

A man with a beard, wearing a dark suit, white shirt, and patterned tie, is looking down at a tablet device. The image is overlaid with a semi-transparent blue filter. In the foreground, there are several overlapping, semi-transparent white and light blue geometric shapes, including rectangles and trapezoids, which partially obscure the man and the tablet. The background is blurred, suggesting an indoor setting with lights.

1Q23 Investor Conference

2023/5/29

D-Link

▀ Safe Harbor Statement

- D-Link's statements of its current expectations are forward-looking statements subject to significant risks and uncertainties and actual results may differ materially from those contained in the forward-looking statements, including the cyclical nature of our industry, our ability to compete effectively general economic and political conditions, demand in end market, impact of competitive products and pricing, exchange rate fluctuations, and other risks beyond the control of the Company.
- Except as required by law, we undertake no obligation to update any forward-looking statement, whether as a result of new information, future events, or otherwise.

Agenda

- **Financial Results**
- **Business Outlook**
- **Awards & Global Recognition**
- **Q&A**



Financial Results

1Q23 Income Statement – QoQ/YoY Comparison

Quarterly Results

NT\$M	1Q22	4Q22	1Q23	QoQ %	YoY %
Net Sales	4,015	4,421	4,256	(3.7)	6.0
Gross Profit	808	1,357	1,075	(20.8)	33.0
Operating Expenses	890	976	919	(5.8)	3.3
Operating Income	(82)	381	156	(59.1)	290.2
Total Non-Op. Inc. (Loss)	(78)	29	29	0.0	137.2
Income Before Tax	(160)	410	185	(54.9)	215.6
Net Income	(160)	333	175	(47.4)	209.4
Non-controlling Interests	20	49	36	(26.5)	80.0
Net Income Attributable to Parent	(180)	284	139	(51.1)	177.2
EPS (NT\$)	(0.30)	0.47	0.23		
Outstanding shares (m)	600	600	600		
Gross Profit % (GP %)	20.1%	30.7%	25.3%		
Operating Expenses % (OPEX %)	22.2%	22.1%	21.6%		
Operating Margin % (OPM %)	-2.0%	8.6%	3.7%		
Net Income % (NI %)	-4.5%	6.4%	3.3%		

