

# **CSFB** Asian

# **Investor Conference**

Hong Kong, March 28, 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

- Industry Outlook
- Global Position
- FY 2005 Financials
- > Business Updates

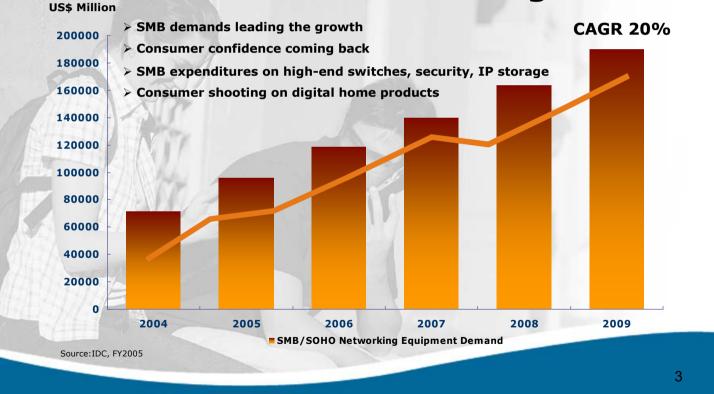
All numbers consolidated except otherwise specified. FY 2005 numbers are pro forma .



# **Industry Outlook**



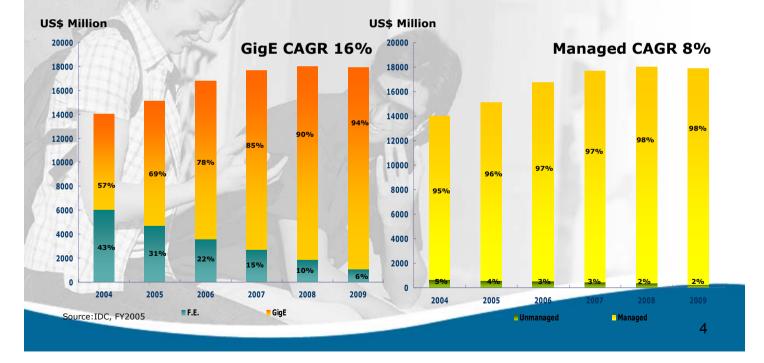
## WW SMB and SOHO Networking Market





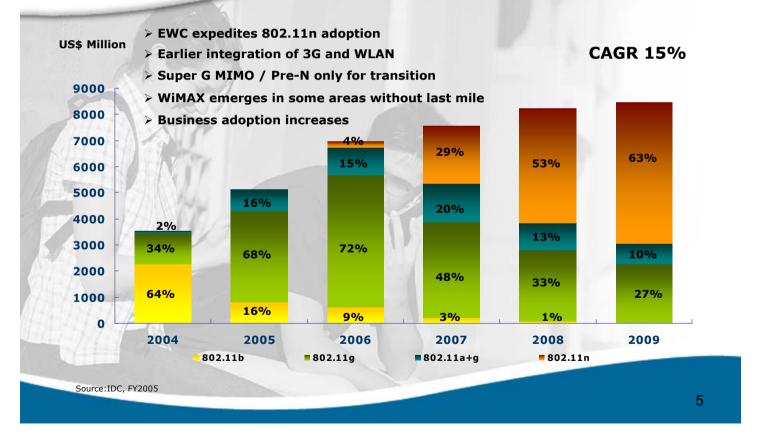
#### Switching

- > GigE officially crossovers FE
- > Managed dominates Unmanaged
- > Stackable Switches outgrows Chassis/Modular
- > Pull-through for Security, IP Storage (SAN)
- > More software efforts, higher profitability
- > Wireless Switches initiate



