

2015

Annual Report
2015

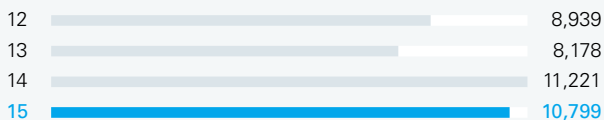
nanofocus[®]
see more 

Key figures on 12/31/2015

Accounting in accordance with the German Commercial Code (HGB)	2015	Change		2014
	kEUR	%	absolute	kEUR
Revenues	10,799	-3.8	-422	11,221
Total performance	11,131	-2.0	-231	11,362
Gross yield	6,855	-11.9	-923	7,778
Personnel expenditure	5,147	0.8	41	5,106
EBITDA	17	-98.5	-1,084	1,101
EBITDA margin	0.2%	-98.4	-9.6 PP.	9.8%
Depreciation	1,134	54.3	399	735
EBIT	-1,117	-405.2	-1,483	366
Profit/loss for the year	-1,604	n/a	-2,289	685
Fixed assets	9,005	86.8	4,184	4,821
Investments	1,705	91.1	813	892
Current assets	9,331	13.4	1,099	8,232
Liquid funds	624	-18.5	-142	766
Equity	11,288	22.3	2,056	9,232
Third-party capital	8,075	59.4	3,010	5,065
Liabilities	6,015	54.2	2,113	3,902
Balance sheet total	19,363	35.4	5,066	14,297
Cash flow from sales activities	39	-96.8	-1,187	1,226
Cash flow from current operating activities	-1,335	n/a	-1,730	395
Cash flow from investment activities	-2,810	109.9	-1,471	-1,339
Cash flow from financing activities	3,524	149.2	2,110	1,414

Accounting in accordance with the German Commercial Code (HGB)	2015	Change		2014
	kEUR	%	absolute	kEUR
Working capital	6,740	16.8	971	5,769
Equity ratio	58.3%	-9.7	-6.3 PP.	64.6%
Return on equity	-14.2%	n/a	-21.6 PP.	7.4%
Average number of employees	79	2.6	2	77
Earnings per share (in EUR)	-0.38	-267.3	-0.61	0.23
Orders received 2015	12,365	19.1	1,984	10,381
Existing orders (at the close of the period)	2,460	159.2	1,511	949
Development expenditure	1,985	2.3	45	1,940
Development intensity (expenditure in relation to revenue)	18.4%	6.3	1.1 PP	17.3%
Average number of development employees	21	0.0	0	21
ø Development employees in % of ø employees	26.6%	-2.5	-0.7 PP.	27.3%

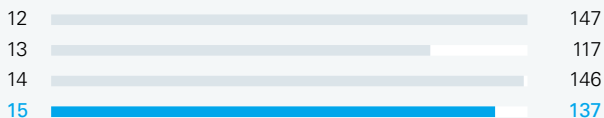
Sales development 2012-2015 (in kEUR)



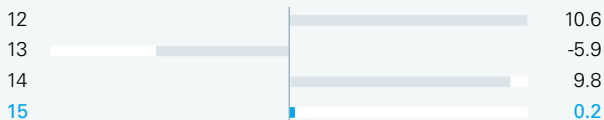
Liquid funds 2012-2015 (in kEUR)



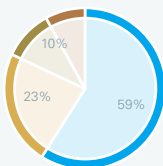
Revenues per employee 2012-2015 (in kEUR)



EBITDA margin 2012-2015 (in percent)

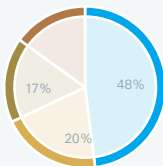


Revenue distribution by Business Unit



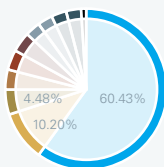
	kEUR	%
■ Standard/Laboratory	6,436	59
■ Semiconductor	2,465	23
■ OEM	1,033	10
■ Automotive	865	8

Revenue distribution by region



	kEUR	%
■ Germany	5,236	48
■ Asia	2,155	20
■ North/South America	1,870	17
■ Europe (except for Germany)	1,538	15

Shareholder structure on 12/31/2015



	Shares	%
■ Free Float	2,537,872	60.43
■ Alto Invest	428,500	10.20
■ Schreier family	188,300	4.48
■ Baden-Württembergische VA	180,000	4.29
■ tbg mbH	168,000	4.00
■ Eismann family	153,950	3.67
■ Bödecker family	123,350	2.94
■ Velzel family	123,350	2.94
■ Grigat family	108,332	2.58
■ Valentin family	108,346	2.58
■ Hansa Invest	80,000	1.90

Company boards



Dipl.-Phys. Jürgen Valentin
Chief Technology Officer
(CTO)
and Chief Executive Officer



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


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www.nanofocus.de

Equity Story

NanoFocus AG is a leading international firm in the area of optical and tactile 3D surface measuring technology.

NanoFocus AG's main areas of activity include the development, production and distribution of surface measuring systems from the laboratory to production control. In addition to patented hardware developed in-house, the specialist in surface measuring technology offers its customers tailor-made software solutions.

NanoFocus's business is divided into four core segments. In addition to the basic business in the Standard/Laboratory area, NanoFocus offers innovative automation solutions particularly in the Automotive and Semiconductor areas, which also provide customers in production operations with uncomplicated and fast process monitoring. Thus, as the only supplier of such systems, NanoFocus can competently accompany customers over many years from the laboratory to quality assurance and 100% monitoring on the production line with micro- and nanometer-precision. The smooth integration of measuring sensors into systems made by other manufacturers is ensured by our OEM business area.

Decorative geometric shapes in the bottom right corner, consisting of overlapping squares and rectangles in shades of blue and grey.

For 2016, the NanoFocus group is anticipating a turnover of over 15 million EUR. The EBIT return target is between 3 and 5%. The focus for the current financial year is on integrating Breitmeier Messtechnik GmbH, acquired in November 2015, and the delivery of the first in-line, automated cylinder inspection system in the Automotive area. In addition, the final acceptance of a production measurement system and the first subsequent orders by a European semiconductor company in the Semiconductor segment are to be expected.