1Q23 Balance Sheet – QoQ/YoY Comparison

Quarterly Results

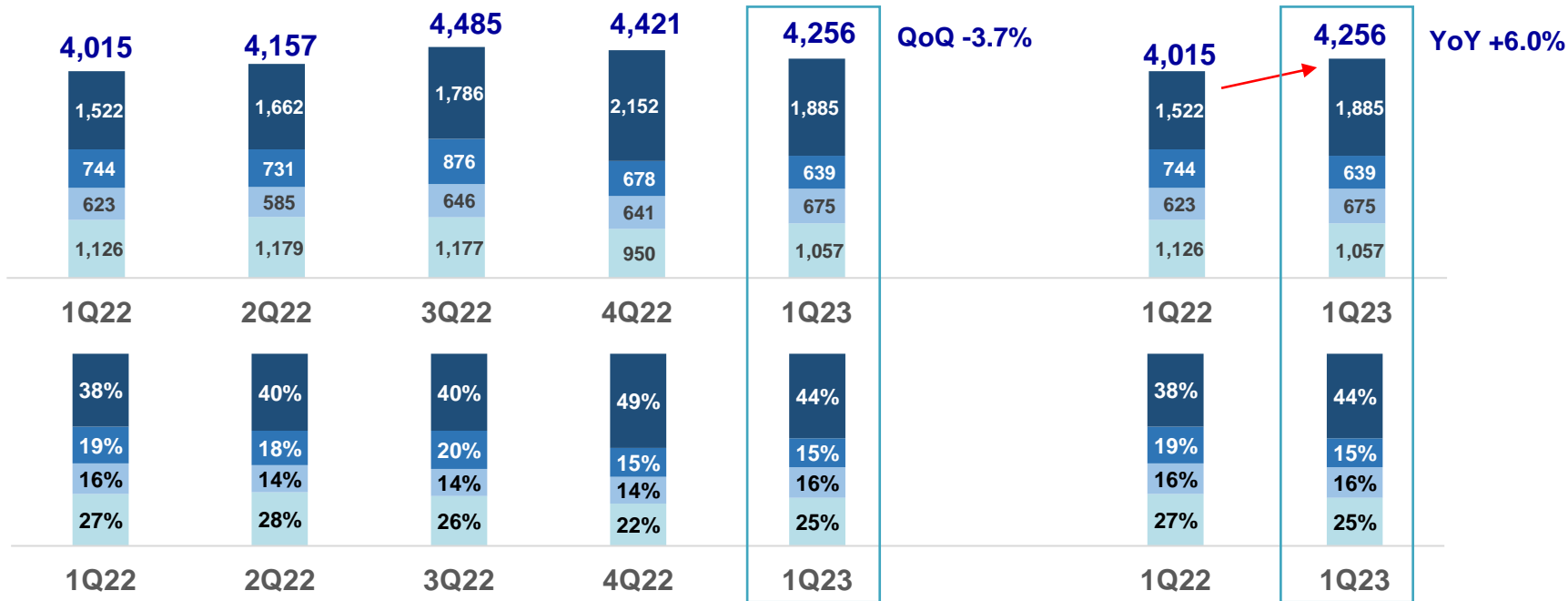
NT\$M	1Q22	4Q22	1Q23	QoQ %	YoY %
Cash & cash equivalents	2,262	2,713	2,396	(11.7)	5.9
Account Receivable	3,382	3,432	3,539	3.1	4.6
Inventory	2,988	4,069	4,176	2.6	39.8
Other Current Assets	1,291	890	1,013	13.8	(21.5)
Non-current Assets	4,354	4,318	4,334	0.4	(0.5)
Total Assets	14,277	15,422	15,458	0.2	8.3
Accounts Payable	2,454	2,937	3,064	4.3	24.9
Other Current Liabilities	2,023	2,016	1,950	(3.3)	(3.6)
Non-current Liabilities	898	907	819	(9.7)	(8.8)
Total Liabilities	5,375	5,860	5,833	(0.5)	8.5
Total Shareholders' Equity	8,902	9,562	9,625	0.7	8.1
Book Value Per Share	13.9	14.9	14.9		
Current Ratio	221.6%	224.2%	221.9%		
Debt/Asset Ratio	37.6%	38.0%	37.7%		
Cash Conversion Cycle	120	121	129		

A blue-tinted photograph of a group of business professionals in a meeting, overlaid with a semi-transparent blue filter. The scene shows several people seated around a table, engaged in discussion. In the foreground, there are three white, rounded, trapezoidal shapes arranged in a staggered pattern, partially overlapping the bottom right of the image.

