPS Ring protection
  - **Centralized and cloud management** with PLANET NMS and CloudViewerPro App
  - Applications: Industrial touch panel PC, digital signage, etc

High-speed and Sustainable Network Infrastructure for AI Applications

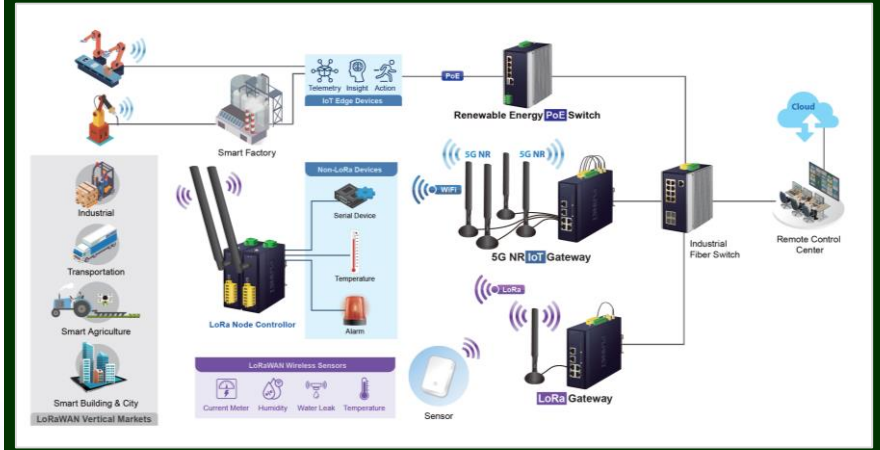
- **First all-port 10Gbps 95W PoE Layer 3 Managed Switch**
- **All-port 10G Ethernet and 10G fiber-optic transmission capability**
- **Patented Intelligent PoE Management for energy savings**
- **Cybersecurity**
- **Centralized and cloud management with PLANET NMS and CloudViewerPro App**
- **Suitable for Wi-Fi 7 and Wi-Fi 6E AP backbone connection, AI data center, ultra fast streaming, etc**

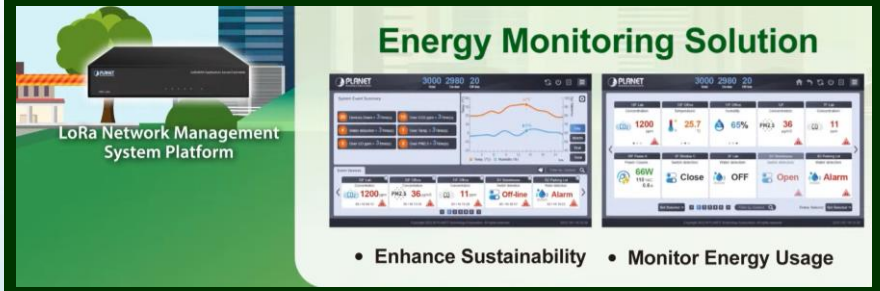
Standard	LAN Speed Requirement
Wi-Fi 7	10Gbps
Wi-Fi 6/6E	2.5G/10Gbps
Wi-Fi 5	1Gbps

5G AIoT Applications

- 5G, Wi-Fi 6, Modbus, 10G fiber-optic connectivity for AIoT big data collection and management
- AES, SSL/TLS Cybersecurity
- TSN nano-second time synchronization
- Centralized and cloud management with PLANET NMS and CloudViewerPro App
- LoRa Network Management System facilitates the deployment of IoT platform

