## 2Q18 Operating Results

August 6, 2018

## Financial Review

## 2Q18 Income Statement \& QoQ/ YoY Comparison

| Unit: NT\$ million | $\begin{array}{r} \text { 2Q18 } \\ \text { AMT } \end{array}$ | \% | 1Q18 AMT | \% | QoQ \% Change | $\begin{gathered} \text { 2Q17 } \\ \text { AMMT } \end{gathered}$ | \% | YoY \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 5,204 | 100.0 | 4,982 | 100.0 | 4.5 | 4,678 | 100.0 | 11.2 |
| Cost of Goods Sold - Product | 3,688 | 70.9 | 3,537 | 71.0 | 4.3 | 3,544 | 75.8 | 4.1 |
| Gross Profit 1 | 1,516 | 29.1 | 1,446 | 29.0 | 4.8 | 1,134 | 24.2 | 33.7 |
| I nventory Related Gain/ (Loss) | (34) | (0.6) | (12) | (0.2) |  | 23 | 0.5 |  |
| Gross Profit 2 | 1,483 | 28.5 | 1,434 | 28.8 | 3.4 | 1,157 | 24.7 | 28.2 |
| Operating Expenses | 1,427 | 27.4 | 1,373 | 27.6 | 3.9 | 1,373 | 29.3 | 3.9 |
| Operating I ncome | 55 | 1.1 | 61 | 1.2 | (9.8) | (216) | (4.6) |  |
| Total Non-Op. Inc. (Loss) | (98) | (1.9) | 2 | 0.0 |  | 53 | 1.1 |  |
| Income Before Tax | (43) | (0.8) | 63 | 1.2 |  | (163) | (3.5) |  |
| Tax (Exp.) / Income | (29) | (0.6) | (33) | (0.7) |  | 34 | 0.7 |  |
| Net Income | (72) | (1.4) | 30 | 0.5 |  | (129) | (2.8) |  |
| Non-controlling I nterests | 18 | 0.3 | (17) | (0.3) |  | 43 | 0.9 |  |
| Consolidated Income | (54) | (1.0) | 13 | 0.3 |  | (86) | 1.8 |  |
| EPS (NT\$)- Per Weighted-Avg. Capital of NT\$6,420M | (0.08) |  | 0.02 |  |  | (0.13) |  |  |

*The numbers are consolidated and the net income is audited/reviewed
**Weighted-Avg. Capital adjusted for treasury shares.

## 2Q18 Non-op Income/ Loss \& QoQ Comparison

| Unit : NT\$ million | 2Q18 | 1Q18 |
| :---: | :---: | :---: |
| I nvestment I ncome | (15) | (28) |
| Sub./ Aff. | (15) | (10) |
| Capital Gain | 0 | (18) |
| FX Gain/ (Loss) | (41) | 17 |
| Fin. Income/ (Exp.) \& Other | (42) | 13 |
| Total Non-op I ncome/ Loss | (98) | 2 |

## 1 H18 I ncome Statement \& YoY Comparison

| Unit: NT\$ million | 1H18 AMT | \% | 1H17 <br> AMT | \% | YoY \% <br> Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 10,187 | 100.0 | 9,408 | 100.0 | 8.3 |
| Cost of Goods Sold - Product | 7,225 | 70.9 | 7,030 | 74.7 | 2.8 |
| Gross Profit 1 | 2,962 | 29.1 | 2,378 | 25.3 | 24.6 |
| I nventory Related Gain/ (Loss) | (45) | (0.4) | 10 | 0.1 |  |
| Gross Profit 2 | 2,917 | 28.6 | 2,388 | 25.4 | 22.2 |
| Operating Expenses | 2,800 | 27.5 | 2,798 | 29.7 | 0.1 |
| Operating Income | 116 | 1.1 | (409) | (4.4) |  |
| Total Non-Op. Inc. (Loss) | (97) | (0.9) | 51 | 0.5 |  |
| Income Before Tax | 20 | 0.2 | (358) | (3.9) |  |
| Tax (Exp.) / Income | (62) | (0.6) | 19 | 0.2 |  |
| Net Income | (42) | (0.4) | (339) | (3.7) |  |
| Minority Interest | 1 | 0.0 | 37 | 0.4 |  |
| Consolidated Income | (41) | (0.4) | (302) | (3.2) |  |
| EPS ( NT ) - Per Weighted-Avg. Capital of $\mathrm{NT} \$ 6,420 \mathrm{M}$ | (0.06) |  | (0.47) |  |  |

