

**D-Link**<sup>®</sup>  
Building Networks for People



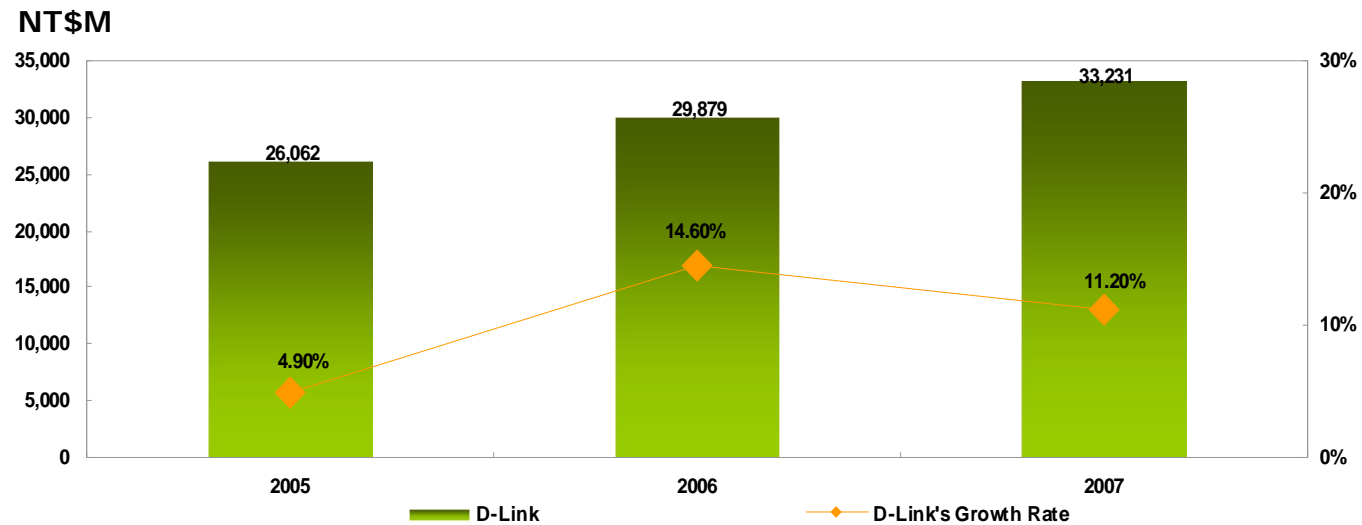
# Credit Suisse Asia Investor Conference

April 1-2, 2008

## D-Link Sales

Ø 2007 D-Link's Sales NT\$33,231M, grew 11.2% YoY

Ø D-Link's sales growth rate in line with guidance (10-15%)



## 2007 Income Statement & YoY Comparison

Unit: NT\$ million	2007		2006		YoY % Change
	AMT	%	AMT	%	
Net Sales	33,231	100.0	29,879	100.0	11.2
Cost of Goods Sold	21,845	65.7	20,038	67.1	9.0
Gross Profit	11,386	34.3	9,841	32.9	15.7
Operating Expenses	9,082	27.4	7,562	25.3	20.1
Operating Income	2,304	6.9	2,279	7.6	1.1
Total Non-Op. Inc. (Loss)	1,270	3.8	811	2.7	56.6
Income Before Tax	3,574	10.7	3,090	10.3	15.7
Tax (Exp.) / Income	(235)	(0.7)	(529)	(1.8)	(55.6)
Net Income	3,339	10.0	2,561	8.5	30.4
Minority Interest	0	0.0	(40)	(0.1)	(100.0)
Consolidated Income	3,339	10.0	2,521	8.4	32.4
EPS (NT\$)-Per W.A. Capital	5.03		3.80		32.4
EPS (NT\$)-Per yr-end Capital	6.10		4.61		32.4

\* The numbers are pro forma

## 2007 Revenue by Regions Brand Only

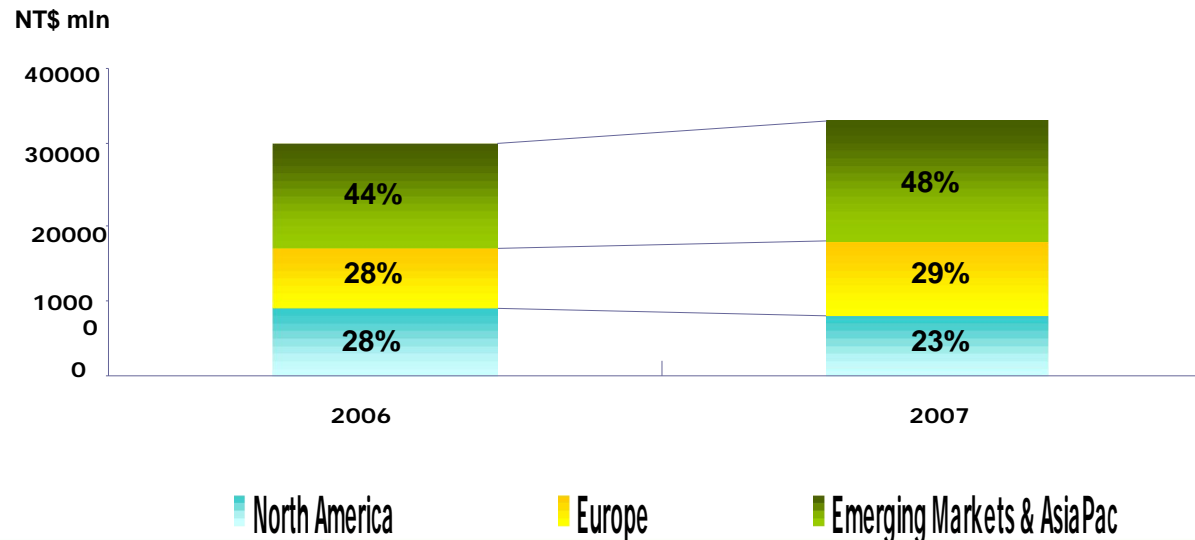
07 revenue *YoY* comparison:

Ø N.A. dropped 10.8%

Ø Europe increased 14.8%

Ø Emerging markets & AsiaPac jumped 23.2%

Ø In NT\$ terms, WW 07 revenue grew 11.2%



## 2007 Revenue by Products Brand Only

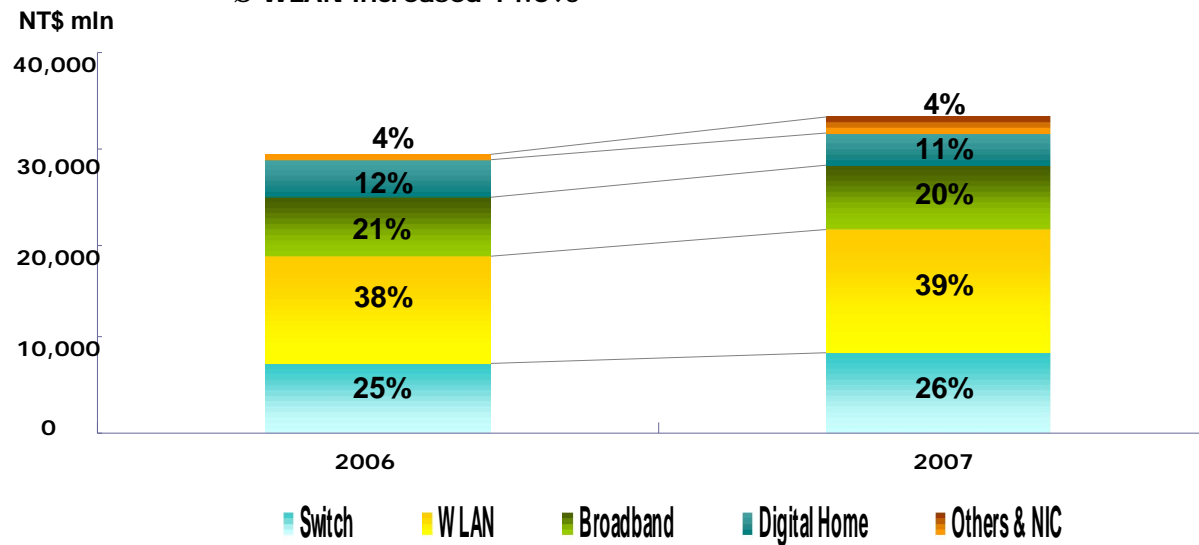
07 revenue YoY comparison.

