



PLANET Technology Corporation Investor Conference

Stock code: 6263

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Agenda

- **Company Overview**
- **Networking Industry Overview**
- **Product Innovations**
- **Business Performance - 2020, 2021 Q1**
- **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)

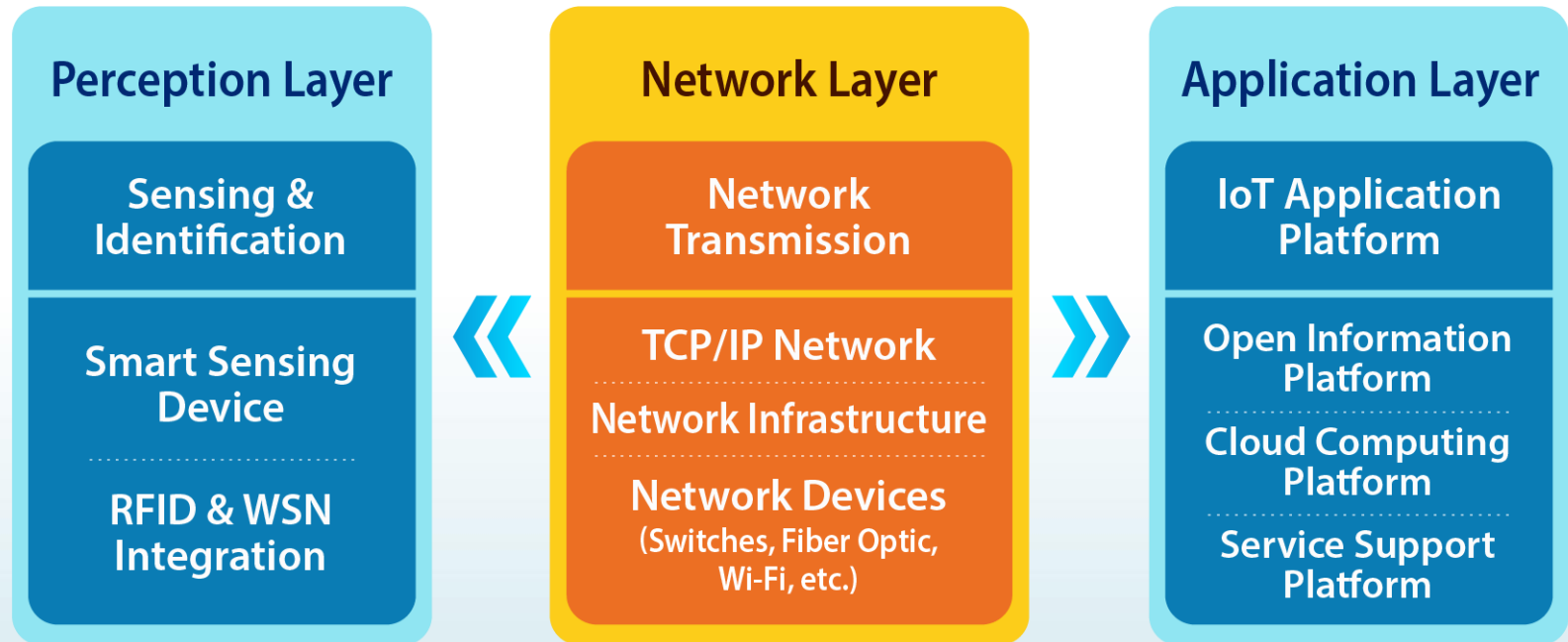
**Capital
NT\$625 Million**

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

**Distribution
Channels in
more than 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

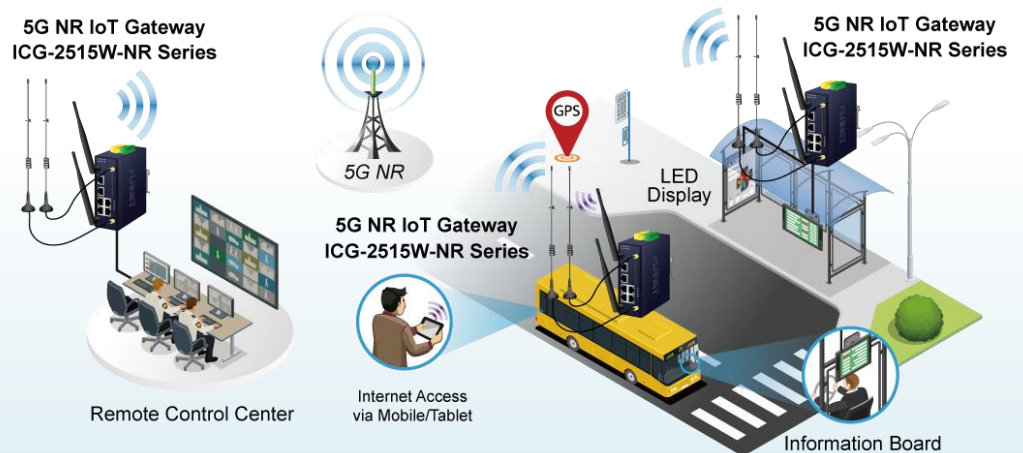
Networking Industry Overview

- **Market Demand for 5G Applications is Expected to Grow**
 - The number of global 5G telecommunications users is estimated to be 330 millions in 2021, according to MIC, and the 5G infrastructure deployment continues in major countries, 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 while the COVID-19 pandemic has not been effectively controlled.

Product Innovations

5G Network Applications

- **Fulfills the long-distance deployment of 5G telecom network**
- **Guarantees the networking security of 5G network**
