## YOUNGOptics Everyone's Optics



## **2011 Results Investor Conference**

February 15, 2012

Everyone's Optics

#### **Disclaimer**

Except for historical information contained herein, the matters set forth in this presentation are forward-looking statements that are subject to significant risks and uncertainties and actual results may differ materially from those contained in any forward-looking statements.

The forward-looking statements in this release reflect the current belief of Young Optics as of the date of this release and Young Optics undertakes no obligation to update these forward-looking statements for events or circumstances that occur subsequent to such date.

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#### Income Statement(Consolidated)\_YoY

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#### **Consolidated Income Statement**

Amount: NT\$ Million Except Per Share Data

	2011		2010		YoY	
Net Sales	7,032	100%	7,482	100%	(6.0%)	
Cost of Goods Sold	(5,421)	(77.1%)	(5,730)	(76.6%)	(5.4%)	
<b>Gross Profit</b>	1,611	22.9%	1,752	23.4%	(8.1%)	
Operating Expenses	(1,138)	(16.2%)	(1,058)	(14.1%)	7.5%	
Operating Income	473	6.7%	694	9.3%	(31.9%)	
Non-operating Income, Net	74	1.1%	(7)	(0.1%)	1,114.1%	
<b>Income Before Tax</b>	547	7.8%	687	9.2%	(20.3%)	
Net Income	571	8.1%	485	6.5%	17.7%	
Basic EPS (NT\$)(a)	5.01		4.43			
EBITDA	777	11.0%	904	12.1%	(14.1%)	

Prepared by YoungOptics on a consolidated basis

(a) Basic EPS was calculated based on the total weighted average outstanding shares

## Income Statement(Consolidated)\_QoQ

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#### **Consolidated Income Statement**

Amount: NT\$ Million Except Per Share Data

	4Q':	4Q'11 3Q'11		11	QoQ	4Q'10		YoY
Net Sales	1,610	100%	1,885	100%	(14.6%)	1,685	100%	(4.4%)
Cost of Goods Sold	(1,226)	(76.1%)	(1,497)	(79.4%)	(18.1%)	(1,310)	(77.8%)	(6.4%)
Gross Profit	384	23.9%	388	20.6%	(1.0%)	375	22.2%	2.6%
Operating Expenses	(312)	(19.4%)	(273)	(14.5%)	14.5%	(237)	(14.1%)	31.7%
Operating Income	72	4.5%	115	6.1%	(36.9%)	138	8.1%	(47.5%)
Non-operating Income, Net	16	1.0%	31	1.6%	(49.2%)	(28)	(1.7%)	156.9%
Income Before Tax	88	5.5%	146	7.7%	(39.5%)	110	6.4%	(19.5%)
Net Income	80	5.0%	127	6.8%	(37.1%)	67	4.1%	19.5%
Basic EPS (NT\$) <sup>(a)</sup>	0.71		1.11			0.56		
EBITDA	141	8.8%	205	10.9%	(31.1%)	171	10.2%	(17.7%)

Prepared by YoungOptics on a consolidated basis

(a) Basic EPS was calculated based on the total weighted average outstanding shares of each quarter

### **Balance Sheet Highlight(Consolidated)**

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#### **Consolidated Balance Sheet Highlights**

