



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

# Credit Suisse 2008 ATC

**September 17-18, 2008**

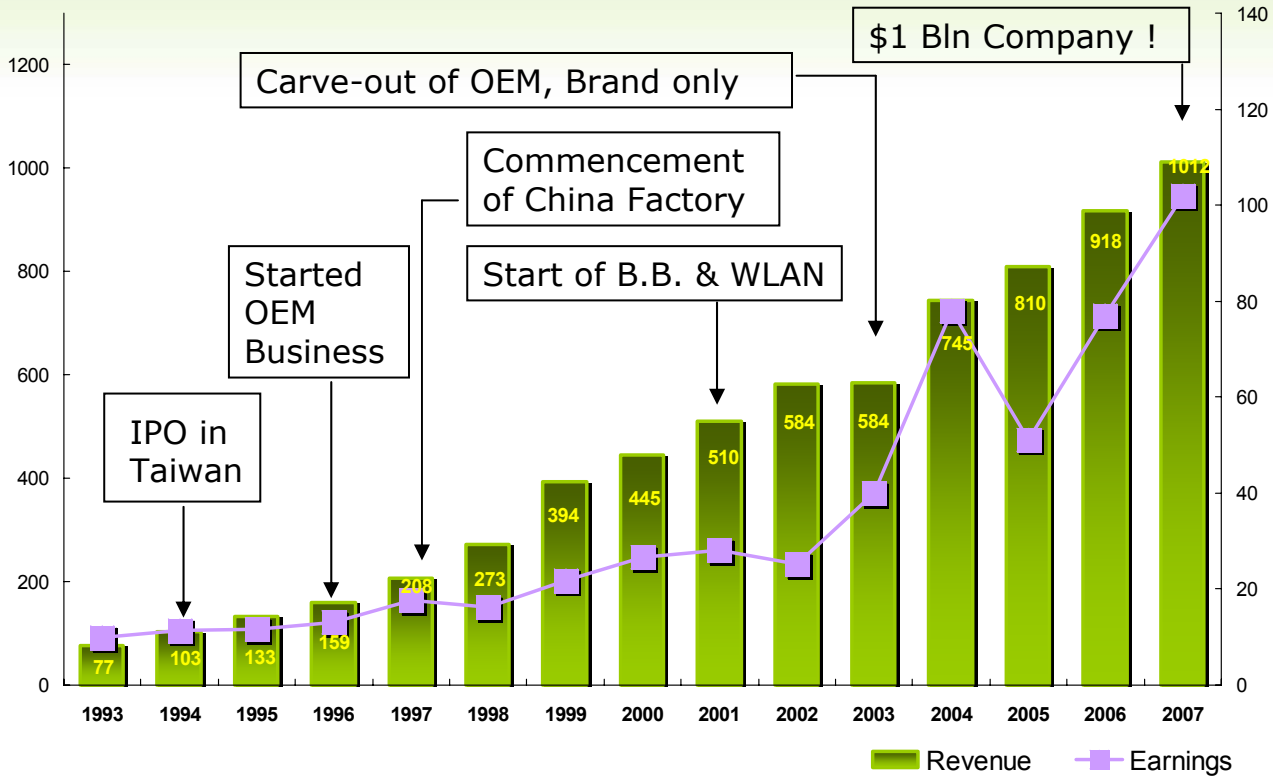
## **Safe Harbor Statement**

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.

