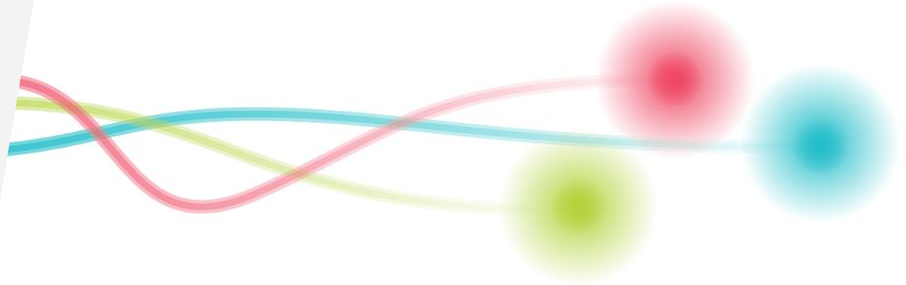




We Make Connectivity Reliable



May 2022

What is Connectivity?

• • • • •

Expectation

- Connectivity should be **simple**
- Connectivity should **always work**
- Connectivity should **cost effective**
- Connectivity should **be there when needed**

Reality

- Existing solutions **overcomplicates**
- Fixed Lines **cannot** reach everywhere
- Mobile is **not 100%** reliable
- Your need for connectivity might be intermittent,
but **contract lock in is for years**

Our Vision

We make connectivity reliable,
anytime, anywhere

Key Facts

- Revenue (2021): US\$74M
- Net profit (2021): US\$21M
- Employees: 200+
- Brands: Peplink, Pepwave

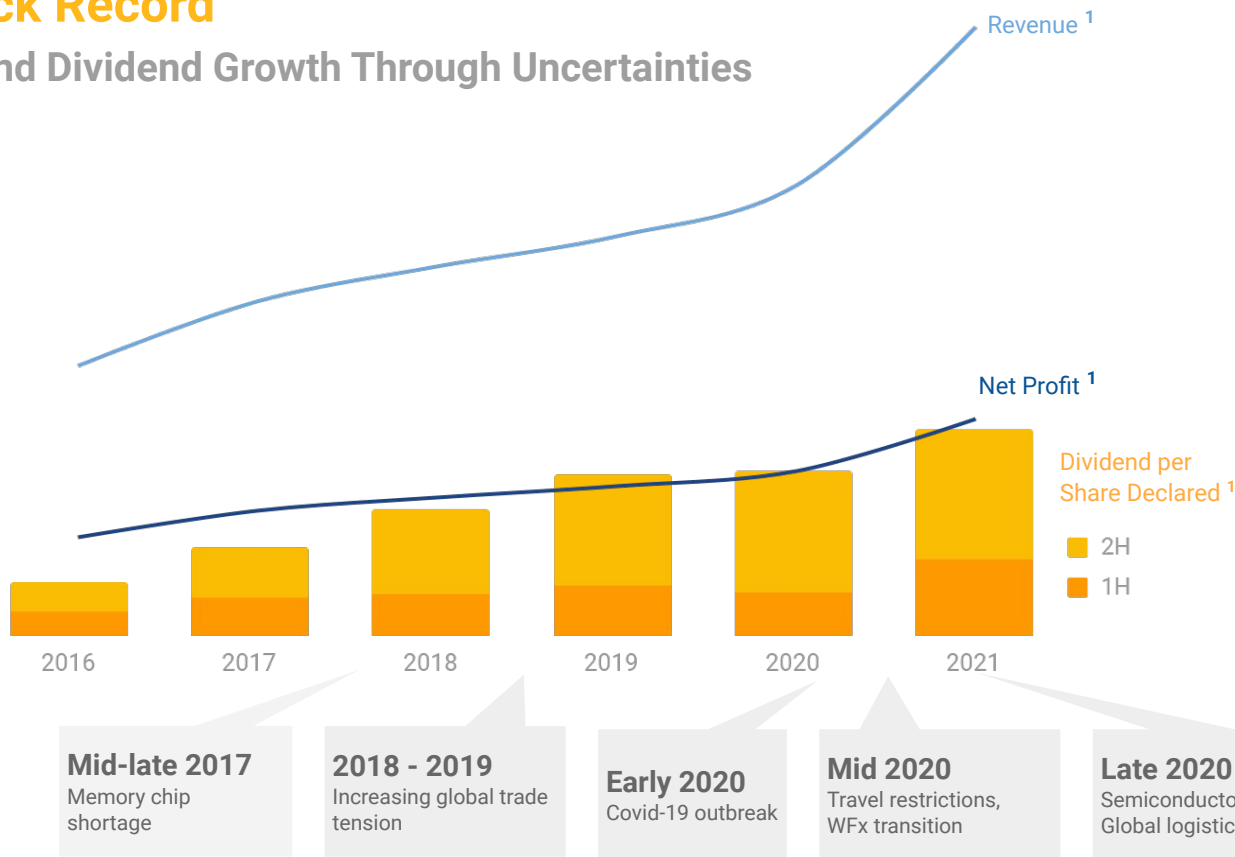
Who Are We?

