

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 shapes that resemble stylized pages or documents. The background is blurred, suggesting an office or conference setting.

4Q23 Investor Conference

2024/3/5

▀ 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

4Q23 Income Statement – QoQ/YoY Comparison

NT\$M	Quarterly Results					YTD Results		
	4Q22	3Q23	4Q23	QoQ %	YoY %	YT 4Q22	YT 4Q23	YoY %
Net Sales	4,421	3,824	3,710	(3.0)	(16.1)	17,078	15,941	(6.7)
Gross Profit	1,357	971	750	(22.8)	(44.7)	4,315	3,844	(10.9)
Operating Expenses	976	959	836	(12.8)	(14.3)	3,762	3,718	(1.2)
Operating Income	381	12	(86)	(816.7)	(122.6)	553	126	(77.2)
Total Non-Op. Inc. (Loss)	29	89	198	122.5	582.8	(95)	735	873.7
Income Before Tax	410	101	112	10.9	(72.7)	458	861	88.0
Net Income	333	54	56	3.7	(83.2)	260	698	168.5
Non-controlling Interests	49	39	28	(28.2)	(42.9)	151	130	(13.9)
Net Income Attributable to Parent	284	15	28	86.7	(90.1)	109	568	421.1
EPS (NT\$)	0.47	0.02	0.05			0.18	0.95	
Outstanding shares (m)	600	598	598			600	598	
Gross Profit % (GP %)	30.7%	25.4%	20.2%			25.3%	24.1%	
Operating Expenses % (OPEX %)	22.1%	25.1%	22.5%			22.0%	23.3%	
Operating Margin % (OPM %)	8.6%	0.3%	-2.3%			3.2%	0.8%	
Net Income % (NI %)	6.4%	0.4%	0.8%			0.6%	3.6%	
Return on Equity (ROE)						1.2%	5.4%	

Note : The Company commenced controlling Cameo Communications, Inc. as a subsidiary on April 1, 2023.

4Q23 Balance Sheet – QoQ/YoY Comparison

Quarterly Results

NT\$M	4Q22	3Q23	4Q23	QoQ %	YoY %
Cash & cash equivalents	2,713	4,033	4,098	1.6	51.1
Account Receivable	3,432	3,379	3,097	(8.3)	(9.8)
Inventory	4,069	4,214	3,303	(21.6)	(18.8)
Other Current Assets	890	1,279	1,272	(0.5)	42.9
Non-current Assets	4,318	4,581	4,851	5.9	12.3
Total Assets	15,422	17,486	16,621	(4.9)	7.8
Short-term loans	0	0	0	NA	NA
Accounts Payable	2,937	1,999	1,586	(20.7)	(46.0)
Other Current Liabilities	2,016	2,497	2,246	(10.1)	11.4
Non-current Liabilities	907	1,242	1,193	(3.9)	31.5
Total Liabilities	5,860	5,738	5,025	(12.4)	(14.2)
Total Shareholders' Equity	9,562	11,748	11,596	(1.3)	21.3
Book Value Per Share	14.9	15.4	15.1		
Current Ratio	224.2%	287.1%	307.1%		
Debt/Asset Ratio	38.0%	32.8%	30.2%		
Cash Conversion Cycle	121	152	146		