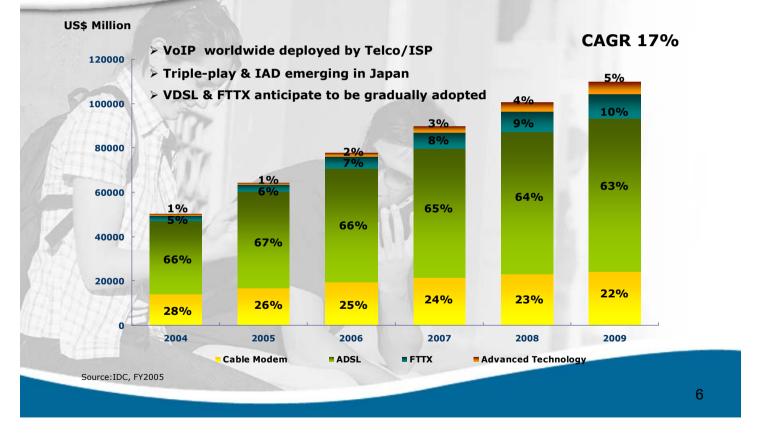


### WLAN





### **Broadband**





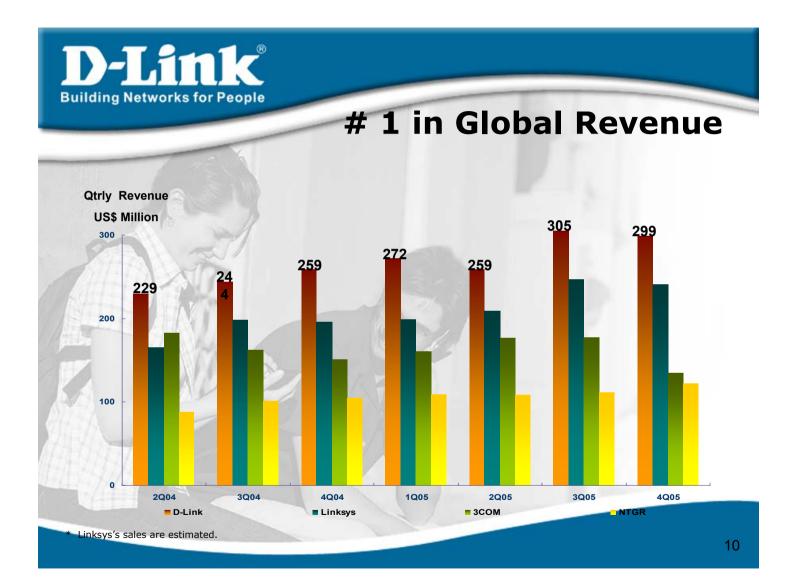
# **2006 Outlook**

- 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



# **Global Position**







42000

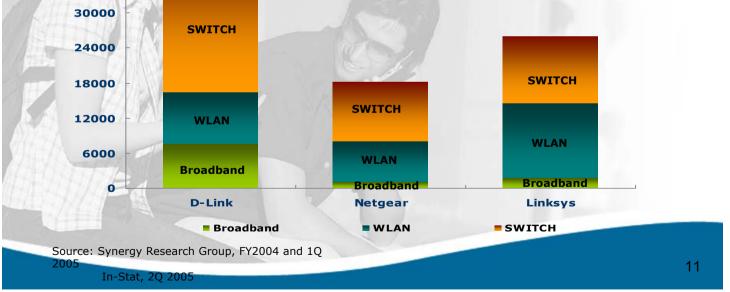
36000

Unit/port shipments, thousands

### Number 1 in Global Shipment

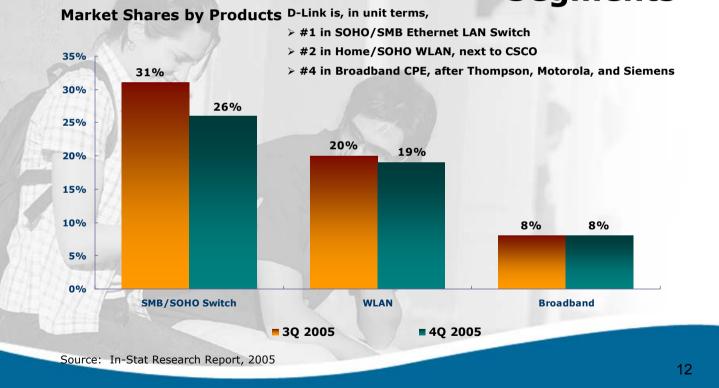
D-Link shipped in from Q3/04 to Q2/05

- > 25 million ports of Switches
- > 8.8 million units of wireless LAN adapters and APs
- > 7.6 million units of broadband equipments