Plover Bay Technologies Limited (stock code: 1523 HK) designs networking products and technologies that **provide reliable access to everyday connectivity needs.**

Everyday, thousands of organizations from offices, retail, banking, F&B, maritime, transport, healthcare, governments and more, use Plover Bay's connectivity products to **ensure their people and operations are connected all the time.**

Solid Track Record

Net Profit and Dividend Growth Through Uncertainties

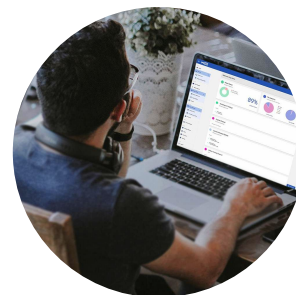


1. Dividend per share and Revenue / Net Profit data are not to scale

Market Landscape / Growth Dynamics

Connectivity is needed **everywhere**

- Decreasing mobile bandwidth cost, increasing enterprise adoption
- Changed habits of Work-from-home / anywhere
- IoT and new kinds of applications
- Number of IoT connections **increasing at 19% CAGR¹**
- Mobile data traffic **increasing at 29% CAGR¹**



What We Provide

We get you connected anywhere

- SpeedFusion technology is where the magic happens:
 - **Seamless failover** - when one connection is down, the whole connection keeps running
 - **Faster together** - Bond multiple bandwidths, enhance downlink and uplink speed
 - **WAN agnostic** - Combine any of 4G, 5G, fiber, broadband, LEO satellite, VSAT, etc. Diversity makes resilience
- **Peplink / Pepwave** Routers and networking devices: **Industry leading product range**, purpose designed for **any location**
- **Connectivity Ecosystem**: **Manage** hundreds of routers, devices, and how they are connected - **all from one screen**
- **On-demand**: **SpeedFusion Connect services** - turn on or off any time. Use only when needed. No contract lock in

Whether it is 4G, 5G, or other technologies

Connectivity is full of practical problems

Problem

Fixed network has many last-mile problems

- Single provider in some locations
- Data usage growth outpaces infrastructure improvements
- Endless loop between property owners and service providers to resolve last-mile problems

Single mobile carrier is a single point of failure

- Carrier coverage is not 100%
- Signal obstruction and interference is unpredictable
- Traffic around the base station affects network speed
- Fair usage policies restrict usage
- Unsecure and unencrypted

Our solution

We **break the loop** with fixed + mobile networking

- Proven reliability using multiple LTE / 5G as additional bandwidth / failover on a different circuit
- Flexibility to deploy or redeploy in minutes
- Highly compatibility on top of other vendors products

SpeedFusion technology

- Multiple carrier, multiple redundancy
- Seamless failover, no session loss when one of the lines go down
- Encrypted and highly secure

Whether it is 4G, 5G, or other technologies

Connectivity is full of practical problems

Problem

Sometimes, mobile is the only choice

- Vehicles, Ships, Remote locations, temporary events
- Remote locations without fixed network coverage

Managing multi-carrier becomes cumbersome real quick

- Negotiating with multiple carriers
- Dealing with multiple point of support
- Carriers need at least 1-2 days to activate the service
- Connectivity may be needed intermittently, but still have to pay for what you don't use

