

# Q2 2005 Investor Conference

Taipei, April 29th, 2005



## **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.



#### FY2004 YoY Consolidated Income Statement Comparison

Amount: NT\$ million	FY2004		FY2003		
Net Sales	32,245	100%	25,016	100%	29%
Cost of Goods Sold	21,437	66%	17,201	69%	25%
Gross Profit	10,808	34%	7,815	31%	38%
Operating Expenses	8,174	25%	6,212	25%	32%
Operating Income	2,634	8%	1,603	6%	64%
Total Non-Op. Inc. (Loss)	581	2%	(48)	-	(1310)%
Investment Income (Loss)	1,009	3%	334	1%	202%
Income Before Tax	3,215	10%	1,555	6%	107%
Income Tax Expense	(399)	(1)%	(173)	(1)%	131%
Net Income	2,816	9%	1,382	6%	104%
Minority	(215)	(1)%	(8)		2588%
Consolidate Income	2,601 *	8%	1,374	5%	89%
Earnings Per Share (NT\$)	4.82		2.75		75%

\*Calculated by FY2004 weighted average of 539.1mln shares.

# Building Networks for People 2004 YoY Consolidated I/S

	FY2004		FY2003		YoY %
Amount: NT\$ million					Change
Net Sales	32,245	100%	25,016	100%	29%
Cost of Goods Sold	21,437	66%	17,201	69%	25%
Gross Profit	10,808	34%	7,815	31%	38%
Operating Expenses	8,174	25%	6,212	25%	32%
Operating Income	2,634	8%	1,603	6%	64%
Total Non-Op. Inc. (Loss)	(345)	(1)%	(48)	-	619%
Investment Income (Loss)	83		334	1%	(75)%
Income Before Tax	2,289	7%	1,555	6%	47%
Income Tax Expense	(399)	(1)%	(173)	(1)%	131%
Net Income	1,890	6%	1,382	6%	37%
Minority	(215)	(1)%	(8)	-	2588%
Consolidate Income	1,675	5%	1,374	5%	22%
Earnings Per Share (NT\$)	3.11*		2.75		13%

\*Excluding capital gain from selling of Alpha's shares. \*Calculated by FY2004 weighted average of 539.1mln shares.

D-Link



#### **FY2004 Consolidated I/S Pro Forma vs. Audited**

Amount: NT\$ million	Audited		Pro Forma		Variance	
Net Sales	32,245	100%	32,239	100%	6	-
Cost of Goods Sold	21,437	66%	21, 521	67%	(84)	-
Gross Profit	10,808	34%	10,718	33%	90	1%
Operating Expenses	8,174	25%	8,134	25%	40	-
Operating Income	2,634	8%	2,584	8%	50	2%
Total Non-Op. Inc. (Loss)	581	2%	612	2%	(31)	(5)%
Investment Income (Loss)	1,009	3%	905	3%	104	11%
Income Before Tax	3,215	10%	3,196	10%	19	1%
Income Tax Expense	(399)	(1)%	(390)	(1)%	(9)	2%
Net Income	2,816	9%	2,806	9%	10	-
Minority	(215)	(1)%	(218)	(1)%	3	(1)%
Consolidate Income	2,601	8%	2,588	8%	13	1%
Earnings Per Share (NT\$)	4.82		4.80			



#### **IQ/05 QoQ Consolidated Income Statement Comparison**

Amount: NT\$ million	1Q/05 Actual		4Q/04 Actual		QoQ % Change
Net Sales	8,557	100%	8,489	100%	1%
Cost of Goods Sold	5,881	69%	5,503	65%	7%
Gross Profit	2,676	31%	2,986	35%	(10)%
Operating Expenses	2,010	24%	2,229	26%	(10)%
Operating Income	666	8%	757	9%	(12)%
Total Non-Op. Inc. (Loss)	(88)	(1)%	(56)	(1)%	57%
Investment Income (Loss)	63	1%	173	2%	(64)%
Income Before Tax	578	7%	701	8%	(18)%
Income Tax Expense	(168)	-	(103)	<u>(1)%</u>	63%
Net Income	410	5%	598	7%	(31)%
Minority	(57)	-	(31)	-	
Consolidate Income	<b>353</b> <sup>*</sup>	4%	<b>567</b> *	7%	(38)%
Earnings Per Share (NT\$)	0.66		1.06		(39)%



