



# PLANET Technology Corporation Investor Conference

Stock code: 6263

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IR Contact: Natalie Lin  
Email: [natalie@planet.com.tw](mailto:natalie@planet.com.tw)

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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.

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# Agenda

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- **Company Overview**
- **Product Innovations & Applications**
- **Business Performance**
- **Corporate Sustainability**
- **Future Business Strategies**



# 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**

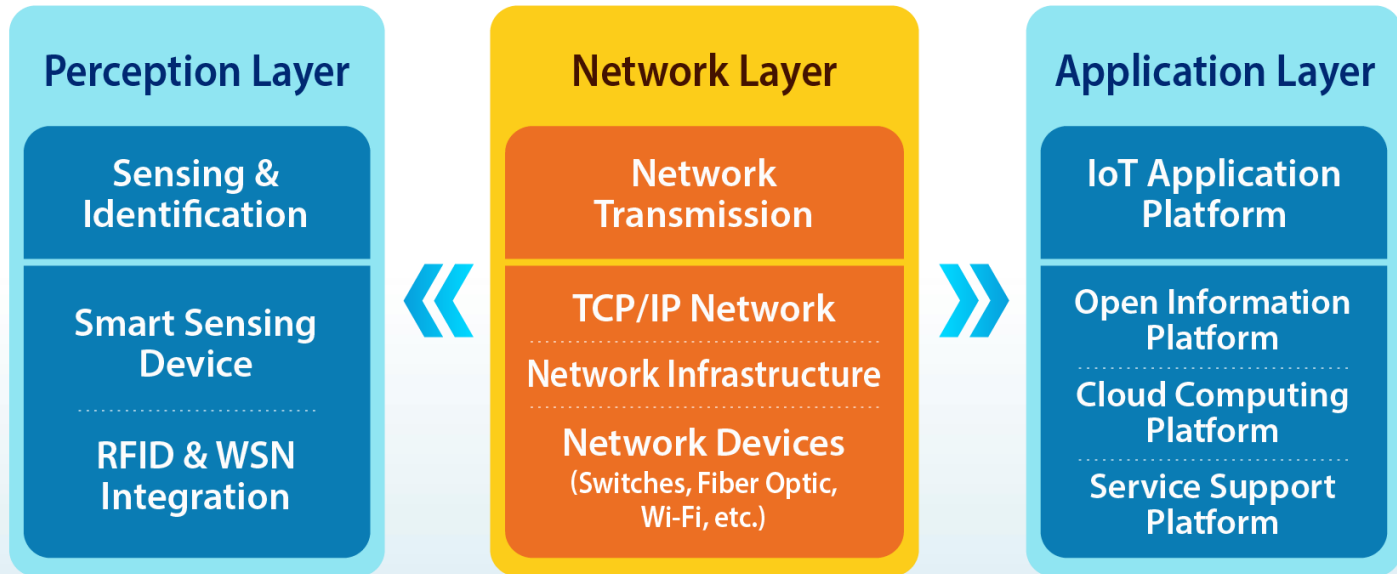
**Concrete R&D  
Capability;  
Made in Taiwan**

**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

## LAN Switches



## Universal Network Management System



## 5G & Wi-Fi Network



## Power over Ethernet



## Fiber-optic Connectivity



## LoRaWAN AIoT



**LoRa  
HaLow**

## Industrial Ethernet



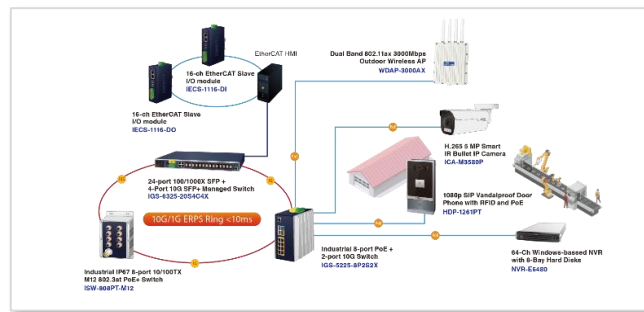
## Network Security, VoIP, IP Power Management