Our solution

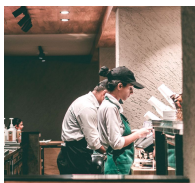
Industry **leading** portfolio of LTE/5G routers

- Same code base, purpose designed for many verticals
- Multiple cellular connections ensures high reliability

SpeedFusion Connect services

- Instant and on-demand
- One vendor, multi-carrier
- Turn on only when needed
- Remotely change carrier any time
- No cost on standby connections

Markets We Reach



Retail

- Store network and POS connectivity
- Pop-up stores and events



Maritime

- Onboard, sea and port
- Integration of VSAT and LTE/5G



Public Safety

- Ground, air and waters
- Different networks



Construction

- Rugged remote sites
- Extreme weather



Finance

- Transactions
- Data transmission



IoT & Robotics

- Real-time data transmission
- Remote locations



Mobile Healthcare

- Equipments, internet access & medical data transmission
- Remote locations



Education

- Heavy network traffic
- Live streaming

How Different Customers Use Our Products



Fast-food Chain

Household fast-food chain in Taiwan rapidly deploys always-on connectivity for digital ordering kiosks, POS systems and in-store cameras.



Bank ATMs

Canadian multinational bank ensures 24/7 ATM services with always-on connectivity that can be managed and troubleshoot remotely and rapidly.



Coffeehouse Chain

Multinational coffee franchise future proofs its US stores, replacing legacy phone system with LTE-based network with much better flexibility. The ease of deployment means there was no need for IT integration.



Convenience Store Chain

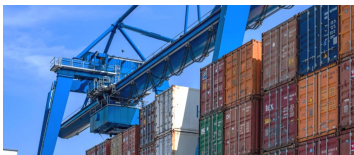
Southeast Asia convenience store franchise safeguards their POS system with multiple connectivity and centralized remote management, eliminating the need for manual monitoring.





Agriculture

Agricultural corporation in the US uses wireless connectivity and mobility antenna on tractors to transmit live sensor data right from the field to its IoT server, increase farming productivity.



Logistics

Global logistics company with 200 sites worldwide refreshes its network infrastructure with LTE, keeping its containers moving by ensuring critical operational data streams are uninterrupted.



Broadcasting

A national broadcaster adds 5G to its multiple LTE bonded link to ensure high uplink speeds for high-definition streams anywhere



Medical Institutions

A U.S. hospital uses a bonded array of cellular, FTTx, and broadband network connections to provide connectivity to staff and patients across a 1,700,000 square foot area.





Factory automation

Luxury car brand upgrades its manufacturing sites in the US with mobile connectivity, allowing it to expand its operations to anywhere with ease. It also enhanced the reliability of its operations.



Yacht

World leading luxury yacht dealer provides a fast and reliable connectivity that can seamlessly switch between Wi-Fi at the marina and cellular at sea.



Large Vessel

The world's largest crane vessel, capable of lifting 48,000 tons, uses a diverse range of WANs to provide reliable and economical connectivity from harbours to the open seas.



Maritime Engineering

A multinational maritime engineering and construction company replaces their MPLS network with an SD-WAN ecosystem that provides a flexible and secure network with large bandwidth.



Case Study Highlight

Enabling Mobile Office via Network as a Service



Background

Customer is a corporate shuttle service provider with **numerous global tech leaders around the San Francisco Bay Area** as their clientele.

In late 2020, Customer wished to upgrade its fleet to offer a “mobile office” experience to increase productivity of employees during their daily hour long commute.

We **provided a NaaS model at no upfront cost** as a pilot for the SpeedFusion Connect LTE business model.

