

Ruijie

Ruijie Networks



The Industry-leading Network Infrastructure and solution Provider

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Ruijie Networks, founded in 2003, is an industry-leading network infrastructure and solution provider. We are always committed to fully integrating technologies with applications, and creatively solving customer challenges. Ruijie Networks has eight R&D centers, more than 8,000 employees, and a global presence in over 90 countries and regions across diverse industries.



90+ Countries and Regions of Business Coverage



8 R&D centers



20000+ partners



8000+ employees

2003

Founded Ruijie Networks.

2008

Guaranteed the 2008 Beijing Olympic Games.

2011

Pioneered the wireless i-Share technology roadmap

2016

Launched WIS Cloud, the wireless intelligent cloud service platform, with 1 billion+ users up to now.

2018

Pioneered the R&D of 25G/100G data center switches. Became a core supplier of data center solutions for top Internet companies.

2021

Launched the Simplified Optical Ethernet Solution.

2022

Listed on the GEM board of the Shenzhen Stock Exchange Provided services for the G20 Summit and Beijing Winter Olympic Games.

2024

Collaborated with ByteDance to test the dynamic power of the 800G LPO optical module.



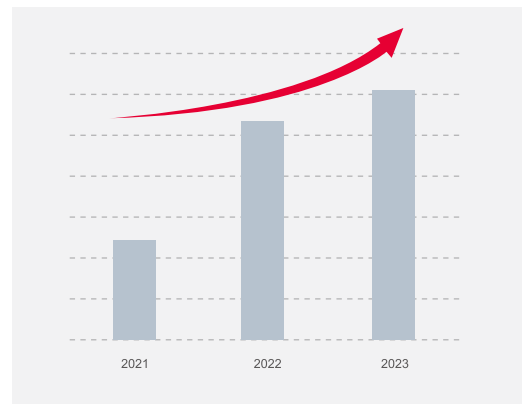
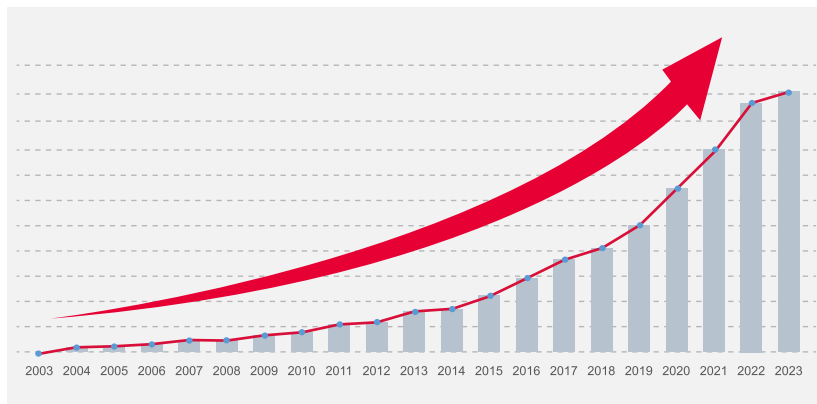
Continuous High Growth



2023 Revenue:
Over **CNY 11.54 billion (USD 1.62 billion*)**
Compound Annual Growth Rate (CAGR):
>23% for 20 consecutive years



Revenue from the international market over **CNY 1.2 billion**



*The exchange rate as of the annual report release date on March 29, 2024

Robust R&D Capability and Continuous Innovation



Continuous investment in R&D
> 19.8%



8 R&D centers in China: Fuzhou, Beijing, Shanghai, Chengdu, Tianjin, Suzhou, Nanjing, and Shenzhen



R&D engineer proportion
> 55%



Advanced R&D management system ensures mature operation of the IPD system



Over **30%** of R&D investment is invested in pre-research



1000+ Patents, 2500+ Patent Applications

End-to-end ICT Infrastructure Product Lines

Switch & Router



Campus switch

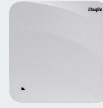


Data center switch



Router

WLAN & 5G



Wireless and IoT product



5G small cell

IT O&M Management



Network Security



Next-generation firewall



Security gateway



Audit & detection



Security situational awareness

Top Networking Vendor from China



Switch TOP1

- **No.1** market share in China's **Campus switch** markets of education/retail distribution industries
Data source: IDC 2023
- **No.2** market share in China's **Data center switch** market for the Internet industry
Data source: IDC 2023
- **No.3** market share in the China's **Ethernet switch** market
Data source: IDC 2023



