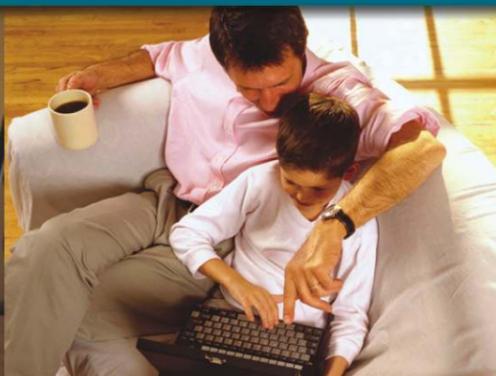
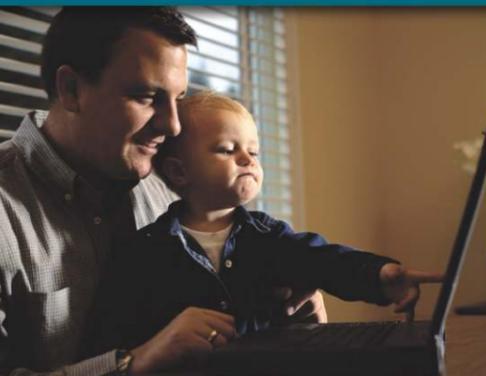


D-Link®

Building Networks for People

7CPROFILE 080
Printed in Taiwan

Company Profile ▶





Contents

Milestones	02
Years of Solid Growth	03
Sales & Marketing	04
Manufacturing	06
Quality	08
Technology	10
World Leading Supplier of...	12
Global Presence	16
Awards & Citations	18

Milestones

- ▶ **March 1986**
Company was founded.
- ▶ **June 1986**
Launched first D-Link network adapter.
- ▶ **June 1987**
Invested US\$1.2 million to build new headquarters in Taiwan Hsin-chu Science-based Industrial Park.
- ▶ **September 1990**
Released first D-Link Ethernet hub.
- ▶ **November 1992**
Established US subsidiary for North America operation UK subsidiary for European operation.
- ▶ **January 1994**
Invested US\$5.7 million to expand factory.
- ▶ **January 1994**
Released fault-tolerant high-bandwidth fiber-optics FDDI concentrator.
- ▶ **June 1994**
Received ISO 9001 certification.
- ▶ **October 1994**
Became first networking company listed in Taiwan Stock Exchange.
- ▶ **May 1995**
Began operating Indian manufacturing plant.
- ▶ **August 1995**
Joined industry-wide Fast Ethernet Alliance.
- ▶ **September 1995**
Was listed among Asia's top 200 electronic companies by Electronic Business Asia magazine.
- ▶ **April 1997**
Started construction work on large manufacturing plant in Southern China.
- ▶ **May 1998**
Ranked world's largest supplier of unmanaged Ethernet hubs for 1997 by Dataquest.
- ▶ **September 1998**
Set up D-Link International in Singapore.
- ▶ **October 1998**
Hsin-chu factory received ISO-14001 certification.
- ▶ **November 1998**
Was listed among US Forbes Magazine's top 300 companies.
- ▶ **April 1999**
Ranked among world's 10 most productive networking companies by NetworkWorld Magazine.
- ▶ **May 1999**
China plant received ISO 14001 certification.
- ▶ **March 2000**
Set up R & D center in India.
- ▶ **January 2001**
Implemented company-wide Enterprise Resource Planning system.
- ▶ **March 2001**
Successfully launched US\$40 million Euro Convertible Bonds.
- ▶ **April 2001**
D-Link India went public at Mumbai, Bangalore and New Delhi Stock Exchanges.
- ▶ **September 2001**
Signed strategic alliance with 2Wire, US's largest distributor of digital home network products.
- ▶ **September 2001**
Signed encompassing contract with French government monopoly ANPE employment service agency to supply networking products and services.
- ▶ **November 2001**
Signed strategic alliance with Symbol Technologies to jointly develop, manufacture and market wireless LAN products
- ▶ **January 2002**
Set up new manufacturing facility in Wu-Chang, Shanghai, and invested US\$1.4 million in R & D center in China.
- ▶ **June 2002**
Was listed among US BusinessWeek Magazine's Annual Top 100 Information Tech companies.
- ▶ **January 2003**
Released first affordable VideoPhone for mass market to stream local and long-distance video calls to the TV.
- ▶ **January 2003**
Received TL 9000 certification.
- ▶ **February 2003**
Provided connectivity solutions for California Orange County's first free wired and wireless Internet access hotspot.