Technologies

μsurf

The μsurf sensor is based on NanoFocus's patented laminar confocal technology. It records topography, roughness and coating thickness in seconds in the micrometer and nanometer field.

μscan

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

μsprint

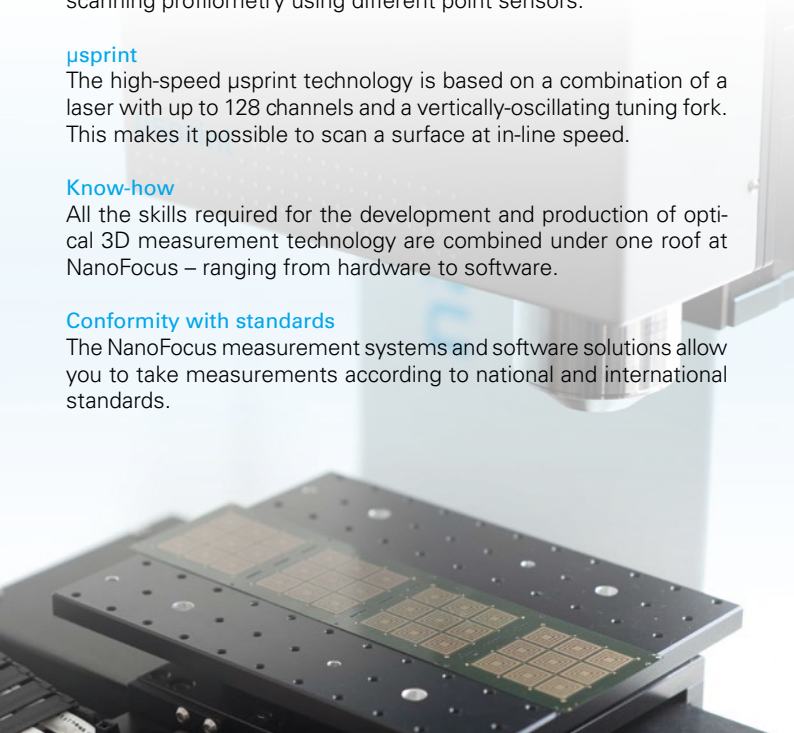
The high-speed μsprint technology is based on a combination of a laser with up to 128 channels and a vertically-oscillating tuning fork. This makes it possible to scan a surface at in-line speed.

Know-how

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

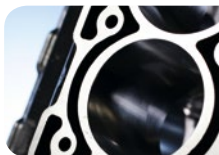
Conformity with standards

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



Applications

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



Automotive



Fuel cell technology



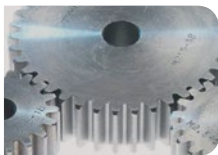
Printing and paper industry



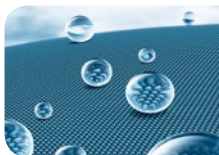
Semiconductors



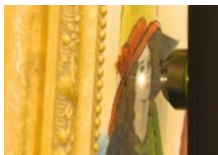
Medical technology



Mechanical engineering



Materials science



Art



Microsystem technology



Security technology



Solar technology



Tool manufacture





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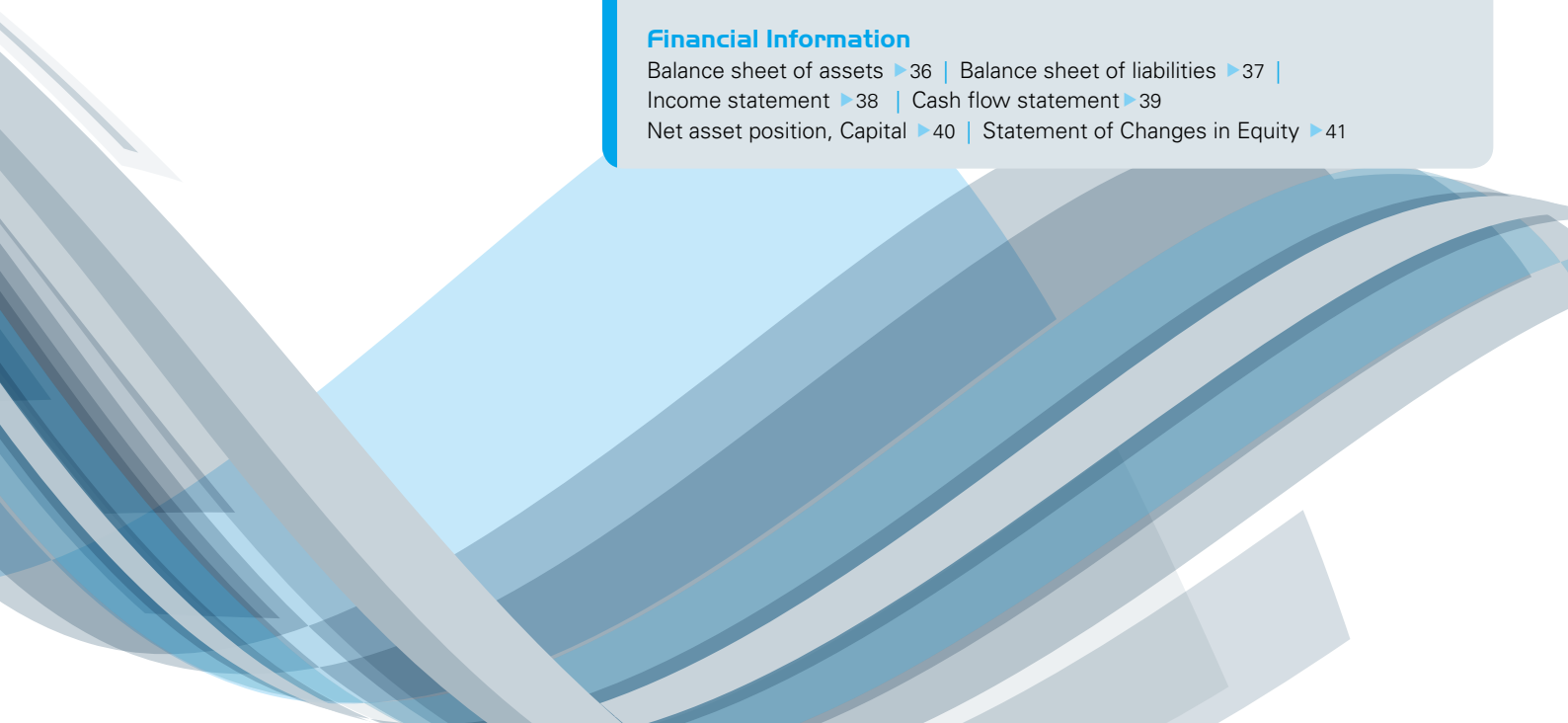
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Letter to the shareholders