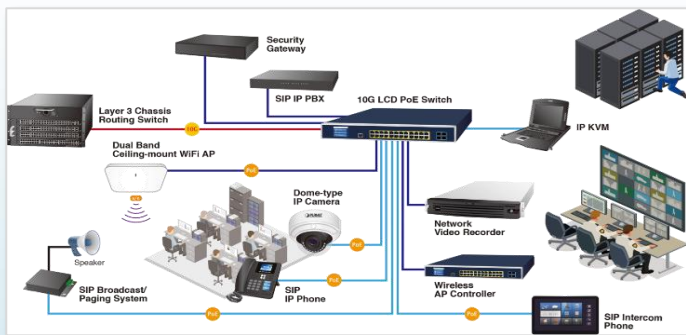
## ➤ AIoT Infrastructure



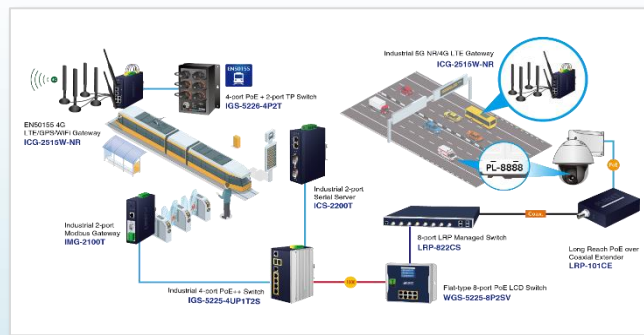
## ➤ Smart Manufacturing



## ➤ Smart Networking



## ➤ Intelligent Transportation System





# Product Innovations & Applications

## ● AIoT Application Server

- A **unified platform** integrating LoRa, Wi-Fi HaLow, Modbus, and more to realize **secure AI private cloud network**
- **Intelligent dashboard** with real-time analysis of sensor data and carbon reduction report
- Software update and hardware upgrade support
- Suitable for smart cities, smart manufacturing, smart agriculture, smart transportation, smart healthcare, smart buildings, etc

LoRa

HaLow

Modbus

PDU

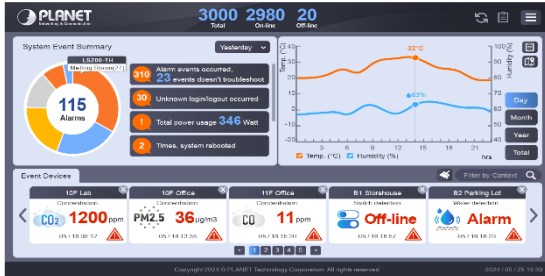
Wi-Fi



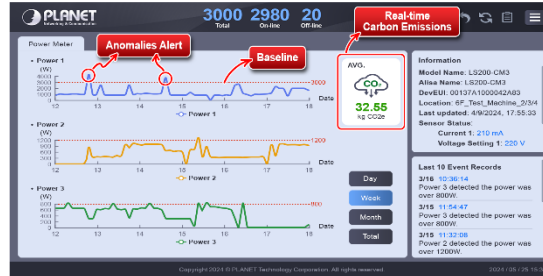
The image displays the AIoT Application Server NMS-AIoT product. At the top, it features two award logos: the 'BC Best Choice AWARD Sustainable Special Tech Award' and the 'BC Best Choice AWARD IoT Category Award'. Below the awards, three computer monitors and a smartphone are shown, each displaying a different view of the NMS-AIoT interface: 'Map Display Sensor Locations', 'Intuitive Dashboard', and 'Environmental Data Collection and Monitor'. The central monitor shows a dashboard with various metrics and graphs. The smartphone in the foreground shows a mobile version of the interface.

**AIoT Application Server  
NMS-AIoT**

# ESG Energy Management with AI analysis



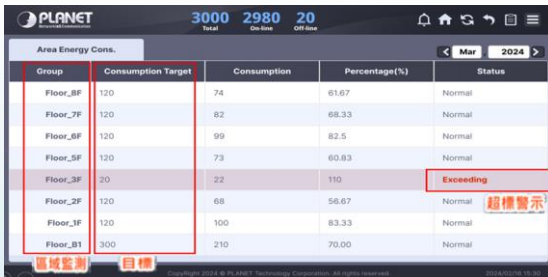
- Prediction and optimization with AI analysis
- Watch for massive power consumed devices with AI analysis



Total carbon emissions by areas



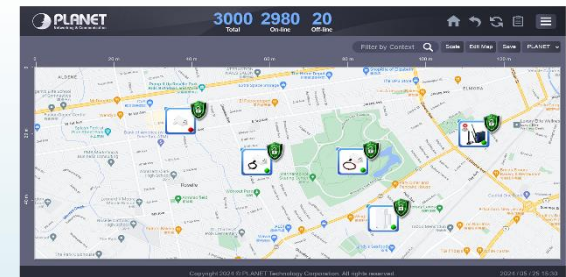
Historical carbon emissions and ESG report export



