









# **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.







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All numbers are consolidated, and 3Q/06 numbers are pro forma, except otherwise specified.





# **3Q/06 Pro Forma Financial Review**





# 3Q/06 QoQ Comparison of Income Statement

Unit: NT\$ million	3Q/06 АМТ	%	2Q/06 АМТ	%	QoQ % Change
Net Sales	11,210	100.0	9,631	100.0	16.4
Cost of Goods Sold	7,735	69.0	6,698	69.5	15.5
Gross Profit	3,474	31.0	2,933	30.5	18.5
Operating Expenses	2,450	21.9	2,382	24.7	2.9
Operating Income	1,024	9.1	552	5.7	85.7
Total Non-Op. Inc. (Loss)	37	0.3	54	0.6	(32.0)
Income Before Tax	1,061	9.4	606	6.3	75.2
Tax Expenses	(208)	(1.8)	(143)	(1.5)	44.9
Net Income	853	7.6	462	4.8	84.6
Minority Interest	(140)	(1.2)	(64)	(0.7)	117.2
Consolidated Income	714	6.4	398	4.1	79.4
EPS (NT\$)	1.08		0.60	_	79.4

\* Calculated by 3Q06 weighted average of 663mln shares.

\* 3Q/06 numbers are pro forma





## 3Q/06 YoY Comparison of Income Statement

Unit: NT\$ million	3Q/06 AMT	%	3Q/05 АМТ	%	YoY % Change
Net Sales	11,210	100.0	9,846	100.0	13.9
Cost of Goods Sold	7,735	69.0	6,814	69.2	13.5
Gross Profit	3,474	31.0	3,032	30.8	14.6
Operating Expenses	2,450	21.9	2,237	22.7	9.5
Operating Income	1,024	9.1	795	8.1	28.8
Total Non-Op. Inc. (Loss)	37	0.3	324	3.3	(88.7)
Income Before Tax	1,061	9.4	1,119	11.4	(5.2)
Tax Expenses	(208)	(1.8)	(277)	(2.8)	(24.9)
Net Income	853	7.6	842	8.6	1.2
Minority Interest	(140)	(1.2)	(162)	(1.7)	_ (14.0)
Consolidated Income	714	6.4	680	6.9	4.9
EPS (NT\$)	1.08		1.03	=	4.9

\* Calculated by 3Q06 weighted average of 663mln shares.

\* 3Q/06 numbers are pro forma





## YT3Q/06 YoY Comparison of Income Statement

Unit: NT\$ million	<b>ҮТ3Q/06</b> АМТ	%	YT3Q/05 AMT	%	YoY % Change
Net Sales	30,383	100.0	26,521	100.0	14.6
Cost of Goods Sold	20,864	68.7	18,247	68.8	14.3
Gross Profit	9,520	31.3	8,274	31.2	15.0
Operating Expenses	7,207	23.7	6,373	24.0	13.1
Operating Income	2,313	7.6	1,901	7.2	21.7
Total Non-Op. Inc. (Loss)	173	0.6	242	0.9	(28.4)
Income Before Tax	2,486	8.2	2,143	8.1	16.0
Tax Expenses	(472)	(1.6)	(554)	(2.1)	_ (14.8)
Net Income	2,014	6.6	1,589	6.0	26.8
Minority Interest	(314)	(1.0)	(307)	(1.2)	2.2
Consolidated Income	1,700	5.6	1,282	4.8	32.7
EPS (NT\$)	2.56		1.93		32.7

\* Calculated by 3Q06 weighted average of 663mln shares.

\* YT3Q/06 numbers are pro forma





# 3Q/06 QoQ Comparison of Non-op Income/Loss

Unit : NT\$MIn	3Q06	2Q06	QoQ % Change
Investment Income	16	116	(86)
Sub./Aff.	14	37	(62)
Capital Gain	2	79	(97)
FX Gain/(Loss)	34	(2)	1800
Inventory Loss	(40)	(95)	58
Fin. Income/(Exp.) & Oth.	27	35	(26)
Total	37	54	(33)





# 9/30/2006 Consolidated Balance Sheet QoQ Comparison

Unit: NT\$ million	9/30/06 AMT	%	6/30/06 AMT	%	QoQ % Change
Cash	3,686	12	4,360	15	(15.5)
S-T Investment	937	3	1,767	6	(47.0)
Account Receivable	9,644	33	7,718	27	24.9
Inventory	7,887	27	7,191	25	9.7
Long-term Investments	2,426	8	2,490	9	(2.6)
Total Assets	29,546	100	28,474	100	3.8
Accounts Payable	7,368	25	4,429	16	66.4
Current Liabilities	11,634	39	12,112	43	(3.9)
Long-term Loans	1,593	5	1,163	4	37.1
Common Stock	6,754	23	6,754	24	0.0
Stockholders' Equity	15,779	53	14,819	52	6.5





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

Unit: %,days	9/30/06	6/30/06	3/31/06	12/31/05	9/30/05
Days A/R	7*5	<b>70</b> <sup>*</sup>	67	′ <sup>*</sup> 63 <sup>*</sup>	<b>70</b> <sup>*</sup>
Days Inventory	9 <sup>*</sup> 6	<b>9</b> 8 <sup>*</sup>	100	96 <sup>°</sup>	100 <sup>*</sup>
Days A/P	8 <sup>*</sup> 3	<b>79</b> <sup>*</sup>	79	<sup>*</sup> 78 <sup>*</sup>	87 <sup>*</sup>
Cash Cycle	88	89	87	82	83
Current Ratio	1.97	1.86	2.05	1.82	1.71
Debt/Equity Ratio	1.03	1.10,	0.89		0.98
Adjusted Debt/	0.69	0.61	0.53	<sup>**</sup> 0.59 <sup>**</sup>	0.71
Equity Ratio					
ROE	17	16	18	6 14	14

\* Annualized

\*Adjust for Cash & S-T investment





# **Business Updates**







# 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%









#### Revenue by Products Consolidated

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

- Switch grew 23%
- > WLAN increased 15%



> Digital Home rose 12%







# Dominance in Key Segments

Market Shares by Products D-Link is, in unit terms,



Source: In-Stat Research	ports, 10 2006 and 20	
2006		11
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# **#1 in SOHO/SMB Market**







# New Products Releases

#### 22 New Product Announcements in Q3

#### Significant Highlight:

#### 2-bay SATA network storage enclosure

- Internet file sharing
- Critical failsafe Disc mirror
- Built-in media server function

L2+ Wireless switches
24 wireless or wired ports
Central management

Secured and seamless
roaming

#### Day & Night, Audio & Video IP Cam

- Full-featured Wireless Surveillance Camera
- Support 16 simultaneous viewing and motion detection recording





### 4Q/06 Outlook Consolidated

- > 4Q Guidance
  - > 4Q revenue flat sequentially
  - > Gross margin maintains 31%
- > Upsides
  - > Thanksgiving & Christmas shopping in N.A. & Europe
  - > Emerging markets continuously grow
- > Downsides
  - > 11n ratification delays
  - Cool down of economy





# Q & A

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