## YOUNGOptics Emeryousis optics



## 2014 H1 Results Investor Conference

July 31, 2014

## 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.

## Income Statement(Consolidated)_QoQ

| Amount: NT\$ Million Except Per Share Data |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q'14 |  | 1Q'14 |  | Q0Q | 2Q'13 |  | YoY |
| Net Sales | 1,258 | 100\% | 1,199 | 100\% | 4.9\% | 1,427 | 100\% | (11.9\%) |
| Cost of Goods Sold | (941) | (74.8\%) | (916) | (76.4\%) | 2.7\% | $(1,071)$ | (75.0\%) | (12.2\%) |
| Gross Profit | 317 | 25.2\% | 283 | 23.6\% | 11.8\% | 356 | 25.0\% | (11.1\%) |
| Operating Expenses | (281) | (22.3\%) | (267) | (22.3\%) | 5.2\% | (262) | (18.4\%) | 7.4\% |
| Operating Income | 36 | 2.9\% | 16 | 1.3\% | 121.0\% | 94 | 6.6\% | (61.6\%) |
| Non-operating Income, Net | 19 | 1.5\% | 19 | 1.6\% | 1.3\% | 15 | 1.0\% | 24.7\% |
| Income Before Tax | 55 | 4.4\% | 35 | 2.9\% | 56.6\% | 109 | 7.6\% | (49.5\%) |
| Net Income | 32 | 2.5\% | 22 | 1.9\% | 41.9\% | 69 | 4.8\% | (53.9\%) |
| Basic EPS (NT\$) ${ }^{(\mathrm{a})}$ | 0.28 |  | 0.20 |  |  | 0.61 |  |  |
| EBITDA | 124 | 9.9\% | 103 | 8.5\% | 21.4\% | 171 | 12.0\% | (27.1\%) |

Prepared by YoungOptics on a consolidated basis
(a) Basic EPS was calculated based on the total weighted average outstanding shares of each quarter

## Income Statement(Consolidated)_Quarterly Comparison

|  | 2Q'14 |  | 1Q'14 |  | 4Q'13 |  | 3Q'13 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 1,258 | 100\% | 1,199 | 100\% | 1,154 | 100\% | 1,395 | 100\% |
| Cost of Goods Sold | (941) | (74.8\%) | (916) | (76.4\%) | (856) | (74.2\%) | $(1,025)$ | (73.5\%) |
| Gross Profit | 317 | 25.2\% | 283 | 23.6\% | 298 | 25.8\% | 370 | 26.5\% |
| Operating Expenses | (281) | (22.3\%) | (267) | (22.3\%) | (286) | (24.8\%) | (266) | (19.0\%) |
| Operating Income | 36 | 2.9\% | 16 | 1.3\% | 12 | 1.0\% | 104 | 7.5\% |
| Non-operating Income, Net | 19 | 1.5\% | 19 | 1.6\% | 21 | 1.8\% | 16 | 1.1\% |
| Income Before Tax | 55 | 4.4\% | 35 | 2.9\% | 33 | 2.8\% | 120 | 8.6\% |
| Net Income | 32 | 2.5\% | 22 | 1.9\% | 17 | 1.5\% | 84 | 6.0\% |
| Basic EPS (NT\$) ${ }^{(a)}$ | 0.28 |  | 0.20 |  | 0.13 |  | 0.74 |  |
| EBITDA | 124 | 9.9\% | 103 | 8.5\% | 98 | 8.5\% | 182 | 13.0\% |

Prepared by YoungOptics on a consolidated basis
(a) Basic EPS was calculated based on the total weighted average outstanding shares of each quarter

## Income Statement(Consolidated)_YoY

Everyone's Optics


Prepared by YoungOptics on a consolidated basis
(a) Basic EPS was calculated based on the total weighted average outstanding shares

## Balance Sheet Highlight(Consolidated)_Quarterly Comparison

## Amount: NT\$ Million

|  | 2Q'14 | 1Q'14 | 4Q'13 | 3Q'13 |
| :---: | :---: | :---: | :---: | :---: |
| Cash and Cash Equivalents | 1,996 | 1,958 | 1,792 | 1,566 |
| Notes \& Accounts Receivable, Net (including related) | 939 | 781 | 766 | 1,126 |
| Inventory | 510 | 441 | 504 | 442 |
| Short Term Debt ${ }^{(a)}$ | 902 | 772 | 575 | 705 |
| Equity | 3,800 | 4,030 | 3,975 | 3,921 |
| Total Assets | 6,213 | 6,012 | 5,920 | 5,980 |
| Inventory Turnover (Days) ${ }^{(\mathbf{b})}$ | 46 | 47 | 50 | 42 |
| Debt to Assets | 39\% | 33\% | 33\% | 34\% |
| Return on Equity ${ }^{(c)}$ | 3\% | 2\% | 2\% | 9\% |
| Net Worth Per Share (NT\$) ${ }^{\text {(d) }}$ | 33.3 | 35.3 | 34.9 | 34.4 |

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 $\mathbf{3 6 5}$ 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: 2Q'14(114,059,785 shares),1Q'14(114,059,785 shares), 4Q'13(114,059,785 shares), 3Q'13(114,059,785 shares)

## Balance Sheet Highlight(Consolidated)



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 $\mathbf{3 6 5}$ 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: $\mathbf{2 Q}$ ' $14(114,059,785$ shares), $\mathbf{1 Q}$ ' $\mathbf{1 4}(\mathbf{1 1 4 , 0 5 9 , 7 8 5}$ shares),2Q'13(114,059,785 shares)

## Sales Trend



## 2014 H1 Biz Lines Achievement

 (Compared with Feb 26, 2014 version)

## 2014 H2 Biz Lines Momentum



# Thank You 

Web site: //www.youngoptics.com/