*Amount in US\$ million
**2002 figures are preliminary



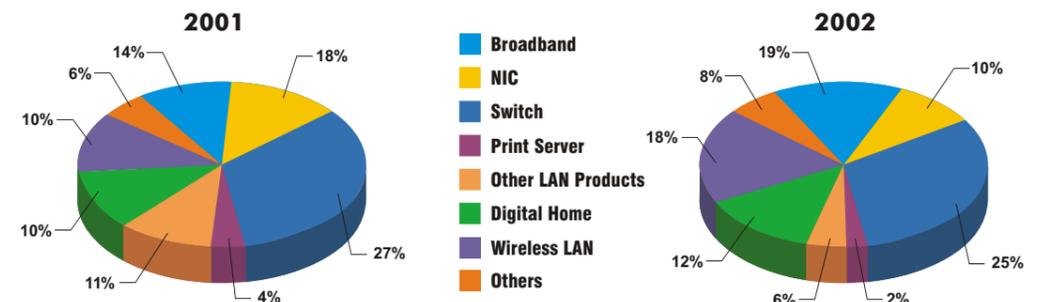
Years of Solid Growth

D-Link is a world leading designer, developer and manufacturer of high-performance connectivity solutions worldwide. Established in 1986, the Company has ever since committed to technology excellence and quality production. Throughout the years, it has strengthened its position as one of the industry's leaders in data networking, broadband and communication solutions in the small and medium enterprise sector. This, in addition to careful fiscal management, has allowed the Company to deliver year after year solid revenue and profit growth -- a non-stop expansion pattern since its inception.

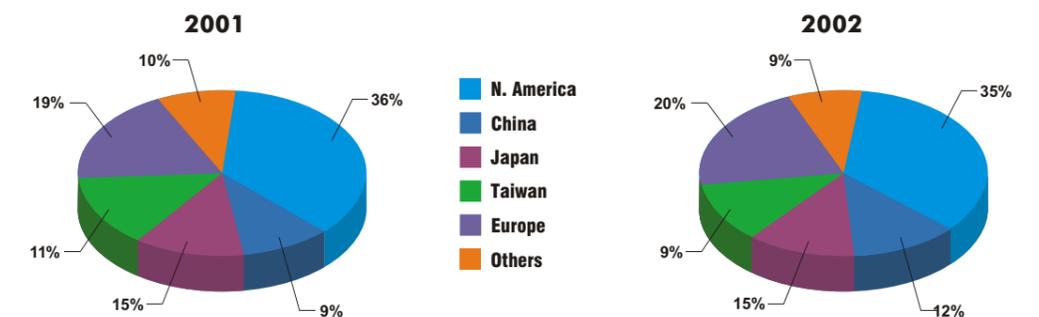
Today, D-Link's products are distributed and used widely worldwide. Geographically, it has penetrated all major markets, using a well diverse Distribution channel structure combined with an advanced product mix and localized tailor-made product strategies.

D-Link is built on a fundamental core competency that is well founded in the concept of communications. With a strong foundation and expertise in networking solutions, the Company is transforming and continually expanding the scope of technology expertise and leadership to develop cutting-edge communications solutions.

Revenue by Product



Revenue by Region





Sales & Marketing

D-Link is an engineering driven company that has built a strong brand name for delivering high quality, reliable products. With a commitment to Research and Development, the Company continues to deliver leading edge, standards-based technology solutions. Industry awards and accolades underscore the quality, reliability and technical excellence that D-Link engineers build into the Company's products.

This past year, the Company reshaped its consumer look to reflect the quality inside the products by creating a new design for its retail line that employs a futuristic Titanium theme. This state-of-the-art design integrated new stackable product moldings, user friendly software-based graphical user interfaces, and New retail point of purchase packaging.

We market our products through multi-tiered distribution channels from a business to consumers and business-to-business model structure.

This D-Link brand equity provides D-Link with sustained sales growth opportunities, balancing it from declining revenues at times of global economic downturns and extending the quality product and manufacturing with consumers at large as well as industry vendors and contractors.

A strong global presence and aggressive price points allow the Company to build a solid following while even further extending brand image and brand equity.