# Operation Review & Updates

## Milestone

US\$M

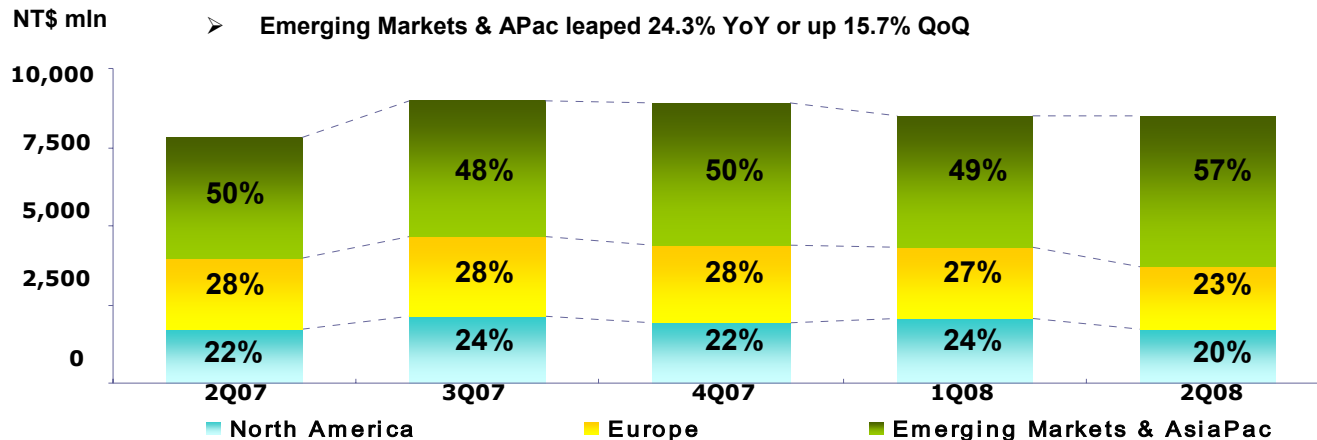


# Quarterly Revenue by Regions

## Brand Only

2Q08 revenue up 8.6% YoY, up 0.2% QoQ; in US\$ terms up 18.1% YoY, up 4.0% QoQ

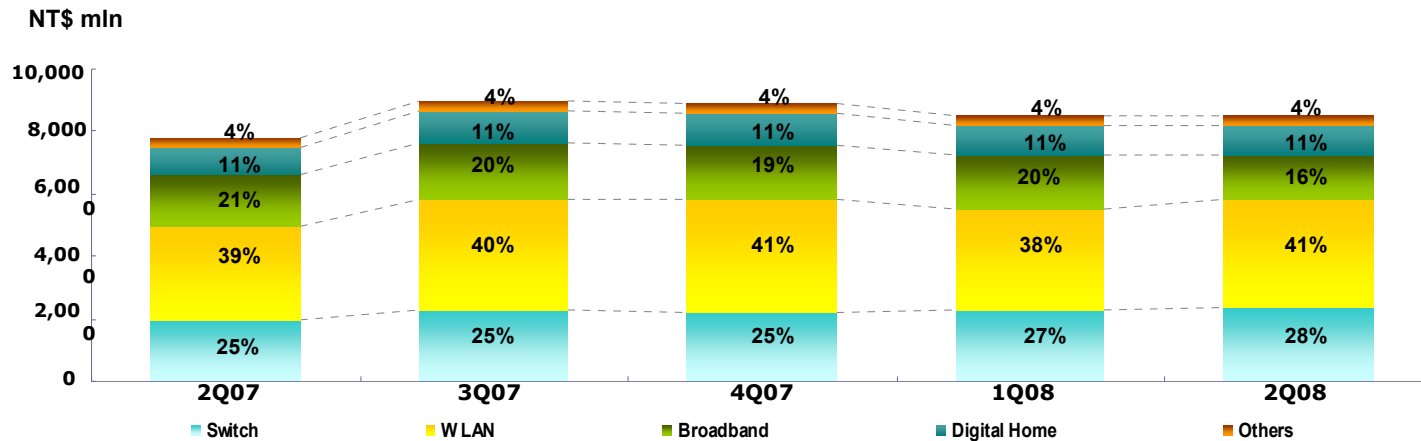
- N.A. dropped 1.9% YoY or down 17.1% QoQ
- Europe slipped 10.6% YoY or down 12.7% QoQ
- Emerging Markets & APac leaped 24.3% YoY or up 15.7% QoQ



## Quarterly Revenue by Products Brand Only

### 2Q08 revenue comparison:

- Switch leaped 21.8% YoY, up 4.7% QoQ
- WLAN jumped 14.4% YoY, up 8.2% QoQ
- B.B. dropped 14.1% YoY, down 19.4% QoQ
- D.H. up 2.7% YoY, down 0.7% QoQ



## 1H08 Income Statement & YoY Comparison

Unit: NT\$ million	1H08		1H07		YoY %
	AMT	%	AMT	%	Change
Net Sales	<b>17,000</b>	100.0	<b>15,345</b>	100.0	10.8
Cost of Goods Sold	<b>11,284</b>	66.4	<b>10,005</b>	65.2	12.8
Gross Profit	<b>5,716</b>	33.6	<b>5,340</b>	34.8	7.0
Operating Expenses	<b>4,883</b>	28.7	<b>4,148</b>	27.0	17.7
Operating Income	<b>833</b>	4.9	<b>1,192</b>	7.8	(30.1)
Total Non-Op. Inc. (Loss)	<b>(11)</b>	(0.1)	<b>699</b>	4.5	(101.6)
Income Before Tax	<b>822</b>	4.8	<b>1,891</b>	12.3	(56.5)
Tax (Exp.) / Income	<b>(112)</b>	(0.6)	<b>56</b>	0.4	300.0
Net Income	<b>710</b>	4.2	<b>1,947</b>	12.7	(63.5)
Minority Interest	<b>0</b>	0.0	<b>(19)</b>	(0.1)	(100.0)
Consolidated Income	<b>710</b>	4.2	<b>1,928</b>	12.6	(63.2)
EPS (NT\$)-Per Fully Diluted Capital of NT\$5,652M	<b>1.26</b>		<b>3.41</b>		(63.2)

\* The numbers are unaudited.

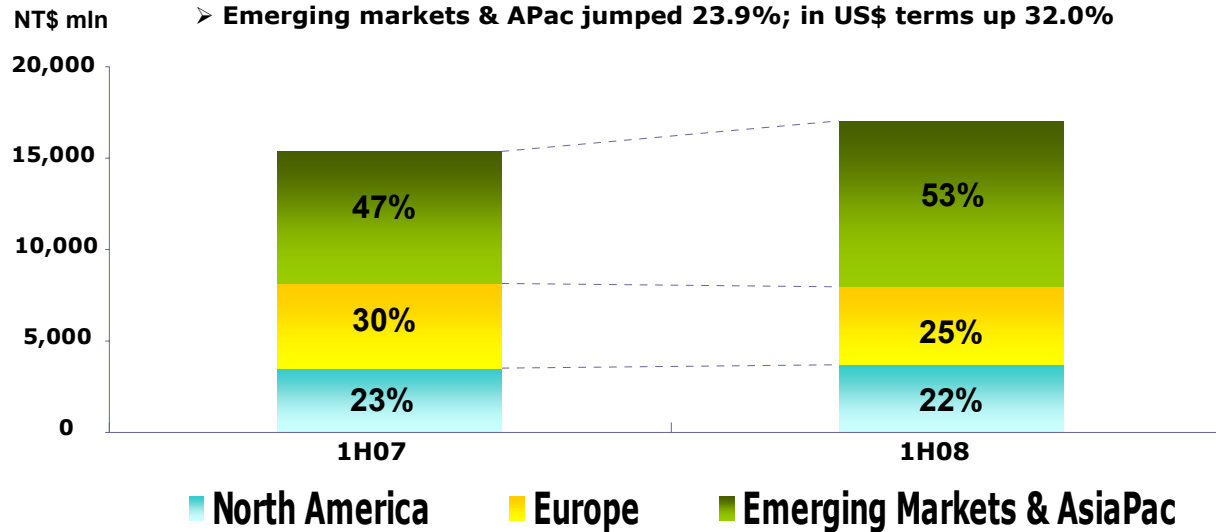
# 1H08 Revenue by Regions

## Brand Only

**1H08 revenue YoY comparison:**

**WW revenue grew 10.8%; in US\$ terms up 17.9%**

- N.A. increased 7.2%; in US\$ terms up 14.1%
- Europe dropped 7.1%; in US\$ terms down 1.3%
- Emerging markets & APac jumped 23.9%; in US\$ terms up 32.0%





