PLANET Technology Corporation Investor Conference

Stock code: 6263

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Disclosures

The presentation herein includes forward-looking statements based on the results of operation, financial conditions and current expectations that are derived from internal corporate data and external economic developments as a whole.

The forward-looking statements are subject to known and unknown uncertainties and risks that could cause actual results to differ materially from those expressed or implied by such statements. Such risks and uncertainties include but are not limited to market demand changes in policies and regulations, overall economic conditions, and other factors or risks beyond the Company's control.

The forward-looking statements in this presentation reflect the current belief of the Company as of the date of this release. The Company is not responsible for updating or amending changes or adjustments made to the contents of this presentation, if such changes or adjustments should occur subsequently in the future.

Agenda

- **Company Overview**

- **Product Innovations & Applications**

- **Business Performance**

- **Corporate Sustainability**

- **Future Business Strategies**

Company Overview

PLANET Technology

PLANET
Networking & Communication

A Global Leading Brand in Network Infrastructure Solutions

Established in 1993

Publicly listed in TPEx in 2003
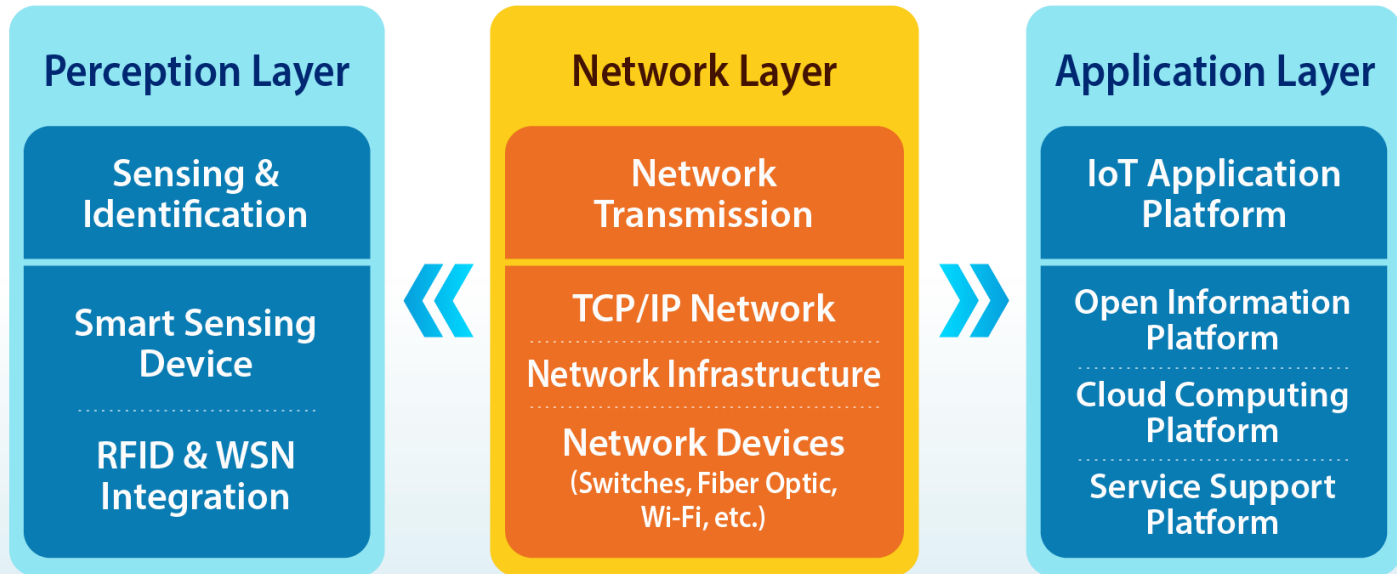(Stock code: 6263)

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

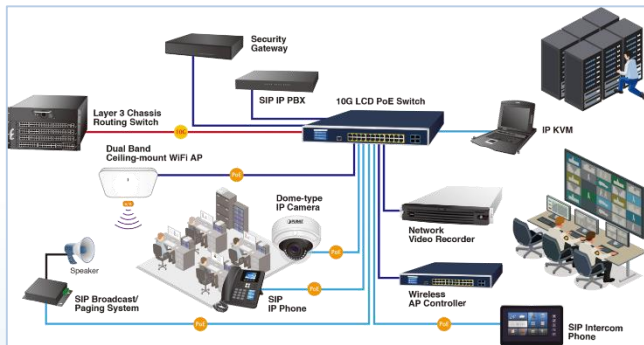**A global professional provider of Network Transmission Equipment**

Perception Layer	Network Layer	Application Layer
Sensing & Identification	**Network Transmission**	**IoT Application Platform**
Smart Sensing Device	**TCP/IP Network**	**Open Information Platform**
	Network Infrastructure	**Cloud Computing Platform**
RFID & WSN Integration	**Network Devices** (Switches, Fiber Optic, Wi-Fi, etc.)	**Service Support Platform**

« »