✔ *Products casing creating a new design that employs a futuristic Titanium theme.*



✔ *New product packaging designs deliver strong brand presence.*



D-Link extends its engineering resources and sells to other industry participants through private label, Original Equipment Manufacturing (OEM) and Original Design Manufacturing (ODM) agreements. Both D-Link branded product and OEM/ODM D-Link designed and manufactured products have one thing in common: Quality.

Some of the most prestigious companies in the industry contract with D-Link to create the reference design for silicon or to deliver a completely D-Link manufactured product as finished goods with an OEM private label attached to the product.

Industry chipmakers and silicon manufacturers contract with us to help design and develop technology. We have teams of engineers who are dedicated to developing the reference designs for new chip technologies.



✔ *Excellent engineering resources, and manufacturing capacity combined with strong manufacturing capabilities attract contractor interest from other industry participants in the form of OEM/ODM relationships.*

The chipmakers then deploy these D-Link designs under a private label of their respective name in addition to the silicon chip itself to finished goods manufactures. In this way, D-Link is helping the Industry as a whole, all the way down to the consumer, to get the best possible performance and functionality out of a new silicon or technology product.

It is this total commitment to driving technology to the edge that is at the heart of the company's success.



Manufacturing

World Class

D-Link is a world-class manufacturing company. With more than a million two hundred thousand square feet of manufacturing space and capability, an equally impressive range of high-tech manufacturing machinery and test equipment, and extremely well trained people, the Company is in a good position to meet the challenges of growth that lay ahead.

Whether D-Link begins by creating the reference design for a chipmaker, or for the development of a specific technology, the Company is capable of providing every step of the manufacturing process from design concepts to the delivery of finished goods with unsurpassed quality.

Our engineers work up advanced concepts, detailed designs and advance the development of standards-based technology. Then, the process is carried to the next level from prototype to pilot creations and onto the massive manufacturing processes.

With our highly skilled and knowledgeable labor force we execute manufacturing efficiency programs that leverage production and raw material sourcing techniques for greater cost savings.

To increase the core equity, and future capability of the company, D-Link has continually invested profits back into the company to buy sophisticated manufacturing and test equipment. This commitment to manufacturing allows D-Link to control the quality, reliability and compatibility of the products its sells.

▶ Computer aided testing ensures the highest quality products.



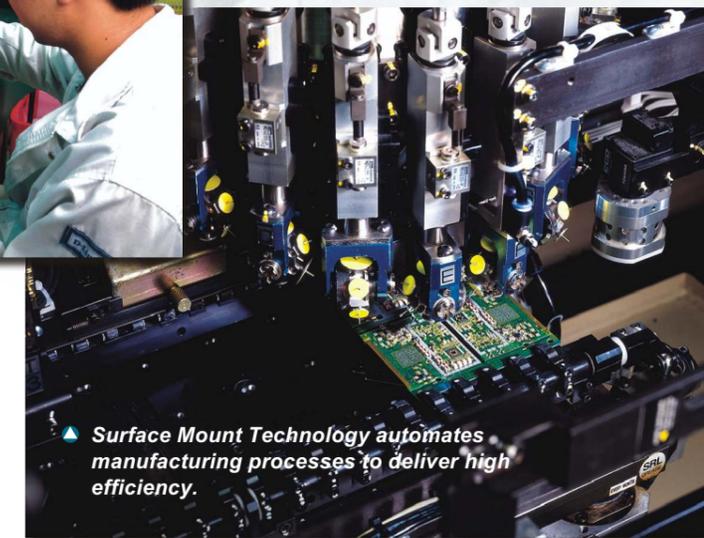
Facilities

D-Link now has seven state-of-the-art facilities in four countries. They are: Hsin-chu, Taiwan; Dongguan, China; Wujiang, China; three in Goa, India; and Irvine, California, United States.

D-Link's main production facilities are located in Hsin-chu, Taiwan, Dongguan, China and Wujiang, China. The Company has three manufacturing plants in Goa, India and one in Irvine, California, USA.

D-Link's production line in Irvine, California is engaged in the manufacturing of high-end products for the U.S. market, as well as the world market. The D-Link plants in Goa produce timely shipments in the subcontinent and to nearby markets.

The Hsin-chu facility in Taiwan has a total floor area of 452,000 square feet. The plant has seven Surface Mount Technology (SMT) lines, which can be joined together to produce three extra long SMT lines if required. It also has four through-hole (manual insertion) lines,



▶ Surface Mount Technology automates manufacturing processes to deliver high efficiency.

six final assembly lines and an automated warehouse system. The facility runs three full shifts per day.

