









# **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 & D-Link

# Comparison

# > Regional Growth

> Overall Business

All unter cost the Spt otherwise specified.





# **Industry & D-Link Comparison**







#### WW SMB and SOHO **Networking Market US\$** Million > SMB demands outgrow consumer's in 2006 & 2007 **CAGR 16%** > High-end switches continuously deployed worldwide > Security & IP Storages (SAN) gradually ramping up SMB/SOHO Networking Equipment Demand Source: IDC, FY2006





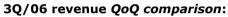
### **D-Link Revenue**







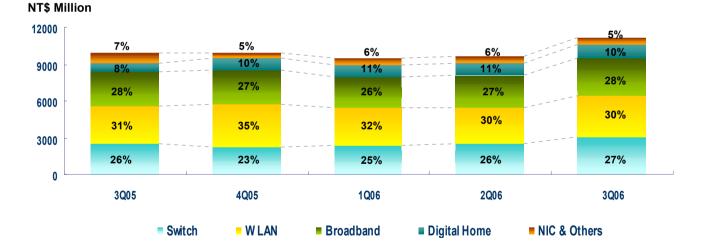
#### Revenue by Products Consolidated



- Switch grew 23%
- > WLAN increased 15%



> Digital Home rose 12%



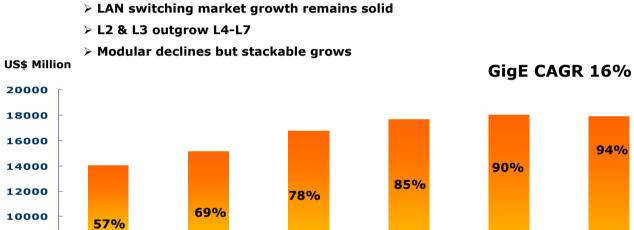


8000 6000 4000

2000



# **Industry Switching**



 57%
 69%
 78%
 85%
 90%
 94%

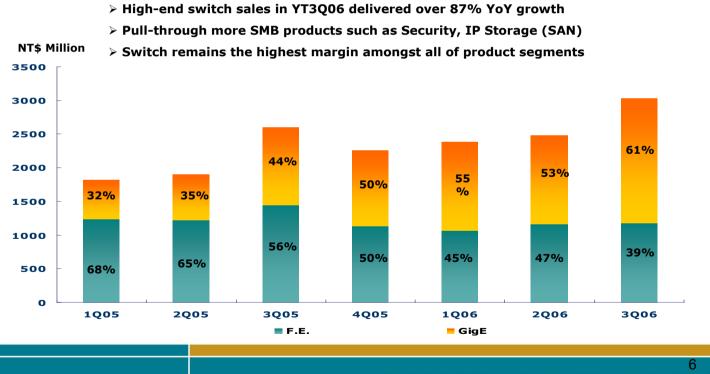
 43%
 31%
 22%
 15%
 10%
 6%

0 2004 2005 2006 2007 2008 2009
Source:IDC, FY2006 F.E. GigE 5
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#### **D-Link Switch Sales Breakdown**

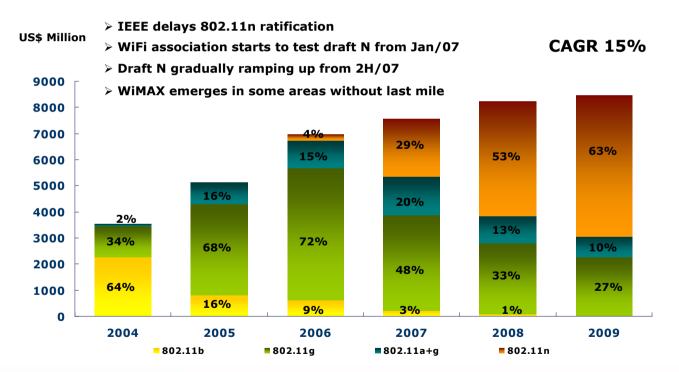


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**Industry WLAN** 

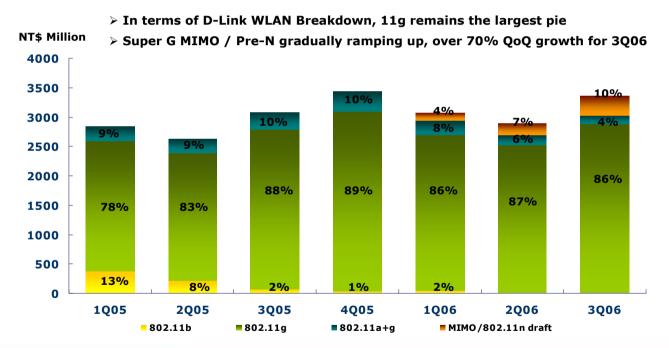


Source:IDC, FY2006	
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### **D-Link WLAN Sales Breakdown**