Comprehensive IP-based Networking Infrastructure Solution

LAN Switches

5G & Wi-Fi Network

Universal Network Management System

Power over Ethernet

Fiber-optic Connectivity

LoRaWAN AIoT

Industrial Ethernet

Network Security, VoIP, IP Power Management
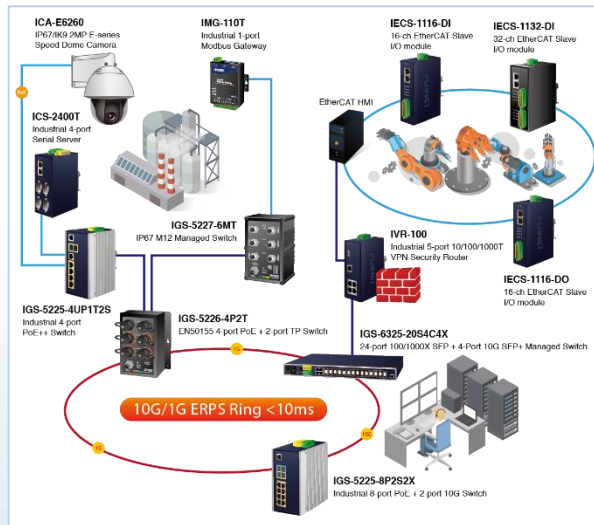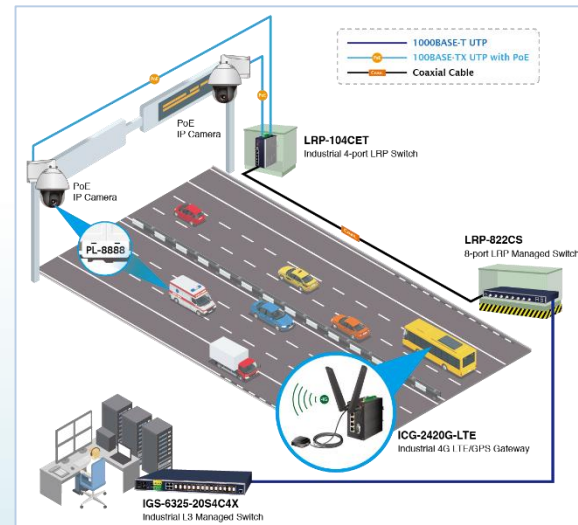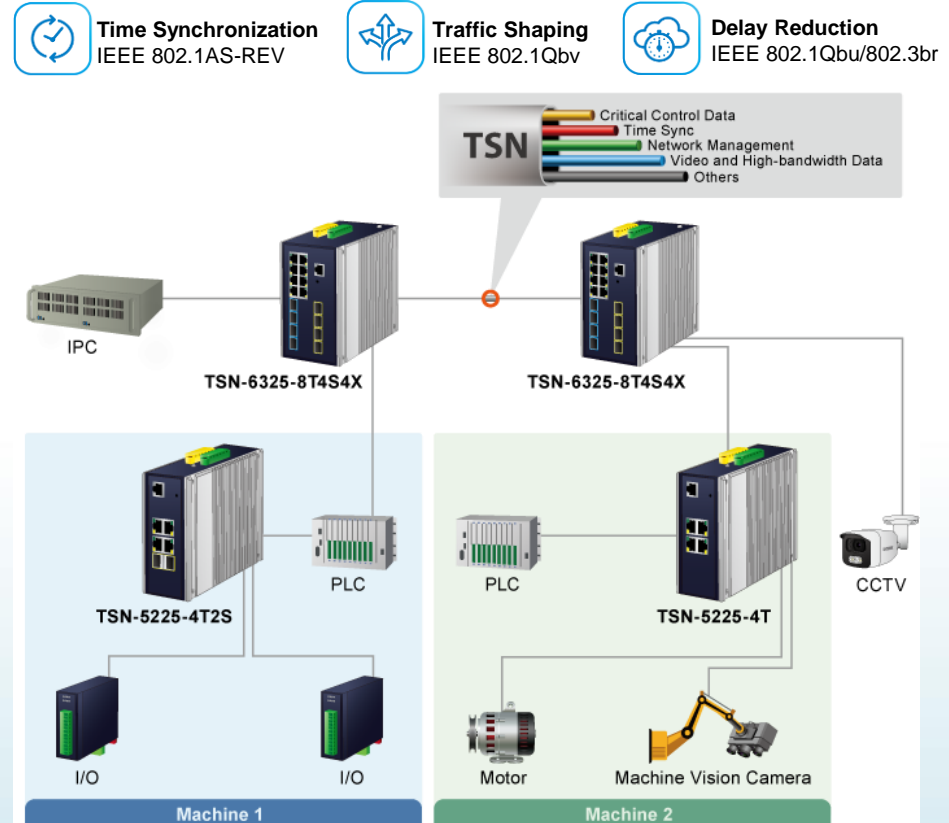
Product Innovations & Applications