Ø Switch grew 14.2%

Ø WLAN increased 14.0%

Ø Broadband rose 8.8%

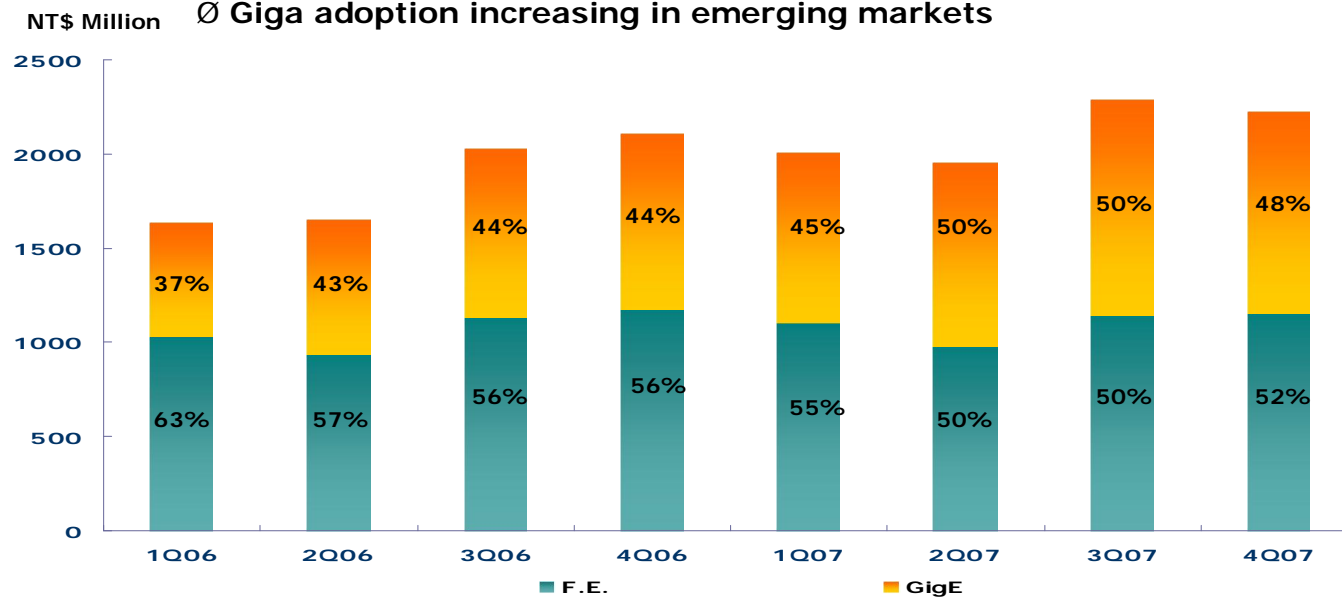
Ø Digital Home grew 4.6%



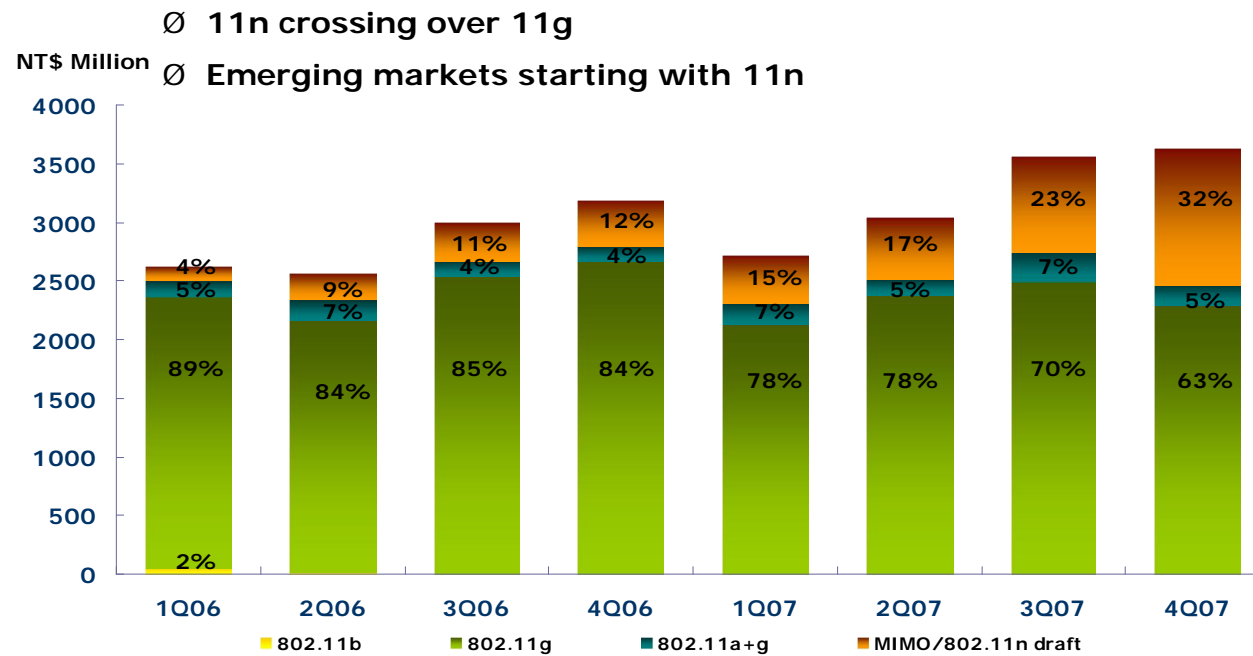
## D-Link Switch

Ø Green Ethernet Switches prevailing

Ø Giga adoption increasing in emerging markets

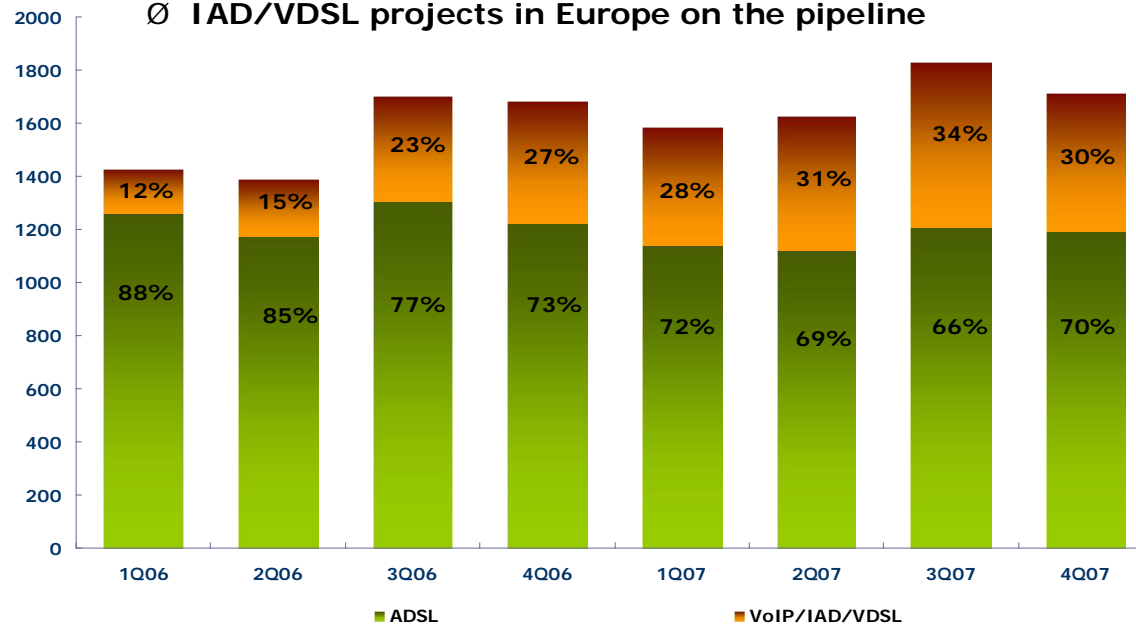


## D-Link WLAN



## D-Link Broadband

- NT\$ Million
- ∅ Cutting out low margin ADSL business
  - ∅ IAD/VDSL projects in Europe on the pipeline





## 2008 Market Outlook

### Telcos/ISPs

- ∅ CPE less vulnerable than COE
- ∅ VDSL/PON/IAD prevailing
- ∅ ASPs erosion
- ∅ WiMax's future uncertain

### Business

- ∅ SMB less impacted than enterprise
- ∅ Steady growth in Switches
- ∅ Trend to Green/Giga
- ∅ Competitions intensify

### Consumer

- ∅ Access devices less affected than luxury
- ∅ 11n crossovers 11g
- ∅ Rising stars, IP Cameras & NAS
- ∅ D-Link 2.0 launching in 2Q08

## 2008 Regional Outlook

### North America

- Ø Slowdown in Retail
- Ø Ramp up in SMB
- Ø Enhancement of 11n leading position

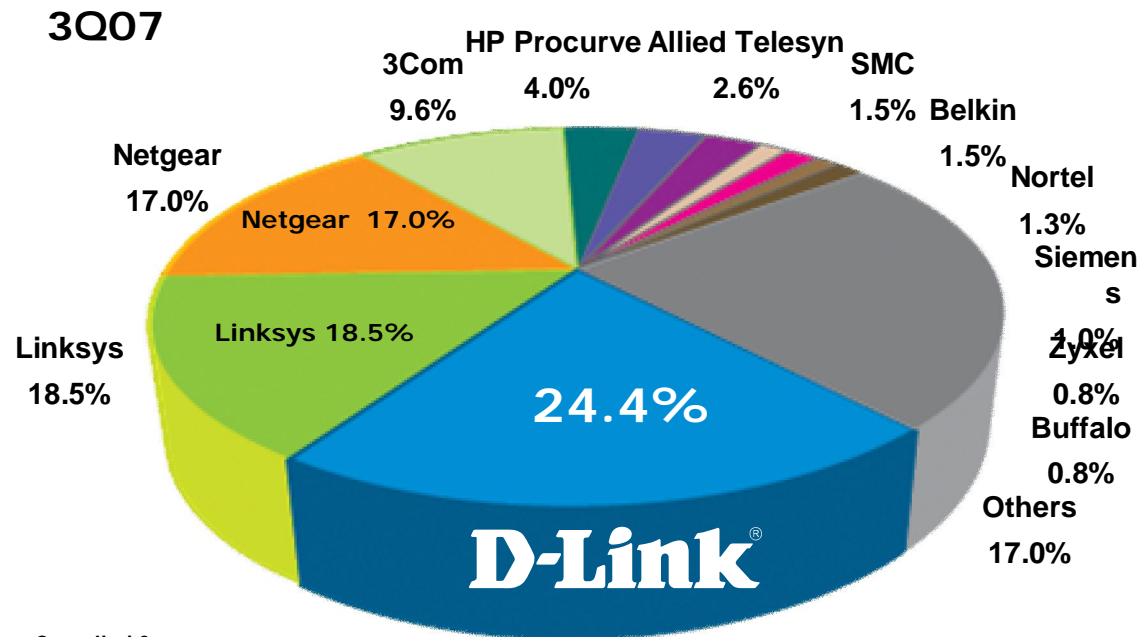
### Europe

- Ø Strong growth in Eastern Europe
- Ø Solution oriented product offering
- Ø IAD/VDSL ramping up

### Other

- Ø Solid fast growth to continue
- Ø Taking off in Japan & M.E.A.
- Ø Gigabit Switches/11n routers take-on

## #1 in SOHO/SMB Market



Source: Compiled from  
In-Stat 3Q 2007 Wireless LAN Equipment Market Share Report  
In-Stat 3Q 2007 Ethernet LAN Switch Market Share Report  
In-Stat 3Q 2007 Broadband Equipment Market Share Report