The Dongguan facility in China has a total floor space of 426,000 square feet, with six SMT and through-hole lines, and five final assembly lines and can be expanded to accommodate up to fourteen SMT lines. The plant's most important advantage to D-Link is its proximity to Taiwan headquarters.

The China plant also provides the benefits of inexpensive labor and cost-effective product components. In addition, a common language and culture with the head office enables the company to easily achieve expansion and economy of scales.



▶ The Hsin-chu facility has a total floor area of 452,000 square feet.



▶ The Wujiang manufacturing facility has a total floor space of 70,500 square feet.



▶ The Goa manufacturing facility in India has a total floor space of 49,837 square feet.



▶ The Dongguan facility has a total floor space of 426,000 square feet.





Quality

Achieving world-class quality manufacturing is a challenge that D-Link has embraced with great success. Signifying a strong dedication to the art of making superior finished goods, the Company employs quality procedures and processing, advanced manufacturing techniques, and rigorous testing before the D-Link name is stamped on the product.

Engineers, technicians and quality specialists closely examine the products as they are manufactured to ensure that all products leaving the facility are fully functional and without defect.

Industry Certifications

On June 22, 1994, D-Link became Taiwan's first network equipment manufacturer to earn the International Organization for Standardization (ISO) certification for quality assurance in design/development, production, installation and servicing.

The ISO is a worldwide federation that has created a set of certifications that are based on universal rules for governing stable quality in manufacturing that transcends all languages, interpretations, and equivocations. D-Link manufacturing facilities have earned the ISO 9001, ISO 9002, and the ISO 14001 certifications.

ISO 9001 and ISO 9002 certifications designate that the Company has defined processes for establishing and maintaining an effective, quality system for manufacturing. These certifications outline a guide for quality products and have become an international reference for quality requirements in business to business dealings.

The ISO 14001 designation certifies that the Company has demonstrated a successful Environmental Management Systems (EMS) and underscores D-Link's serious concern to make environmentally friendly products. The certification requires strict adherence to existing environment protection laws, expansion of in-plant recycling and improvement of the production process, to reduce harmful effects on the environment.

In January 2003, D-Link received its TL 9000 certificate. TL 9000 has all the requirements from ISO 9001:2000 plus additional requirements to address industry specific needs. The intent is to apply a consistent set of quality system requirements and metrics that will help provide telecommunications users with faster, better and more cost-effective services. It is estimated that over 10,000 suppliers to the telecommunications industry that could be affected by TL 9000.



TL 9000 Certification.

Investment in state-of-the-art test equipment allows D-Link to ensure quality, while building a foundation for future capabilities.



D-Link continues to invest in advanced testing gear like this optical testing machine.

Technical Excellence

The Symbol of Excellence is an award that honors Taiwan's best-designed, most innovative and highest quality products. It is awarded annually to a select group of products and is considered to be the most prestigious recognition program in Asia. Each year, hundreds of Taiwan companies compete for the award and are evaluated in five distinct categories: quality system, product design, R&D/innovation, market position and brand awareness.

Since the inception of the Symbol of Excellence Award in 1993, D-Link has won twenty-four Symbol of Excellence awards for outstanding products; five of which went on to win the Gold National Award of Excellence. In 2001, D-Link garnered three Symbol of Excellence Awards and one Gold National Award of Excellence.



D-Link's ISO certifications assure quality.



D-Link people are well trained and use advanced testing equipment to deliver quality.



Quality Assurance Testing

D-Link has established comprehensive quality testing methods that are part of our Quality Assurance Center to monitor and control product quality in strict adherence with international standards.

Quality control procedures include: a burn-in period for finished products, production reliability audits, failure analysis for identification of production problems and customer service. The testing systems assure the quality of D-Link's products and help control manufacturing costs.



SYMBOL OF EXCELLENCE WINNER

D-Link's commitment to quality manufacturing has repeatedly earned the coveted symbol of Excellence Award.



Technology



Networks

D-Link engineers are continually developing next generation solutions and reshaping future technology innovation. Whether it is pushing the envelope on an emerging technology, designing pilot samples of alternative chip solutions, developing the next evolution of existing technical capabilities, or costing down mainstream technical solutions, D-Link engineers are hard at work scientifically pushing technology to its outermost limits and capabilities.