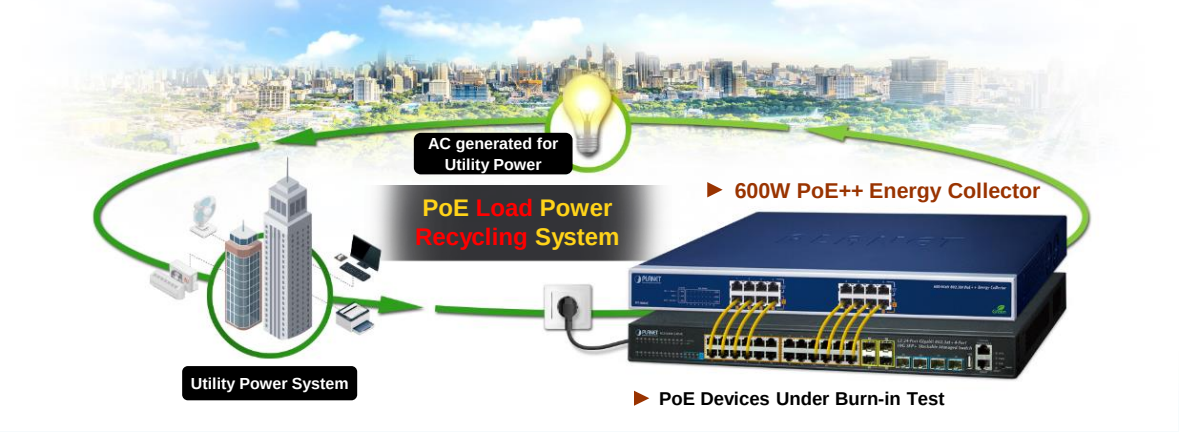
User-friendly Managed 5G AIoT Network





802.3bt PoE++ Energy Collector

Achieving Carbon Reduction for Smart Manufacturing



- 10Gbps and 95W PoE capability with max. 600W power conversion
- Capable of independent operation and intuitive setup
- Less heat generation from non-conventional cement resistor load tester
- Intelligent power conversion system to convert UTP PoE connectivity to AC power generation
- Recycling the electric utility, and reducing 476kg/CO2e emissions yearly based on the product's 600W PoE full loading