Business Outlook

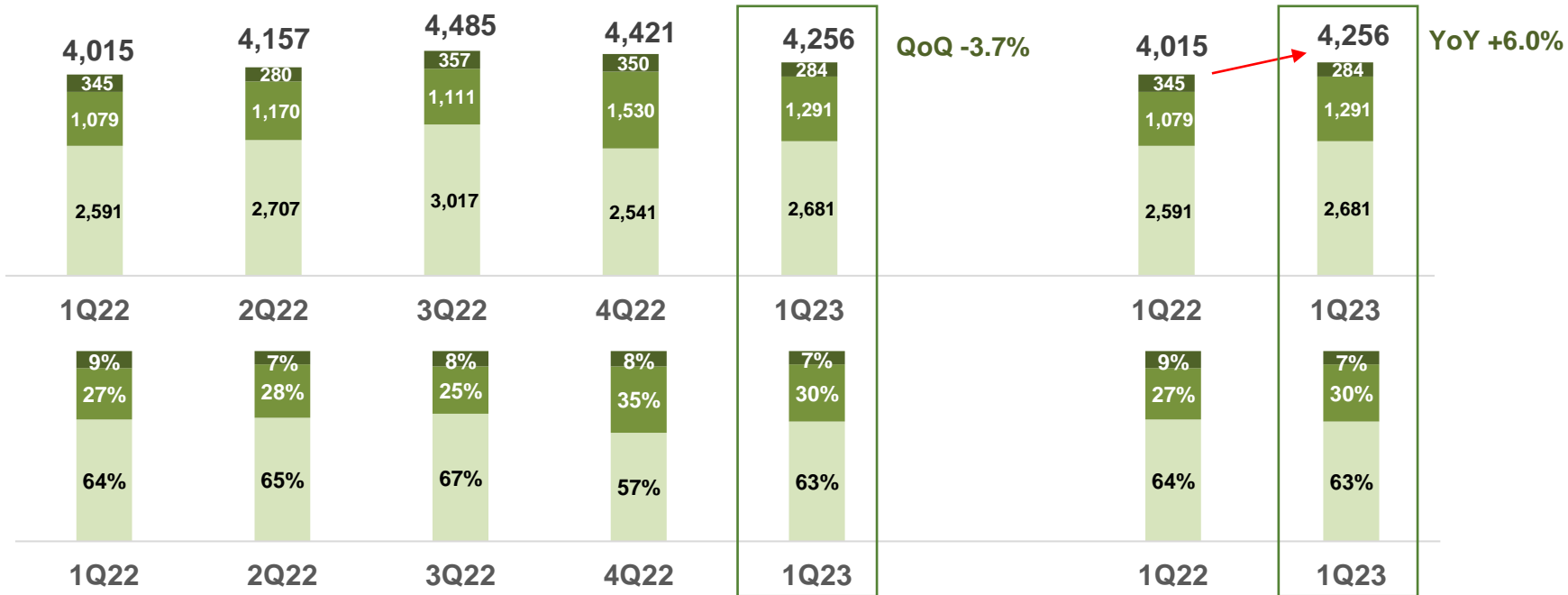
Product Mix

(NT\$M) ■ Switch & Security ■ Wireless & IoT ■ Mobile & Broadband ■ Others



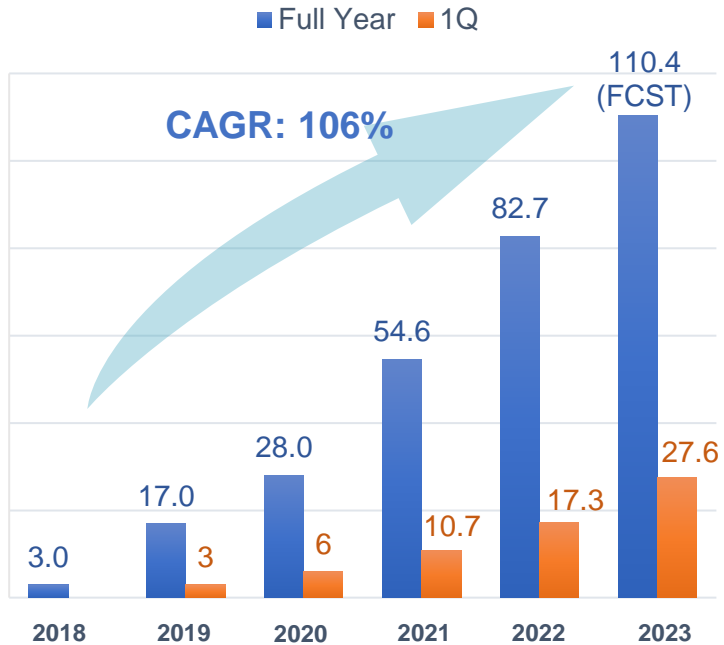
Sales by Region

(NT\$M) ■ America ■ Europe ■ APAC & Others



Consumer Solution

subscription revenue (NT\$M)



SaaS



Smart Home

- D-Link announced the latest smart home innovation: AQUILA PRO AI series at the MWC at the end of Feb.
- The model M30 Wi-Fi 6 AX3000 Dual-Band Mesh Router is going to debut for sale in Taiwan first and will be available soon on the global market.
- M30 is created for any sizes of houses with flexible deployment, it's built in 5 powerful omni-directional antennas with elegant design to subtly fit in with any home environment.
- Moreover, M30 provides advanced Wi-Fi 6 technologies and equipped with various AI-based features such like Beamforming for smarter Wi-Fi connection and Mesh optimization, to bring users optimal network experience without dead zone for building smart home connectivity effortlessly.

