



# 2010 Earnings Release Revenue Up 182% year-over-year EPS of NT\$3.16

Taoyuan, Taiwan, R.O.C. – March 2, 2011 - DANEN (TWSE: 3686), a specialized solar ingot and wafer manufacturer based in Taiwan, announces its financial report for the fourth quarter 2010 and the full year. The information is according to ROC GAAP in millions of NT\$, except where otherwise indicated.

## **Highlights**

- Net sales of NT\$3,607 million, 182% higher year-over-year
- Gross margin of 21%, up 22 p.p. year-on-year
- Operating profit of NT\$554 million, representing an operating profit margin of 15%, a 24 p.p. improvement over the -9% in the previous year
- EPS of NT\$3.16 for the full year, largely increased from NT\$-0.97 year-over-year

## Message from the Management

Due to the progress of expansion for wafer makers largely fall behind cell makers, it is expected that the wafer supply still keeps tight in 1H, 2011. Our revenue for fourth quarter 2010 grew positively, up 208% compared with previous year the same period, and also margins sustained at high levels. In order to fulfill the customers' demand for solar wafer capacity, Danen accelerate the expansion plan, and the 200MW capacity of plant II will be fully utilized by Q2, 2011. The construction of plant III is expected to be completed by Q3'2011 to achieve total capacity of 520MW.

### I. Profit & Loss

Net Sales: Benefiting from rising shipment volume and ASP, Danen recorded net sales of NT\$1,330 million in Q4'10, up 43% from NT\$929 million in Q3'10. Net sales for full year was NT\$3.6 billion, climbed 182% from 2009.

Gross Profit and Gross Margin: Danen registered gross profit of NT\$243 million in the quarter, up 11% from NT\$219 million in Q3'10. Gross margin was down from Q3'10, mainly impacted by



price raise-up of poly-Si material. Yet the Gross margin of full year is 21.1%, up 22% on year.

Operating Profit Margin: Operating profit totaled NT\$184 million in the quarter, up 11% from Q3'10 and representing an OP margin of 14%. For the full year, the OP margin reached15.4%, grew about 24% then the previous year.

Net Income: Net income grew 16% from the previous quarter to NT\$149 million, or NT\$0.98 per share. For the full year 2010, net profit margin pre-tax grew to NT\$545 million, with a net profit margin of NT\$479 million, or NT\$3.16 per share, up 21% on year.

| TWD in millions     | Q4'10 | Q3'10 | Q4'09 | QoQ | YoY   |
|---------------------|-------|-------|-------|-----|-------|
| Revenue             | 1,330 | 929   | 432   | 43% | 208%  |
| Gross margin        | 18%   | 24%   | 8%    | -5% | 11%   |
| Operating Expenses  | (59)  | (53)  | (29)  | 11% | 103%  |
| Operating Income    | 184   | 166   | 4     | 11% | 4500% |
| Operating Margin    | 14%   | 18%   | 1%    | -4% | 13%   |
| Net Operating Incom | 149   | 128   | 18    | 16% | 728%  |
| Net Margin          | 11%   | 14%   | 4%    | -3% | 7%    |
| EBITDA              | 260   | 208   | 31    | 25% | 739%  |
| EBIT                | 184   | 160   | 6     | 15% | 2967% |
| EPS(NTD)            | 0.98  | 0.87  | 0.17  | 13% | 476%  |

#### II. Balance Sheet

| TWD in millions           | Q4'10 | Q3'10 | Q4'09 |
|---------------------------|-------|-------|-------|
| Cash and Cash Equivalents | 1,235 | 1,137 | 195   |
| Accounts Receivable       | 231   | 209   | 67    |
| Inventories               | 327   | 277   | 125   |
| Net Fixed Assets          | 3,377 | 2,720 | 1,243 |
| Short-term Loans          | 383   | 141   | 172   |
| Long-term Bank Loans      | 1,005 | 564   | 326   |
| Total Liabilities         | 2,334 | 1,611 | 630   |
| Shareholders' equity      | 3,136 | 2,987 | 1,389 |
| Total Assets              | 5,470 | 4,598 | 2,018 |

At the end of 2010, Danen held cash and cash equivalents of NT\$1.2 billion. Net receivables rose slightly from the previous quarter, reflecting increased sales. Inventory grew in anticipation of new production coming on-line and strong demand in the beginning of 2011. Short-term and long-term bank loans increased for purchasing equipments for expansion.



