## YOUNGOptics Empyomestoptics

## 2018 1H Results Investor Conference

Jul 23, 2018

## 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. 

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## Income Statement(Consolidated)_QoQ

Everyone's Optics
Amount: NT\$ Million Except Per Share Data

|  | 2Q'18 |  | 1Q'18 |  | Q0Q | 2Q'17 |  | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 1,614 | 100\% | 1,192 | 100\% | 35.4\% | 1,046 | 100\% | 54.3\% |
| Cost of Goods Sold | $(1,308)$ | (81.0\%) | (946) | (79.4\%) | 38.3\% | (866) | (82.8\%) | 51.0\% |
| Gross Profit | 306 | 19.0\% | 246 | 20.6\% | 24.4\% | 180 | 17.2\% | 70.0\% |
| Operating Expenses | (272) | (16.9\%) | (236) | (19.8\%) | 15.3\% | (235) | (22.5\%) | 15.7\% |
| Operating Income | 34 | 2.1\% | 10 | 0.8\% | 240.0\% | (55) | (5.3\%) | 161.8\% |
| Non-operating Income, Net | 35 | 2.2\% | 3 | 0.3\% | 1,066.7\% | 3 | 0.3\% | 1,066.7\% |
| Income Before Tax | 69 | 4.3\% | 13 | 1.1\% | 430.8\% | (52) | (5.0\%) | 232.7\% |
| Net Income | 54 | 3.3\% | 4 | 0.3\% | 1,250.0\% | (45) | (4.3\%) | 220.0\% |
| Shareholders of the Parent Company | 54 | 3.3\% | 4 | 0.3\% | 1,250.0\% | (44) | (4.2\%) | 222.7\% |
| Minority Interests | 0 | 0.0\% | 0 | 0.0\% | (37.0\%) | (1) | (0.1\%) | 111.0\% |
| Basic EPS (NTS) ${ }^{(a)}$ | 0.46 |  | 0.04 |  |  | (0.39) |  |  |


| EBITDA | 131 | $8.1 \%$ | 73 | $6.1 \%$ | $79.5 \%$ | 8 | $0.7 \%$ | $1,537.5 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

Prepared by YoungOptics on a consolidated basis
(a) Basic EPS was calculated based on the total weighted average outstanding shares(114,059,785 shares in 2Q'18,1Q'18 and 2Q'17)

## Income Statement(Consolidated)_YoY

Everyone's Optics
Amount: NT\$ Million Except Per Share Data

|  | 2018 1H |  | 2017 1H |  | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 2,807 | 100\% | 1,895 | 100\% | 48.1\% |
| Cost of Goods Sold | $(2,255)$ | (80.3\%) | $(1,548)$ | (81.7\%) | 45.7\% |
| Gross Profit | 552 | 19.7\% | 347 | 18.3\% | 59.1\% |
| Operating Expenses | (508) | (18.1\%) | (459) | (24.2\%) | 10.7\% |
| Operating Income | 44 | 1.6\% | (112) | (5.9\%) | 139.3\% |
| Non-operating Income, Net | 38 | 1.4\% | 1 | 0.0\% | 3,700.0\% |
| Income Before Tax | 82 | 3.0\% | (111) | (5.9\%) | 173.9\% |
| Net Income | 58 | 2.1\% | (112) | (5.9\%) | 151.8\% |
| Shareholders of the Parent Company | 58 | 2.1\% | (110) | (5.8\%) | 152.7\% |
| Minority Interests | 0 | 0.0\% | (2) | (0.1\%) | 111.5\% |
| Basic EPS (NT\$) ${ }^{(\mathrm{a})}$ | 0.50 |  | (0.97) |  |  |
| EBITDA | 204 | 7.3\% | 9 | 0.5\% | 2,125.9\% |

Prepared by YoungOptics on a consolidated basis
(a) Basic EPS was calculated based on the total weighted average outstanding shares(114,059,785 shares in 2018 1H and 2017 1H)

## Balance Sheet Highlight(Consolidated)

Cash and Cash Equivalents
Notes \& Accounts Receivable, Net (including related)
Inventory
Short Term Debt ${ }^{(a)}$
Long Term Debt
Equity
Total Assets

| 2Q'18 | 1Q'18 | QoQ | 2Q'17 |
| :---: | :---: | :---: | :---: |
| 1,742 | 1,566 | 11.2\% | 1,606 |
| 918 | 737 | 24.5\% | 541 |
| 795 | 766 | 3.8\% | 635 |
| 585 | 590 | (0.8\%) | 802 |
| 369 | 410 | (10.0\%) | 24 |
| 3,460 | 3,406 | 1.6\% | 3,385 |
| 5,992 | 5,536 | 8.2\% | 5,123 |


| Inventory Turnover (Days) $^{(\text {b) }}$ | 54 | 74 | 67 |
| :--- | :---: | :---: | :---: |
| Debt to Assets $^{\text {(c) }}$ | $42 \%$ | $38 \%$ | $34 \%$ |
| Return on Equity |  | $(5 \%)$ |  |
| Net Worth Per Share (NTS) $^{(d)}$ | $6.0 \%$ | $0 \%$ | 29.7 |

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 $\mathbf{3 6 5}$ 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: (114,059,785 shares in 2Q'18,1Q'18 and 2Q'17)

## Sales Trend



## 2018 1H Biz Lines Achievement

(Compared with Jan. 26, 2018 version)


## 2018 2H Biz Lines Momentum



# Thank You 

Web site: //www.youngoptics.com/