Dear Shareholders,

2015 was a difficult year for NanoFocus AG as we were unable to achieve our intended annual turnover. The reasons for missing our sales targets were twofold: firstly, the delayed acceptance of a major pilot system in the Semiconductor area meant that the delivery of several devices was put on hold until 2016. Secondly, the emissions scandal led to a slowdown in investments in the automotive industry. I would like to emphasize that NanoFocus was not affected financially or technologically by this automobile industry issue. In fact, on the contrary, the demand by the automobile industry for production measurement technology to ensure innovative, economical and efficient coatings in the motor sector remains strong throughout the world. Corresponding projects are being successfully resumed and are due to be implemented during the course of 2016.

Delays and unexpected external developments are a well-acknowledged risk in the high-tech sector. Due to the long durations of key projects which typically extend to two or three years from initial discussions to system acceptance, we have repeatedly experienced fluctuations in sales over the past few years. However, we have also noticed that it is precisely development-intensive pilot projects that have always provided a sound basis for a subsequent increase in our sales levels. This is unambiguously reaffirmed by our development as a whole over the past year.

So we can say that the past year was not a step backwards for us. On the contrary, many strategic milestones make 2015 an important year in our transition from a pure laboratory instrument manufacturer to a supplier of modern industrial measurement technology.

For a high-tech company such as NanoFocus, the concern is inevitably always to adjust to the challenges of the industry and to continue developing in a forward-looking manner. Thanks to a new measurement system for the semiconductor industry, we were able, together with a major international manufacture, to tap into new fields of application. In 2016, we will also complete the development of a new, much faster sensor. This enables us to develop even more powerful, competitive systems for which there is high demand, particularly in the semiconductor industry. In 2016, in the Automotive area, we will be delivering our first fully automated cylinder inspection system. Our Standard sales also developed very positively. In this area, sales figures were clearly higher than forecasted and there was an evident tendency towards growth.

An important step was the acquisition of our new subsidiary, Breitmeier Messtechnik GmbH (BMT). BMT complements NanoFocus AG's portfolio with high-performance in-line production systems. The sophisticated devices are ideally suited for direct use within production environments and, especially in the automobile sector, are a valuable addition to, and expansion of, our technical opportunities. The new company also provides interesting access in a wider sense to the utility vehicle market. BMT's extensive knowledge of integrating in-line measurement systems into the production process is a vital component for the future growth prospects of NanoFocus AG.

Perhaps the clearest indication that the company is on the right track is in the area of incoming orders. At the end of the year, this area was at its highest level in the company's history.

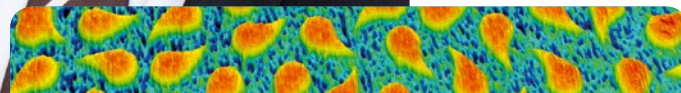
I am convinced that NanoFocus AG will continue to grow in the future. Future opportunities and good sales prospects are also reflected to a certain degree in our new company building which we were able to start renting in 2016 thanks to the noteworthy support of Oberhausen town planning and Babcock pension fund. The new premises make a considerable difference to our production logistics, in-house communication and customer support, and are a visible expression of the technological and structural evolution of NanoFocus AG.

Kind regards



Dipl.-Phys. Jürgen Valentin

Chief Technology Officer (CTO) and Spokesman
of the Management Board



»Many strategic milestones
make 2015 an important year for
NanoFocus AG.«

Dipl.-Phys. Jürgen Valentin

Chief Technology Officer (CTO) and Spokesman of the Management Board

Interview with the Management Board



NanoFocus AG Management Board

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

Joachim Sorg, Management Board Member for Administration, Finances and Controlling (CFO)

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

Your revenue for 2015 was roughly 11 million EUR. This means that, at the start of the year, you were 12 to 13 million EUR short of your objectives. What were the reasons for this and how do you assess this conclusion?

Joachim Sorg: We are, of course, anything but happy with the sales figures. Obviously, we would have preferred things to have turned out differently. The reasons were related to the postponement of two major projects in the Automotive and Semiconductor areas. We had no influence over the delay in the automotive sector. The infamous emissions scandal meant that, in the meantime, our customers lacked resources as their personnel were

tied to other areas. NanoFocus AG was not affected in any way by this issue and in the meantime, all projects are up and running again. However, the intended sales figures could no longer be achieved in the automobile sector in 2015. The second reason was the delayed acceptance of a new pilot system for the semiconductor industry. This meant that subsequent systems would not be delivered until 2016. Such a deferment of sales can occur in project business basically whenever new standards and high volumes of production systems are involved.

So do you consider that NanoFocus AG's overall development remains positive?

Joachim Sorg: Definitely. These delays by no means call into question our strategy or the company's development. We are on a positive track. We had a similar situation back in 2013, and then generated record sales in 2014. From a strategic point of view, we have made great progress in recent months and achieved all our technological objectives. One example of this is our first fully-automated cylinder inspection system for use in production. In the Semiconductor area, we had already embarked upon production-related metrology with the previously mentioned pilot system. Added to this are the excellent figures in the Standard area and, of course, the strategically important acquisition of Breitmeier Messtechnik GmbH. All of these are positive highlights. NanoFocus AG is transitioning from a laboratory instrument manufacturer to a specialist supplier of industrial measurement technology. Incoming orders are a clear indication of our success: At the end of the year, this area was at its highest level in the company's history.