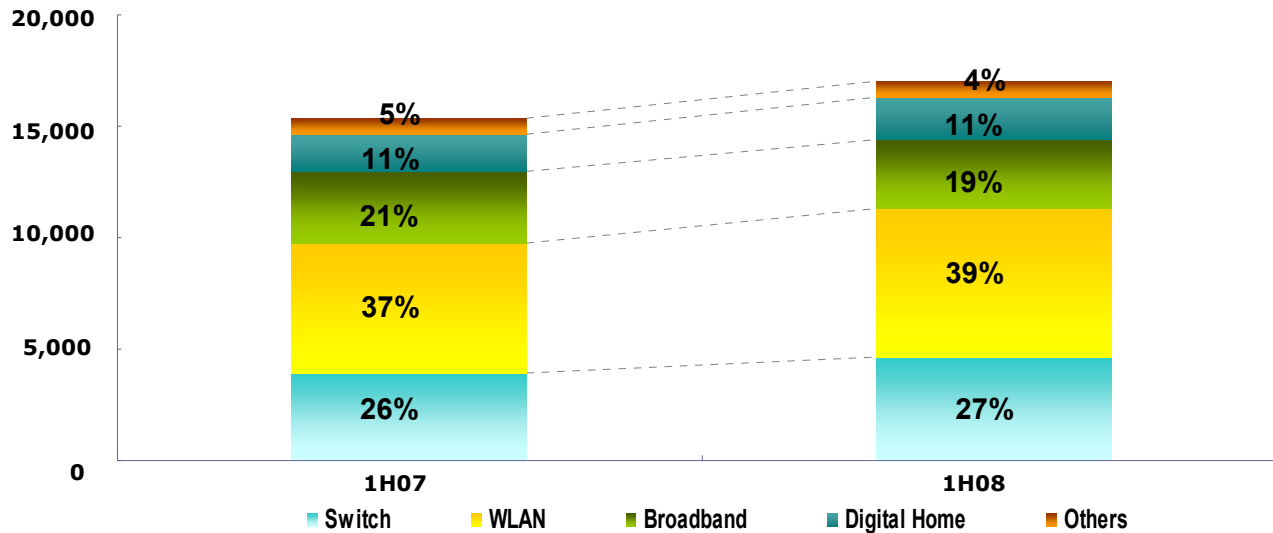
# 1H08 Revenue by Products

## Brand Only

### 1H08 revenue YoY comparison:

- Switch grew 17.6%
- WLAN increased 16.1%
- Broadband down 2.5%
- Digital Home grew 9.3%

