



PLANET Technology Corporation Investor Conference

Stock code: 6263

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Agenda

- **Company Overview**
- **Networking Industry Overview**
- **Core Products and Innovations**
- **2020 Q1-Q3 Business Performance**
- **Future Business Strategies**
- **Recent Achievements and Milestones**



Company Overview



PLANET Technology

A Global Leading Brand in Network Infrastructure Solutions

**Established
in 1993**

**Publicly listed
in TPEX in 2003**
(Stock code: 6263)

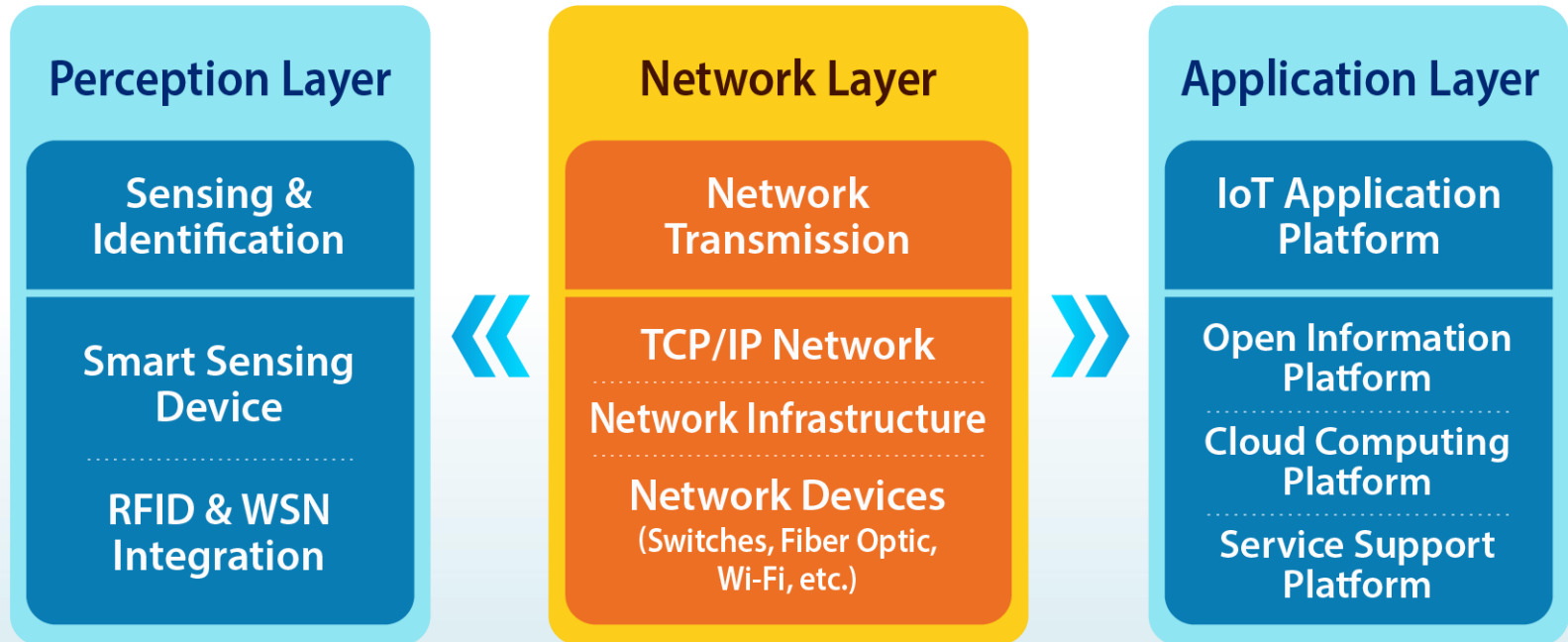
**Capital
NT\$625 Million**

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

**Distribution
Channels in
more than 140
countries**

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



Network Security, Broadband
Communications, Wireless
LANs, VoIP, IP Surveillance,
Network Peripherals



One-stop Network Infrastructures solution to Smart Networks, Telecoms, Industries,
Transportations, Enterprises, Communities, etc.