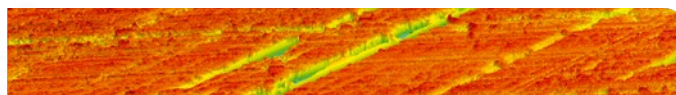
Marcus Grigat: I think of 2015 as a year of transition. We used it to lay the foundations for in-line measurement, i.e. to integrate our high-performance measurement systems into the production process. This is particularly important in terms of working closely with our project customers. In fact, we are increasingly moving away from testing labs and entering the production environment, directly on the line. Last year we worked hard with our customers in this direction, and held workshops, defined measurement variables and characteristic values, and implemented future-oriented pilot projects. While doing so, we gained insight, in many cases, into the technical road maps for the following year and were able to adjust our product planning accordingly.

How does the acquisition of Breitmeier Messtechnik GmbH (BMT) fit into NanoFocus AG's overall strategy?

Jürgen Valentin: BMT has extensive knowledge and experience of integrating high-performance measuring systems directly into the production process. This is really all about industry-oriented plant construction in the matter of surface metrology and production control. BMT also expands our technological portfolio with its high-quality tactile systems and white-light interferometry. Up to now, BMT lacked the broad market access it required for its high-precision, robust systems. In the automobile industry, the provision of tactile characteristic values serves as a reference point for in-line measurement in compliance with drawings along the supplier's entire audit trail. Our customers in production highly appreciate this as a valuable addition to our optical processes.

Joachim Sorg: Our target was, and continues to be, production monitoring for the future. We can now offer customers in the area of high-end metrology all the relevant technologies such as our technologically-leading 3D confocal systems, laboratory instruments, tactile production measurement equipment and complementary optical processes. In addition, through Breitmeier, we have also gained interesting market access to the production of utility vehicles. BMT can look back upon many years of contact with customers in this area.

Marcus Grigat: We already implemented our first joint projects in the Automotive area at the start of 2016. Nano Focus's market access in this area was particularly lucrative.



»NanoFocus AG is transitioning from a laboratory instrument manufacturer to a specialist supplier of industrial measurement technology.«

Joachim Sorg

Management Board Member for Administration, Finances and Controlling (CFO)

With the acquisition of Breitmeier Messtechnik GmbH, NanoFocus AG now has four subsidiaries. Will that affect your financial reporting in the future?

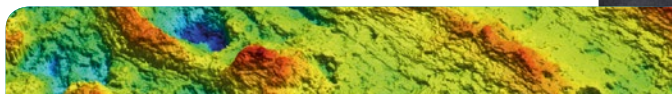
Joachim Sorg: In preparation for the increasing operational significance of the subsidiaries, our consolidated accounts will, in the future, include our four subsidiaries: NanoFocus Inc. in the USA, NanoFocus Pte. Ltd. in Asia, NanoFocus Materialtechnik and now of course also BMT. This means increased transparency for our investors as, previously, these companies were not presented in the company's financial statements.

You mentioned the increasing significance of your subsidiaries. In what way are they significant for NanoFocus AG and what can we expect from them in the future?

Joachim Sorg: All four subsidiaries are consistently profitable. In 2015, the subsidiaries generated an additional revenue of 3 million EUR and contributed 0.7 million EUR to the consolidated results. We should also take into account the fact that Breiteier Messtechnik has only been included on Nano Focus's balance sheet since November 2015. We expect to see the results of the full operative integration

during the financial year. At the same time, we consider BMT and its market activities to be basically independent. For example, support for regular customers, particularly in the area of utility vehicles, will remain unchanged. As a whole, our subsidiary firms are certainly becoming more relevant. During the course of 2016, we are expecting to see a clear increase in revenue and a greater contribution to profits. NanoFocus AG offers the ideal conditions for such an increase with its in-house ERP and stock market structures, and with its established ISO and QS processes.

Jürgen Valentin: I believe that it's important at this point to once again explicitly mention our development in the States. We are recording an upward trend in this area – and not just in terms of figures. The USA is becoming increasingly important, above all in terms of market research and the creation of relevant contacts within the industry. We are working in an advisory capacity for major American firms and holding important discussions



»We used the 2015 year of transition to lay the foundations for in-line measurement within the production process.«

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



with Key Accounts. New technologies and trends are often unveiled for the first time in high-tech locations such as Silicon Valley. This concerns all our Business Units and many technological aspects, from the latest drive technologies and medical technology equipment to smart sensors for future mobility solutions.

You mentioned that 2015 was a year of transition. Which developments characterized this?

Marcus Grigat: Thanks to the innovative and powerful cylinder inspection system, for the first time, we are directly involved in the production process and no longer restricted to the fine testing lab. The system's measurement results are relevant to production and production tools can be readjusted quickly if necessary. Thus, we are now meeting an important requirement in the industry. We also see equally attractive opportunities lying ahead in the area of semiconductor manufacturing. In this branch, innovative processes are advancing extremely quickly. The focus of our attention is on two important trends in



»There is a growing trend towards the use of testing technology directly in the production environment.«

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

semiconductor technology: firstly, on 3D packaging, i.e. the space-saving stacking of individual chips in a single casing, and secondly, the continued miniaturization of assembly and joining technology. In this area, our high-resolution, fast systems have the ideal properties for quality control. We have made excellent progress in our Semiconductor Business Unit, such as the implementation of the new pilot system for an international firm in the area of Power Semiconductor Devices. Our confocal 3D measuring technology is the fastest of its type in the world and offers ideal opportunities for quality control. So, the pilot system was an important step for us.

Over the last two years you have been working on further improving your successful μ sprint sensor.

