

# 2Q 2006 Investor Conference

Taipei, April 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

# > 1Q/06 Financial Review A.P. Chen > Business Updates J.C. Liao > Q&A

All numbers consolidated except otherwise specified. 1Q/06 numbers are pro forma ..



# 1Q/06 Pro Forma Financial Review

Presented by A.P. Chen, CFO



#### 1Q/06 QoQ Consolidated Income Statement Comparison

Amount: NT\$ million	1Q/06		4Q/05		QoQ % Change
Net Sales	9,543	100.0%	9,987	100.0%	(4.4)%
Cost of Goods Sold	6,431	67.4%	6,775	67.8%	
Gross Profit	3,112	32.6%	3,212	32.2%	
Operating Expenses	2,375	24.9%	2,415	24.2%	
Operating Income	737	7.7%	797	8.0%	
Total Non-Op. Inc. (Loss)	77	0.8%	(82)	(0.8)%	
Income Before Tax	814	8.5%	715	7.2%	
Tax Expenses	(121)	(1.3)%	(219)	(2.2)%	
Net Income	693	7.3%	496	5.0%	
Minority Interest	(110)	(1.2)%	(147)	(1.5)%	
Consolidated Income	583	6.1%	349	3.5%	67.0%
Earnings Per Share (NT\$)	0.98		0.58	(inclusion)	67.1%

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

\* All numbers are pro forma



#### Non-op Income/Loss Breakdown

Unit : NT\$MIn	1006	4Q05
Investment Income/(Loss) Sub./Aff. Capital Gain	62 62 0	144 144 0
FX Gain/(Loss)	61	(91)
Inventory Gain/(Loss)	(84)	(84)
Financial Income/(Exp.) & Others	38	(51)
Total	77	(82)



#### 1Q/06 YoY Consolidated Income Statement Comparison

Amount: NT\$ million	1Q/06		1Q/05		YoY % Change
Net Sales	9,543	100.0%	8,557	100.0%	11.5%
Cost of Goods Sold	6,431	67.4%	5,880	68.7%	9.4%
Gross Profit	3,112	32.6%	2,677	31.3%	16.2%
Operating Expenses	2,375	24.9%	2,010	23.5%	18.2%
Operating Income	737	7.7%	667	7.8%	10.5%
Total Non-Op. Inc. (Loss)	77	0.8%	(89)	(1.0)%	186.5%
Income Before Tax	814	8.5%	578	6.8%	40.8%
Tax Expenses	(121)	(1.3)%	(168)	(2.0)%	(28.0)%
Net Income	693	7.3%	410	4.8%	69.0%
Minority Interest	(110)	(1.2)%	(57)	(0.7)%	93%
Consolidated Income	583	6.1%	353	4.1%	<u>65.2%</u>
Earnings Per Share (NT\$)	0.98		0.59	in the second	65.2%

• Calculated by 4Q05 weighted average of 597mln shares. \*\*All numbers are pro forma.



#### 3/31/2006 Consolidated Balance Sheet QoQ Comparison

Amount: NT\$ million	3/31/06		12/31/05		QoQ % Change
Cash	4,665	17%	2,415	10%	93%
S-T Investment	54		720	3%	(93)%
Account Receivable	7,019	26%	6,840	28%	3%
Inventory	7,282	27%	7,141	29%	2%
Long-term Investments	2,543	9%	2,248	9%	13%
Total Assets	26,780	100%	24,431	100%	10%
Accounts Payable	5,824	22%	5,928	24%	(2)%
Current Liabilities	9,823	37%	9,874	40%	(1)%
Long-term Liabilities	1,066	4%	16	-	6562%
Common Stock	6,092	23%	6,092	25%	-
Stockholders' Equity	15,232	56%	14,223	58%	7%



#### Consolidated Key Financial Ratios-Liquidity/Leverage

Unit: % , days	3/31/06	12/31/05	9/30/05	6/30/05	3/31/05
Days A/R	<b>67</b> <sup>*</sup>	<b>63</b> <sup>*</sup>	70 <sup>*</sup>	<b>64</b> <sup>*</sup>	<b>65</b> <sup>*</sup>
Days Inventory	100 <sup>*</sup>	<b>96</b> <sup>*</sup>	100 <sup>*</sup>	<b>96</b> <sup>*</sup>	<b>89</b> <sup>*</sup>
Days A/P	<b>79<sup>*</sup></b>	78 *	87	<b>79</b> <sup>*</sup>	75
Cash Cycle	87	82	83	82	80
Current Ratio	2.05	1.82	1.71	1670	1.70
Debt/Equity Ratio	0.89	0.84	0.98	1.05	1.12
Adjusted Debt/ Equity Ratio	0.53**	0.59 <sup>**</sup>	0.71 <sup>*</sup>	° 0.55°*	0.58**

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



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

Unit: %	1Q/06	2005	4Q/05	3Q/05 2	2Q/05 ′	1Q/05	
Net Income/Sales	6.11	4.47	3.49	6.91	3.33	4.13	
Net Income/Total Assets	2.18	6.68	1.43	2.67	1.12	1.38	
<b>Operating Profit/Sales</b>	7.72	7.39	7.98	8.07	5.66	7.78	
Return on Equity*	18	14	14	14	11	12	
EPS (NT\$)*	0.98	2.73	0.58	1.14	0.42	0.59	