NT\$ mln

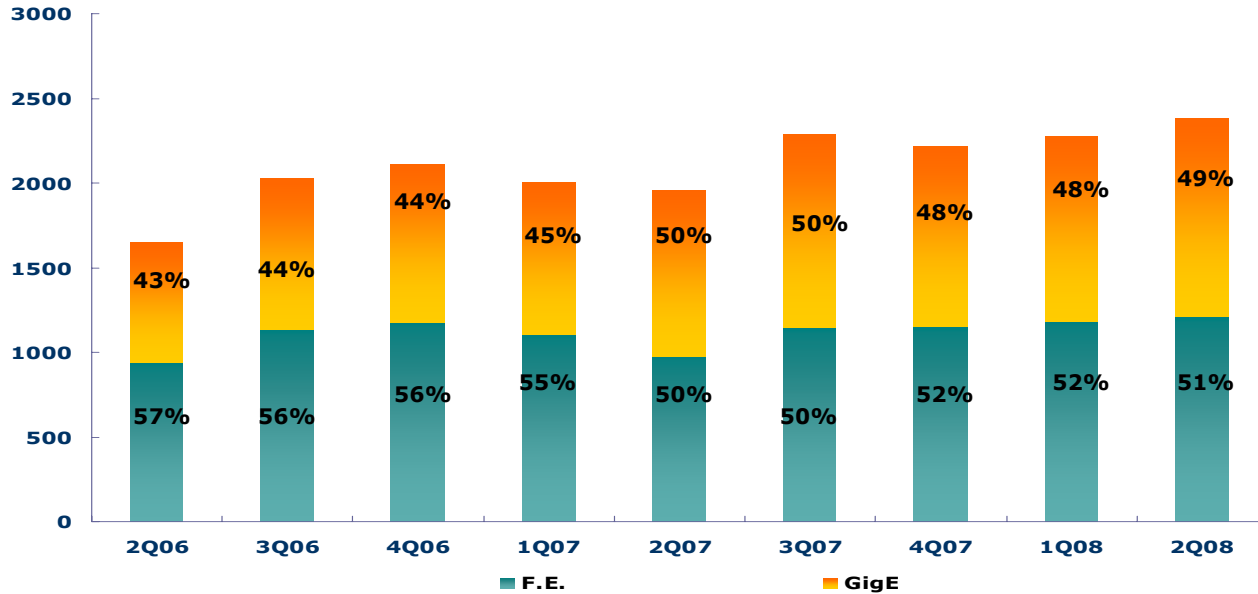


## D-Link Switch

➤ Strong networking infrastructure demands for Switching

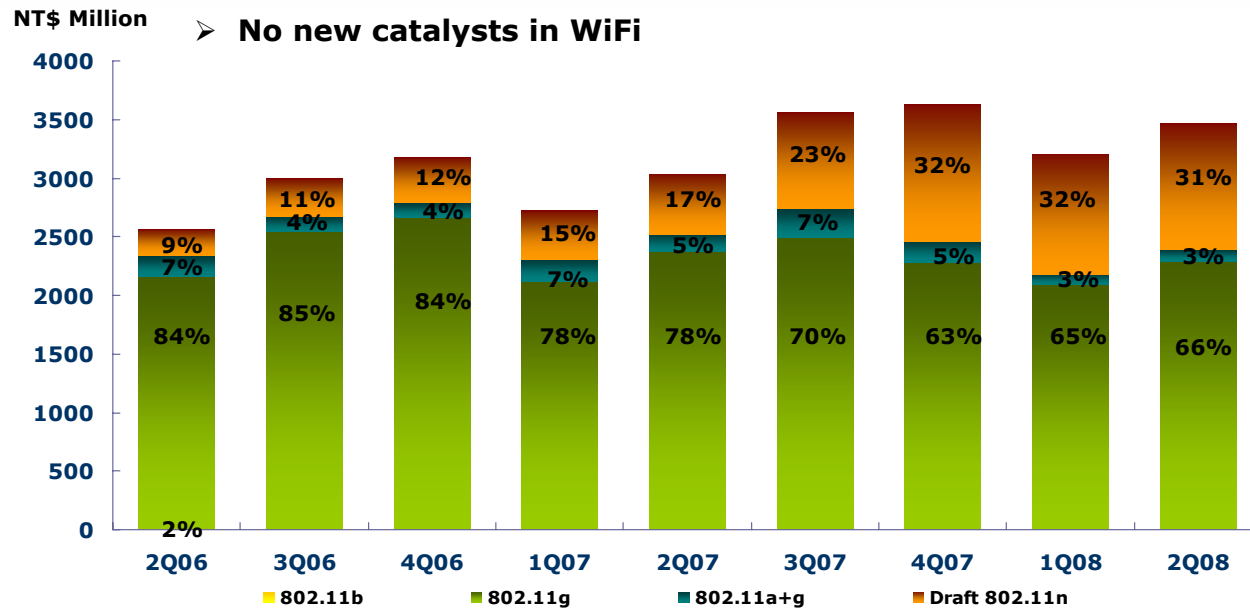
NT\$ Million

➤ Bundling projects emerging from Telcos



## D-Link WLAN

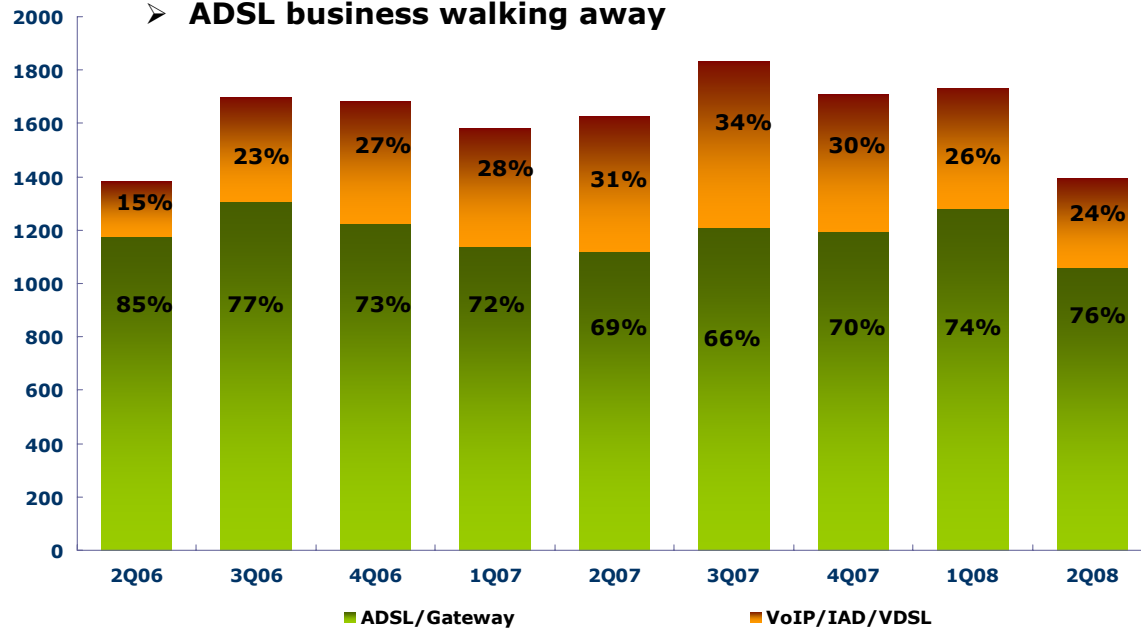
- 11n steadily growing
- No new catalysts in WiFi



## D-Link Broadband

NT\$ Million ➤ **IAD/VDSL projects remaining on the pipeline**

➤ **ADSL business walking away**



## Regional Updates

### North America

- Normal seasonally ramping up
- Slow consumer sector

### Europe

- Recession scattering in N., W., and S. Europe
- Steady growth in E. Europe

### Emerging

- Non-stop growth in Russia, Mid-East & L.A.
- Firm demands for Ethernet Switches

