

# Q4'11 INVESTOR FACT SHEET



FOURTH QUARTER ENDED OCTOBER 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 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 ten 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

While overall market conditions remained soft but stable during the fourth quarter, the Company was able to complete the year with a solid quarter. We have promising momentum going into FY2012. EBITDA reached \$2.3 million, the highest level during the year, and International revenues grew just over 40% and reached 8.7% of total revenues. Revenues of \$17.9 million for the quarter represented the highest level reached since the fourth quarter of 2008.

We are pleased with our trend in FY2011 considering persistent sluggish conditions in some of our traditional market segments. Some recently launched solutions, such as Visual Impression and InSight outside North America have enjoyed noteworthy success in the marketplace. These products, combined with continued efforts to expand in high-growth geographic areas, reflect important strategic decisions taken to mitigate the difficult IT spending environment.

## FOURTH QUARTER RESULTS

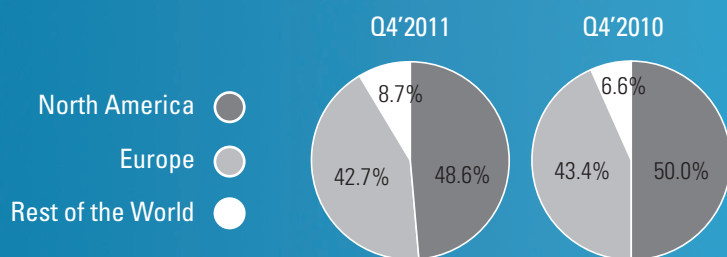
(In thousands of US dollars, except per share amounts)

		Three months ended October 31 (Unaudited)
	2011	2010
Revenues	\$	\$
Licenses	5,500	5,353
Recurring licenses	1,460	1,328
Maintenance and other recurring services	7,226	6,865
Professional services	3,695	3,122
	<b>17,881</b>	16,668
Gross margin	12,704	12,073
Gross margin (%)	71.0%	72.4%
EBITDA	2,319	1,823
Net earnings	292	714
Earnings per share – basic and diluted	0.02	0.04
Common shares outstanding	18,817,192	18,921,792

## 2011 HIGHLIGHTS

- Revenues of \$68.7 million, up 5.3% compared to last year
- Revenues from International markets increased 53.4% over 2010
- Fourth quarter revenues were the highest since 2008 at \$17.9 million
- Manufacturing sector overall license revenues increased 22.2% due to continued momentum of InSight solution sold in 2011
- EBITDA at \$7.5 million (\$8.3 million in constant dollars) compared to \$8.5 million in 2010, Year-over-year Ebitda growth of 27.2% at \$2.3 million for Q4
- Net earnings stood at \$1.3 million or \$0.07 per share compared to \$2.3 million or \$0.12 per share last year

## GEOGRAPHIC CONTRIBUTION OF SALES



## REVENUES (in millions of US\$)



### FOURTH QUARTER REVIEW

Revenues increased 7.3% to \$17.9 million, the highest level reached since Q4 2008, compared with \$16.7 million a year ago. Without the positive impact of exchange rates, revenues would have increased by 5.4%.

Home sector revenues, accounting for 51.7% of total revenues, reached \$9.2 million, up 2.0% over the previous year. Revenue declines in North America and stable revenues in Europe were offset by solid growth of 76.0% in International markets.

Manufacturing sector revenues, which accounted for 31.8% of total revenues, increased by 16.4% to \$5.7 million. Several new contracts with European customers during the year fuelled 33.7% growth in professional services. In North America, the manufacturing sector was up 45.5% on a small revenue base. However, there are growing indications of solid pipeline opportunities translating into potential short-term sales.

Office sector revenues reached \$3.0 million, up 8.4% over the previous year. As indicated above, office market conditions in North America are gradually improving.

The Company generated net earnings of \$0.3 million or \$0.02 per share, compared with net earnings of \$0.7 million or \$0.04 per share, a year ago. A valuation allowance of \$0.3 million was recorded during the quarter for future income taxes related to the French subsidiary. This resulted in a tax rate of 67.0% for the quarter compared with a negative tax rate last year.

### A WORD FROM THE CEO

We enter fiscal 2012 with great confidence in our strategy which is based on a 5-year business plan. As we enter the second year of that plan, our diversification initiatives are expected to continue acting as our main growth vectors. Moreover, 20-20's end-to-end solution will migrate to the cloud in 2012. We are confident that this open platform, facilitating the development and adoption of applications created by third parties, will increasingly make our Company the focus of innovation for the vertical markets we serve.

#### Jean-François Grou

January 19, 2012

### 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  
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### INVESTOR RELATIONS

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### STOCK INFORMATION

(as at January 19, 2012, in Canadian dollars)

Share Price (TSX: TWT)	\$2.81
52 Week High/Low	\$4.00 - \$2.21
Number of Shares Outstanding (as at January 19, 2012)	18.8 million
Market Capitalization	\$52.3 million
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.