Networking Industry Overview

Networking Industry Overview

- **Market Demand for 5G Applications is Expected to Grow**
 - The number of global 5G telecommunications users is estimated to be 330 millions in 2021, and the 5G deployment will be faster than that of 4G, according to MIC, making it a potentially-irresistible alternative in the years ahead.
 - With the digital transformation, networking and communications will continue to further enhance the way every industry sector operates.

Core Products and Innovations

Core Products and Technologies

Touchable Network Management System

Patented



World's First Network Management Touch Pad

200 Sites 200 Floor Maps 100,000 Devices

Industrial Ethernet, Industrial Automation

Patented



802.3bt 95W Power over Ethernet

Patented



Touch LCD Control



Intelligent PoE Management



10G Uplink



Green Power Management

Long Reach Power over Ethernet/Coaxial

Patented



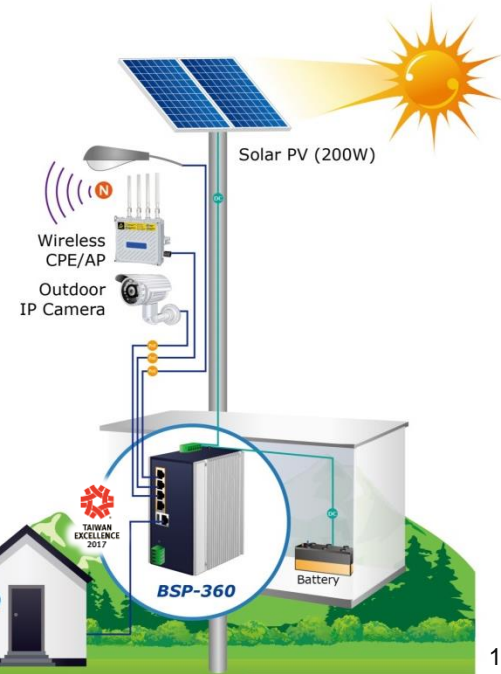
Innovative Green Ethernet Network

- World's first system integrates **green technology and intelligent PoE management**
- Environmentally-friendly networking design
- Remote monitoring in real time:
 - ✓ Renewable Energy Usage
 - ✓ PoE Power Usage of the Connected PDs
 - ✓ System and Traffic Statuses
- Obtained **3 Patents**