Award for Product Innovation

TAIWAN EXCELLENCE 2024

PLANET Sustainable Innovations Honored with the

2024 Taiwan Excellence Award

Enterprise-grade 10G Managed Media Converter Series

Industrial Modular-based Ethernet Chassis Switch

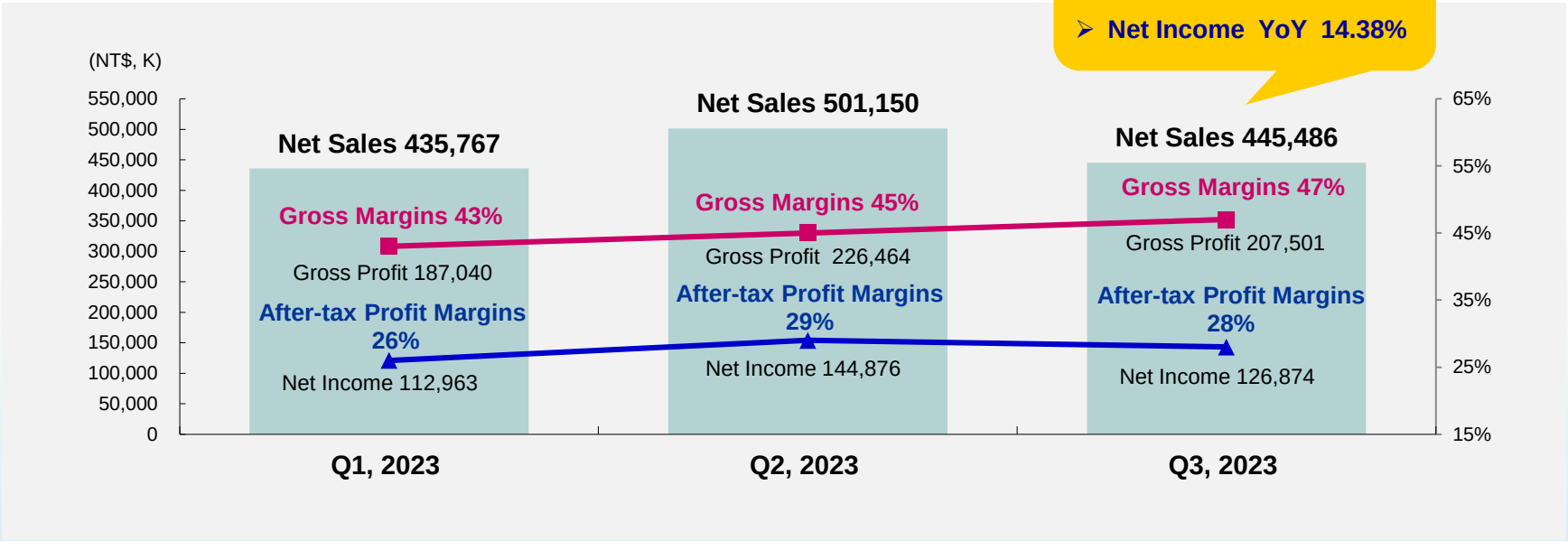
600-Watt 802.3bt PoE++ Energy Collector

PLANET Receives "Taiwan Excellence Awards" for 21 Consecutive Years (2004 – 2024)

Business Performance
2023 Q1 – Q3

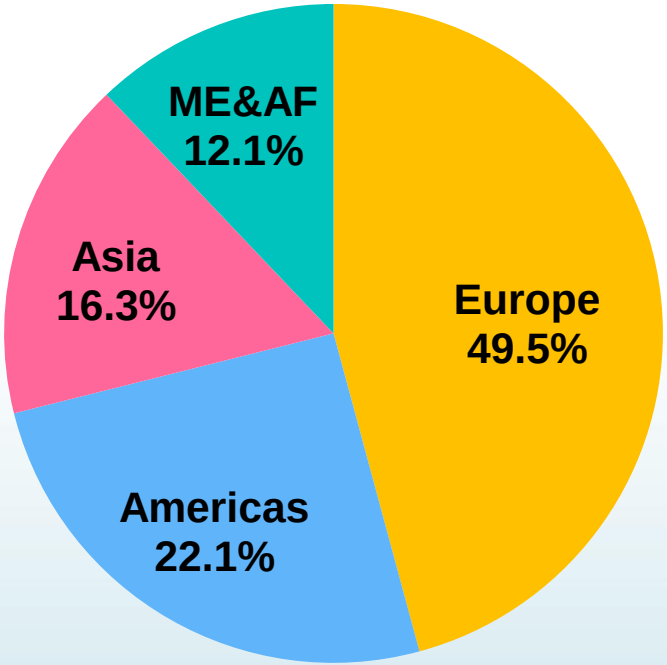
Quarterly Consolidated Financial Results
Q1- Q3, 2023