Power Usage by areas



Review of annual, monthly, and daily power usage



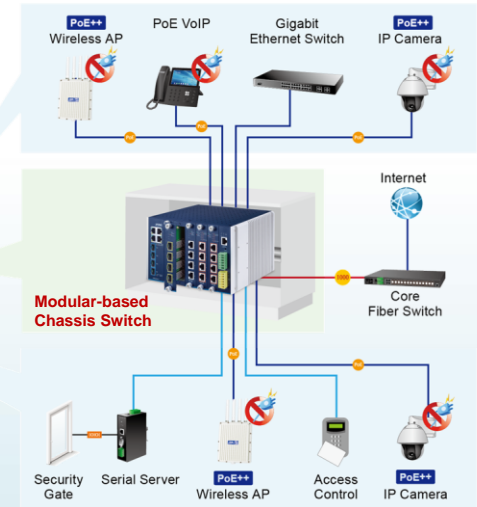
Centralized Management of IoT Devices

# Industrial Modular-based Chassis Switch

- The industry's first compact industrial 10-inch chassis switch with high-speed transmission and PoE modules
- **Modular Design for Various Network Demands:**
  - 10Gbps base-unit with 128Gbps non-blocking switch fabric
  - 5 flexible optional modules combined with 802.3bt 95W PoE, 10Gbps fiber optic, M12 military grade shockproof ports
- Patented intelligent PoE management for energy savings
- **Centralize Cloud Management** with Universal Network Management System and the CloudViewer app
- Flexible deployment of Industrial IT/OT and AIoT network



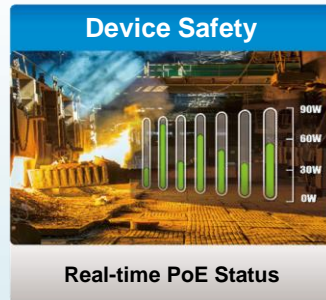
Smart Manufacturing



# Renewable Energy PoE Fiber Managed Switches

## Flexible, Secure and Low-carbon Network Infrastructure for IoV and Industrial Automation Applications

- Hardened Switch powered by a wide voltage range, suitable for renewable energy systems or in-vehicle network
- 2.5G fiber transmission capability
- Supports Modbus TCP, facilitating HMI and M2M applications
- Patented AI analysis of power over Ethernet with 16 intelligent PoE management functions
- Advanced cybersecurity and IEC 62443-4-1 certified
- Remotely central management via app
- Applications: IoV, Smart Manufacturing, etc



# Robust Data Center Switch



## High Performance

- Low latency **100Gbps** core network
- Efficient traffic buffering



## Scalability

- High-speed stacking
- Supports software and hardware upgrade



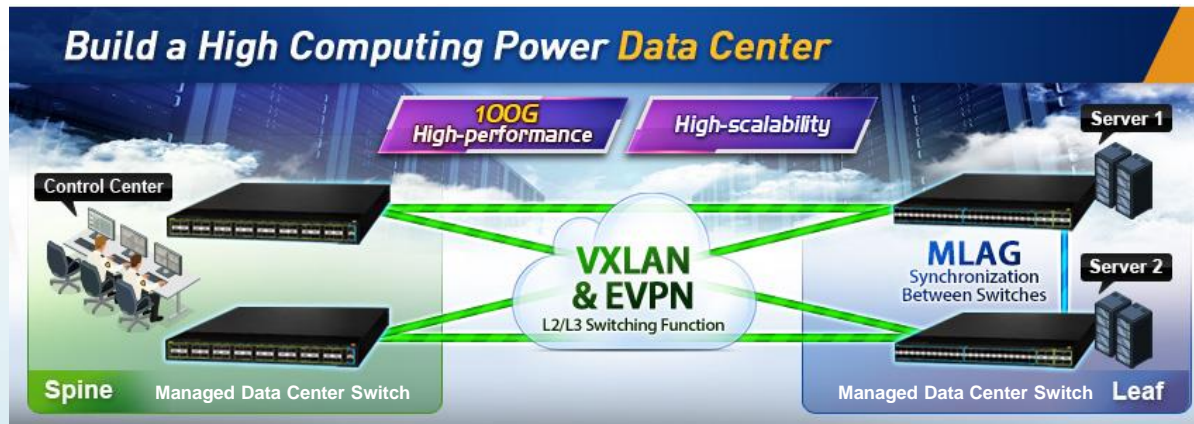
## Cybersecurity

- Layer 3 dynamic routing
- **EVPN** (Ethernet virtual private network) **VXLAN** support