\* Annualized

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



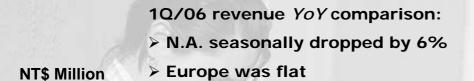
## **Business Updates**

Presented by J.C. Liao, President



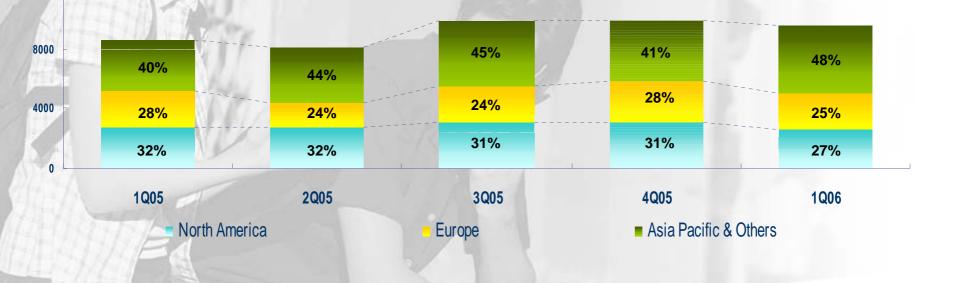
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## Revenue by Regions



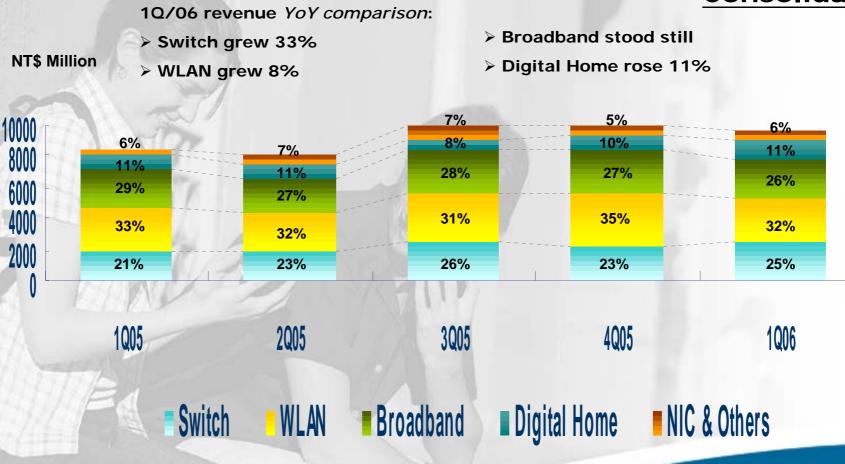
> AsiaPac & Others jumped 34%

> In NT\$ terms, WW 1Q revenue grew 11%





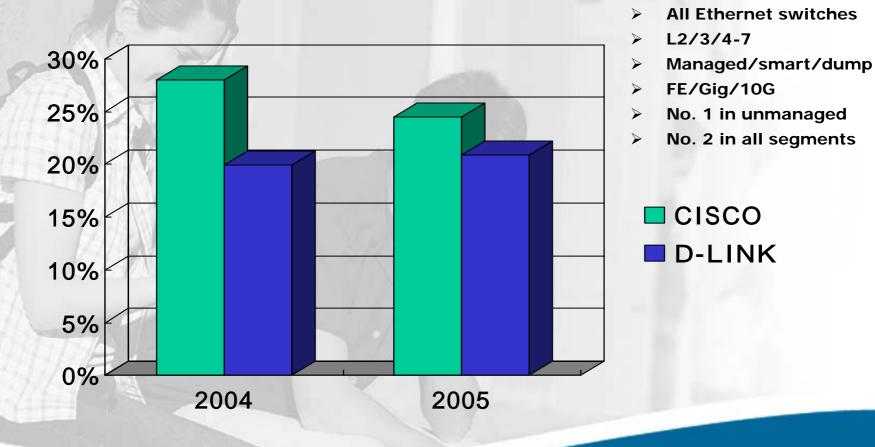
#### Revenue by Products Consolidated





### **Market Share**

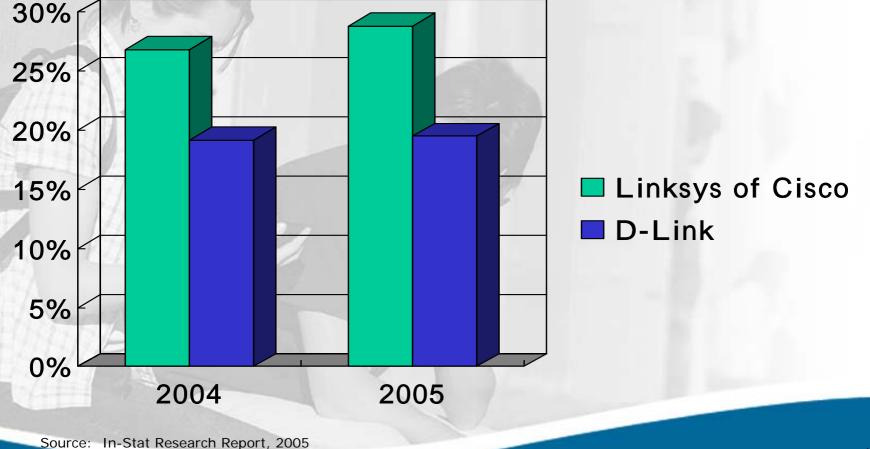
#### **Total Switch port shipments**





## **Market Share**

#### **Total Wireless LAN**





#### New Products Releases

#### 20 new products released in Q1

Highlights:

> IP Telephony:

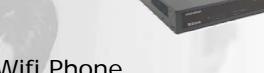
>IP-PBX, IP Trunk Gateway & Flip Wifi Phone

> Network Security:

➢Wired & WLAN NetDefend, SecureSpot

> Draft 802.11n

➢NIC and Router



STACK











#### 2Q/06 Outlook Consolidated

#### > 2Q Guidance

- 2Q revenue flat or slightly lower sequentially
- Gross margin steady at 32%

#### > Upsides

- Continuous stronger demands for SMB products
- VoIP products appealing

#### Downsides

- WLAN & Broadband pricing pressure
- RoHS transition in Europe



# **Q & A**

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