

An aerial view of a city skyline, likely New York City, with a blue network overlay consisting of glowing nodes and connecting lines. The text is centered in white.

# 2021年第三季 法人說明會

2021/11/24

# 投資安全聲明

- 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.

# 議程

- 財務報告
- 榮譽與獎項
- 營運展望
- Q&A

# 財務報告

# 3Q21 合併損益表 – QoQ / YoY

NT\$M	Quarterly Results					YTD Results		
	3Q20	2Q21	3Q21	QoQ %	YoY %	YT 3Q20	YT 3Q21	YoY %
營業收入淨額	4,161	3,369	3,958	17.5	(4.9)	11,025	11,224	1.8
營業毛利	1,361	945	1,015	7.4	(25.4)	3,473	3,193	(8.1)
營業費用	1,160	1,045	922	(11.8)	(20.5)	3,424	3,068	(10.4)
營業淨利	201	(100)	93	193.0	(53.7)	49	125	155.1
營業外收入(損失)	144	(72)	(84)	(16.7)	(158.3)	338	(175)	(151.8)
稅前淨利(淨損)	345	(172)	9	105.2	(97.4)	387	(50)	(112.9)
稅後淨利(淨損)	321	(206)	(2)	99.0	(100.6)	305	(124)	(140.7)
非控制權益	18	13	25	92.3	38.9	55	61	10.9
歸屬於母公司業主之本期淨利(淨損)	303	(219)	(27)	87.7	(108.9)	250	(185)	(174.0)
每股盈餘(元)	0.46	(0.34)	(0.04)			0.38	(0.29)	
普通股加權平均股數(百萬股)	652	652	635			652	646	
營業毛利率 (GP %)	32.7%	28.1%	25.6%			31.5%	28.4%	
營業費用率 (OPEX %)	27.9%	31.0%	23.3%			31.1%	27.3%	
營業利益率 (OPM %)	4.8%	-3.0%	2.3%			0.4%	1.1%	
稅後淨利率 (NI %)	7.3%	-6.5%	-0.7%			2.3%	-1.7%	
股東權益報酬率 (ROE)						2.8%	-2.0%	