## Sustainability

- Energy-efficient design



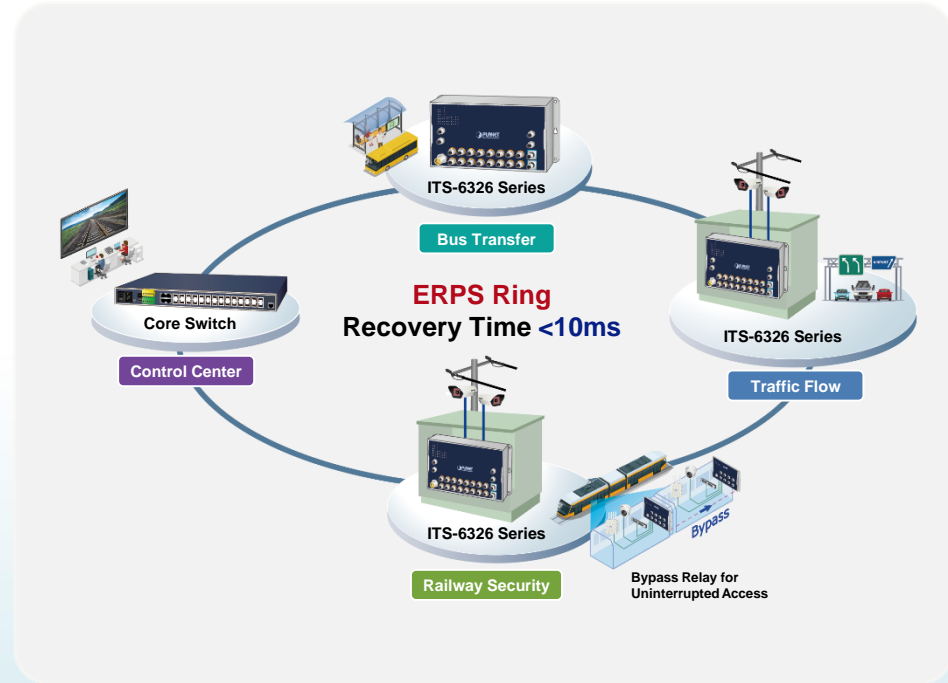
# ITS Flat-type PoE Switches

## Expedite Railway Network Infrastructure



ITS-6326 Series

- Innovative **modularized design** equipped with multiple data ports for flexible network deployment
- Complies with EN50155, EN50121-4, and EN45545-2 for **railway safety and fire protection standards**
- Exclusive **intelligent PoE management functions** for **energy savings and carbon emissions reduction**
- **ERPS Ring and Bypass Relay backup**



