





# Investor Conference

**October 29, 2004** 



#### **Safe Harbor Statement**

**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.

## **D-Link** YTSept./04 YoY Consolidated Income Statement Comparison

Amount: NT\$ million	YTSept./04		YTSept./03		YoY % Change
Net Sales	23,756	100%	18,008	100%	32%
Cost of Goods Sold	15,934	67%	12,220	68%	30%
Gross Profit	7,822	33%	5,788	32%	35%
Operating Expenses	5,945	25%	4,732	<b>_26%</b>	<b>26%</b>
Operating Income	1,877	8%	1,056	6%	78%
Total Non-Op. Inc. (Loss)	637	3%	108	1%	490%
Investment Income (Loss)	836	4%	304	2%	175%
Income Before Tax	2,514	11%	1,164	6%	116%
Income Tax Expense	(296)	(1)%	(138)	<u>(1)%</u>	<u>   114% </u>
Net Income	2,218	10%	1,026	6%	116%
Minority	<u>(184)</u>	<u>(1)%</u>	<u>(19)</u>	<u> </u>	<u> </u>
Consolidate Income	2,034	9%	1,007	6%	102%
Earnings Per Share (NT\$)	<b>3.77<sup>*</sup></b>		1.88		100%

## **D-Link** 3Q/04 QoQ Consolidated Income Statement Comparison

	3Q/04		2Q/04		QoQ %
Amount: NT\$ million	Actual		Actual		Change
Net Sales	8,285	100%	7,657	100%	8%
Cost of Goods Sold	5,640	68%	4,937	64%	14%
Gross Profit	2,645	32%	2,720	36%	(3)%
Operating Expenses	2,133	<b>26%</b>	2,022	<b>26%</b>	<u> </u>
Operating Income	512	6%	698	9%	(27)%
Total Non-Op. Inc. (Loss)	99	1%	(177)	(2)%	(156)%
Investment Income (Loss)	4	-	(20)		(120)%
Income Before Tax	611	7%	521	7%	17%
Income Tax Expense	(122)	(1)%	(78)	<u>(1)%</u>	<u> </u>
Net Income	489	6%	443	6%	10%
Minority	(79)	<u>(1)%</u>	(61)	<u>(1)%</u>	
Consolidate Income	410	5%	382	5%	7%
Earnings Per Share (NT\$)	0.76 <sup>*</sup>		0.71		

## **D-Link** 3Q/04 YoY Consolidated Income Statement Comparison

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3Q/04		3Q/03		YoY%
Actual		Actual		Change
8,285	100%	6,735	100%	23%
5,640	68%	4,562	68%	24%
2,645	32%	2,173	32%	22%
2,133	<b>26%</b>	1,768	<b>_26%</b>	<b>21%</b>
512	6%	405	6%	26%
99	1%	(15)	-	(760)%
4	-	221	3%	(98)%
611	7%	390	6%	57%
(122)	(1)%	(80)	<u>(1)%</u>	<u> </u>
489	6%	310	5%	58%
(79)	<u>(1)%</u>	(12)		
410	5%	298	4%	38%
0.76 <sup>*</sup>		0.46		
	Actual 8,285 5,640 2,645 2,133 512 99 4 611 (122) 489 (79) 410	Actual   8,285 100%   5,640 68%   2,645 32%   2,133 26%   512 6%   99 1%   4 -   611 7%   (122) (1)%   489 6%   (79) (1)%   410 5%	ActualActual $8,285$ $100\%$ $6,735$ $5,640$ $68\%$ $4,562$ $2,645$ $32\%$ $2,173$ $2,133$ $26\%$ $1,768$ $512$ $6\%$ $405$ $99$ $1\%$ (15) $4$ - $221$ $611$ $7\%$ $390$ $(122)$ $(1)\%$ $(80)$ $489$ $6\%$ $310$ $(79)$ $(1)\%$ $(12)$ $410$ $5\%$ $298$	ActualActual $8,285$ 100% $6,735$ 100% $5,640$ $68\%$ $4,562$ $68\%$ $2,645$ $32\%$ $2,173$ $32\%$ $2,133$ $26\%$ $1,768$ $26\%$ $512$ $6\%$ $405$ $6\%$ $99$ $1\%$ (15)- $4$ - $221$ $3\%$ $611$ $7\%$ $390$ $6\%$ (122)(1)%(80)(1)% $489$ $6\%$ $310$ $5\%$ $(79)$ (1)% $(12)$ - $410$ $5\%$ $298$ $4\%$