Wireless Network TOP1

- **No.1** in Wi-Fi 6 product shipment for **5 consecutive years**
Data source: IDC 2023



High-End Manufacturing for High-Quality Products

Annual capacity:
446,000 units

Product yield:
98%

Efficiency improvement:
80%

Mass production and delivery of the next-generation **TH5** switch



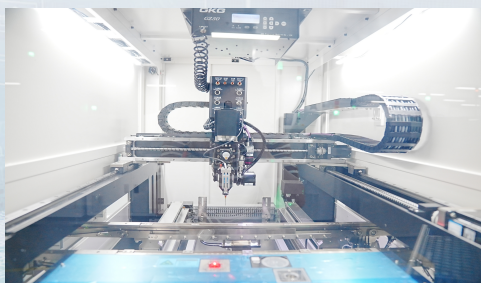
New digital intelligent factory

- Intelligent
- Green
- 5G



Leading process technology

- Automated assembly of large-size high-end chips (400G)
- First in the industry to achieve automated press-fit and detection of 112G connectors
- First in China to produce and deliver CPO silicon photonics switches



Superior Quality & Quality Management System

- Ruijie continues to implement the long-term strategy of "excellent quality" and has built the company's quality management system in an all-round way, including quality operation, supervision and improvement mechanism based on process management.



ISO9001
Quality Management
System Certificate



CMMI
Maturity Level 5
Certificate



ISO27001
Information Security
Management System



TL9000
Quality Management System for the
Telecom Industry Certificate



ISO20000
IT Service Management System
Certificate



QC080000
Hazardous Substance Process
Management System Certificate



ISO14001
Environmental Management
System Certificate



OHSAS18001
Occupational Health and Safety
Management System Certificate

Efficient Global Logistics System - Ensure Door-to-Door Delivery

Global logistics capacity based on actual demand



- With Dubai and Turkey overseas warehouses, the fastest order delivery time is only **3 days***.