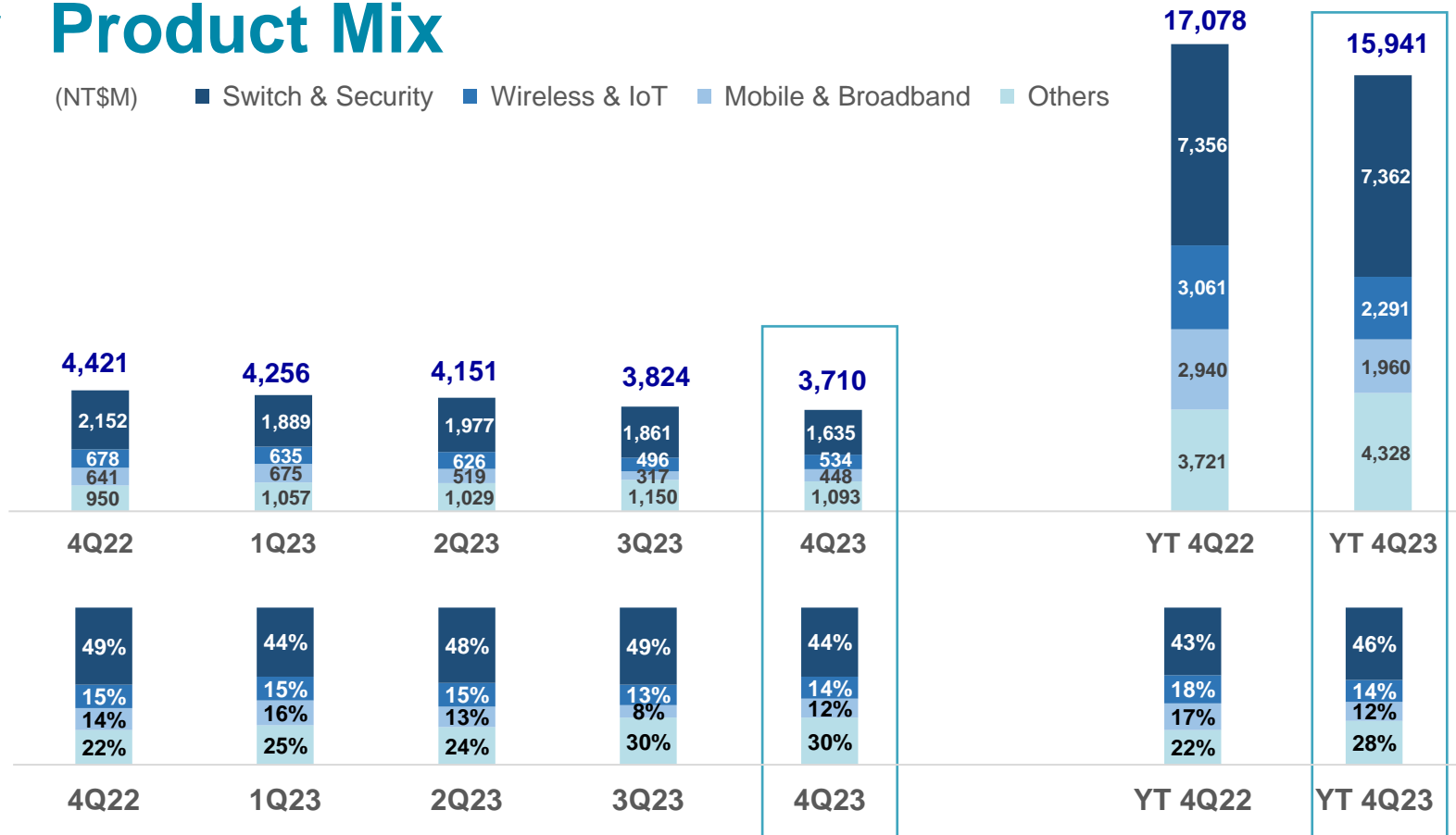
Note : The Company commenced controlling Cameo Communications, Inc. as a subsidiary on April 1, 2023.

A blue-tinted photograph of a group of business professionals in a meeting, overlaid with white geometric shapes. The shapes include a large parallelogram on the right, a trapezoid below it, and two more trapezoids at the bottom right.

Business Outlook

Product Mix

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



Note : 1. The Company commenced controlling Cameo Communications, Inc. as a subsidiary on April 1, 2023.

2. The Others products had to be reclassified into respective product lines in 2Q23, and simultaneously adjust the revenue for each product category by quarter.