# Business Performance 2024 Q1 – Q3



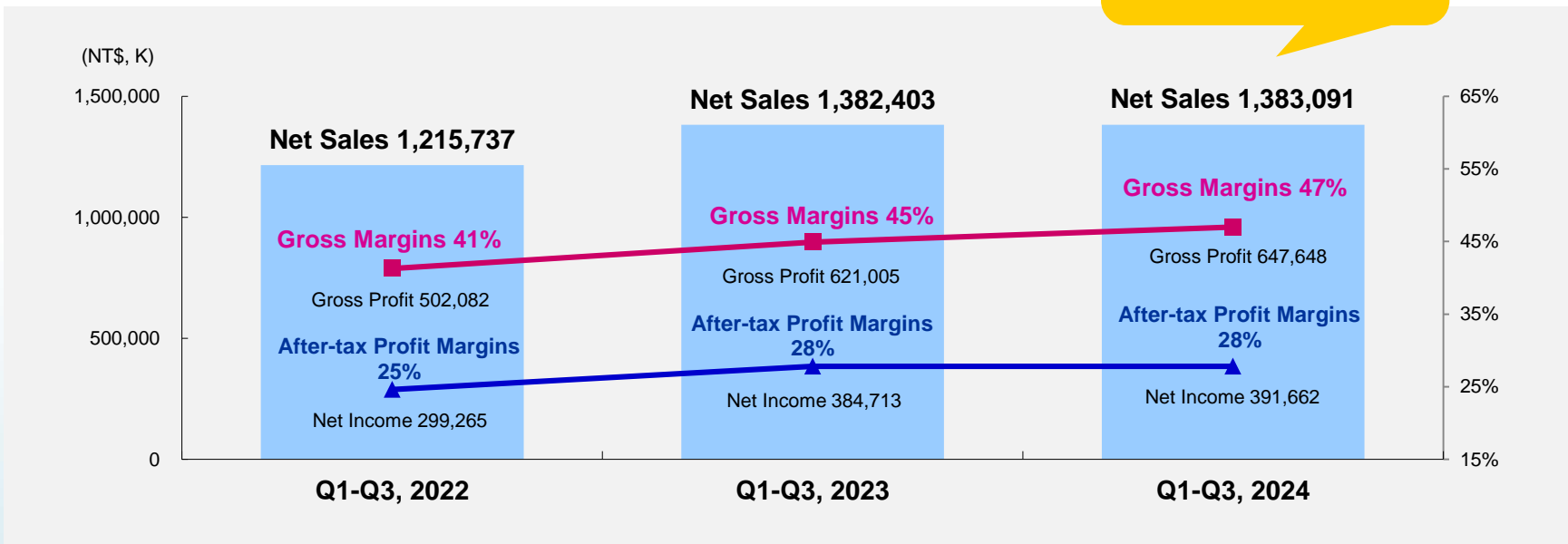
# Consolidated Financial Results

## Q1- Q3, 2022-2024

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

**Q1~Q3, 2024**

- Net Sales YoY 0.05%
- Net Income YoY 1.81%



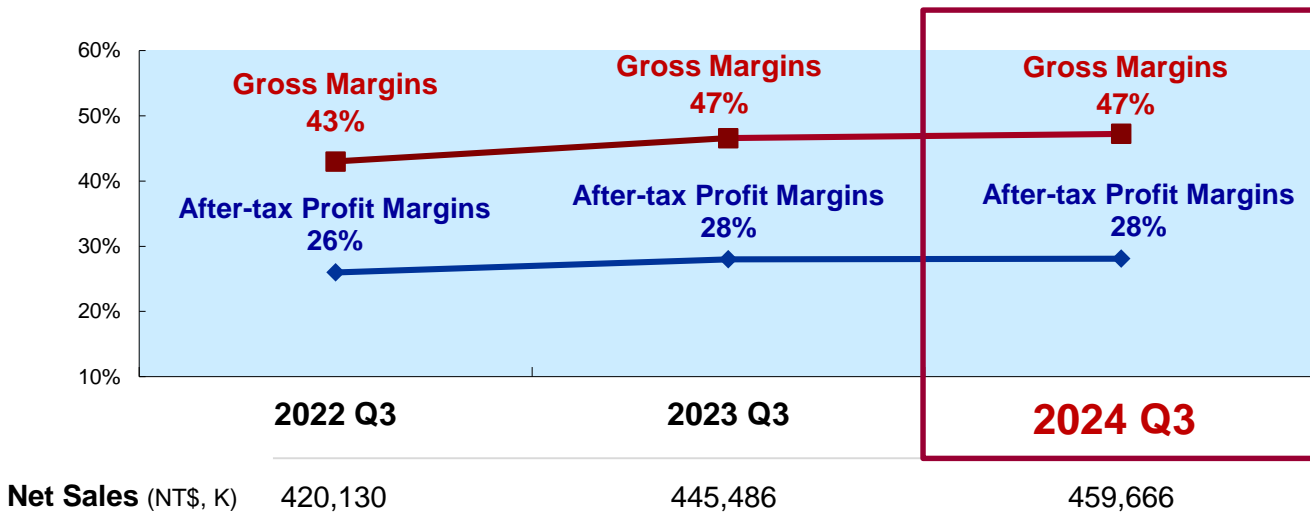
# Consolidated Financial Results

## Q3, 2022-2024

- Steady growth of gross margins and profit margins

**Q3, 2024**

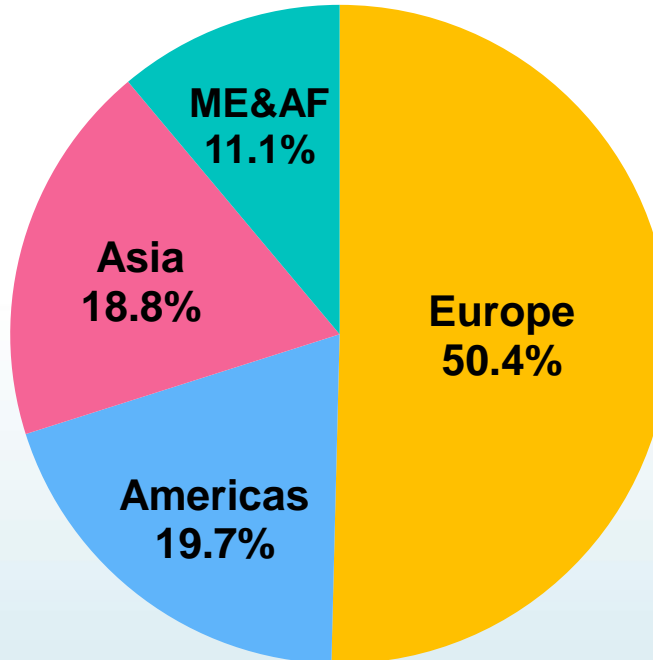
- Gross margin YoY **4.63%**
- Net Income YoY **1.81%**