# Q & A

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



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

瑞信證券2008年

亞洲科技業

投資論壇

97年9月17-18日

## **Safe Harbor Statement**

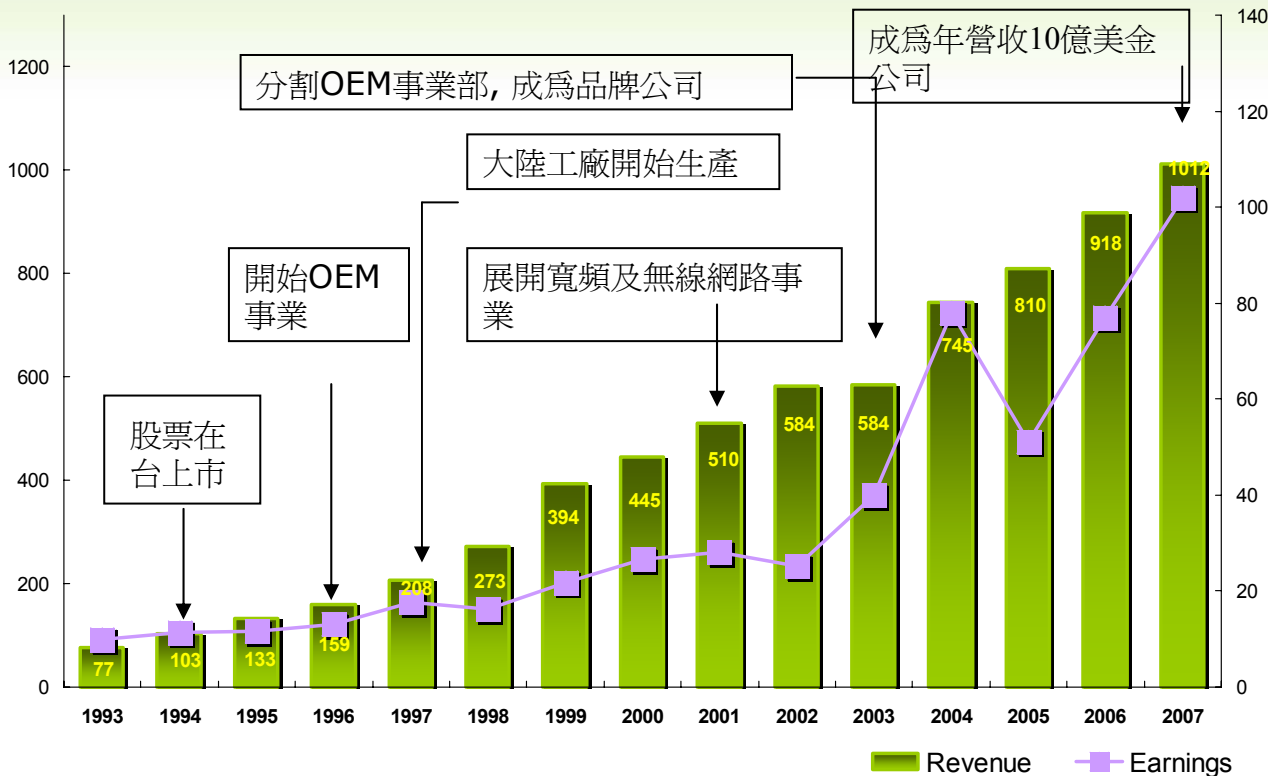
All numbers are consolidated. Except for statements in respect of historical matters, the statements contained in this release are "forward-looking statements" within the meaning of Section 27A of the U.S. Securities Act of 1933 and Section 21E of the U.S. Securities Exchange Act of 1934. Such forward-looking 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.



## 營運概況 & 展望

## 公司發展里程碑

US\$M

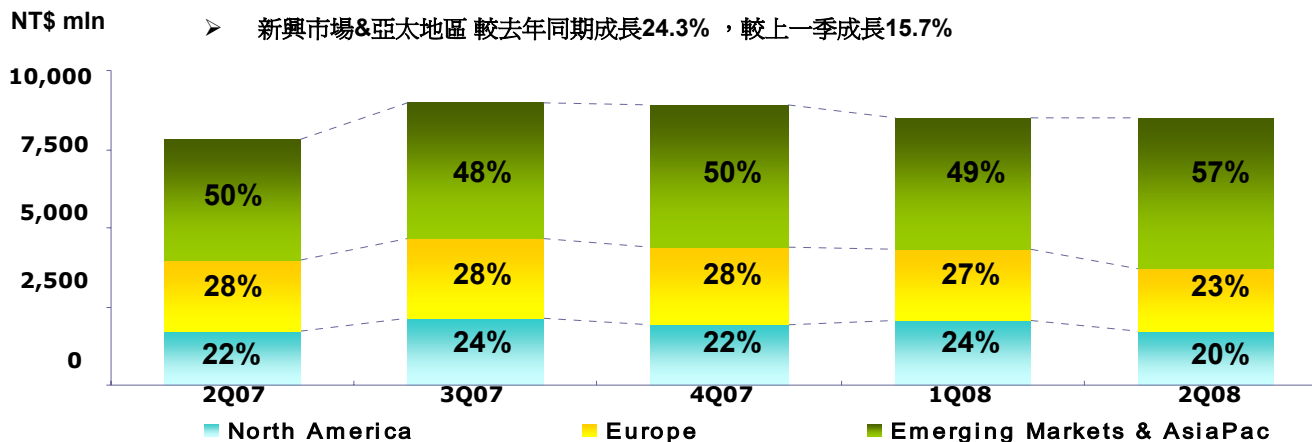


## 各區域每季營收概況

品牌營收

今年第二季營收較去年同期成長8.6%，較上一季成長0.2%；以美金計，年成長18.1%，季成長4.0%

- 北美表現較去年同期下滑1.9%，較上一季下滑17.1%
- 歐洲表現較去年同期下滑10.6%，較上一季下滑12.7%
- 新興市場&亞太地區 較去年同期成長24.3%，較上一季成長15.7%