Marcus Grigat: The aim of recent cooperative efforts with what is currently our largest semiconductor customer is the development of the world's fastest, high-performance sensor system for 3D quality control in semiconductor manufacturing. Already with our current μ sprint devices, we are among the best in measuring speed and quality. Direct integration into the production process for error-free 100% monitoring is crucial to the system's further development. The development project is due to draw to a successful conclusion in 2016, and we are delighted with the technological results. We are looking forward to the second half of the year.

The most successful NanoFocus Business-Unit in 2015 was the Standard/Laboratory area. You made huge progress in this area.

Joachim Sorg: The restructuring of sales in the Standard/Laboratory area was concluded and the sales figures developed positively. Our strategic measures were fully effective and the structural work of the past year paid off. We replicated our past successes in this area and even exceeded the planned target with a 59% share in sales.

Marcus Grigat: In this connection, we should also mention our services. Service and Standard/Laboratory go hand in hand – sales and service concepts are closely linked in our company and we take customer support very seriously. The positive figures are the success of the whole team. They're doing a great job.

Jürgen Valentin: Standard/Laboratory is of fundamental importance to us. On the one hand, the breadth of our brands and knowledge is showcased on the market. On the other, and this is an important aspect, the development and sales of our laboratory devices is a source of innovation for new applications and is virtually a technological hotbed. Our customers' requests and applications give us important indications about future developments. Everything of importance to the production process begins in the development departments. This is where we can learn alongside our customers and develop further.

Can you identify any specific trends?

Marcus Grigat: A whole range of suppliers in the automobile sector can also use our flexible standard devices, particularly in the area of electric mobility and for fuel cells. Everything is still in the early stages of development here, and our customers are working on new technologies. For this, manufacturers are using our standard devices in laboratories. And we strive to keep the channels of communication open with manufacturers so that we can identify the measurement requirements of future technology standards.

Which other technological trends are also important to NanoFocus AG? Where do the opportunities lie and what should you be prepared for?

Jürgen Valentin: There are two key terms here: “networking” and “smart, adaptive sensors”. Networking means that, as a whole, the machines in the factory must be able to communicate better with each other. And this should be done in such a way that any interventions can be performed quickly without interrupting the production process or resulting in unnecessary costs. Of course this has significant effects on metrology and testing technology which must be integrated into this communication process, directly on the production line. In the typical production environment, there are factory workshops with separate, air-conditioned fine testing labs nearby. Random measurements are taken and fed back to production. However, there is a growing trend towards the use of testing technology directly in the production environment. This does not always have to be directly “in-line”, but it is often set up as close as possible to the production machines, i.e. “at”-line.

Industry 4.0 networking is the reason why you are moving towards your strategic goal of production-related measurement.

Jürgen Valentin: Precisely. There is a growing trend (which also confirms BMT's success to us) towards the use of testing technology in the production environment. Therefore, in the future, we need to focus on offering solutions which can be integrated into the production process. This could take the form of in-line systems but may also include systems which are set up close to the production line. The second trend, known as “smart sensors”, is closely linked to what I mentioned previously. It involves modern measuring heads which can be integrated into production in a more robust and faster way. These measuring heads must be able to adapt to different requests and must be easy to use. The customer must be able to quickly adapt this measurement technology to changing demands without requiring specialist knowledge. We are currently initiating a corresponding IT project which involves the integration of these sensors.

A completely different subject that kept NanoFocus AG busy at all levels in recent months was its move to the new company premises.

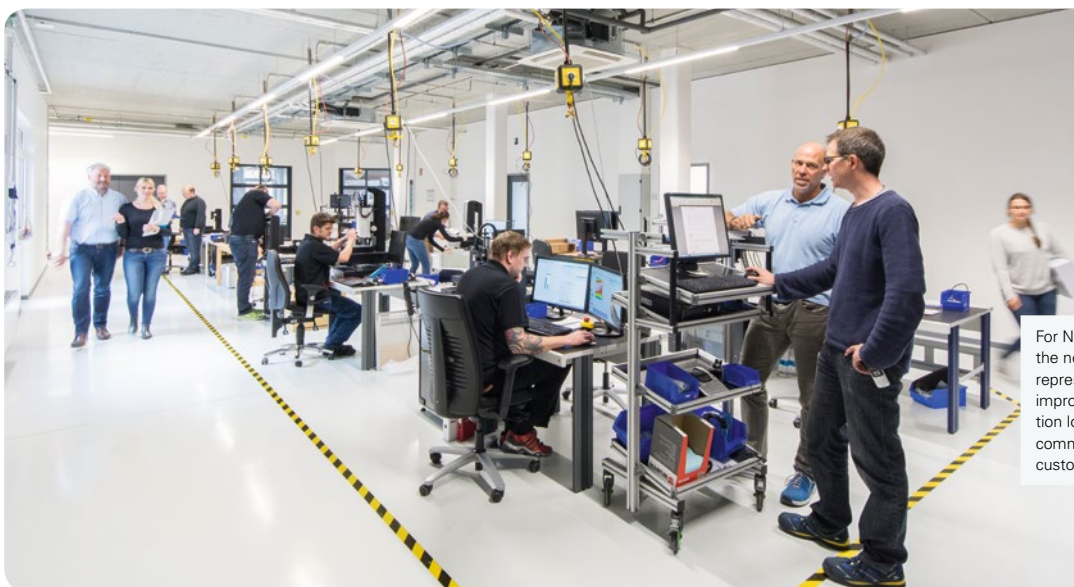
Marcus Grigat: Yes, we are delighted with the way the whole process was handled, from our design of the building to the conclusion of the building phase, and the move itself. The new premises offer the best conditions for the future development of our company. Our production logistics and communications have been considerably improved through the opportunities provided by the new modern building. We have an interlinked storage area and everything is on-site and ideally connected to production. Prestigious showrooms enable us to provide even better customer support, on-site. In-house communication and everyday



The modern company building at Oberhausen's center of technology offers the best conditions for the company's future development.

interactions have also improved. It's easier for individual departments to get together, and there is more space both for concentrating quietly on your own and for interacting with others. We are now in a position to manufacture more complex products with shorter distances, and to improve logistics. Production, communication, customer service and motivation – we benefit in every way from the firm's relocation.