# 3Q21 合併資產負債表 – QoQ / YoY

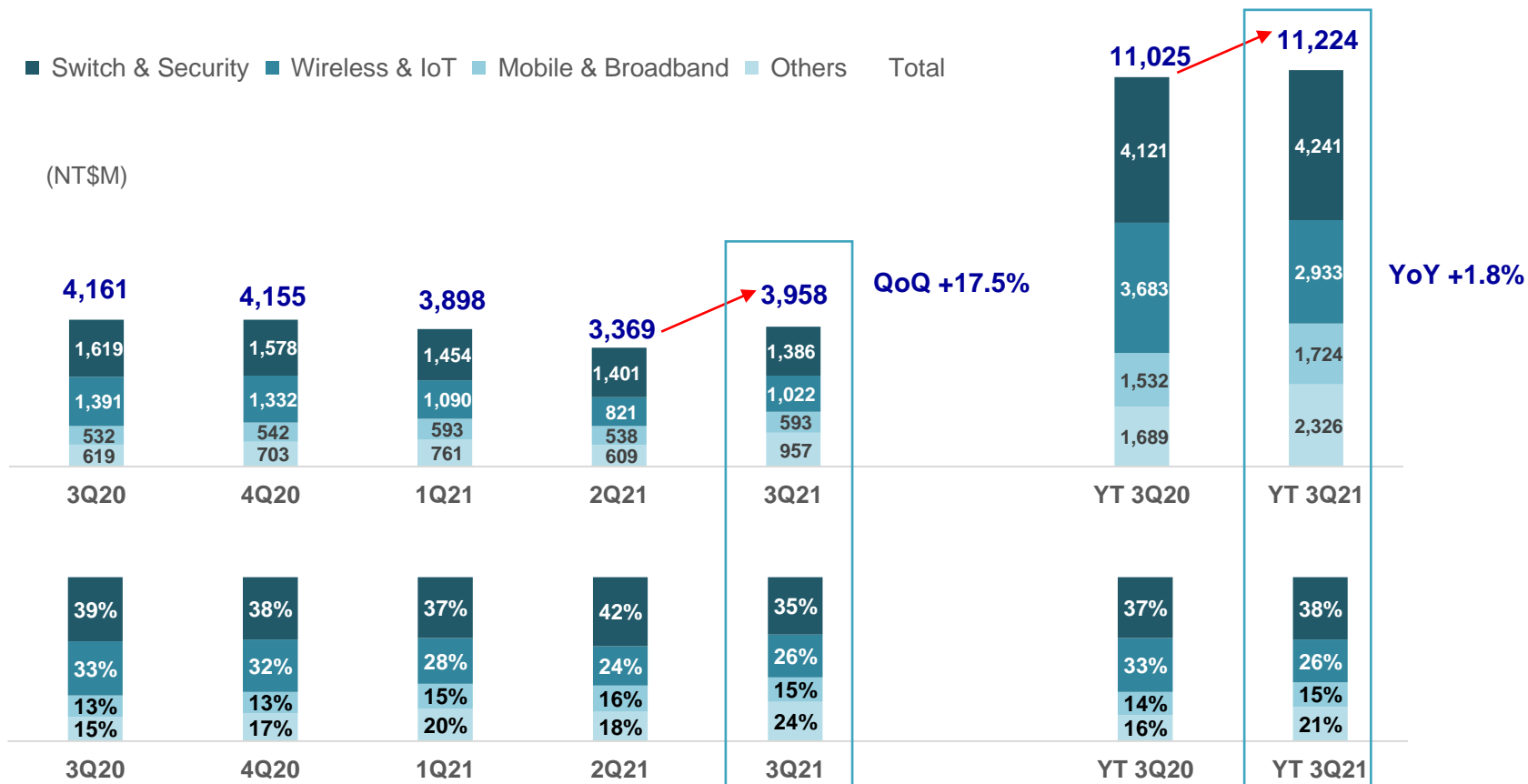
## Quarterly Results

NT\$M	3Q20	2Q21	3Q21	QoQ %	YoY %
現金及約當現金	3,603	4,325	3,214	(25.7)	(10.8)
應收帳款	3,241	2,946	3,267	10.9	0.8
存貨	2,238	3,180	3,485	9.6	55.7
其他流動資產	818	882	1,073	21.7	31.2
非流動資產	4,947	4,153	3,980	(4.2)	(19.5)
<b>資產總計</b>	<b>14,847</b>	<b>15,486</b>	<b>15,019</b>	<b>(3.0)</b>	<b>1.2</b>
應付帳款	2,684	2,795	2,720	(2.7)	1.3
其他流動負債	2,551	2,361	2,793	18.3	9.5
非流動負債	870	895	870	(2.8)	0.0
<b>負債總計</b>	<b>6,105</b>	<b>6,051</b>	<b>6,383</b>	<b>5.5</b>	<b>4.6</b>
<b>權益總計</b>	<b>8,742</b>	<b>9,435</b>	<b>8,636</b>	<b>(8.5)</b>	<b>(1.2)</b>
每股淨值(元)	12.7	13.7	13.5		
流動比率	189.1%	219.8%	200.2%		
負債資產比	41.1%	39.1%	42.5%		
現金循環天數	105	97	106		

# 營收產品別

■ Switch & Security ■ Wireless & IoT ■ Mobile & Broadband ■ Others Total

(NT\$M)