# III. Ratio Analysis

|                                     | 4Q10 | 3Q10 | 4Q09 |  |
|-------------------------------------|------|------|------|--|
| Gross Margin*                       | 18%  | 24%  | 8%   |  |
| Net Profit Margin*                  | 11%  | 14%  | 4%   |  |
| Return on Assets                    | 13%  | 10%  | -4%  |  |
| Return on Equity                    | 21%  | 15%  | -9%  |  |
| Liability to Asset Ratio            | 43%  | 35%  | 31%  |  |
| Current Ratio                       | 156% | 172% | 220% |  |
| Quick Ratio                         | 123% | 135% | 156% |  |
| AR Turnover Ratio(x)                | 24   | 22   | 38   |  |
| AR Turnover Days                    | 15   | 17   | 10   |  |
| Inventory Turnover Ratio(x)         | 13   | 12   | 8    |  |
| Inventory Turnover Days             | 29   | 31   | 44   |  |
| *applies to the fourth quarter only |      |      |      |  |

Gross Margin and Net Profit Margin decreased slightly from Q3, because of the price of poly-Si material raised in Q4. However there was still a significant growth on both compared with previous year.

At the end of fourth quarter 2010, return on assets and return on equity largely improved to 13% and 21%.

Liability to Asset Ratio increased slightly, reflecting the short-term and long-term bank loans for capacity expansion.

#### **IV. Cash Flow**

| TWD in millions                     | Q4'10 | Q3'10 | Q4'09 |
|-------------------------------------|-------|-------|-------|
| Cash Flow from Operating Activities | 323   | 133   | 67    |
| Net Income                          | 149   | 128   | 18    |
| Depreciation & Amortization         | 76    | 49    | 26    |
| Others                              | 98    | (44)  | 23    |
|                                     |       |       |       |
| Cash Flow from Investing Activities | (906) | (472) | (310) |
| Capital Expenditure                 | (828) | (498) | (131) |
| Others                              | (78)  | 26    | (179) |
|                                     |       |       |       |
| Cash Flow from financing Activities | 682   | 777   | 156   |
| Bank Loans                          | 682   | (66)  | 14    |
| Cash from right issue               | 0     | 840   | 142   |
| Others                              | 0     | 3     |       |
|                                     |       |       |       |
| Net Cash Flow                       | 99    | 438   | (87)  |
| Beginning Cash Balance              | 1,137 | 699   | 282   |
| Ending Cash Balance                 | 1,235 | 1,137 | 195   |
|                                     |       |       |       |

Cash generated from operating activities was NT\$323 million in the fourth quarter, up 382% from the year-ago period.

NT\$828 million was spent for production capacity expansion at Q4 2010.



## V. Capacity Expansion

| Unit:MW   | 4Q10 | 1Q11 | 4Q11 |
|-----------|------|------|------|
| Plant I   | 120  | 120  | 120  |
| Plant II  | 90   | 200  | 200  |
| Plant III |      |      | 200  |
| Total     | 210  | 320  | 520  |

The 120 MW Plant I is 100% utilized and fully loaded by orders till year-end. 200 MW installation of Plant II will come on-line at the second quarter of 2011. The construction of Plant III will be completed by third quarter of 2011. Total capacity will reach 520MW till the end of this year.

#### **IR Contact**

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# **About the Company**

Established in 2007, Danen Technology is a specialized multi-crystalline silicon ingots and wafer manufacturer based in Taoyuan High- Tech Industrial Park, Taiwan. Danen owns 600 employees, and the management team is composed of highly experienced executives and engineers from semiconductor, financial, and related solar industries. Currently Plant I has a capacity of 120 MW, and Plant II started volume production in September 2010. Plant III is under construction, and will be completed for production by end of the year. Since its establishment, Danen has obtained certifications from several international Solar cells manufacturers, and expects to be on top of the professional Solar wafer industry in Taiwan by increasing cost advantage, flexibility of customization, and diversity of products.