Sales by Region

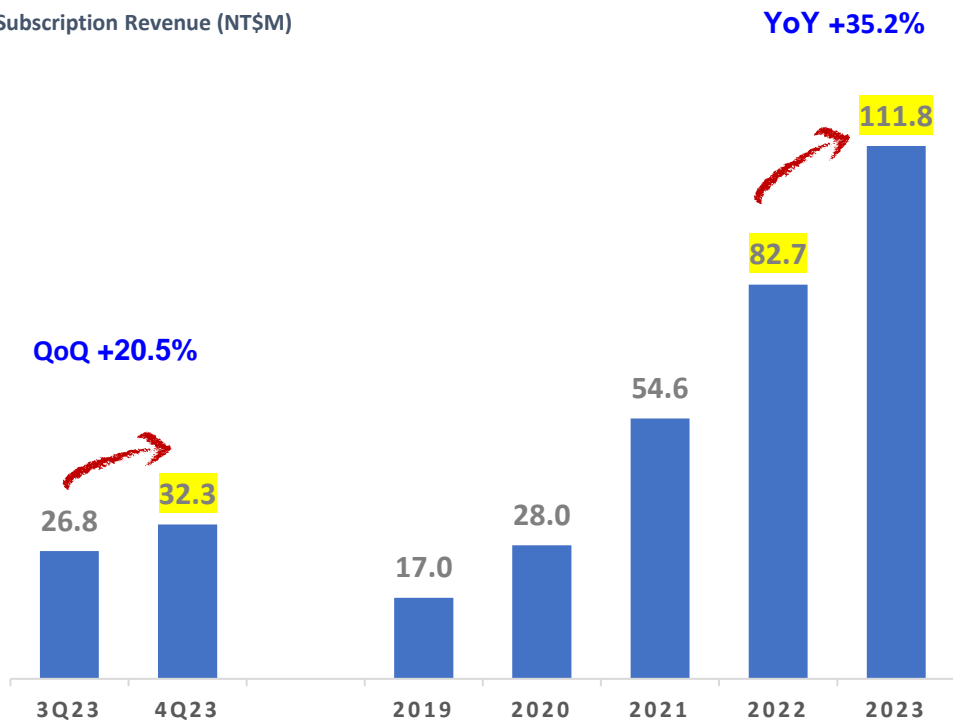
(NT\$M) ■ America ■ Europe ■ APAC & Others



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Consumer Solutions

Subscription Revenue (NT\$M)