#### **IQ/05 YoY Consolidated Income Statement Comparison**

Amount: NT\$ million	1Q/05 Actual		1Q/04 Actual		YoY% Change
Net Sales	8,557	100%	7,814	100%	10%
Cost of Goods Sold	5,881	69%	5,357	69%	10%
Gross Profit	2,676	31%	2,457	31%	9%
Operating Expenses	2,010	23%	1,790	23%	12%
Operating Income	666	8%	667	9%	-
Total Non-Op. Inc. (Loss)	(88)	(1)%	715	9%	(112)%
Investment Income (Loss)	63	1%	852	11%	(93)%
Income Before Tax	578	7%	1,382	18%	(58)%
Income Tax Expense	(168)	-	(95)	(1)%	77%
Net Income	410	5%	1,287	16%	(68)%
Minority Interests	(57)		(44)	(1)%	30%
Consolidate Income	353*	4%	1,243	16%	(72)%
Earnings Per Share (NT\$)	0.66		2.30		(72)%



## Non-op Income/Loss Breakdown

Unit : NT\$MIn	1Q05	FY2004
Investment Income/(Loss)	63	1,009
FX Gain/(Loss)	(48)	(128)
Inventory Gain/(Loss)	(98)	(374)
Financial Income/(Exp.) & Others	(5)	(74)
Total	(88)	581



#### Brand-only Consolidated Income Statement Comparison

Amount: NT\$ million	1Q/05NT\$ millionPro Forma			4 ma
Net Sales	6,251	100%	24,882	100%
Cost of Goods Sold	4,229	68%	16,634	67%
Gross Profit	2,022	32%	8,248	33%
Operating Expenses	1,572	25%	6,491	26%
Operating Income	450	7%	1,757	7%
Total Non-Op. Inc. (Loss)	49	1%	1,196	5%
Investment Income (Loss)	138	2%	1,507	6%
Income Before Tax	499	8%	2,953	12%
Income Tax Expense	<u>(140)</u>	(2)%	(322)	(1)%
Net Income	359	6%	2,621	11%
Minority Interests	(6)	-	(20)	-
Consolidate Income	353	6%	2,601	10%
Earnings Per Share (NT\$)	0.66		4.82	



#### **Inventory by Region**





## 03/31/2005 Consolidated Balance Sheet QoQ Comparison

Amount: NT\$ million	03/31/05 Actual		12/31/04 Actual		QoQ % Change
Cash	1,775	7%	3,826	15%	(54)%
S-T Investment	3,680	14%	1,364	5%	170%
Account Receivable	6,468	25%	5,791	22%	12%
Inventory	5,454	21%	6,043	23%	(10)%
Long-term Investments	2,115	8%	2,151	8%	(2)%
Fixed Assets (net)	2,270	9%	2,329	9%	(3)%
Total Assets	25,532	100%	25,876	100%	(1)%
Accounts Payable	4,945	19%	4,728	18%	5%
Current Liabilities	11,404	45%	12,260	47%	(7)%
Long-term Liabilities	21	-	22	-	(5)%
Common Stock	5,487	21%	5,475	21%	-
Stockholders' Equity	12,024	47%	11,662	45%	3%



## 03/31/2005 Consolidated Balance Sheet YoY Comparison

	03/31/05		03/31/04		YoY %
Amount: NT\$ million	Actual		Actual		Change
Cash	1,775	7%	2,366	9%	(25)%
S-T Investment	3,680	14%	5,188	20%	(29)%
Account Receivable	6,468	25%	6,001	23%	8%
Inventory	5,454	21%	5,404	21%	1%
Long-term Investments	2,115	8%	2,326	9%	(9)%
Fixed Assets(net)	2,270	9%	2,604	10%	(13)%
Total Assets	25,532	100%	26,118	100%	(2)%
Accounts Payable	4,945	19%	5,468	21%	(10)%
Current Liabilities	11,404	45%	13,288	51%	(14)%
Long-term Liabilities	21	-	40	-	(48)%
Common Stock	5,487	21%	5,252	20%	4%
Stockholders' Equity	12,024	47%	11,544	44%	4%



### **03/31/2005 Consolidated Cash Flow from Operation**

#### **D-Link has NT\$5.46bln in Cash & S-T Investment**

- Cash flow from operations of NT\$321mln in Q1/05
  - Net Profit in Q1/05: NT\$353mln
  - Depreciation & Amortization in Q1/05: NT\$101mln
- Cash used in investing activities of NT\$1.724bln in Q1/05
  - Bond Funds in Q1/05: NT\$2.318bln



