



Company Facts
2013

nanofocus[®]
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Key Figures

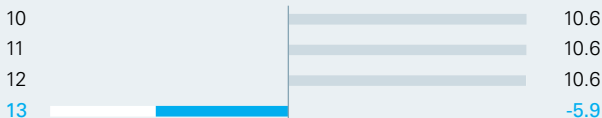
Accounting in accordance with the German Commercial Code (HGB)	2013	Change		2012
	kEUR	%	absolute	kEUR
Revenues	8,178	-8.5	-761	8,939
Total performance	8,349	-7.6	-684	9,033
Gross yield	5,315	-15.6	-984	6,299
Personnel expenditure	4,326	11.0	429	3,897
EBITDA	-486	n/a	-1,431	945
EBITDA margin	-5.9%	n/a	-16.5 PP.	10.6%
Depreciation	724	6.7	45	679
EBIT	-1,210	n/a	-1,476	266
Profit/loss for the year	-1,401	n/a	-1,550	149
Fixed assets	3,638	1.6	59	3,579
Investments	802	-6.0	-51	853
Current assets	6,440	-18.2	-1,431	7,871
Liquid funds	325	-82.4	-1,523	1,848
Equity	8,548	-14.1	-1,400	9,948
Third-party capital	3,278	0.6	18	3,260
Liabilities	2,263	-4.9	-117	2,380
Balance sheet total	11,826	-10.5	-1,382	13,208
Cash flow from sales activities	-555	n/a	-1,419	864
Cash flow from current operating activities	-313	n/a	-744	431
Cash flow from investing activities	-782	-8.3	71	-853
Cash flow from financing activities	-457	n/a	-542	85

Accounting in accordance with the German Commercial Code (HGB)	2013	Change		2012
	kEUR	%	absolute	kEUR
Working capital	4,829	-6.6	-341	5,170
Equity ratio	72.3%	-4.0	-3 PP.	75.3%
Return on equity	-16.4%	n/a	-17.9 PP.	1.5%
Average number of employees	70	14.8	9	61
Earnings per share (in EUR)	-0.47	n/a	-0.52	0.05
Orders received 2013	9,514	8.2	722	8,792
Existing orders (at the close of the period)	1,976	198.0	1,313	663
Development expenditure	1,747	8.3	134	1,613
Development intensity (expense in relation to revenues)	21.4%	18.4	3.4 PP	18.0%
Average number of development employees	21	5.0	1	20
∅ Development employees in % of ∅ employees	30.0%	-8.5	-2.8 PP.	32.8%

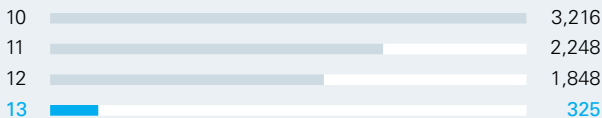
Sales development 2010-2013 (in kEUR)



EBITDA margin 2010-2013 (in percent)



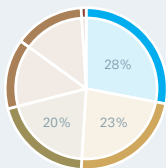
Liquid funds 2010-2013 (in kEUR)



Revenues per employee 2010-2013 (in kEUR)



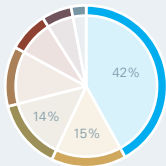
Revenue distribution by industry



	kEUR	%
■ Material science	1,741	28
■ Automotive	1,473	23
■ Electronics	1,262	20
■ Fingerprint, Public Safety	900	14
■ Machinery, Tools, Print	871	14
■ Medical technology, MEMS	60	1

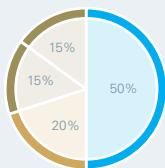
measured based on revenue with system sales excluding DL – here: 6,307 kEUR

Revenue distribution by products



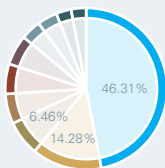
	kEUR	%
■ μsurf	3,439	42
■ μsprint	1,232	15
■ Service, Software, Replacement Parts, Maintenance	1,114	14
■ OEM	969	12
■ μscan	667	8
■ Other services	528	6
■ System rental	229	3