## **D-Link** 09/30/2004 Consolidated Balance Sheet QoQ Comparison

	09/30/04		06/30/04		QoQ %
Amount: NT\$ million	Actual		Actual		<u>Change</u>
Cash	2,517	10%	1,770	6%	42%
S-T Investment	2,241	9%	5,753	21%	(61)%
Account Receivable	5,759	22%	5,513	20%	4%
Inventory	6,072	23%	6,046	22%	-
Long-term Investments	2,431	9%	2,464	9%	(1)%
Fixed Assets (net)	2,679	10%	2,885	10%	(7)%
Total Assets	26,077	100%	27,566	100%	(5)%
Accounts Payable	4,568	18%	4,524	16%	1%
Current Liabilities	13,638	52%	15,023	54%	(9)%
Long-term Liabilities	-	-	-	-	
Common Stock	5,508	21%	5,606	20%	(2)%
Stockholders' Equity	11,191	43%	10,975	40%	2%

## **D-Link** 09/30/2004 Consolidated Balance Sheet YoY Comparison

09/30/04		09/30/03		YoY %
Actual		Actual		<u>Change</u>
2,517	10%	2,512	10%	-
2,241	9%	4,273	18%	(48)%
5,759	22%	4,821	20%	19%
6,072	23%	4,023	17%	51%
2,431	9%	2,279	10%	7%
2,679	10%	2,562	11%	5%
26,077	100%	23,974	100%	9%
4,568	18%	4,590	19%	-
13,638	52%	13,041	54%	5%
-	-	980	4%	-
5,508	21%	4,999	21%	10%
11,191	43%	9,752	41%	15%
	Actual 2,517 2,241 5,759 6,072 2,431 2,679 26,077 4,568 13,638 - 5,508	Actual     2,517   10%     2,241   9%     5,759   22%     6,072   23%     2,431   9%     2,679   10%     26,077   100%     4,568   18%     13,638   52%     5,508   21%	ActualActual2,51710%2,5122,2419%4,2735,75922%4,8216,07223%4,0232,4319%2,2792,67910%2,56226,077100%23,9744,56818%4,59013,63852%13,041-9805,50821%4,999	ActualActual2,51710%2,51210%2,2419%4,27318%5,75922%4,82120%6,07223%4,02317%2,4319%2,27910%2,67910%2,56211%26,077100%23,974100%4,56818%4,59019%13,63852%13,04154%5,50821%4,99921%



## **Consolidated Key Financial Ratios – Liquidity/Leverage**

Unit: %,days	3Q/04	2Q/04	1Q/04	FY2003	FY2002	FY2001
Days A/R	<b>60</b> *	<b>60</b> *	<b>62</b> *	<sup>*</sup> 61	61	63
Days Inventory	<b>96</b> <sup>*</sup>	<b>99</b> <sup>*</sup>	<b>89</b> <sup>*</sup>	93	82	88
Days A/P	86	<b>88</b> <sup>*</sup>	<b>93</b> <sup>*</sup>	<b>90</b>	71	69
Cash Cycle	70	71	59	64	71	82
Current Ratio	1.43	1.44	1.57	1.46	2.66	2.30
Debt/Equity Ratio	1.33	1.51	1.26	1.34	1.24	0.90
Adjusted Debt/	0.90	0.83	0.61	0.69*	0.68	0.56
Equity Ratio						

\*Annualized

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

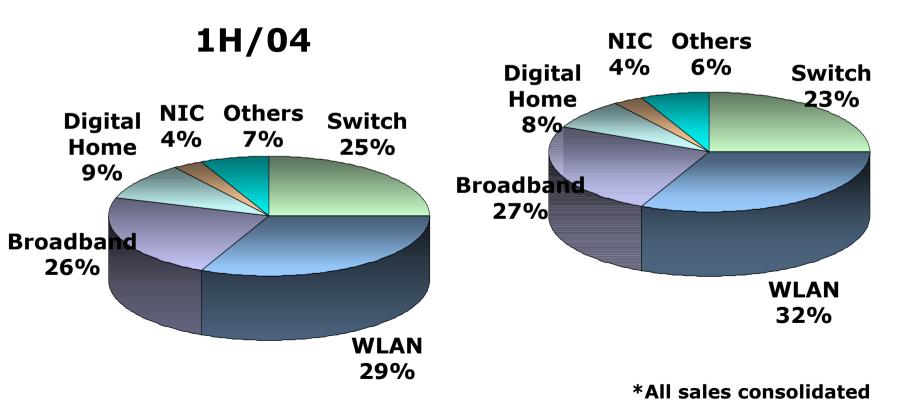


#### **Consolidated Key Financial Ratios – Profitability (%)**

Unit: %	3Q/04	2Q/04	1Q/04	FY2003	FY2002	FY2001
Net Income/Sales	4.95	4.99	15.82	5.49	4.30	5.42
Net Income/Total Assets	1.57	1.39	4.73	5.78	4.61	5.41
<b>Operating Profit/Sales</b>	6.18	9.12	8.43	6.41	3.21	2.94
Return on Equity	4	4	11	14	9	10
EPS (NT\$ <sup>*</sup>	0.76	0.71	2.30	2.75	1.69	2.15



3Q/04





## **Revenue By Regions**

3Q/04