## Business Week 2007 InfoTech 100

### The Best Returns

	SHAREHOLDER RETURN (THROUGH 5/31/07)
GRUPO IUSACELL	282.8%
RESEARCH IN MOTION	148.4
BHARTI AIRTEL	131.7
NINTENDO	129.3
VIMPELCOM	127.0
VARIAN SEMICONDUCTOR	104.3
APPLE	102.8
AMAZON.COM	99.8
<b>D-LINK</b>	<b>99.6</b>
PRICELINE.COM	98.8

\*Results are through the latest available 12-months for U.S. companies, and the latest available year for all others.

Data: Standard & Poor's Compustat

Ø Ranked #2 of all data networking companies

Ø Ranked #12 of all Taiwan companies in this list

19	<b>GOOGLE</b> U.S. / GOOG / NET	12,015.1 31	68 5	19.0 61	33.9 65	3,487.3	Flatter to gain market
20	<b>CISCO SYSTEMS</b> U.S. / CSCO / COMM	33,473.0 14	24 60	24.4 40	36.8 58	6,947.0	Cisco's basic consumer
96	<b>ADVANCED SEMICONDUCTOR ENG.</b> Taiwan / SEMI	3,052.4 70	20 68	26.4 32	15.0 89	529.4	The Carlyle Group, the world's top chip private-equity firm
97	<b>FISERV</b> U.S. / FISV / SVCS	4,666.9 59	12 87	18.1 65	37.3 54	440.6	The company bought retirement advisor May, and made a
98	<b>ADOBE SYSTEMS</b> U.S. / ADBE / SOFT	2,569.2 76	20 67	10.7 90	53.9 26	544.6	Adobe is more than Suite 3 helped post quarter.
99	<b>D-LINK</b> Taiwan / COMP	1,266.2 94	15 80	17.2 70	99.6 9	76.6	This manufacturer making the gear that software for small
100	<b>LOGITECH INTERNATIONAL</b> Switzerland / COMP	2,066.6 86	15 79	27.2 28	31.8 71	229.8	The mouse maker all manner of PC's living room with T

KEY TO INDUSTRIES: COMM=Communications equipment, COMP=Computers and peripherals, DIST=Distributors, NET=Internet companies, SEMI=Software, TELE=Telecommunications.