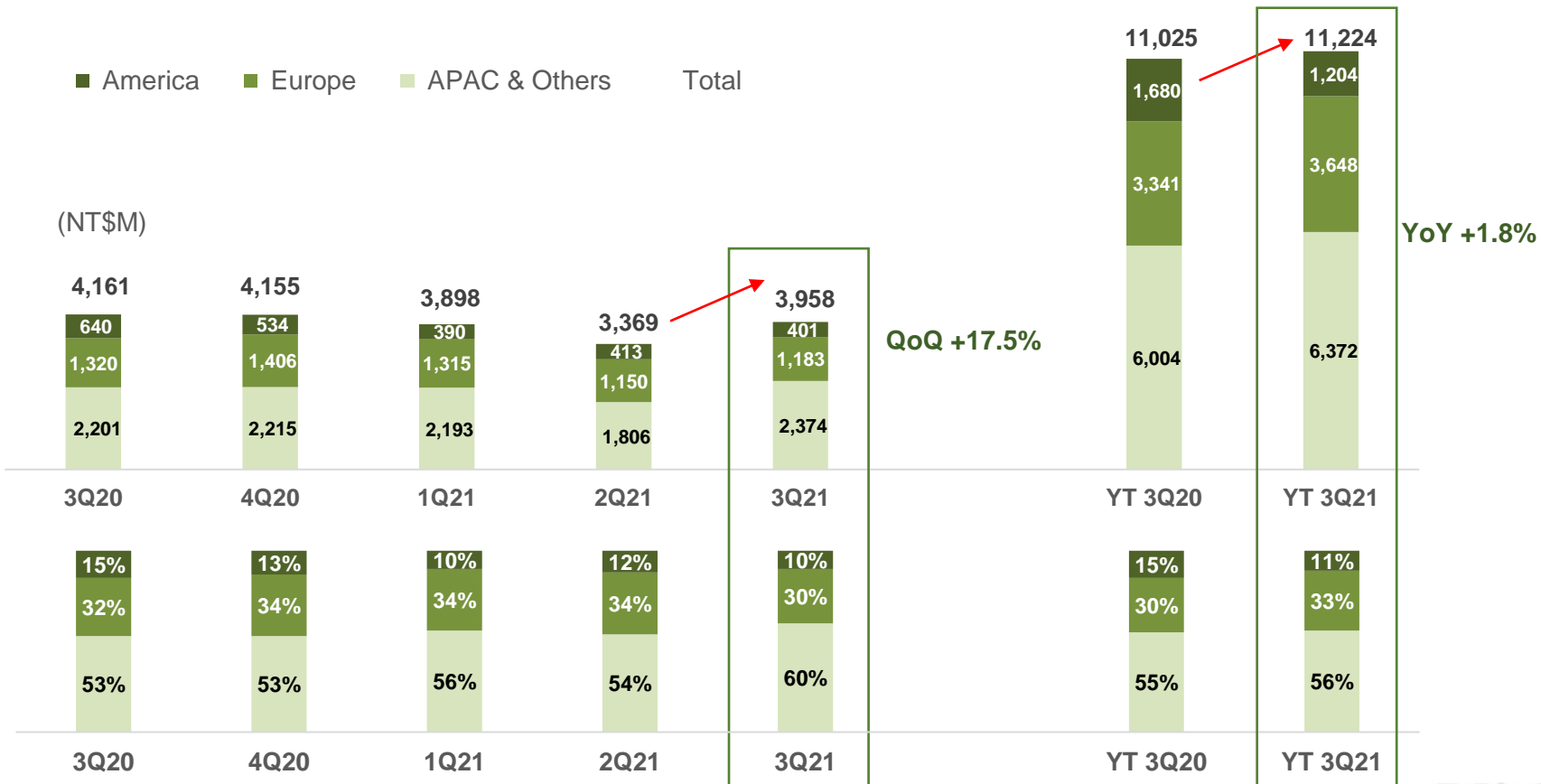




# 營收區域別

■ America ■ Europe ■ APAC & Others Total

(NT\$M)