Networking is a core technology for the future of data communications. As the most scalable, flexible and cost-effective networking standard, Ethernet is well established as the dominant networking technology. In fact, nearly all traffic on the Internet originates or ends with an Ethernet connection.

With strengths in chip design, technology development, and high-volume manufacturing, D-Link is an established leader in Ethernet networking technology. The Company has repeatedly delivered best-of-class products and powerful end-to-end Ethernet networking solutions.

This Ethernet segment of the market is fundamentally sound and we are extremely well positioned to take advantage of the changes and technology migration that will occur in the coming years.

10/100 Fast Ethernet

First proposed in 1992, Fast Ethernet has become the high-speed technology for today's LANs and corporate desktop users. This IEEE standards-based technology has been so successful because it is easy to use and readily upgradeable. Fast Ethernet is also highly reliable and has repeatedly proven it can be trusted with mission-critical applications.

D-Link Fast Ethernet products are a dominant force in home and business environments alike; delivering increased network performance, increased network scalability, and decreased costs over time. Working closely with Internet Service Providers allows the Company to deliver Ethernet NICs directly installation. In addition, D-Link has worked closely with Value Added Resellers since the Company's inception and has a strong hold on network infrastructure in the business environments.



Gigabit Ethernet

Just as Fast Ethernet provided a low-cost incremental migration from 10Mbps Ethernet, Gigabit Ethernet provides a low-cost incremental migration from 10/100Mbps Fast Ethernet.

As a leading supplier of Ethernet technology, D-Link provides a broad range of standards-based, high performance Gigabit Ethernet solutions designed to lower enterprise IT costs and simplify the transition. In general, upgrading to Gigabit Ethernet over copper is ideal even when budgets are tight; it will increase performance and breathe new life into older networks that now have extended needs by building on a company's current investment in cabling.

Initially focusing on uplinks to the backbone, switch-to-switch links, and switch-to-server connections, shrinking price deltas and increased use of bandwidth intensive applications are ramping the growth of desktop Gigabit connections and continuing a familiar path as businesses upgrade to 1000Mbps from 100Mbps.



▶ D-Link Ethernet switches deliver performance and scalability that is critical for enterprise network environments.

10 Gigabit Ethernet

The migration to Gigabit Ethernet on the desktop is in turn helping to drive the need for 10 Gigabit Ethernet in servers and enterprise backbones. Currently, D-Link is focusing on 10 Gigabit Ethernet products that provide local backbone interconnections between large-capacity switches. As the demand for bandwidth increases, D-Link will be ready to deliver solutions that will allow 10 Gigabit Ethernet to be deployed throughout the entire network and will include server farm, backbone and campus wide connectivity.

10 Gigabit Ethernet operates over optical fiber lines, while meeting several key requirements for high-speed networks, including flexibility, lower cost of ownership, and interoperability with existing Ethernet networks. Ideal for building Metropolitan Area Networks, this emerging technology will allow the connection of geographically dispersed LANs between campuses or points of presence.

◀ D-Link produces a wide range of powerful high-end and backbone Ethernet switches that are designed for the enterprise and departmental processing.



World Leading Supplier of...

Wireless LAN

Expanding on D-Link's core competency of Ethernet networking, the Company began developing high-rate wireless Ethernet technology. Ultimately, D-Link introduced products in 2000 as the Institute of Electrical and Electronic Engineers (IEEE) agreed upon a high rate standard, which was initially named the IEEE 802.11HR (High Rate).

Today, wireless networking has emerged as a mainstream set of technologies and is growing in popularity among resellers and consumers. This is due in large part to its scalability and seamless interoperability with Ethernet, the most widely used networking technology.

D-Link was the first to recognize the huge potential for wireless networking in the digital home and the small to medium business markets.

► D-Link wireless networking provides home users with the freedom to compute from the back yard to the bedroom.



That is why the Company was first to deliver a SOHO IEEE 802.11b 11Mb wireless network to the consumer market. Since then, D-Link's 802.11b+ AirPlus and dualband and 802.11a/b+ have taken the market by storm, driving this technology to an affordable level.

Digital Home

D-LinkAir wireless offers a wide range of connectivity solutions for the home with multiple interface technologies such as PCI, USB, PC Card and Ethernet. Strict compliance to the IEEE 802.11b networking standard within the 2.4GHz frequency range for wireless connectivity, means that the D-Link wireless products are very compatible and interoperable in a multi-vendor environment that is standard compliant.

