

# 10 2006 Investor Conference

#### Taipei, February 20, 2006



# **Safe Harbor Statement**

All numbers are consolidated. Except for statements in respect of historical matters, the statements contained in this release are "forward-looking statements" within the meaning of Section 27A of the U.S. Securities Act of 1933 and Section 21E of the U.S. Securities Exchange Act of 1934. Such forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual performance, financial condition or results of operations of D-Link Corporation to be materially different from any future performance, financial condition or results of operations implied by such forward-looking statements.



# Agenda

# > 4Q/05 Financial Review A.P. Chen > Business Updates Ken Kao

# >Q&A

All numbers consolidated except otherwise specified. 4Q/05 numbers are pro forma .



# 4Q/05 Pro Forma Financial Review

Presented by AP Chen, CFO



# 4Q/05 QoQ Consolidated Income Statement Comparison

Amount: NT\$ million	4Q/05 Estimate		3Q/05 Actual	QoQ % Change	
Net Sales	9,987	100%	9,846	100%	1%
Cost of Goods Sold	6,775	68%	6,814	69%	(1)%
Gross Profit	3,212	32%	3,032	31%	6%
Operating Expenses	2,415	24%	2,237	23%	8%
Operating Income	797	8%	795	8%	-
Total Non-Op. Inc. (Loss)	(82)	(1)%	324	3%	(125)%
Income Before Tax	715	7%	1,119	11%	(36)%
Tax Expenses	(220)	(2)%	(277)	(3)%	(21)%
Net Income	495	5%	842	9%	(41)%
Minority Interest	(147)	(2)%	(162)	(2)%	(9)%
Consolidated Income	348	4%	680	7%	(49)%
Earnings Per Share (NT\$)	0.58 <sup>*</sup>		1.14		(49)%

\*Calculated by 4Q05 weighted average of 597mln shares



### Non-op Income/Loss Breakdown

Unit : NT\$MIn	4005	3005
Investment Income/(Loss) Sub./Aff. Capital Gain	144 144 0	136 79 57
FX Gain/(Loss)	(91)	184
Inventory Gain/(Loss)	(84)	(60)
Financial Income/(Exp.) & Others	(51)	64
Total	(82)	324



# 4Q/05 YoY Consolidated Income Statement Comparison

Amount: NT\$ million	4Q/05 Estimate		4Q/04 Actual	YoY % Change	
Net Sales	9,987	100%	8,489	100%	18%
Cost of Goods Sold	6,775	68%	5,503	65%	23%
Gross Profit	3,212	32%	2,986	35%	8%
Operating Expenses	2,415	24%	2,229	26%	8%
Operating Income	797	8%	757	9%	5%
Total Non-Op. Inc. (Loss)	(82)	(1)%	(56)	(1)%	46%
Income Before Tax	715	7%	701	8%	2%
Tax Expenses	(220)	(2)%	(103)	(1)%	114%
Net Income	495	5%	598	7%	(17)%
Minority Interest	(147)	(1)%	(31)		374%
Consolidated Income	348	3%	567	7%	(39)%
Earnings Per Share (NT\$)	0.58 <sup>*</sup>		1.05		(44)%

\*Calculated by 4Q05 weighted average of 597mln shares



# FY2005 YoY Consolidated Income Statement Comparison

Amount: NT\$ million	2005 Estimate		2004 Actual	YoY % Change	
Net Sales	36,508	100%	32,245	100%	13%
Cost of Goods Sold	25,022	69%	21,437	66%	17%
Gross Profit	11,486	31%	10,808	34%	6%
Operating Expenses	8,788	24%	8,174	25%	8%
Operating Income	2,698	7%	2,634	8%	2%
Total Non-Op. Inc. (Loss)	160		581	2%	(72)%
Income Before Tax	2,858	8%	3,215	10%	(11)%
Tax Expenses	(773)	(2)%	(399)	(1)%	94%
Net Income	2,085	6%	2,816	9%	(26)%
Minority Interest	(454)	(1)%	(215)	(1)%	111%
Consolidated Income	1,631	4%	2,601	8%	(37)%
Earnings Per Share (NT\$)	<b>2.73</b> <sup>*</sup>		4.82		(43)%

\*Calculated by 4Q05 weighted average of 597mln shares



### 12/31/2005 Consolidated Balance Sheet QoQ Comparison

	12/31/05		09/31/05		QoQ %
Amount: NT\$ million	Estimat		Actual		Change
Cash	е	10%	2,650	10%	(9)%
S-T Investment	2,415	3%	537	2%	34%
Account Receivable	720	26%	7,788	31%	(12)%
Inventory	6,840	27%	7,228	28%	(1)%
Long-term Investments	7,141	9%	2,173	9%	3%
Total Assets	2,248	100%	25,502	100%	(4)%
Accounts Payable	24,431	24%	6,813	27%	(13)%
Current Liabilities	5,928	40%	11,316	44%	(13)%
Long-term Liabilities	9,874	0%	15	-	7%
Common Stock	16	25%	6,092	24%	-
Stockholders' Equity	6,092	58%	13,887	54%	2%
	14,223				