## 6/ 30/ 2018 Balance Sheet \& QoQ Comparison

| Unit: NT\$ million | $\mathbf{6} / \mathbf{3 0 / 1 8}$ <br> AMT | \% | $\mathbf{3 / 3 1 / 1 8}$ <br> AMT | $\%$ | QoQ \% <br> Change |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Cash \& S-T Investment | $\mathbf{3 , 5 4 9}$ | 20.5 | $\mathbf{3 , 2 5 4}$ | 19.6 | 9.1 |
| Account Receivable | $\mathbf{5 , 0 1 9}$ | 28.9 | $\mathbf{4 , 4 5 3}$ | 26.9 | 12.7 |
| Inventory | $\mathbf{2 , 7 6 7}$ | 16.0 | $\mathbf{2 , 8 3 2}$ | 17.1 | $(2.3)$ |
| Long-term Investments | $\mathbf{2 , 7 9 4}$ | 16.1 | $\mathbf{2 , 9 4 3}$ | 17.8 | $(5.1)$ |
| Total Assets | $\mathbf{1 7 , 3 3 9}$ | 100.0 | $\mathbf{1 6 , 5 6 7}$ | 100.0 | 4.7 |
| Accounts Payable | $\mathbf{4 , 0 5 6}$ | 23.4 | $\mathbf{3 , 3 1 5}$ | 20.0 | 22.4 |
| Current Liabilities | $\mathbf{7 , 4 7 8}$ | 43.1 | $\mathbf{6 , 7 6 9}$ | 40.9 | 10.5 |
| Common Stock | $\mathbf{6 , 5 2 0}$ | 37.6 | $\mathbf{6 , 5 2 0}$ | 39.4 | 0.0 |
| Stockholders' Equity | $\mathbf{9 , 1 1 7}$ | 52.6 | $\mathbf{9 , 0 2 0}$ | 54.4 | 1.1 |

## Key Financial Ratios

| Unit: \% , days | 2Q18 | 1Q18 | 4Q17 | 3Q17 | 2Q17 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| "Days A/R | 84 | 80 | 84 | 81 | 80 |
| "Days Inventory | 81 | 73 | 81 | 88 | 89 |
| "Days A/P | 105 | 89 | 93 | 95 | 100 |
| Cash Cycle | 60 | 65 | 72 | 74 | 70 |
| Current Ratio | 1.60 | 1.62 | 1.56 | 1.57 | 1.49 |
| Debt/Equity Ratio | 0.86 | 0.79 | 0.87 | 0.81 | 0.93 |
| "Net Debt/Equity Ratio | 0.48 | 0.43 | 0.45 | 0.53 | 0.58 |
| ROE | -2.4 | 0.6 | 3.2 | 1.6 | -3.9 |

The numbers are based on consolidated numbers and the net income is audited

## Quarterly Revenue by Region

In NT\$, up 4.5\% QoQ, up 11.2\% YoY
$>$ N.A. up 15.6\% QoQ, down 15.8\% YoY
> Europe up 16.4\% QoQ, up 48.2\% YoY
> Emerging Mkts \& APac down 3.5\% QoQ, up 1.4\% YoY

In US\$, up 3\% QoQ, up 13.2\% YoY
$>$ N.A. up 13.9\% QoQ, down 14.2\% YoY
$>$ Europe up 14.7\% QoQ, up 51.3\% YoY
> Emerging Mkts \& APac down 4.8\% QoQ, up 3.1\% YoY

NT\$ min


## Quarterly Revenue by Product

## In NT\$ terms:

> Switch down 3.3\% QoQ, up 2.8\% YoY
$>$ Wireless up 30\% QoQ, up 35.6\% YoY
> B.B. down 25.7\% QoQ, down 18.5\% YoY
> D.H. up $16.8 \%$ QoQ, down $26.6 \%$ YoY

## In US\$ terms:

> Switch down 4.6\% QoQ, up 4.8\% YoY
$>$ Wireless up 28.2\% QoQ, up 38.1\% YoY
> B.B. down 26.6\% QoQ, down 17\% YoY
$>$ D.H. up 15.2\% QoQ, down 24.9\% YoY


## 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.