Timeliness of logistics delivery capacity

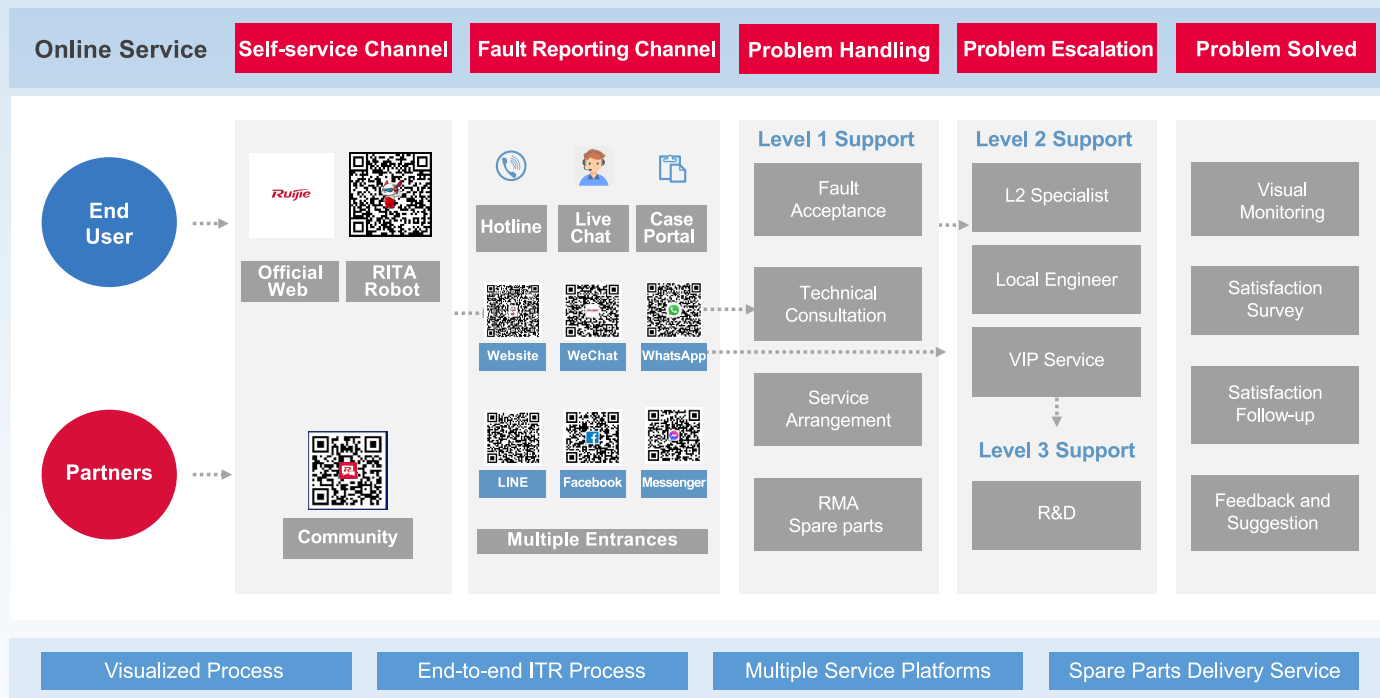


Region	International transportation mode	FOB Time(Day)order* — port of departure	DDP Time(Day)* order—destination warehouse
Overseas*	sea transportation /land transportation	14	N/A
Malaysia	sea transportation	14	28
Japan	sea transportation	14	25
Turkey	sea transportation	14	51
USA	sea transportation	14	48
Colombia	sea transportation	14	54
Europe	sea transportation	14	61

*The impact of shipping delay, customs inspection, bad weather, strike/war, etc. is not

*The specific time is an estimate and is for reference only

Sound Service System – Provide Professional and Fast Services



Trusted Partner of Various Industries

Telecom Operator

- Main supplier of the three major operators in China

Internet

- Main supplier for Alibaba, Tencent, Byte Dance and other Internet enterprises

SMB

- Over 1.9 million small and medium-sized governments enterprises, and commercial customers

Enterprise-Class

- **Healthcare:** Served 60% of the top 100 hospitals in China
No.1 market share in medical cloud desktop market in China (CCW 2021) 9.7%
- **Education:** Served 2600+ universities
No.1 market share in the switch and WLAN market in China (IDC 2023)
- **Government:** Served 70 China's national ministries and commissions 5.3%
- **Business:** 70% of China's top 500 companies
No.1 market share in the campus switch market in China's wholesale/retail industry (IDC 2023)
- **Finance:** Served 1000+ financial Institutions



Dedicated to Becoming a Main Supplier of Internet Enterprises and Telecom Operators



Alibaba

- Core supplier of data center switches since 2019
- The best partner of Alibaba.



China Mobile

- Data center switches: Won the largest share for 2 consecutive years in 2019 and 2020



Tencent

- Core supplier of data center switches



Byte Dance

- Core supplier of data center switches

Trusted Choice of Global Customers in Various Industries



University of Malaya

- Construction and transformation of smart campus network



Manila Smart City

- 6,000+ wireless city public Wi-Fi hotspots, delivering ubiquitous and seamless Wi-Fi connectivity



DHL Express

- Ruijie IP Surveillance Solution for DHL's logistics center Hong Kong



Ruijie Networks Co., Ltd.

For more information, visit www.ruijienetworks.com or call 86-400-620-8818.