Smart Home

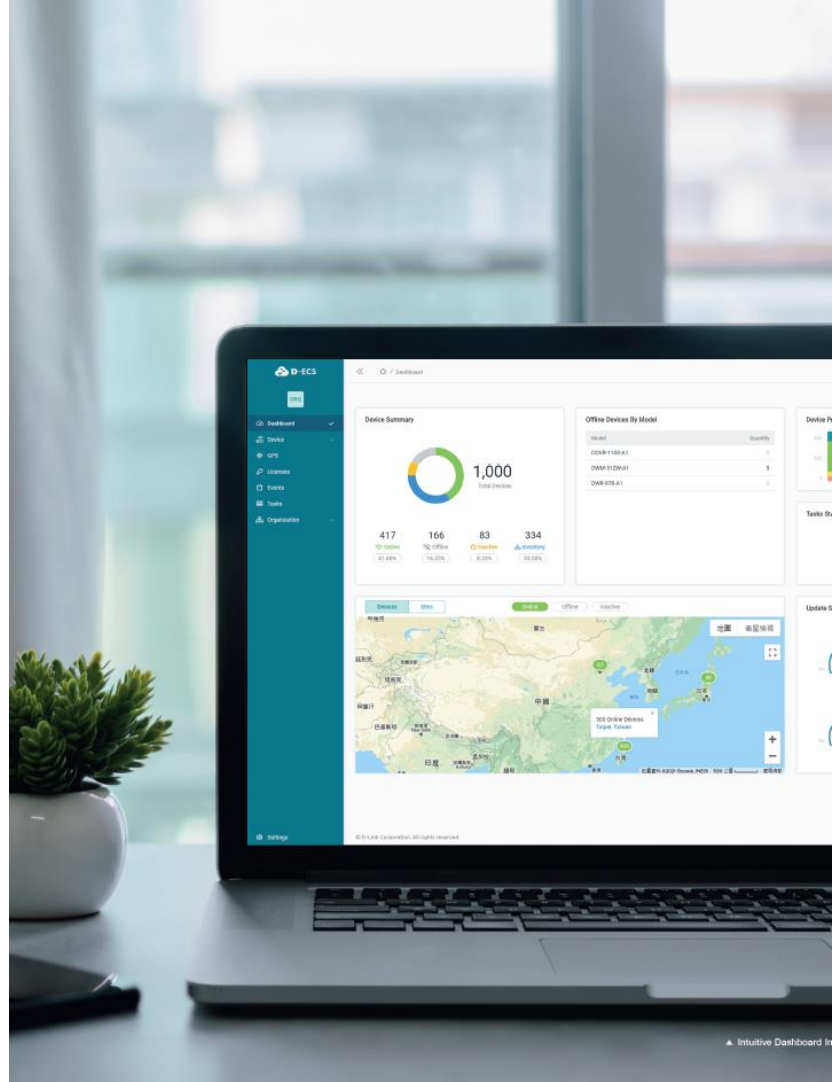
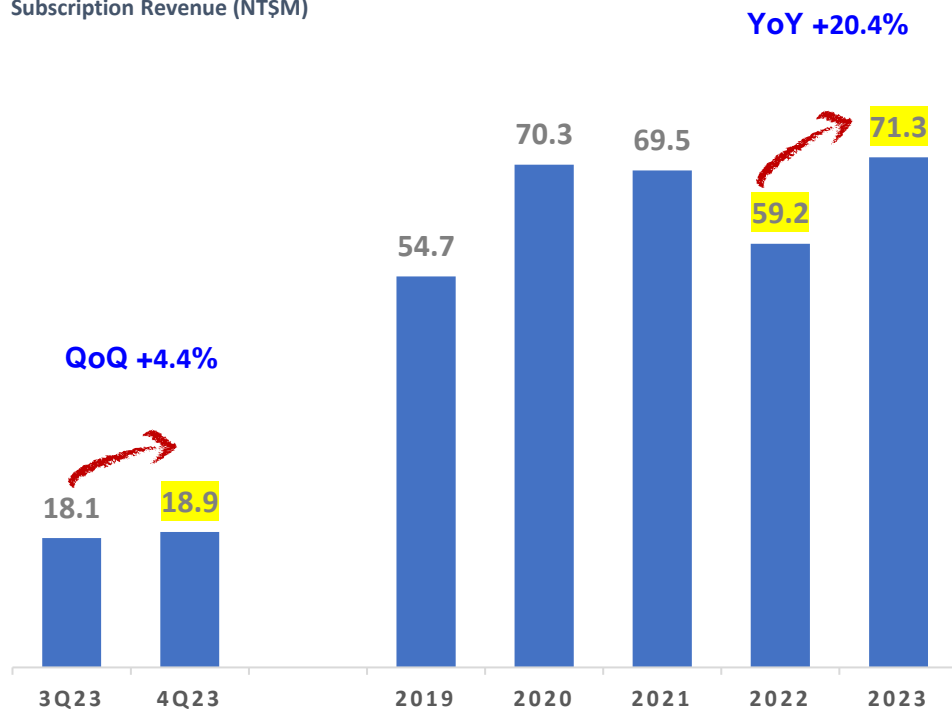
D-Link's Smart Home revolves around the **AQUILA PRO AI router**, with **AI** as its brain, a **cloud platform** as its backbone, and **IP cameras** serving as its eyes. It integrates various sensors, detectors, and actuators via intuitive app management to enhance consumer home security, convenience, and comfort.



AQUILA PRO AI Smart Healthcare Solution

Enterprise Solutions

Subscription Revenue (NT\$M)



