



D-LINK WINS SIGNIFICANT TELECOM ITALIA CONTRACT

London, April 6, 2004 — D-Link (Europe) Ltd is delighted to announce a major contract win with Telecom Italia for the supply of 250000 ADSL modems. The tender was issued in February and the deal is to be shared between three suppliers, the first selected being allocated a majority of the deal. D-Link (Europe) Ltd has won this primary supplier status and is looking forward to working in partnership with Telecom Italia to drive the rollout of broadband across Italy.

D-Link has proven to be flexible and innovative in its approach of winning this important deal. The company is producing a customised edition of the selected product, the new D-Link DSL-302T, part of D-Link's successful range of Broadband products, co-branded with the Telecom Italia logo. Additionally, D-Link are customising the ADSL modem with Telecom Italia pre-configured firmware, bespoke drivers, and a Telecom Italia specific manual with instructions in the local language. With technical support and logistics provided by D-Link Europe Ltd, the Networking Company has proven successful global teamwork to win this contract.

In order to become a Telecom Italia supplier, D-Link passed technical tests from the Ministry of Telecommunication as well as Telecom Italia's Labs.

"We are delighted to have won official supplier status with Telecom Italia," says Stefano Nordio, Managing Director of D-Link Mediterraneo. "Our company focuses on supplying the market with easy to use, high quality products and working in partnership with Telecom Italia is taking our mission of building networks for people to another level".

Winning this tender strengthens D-Link's Pan-European presence and enables them to further penetrate the Telco market that is a major growth area for the Networking company.

Internet Penetration in Italy

The forecast for xDSL subscribers in 2004 has been set for 1.6 million across Italy, however, Q1 figures show an increased trend that if continued could hit up to 2.5 million subscribers throughout the year. Currently 35.4% of the population in Italy have access to the Internet and the aim is to minimise the gap to Europe's highest penetrated country Sweden with 76.9% as quickly as possible*. D-Link (Europe) Ltd is looking forward to working with Telecom Italia to connect people across Italy with the world.

*Source: Internetstats

IR Contact:

Yvonne Yan
Senior Director
Investor Relations

Global IR website: <http://www.dlink.com.tw/ir>
E-mail: ir@dlink.com.tw

發佈單位:友訊科技股份有限公司

發佈日期:93年4月7日

D-Link 歐洲市場傳捷，ADSL數據機獲義大利電信採用

D-Link友訊科技宣佈贏得義大利電信的ADSL數據機採購案，長期耕耘歐洲電信市場開花結果。友訊表示，此次採購標案內容，義大利電信共採購了25萬台ADSL數據機，友訊以其DSL-302T ADSL數據機結合義大利電信的需求進行充分的客製化，例如用戶的安裝指引及本地語言的介面設計等，且通過義大利電信局的品質測試，方能順利贏得此次採購案。在這次合作案中，相關的技術服務都將由友訊歐洲提供。

友訊南歐區總經理Stefano Nordio針對此案表示，友訊很高興能正式成為義大利電信的供應商，這對友訊在電信網路市場的營運有指標性的意義。友訊總經理廖志誠更進一步說明，目前網路設備市場約可分為三大領域，一是電信網路市場(Telecom)，二是企業網路市場(Enterprise)，最後就是中小企業及家庭網路市場(SOHO, Small Office and Home Office)，友訊目前已經是站穩了SOHO網路的龍頭，但對企業及電信市場仍有許多努力的空間，經過這些年的耕耘，在許多電信自由化的市場中，因應ADSL用戶的大幅增加，都有著不錯的成績，除了這次義大利電信的合作案外，在今年年初也順利的與澳洲第二大電信業者Optus合作，提供所需的ADSL數據機。

如需其他資訊，請至本公司網站瀏覽 <http://www.dlink.com.tw/lr>

法人關係室：顏 玉 資深處長

電話：(02)2916-1600轉2200

E-mail: ir@dlink.com.tw