# Consolidated Key Financial Ratios-Liquidity/Leverage

Unit: % , days	12/31/05	9/30/05	6/30/05	3/31/05	12/31/04
Days A/R	<b>63<sup>*</sup></b>	<b>70</b> <sup>*</sup>	<b>64</b> <sup>*</sup>	<b>65</b> <sup>*</sup>	<b>59</b> <sup>*</sup>
Days Inventory	<b>96<sup>*</sup></b>	<b>100<sup>*</sup></b>	<b>96</b> <sup>*</sup>	<b>89</b> <sup>*</sup>	<b>95</b> <sup>*</sup>
Days A/P	78 <sup>*</sup>	<b>87</b> <sup>*</sup>	<b>79</b> <sup>*</sup>	<b>75</b> <sup>*</sup>	<b>86</b> <sup>*</sup>
Cash Cycle	82	83	82	80	68
Current Ratio	1.82	1.71	1.60	1.70	1.60
<b>Debt/Equity Ratio</b>	0.84	0.98	1.05	1.12	1.22
Adjusted Debt/	0.59	0.71	0.55	0.58	0.64
Equity Ratio					



# Consolidated Key Financial Ratios – Profitability (%)

_Unit: %	2005	4Q/05	3Q/05	2Q/05	1 <b>Q/05</b>	2004
Net Income/Sales	4.47	3.49	6.91	3.33	4.13	8.07
Net Income/Total	6.68	1.43	2.67	1.12	1.38	10.05
Assets	7.39	7.98	8.07	5.66	7.78	8.17
<b>Operating Profit/Sales</b>	14	14	14	11	12	22
Return on <sup>*</sup> Equity EPS (NT\$)	2.73	0.58	1.14	0.42	0.59	4.82

\* Annualized

\*\*Calculated by 4Q05 weighted average of 597mln shares.



# **Business Updates**

Presented by Ken Kao, Chairman/CEO



#### Revenue by Regions Consolidated



- N.A. grew positively 18%
- **NT\$ Million**
- > Europe increased 7%

- > AsiaPac & Others rose 27%
- > In NT\$ terms, WW 4Q revenue grew 18%



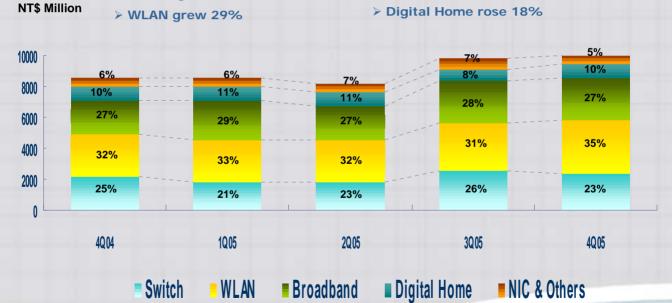


4Q/05 revenue YoY comparison:

Switch grew 8%

#### Revenue by Products Consolidated

> Broadband rose 18%



11



#### **New Product Update**

#### 30 New Product Announcements in Q4 (nearly 100 for FY2005)

- Two DSM series Digital Home Audio & Video products: DSM-120, DSM-520
- Three VOIP gateway products
- Three Xstack series managed GigaSwitches: 24/48 ports with 10G link & IPV6
- Also Includes Network Storage, SOHO Routers, Chassis Switch modules, Internet Camera & ADSL Routers.



iRadio MP3.WMA.WAV HD add-in USB2 Wi-fi



HDTV USB2 Wi-fi







**MIMO home router** 



# 2006 Outlook

- Fateful year for emerging technologies
  802.11n / WiMAX, VoIP, Digital Home
- Corporate spending up for networking
- Emerging market gap narrowing
- Industry convergence more obvious
- Growth slightly better than 2005



# **Looking Forward**

- SMB leads the growth
- VoIP ramping up rapidly
- More mature for Digital Home products

#### **Europe** • Higher acceptance for Digital Home products

- SMB growth stronger than Consumer
- Eastern Europe outgrows the rest of Europe

APac & Other Areas

- Remain the fastest growing region
- Latin America, Russia, and Middle East lead the growth
- Start-up in Japan & Korea



#### 1Q/06 Outlook Consolidated

#### > 1Q Guidance

- > 1Q revenue flat QoQ
- Gross margin at the range of 31-32%

#### > Upsides

- SMB sector growing in North America & Europe
- Emerging markets keep leaping forwards
- Digital Home acceptance in Europe & Emerging markets
- Major Broadband / Vol P projects awarded / pipelined

#### Downsides

- SMB spending retreat due to Macro-economy slow down
- Delay of Digital Home break-through



# Q & A

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# **Thank You**

# Building Networks for People