Time-Sensitive Networking (TSN) for Industry 4.0

- **Securely converges IT and OT networks**

- **Fully compliant with TSN standards**

- **Nano-second** time synchronization

- **Fiber optic transmission in long distance**

- **Supports Cybersecurity and ERPS ring**

- **Centralized and cloud management with PLANET NMS and NMSViewerPro App**

- **Facilitates flexible deployment of industrial automation and industry 4.0 network infrastructures**

Time Synchronization
IEEE 802.1AS-REV

Traffic Shaping
IEEE 802.1Qbv

Delay Reduction
IEEE 802.1Qbu/802.3br

TSN
- Critical Control Data
- Time Sync
- Network Management
- Video and High-bandwidth Data
- Others

IPC

TSN-6325-8T4S4X

TSN-6325-8T4S4X

TSN-5225-4T2S

PLC

PLC

TSN-5225-4T

CCTV

I/O

I/O

Motor

Machine Vision Camera

Machine 1

Machine 2

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- **Multi-port 10G and PoE+ Pro AV Switch**
  - Simplified and intuitive user interface
  - 10G fiber-optic connectivity, intelligent PoE management
  - 802.1Q VLAN and cybersecurity protection
  - AV Video over IP, Audio IP device connection, high-speed video streaming
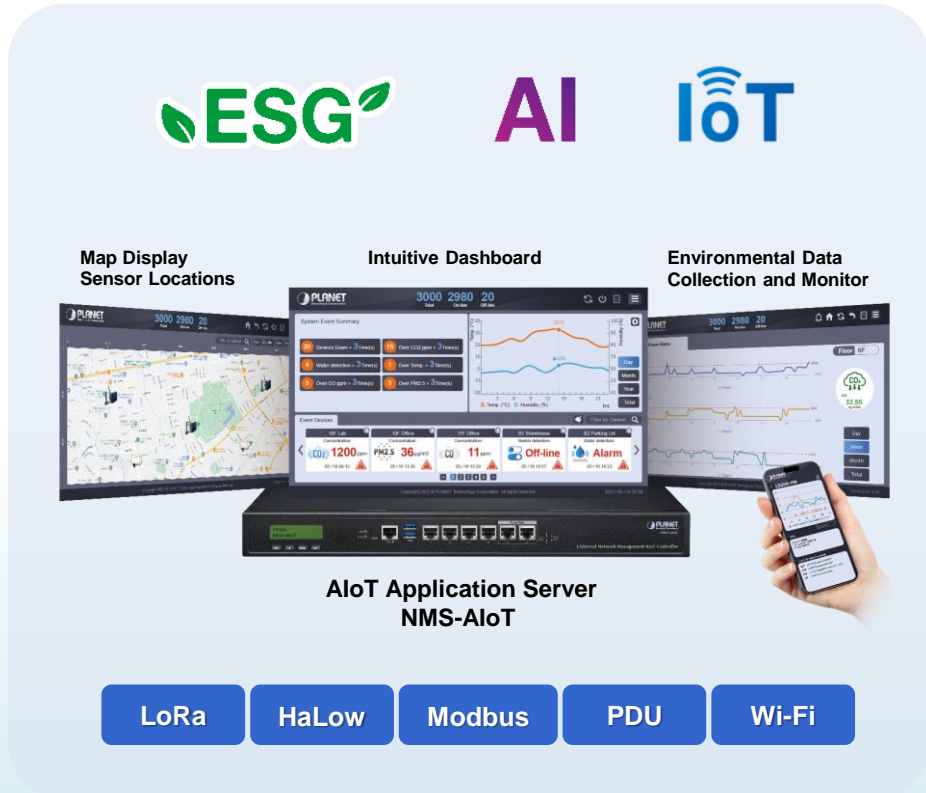 - Applications: Auditorium, Concert, Shopping malls, Movie theaters, Conference centers, Exhibition centers, etc.

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AIoT Network and Energy Management

- A **unified platform** integrating LoRa, Wi-Fi HaLow, Modbus, and more to enhance energy efficiency and reliability

- **Intelligent dashboard** with real-time analysis of sensor data and carbon reduction report

- Perfect for verticals integrating a **secure AI private cloud network**

- Software update and hardware upgrade support

- Suitable for smart cities, smart manufacturing, smart agriculture, smart transportation, smart healthcare, smart buildings, etc

Map Display
Sensor Locations

Intuitive Dashboard

Environmental Data
Collection and Monitor

AIoT Application Server
NMS-AIoT

| LoRa | HaLow | Modbus | PDU | Wi-Fi |

Energy Utilization
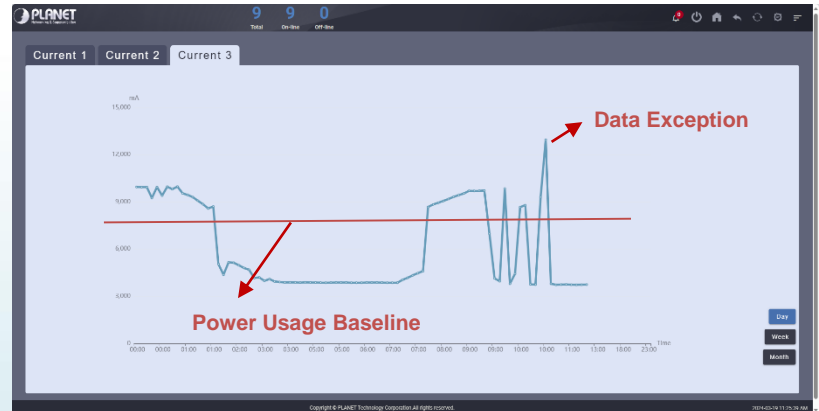
Graphical Interface Management