FOOTNOTES: \*Only for companies traded on U.S. exchanges. †Total return is based on less than one year of data because IPO has occurred after May 31.

76 | BusinessWeek | July 2, 2007

## Challenges & Opportunities

### Challenges

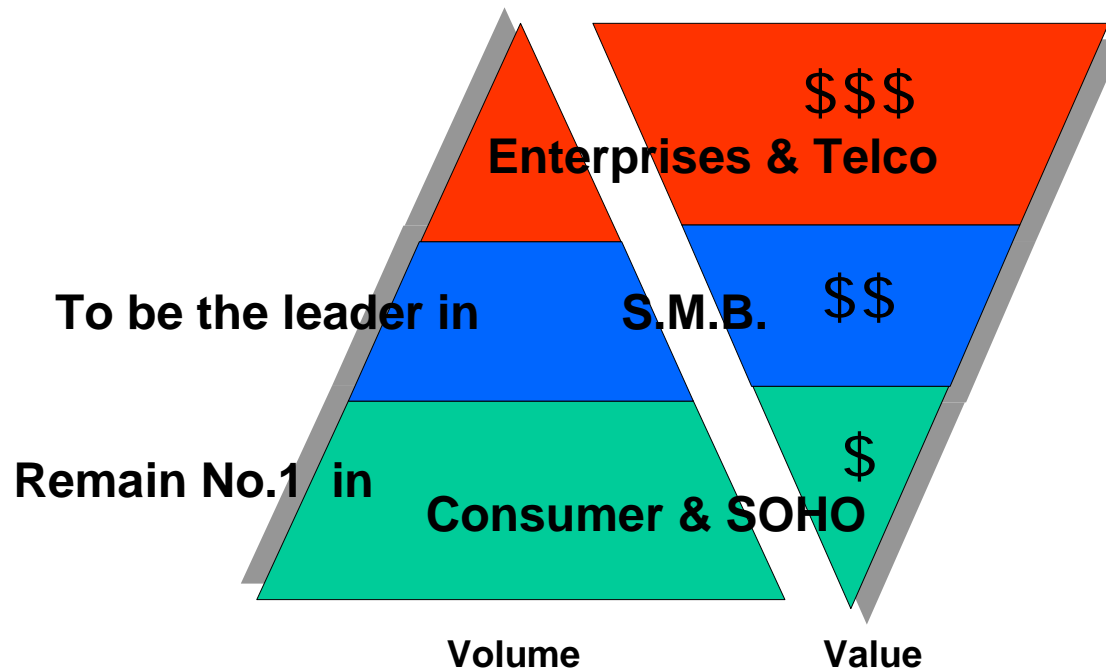
- ∅ Telco/ISP becoming dominant
- ∅ Cisco going for SMB/home
- ∅ Retail business getting bloody

### Opportunities

- ∅ New applications drive opportunity
- ∅ SMB market keeps growing
- ∅ Web 2.0 brings new business

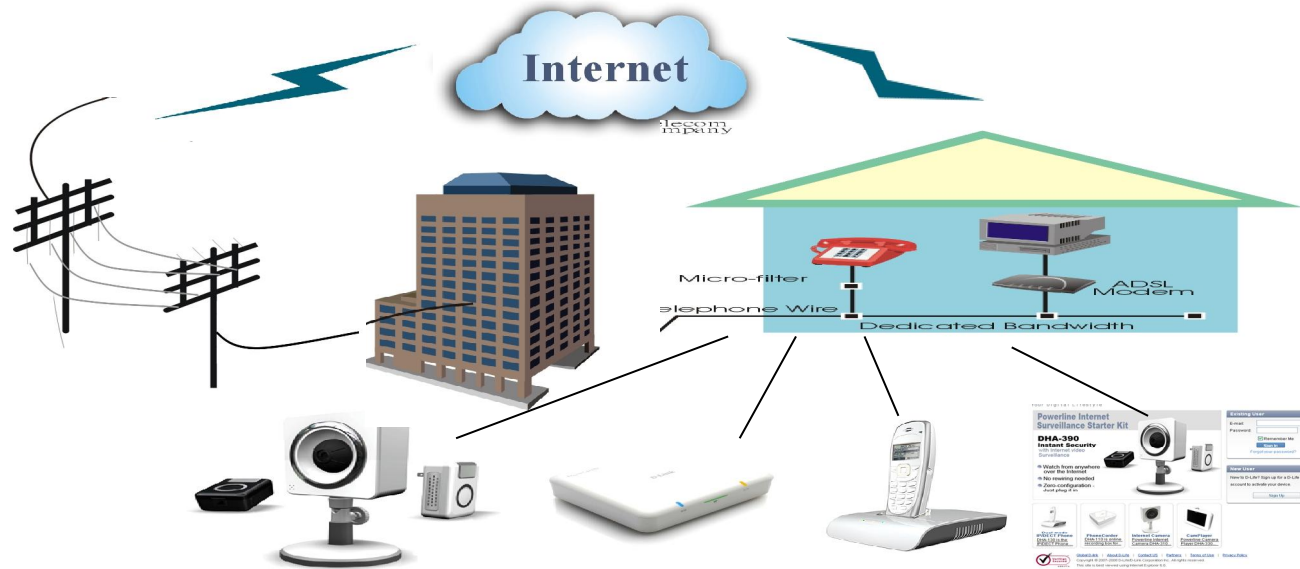


## Market Strategy



## Vision & Mission

### D-Link 1.0 Building Networks for People



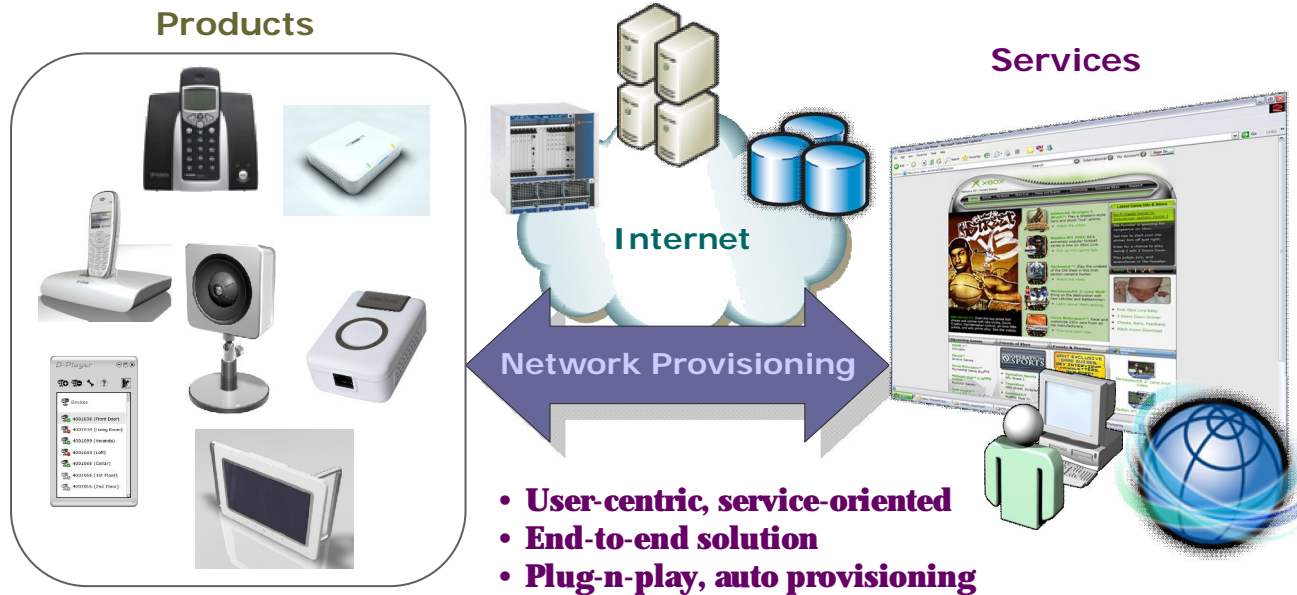
### D-Link 2.0 Your Digital Life, Connected