Solution

- **All in one NaaS:**
Router + multicarrier data + support installed on shuttle buses
@ no upfront cost
- Monthly charge based on actual data usage

Result

- Customer is rapidly expanding mobile office shuttle fleet
- **Steadily increasing** data usage on each bus
- Year-to-date (April) average monthly **revenue exceeded** peak monthly revenue in 2021 by 43%

Implications: A highly recurring & high margin revenue stream which can be replicated to other markets

How We are Different

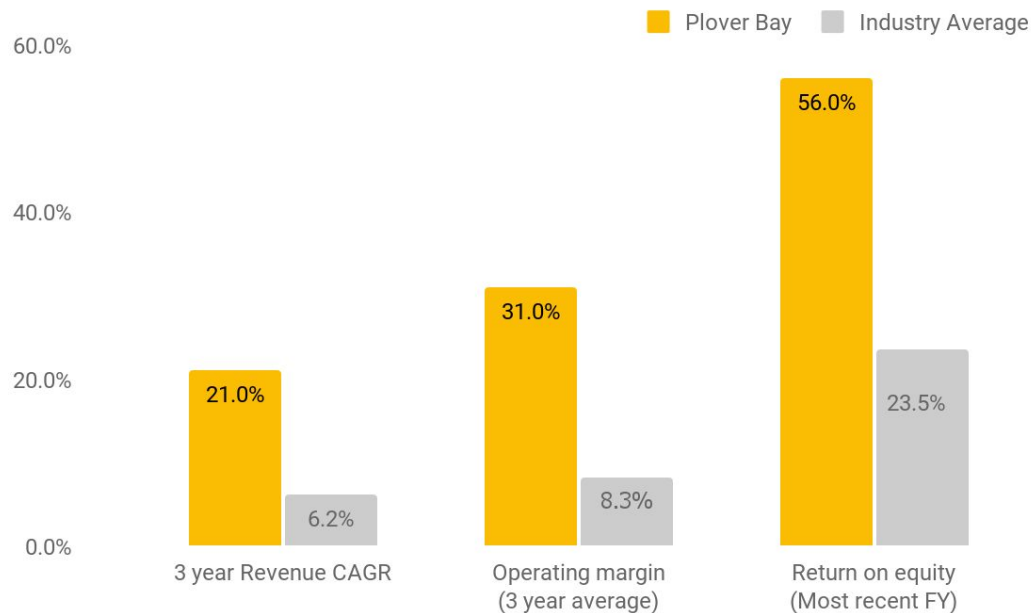
Technology is the foundation

The right Mindset makes the difference

	Corporate mindset	Our mindset
Sales	Build a sales organization	Leverage global distribution channel
	Build relationships	Build good products
	Rely on trade exhibits and marketing events (High CAC)	Digital marketing & online training (Low CAC)
R&D Approach	Chase after “hot” features, tick all the feature boxes, everyone becomes “me too”	Highly focused on what we are good at (i.e. mobile connectivity)
	Talk to sales first	Direct access to R&D team, direct understanding of customers’ problem
People	Executives and VPs whose experiences are built from the past	Passionate learners and explorers, not bound by conventional wisdom and boundaries
Organization	Siloed teams, management layers	Everyone is an owner
Vision	Next quarter / 1-2 years	Long term, sustainable growth

The Result Speaks for Itself

Plover Bay vs Industry Average (2019 - 2021)



Valuation Considerations

Ticker	Business segment	Market Cap (USD)	Stock Price (USD)	Revenue 3-yr CAGR	EPS 3-yr CAGR	P/S (Trailing)	P/E (Trailing)
1523 HK	Enterprise / Industrial	HKD 3.2B / USD 410M	HKD 2.95 / USD 0.38	21.0%	24.7%	5.6	19.5
DGII	Industrial / Enterprise	937M	21.86	10.8%	45.7%	2.3	68.1
SWIR	Industrial / Enterprise	806M	20.98	-15.8%	N/A	1.5	N/A
CMBM	Service provider / Enterprise	367M	13.10	11.6%	N/A	1.2	24.2
INSG	Service provider / Consumer	232M	2.21	9.0%	N/A	0.9	N/A
Average						2.3	37.3