- **Review of area, annual and monthly power usage**
- **Monitor Energy Usage**
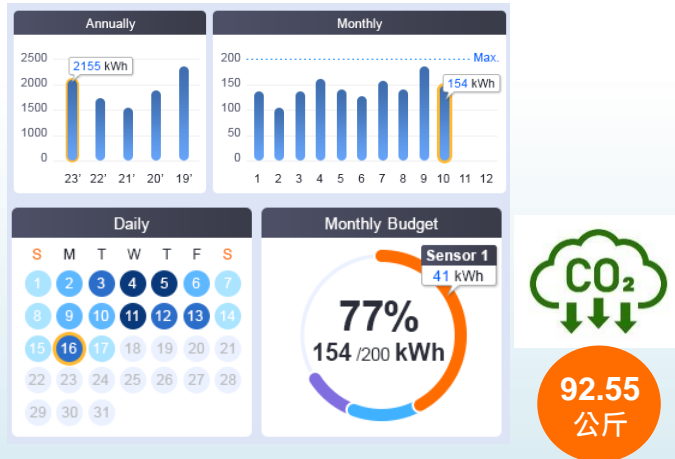
Energy-saving Targets

Critical Data Statistics and Analysis

- **History Data Analysis**
- **Real-time Sensor Info and Events Notification**

ESG Energy Management with AI analysis

Total carbon emissions by areas

Historical carbon emissions and ESG report export

Power Usage by areas

- **Prediction and optimization with AI analysis**
- **Watch for massive power consumed devices with AI analysis**

Private 5G Network & Last Mile Solution

- **Integrates 5G NR technology, realizing wireless last mile connectivity**

- **Dual SIM redundancy, SD-WAN, Cybersecurity protection with 5G NR Fixed Wireless Access (FWA) ODU and gateways**

- **Centralized and cloud management with PLANET NMS and NMSViewerPro App**

- **Applications:**
  Industrial automation with IoT and AIoT applications, Private 5G network, mobile networks, smart transportation, smart city, remote area

Zero Cable Last Mile Solution
Quickly Deploy Fast Wireless Connection

Fixed Wireless Access (FWA)   5G NR   Outdoor Unit (ODU)

Easy Network Management
Intuitive AP Control Interface

Centrally Manage up to 128 Wireless APs

Business Performance
2023, 2024 Q1

PLANET
Networking & Communication

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

2023
- Net Sales YoY **7.25%**
- Net Income YoY **15.78%**

(NT$, K)

Net Sales 1,427,097

Gross Margins 40%

Gross Profit 569,260

After-tax Profit Margins 23%

Net Income 321,150

2021

Net Sales 1,720,031

Gross Margins 42%

Gross Profit 725,578

After-tax Profit Margins 26%

Net Income 438,263

2022

Net Sales 1,844,671

Gross Margins 45%

Gross Profit 834,229

After-tax Profit Margins 28%

Net Income 507,429

2023

Cash Dividend 2023

(NT$)

Chart showing EPS and Cash Dividend Per Share with Dividend Payout Ratio for 2021–2023:

- **2021**: EPS 5.14, Cash Dividend Per Share **4.70**, Dividend Payout Ratio **91 %**
- **2022**: EPS 7.01, Cash Dividend Per Share **6.40**, Dividend Payout Ratio **91 %**
- **2023**: EPS 8.12, Cash Dividend Per Share **7.40**, Dividend Payout Ratio **91 %** — **Balancing Dividends**

*The distribution of cash dividend of 2023 profits has been approved by the Board of Directors on 2024/4/2, and will be reported at the annual shareholders' meeting on 2024/5/24.

2023 Revenues Classified by Area

- **2023 Net Sales: NT$ 1,844,671 K**

Pie chart:
- Europe 49.1%
- Americas 21.2%
- Asia 16.8%
- ME&AF 12.9%
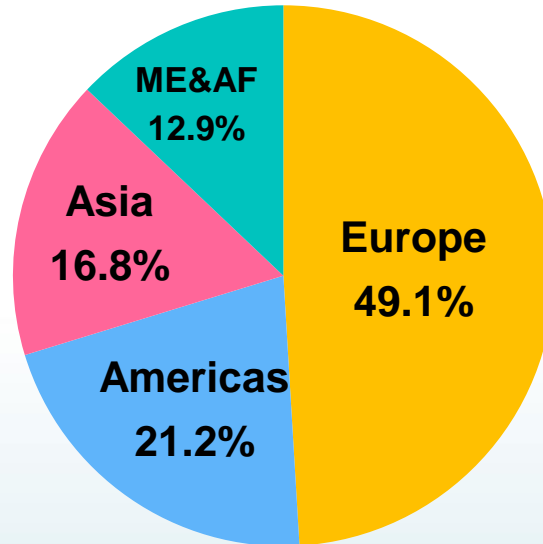
2023