Joachim Sorg: We would especially like to thank Oberhausen town planning which acted as a constructive mediator in dealing with all those responsible for policy implementation, building and financing. This was a great example of careful planning and successful infrastructure funding. We found an experienced and renowned property developer in Plassmeier Bau and a financially strong and reliable owner in Babcock pension fund. As a high-tech firm, we are delighted to be part of Oberhausen's industrial center where we have already felt quite at home for many years.



For NanoFocus AG, the new premises represent a significant improvement in production logistics, in-house communication and customer service.

More than two decades of experience in 3D surface analysis – for reliable measuring data in development and quality assurance.

Business Units
Standard/Laboratory

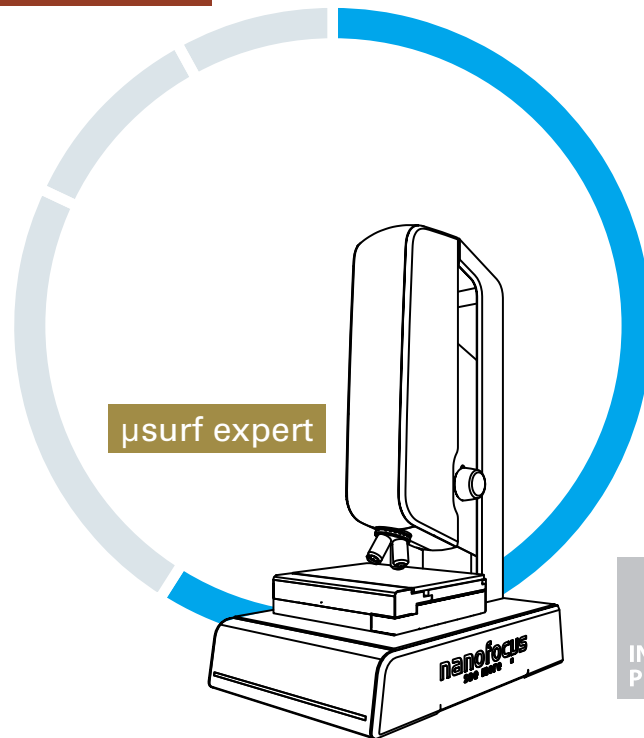


6,436

Revenue in kEUR

59%

of the sales revenue



The "Huber Verlag für Neue Medien GmbH" awards the INDUSTRIAL PRIZE to particularly progressive industrial products with a high economic, social, technological and environmental benefit.

Business Unit: Standard/Laboratory

Getting to the heart of technological leadership

Nano Focus laboratory devices lay the technological foundations for our innovative capacity as well as for a wide range of applications. They represent over 20 years of experience in optical three-dimensional surface metrology. The optical processes, which have been continually developed and patented by us, are unrivaled from a technological point of view. In terms of performance, our systems go far beyond conventional microscopes as they do not produce simple surface images but rather precise three-dimensional measurement data in the nanometer range. Comprehensive and easy to use analysis software makes them an effective tool for research, product development and quality assurance.

A wide range of applications and sectors

Medium-sized companies and the development departments of large firms as well as universities and industry-related research institutes all successfully use NanoFocus devices. Our standard systems give many users access to precise three-dimensional measurement and analysis of surface structures in the micrometer and nanometer field. The range of applications is extraordinarily wide: automotive, electronics, medicine, consumer goods, printing, alternative energies, security technology and many more.

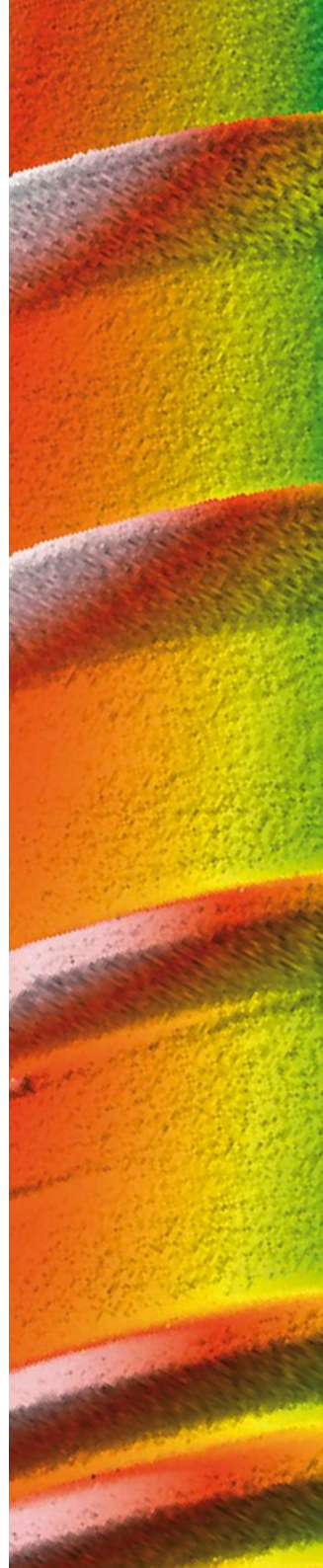
Contact with different sectors and requirements provides NanoFocus AG with valuable stimulus for innovation and insight into future application areas. New marketable technologies and production processes originate in the laboratories of research departments. The Standard/

Laboratory business area is an important source of our own technological further development. Many of the industrially implemented process measurement systems and industry solutions reflect the experience that we have already gained in the development phases of new processes together with our customers.