Revenue distribution by region



	kEUR	%
■ Germany	4,070	50
■ North/South America	1,640	20
■ Asia	1,269	15
■ Europe (except for Germany)	1,199	15

Shareholder structure as at 12/31/2013



	Shares	%
■ Free Float	1,389,299	46.31
■ Alto Invest	428,500	14,28
■ Schreier family	193,873	6.46
■ LBBW GmbH	180,000	6.00
■ Eismann family	176,950	5.90
■ tbg mbH	168,000	5.60
■ Bödecker family	123,350	4.11
■ Velzel family	123,350	4.11
■ Grigat family	108,332	3.61
■ Valentin family	108,346	3.61

Company Boards



Dipl.-Phys. Jürgen Valentin
Chief Technology Officer
(CTO) and Spokesman of
the Management Board



Dipl.-Ing. Marcus Grigat
Chief Operations Officer
(COO)



Joachim Sorg
Management Board
member for Adminis-
tration, Finances and
Controlling (CFO)

Supervisory Board

Dr. Hans Hermann Schreier, Supervisory Board Chairman

Ralf Terheyden, Deputy Chairman

Felix Krekel, Supervisory Board member

Member by proxy

Prof. Dr.-Ing. Stefan Altmeyer

Investor Relations contact



Your contact:

Kevin Strewginski
Investor Relations

Phone +49 208 62000-55
ir@nanofocus.de
www.nanofocus.de

Equity Story

NanoFocus AG is an international technological leader in the area of process-oriented optical surface measurement technology in the micro and nanometer areas.

The core business of NanoFocus AG focuses on the development, manufacture and global sale of measurement systems for contact-free 3D surface analysis. NanoFocus systems are used particularly in quality assurance and are suited to nearly all industries. The NanoFocus technology enables customers and partner companies to manufacture innovative products and to implement efficient manufacturing processes. The three main product lines are analysis systems of the families μ surf, μ scan and μ sprint. In addition, the company offers extensive services in the area of 3D surface measurement technology as well as the measurement and control software required for operations and high-performance analysis and automation software. Business activities are split into basic business, primarily the distribution of standard systems, and the development and provision of specialized process tools in selected industry branches. The basic business serves as a technology platform and generates sustainable annual revenues of EUR 5-10 million.

On the basis of these basic technologies, NanoFocus AG further develops industry-specific process tools for the industrial measurement of surfaces. The know-how obtained over decades is primarily in demand in four market niches: medical technology, semiconductor and electronics industries, automotive/gear technology and surface refinement for sensitive consumer goods. In these industries, there is a strong increase in demand for precise and industry-compatible surface metrology for development and quality assurance. Here,

NanoFocus AG can profit from the global future trends of energy efficiency (durability, increased performance, fuel consumption), analysis (laboratory equipment, product development) and lifestyle (miniaturization of electronics components, aesthetics of surfaces).

The market niches addressed by NanoFocus are characterized by high potentials and budgets. Demand in conjunction with the OEM capacity of NanoFocus systems secures scalable, continuous product sales in these industries. Overall, positioning in the area of industrial process tools promises a higher revenue and profit volume than in R&D equipment.

The current and future focus of NanoFocus AG in the development of process tools is on the sustainable project business with key users. Thanks to intensive customer care and a high industry-specific development competence, the company enjoys an innovative and market advance in this area. The growth of NanoFocus AG in this area is generated by repeat purchases by major, internationally trading project partners based on joint innovations and long-term close technological partnerships.

For 2014, revenues of more than EUR 11 million are budgeted. The EBIT return target is more than 3 %. In addition to expanding pilot applications in the four market niches, our focus in the 2014 financial year will be on boosting standard sales (basic business). This expansion is to be based on the launch of μ surf expert, a flexible high-end measurement system for laboratory work and quality assurance during production.

Technologies

μsurf

The μsurf sensor is based on the patented NanoFocus areal confocal technology. In seconds, it acquires topography, roughness and coating thickness in the micro and nanometer ranges.