### Dominance in Key Segments





#### Top 5 in SMB/Enterprise Consideration for Data Networking Equipments

Rank	company	percentage		
1	Cisco	58%		
2	Dell	44% 42%		
3	IBM			
4	Microsoft	37%		
5(tie)	D-Link/3Com	33%		
7. Linksys a division Cisco - 30% 8. Netgear – 28% 9. Siemens - 25%				

10. Avaya - 24%

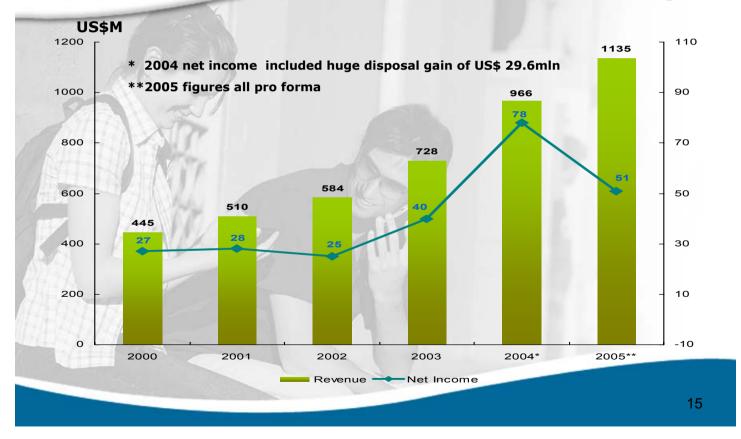
Source: CompTIA/IDC Convergent Technologies Research Study 2005



# **FY 2005 Financials**

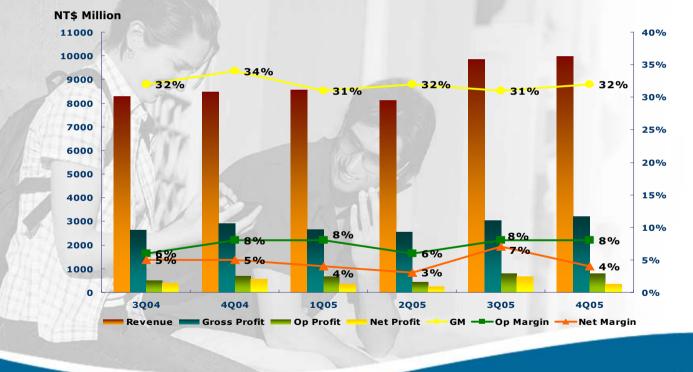


# **Revenue & Earnings**





### **Strong Earnings**





### FY2005 YoY Consolidated Income Statement Comparison

36,508 25,022	100%	32,245	4000/	
25.022		02,240	100%	13%
	69%	21,437	66%	17%
1,486	31%	10,808	34%	6%
8,788	24%	8,174	25%	8%
2,698	7%	2,634	8%	2%
160	- 1	581	2%	(72)%
2,858	8%	3,215	10%	(11)%
(773)	(2)%	(399)	(1)%	94%
2,085	6%	2,816	9%	(26)%
(454)	(1)%	(215)	(1)%	111%
1,631	4%	2,601	8%	(37)%
2.73 <sup>*</sup>		4.82		(43)%
	8,788 2,698 160 2,858 (773) 2,085 (454) 1,631	8,788   24%     2,698   7%     160   -     2,858   8%     (773)   (2)%     2,085   6%     (454)   (1)%     1,631   4%	8,788     24%     8,174       2,698     7%     2,634       160     -     581       2,858     8%     3,215       (773)     (2)%     (399)       2,085     6%     2,816       (454)     (1)%     (215)       1,631     4%     2,601	8,788   24%   8,174   25%     2,698   7%   2,634   8%     160   -   581   2%     2,858   8%   3,215   10%     (773)   (2)%   (399)   (1)%     2,085   6%   2,816   9%     (454)   (1)%   (215)   (1)%     1,631   4%   2,601   8%