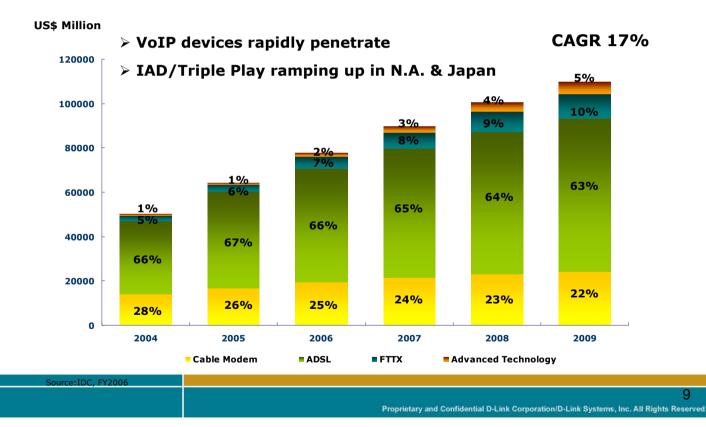








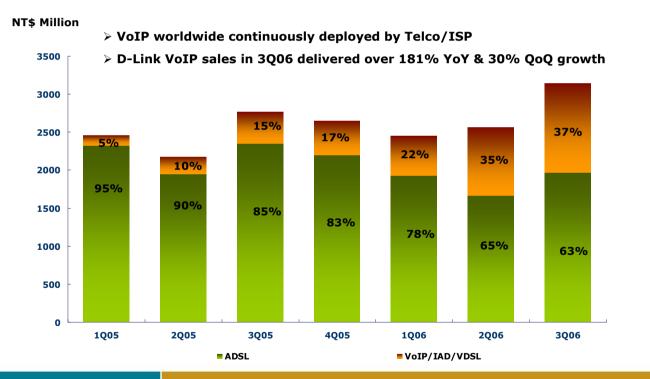
### **Industry Broadband**







#### **D-Link Broadband Sales Breakdown**







# **Regional Growth**





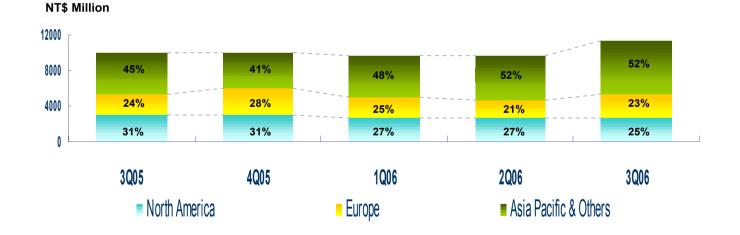


# Revenue by Regions

#### 3Q/06 revenue QoQ comparison:

- > N.A. rose 8%
- > Europe jumped 29%

- > AsiaPac & Others seasonally up 15%
- > In NT\$ terms, WW 3Q revenue grew 16%

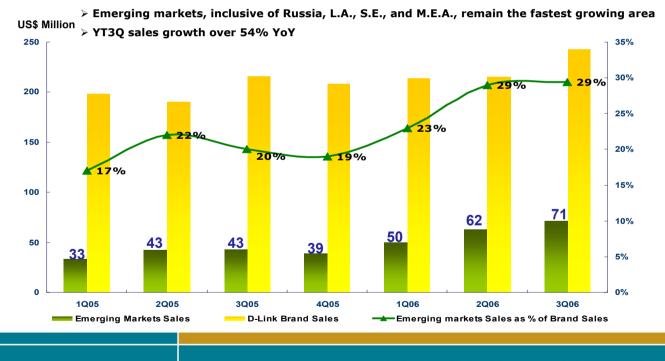




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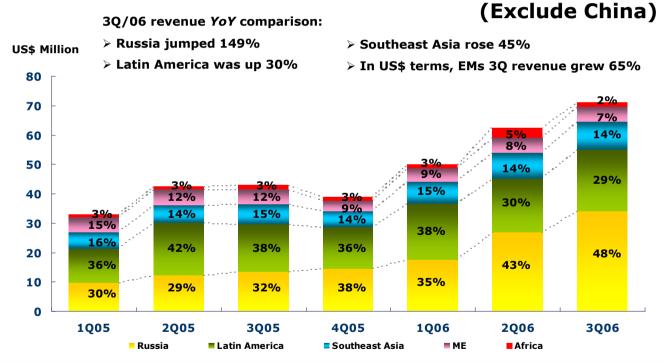
#### Emerging Markets Sales (Exclude China)







# Emerging Markets by Regions







# **Strength in Emerging Markets**

- Localization
  - > In Country Operation
- > Products Differentiation
  - > Optimal Customization
- > Technical Supports
  - > Real-time after Service & RMA