2023 Revenues Classified by Product
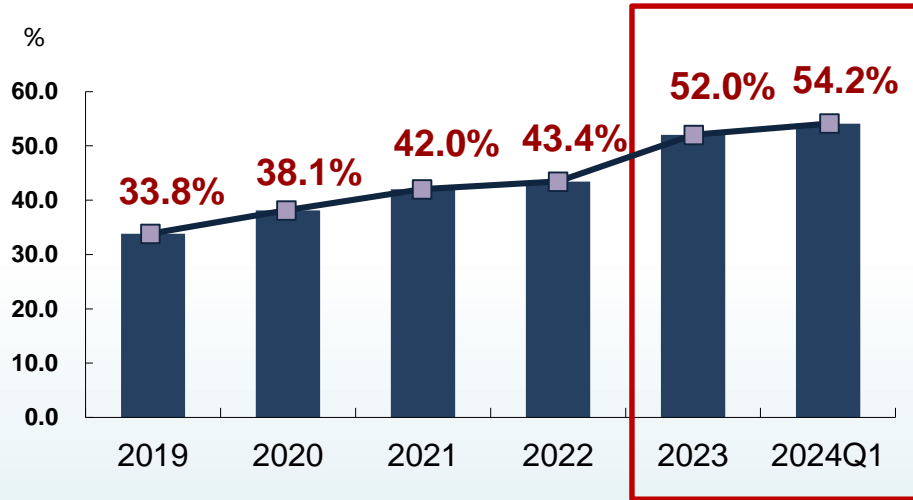
Revenues Shared by **Industrial network products** on 2019 – Q1, 2024
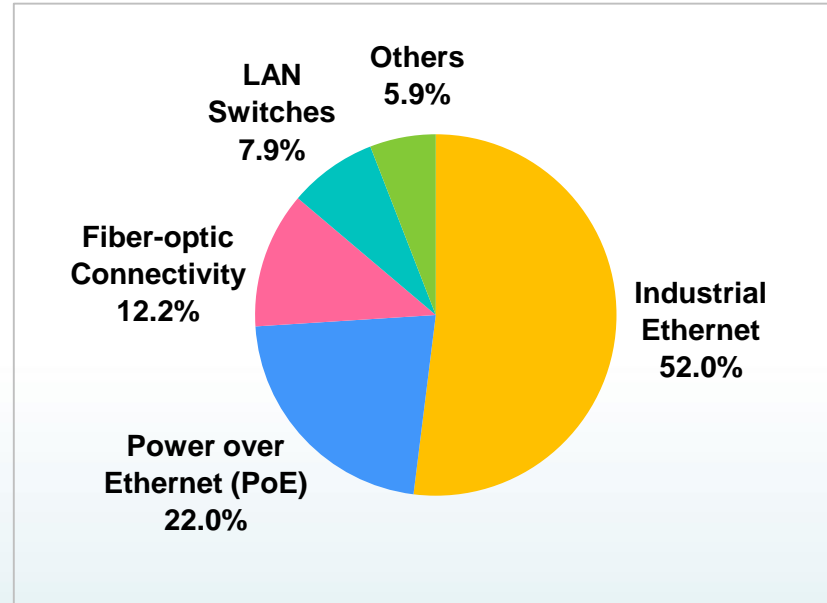
2023

2023 Revenues Shared by Top 10 Countries & Top 10 Customers

Ranking \ Item	Top 10 Countries	Top 10 Customers
1	8.08%	4.77%
2	6.82%	4.12%
3	6.17%	3.85%
4	5.31%	3.48%
5	4.93%	2.42%
6	4.49%	2.33%
7	4.49%	2.20%
8	3.56%	2.11%
9	3.21%	1.90%
10	2.86%	1.74%
Revenues Share Subtotal	49.92%	28.92%

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Consolidated Financial Results
Q1, 2024