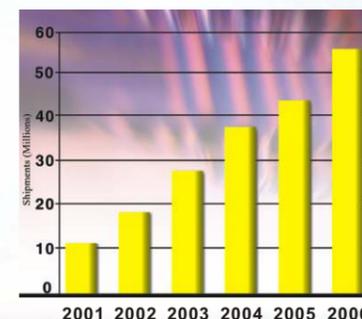


► The roaming capabilities of D-Link wireless allows business users to bring their work to their meetings.

D-Link is deep into the development of next generation wireless solutions. The Company is pushing to achieve even higher rated bandwidths in the 2.4GHz spectrum for greater performance and to create more integrated solutions like the D-LinkAir Wireless Internet Camera for extended functionality.

Business and Enterprise

In order to better address the enterprise and departmental connectivity needs, D-Link introduced a high-performance 54Mbps bandwidth standards-based 5GHz wireless line of products called D-Link AirPro.



Total WLAN Node Shipments, World Market: 2001 to 2006
(Source: Allient Business Intelligence Inc)

► Industry analysts are forecasting excellent growth in the wireless market.

The D-Link AirPro series is fully standard compliant with the IEEE 802.11a specification for high-speed wireless networking. These powerful new D-Link AirPro products offer high-speed data rates at up to 54Mbps in standard mode, and 72Mbps in "Turbo" mode.



Typical IT professionals at the enterprise and departmental level deploy wireless technology to extend and support users. This means that most high-speed wireless products are worked into a core multi-technology network with an Ethernet base. The D-Link wireless products are completely interoperable with Ethernet.

Bluetooth

D-Link has entered the 2.4GHz Bluetooth networking arena as well, with its DWB-120M adapter. Bluetooth technology provides a simple wireless connectivity experience with seamless Wireless Personal Area Network connectivity.

Delivering zero-configuration wireless capabilities, users can choose to connect up to seven Bluetooth devices together simultaneously in peer-to-peer or ad-hoc mode to create a piconet. As the ideal solution for short-range wireless data communications, Bluetooth allows users to share data on their PC with other Bluetooth enabled computers, PDAs, printers, cellular phones, digital cameras, and other electronic devices.



World Leading Supplier of...

Broadband

The emergence of the Internet in daily life and its ability to deliver a wide range of services, entertainment, information and e-mail for business and home users have created a need for faster and easier access.

The demand for faster access and instant data is driving large-scale technology manufacturers like D-Link to provide better, faster, and more affordable Digital Home and business solutions to these markets. The digital home market consists of individuals and families who want easy and low-cost connections that are secure at home and on the move.

As the Internet is the driving force behind user demand for connectivity products, broadband Internet access becomes the key. Service providers such as Telephone Companies, Internet Service Providers and Cable companies offer a wide range of broadband connections to a wide range of subscribers, home users, and businesses over various access infrastructures. Connectivity manufacturers like D-Link, design, engineer and manufacture the technology that provides the physical access.

Today, D-Link high-speed modem products find their way to many consumers in the home and business through network service providers.

The Company also sells broadband and Internet connectivity products through a multi-channel structure that includes consumer retail, e-commerce, catalog and dealers. This vast channeling system provides access to sharing and security devices designed to complement the broadband connection and directly address the needs and concerns of broadband

customers. These products, which include routers, residential gateways, firewalls and integrated broadband access devices that combine firewall, routing, access points, switching and even printer sharing functionality into one convenient value-added product, continually set new standards for price and performance.

With a close watch on the future, D-Link is deep into the development of emerging technologies. In 2001, D-Link was one of the first to deliver a Universal Plug-n-Play enabled residential gateway and an affordable Virtual Private Networking router solution. The Company works closely with service providers and existing distribution channels to bring its broadband products to market.

Internet Gateways

D-Link is a major supplier of Internet gateways, specific-purpose remote IP routers that serve as gateways to the Internet. Constituting a rapidly growing market segments, these devices are designed to let business, home and mobile users easily share Internet connection from their offices, residences and public places like hotels, convention halls, Internet cafes and airport lounges. D-Link is helping to speed up the use of the Internet for popular applications like video conference, Internet gaming, e-shopping and IP telephony.