# **Overall Business Updates**

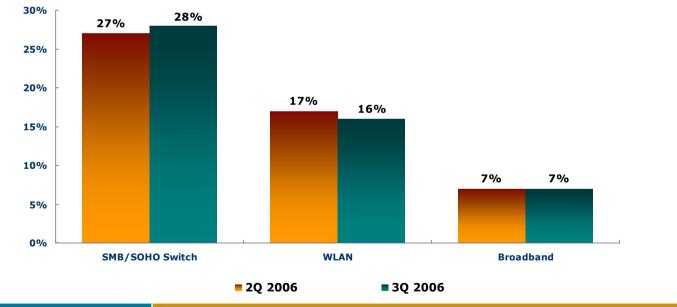






# Dominance in Key Segments

Market Shares by Products in Units



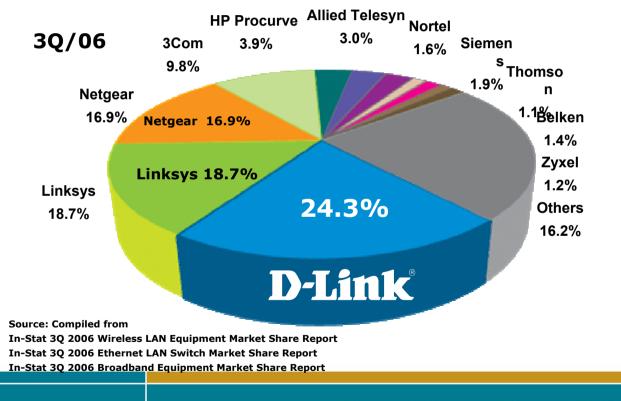
Source: In-Stat Research	Reports, 20 2006 and 30
2006	17
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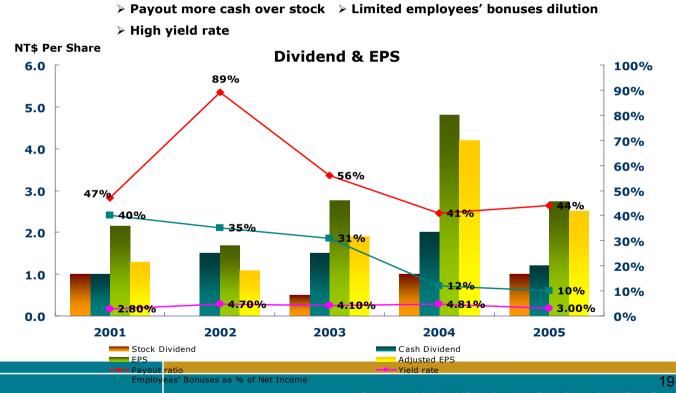
# **#1 in SOHO/SMB Market**







## **High Dividend Payout**







## Longer Term Business Model

	FY04	FY05	FY06*	Model**
Sales Growth(%)	29%	13%	14%	20%
Gross Margin (%)	33%	31%	31-32%	32%
<b>Operating Margin</b> (%)	8%	7%	7-8%	7%
Tax Exp. (% of PBT)	12%	25%	15-20%	20%
ROE (%)	22%	14%	15-17%	15%

\* FY 06 Figures are all estimated & pro forma

\*\* Assuming deconsolidation of Alpha





# Q & A

For complete financial and press releases, please visit http://ir.dlink.com