Jan.-Apr., 2024 Net Sales: NT$ 590,551K, YoY 2.33%

（ NT$, K ）

Indicator \ Quarter	Q1, 2023	%	Q1, 2024	%	YoY
Net Sales	435,767	100.00%	425,862	100.00%	-2.27%
Cost of Goods Sold	248,727	57.08%	231,536	54.37%	-6.91%
Gross Profit	187,040	42.92%	194,326	45.63%	3.90%
Operating Expense	57,819	13.27%	61,550	14.45%	6.45%
Operating Income	129,221	29.65%	132,776	31.18%	2.75%
Net of Non-operating Income(Loss)	9,019	2.07%	9,991	2.35%	10.78%
Income Before Taxes	138,240	31.72%	142,767	33.53%	3.27%
Net Income	112,963	25.92%	116,167	27.28%	2.84%
EPS (After Taxes)	1.81		1.86		
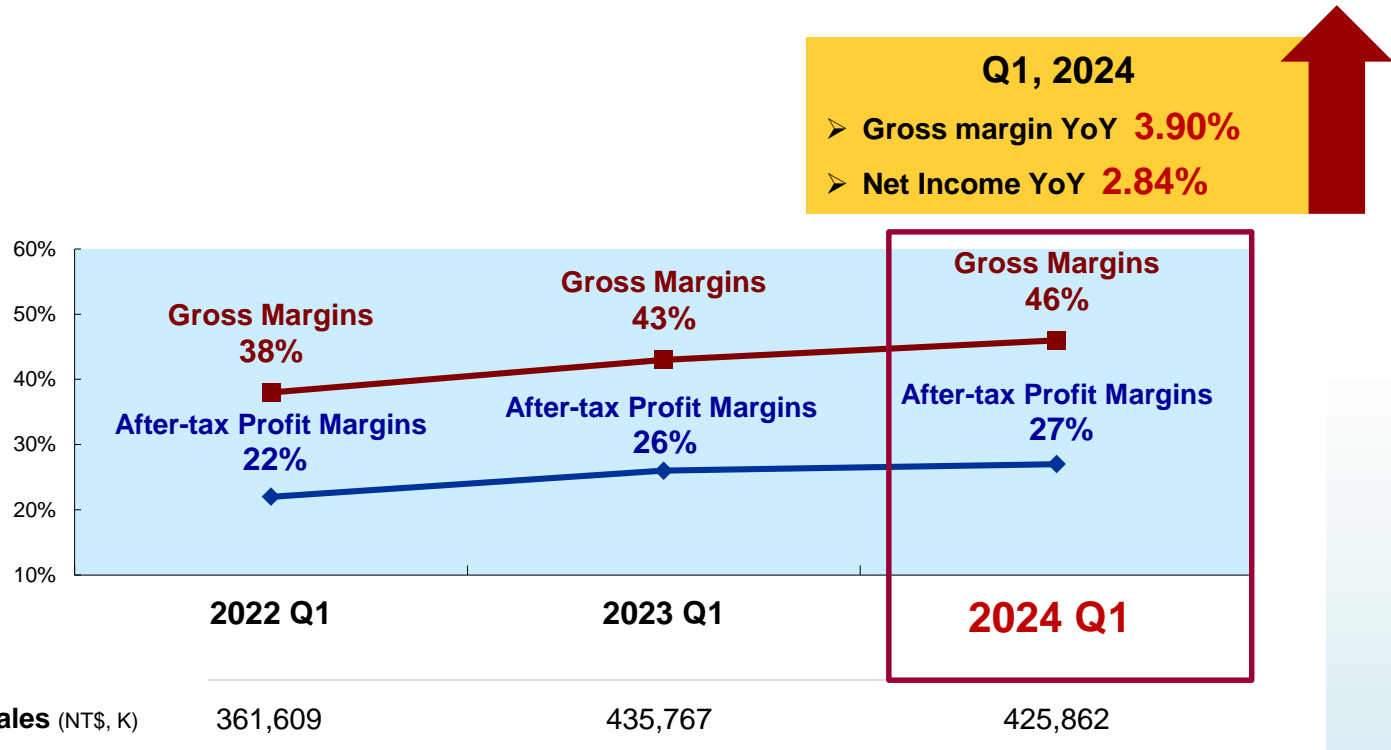
Key Financial Ratios
Q1, 2022 - 2024

Indicator \ Quarter	Q1, 2022	Q1, 2023	Q1, 2024
Gross Margin	38.41%	42.92 %	45.63 %
Operating Income Margins	24.71%	29.65 %	31.18 %
After-tax Profit Margins	21.67%	25.92 %	27.28 %
Debt Ratio	21.32%	21.23 %	23.90 %
Current Ratio	473.18%	468.97 %	475.29 %
AR Turnover(Days)	27	23	24
Inventory Turnover(Days)	88	94	109
EPS	1.25	1.81	1.86

Corporate Sustainability

Sustainable Corporate Governance

Operations of Board of Directors

- **Functional Committees**
  - Audit Committee
  - Compensation Committee
  - Sustainable Development Committee
  - Risk Management Committee

- **A total of 4 independent directors, making up 57% of all directors**

- **A total of 3 female directors, making up 43% of all directors**

- **Independent external evaluation of Board performance**
  (Taiwan Association of Board Governance)

Information Security

- **Dedicated MIS office and staffs in charge of information security management**

- **Information Security Policy disclosed on PLANET's website**

- **ISO 27001 Information Security Management Systems certified (TUV)**

- **IEC 62443 IT Security for Industrial Networks and Systems certified (TUV)**

Sustainable Corporate Governance

Information Transparency

- **2023 Sustainability Report**

  Assured by a third party, BSI, in line with:

  SASB standards
  GRI Standards
  AA 1000 Accountability Principles

- **2023 TCFD Report**

  Assured by a third party, BSI

  Maturity model of disclosure graded
  Level 5 - Excellence

- **PLANET Sustainability website**
  strengthens communications with its stakeholders