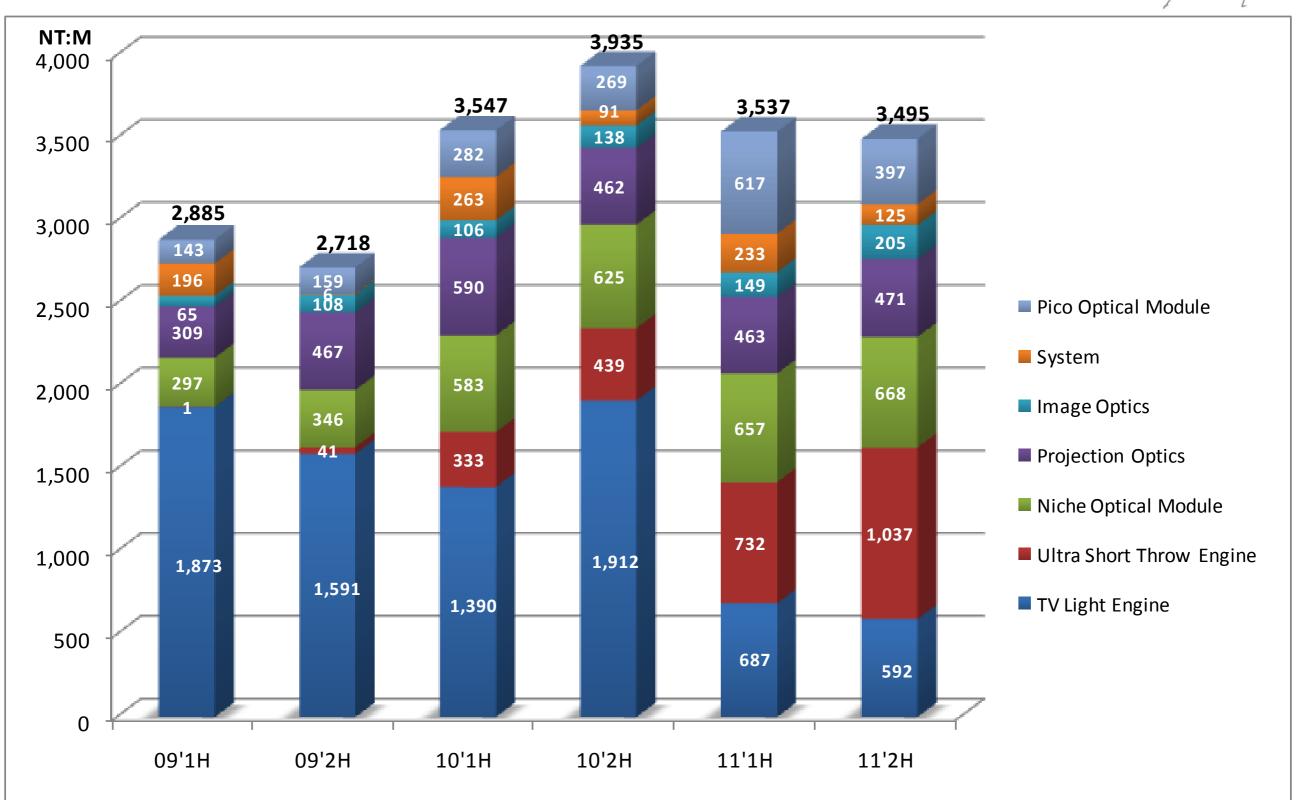
Amount: NT\$ Million

	4Q'11	3Q'11	QoQ	4Q'10	YoY
<b>Cash and Cash Equivalents</b>	1,010	925	9.1%	1,637	(38.3%)
Notes & Accounts Receivable, Net	:				
(including related)	1,163	1,648	(29.4%)	1,256	(7.4%)
Inventory	657	829	(20.7%)	488	34.8%
Short Term Debt (a)	173	305	(43.4%)	335	(48.4%)
Equity	3,999	3,914	2.1%	3,716	7.6%
Total Assets	5,492	5,848	(6.1%)	5,483	0.2%
Inventory Turnover (Days)(b)	55	46	9	39	16
Debt to Assets	27%	33%	-6%	32%	-5%
Return on Equity <sup>(c)</sup>	8%	13%	-5%	7%	1%
Net Worth Per Share (NT\$)(d)	35.1	34.3	0.7	32.4	2.7