- **Q1-Q3, 2023 Net Sales: NT$ 1,382,403K**
- **Steady growth of gross margins**

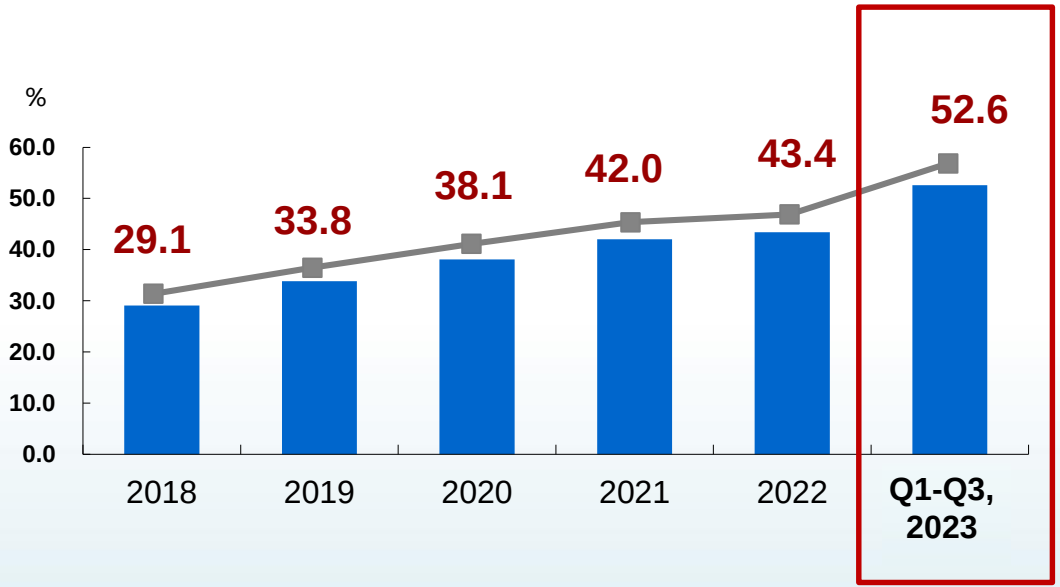


Revenues Classified by Area
Q1- Q3, 2023

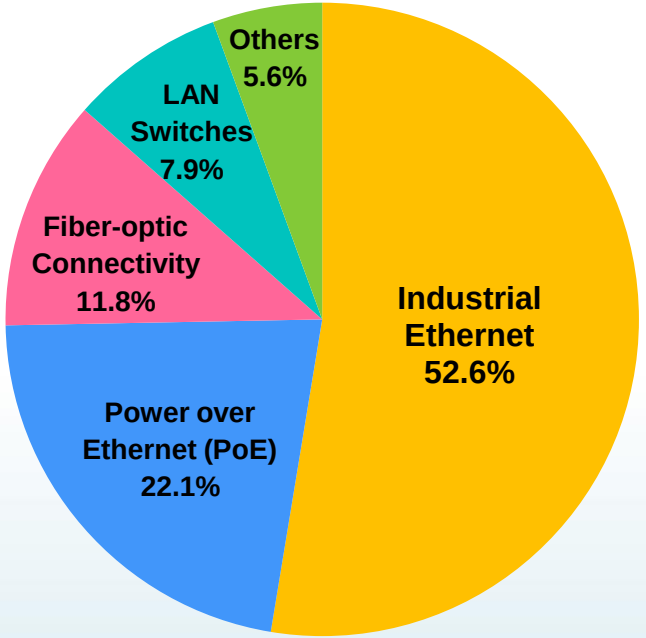
- **Q1-Q3, 2023 Net Sales: NT$ 1,382,403K**