Intuitive Interface for Renewable Energy and PoE Management



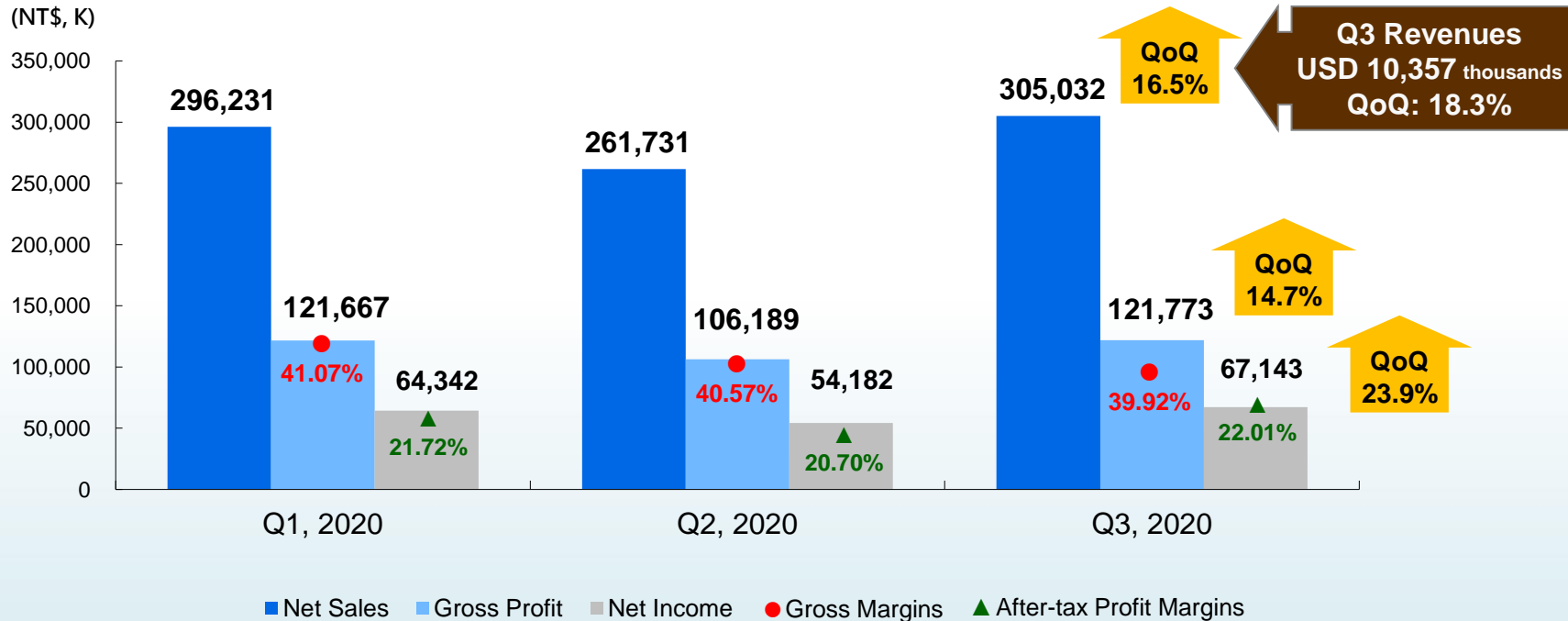
Control up to 512 BSP-360 switches



2020 Q1 – Q3 Business Performance

Quarterly Financial Results

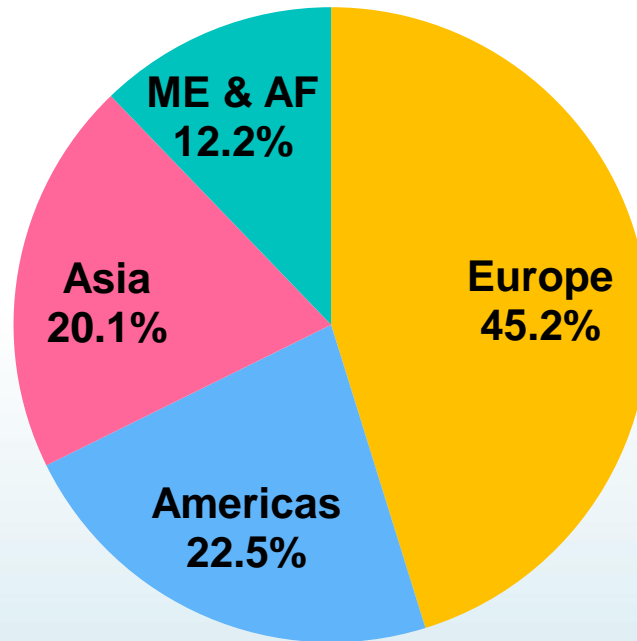
Q1 - Q3, 2020



Revenues Classified by Area

Q1 - Q3, 2020

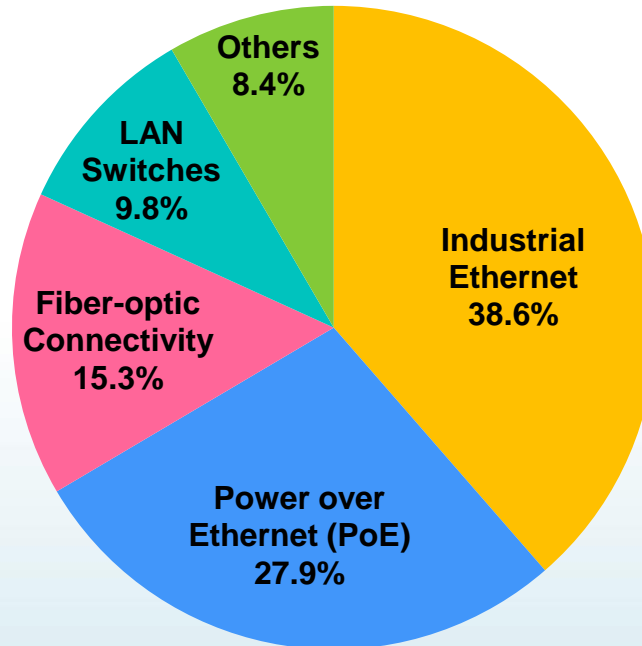
- **Q1-Q3, 2020 Consolidated Revenues: NT\$ 863 million**