# Revenues Classified by Area

## Q1- Q3, 2024

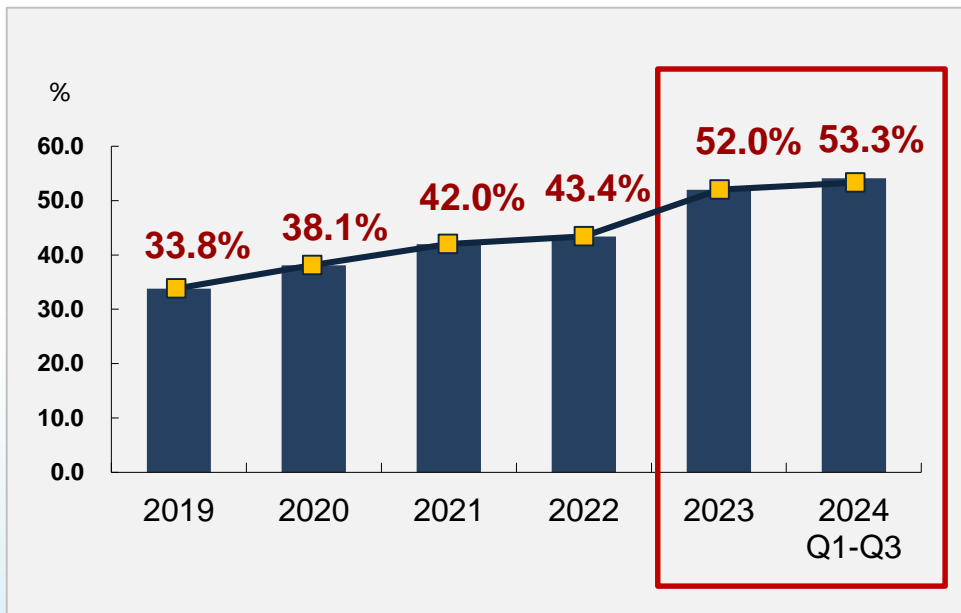
- **Q1-Q3, 2024 Net Sales: NT\$ 1,383,091K**