## D-Link 1.0 to 2.0





## 2.0 Social Network



**Voice & IP  
Telephony**

**IP  
Surveillance**

**Home  
Automation**

**Home A/V**

## 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.

# Q & A

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

**D-Link**<sup>®</sup>  
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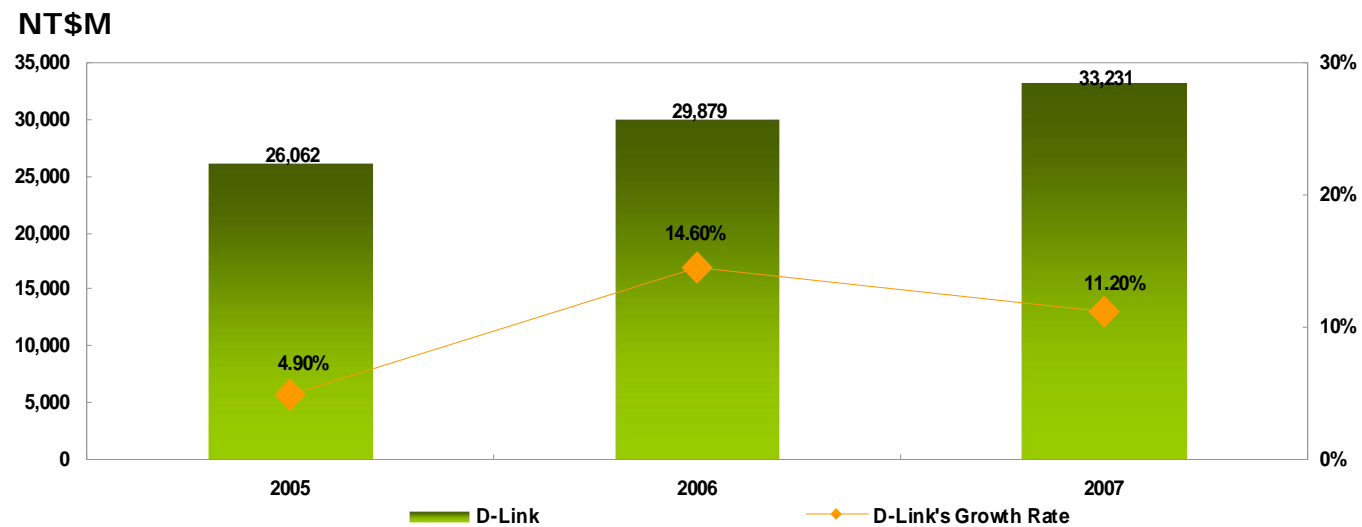
# 瑞信證券亞洲投資人論壇

97年4月1-2日

## D-Link Sales

Ø 96年營收新台幣NT\$33,231M, 較95年成長11.2%

Ø 營收成長合乎預期 (10-15%)



## 2007年損益表 - 與 2006年比較

Unit: NT\$ million	2007		2006		YoY % Change
	AMT	%	AMT	%	
銷貨收入淨額	33,231	100.0	29,879	100.0	11.2
銷貨成本	21,845	65.7	20,038	67.1	9.0
營業毛利	11,386	34.3	9,841	32.9	15.7
營業費用	9,082	27.4	7,562	25.3	20.1
營業收益	2,304	6.9	2,279	7.6	1.1
總營業外費用及損失	1,270	3.8	811	2.7	56.6
稅前淨利	3,574	10.7	3,090	10.3	15.7
所得稅費用	(235)	(0.7)	(529)	(1.8)	(55.6)
淨利	3,339	10.0	2,561	8.5	30.4
少數股權	0	0.0	(40)	(0.1)	(100.0)
合併淨利	3,339	10.0	2,521	8.4	32.4
每股紅利 (NT\$)-Per W.A. Capital	5.03		3.80		32.4
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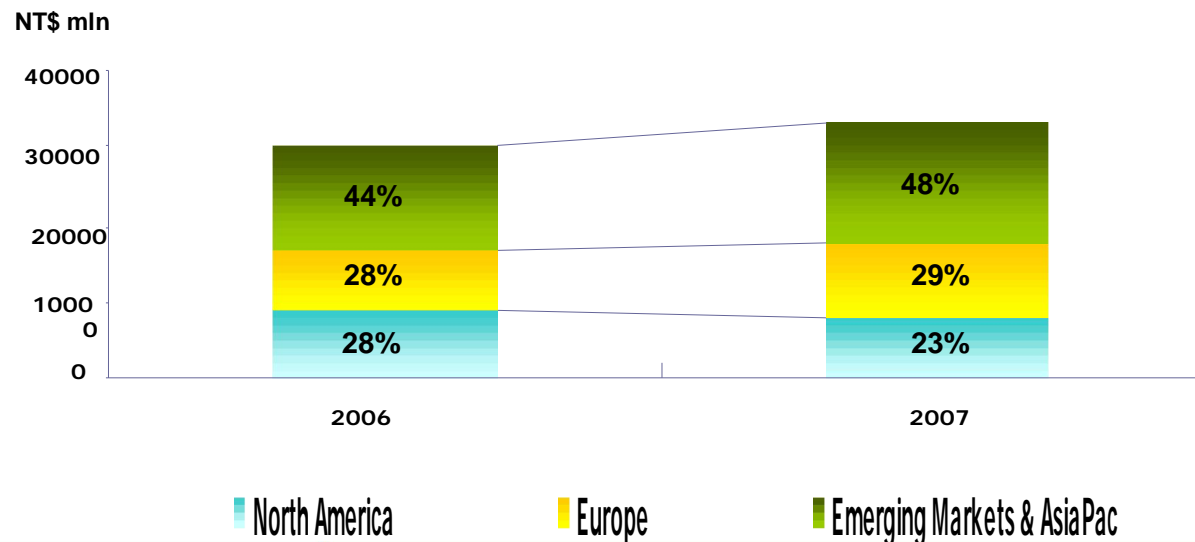
## 2007年各區域營收概況