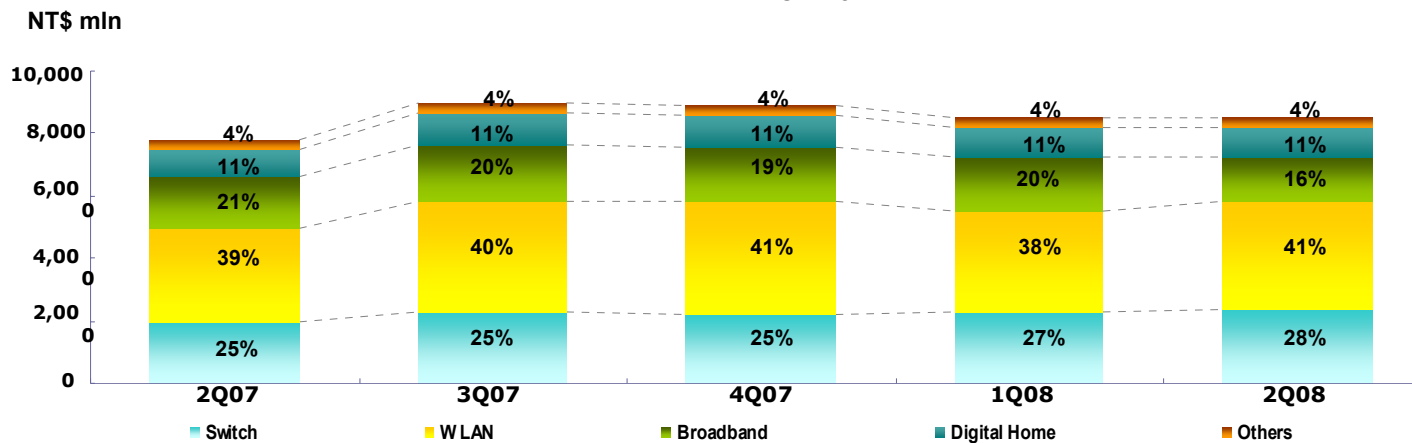


## 各產品線每季營收概況

### 品牌營收

第二季營收比較:

- 交換器較去年同期成長**21.8%**, 較上一季成長**4.7%**
- 無線網路產品較去年同期成長**14.4%**, 較上一季成長**8.2%**
- 寬頻產品較去年同期下滑**14.1%**, 較上一季下滑**9.4%**
- 數位家庭產品較去年同期成長**2.7%**, 較上一季下滑**0.7%**



## 1H08損益表--與去年同期比較

Unit: NT\$ million	1H08		1H07		YoY % Change
	AMT	%	AMT	%	
銷貨收入淨額	<b>17,000</b>	100.0	<b>15,345</b>	100.0	10.8
銷貨成本	<b>11,284</b>	66.4	<b>10,005</b>	65.2	12.8
營業毛利	<b>5,716</b>	33.6	<b>5,340</b>	34.8	7.0
營業費用	<b>4,883</b>	28.7	<b>4,148</b>	27.0	17.7
營業收益	<b>833</b>	4.9	<b>1,192</b>	7.8	(30.1)
總營業外費用及損失	<b>(11)</b>	(0.1)	<b>699</b>	4.5	(101.6)
稅前淨利	<b>822</b>	4.8	<b>1,891</b>	12.3	(56.5)
所得稅費用	<b>(112)</b>	(0.6)	<b>56</b>	0.4	300.0
淨利	<b>710</b>	4.2	<b>1,947</b>	12.7	(63.5)
少數股權	<b>0</b>	0.0	<b>(19)</b>	(0.1)	(100.0)
合併淨利	<b>710</b>	4.2	<b>1,928</b>	12.6	(63.2)
每股紅利 (NT\$)- Per Fully Diluted Capital of NT\$5,652M	<b>1.26</b>		<b>3.41</b>		(63.2)

\* The numbers are unaudited.

