

# Q3'11 INVESTOR FACT SHEET



THIRD QUARTER ENDED JULY 31, 2011

## ABOUT 20-20 TECHNOLOGIES INC.

20-20 Technologies is the world's leading provider of computer-aided design, business and manufacturing software tailored for the interior design and furniture industries. Dealers and retailers use our desktop and Web-based products and solutions for the home and office markets. 20-20 offers a unique end-to-end solution, integrating the entire breadth of functions in interior design. It provides a bridge for data communication from the point-of-sale to manufacturing, including computer-aided engineering and plant floor automation software. Operating in eleven countries with more than 500 employees and an extensive network of partners worldwide, 20-20 is a publicly traded company (TWT) on the Toronto Stock Exchange (TSX). For more information, visit [www.2020technologies.com](http://www.2020technologies.com).

## UNIQUELY POSITIONED TO BENEFIT FROM A RESUMPTION OF GROWTH IN INTERIOR DESIGN INDUSTRY

In the context of continuing difficult overall market conditions, we are pleased by third quarter revenue growth and by the performance of all three of the Company's sectors. During the quarter, we observed no improvement or deterioration in the U.S., our largest market. In Europe, our closet and bathroom solutions registered solid year-over-year growth, while inSight maintained its momentum of the past few quarters. International markets represent an increasing percentage of revenues and show no signs of slowing.

While our EBITDA in constant dollars has remained relatively stable in the past few quarters, we remain committed to improving profitability while directing sufficient resources to our sales and marketing efforts in high-growth areas.

## THIRD QUARTER RESULTS

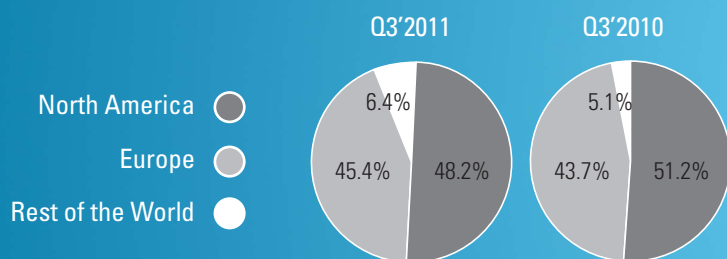
(In thousands of US dollars, except per share amounts)

		Three months ended July 31 (Unaudited)
	2011	2010
Revenues	\$	\$
Licenses	5,297	4,417
Recurring licenses	1,620	1,220
Maintenance and other recurring services	7,553	6,998
Professional services	2,939	2,171
	17,409	14,806
Gross margin	12,571	10,833
Gross margin (%)	72.2%	73.2%
EBITDA	1,632	1,410
Net earnings	403	840
Per share – diluted	0.02	0.04
Diluted weighted average number of common shares outstanding	18,908,978	18,947,340

## Q3 2011 HIGHLIGHTS

- Revenues of \$17.4 million, up 17.6% compared to last year
- Net earnings stood at \$0.4 million or \$0.02 per share compared to \$0.8 million or \$0.04 per share last year
- Office sector revenues increased by 27.4%, fuelled by Visual Impression launched earlier this year
- Revenues from International markets increased 47.6% over 2010
- EBITDA at \$1.6 million (\$1.9 million in constant dollars) compared to \$1.4 million in 2010

## GEOGRAPHIC CONTRIBUTION OF SALES



## REVENUES (in millions of US\$)



### THIRD QUARTER REVIEW

Revenues increased 17.6% to \$17.4 million, compared with \$14.8 million a year ago. The positive impact of exchange rates was \$0.9 million; without this impact, revenues would have increased by 11.7%. All three sectors registered positive growth during the quarter.

Home sector revenues, accounting for 52.4% of total revenues, reached \$9.1 million, up 13.9% over the previous year. License revenues increased by 16.1% over 2010. Europe and International markets were the main contributors to revenue growth in this sector, fuelled to a large extent by closet solutions.

Manufacturing sector revenues, which accounted for 30.3% of total revenues, increased by 19.1% to \$5.3 million. License revenues increased by 18.3% or \$0.3 million, while maintenance and other recurring revenues were up by 9.6% and professional services were up by 35.4%. The momentum of manufacturing solutions in Europe and International markets remains very strong, supported by a solid pipeline following the European launch of inSight in 2010.

Office sector revenues reached \$3.0 million, up 27.4% over the previous year, and remained relatively flat sequentially. The office sector is benefiting from stabilizing market conditions in the North American office industry and the introduction of Visual Impression, launched early in 2011. This contributed to License revenue growth of 54.4% for the third quarter over last year. Revenues from professional services continued to benefit from license revenue growth and increased by 33.5%.

EBITDA reached \$1.6 million or 9.4% of revenues from \$1.4 million or 9.5% of revenues a year ago. The increase in EBITDA is due largely to higher revenues. In constant dollars, EBITDA would have been \$1.9 million or 10.8% of revenues.

The Company generated net earnings of \$0.4 million or \$0.02 per share, compared with net earnings of \$0.8 million or \$0.04 per share, a year ago. The negative impact of exchange rates on earnings was \$0.2 million.

### A WORD FROM THE CEO

As indicated in the past few quarters, we remain focused on maintaining equilibrium between short-term profitability and investing for the next phase of growth. We continue to face strong headwinds from uncertain and volatile economic conditions in many of our markets. However, unless market conditions change significantly, we do not intend to change our strategy as we are convinced that this is the best avenue for creating value for shareholders.

**Jean-François Grou**

September 12, 2011

### MANAGEMENT

Executive Chairman and  
Chief of Strategic Direction Jean Mignault  
Chief Executive Officer Jean-François Grou  
Chief Financial Officer Steve Perrone

### ANALYST COVERAGE

Nikhil Thadani National Bank Financial  
Richard Tse Cormark Securities  
Scott Penner TD Newcrest  
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### INVESTOR RELATIONS

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### STOCK INFORMATION

(as at September 12, 2011, in Canadian dollars)

Share Price (TSX: TWT)	\$2.77
52 Week High/Low	\$4.28 - \$2.75
Number of Shares Outstanding (as at September 12, 2011)	18.9 million
Market Capitalization	\$52.3
IPO Date	Dec. 2004

Certain statements contained in this fact sheet constitute forward-looking information within the meaning of securities laws. Implicit in this information, particularly in respect of future operating results and economic performance of the Company are assumptions regarding projected revenue and expenses. These assumptions, although considered reasonable by the Company at the time of preparation, may prove to be incorrect. Readers are cautioned that actual future operating results and economic performance of the Company are subject to a number of risks and uncertainties, including general economic, market and business conditions and could differ materially from what is currently expected. For more exhaustive information on these risks and uncertainties you should refer to our most recently filed annual information form which is available at [www.sedar.com](http://www.sedar.com). Forward-looking information contained in this document is based on management's current estimates, expectations and projections, which management believes are reasonable as of the current date. You should not place undue importance on forward-looking information and should not rely upon this information as of any other date. While we may elect to, we are under no obligation and do not undertake to update this information at any particular time, unless required by securities law.