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

Unit: %,days	1Q/05	FY2004	4Q/04	3Q/04	2Q/04	1Q/04 F	Y2003
Days A/R	<b>65</b> *	<b>60</b> *	<b>60</b> *	<b>60</b> *	<b>60</b> *	<b>62</b> <sup>*</sup>	61
Days Inventory	<b>89</b> <sup>*</sup>	94 <sup>*</sup>	94 <sup>*</sup>	96 <sup>*</sup>	<b>99</b> <sup>*</sup>	<b>89</b> <sup>*</sup>	93
Days A/P	75 *	<b>87</b> <sup>*</sup>	<b>87</b> <sup>*</sup>	86*	88*	<b>93</b> <sup>*</sup>	90
Cash Cycle	80	67	67	70	71	59	64
Current Ratio	1.70	1.54	1.54	1.43	1.44	1.57	1.46
Debt/Equity Ratio	1.12	1.35	1.35	1.33	1.51	1.26	1.34
Adjusted Debt/	0.58	0.77**	0.77	0.90	0.83	0.61**	0.69**
Equity Ratio							



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

Unit: %	1Q/05	FY2004	4Q/04	3Q/04	2Q/04	1Q/04	FY2003
Net Income/Sales	4.13	8.00	7.00	4.95	4.99	15.82	5.49
Net Income/	1.38	9.41	2.02	1.57	1.39	4.73	5.78
Total Assets							
<b>Operating Profit/</b>	7.78	8.00	8.00	6.18	9.12	8.43	6.41
Sales							
Return on Equity <sup>*</sup>	12	22	22	22	22	22	14
EPS (NT\$) <sup>**</sup>	0.66	4.82	1.03	0.76	0.71	2.30	2.75

\* Annualized

\*\*Calculated by 1Q05 weighted average of 536.3mln shares.



#### **Revenue by Regions**





#### **Revenue by Products**

	> Switch dropped 15% QoQ			>Broadband increased 8% QoQ		
IT\$ Million	> WLAN in	creased 4% QoQ	≻ Digit	tal Home increase	e 11% QoQ	
10000						
8000				6%	<b>6%</b>	
	10%	12%	8%	10%		
6000	8%	9%		27%	20%	
	23%	27%	27%		29%	
4000						
	34%	28%	32%	32%	33%	
2000						
	25%	24%	23%	25%	21%	
0		1				
	Q104	Q204	Q304	Q404	Q105	



Q4/04

## WW SMB/SOHO Market Share Leader





## Dominance in all Segments

#### **Market Shares by Products** 35% 32% 30% 27% 25% 22% 21% 20% 15% 12% 9% 10% 5% 0% **SMB/SOHO Switch WLAN Broadband** Source: Synergy Research Group, FY2004 2003 2004



# Regional Update (D-Link Brand Only)

#### North America

- > Significant increases in WLAN and Digital Home volume
- Very strong acceptance of MediaLounge and GamerLounge lines of products

#### > EMEA

- > Double-digit YoY revenue growth in US\$ terms
- IDC named D-Link the fastest growing LAN switches supplier in EMEA
- > Xstack L3 switch won Best Product of Network Computing in Germany

#### > AsiaPac and Others

- Strong 60%+ YoY revenue growth from ANZ, ASEAN, CIS and L.A.
- Major Broadband and VoIP project wins in Taiwan, India, and ANZ



# **Industry Snapshots**

- Over 35m new xDSL installed in 2004 that will refuel demands for faster and better home networking equipments.
- From 2005 onwards, WW new xDSL subscribers will grow 50-90m annually. Faster ADSL2+/VDSL/SDSL will begin to dominate broadband services.
- Media Home networking will have a CAGR of 29% onto 2009.
- Revenue of IP-based Home Control networking devices will be doubled to \$4B (04-08)
- > Total home networking revenue will also become twofold to \$17.1B (04-08)
- Gigabit outpaced FE. D-Link is the leader of unmanaged GigE switches for both port shipment and revenue in 2004.



# Guidance for Q2/05 (For the Group)

- Q2 revenue forecast is better than the usual seasonal downward adjustment (in US\$ terms)
  - Flat to marginally up sequentially
    YoY growth will outpace Q1's 15.9%
  - > Brand relatively stronger than OEM
- > Gross margin will track back to normal range
  - Share of switch shipment will be up, Broadband down
    AsiaPac and others continues to lead the growth