# 榮譽與獎項

# 國際大獎獲獎產品



2021  
美國 CES 創新獎



reddot winner 2021

2021  
德國紅點設計大獎



2021  
德國 iF 設計大獎



# 國際大獎獲獎產品



2021  
台灣精品獎



GOOD DESIGN  
AWARD 2021

2021  
日本優良設計獎



2020  
台灣精品獎



# 營運展望

# 公司策略



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

A

品牌再造  
Re-branding



B

功能效能  
Features & Performance



C

價格規格  
Price & Specification

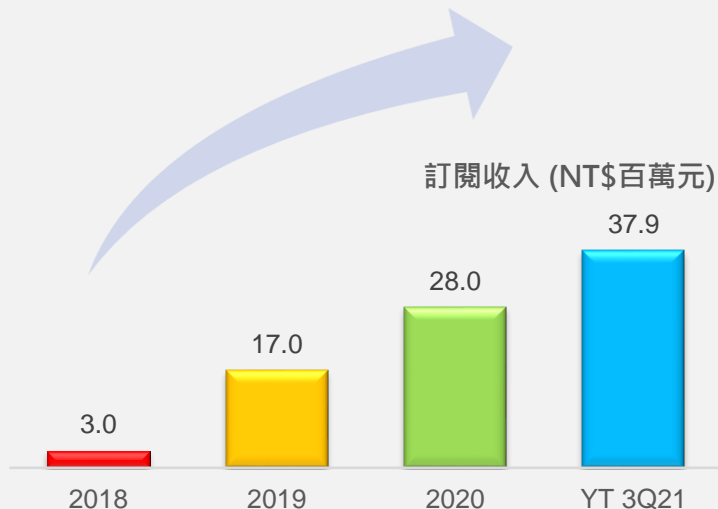


組織優化

台灣製造



# 消費雲解決方案

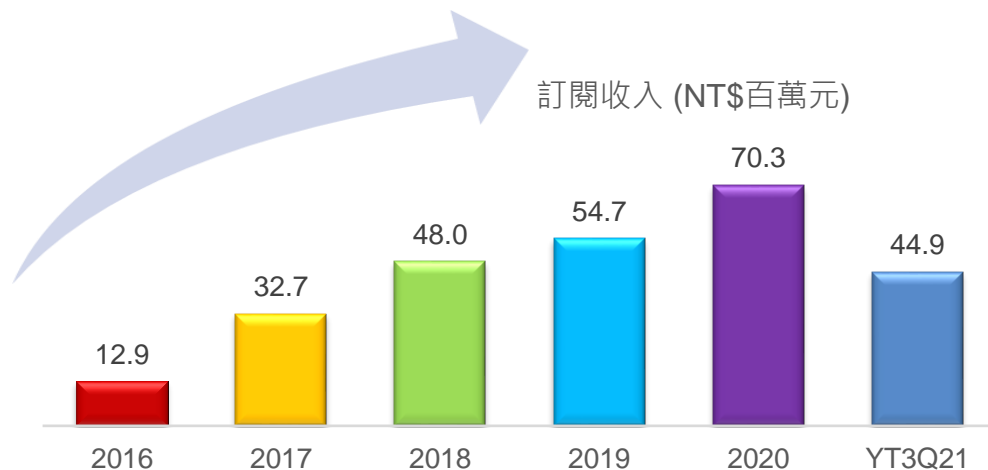


## EAGLE PRO AI

### 功能亮點：

- 網路連線品質監控與週報  
Internet Quality Monitor and its weekly report
- 互動式無線頻道優化加速器  
Interactive Wi-Fi Channel Optimizer
- 統計式互動網路連線時程控制  
Statistic Interactive Internet Schedule Control
- 網路安全檢查  
Security Check

# 企業雲解決方案



- 乙太網路交換器
- 無線分享器
- 路由器/網路閘道器



智慧轉型

- Eagle Pro AI – Professional
- Eagle Pro AI - Premium
- Eagle Pro AI - Lite



# AIoT 人工智慧工業應用服務解決方案



# Q & A

Website : <http://ir.dlink.com.tw>

Email: [IR@dlinkcorp.com](mailto:IR@dlinkcorp.com)