- **Integrated with 5G and Modbus for factory automation, IIoT, and smart transportation applications**
- **Wi-Fi 6 access points**



95-watt PoE++ Network

- Complies the latest 802.3bt PoE++ standard
- Hot-swappable CRPS power
- Intelligent PoE management functions
- Comprehensive commercial and industrial grade PoE product portfolio for network infrastructure of IoT, IIoT applications



Innovative Green Ethernet Network

- World's first system integrates **green technology and intelligent PoE management**
- Environmentally-friendly networking design
- Obtained **3 Patens**
- Remote monitoring in real time :
 - ✓ Renewable energy usage
 - ✓ PoE power usage of the connected PDs
 - ✓ System and traffic statuses

Renewable Energy and PoE Management



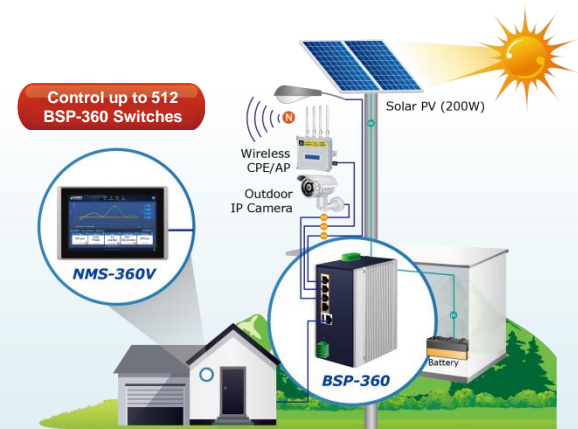
Device List



Power and Data Information of the Device



Dashboard

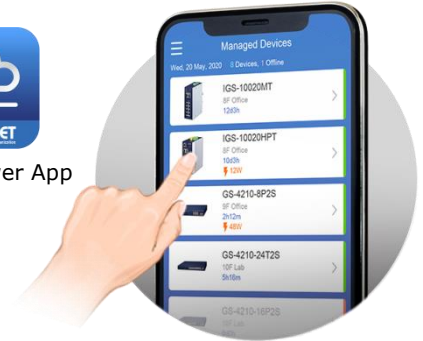


Cloud-based Network Management

- **Monitoring the device status in real time**
- **Information sharing via the cloud**
- **CloudViewer App available on Android and iOS platform**