µsurf expert – high-end laboratory measurement technology

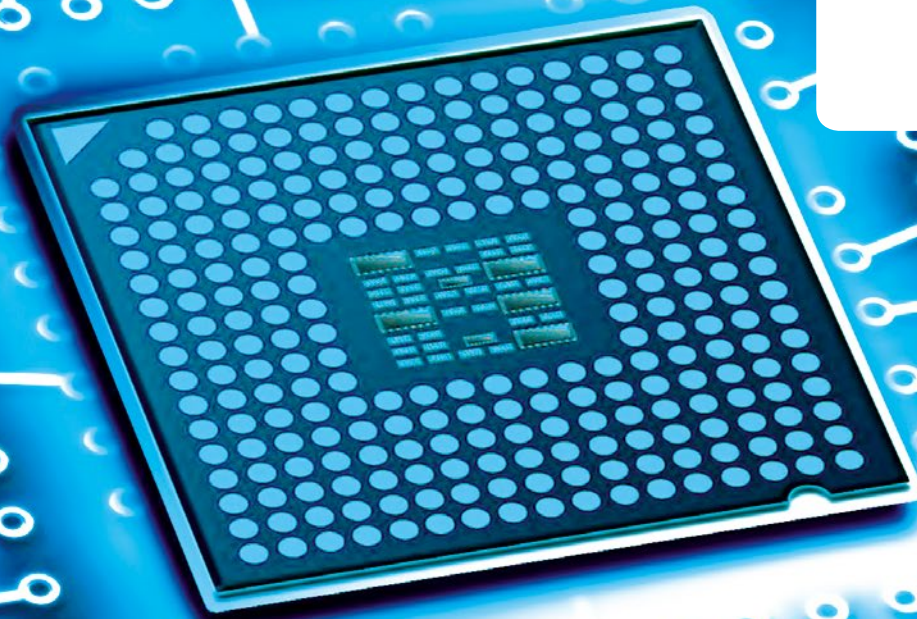
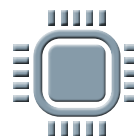
The 3D confocal microscope, µsurf expert, is a technologically superior surface metrology system for use in testing and development laboratories. This system combines our optical metrology know-how with our knowledge of daily production processes and test requirements in the industry. Not only is it equipped with the latest version of our further developed confocal technology, but it also offers comprehensive data analysis, documentation and visualization possibilities.

The user also has full access to all raw data and can seamlessly integrate the device into its processes via appropriate interfaces and data protocols. The simple automation also enables operator-independent series measurements to be made to industry standards. µsurf expert is thus much more than a pure laboratory instrument and far superior to other systems in terms of its performance and flexibility. It can be used as a measuring instrument in the production process for ongoing quality assurance.



Fast and highly accurate quality control
in a digitized world – for ever increasing
performance in the smallest spaces.

Business Units
Semiconductor

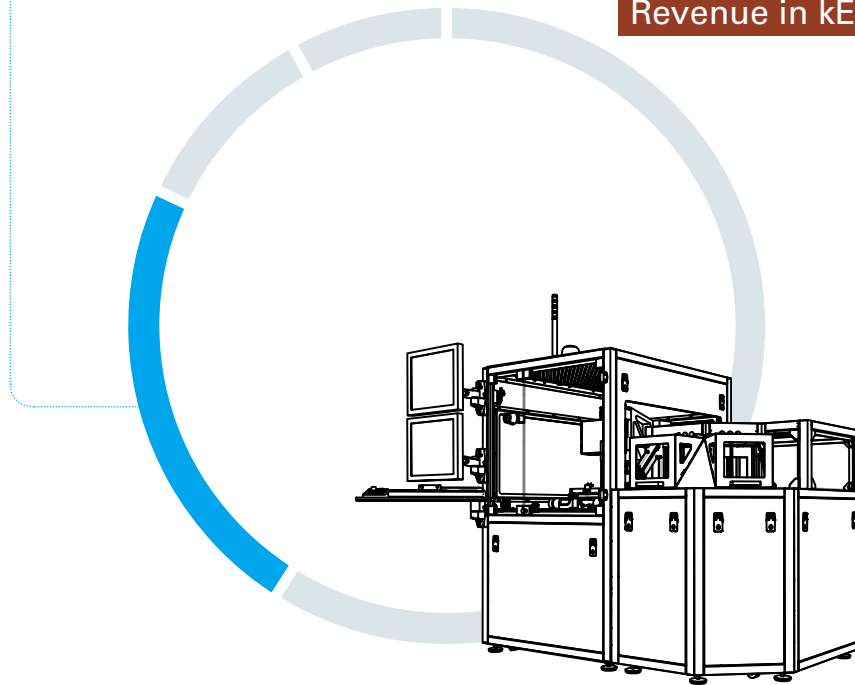


23%

of the sales revenue

2,465

Revenue in kEUR



µsprint fully automated solution

Business Unit: Semiconductor

Rapid miniaturization smaller and more powerful

The semiconductor industry is a branch with fast innovation and product development cycles. New technologies are implemented rapidly to inspire consumers, particularly in the entertainment industry, and to hold on to market shares. This increases demand on the continuing adjustment of measurement technology for quality and production controls. The systems used must operate more quickly and more precisely while the components to be inspected become increasingly complex.

Over many years, NanoFocus AG has acquired a great deal of know-how in optical metrology and the analysis of the smallest electronic components in the micrometer and nanometer dimension. One of the challenges for high-performance industrial measurement lies in the provision of measurement systems which, in wafer and semiconductor manufacturing, can be used as closely as possible to the production area and even integrated in-line.