Revenues Classified by Product

Q1 - Q3, 2020

- Q1-Q3, 2020 Consolidated Revenues: NT\$ 863 million



Industrial Ethernet revenues continue to grow

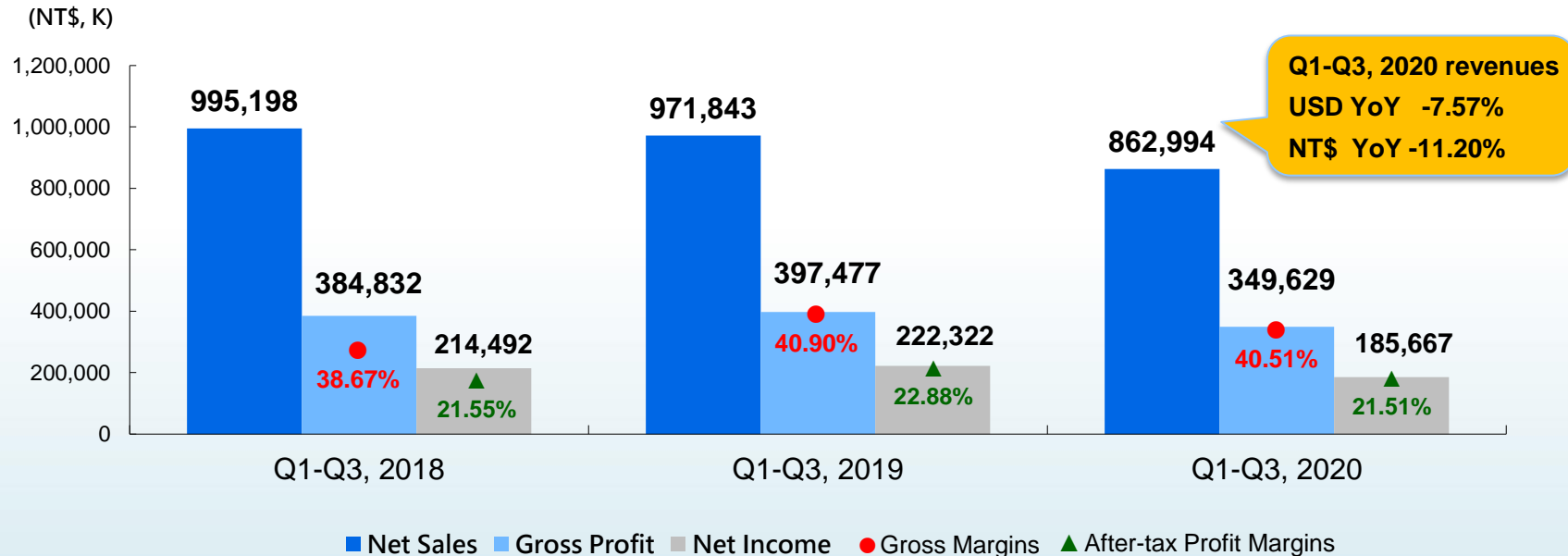
* 29.5% for 2018

* 33.4% for 2019

Consolidated Financial Results

Q1 - Q3, 2018 - 2020

- Revenues in 2020 affected by NT dollar appreciation
- Maintains high gross margins and profit margins