Revenues Classified by Product
Q1- Q3, 2023



Revenues shared by Industrial network products on 2018 – Q1-Q3, 2023

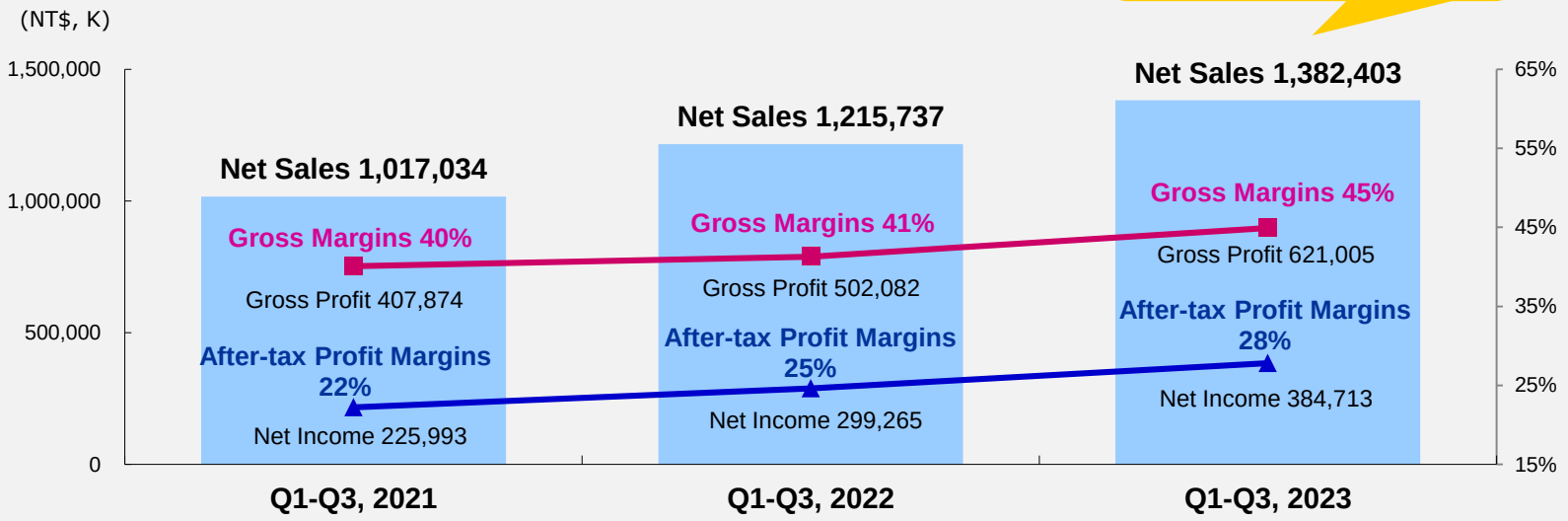


Q1-Q3, 2023

Consolidated Financial Results
Q1- Q3, 2021-2023

- **Steady growth of net sales, gross margins and profit margins**

Q1~Q3, 2023
- **Net Sales YoY 13.71%**
- **Net Income YoY 28.55%**



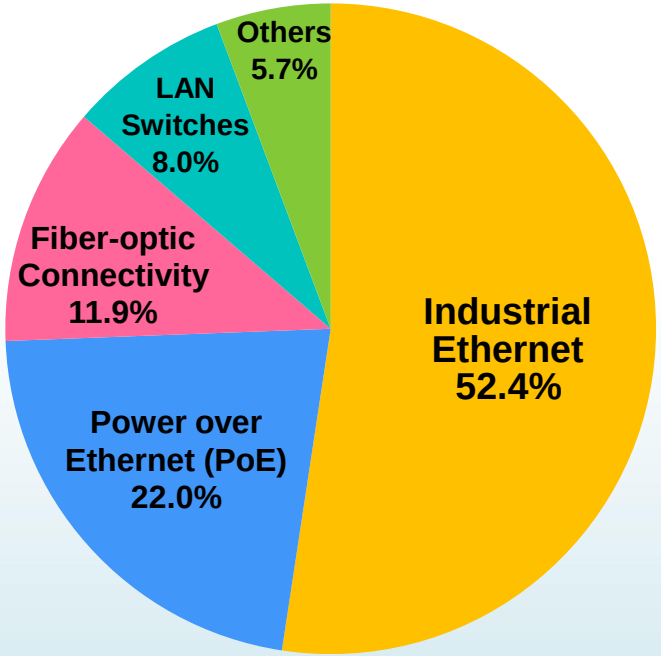
Key Financial Ratios
Q1 - Q3, 2021 - 2023

Indicator \ Quarter	Q1-Q3, 2021	Q1-Q3, 2022	Q1-Q3, 2023
Gross Margins	40.10 %	41.30 %	44.92 %
Operating Income Margins	26.50 %	28.53 %	31.76 %
After-tax Profit Margins	22.22 %	24.62 %	27.83 %
Debt Ratio	21.93 %	22.00 %	24.47%
Current Ratio	470.23 %	453.30 %	451.79%
AR Turnover (Days)	25	22	21
Inventory Turnover (Days)	99	85	97
EPS	3.62	4.79	6.16