Prepared by YoungOptics on a consolidated basis

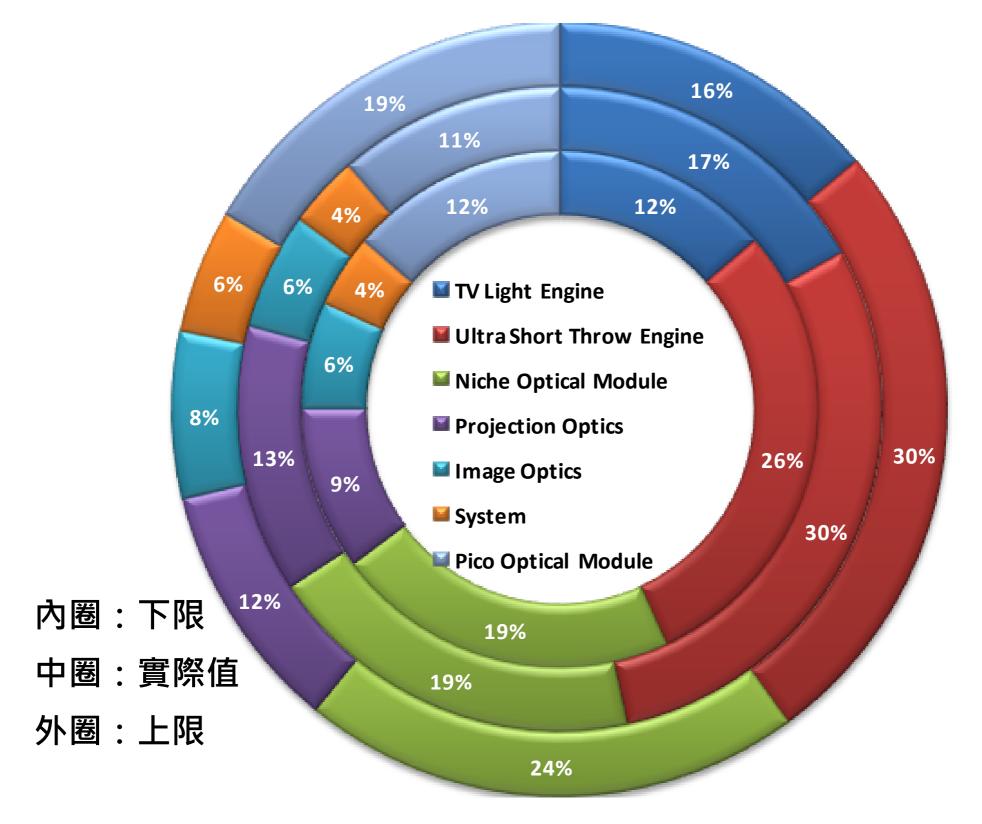
- (a) Short term debt = short term bank loan + current portion of long term loan
- (b) Calculated by dividing the average inventory into the annualized cost of goods sold during such period, then multiplying by 365 days
- (c) Calculated by dividing the average shareholders' equity of parent company into the annualized net income during such period
- (d) Based on the outstanding shares of the balance sheet date: 4Q'11(114,059,785 shares), 3Q'11(114,059,785 shares), 4Q'10(114,814,785 shares)

#### **Sales Trend**



#### 2011'2H Biz Lines Hit Rate

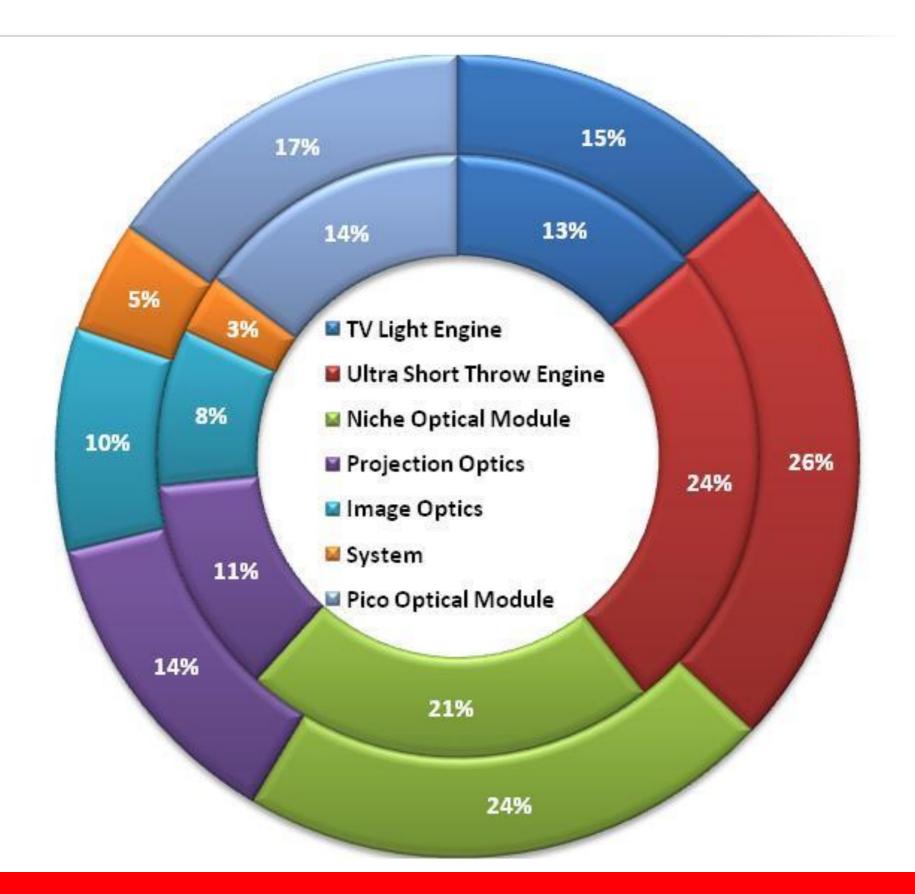
(Compared with Aug 12,2011 version)



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#### **2012 1H Biz Lines Momentum**

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# Thank You

Web site: //www.youngoptics.com/