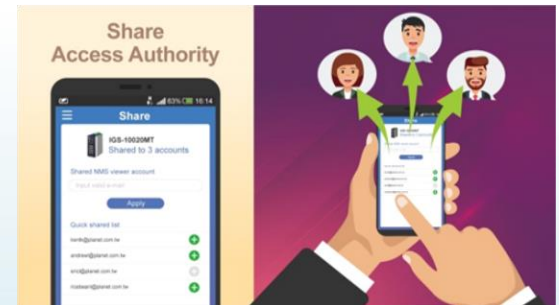
CloudViewer App



Port Status



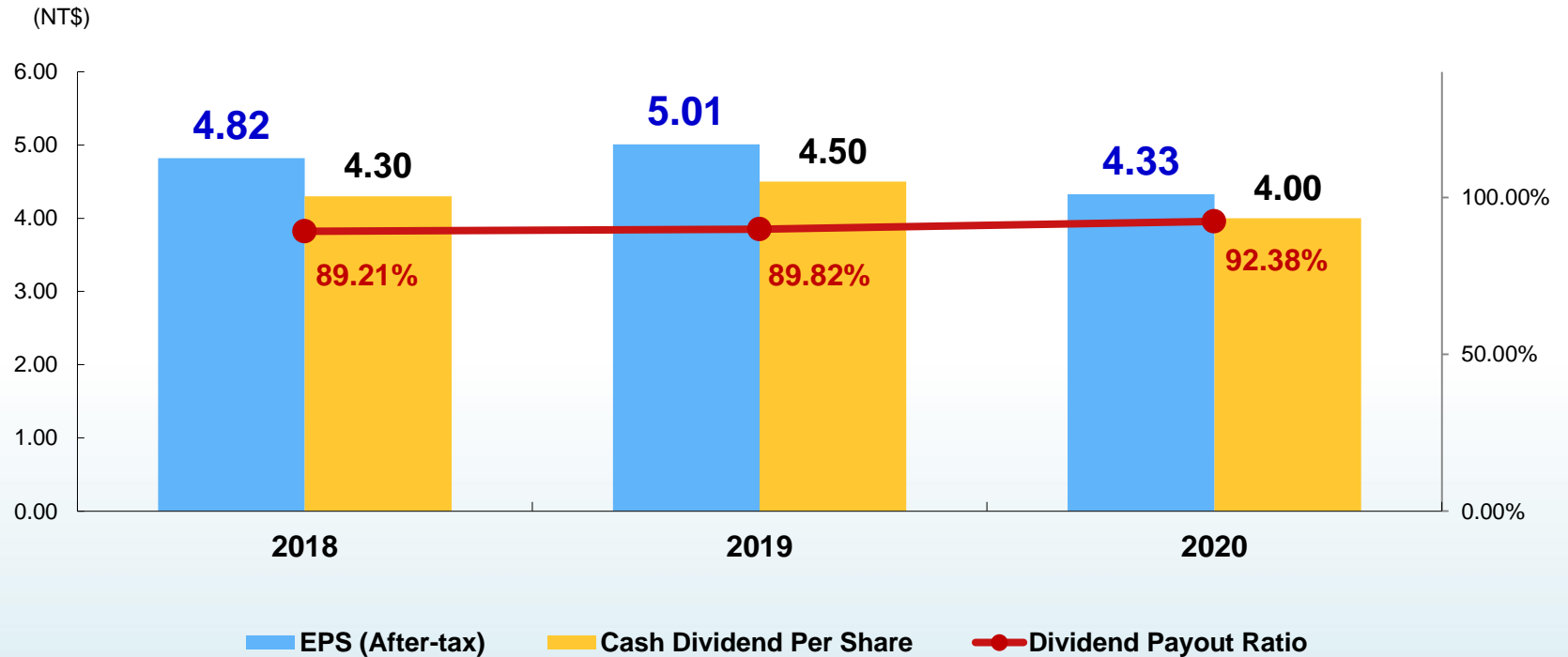
Per Port PoE Usage



Share Access Authority

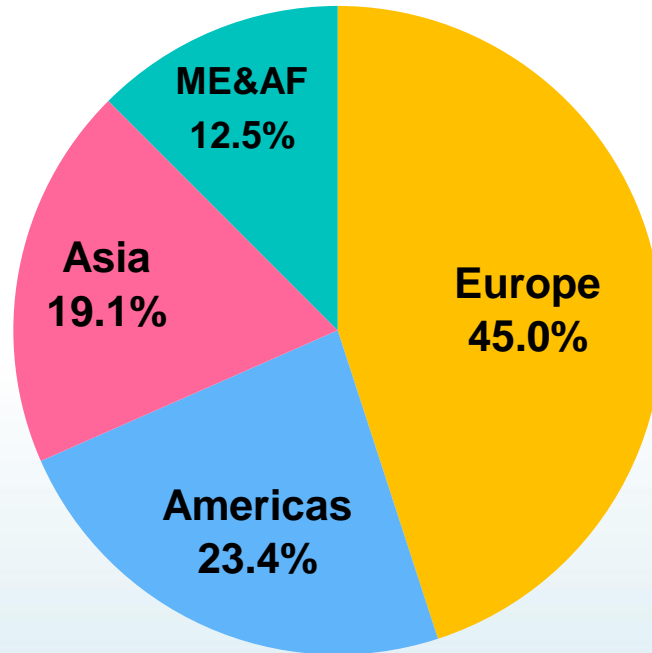
Business Performance 2020, 2021 Q1

Cash Dividend 2020



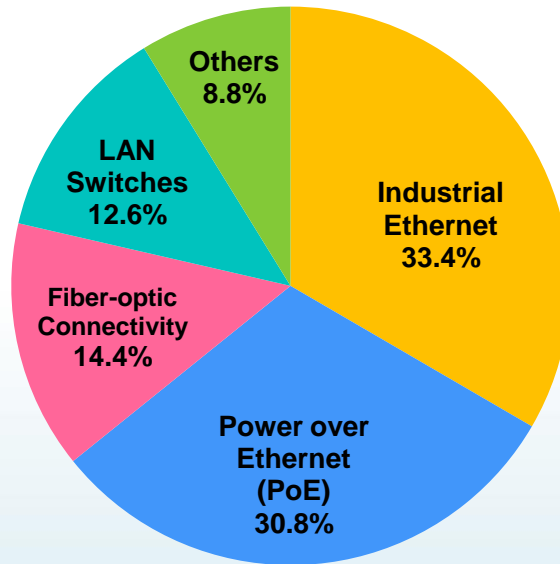