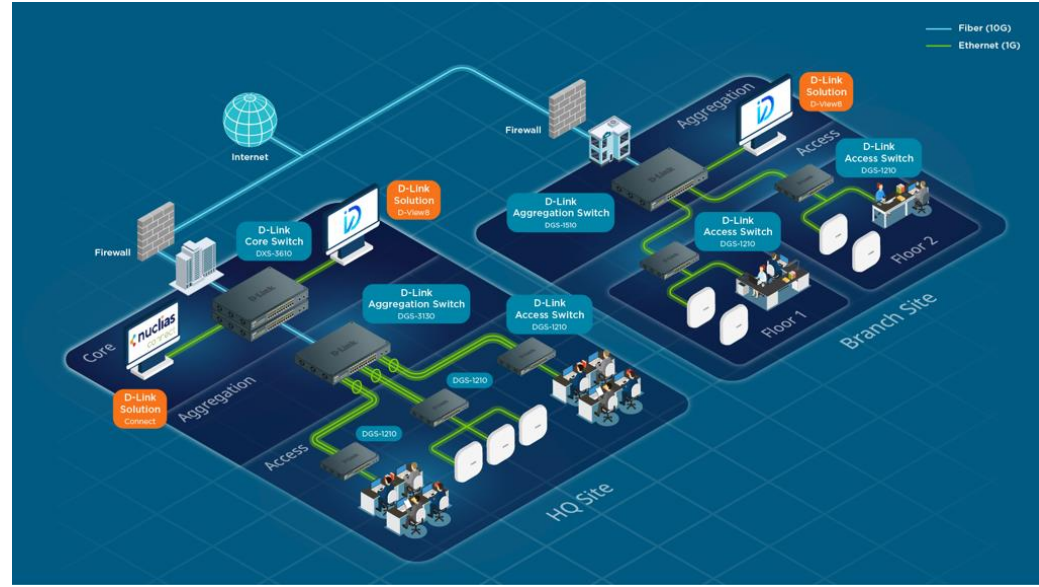
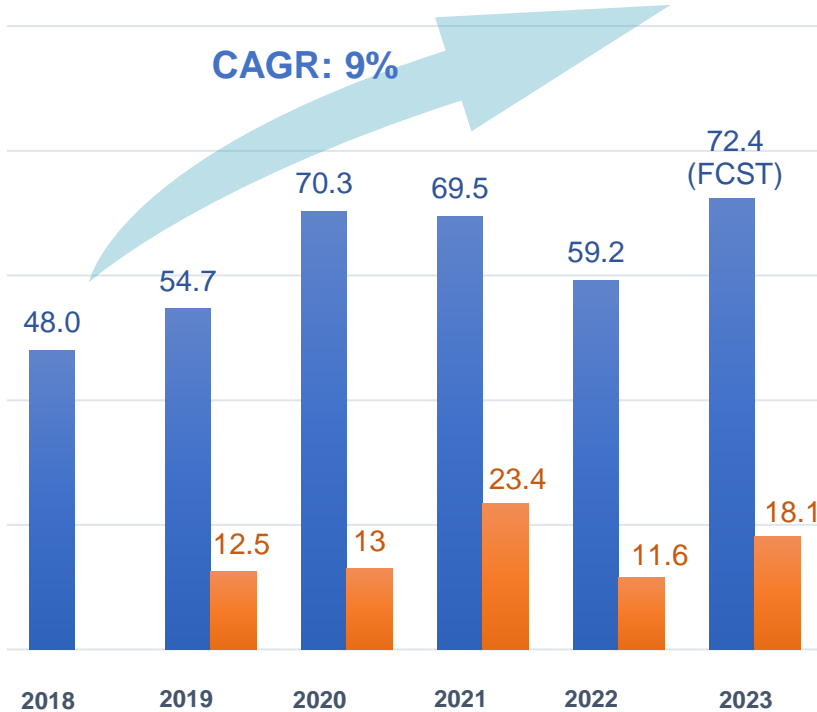