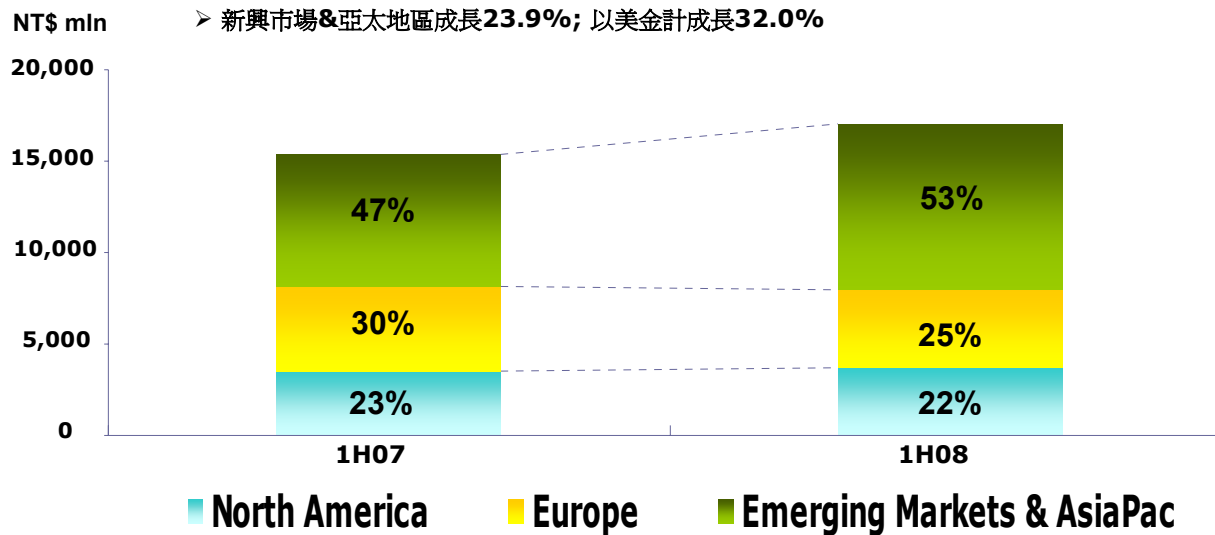
## 1H08各區域營收概況

品牌營收

### 1H08 營收YoY比較:

全球營收成長**10.8%**;以美金計成長**17.9%**

- 北美成長**7.2%**; 以美金計成長**14.1%**
- 歐洲下滑**7.1%**; 以美金計下滑**1.3%**
- 新興市場&亞太地區成長**23.9%**; 以美金計成長**32.0%**