Jan.-Oct., 2023 Revenues

Jan.-Oct., 2023 Net Sales: NT$ 1,530,828K, YoY 11.69%

- **Revenues Classified by Product**



Corporate Sustainability

Sustainable Corporate Governance

Climate Change

- **TCFD Report**
  Audited by the third-party (BSI)
- **SASB standards compliant**
  Audited by the third-party (BSI)
- **ISO 14064-1**
  Greenhouse gases (GHG) inventory
  Audited by the third-party (BSI)
- **ISO 14067 Carbon footprint**
  Verification to be completed by 2024
- **CBAM**
  (Carbon Border Adjustment Mechanism)

Information Security

- **ISO 27001 Information Security Management Systems certified (TUV)**
- **IEC 62443 IT Security for Industrial Networks and Systems certified (TUV)**

Operations of Board of Directors

- **Functional Committees**
  - Audit Committee
  - Compensation Committee
  - Sustainable Development Committee
  - Risk Management Committee
- **Independent external evaluation of Board performance**
  (Taiwan Association of Board Governance)

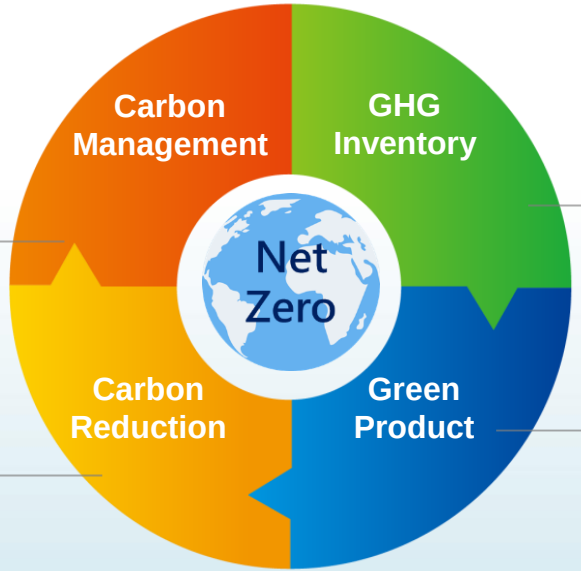
Ranked in the Top 5% of 2022 Corporate Governance Evaluation in Taiwan

PLAENT 2050 Net Zero Carbon Emissions Roadmap

PLANET 2050 Net Zero Carbon Emissions Roadmap

Low Carbon	2022	2025	2030	2040	2050	Net Zero
	Base Year	• Emission reduction 30%	• Emission reduction 50%	• Emission reduction 60%	• Carbon neutrality	

- **Join CDP** (Carbon Disclosure Project)
- **SASB standards compliant**
- **TCFD Report audited**
- **Became a TCFD supporter**
- **Joined 4 Per 1000 Initiative**: Soils for Food Security and Climate
- **Internal carbon pricing**
- **Carbon rights**



- **ISO 14064-1 GHG inventory verification (Apr. 2023)**
- **ISO 14067 Carbon footprint verification by 2024**

- **Green supply chain management platform**
- **Use renewable energy**
- **Energy conservation and carbon reduction measure**

- **Green Product Development**
- **Renewable Energy Network Products**

Sustainable Supply Chain

Green Supply Chain

- **Comply with international environmental regulations**
- **Smart Manufacturing**
  - Remote monitoring
  - Digital shop floor
  - Smart shelving
  - Lead-free processes
- **Eco-friendly Components**
- **Green Procurement**
- **Green Logistics**
- **Recycling and reuse**
- **Supply Chain Greenhouse gases (GHG) inventory**

- Green Supply Chain Management System
- Carbon footprint verification to be completed by 2024

Responsible Supply Chain

Responsible Business Alliance (RBA) Code of Conduct

- **Labor**
- **Health & Safety**
- **Environment**
- **Ethics**
- **Management system**