### 品牌營收

2007年營收與去年比較：

- ∅ 北美下滑 10.8%
- ∅ 歐洲成長 14.8%

- ∅ 新興市場及亞太地區成長 23.2%
- ∅ 以新台幣計，全球 2007年營收成長 11.2%



## 2007年各產品線營收概況 品牌營收

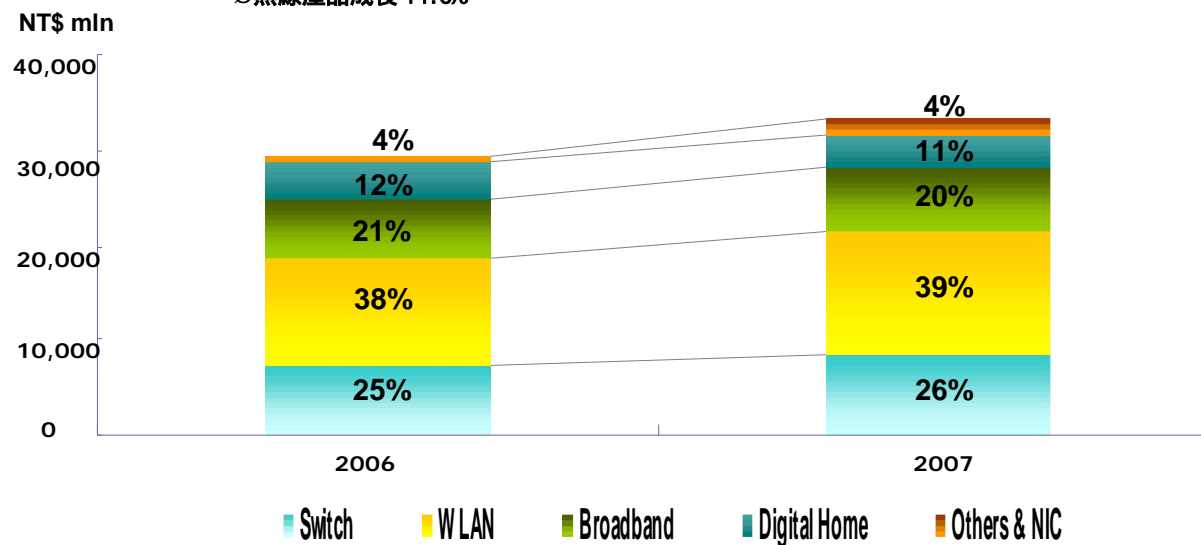
2007年營收與去年比較：

○交換器成長 14.2%

○無線產品成長 14.0%

○寬頻產品成長 8.8%

○數位家庭產品成長 4.6%

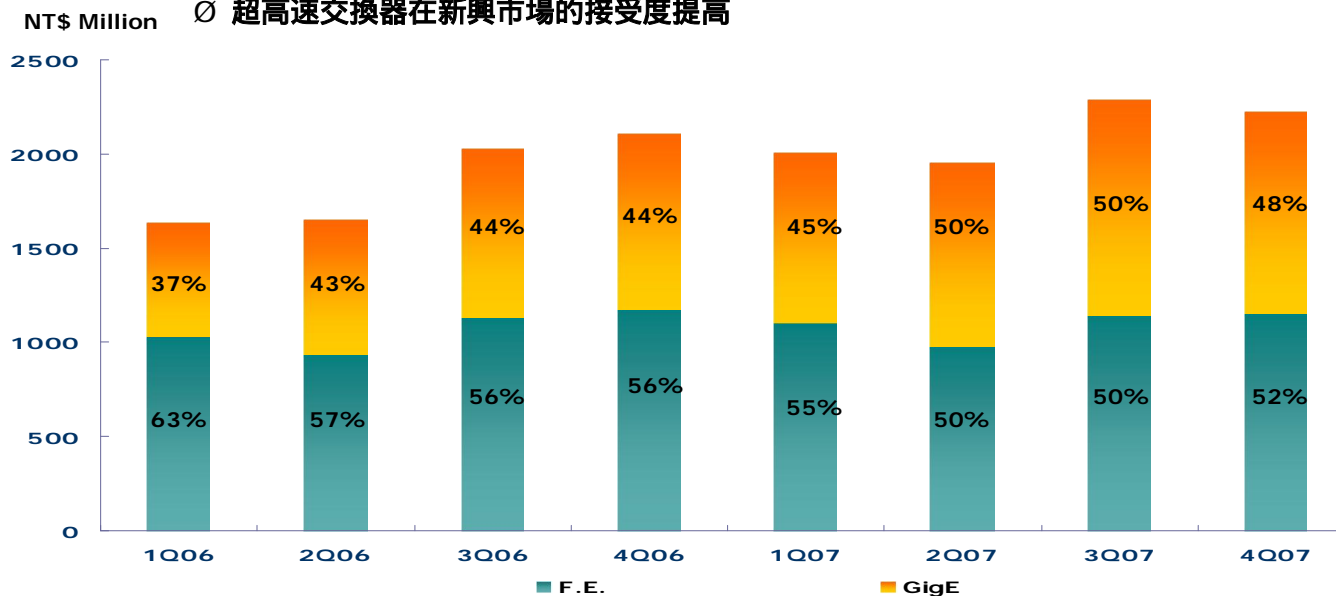




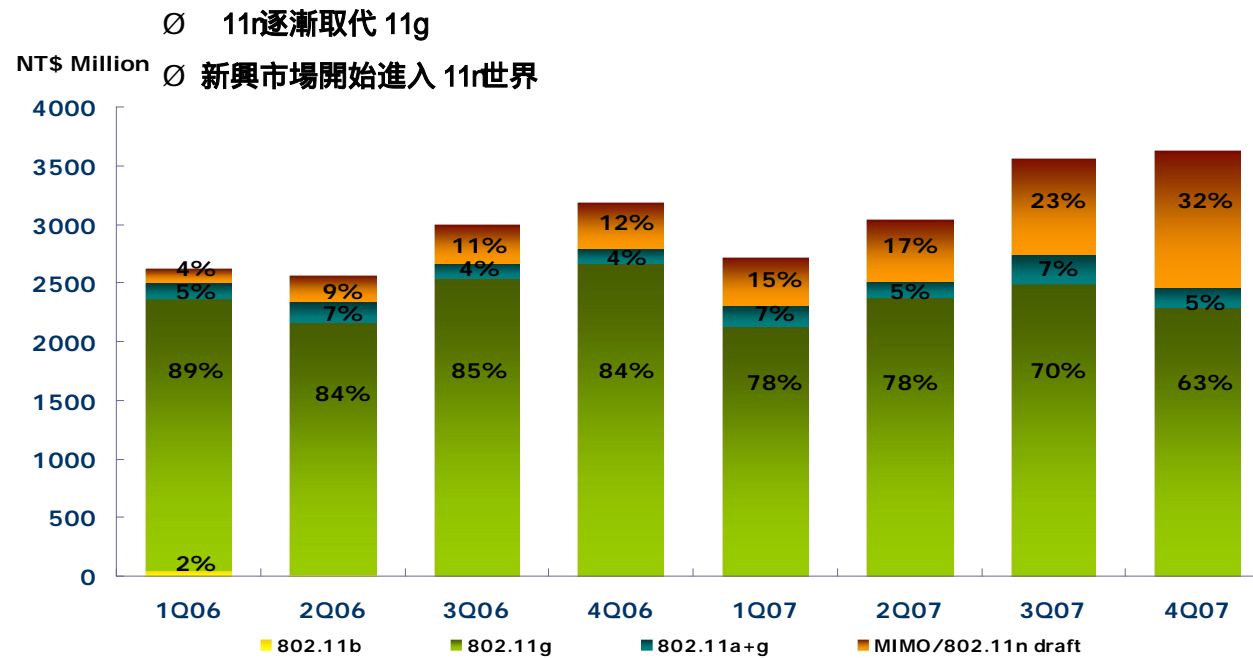
## 友訊交換器營收

Ø 具環保概念的交換器將成為主流

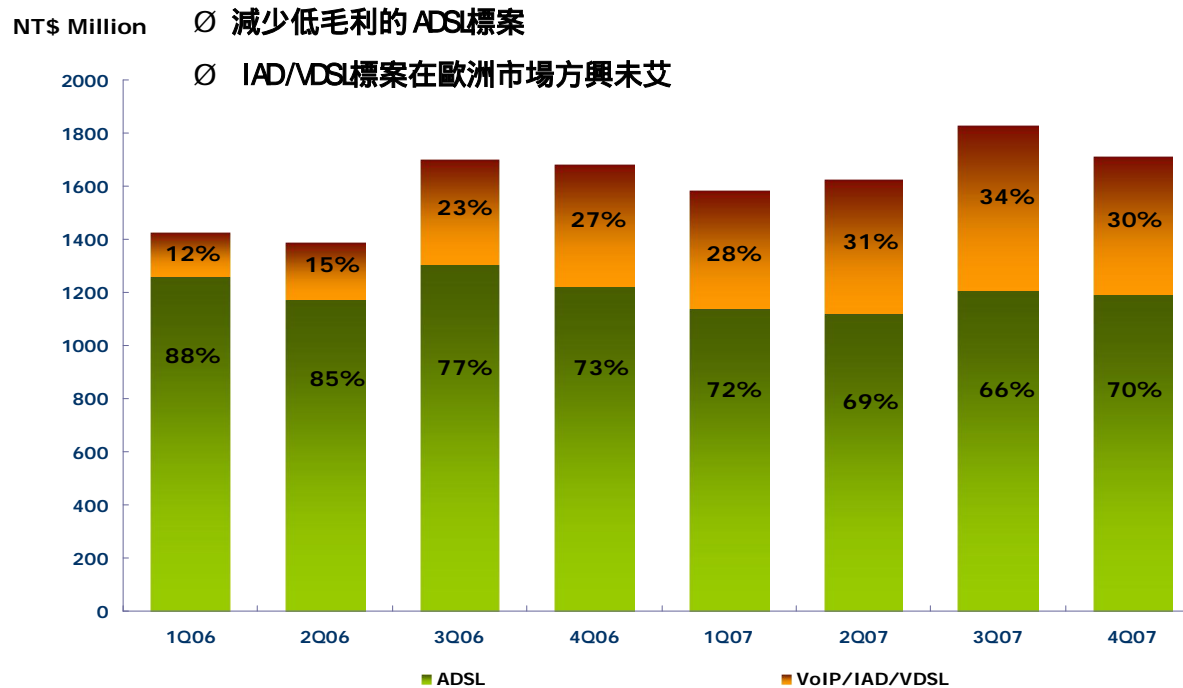
Ø 超高速交換器在新興市場的接受度提高



## 友訊無線產品營收



## 友訊寬頻產品營收



## 2008年市場展望

### Telcos/ISPs

- ∅ CPE端設備將比COE端更具潛力
- ∅ VDSL/PON/IAD產品將成主流
- ∅ ASPs市場將被瓜分
- ∅ WiMax未來發展不明

### Business

- ∅ SMB市場將比企業市場更具發展性
- ∅ Switches產品仍維持穩定成長
- ∅ Green/Giga將是主要趨勢
- ∅ 競爭愈益白熱化

### Consumer

- ∅ 存取設備比奢侈品更具成長性
- ∅ 11n取代11g
- ∅ IP Cameras & NAS將是明日之星
- ∅ D-Link 2.0於第二季正式上市

## 2008年各區域展望

### North America

- ∅ 零售通路市場發展趨緩
- ∅ SMB市場將有跳躍式成長
- ∅ 在 11n市場將更鞏固領先地位

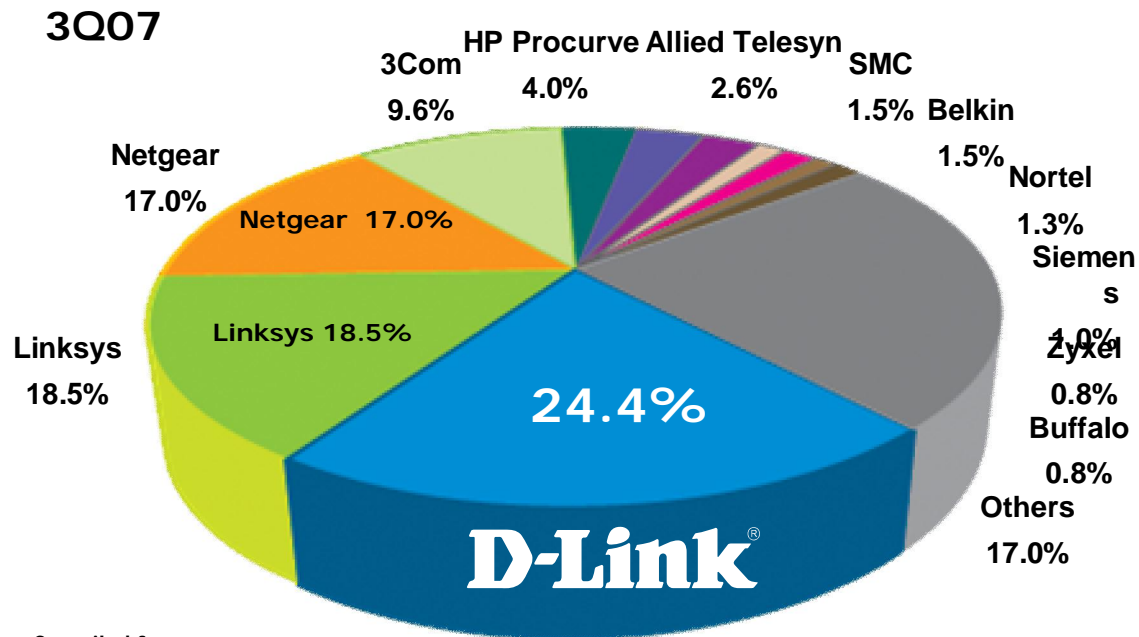
### Europe

- ∅ 東歐市場將有大幅成長
- ∅ 產品導向將以解決方案為主
- ∅ IAD/VDSL產品將有顯著成長

### Other

- ∅ 持續地快速成長
- ∅ 日本及中東及非洲市場穩定成長
- ∅ Gigabit Switches/11n routers正式上市

## SMB/中小型企業市場領導品牌



Source: Compiled from  
In-Stat 3Q 2007 Wireless LAN Equipment Market Share Report  
In-Stat 3Q 2007 Ethernet LAN Switch Market Share Report  
In-Stat 3Q 2007 Broadband Equipment Market Share Report

# 商業周刊

## 2007年100大IT公司

The Best Returns	
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GRUPO IUSACELL	282.8%
RESEARCH IN MOTION	148.4
BHARTI AIRTEL	131.7
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AMAZON.COM	99.8
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\*Results are through the latest available 12-months for U.S. companies, and the latest available year for all others.  
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- 友訊排名網路公司第 2名
- 友訊排名台灣 IT公司第 12名

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76 | BusinessWeek | July 2, 2007