μscan

The flexible μscan technology is based on the principle of optical 3D scanning profilometry using different point sensors.

μsprint

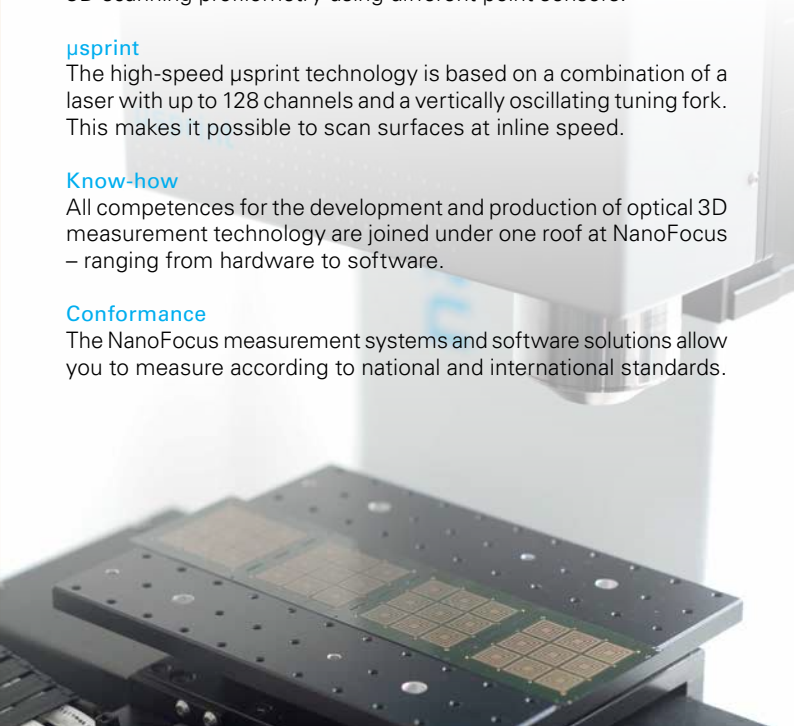
The high-speed μsprint technology is based on a combination of a laser with up to 128 channels and a vertically oscillating tuning fork. This makes it possible to scan surfaces at inline speed.

Know-how

All competences for the development and production of optical 3D measurement technology are joined under one roof at NanoFocus – ranging from hardware to software.

Conformance

The NanoFocus measurement systems and software solutions allow you to measure according to national and international standards.



Applications

Selected applications ranging from roughness measurements in the automotive industry to wear measurement in tool manufacture:



Automotive industry



Fuel cell technology



Printing and paper industry



Semiconductors



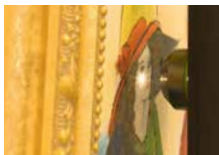
Medical technology



Mechanical engineering



Material science



Art



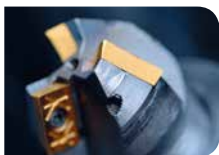
Microsystems technology



Security technology



Solar technology



Tool manufacture

Contact

Germany

Head office

NanoFocus AG
Lindnerstraße 98
46149 Oberhausen
Phone +49 208 62000-0
Fax +49 208 62000-99
info@nanofocus.de

Customer Center South

Albert-Nestler-Str. 15
76131 Karlsruhe
Phone +49 721 627733-0
Fax +49 721 627733-29
info@nanofocus.de

International

US Branch

NanoFocus, Inc.
1945 NE Baker St
McMinnville, OR 97128
Phone +1 804 652 8970

Asia Branch

NanoFocus Pte. Ltd.
5012, Ang Mo Kio Avenue 5,
#05-06F, Techplace 2
Singapore 569876
Phone +65 968 49735

You can find the contact details of our globally represented sales partners on www.nanofocus.de

NanoFocus AG

Lindnerstraße 98 | 46149 Oberhausen | Phone +49 208 62000-0
info@nanofocus.de | www.nanofocus.de