Human Rights Protection

- **Human Rights Policy disclosed on PLANET's websites**

- **Human rights due diligence**
  PLANET and its suppliers

- **Create a corporate culture with Diversity, Equity and Inclusion (DEI)**

10th (2023) Corporate Governance Evaluation
Result announced on 30 Apr., 2024

PLANET Ranks for the 7th Time Among Taiwan's Top 5% of Outstanding Companies in 2023 Corporate Governance Evaluation

2023 Corporate Governance Evaluation

Ranked Top 5%
Among TPEx-listed Companies

754 TPEx-listed companies in total, among which only 38 companies being ranked in Top 5%

4 Consecutive Years

Category: **Market value between NT$ 5 billion and 10 billion**

Ranked Top 5%
Among TPEx-listed and TWSE-listed Companies

313 TPEx-listed and TWSE-listed companies in total with a market value between NT$ 5 billion and 10 billion, among which only 16 companies being ranked in Top 5%

2 Consecutive Years

Sustainable Supply Chain

PLANET

Global Trends / Government Resources

Supply Chain

Achieving Sustainable Supply Chain Together

Responsible Supply Chain

- **Responsible Business Alliance (RBA) Code of Conduct**
  Labor, Health & Safety, Environment, Ethics, Management system

- **Comply with PLANET's ESG Regulations**

- **Supply Chain Due Diligence**

- **Supply Chain EHS Management**

Green Supply Chain

- **Supply Chain Carbon Inventory Management System**

- **Comply with international Environmental Regulations**

- **Smart Manufacturing**

- **Eco-friendly Components**

- **Green Procurement**

- **Green Logistics**

- **Recycling and Reuse**

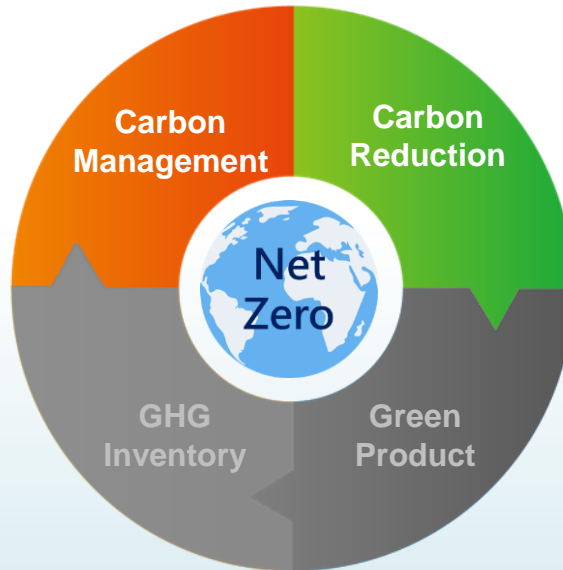### Low-carbon Supply Chain

- **Transformation to a Low Carbon Supply Chain** (2024)

  Builds the carbon management system with **11 suppliers**

- **Carbon Insetting** (since 2023)

  The first in Taiwan adopts DHL's GoGreen Plus service to reduce carbon emissions in logistics and transportation via **sustainable aviation fuel**

PLANET
Networking & Communication

《PLAENT 2050 Net Zero Carbon Emissions Roadmap》

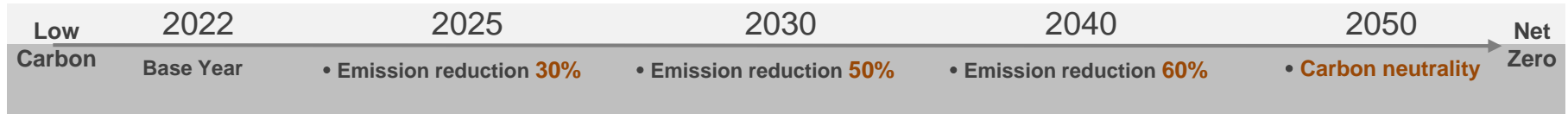| Low Carbon	2022	2025	2030	2040	2050	Net Zero
	Base Year	• Emission reduction **30%**	• Emission reduction **50%**	• Emission reduction **60%**	• **Carbon neutrality**	

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

Carbon Management

Carbon Reduction

Net Zero

**GHG Inventory**

Green Product

- **Supply Chain Carbon Management Platform**
- **Use Green Power** **13.6%** in 2023
- **Low-carbon Supply Chain** Target for **3% reduction** of carbon emissions among suppliers in 2024
- **Carbon Insetting** Target for **10% reduction** of carbon emissions in logistics and transportation in 2024

《PLAENT 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**	

Carbon Management

Carbon Reduction

Net Zero

GHG Inventory

Green Product

• **ISO 14064-1** Greenhouse gases (GHG) inventory verification (Mar., 2024)