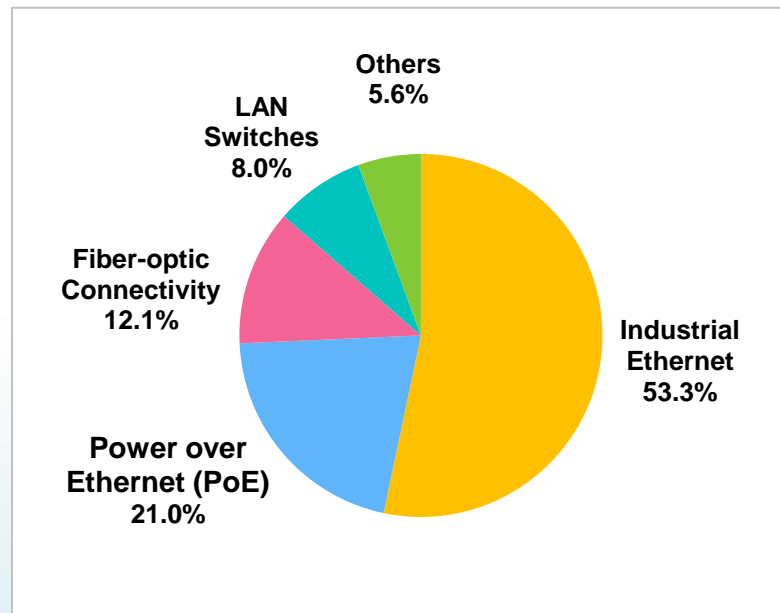
# Revenues Classified by Product

## Q1- Q3, 2024

Revenues shared by **Industrial network products** on 2019 – Q1-Q3, 2024



Q1-Q3, 2024



# Key Financial Ratios

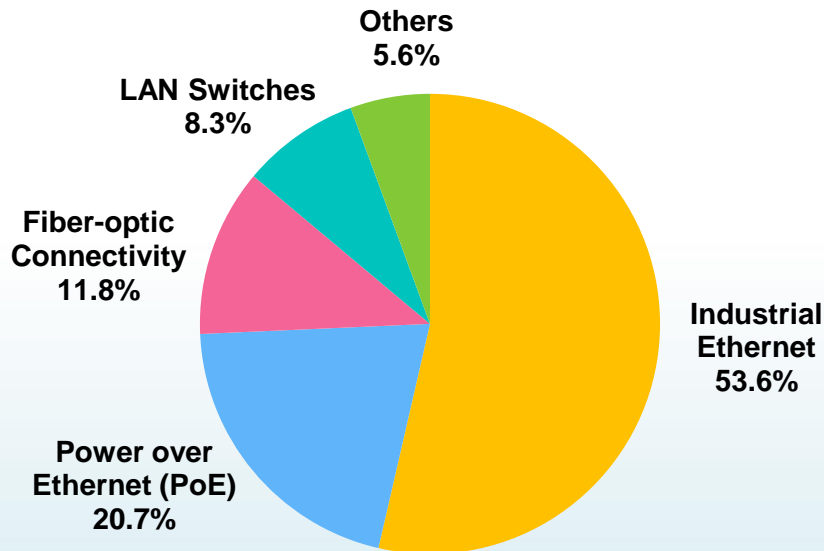
## Q1 - Q3, 2022 - 2024

Indicator \ Quarter	Q1-Q3, 2022	Q1-Q3, 2023	Q1-Q3, 2024
Gross Margins	41.30 %	44.92 %	46.83 %
Operating Income Margins	28.53 %	31.76 %	32.91 %
After-tax Profit Margins	24.62 %	27.83 %	28.32 %
Debt Ratio	22.00 %	24.47%	24.11%
Current Ratio	453.30 %	451.79%	467.53%
AR Turnover (Days)	22	21	23
Inventory Turnover (Days)	85	97	104
EPS	4.79	6.16	6.27

# Jan.-Oct., 2024 Revenues

**Jan.-Oct., 2024 Net Sales: NT\$ 1,548,084K, YoY 1.13%**

➤ Revenues Classified by Product



# Corporate Sustainability

## Operations of Board of Directors

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- **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**
- **Sustainability Report approved by the Board**

## Information Transparency

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- **Align with IFRS Sustainability Disclosure Standards**
- **Sustainability Report**
  - Assured by a third party from 2021 to 2024, in line with:**
    - [SASB standards](#)
    - [GRI Standards](#)
    - [AA 1000 Accountability Principles](#)
- **TCFD Report**
  - Assured by a third party (2021-2024)
  - Maturity model of disclosure graded **Level 5 - Excellence**
- **Greenhouse gases (GHG) Inventory**
  - Assured by a third party (2022-2024)
- **Investor Conference Held Twice a Year**
- **PLANET Sustainability website** strengthens communications with its stakeholders



## Human Rights

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- **Human Rights Policy** disclosed on PLANET's website
- **Human Rights Due Diligence**  
Employees  
Suppliers
- **Creates a culture of Diversity, equity, and inclusion (DEI)**

## Information Security

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

## AI

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- **Established cross-functional "AI Promotion Team"**
- **Formulates AI Management Policy**
- **Risk Management Mechanism**
- **Internal GenAI platform**
- **Knowledge pool and training**

# 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)  
Partnered with **11 suppliers** to conduct GHG inventory in the supply chain and build the carbon management system
- **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**

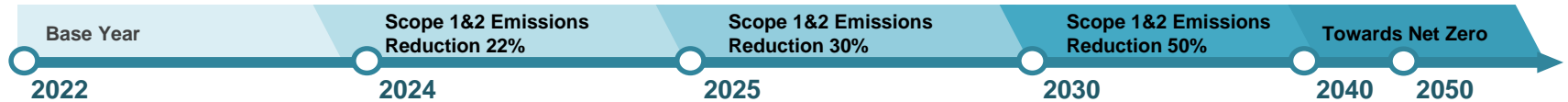
# Sustainable Corporate Governance Awards and Honors

- Ranks for the 7th Time Among Taiwan's **Top 5%** of **Outstanding Companies in Corporate Governance Evaluation** (TWSE, TPEX . 2015, 2016, 2018, 2021-2024)
- 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. 2023-2024)
- Sustainability Report recognized **Platinum Award** in the '**Taiwan Corporate Sustainability Awards**' (TAISE. 2023)
- TCFD Report approved with the highest maturity – **Level 5 Excellence** by an independent third party (BSI, 2024)



# Pathways to Net Zero

## 《PLAENT 2050 Net Zero Carbon Emissions Roadmap》



**12.5% reduction** of carbon emissions in 2023  
(compared with 2022)

- SASB standards verified
- TCFD Report verified
- Internal carbon pricing
- **Supply chain carbon management platform**