## 挑戰 & 機會

### 挑戰

- ∅ Telco/ISP 形成主流
- ∅ 思科進入 SMB/home市場
- ∅ 零售市場競爭愈形激烈

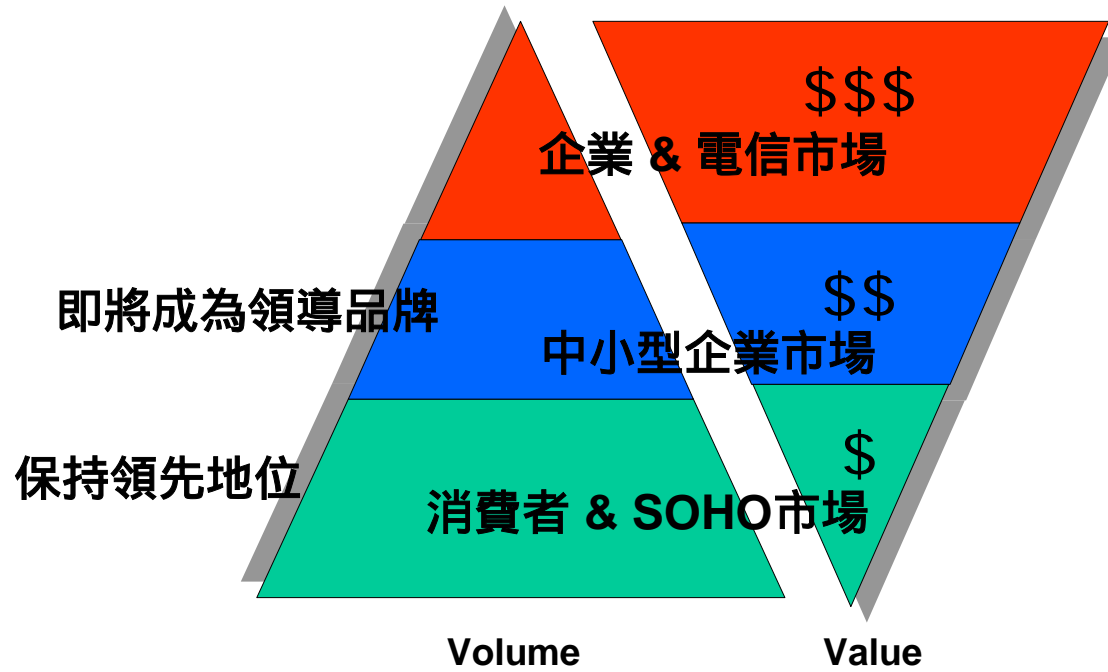
### 機會

- ∅ 新應用是機會所在
- ∅ SMB市場持續成長
- ∅ Web 2.0帶來新業務



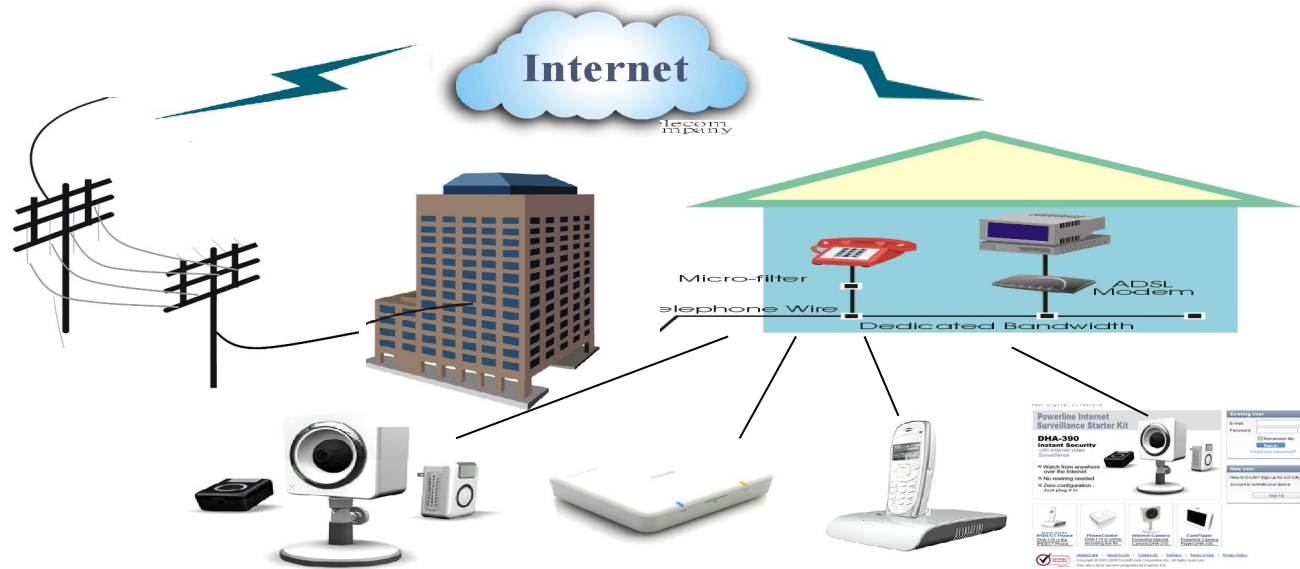


## 市場策略



## 願景 & 使命

### D-Link 1.0 Building Networks for People

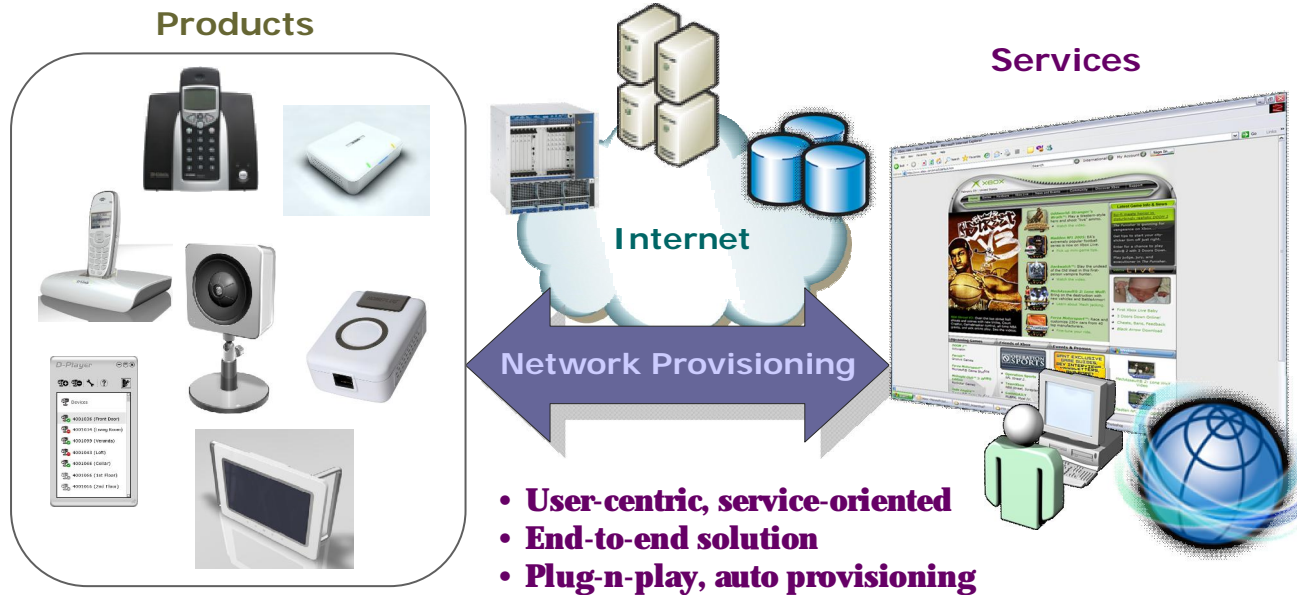


### D-Link 2.0 Your Digital Life, Connected

## D-Link 1.0 to 2.0



## 2.0 Social Network



**Voice & IP  
Telephony**

**IP  
Surveillance**

**Home  
Automation**

**Home A/V**

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# 問題與建議

關於友訊科技完整的財務與公開資訊，請參考下方網址  
<http://ir.dlink.com>