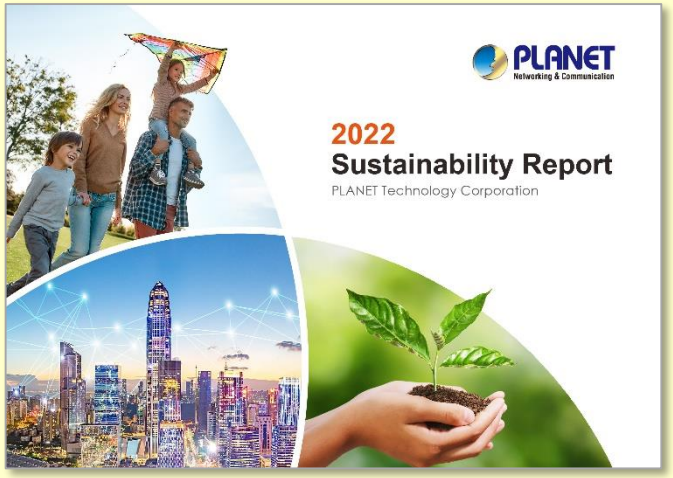
- RBA Code of Conduct audit and control
- All suppliers have complied with and signed ‘PLANET Supply Chain Code of Conduct’

Corporate Sustainability Disclosure

- **2022 Sustainability Report**
  - **Assured by the third party, BSI, in line with :**
    - **GRI Standards**
    - **AA 1000 Accountability Principles**
    - **SASB Standards**
- **2022 TCFD Report**
  - **First TCFD Report published**
  - **Assured by the third party, BSI**

"Platinum Award for Sustainability Reporting" at 2023 Taiwan Corporate Sustainability Awards

(TAISE)



Future Business Strategies

Opportunities & Challenges

Opportunities

- **Strong demand for smart network infrastructure in western countries as the Digital economy is booming**
  - AI applications, 5G/6G communications, Industry 4.0, Internet of Vehicles
- **Increased brand awareness and brand identity of PLANET**
- **Competitive core technology to meet the demand of ICT industry and market**

Challenges

- **The global economic outlook is still unclear as inflation has not subsided**
- **Geopolitical tensions can affect trade in local markets**
- **Carbon border tax issues**

Future Business Strategies

- Integrate cross-domain communications based on software development to increase differentiation and competitive advantages
- Provide innovative products and solutions to meet today's market requirements
- Flexibly apply physical and digital marketing methods to enhance brand development globally
- Improve supply chain sustainability
- Continue its efforts to achieve net zero emissions by 2050 by continually enhancing ESG performance

Awards and Recognition

ESG Awards & Honors

ESG Performance

- **Top 1 in 'Excellence in Corporate Social Responsibility Award' among the medium-sized companies** (CommonWealth Magazine, 2011, 2012, 2021 ~ 2023)
- **'Excellence in Corporate Social Responsibility Award' for 17 consecutive years** (CommonWealth Magazine, 2007 ~ 2023)
- **Platinum Award for Sustainability Reporting in the '2023 Taiwan Corporate Sustainability Awards'** (TAISE. 2023)

Corporate Governance

- **Ranked in the Top 5% of Corporate Governance Evaluation among TPEx-listed companies** (TWSE, TPEx, 2015, 2016, 2018, 2021, 2022, 2023)
- **Ranked in the Top 5% of Corporate Governance Evaluation among all TWSE- and TPEx-listed companies with a market value between NTD 5 billion and NTD 10 billion** (TWSE, TPEx, 2023)

Environmental Sustainability

- **Bronze Medal Award in the '1st Let's Go Green Competition'** (Taiwan Ministry of Environment, 2023)
- **Sustainability Film "Clean Air, Clear Mind Action" awarded the Silver Medal at the 2023 Taipei Golden Eagle Micro-movie Festival** (TAISE, 2023)

Social Inclusion

- **Top 1 in '2023 CommonWealth Talent Sustainability Award' among the medium-sized companies** (CommonWealth Magazine, 2023)
- **'2023 Family-Friendly Workplace Award'** (CommonWealth Parenting Magazine, 2023)
- **Accreditation-badge for a Healthy Workplace** (HPA, Ministry of Health and Welfare. 2023)

Thank You

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