• **ISO 14067** Carbon footprint verification (To be conducted in Q4, 2024)
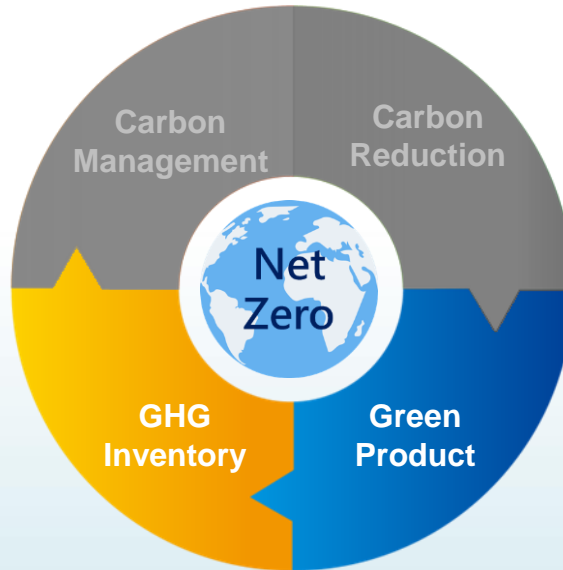
• **Green Product Development**
  Green R&D
  Eco-friendly Design
  Green Procurement
  Smart Manufacturing
  Green Logistics
  Recycling and Reuse

• **Renewable Energy Network Products**

Cooperate with suppliers and customers to create long-term influence

| **Education for Disadvantaged Children** | **Inheritance of Art and Culture** |
| **Environmental Conservation** |

20 consecutive years

20 consecutive years

10 consecutive years

14 consecutive years

3 consecutive years

Remedial education and psychological counseling for disadvantaged children

- Cumulative **20 schools and organizations**
- Cumulative **10,945 students**
- Cumulative **2,355 teachers and volunteers** joined
- Recognized with 2024 **Corporate Humanities Awards**

Deliver Good Songs to Schools
Inheritance of classic music and folk songs

- Cumulative **44 schools**
- Cumulative **15,805 students**
- **3,000 pieces of CD** made to promote good songs

Give Children a Bright Future
Promoting Children's Reading Habits in Rural Areas

- Cumulative **21 schools**
- Called upon **100 enterprises joined** in 2021, sponsoring more than 120 thousand students in 460 schools in total

Pinglin Organic Tea Plantation
Water Conservation, Carbon Reduction

- Promote organic tea plantation area to 55 hectares
- Reduce **0.53 metric tons of CO_2e**

Clean air, Clear mind Action
Biodiversity Conservation, Carbon Reduction, Soil Restoration

- Cumulative 7,800 hectares of rice fields stop burning rice straws in 2022 and 2023
- **Reduce 70,200 metric tons of CO_2e**, equating to the annual **carbon absorption of 5.84 million trees**
- Called upon **202 companies** and **175 individuals** joined
- Sustainability film awarded the **Silver Medal** at the 2023 Taipei Golden Eagle Micro-movie Festival

ESG Awards & Honors

ESG Performance

➢ **Top 1** in '**Excellence in Corporate Social Responsibility Award**' **among the medium-sized companies for 3 consecutive years** (CommonWealth Magazine)

➢ '**Excellence in Corporate Social Responsibility Award**' for **17 consecutive years** (CommonWealth Magazine)

➢ **Platinum Award** for Sustainability Reporting in the '**2023 Taiwan Corporate Sustainability Awards**' (TAISE)

Corporate Governance

➢ Ranked in the **Top 5%** of Corporate Governance Evaluation among TPEx-listed companies (TWSE, TPEx)

➢ 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)

Environmental Sustainability

➢ **Bronze Medal Award** in the '**1st Let's Go Green Competition**' (Taiwan Ministry of Environment)

➢ **Sustainability Film "Clean Air, Clear Mind Action" awarded the Silver Medal** at the **2023 Taipei Golden Eagle Micro-movie Festival** (TAISE)

Social Inclusion

➢ **Top 1** in '**2023 CommonWealth Talent Sustainability Award**' **among the medium-sized companies** (CommonWealth Magazine)

➢ '**2023 Family Friendly Workplace Award**' (CommonWealth Parenting Magazine)

➢ '**Linking ASSET Corporate Humanities Award** - **Community Support Outstanding Achievement Award**' (Linking Publishing)

Future Business Strategies

Opportunities & Challenges

Opportunities

- **Strong demand for smart network infrastructure under the trend of sustainable development and digital transformation globally**
  - AI applications, 6G communications, Industry 4.0, IIoT, IoV
- **Competitive core technology to meet the demand of ICT industry and market**
- **Increased brand awareness and brand identity of PLANET**

Challenges

- **Geopolitical tensions still affect trade in local markets**
- **Carbon border tax issues**

Future Business Strategies

- **Integrate cross-domain communications and extend to application-layer solutions with innovative technology to increase competitive advantages**

- **Expand the development of products and solutions for smart network and AI applications**

- **Make flexible adjustments to the channel and product strategies in response to global market change**

- **Continue its efforts to improve supply chain resilience and to achieve net zero emissions by 2050**

Thank You

www.planet.com.tw