# 附錄



# 合併損益表

NT\$M	Yearly Results			Quarterly Results						YTD Results			
	2019	2020	YoY %	3Q20	4Q20	1Q21	2Q21	3Q21	QoQ %	YoY %	YT 3Q20	YT 3Q21	YoY %
營業收入淨額	16,996	15,179	(10.7)	4,161	4,155	3,898	3,369	3,958	17.5	(4.9)	11,025	11,224	1.8
營業毛利	4,740	4,775	0.7	1,361	1,302	1,232	945	1,015	7.4	(25.4)	3,473	3,193	(8.1)
營業費用	5,125	4,695	(8.4)	1,160	1,271	1,100	1,045	922	(11.8)	(20.5)	3,424	3,068	(10.4)
營業淨利	(385)	80	120.8	201	31	132	(100)	93	193.0	(53.7)	49	125	155.1
營業外收入(損失)	95	1,417	1,391.6	144	1,079	(19)	(72)	(84)	(16.7)	(158.3)	338	(175)	(151.8)
稅前淨利(淨損)	(290)	1,497	616.2	345	1,110	113	(172)	9	105.2	(97.4)	387	(50)	(112.9)
稅後淨利(淨損)	(442)	1,311	396.6	321	1,006	84	(206)	(2)	99.0	(100.6)	305	(124)	(140.7)
非控制權益	66	71	7.6	18	16	23	13	25	92.3	38.9	55	61	10.9
歸屬於母公司業主之本期淨利(淨損)	(508)	1,240	344.1	303	990	61	(219)	(27)	87.7	(108.9)	250	(185)	(174.0)
每股盈餘(元)	(0.78)	1.90		0.46	1.52	0.09	(0.34)	(0.04)			0.38	(0.29)	
普通股加權平均股數(百萬股)	652	652		652	652	652	652	635			652	646	
營業毛利率(GP %)	27.9%	31.5%		32.7%	31.3%	31.6%	28.1%	25.6%			31.5%	28.4%	
營業費用率(OPEX %)	30.1%	30.9%		27.9%	30.6%	28.2%	31.0%	23.3%			31.1%	27.3%	
營業利率率(OPM %)	-2.3%	0.5%		4.8%	0.7%	3.4%	-3.0%	2.3%			0.4%	1.1%	
稅後淨利率(NI %)	-3.0%	8.2%		7.3%	23.8%	1.6%	-6.5%	-0.7%			2.3%	-1.7%	
股東權益報酬率(ROE)	-5.5%	13.3%									2.8%	-2.0%	