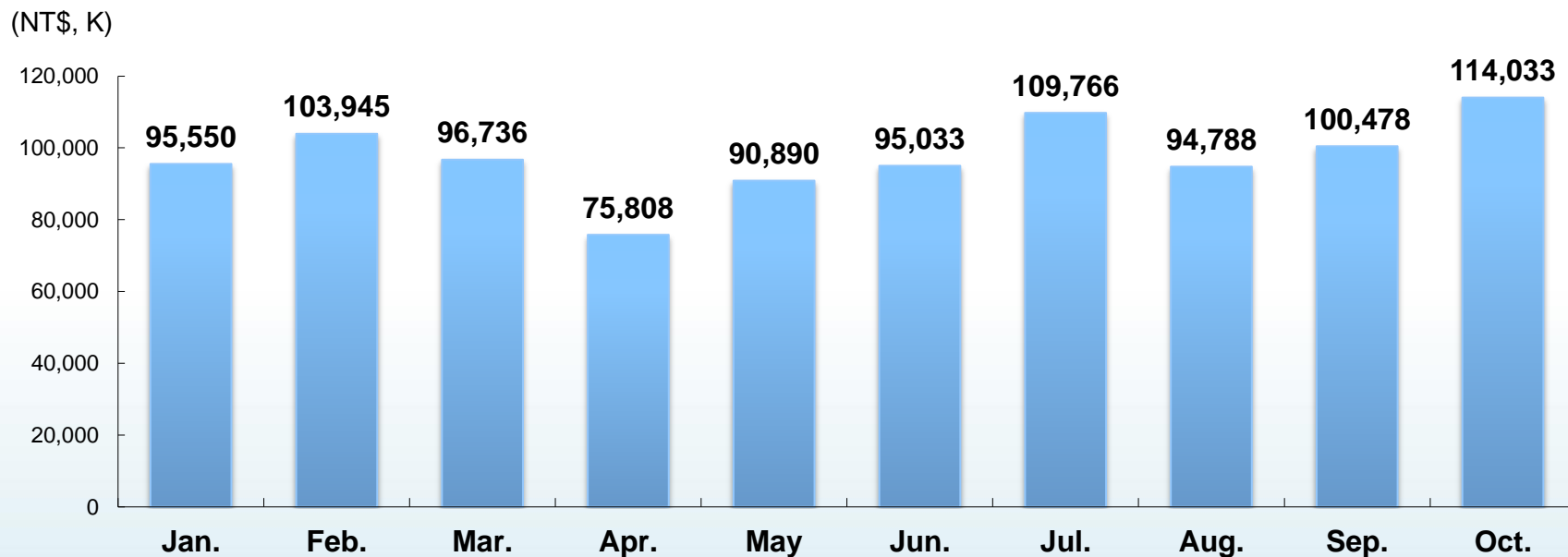
Key Financial Ratios

2018 - 2020 Q1 - Q3

Indicator	Quarterly	2018 Q1 - Q3 YTD	2019 Q1 - Q3 YTD	2020 Q1 - Q3 YTD
Gross Margins		38.67 %	40.90 %	40.51 %
Operating Income Margins		24.94 %	26.49 %	25.51 %
After-tax Profit Margins		21.55 %	22.88 %	21.51 %
Debt Ratio		18.31 %	22.26 %	20.21 %
Current Ratio		551.77 %	465.61 %	542.24 %
EPS		3.43	3.56	2.97

Jan.-Oct., 2020 Revenues

● Jan.-Oct., 2020 Revenues: NT\$977 million



Future Business Strategies

Opportunities & Challenges

Opportunities

- **Smart networking, 5G communications, Industry 4.0**
- **Digital Transformation applications**
- **MIT branding for global market expansion**

Challenges

- **NT dollar appreciation has an unfavorable impact on the gross margins.**
- **Overall economic development is still uncertain amid the COVID-19 outbreak.**

Future Business Strategies

- **Integrate cross-domain communications with innovative technology to increase differentiation and competitive advantages**
- **Develop global digital marketing and adjust distribution channel strategy corresponding to market changes**
- **Continually enhance ESG performance in putting CSR into practice**

Recent Achievements and Milestones

2020 Achievements and Milestones - Product Innovations -

- Received 'Taiwan Excellence Awards' for 18 consecutive years (2004 - 2021)
- Industrial-grade network products awarded '2021 Taiwan Excellence Award'



2020 Achievements and Milestones - Performance & CSR -

2020 Taiwan Top 2000 Survey, CommonWealth Magazine

- Profit Margins ranked **Top 30** in the manufacturing Industry
- Profit Margins ranked **Top 1**; ROE ranked **Top 3** in the networking and communications industry

- ◆ Received ‘Corporate Citizenship Award’
for 14 consecutive years (CommonWealth Magazine, 2007 ~ 2020)





Thank You

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