1. Closing prices as of 23 May 2022
2. Exchange rate of 1 USD = 7.85 HKD is used for exchange conversion

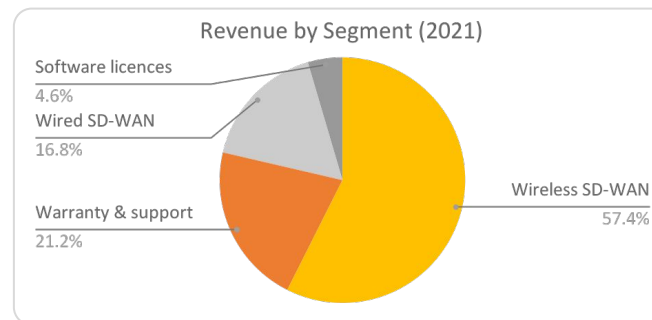
2021 Financial Results

Financial Summary

Year ended 31 December						
Financial period (US \$'000)	2017	2018	2019	2020	2021	2021vs 2020
Revenue	37,132	41,806	45,910	52,818	74,128	+40%
Gross Profit	22,975	26,189	28,774	30,800	43,155	+40%
Operating Expense, Other Income & Finance cost	(12,346)	(13,976)	(14,780)	(14,758)	(18,428)	+25%
Profit before Tax	10,629	12,213	13,994	16,042	24,727	+54%
Net Profit	8,754	10,620	12,089	14,230	21,200	+49%
Gross Profit Margin	62%	63%	63%	58%	58%	-0.1pp
Net Profit Margin	24%	25%	26%	27%	29%	+1.7pp
Diluted EPS (US cents)	0.84 cents	1.00 cents	1.14 cents	1.33 cents	1.94 cents	+46%
Dividend per Share (HK cents)	6.94 cents	8.80 cents	11.11 cents	11.43 cents	14.30 cents	+25%

Revenue by Product Segment

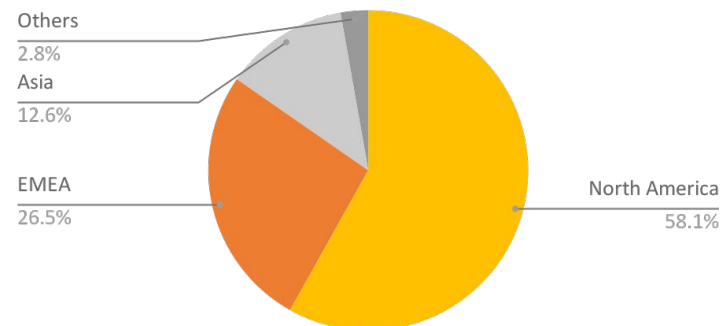
Product Segment/ Financial Period (US\$'000)	Segment Revenue		Growth (YoY)	Growth driver
	2020	2021	(%)	
Wired SD-WAN	9,152	12,463	+36%	- Ramp up of 5G ready products (about 10% of 2021 sales) - Strong growth in small and medium wired and wireless SD-WAN routers, reflecting market demand growth for small-sized, ad-hoc and remote networks
Wireless SD-WAN	28,441	42,561	+50%	
Warranty & Support Services	12,319	15,724	+28%	Increasing user base expands future Warranty & Support potential
Software Licenses	2,906	3,380	+16%	- Strong growth in InControl2 subscriptions in line with the growth in the number of registered users - InControl2 number of registered devices reached over 350K (+30% YoY)
Overall	52,818	74,128	+40%	



Geographical Breakdown

Geographic Segment/ Financial Period (US\$'000)	Segment Revenue		Growth (YoY)	Growth driver
	2020	2021	(%)	
North America	29,563	43,087	+46%	• Broad based growth across most channel partners reflecting strong market demand
EMEA	14,492	19,658	+36%	• Broad based growth across most channel partners reflecting strong market demand
Asia Pacific	7,791	9,322	+20%	• Strong growth in select markets
Others	972	2,061	+112%	• New distributor for Australia and New Zealand added in March 2021

Revenue by Geographic Region (2021)



Recurring Revenue

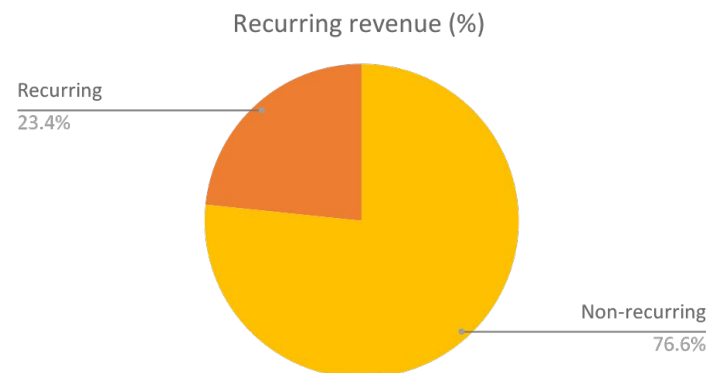
Recurring revenue (US\$'000)	Year ended 31 December		
	2019	2020	2021
Recurring Sales	12,043	13,458	17,313
YoY Growth	23%	12%	29%