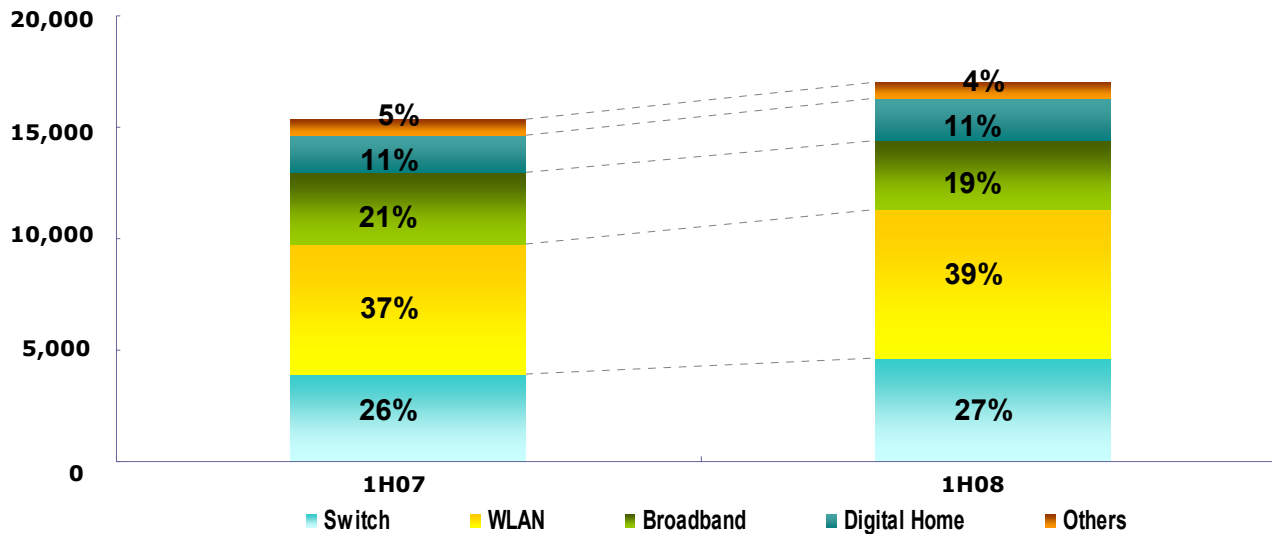
## 1H08各產品線營收概況

### 品牌營收

#### 1H08 營收YoY比較:

- 交換器成長**17.6%**
- 無線網路產品成長**16.1%**
- 寬頻產品下滑**2.5%**
- 數位家庭產品成長**9.3%**

NT\$ mln

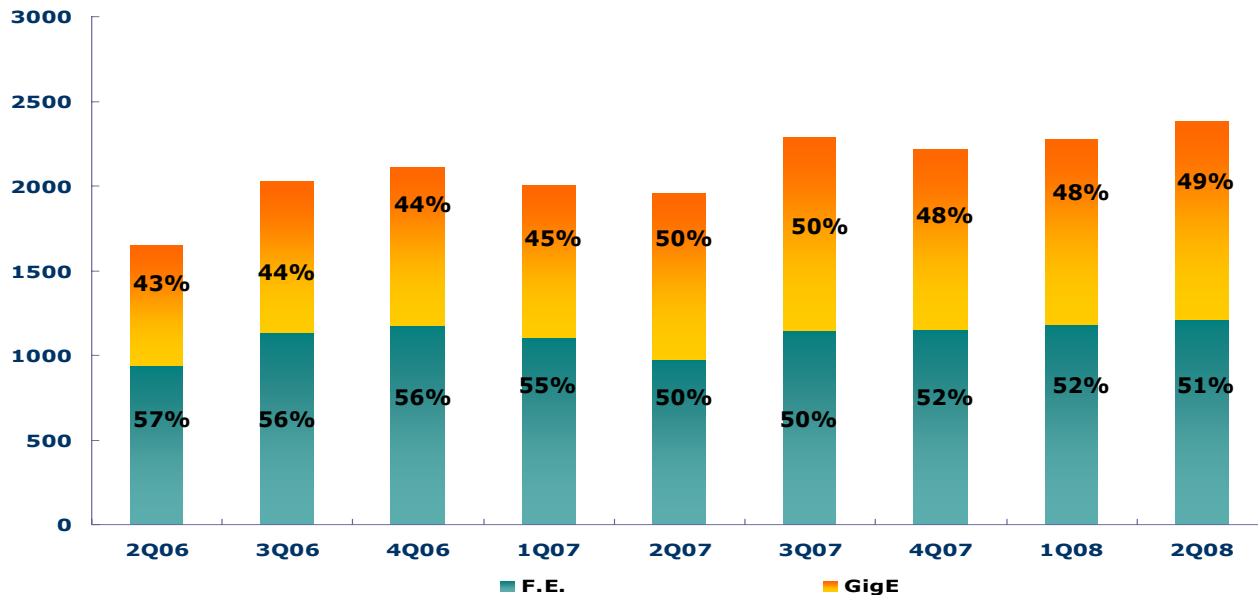


## 友訊交換器營收

➤ 網路基礎建設對交換器需求殷切

➤ 電信市場出現結合商品的新標案機會

NT\$ Million

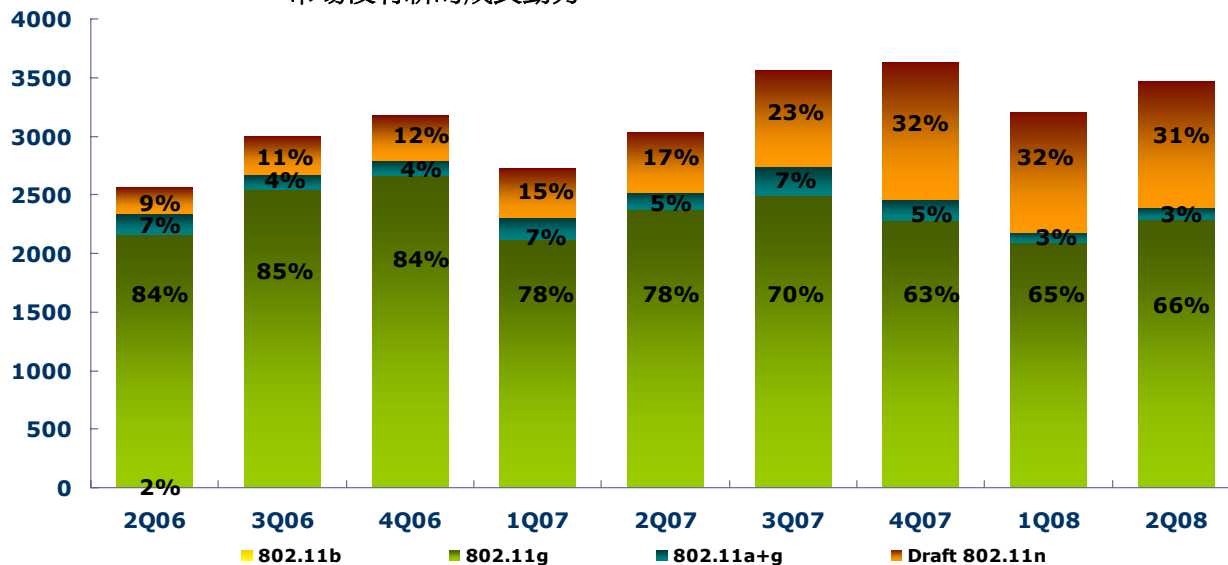




## 友訊無線產品營收

- **11n**市場穩定成長
- **WiFi**市場沒有新的成長動力

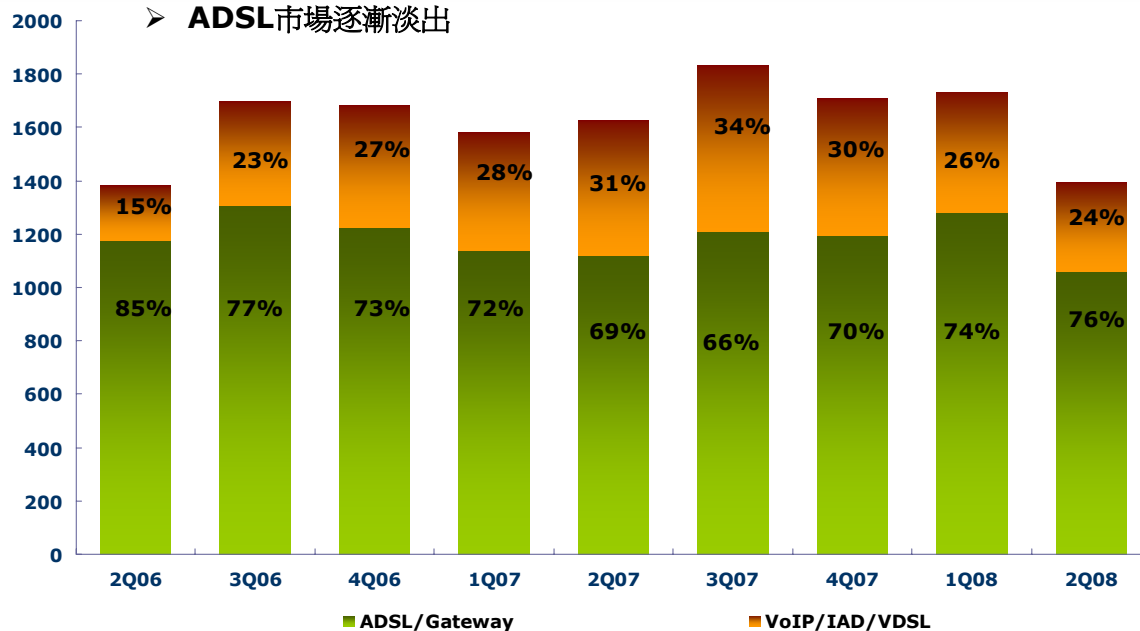
NT\$ Million



## 友訊寬頻產品營收

NT\$ Million ➤ **IAD/VDSL**發展仍然方興未艾

➤ **ADSL**市場逐漸淡出



## 各區域展望

### North America

- 正常的季節性成長
- 消費者市場成長趨緩

### Europe

- 北、西、南歐市場出現衰退
- 東歐市場維持成長

### Emerging

- 俄國、中東及拉丁美洲市場興旺
- 對交換器產品需求持續成長

# 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>