Enterprise Solution

subscription revenue (NT\$M)

■ Full Year ■ 1Q

CAGR: 9%

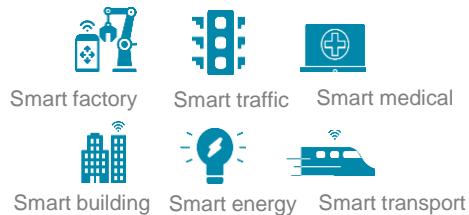


nuclias
cloud

nuclias
connect

D-View 8

AIoT Industrial Solution



Comprehensive Applications
for Diverse Verticals

Enterprise Platform

D-ECS
Cloud Management



Total Solutions for Verticals

Industrial Network Applications

One-stop Service for SPs

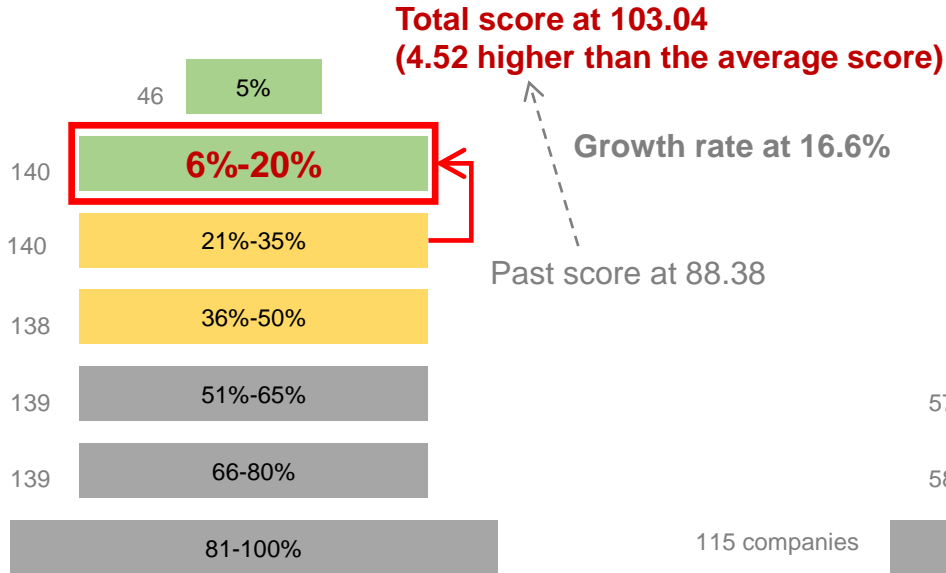


Awards & Global Recognition

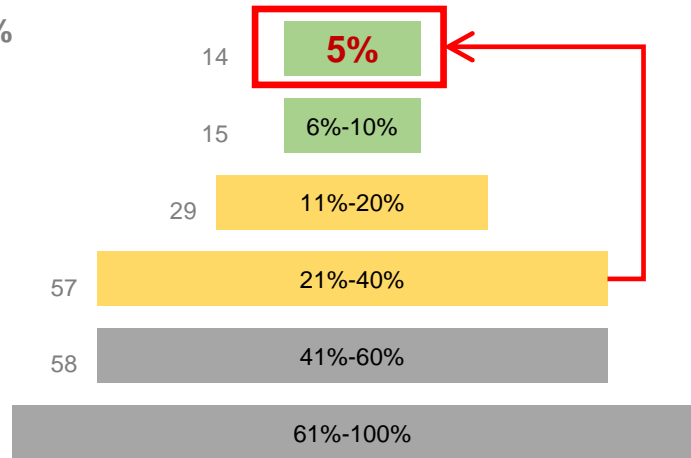
External Evaluation

Corporate Governance Evaluation

all listed companies



companies valued at NTD5-10 billion

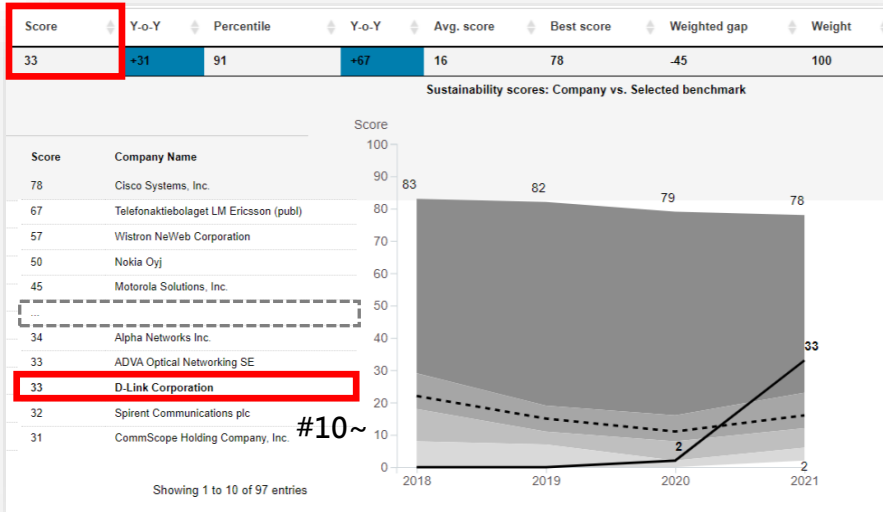


External Evaluation

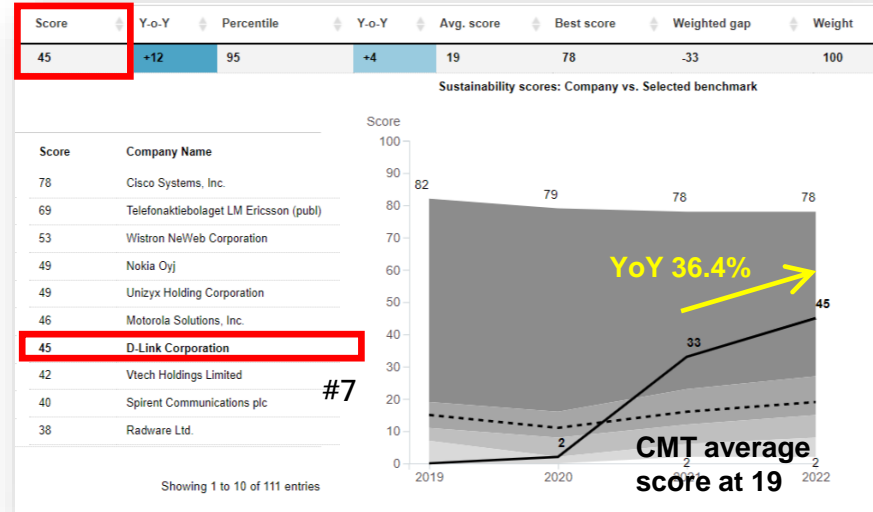
S&P Global ESG

According to the latest S&P Global ESG results, D-Link achieved the improved score at **45**, with **36.4%** growth rate compared to the performance of last year. Meanwhile, the recent score hits much higher than the average of 19 in CMT (Communication, Media & Technology) industrial sector.

Y2021



Y2022



Global Media Awards/Reviews

Best Consumer Wi-Fi Device Award 2022 Finalist

Wi-Fi NOW

DWA-F18 VR Air Bridge
Wi-Fi NOW



CNET's Editors' Choice Awards 2023
Best balance of performance and value

CNET



E15
CNET



Forbes

PC
PCMAG.COM

M15

D-Link Eagle Pro AI Mesh
System Blankets Homes With
The Latest Wi-Fi Technology.



Forbes
US

DCH-S1621KT

An expandable smart water detection
system that alerts you to leaks and helps
you avoid costly water damage repairs.



PCMag
US

DCS-8330LH

This unusual security camera
that can also double as a
smart home hub is worth
checking out.



The Straits Times
Singapore

THE STRAITS TIMES

Q & A

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