Contract liability (i.e. Deferred revenue) (US\$'000)	As at 31 December		
	2019	2020	2021
Contract Liability - Short term	7,061	8,543	11,681
Contract Liability - Long term	1,830	2,338	2,820
Total	8,891	10,881	14,501
YoY Growth	3%	22%	33%

Drivers of Recurring Revenue

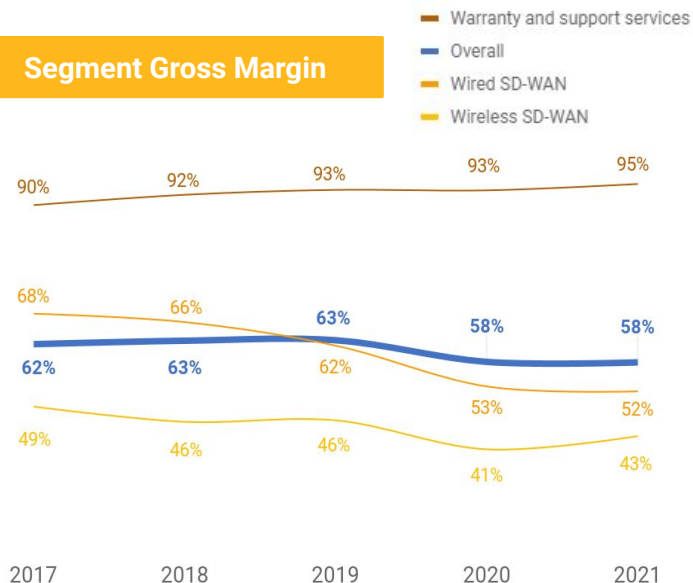
- **New software features** (eg. [InTouch](#)) to draw in more subscribers
- **New revenue stream** from SpeedFusion Connect services, in turn driven by installed base growth and actual data usage
- **Expanding installed base** - Over 350,000 registered devices at 31 Dec 2021 (+30% YoY)

Recurring Revenue = 23.4% of Total Revenue in 2021



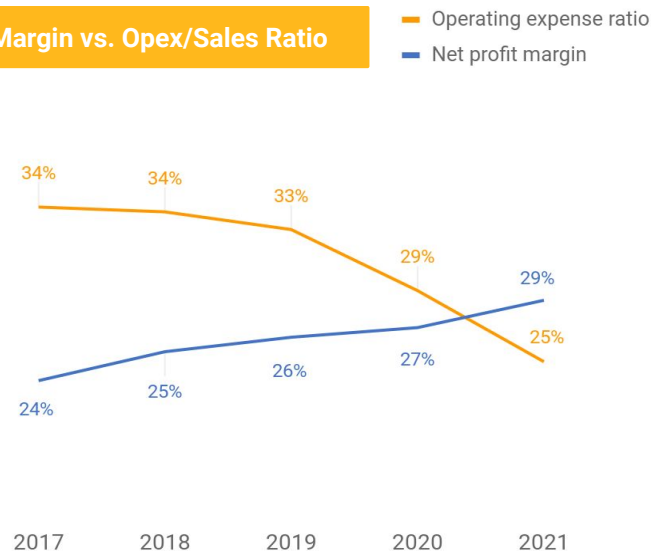
Lean Operating Structure

Segment Gross Margin



- Segment GPM stable increase YoY
- Overall GPM stayed flat due to product mix skewing towards wireless SD-WAN routers

Net Margin vs. Opex/Sales Ratio



- Continued operating leverage: In 2021, OPEX¹ increased 19% vs Revenue increased 40%