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



### **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	63 <sup>*</sup>	<b>70</b> <sup>*</sup>	64	65	<b>59</b> <sup>*</sup>
Days Inventory	96 <sup>*</sup>	100 <sup>*</sup>	96	<b>89</b> <sup>*</sup>	95 <sup>*</sup>
Days A/P	<b>78<sup>*</sup></b>	87*	<b>7</b> 9 <sup>°</sup>	75	86 <sup>*</sup>
Cash Cycle	82	83	82	80	68
Current Ratio	1.82	1.71	1.60	1.70	1.60
Debt/Equity Ratio	0.84	0.98,	1.05	1.12	1.22,
Adjusted Debt/	0.59	0.71	0.55	* 0.58 <sup>**</sup>	0.64
Equity Ratio					

\* \*Adjust for Cash & S-T investment



### **Consolidated Key Financial Ratios – Profitability (%)**

_Unit: %	2005	4Q/05	3Q/05	2Q/05	1Q/05	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
Operating Profit/Sales	14	14	14	11	12	22
Return on*Equity	2.73	0.58	1.14	0.42	0.59	4.82
EPS (NT\$)	× 711					

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



# **Business Updates**



#### Revenue by Regions Consolidated

4Q/05 revenue YoY comparison:

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

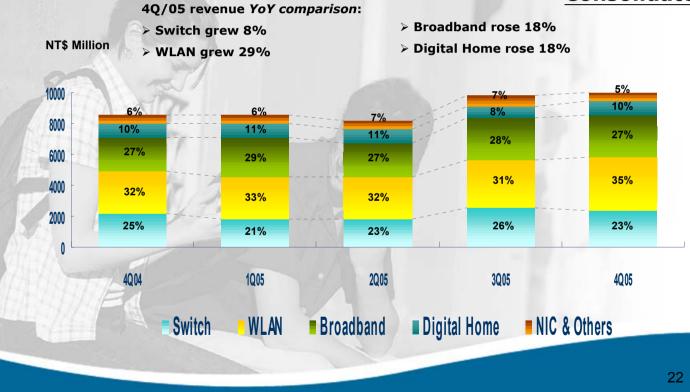
> AsiaPac & Others rose 27%

> In NT\$ terms, WW 4Q revenue grew 18%





#### Revenue by Products Consolidated



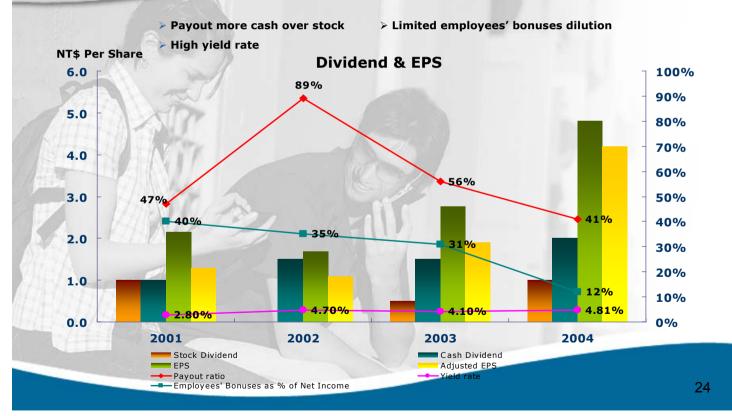


### **Market Trends**

Region Product	N.A.	Europe	A.P.A.C. & Others	
Switch	XStack, GigE SMB	XStack, GigE SMB	XStack, GigE/F.E. SMB	
WLAN	Pre-N & N Retail	Pre-N & N Retail	G & G+/ Pre-N & N Retail	
Broadband	VoIP Teleco/ISP	VoIP Teleco/ISP	VoIP Teleco/ISP	
Digital Home	DMA & IP Cam Retail	DMA & IP Cam Retail	DMA & IP Cam Retail	



## **High Dividend Payout**





### **Longer Term Business Model**

	TEL XIN	FY03	FY04	FY05*	Model**
	Sales Growth(%)	24%	29%	13%	20%
	Gross Margin (%)	31%	33%	31%	32%
	Operating Margin (%)	6%	8%	7%	7%
6	Tax Exp. (% of PBT)	11%	12%	25%	20%
	ROE (%)	14%	22%	14%	15%

\* FY 05 Figures are all pro forma \*\* Assuming deconsolidation of Alpha

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# **Q & A**

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