- **ISO 14064-1 GHG inventory verification** (Mar., 2024)
- **ISO 14067 Carbon footprint verification** (Nov., 2024)
- **Carbon footprint database**



- **Use Green Power**  
13.6% in 2023
- **Large companies leading smaller businesses in the supply chain for low carbon and smart transformation**  
Target for **3% reduction** of carbon emissions among suppliers in 2025
- **Carbon Insetting**  
Target for **15% reduction** of carbon emissions in logistics and transportation from 2023 to 2024

- **'Green Product Development' implemented and assessed throughout product life cycle**
- **Renewable Energy Network Products**

# Environmental Sustainability Evaluation and Initiative

## Evaluation

- **Carbon Disclosure Project (CDP)**  
*Awareness level*
- **Temperature Rising Index for Pathways (TRIPs)** - CommonWealth Magazine  
*Excellent grade, limiting the rise in temperature to 1.5°C*

## Initiative

- **Science Based Targets initiative (SBTi)**
- **4 Per 1000 Initiative**
- **SME Climate Hub, Race to Zero**
- **TNFD Adopters**
- **TCFD Supporter**
- **Green Office** - Ministry of Environment, Taiwan
- **RE10X10**

# Environmental Sustainability Awards and Honors

- **Best Choice Award- Sustainable Tech Special Award**  
(COMPUTEX TAIPEI. 2024)
- **Carbon Reduction Model Enterprise**  
(The Small and Medium Enterprise and Startup Administration, MOEA Taiwan. 2024)
- **Bronze Medal Award in the ‘1st Let’s Go Green Competition’**  
(Ministry of Environment, Taiwan. 2023)
- **Sustainability Film “Clean Air, Clear Mind Action”**  
awarded the **Silver Medal** at the **Taipei Golden Eagle  
Micro-movie Festival** (TAISE. 2023)



## Diversity

### Diverse Hiring, Respect for Differences

- Ensure equal employment opportunities, regardless of gender, religion, race, etc
- Recruit employees who are middle-aged, elderly, physically or mentally handicapped, and those pursuing a second career

## Equity

### Inclusive Learning, Gender Equality

- Actively promotes gender equity
- Equal pay for equal work
- Equal opportunities for women in hiring and promotion
- Inclusive learning and development opportunities

## Inclusion

### Person-oriented Employee Care

- Senior tutoring and care for newcomers
- Multiple communication channels
- Family-friendly and Caregiver-friendly workplace
- EAP programs
- Various health promotion programs
- Safe workplace

➤ **ISO 45001 Occupational Health and Safety Management Systems Certification (2023)**

➤ **Sports Enterprise Certification (2022)**

➤ **CommonWealth Talent Sustainability Award (2023-2024)**

➤ **Family Friendly Workplace Award (2023)**

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



**21** 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**



**20** consecutive years

**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



**11** consecutive years

**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



**15** consecutive years

**Pinglin Organic Tea Plantation**

Water Conservation, Carbon Reduction

- Promote organic tea plantation area to 55 hectares
- Reduce **0.53 metric tons of CO<sub>2</sub>e**



**4** consecutive years

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

- Cumulative **8,400 hectares** of rice fields stop burning rice straws from 2022 to 2024
- Reduce **75,600 metric tons of CO<sub>2</sub>e**, equating to the annual carbon absorption of **6.30 million trees**
- Called upon **211 companies**, including PLANET's clients and suppliers, and **175 individuals** joined
- Sustainability film awarded the **Silver Medal** at the 2023 Taipei Golden Eagle Micro-movie Festival



# ESG Performance Awards and Honors

- **Top 1 in ‘Excellence in Corporate Social Responsibility Award’ among the medium-sized companies for 4 consecutive years** (CommonWealth Magazine. 2021-2024)
- **‘CommonWealth Talent Sustainability Award’ among the medium-sized companies for 2 consecutive years**  
**Ranked Top 1 in 2023**  
(CommonWealth Magazine. 2023-2024)
- **Taiwan Sustainability Action Awards - Gold Award**  
(TAISE. 2024)
- **Linking ASSET Corporate Humanities Award - Community Support Outstanding Achievement Award**  
(Linking Publishing. 2024)



# Future Business Strategies

# Opportunities & Challenges

## Opportunities

- **Strong demand for smart network infrastructure under the trend of sustainable development and AI technology globally**
  - AI applications, Industry 4.0, IIoT, IoV, Smart Healthcare, Smart Agriculture
- **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, AI applications, and carbon reductions**
- **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

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