* The distribution of cash dividend of 2020 profits has been approved by the Board of Directors on 2021/04/29.

Revenues Classified by Area 2020

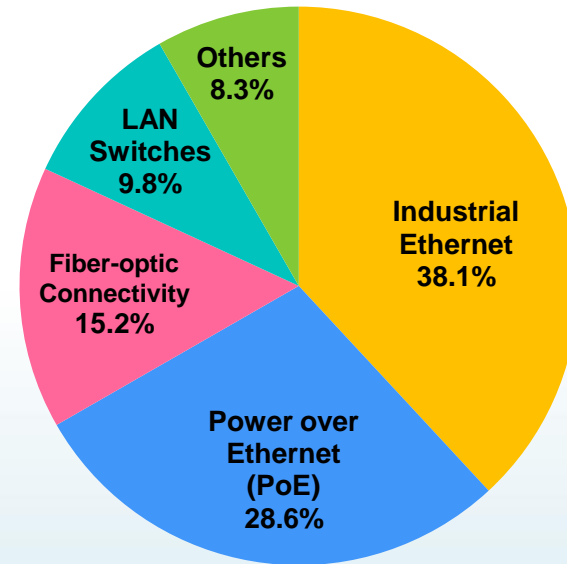


Revenues Classified by Product 2020

2019



2020



Remarks: "Others" include Network Security, Broadband Communication, Wireless LANs, VoIP, IP Surveillance, Network Peripherals.