AIoT Industrial Solutions



Total Solutions for Verticals

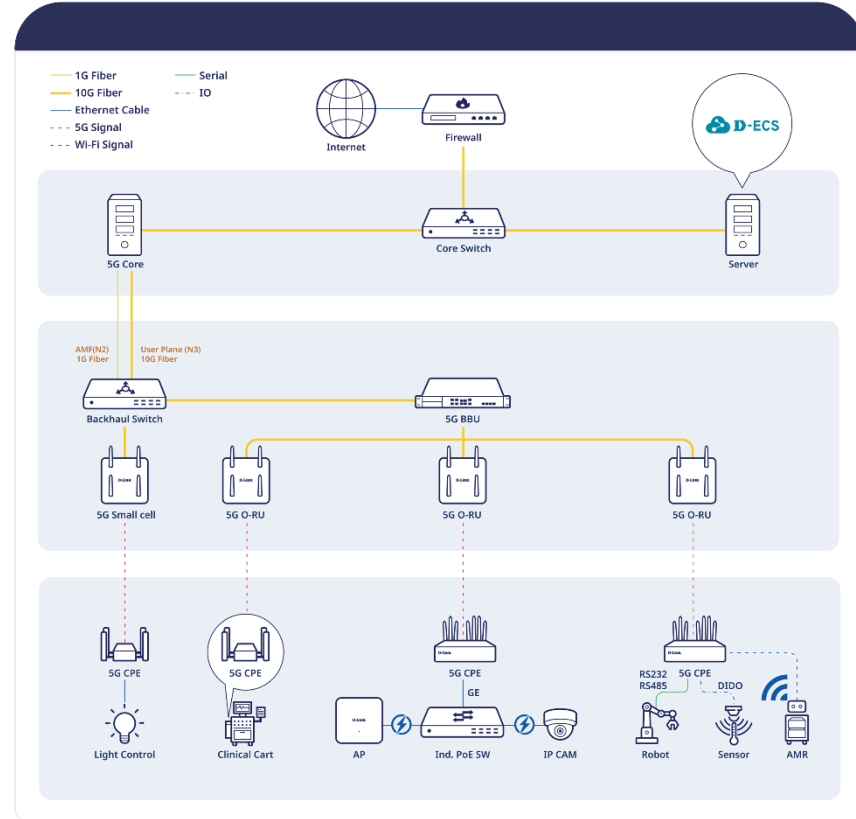
Industrial Network Applications

One-Stop Service for SPs

5G Private Network Solutions

The flourishing development of private 5G networks and advanced technologies enable **faster speeds, lower latency, and higher stability** for **massive data transmission and applications** in specific scenarios, while supporting a variety of devices and **IoT applications**. This facilitates the efficient and stable infrastructure of the market, serving as a key driver for the smartification of **Industry 4.0**.

D-Link introduces comprehensive private 5G network solutions for **end-to-end networking in vertical market applications**. These solutions can be tailored to different deployment and usage requirements, incorporating various network devices to provide customized integrated services through ubiquitous connectivity.



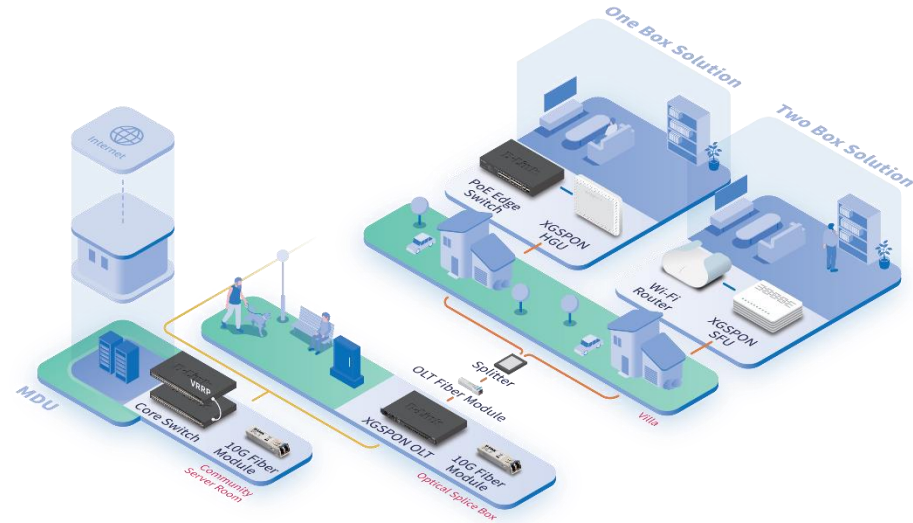
Broadband Solutions

Fiber-optic networks are still dominated by GPON, with a market share of 70%. In the next decade, higher-speed 10G PON is anticipated to replace GPON, with demand shifting from the commercial market to the broader residential market. 25G or 50G PON is also expected to gradually migrate to the commercial market.

Multiple 10G PON broadband fiber gateways designed for home use are in the planning stages. These gateways will be launched in collaboration with various global telecommunications partners to meet market trends.