1. OPEX is the total of Selling & distribution, R&D and Admin expenses.

Balance Sheet and Cash Flow Summaries

Balance Sheet Summary (US\$'000)	2017	2018	2019	2020	2021
Trade and Other Receivables	9,476	6,413	8,245	9,199	13,692
Inventories	11,629	8,372	7,387	12,509	18,622
Trade and Other Payables	2,630	2,274	2,614	4,452	5,626
Contract Liabilities	6,221	8,672	8,891	10,881	14,501
Bank Borrowings	1,944	1,306	393	3,378	4,639
Cash and Cash Equivalents	16,747	26,850	28,926	31,151	31,641
Total Equity	28,750	32,718	34,114	35,837	40,083
ROE (%)	33%	35%	36%	41%	56%

Cash Flow Summary (US\$'000)	2017	2018	2019	2020	2021
Cash flows from operating activities	2,809	19,491	15,877	15,844	18,916
Cash flows from investing activities (excluding changes to bank deposit)	(1,950)	(1,293)	(777)	(789)	(1,390)
Cash flows from financing activities	(3,320)	(8,078)	(13,020)	(10,873)	(16,913)

- Investing activities mainly related to additions of fixed assets and intangible assets

- Financing activities mainly related to dividend payment, lease payments, bank borrowings or repayment

Working Capital Summary

Working Capital summary (US\$"000)	2017	2018	2019	2020	2021
Inventory	11,629	8,372	7,387	12,509	18,622
Raw Materials and Consumables	7,464	6,033	5,006	7,939	13,083
% of Inventory	64%	72%	68%	63%	70%
Finished Goods	4,165	2,339	2,381	4,570	5,539
% of Inventory	36%	28%	32%	37%	30%
Turnover in days					
Inventory	236	234	168	165	183
Trade Receivables	58	55	44	46	46
Prepayment	15	14	14	15	10
Trade Payable and Other Payables	58	57	52	59	59

Inventory:

- For 2021, 183 days (2020: 165 days)
- Increasing raw materials and consumables buffer, particularly semiconductor ICs and wireless modules amid global semiconductor shortage

Trade receivables:

- Trade receivable days continue to indicate healthy channel growth

Revenue Recognition of Different Segments

Product	Description	Revenue Model	Segment
SD-WAN Routers and Supporting Networking Devices	Hardware sales with 1 year embedded warranty	Non-recurring: 85% ¹ Recurring: 15% ¹	Wired & Wireless SD-WAN Warranty and support
CarePlan Subscriptions	- Different tiers of subscriptions for hardware warranty, software features and access to InControl2 network manager - Subscription starts after 1 year of embedded warranty	Recurring	Warranty and support
SpeedFusion Connect Services	Prepaid usage for SpeedFusion Connect services	Recurring	Warranty and support
InControl2 Subscription	Standalone subscription for InControl2	Recurring	Software licence
FusionHub, InControl2 Virtual Appliance, other features	Purchase of licenses for FusionHub, IC2, software feature upgrades and hardware activation	Non-recurring	Software licence

1. Percentage of product selling price

Thank You

Contacts

Christopher Tse - CFO
christophert@ploverbay.com

Vicki Choi - Investor Relations
vickichoi@ploverbay.com



Disclaimer

Plover Bay Technologies Limited is listed on the Hong Kong Stock Exchange (Ticker: 1523 HK). Plover Bay Technologies Limited is incorporated in the Cayman Islands with limited liability.

The information contained in this presentation is intended solely for your personal reference. Such information is subject to change without notice, its accuracy is not guaranteed and it may not contain all material information concerning Plover Bay Technologies Limited (the "Company"). The Company makes no representation regarding, and assumes no responsibility or liability for, the accuracy or completeness of, or any errors or omissions in, any information contained herein.

In addition, the information contains projections and forward-looking statements that may reflect the Company's current views with respect to future events and financial performance. These views are based on current assumptions which are subject to various risks and which may change over time. No assurance can be given that future events will occur, that projections will be achieved, or that the Company's assumptions are correct. It is not the intention to provide, and you may not rely on this presentation as providing, a complete or comprehensive analysis of the Company's financial or trading position or prospects.

This presentation does not constitute an offer or invitation to purchase or subscribe for any securities or financial instruments or to provide any investment service or investment advice, and no part of it shall form the basis of or be relied upon in connection with any contract, commitment or investment decision in relation thereto.