Consolidated Financial Results

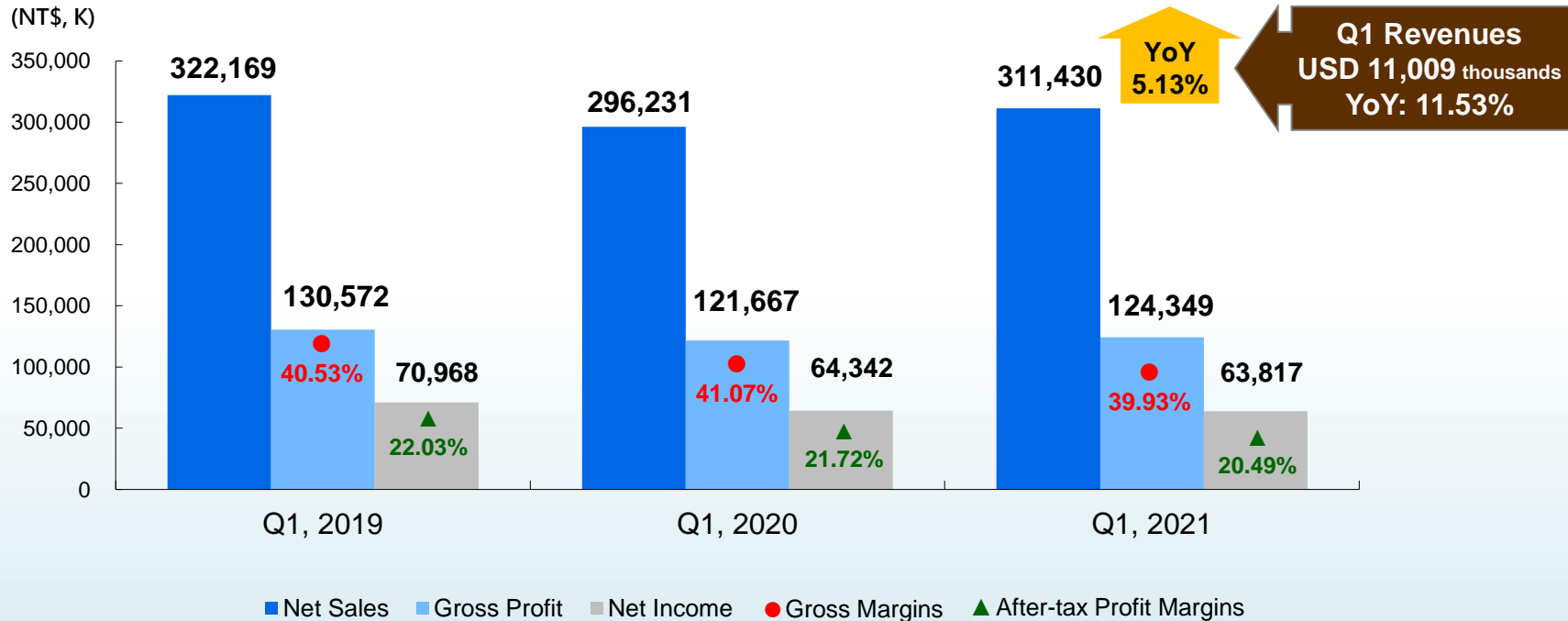
Q1, 2021

(NT\$, K)

Indicator	Quarter	Q1, 2020	%	Q1, 2021	%	YoY
Net Sales		296,231	100.00%	311,430	100.00%	5.13%
Cost of Goods sold		174,564	58.93%	187,081	60.07%	7.17%
Gross Profit		121,667	41.07%	124,349	39.93%	2.20%
Operating Expense		46,570	15.72%	46,203	14.84%	-0.79%
Operating Income		75,097	25.35%	78,146	25.09%	4.06%
Net of Non-operating Income (Loss)		4,038	1.36%	183	0.06%	-95.47%
Income Before Taxes		79,135	26.71%	78,329	25.15%	-1.02%
Net Income		64,342	21.72%	63,817	20.49%	-0.82%
EPS (After taxes)		1.03		1.02		

Quarterly Financial Results

Q1, 2019 - 2021

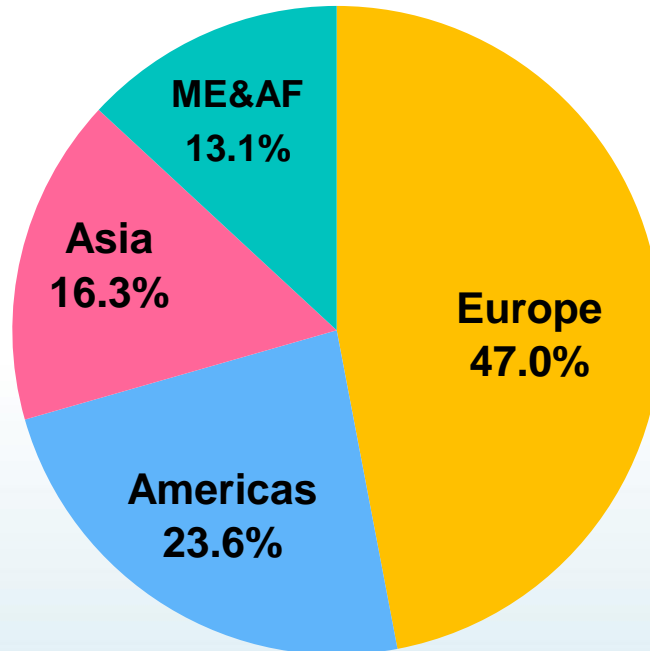


Key Financial Ratios

Q1, 2019 - 2021

Indicator	Quarterly	2019 Q1	2020 Q1	2021 Q1
Gross Margins		40.53 %	41.07 %	39.93 %
Operating Income Margins		25.97 %	25.35 %	25.09 %
After-tax Profit Margins		22.03 %	21.72 %	20.49 %
Debt Ratio		19.56 %	17.79 %	19.49 %
Current Ratio		542.56 %	588.54 %	545.47 %
EPS		1.14	1.03	1.02