* Data Source: Broadband Forum: The emerging PON technologies accelerating worldwide gigabit deployment

- 10G Fiber
- PON
- 1G Copper



MWC 2024

- Core to Edge Switches
- End-to-End xPON Solutions
- Enterprise Access Solutions
- Private 5G Network Solutions
- Edge Gateways for Ubiquitous Access

From Core to Edge Manageable Wireless Infrastructure

5G



D-Link®



Stunning consumer products!



D-Link

➤ Best of MWC 2024: THE REALITY OF AI



“

D-LINK AQUILA PRO AI is a beautiful Wi-Fi 6 router that looks like an art object.

This smart mesh router is stunning and beautiful proof that power doesn't have to look harsh and cold. After all, there is both power and elegance in the form of an eagle taking flight.

”

* Data Source: Yanko Design: [BEST OF MWC 2024: THE REALITY OF AI](#)

[D-LINK AQUILA PRO AI IS A BEAUTIFUL WI-FI 6 ROUTER THAT LOOKS LIKE AN ART OBJECT](#)

2024 Business Objectives & Future Development Strategy

Business Objectives

- **Keep abreast of the trends in the networking market through OBUs**, formulate innovative product development plans, enhance the partnership with key technology strategic partners, launch high-quality leading products, and continue to develop value-added AI-powered smart functions.
- Adhere to disciplined execution of R&D and production, continue to improve processes, **optimize the global supply chains**, and **capitalize on the Group's synergy**.
- **Global teamwork**: Closely communicate the Company's strategies and policies, build consensus across different cultures and regions, and share local successful experiences.
- **Sustainable operation**: Committed to environmental protection, fulfill social responsibilities, and continuously improve corporate governance.



1/

Cooperate with top-tier ODMs within the Group to establish a controllable supply chain system with close relationships.

2/

Reshape D-Link's brand image and enhance brand value from three aspects: specifications and prices, functional performance, and corporate identity.

3/

By integrating with individual industries to provide tailored products for specific needs of each industry, we aim to deepen our market presence and reduce competition from general-specification products.

1/

With cloud computing as our focus, we will drastically simplify the installation and management of network communication solutions..

2/

Utilizing synergies from within the Group's resources to develop and create end-to-end product services for customers.

3/

Strengthening cooperation with Tier 2 and Tier 3 telecom operators to secure long-term contracts with localized services.



Awards & Global Recognition

World-Class Awards

20 Consecutive Years



2024

Taiwan Excellence Award

First-Time Participant & Winner



2023

Top 100 Companies with Carbon Competitive Edge



2023

Happy Enterprise Gold Award

First-Time Participant & Winner



2023

TCSA Top 100 Taiwanese Sustainability Corporates Award

Top-Level Award



2024

TCSA Platinum Class CSR Award

Double Award Winner



GOOD DESIGN
AWARD 2023

2023

Good Design Award



2023

Interop Tokyo Best of Show Award



2023

Top 5% Ranking TWSE Corporate Governance Evaluation (\$5 billion to \$10 billion category)

1st ETSI EN 303 645 Certificate in Taiwan



D-Link's AQUILA PRO AI M30 AX3000 Dual-Band Wi-Fi 6 router has acquired the ETSI EN 303 645 cybersecurity certification in May. This makes D-Link the **1st networking brand** in Taiwan to obtain this certificate.



■ D-Link's ESG Performance



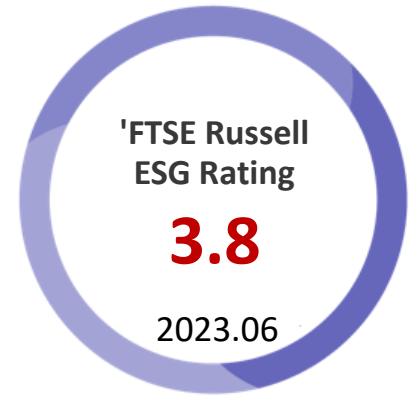
- **Top 5%** in the same market capitalization category.



- **Top 4%** in the global Communication Equipment industry.



- **Top 3%** in the global Communication Equipment industry.
- ESG risks have decreased for three years in a row.



- Surpassed both industry and Taiwan business averages.
- Received a **perfect score** in Governance.

Q & A

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