Today D-Link ships worldwide a wide range of Internet gateways, from user-friendly ones for home users to integrated devices with built-in broadband DSL/cable modem, wireless LAN, Ethernet switch and firewall capabilities for SOHO and workgroups. For advanced solutions, D-Link's remote routers with IPSec Virtual Private Network security allow branch offices to establish secure links with their head offices and trusted suppliers to exchange confidential information over the Internet. Without any need to install expensive leased lines, critical business data can now be inexpensively and speedily sent via users' private "tunnels" on the Internet without fear of being stolen, wire tapped or destroyed by Internet hackers.



Global Presence

D-Link has established a significant global multi-layered channel distribution position in a wide range of geographically diverse markets. The Company has opened more overseas subsidiaries, branch offices and warehousing facilities to increase the level of local support. With a well-established global distribution network, twenty-nine sales offices in twenty-one countries, D-Link is currently doing business in more than ninety countries.





Awards & Citations

What Other People Are Saying About D-Link...

2003

"D-Link' DI-764 AirPro Wireless Router combines high-speed 802.11a wireless networking with the venerable 802.11b standard to meet both future and legacy needs." (*CRN's Editor's Choice*)

2003

"We found the D-Link DWL-6000AP easy to set up, nicely featured, a reasonably good performer, and less expensive than its competition. It's an excellent choice." (*PC Upgrade's Editors' Choice and Five-Star Rating*)

2003

D-Link's DI-714P+ wireless gateway puts an end to mangled installations. It's up to twice the data transfer speed of other gateways in its price range." (*PC World's 20th Anniversary Stuff We Love 2003 Award*)

2003

D-Link DI-614+ won PC World 'Best Buy' Award, "one of the most sought after honors in technology, and it is also one of the hardest to win." (*PC World Networking Guide Prestigious "Best Buy" Award*)

2003

"D-Link's DWL-810 is touching upon the true definition of technology: to make lives easier for people." (*Gamer's Choice Award*)

2002

"By its own merit, your D-Link DI-614+ AirPlus made it to our elite Top 20 gift list. Congratulations!" (*Top Spot on Tech TV's Holiday Buying Guide and Top 20 Gifts*)

2002

"The D-Link DI-614+ was indeed the speed champ... The router's firewall features are excellent and easy to implement." (*PC World*)

2002

"The D-Link Bluetooth USB Adapter manages to combine a small, neat design with a remarkably low price." (*Networking MacUser Award*)

2002

D-Link is among one of the vendors "in their specific categories, topping rivals for functionality and ease of use." (*CRN Test Center Ultimate PC Editors' Choice Product*)

2002

"D-Link Express EtherNetwork DI-604 Broadband Router ... using the slick setup wizard, we started surfing from behind the firewall in 5 minutes." (*PC Editor's Choice*)

2002

"D-Link AirPlus DWL-650+ and its PCI sibling are quality products ... the best value on the market today." (*internet.com & 802.11 Planet*)



Awards and Recognitions

February 2003

DI-764 AirPro Multimode Wireless Router:
CRN's Editor's Choice.

February 2003

DWL-6000AP Multimode Wireless Access Point:
PC Upgrade Editors' Choice & Five-Star Rating.

February 2003

DI-714P+ Wireless Router:
PC World's 20th Anniversary Stuff We Love 2003 Award.

January 2003

DVC-1000 i2eye VideoPhone:
TechTV's 2003 Best of CES Finalists.

February 2003

DI-614+ AirPlus Wireless Router:
PC World Networking Guide Best Buy Award.

October 2002

DI-604 Firewall:
PC Magazine Editor's Choice.

August 2002

DCS-1000W Internet Camera:
TechTV Outstanding Review.

May 2002

D-Link's Line of 802.11a AirPro Wireless Products:
CRN Test Center Editors' Choice.

May 2002

DSL-604G ADSL Router:
CETRA's National Award of Excellence.

November 2001

DSS-24+ Ethernet Switch:
PC Magazine Editor's Choice.

April 2001

DWL-920 USB Wireless Home Network Kit:
Zdnet Best Buy's Excellent Choice.

March 2001

DWL-1000AP Wireless Access Point:
PC Magazine Editor's Choice.

February 2001

DI-713 Wireless Router:
Electric Tech Editor's Choice.

November 2000

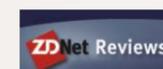
DES-3225G Ethernet Switch:
PC Network World Excellent Award.

April 2000

DI-701 Residential Gateway:
PC Magazine Excellent Review.



NetworkMagazine



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