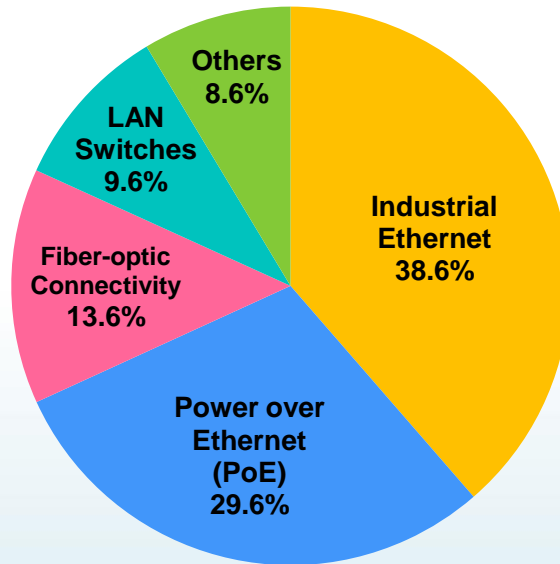
Revenues Classified by Area 2021 Q1



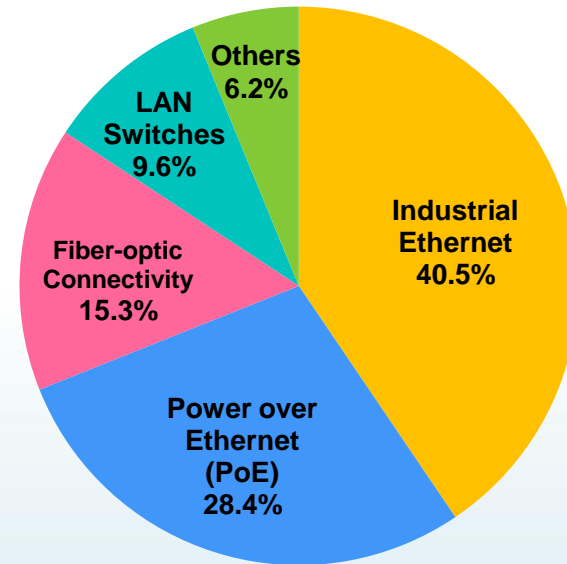
Revenues Classified by Product

Q1, 2021

Q1, 2020



Q1, 2021

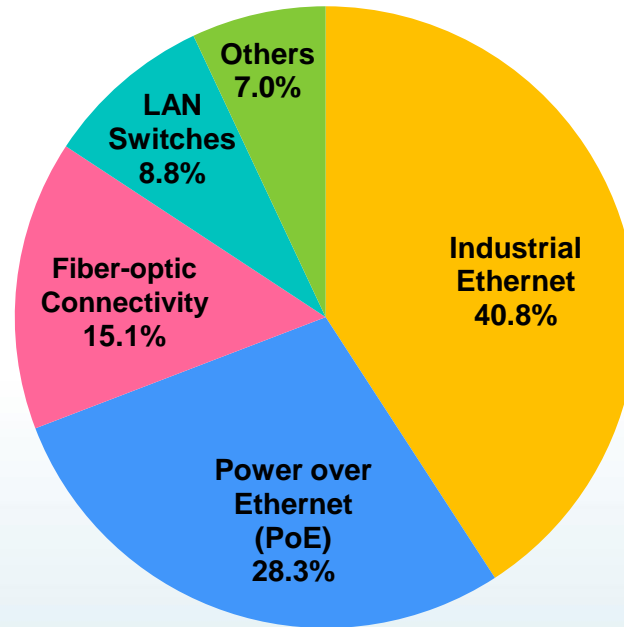


Remarks: "Others" include Network Security, Broadband Communication, Wireless LANs, VoIP, IP Surveillance, Network Peripherals.

Jan.-Apr., 2021 Revenues

Jan.-Apr., 2021 Revenues

- **NT\$ 432 million,**
YoY 16.20%
- **USD 15 million,**
YoY 23.22%



Remarks: "Others" include Network Security, Broadband Communication, Wireless LANs, VoIP, IP Surveillance, Network Peripherals.

Future Business Strategies

Opportunities & Challenges

Opportunities

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

Challenges

- **NT dollar appreciation has an unfavorable impact on the gross margins.**
- **Long lead times for the main chips can impact production schedules.**
- **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 strategy corresponding to market changes**
- **Continually enhance ESG performance in putting CSR into practice**



Thank You

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