# 合併資產負債表

NT\$M	Yearly Results			Quarterly Results							YTD Results		
	2019	2020	YoY %	3Q20	4Q20	1Q21	2Q21	3Q21	QoQ %	YoY %	YT 3Q20	YT 3Q21	YoY %
現金及約當現金	3,141	6,216	97.9	3,603	6,216	4,873	4,325	3,214	(25.7)	(10.8)	3,603	3,214	(10.8)
應收帳款	3,585	3,064	(14.5)	3,241	3,064	3,117	2,946	3,267	10.9	0.8	3,241	3,267	0.8
存貨	2,837	2,443	(13.9)	2,238	2,443	2,526	3,180	3,485	9.6	55.7	2,238	3,485	55.7
其他流動資產	598	829	38.7	818	829	858	882	1,073	21.7	31.2	818	1,073	31.2
非流動資產	5,550	3,398	(38.8)	4,947	3,398	4,197	4,153	3,980	(4.2)	(19.5)	4,947	3,980	(19.5)
<b>資產總計</b>	<b>15,711</b>	<b>15,950</b>	<b>1.5</b>	<b>14,847</b>	<b>15,950</b>	<b>15,571</b>	<b>15,486</b>	<b>15,019</b>	<b>(3.0)</b>	<b>1.2</b>	<b>14,847</b>	<b>15,019</b>	<b>1.2</b>
應付帳款	2,913	2,744	(5.8)	2,684	2,744	2,586	2,795	2,720	(2.7)	1.3	2,684	2,720	1.3
其他流動負債	3,025	2,602	(14.0)	2,551	2,602	2,350	2,361	2,793	18.3	9.5	2,551	2,794	9.5
非流動負債	847	864	2.0	870	864	841	895	870	(2.8)	0.0	870	870	0.0
<b>負債總計</b>	<b>6,785</b>	<b>6,210</b>	<b>(8.5)</b>	<b>6,105</b>	<b>6,210</b>	<b>5,777</b>	<b>6,051</b>	<b>6,383</b>	<b>5.5</b>	<b>4.6</b>	<b>6,105</b>	<b>6,384</b>	<b>4.6</b>
<b>權益總計</b>	<b>8,926</b>	<b>9,740</b>	<b>9.1</b>	<b>8,742</b>	<b>9,740</b>	<b>9,794</b>	<b>9,435</b>	<b>8,636</b>	<b>(8.5)</b>	<b>(1.2)</b>	<b>8,742</b>	<b>8,636</b>	<b>(1.2)</b>
每股淨值(元)	13.0	14.2		12.7	14.2	14.2	13.7	13.5			12.7	13.5	
流動比率	171.1%	234.8%		189.1%	234.8%	230.4%	219.8%	200.2%			189.1%	200.2%	
負債資產比	43.2%	38.9%		41.1%	38.9%	37.1%	39.1%	42.5%			41.1%	42.5%	
現金循環天數	110	101		105	101	85	97	106			105	106	

# 營收比重

## Sales Breakdown by Products

NT\$M	Yearly Results			Quarterly Results					YTD Results				
	2019	2020	YoY %	3Q20	4Q20	1Q21	2Q21	3Q21	QoQ %	YoY %	YT 3Q20	YT 3Q21	YoY %
Switch & Security	6,627	5,699	-14.0%	1,619	1,578	1,454	1,401	1,386	-1.1%	-14.4%	4,121	4,241	2.9%
Wireless & IoT	5,172	5,015	-3.0%	1,391	1,332	1,090	821	1,022	24.5%	-26.5%	3,683	2,933	-20.4%
Mobile & Broadband	1,818	2,074	14.1%	532	542	593	538	593	10.2%	11.5%	1,532	1,724	12.5%
Others	3,379	2,391	-29.2%	619	703	761	609	957	57.1%	54.6%	1,689	2,326	37.7%
<b>Total</b>	<b>16,996</b>	<b>15,179</b>	<b>-10.7%</b>	<b>4,161</b>	<b>4,155</b>	<b>3,898</b>	<b>3,369</b>	<b>3,958</b>	<b>17.5%</b>	<b>-4.9%</b>	<b>11,025</b>	<b>11,224</b>	<b>1.8%</b>

## Sales Breakdown by Regions

NT\$M	Yearly Results			Quarterly Results					YTD Results				
	2019	2020	YoY %	3Q20	4Q20	1Q21	2Q21	3Q21	QoQ %	YoY %	YT 3Q20	YT 3Q21	YoY %
America	2,222	2,214	-0.4%	640	534	390	413	401	-2.9%	-37.3%	1,680	1,204	-28.3%
Europe	5,226	4,747	-9.2%	1,320	1,406	1,315	1,150	1,183	2.9%	-10.4%	3,341	3,648	9.2%
APAC & Others	9,548	8,219	-13.9%	2,201	2,215	2,193	1,806	2,374	31.5%	7.9%	6,004	6,372	6.1%
<b>Total</b>	<b>16,996</b>	<b>15,179</b>	<b>-10.7%</b>	<b>4,161</b>	<b>4,155</b>	<b>3,898</b>	<b>3,369</b>	<b>3,958</b>	<b>17.5%</b>	<b>-4.9%</b>	<b>11,025</b>	<b>11,224</b>	<b>1.8%</b>