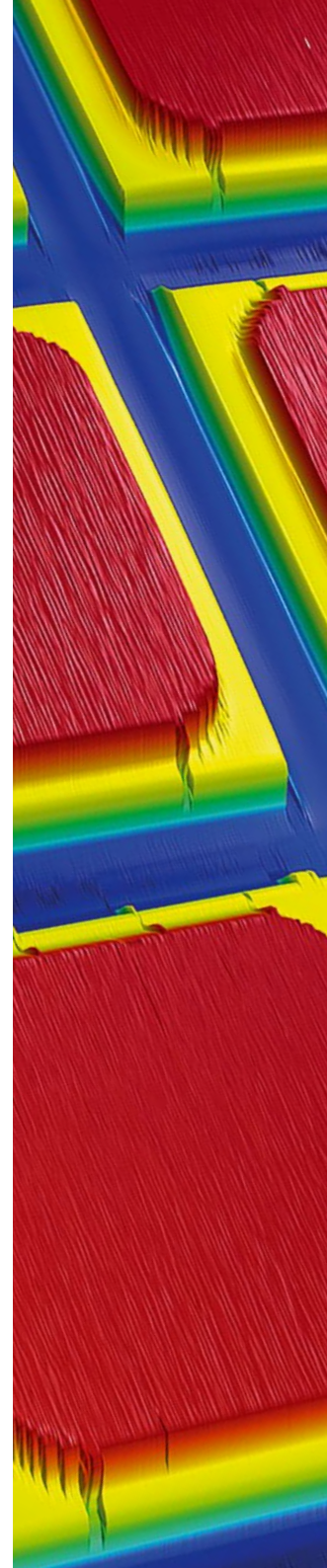
A high level of further development – the fastest confocal sensor

NanoFocus systems, such as its fully automated μ sprint sensor, are used for 100% inspection of wafers. Today, thanks to μ sprint technology used for this purpose, NanoFocus AG has already developed the world's fastest confocal sensor. However, it's important that we also offer the most high-performance measuring solutions in the future to equip our customers' production lines with the best possible quality assurance systems. For this reason,

NanoFocus AG is continually working on further increasing the measurement performance of its process tools. Thus, the measuring speed and resolution of the μ sprint sensor has once again been significantly increased. The result is an ultra-fast high-precision 3D sensor system for use in electronics production. This joint development with a successful industrial partner from the semiconductor sector is a significant step towards the competitive expansion of potential applications.

3D measurement offers a view into process-critical dimensions

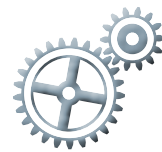
The term "critical dimensions" describes the smallest dimensions of sophisticated semiconductor structures. They make high demands on the accuracy of the measurement systems used to ensure trouble-free monitoring at the highest possible speed during the production process. To achieve ever-increasing performance in the same area, with 3D packaging, the tiny electronic components are stacked on top of each other in several layers. NanoFocus AG's contact-free optical 3D surface analysis is ideally suited to the measurement of the underlying structures of this 3D packaging technology. For the first time, a high-performance NanoFocus system for optical control of these three-dimensional semiconductor structures was operated in collaboration with a leading European manufacturer in the Semiconductor area.

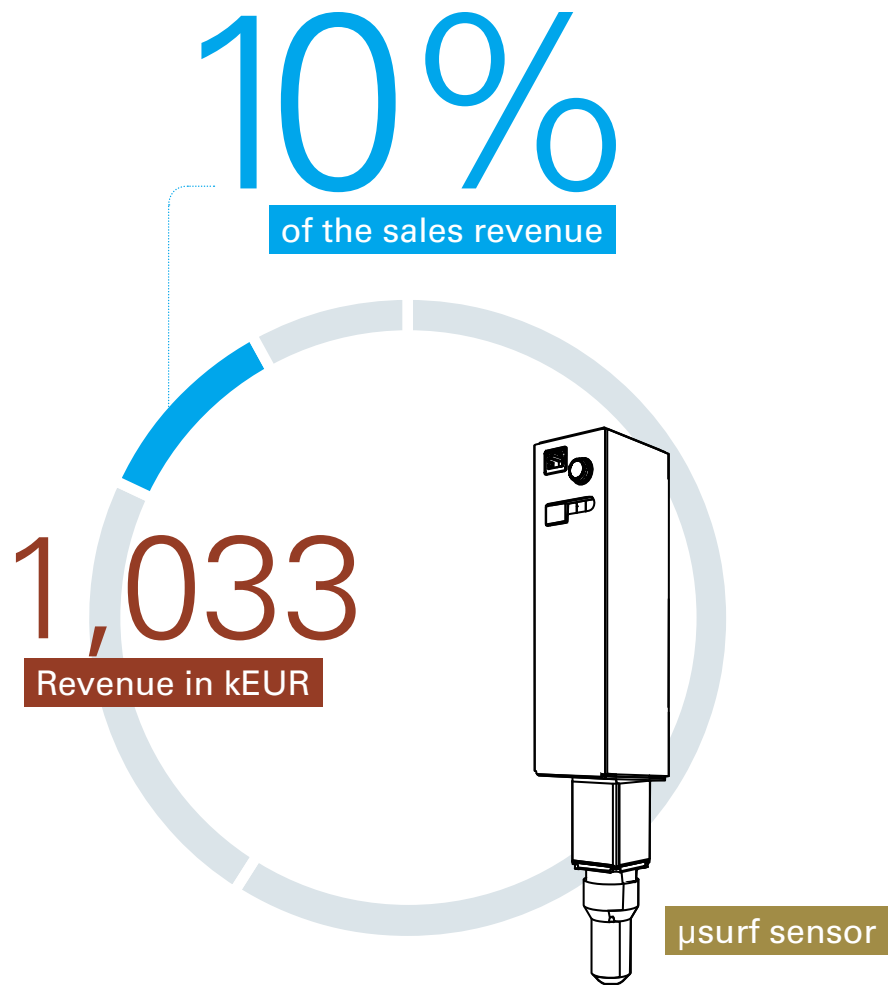


Integration of a technologically advanced 3D-sensor – measurement technology for a precise view of the most delicate surface structures.

Business Units

OEM





Business Unit: OEM

Integration of high-quality sensors

NanoFocus system's compact measuring modules can be seamlessly integrated into our customers' existing measurement and production systems. Many industry partners use NanoFocus technology to equip manufacturing processes or products with the best components for three-dimensional surface analysis. NanoFocus AG's sensors enable our customers to considerably enhance and improve their quality assurance processes and product properties. Industrial-strength three-dimensional surface analysis requires a level of technology which very few companies are able to offer. That's why NanoFocus has been a premium partner for OEM integration for many years. In addition to measurement technology used in the production process, it is predominantly security technology that makes use of our technology.

Searching for clues with NanoFocus

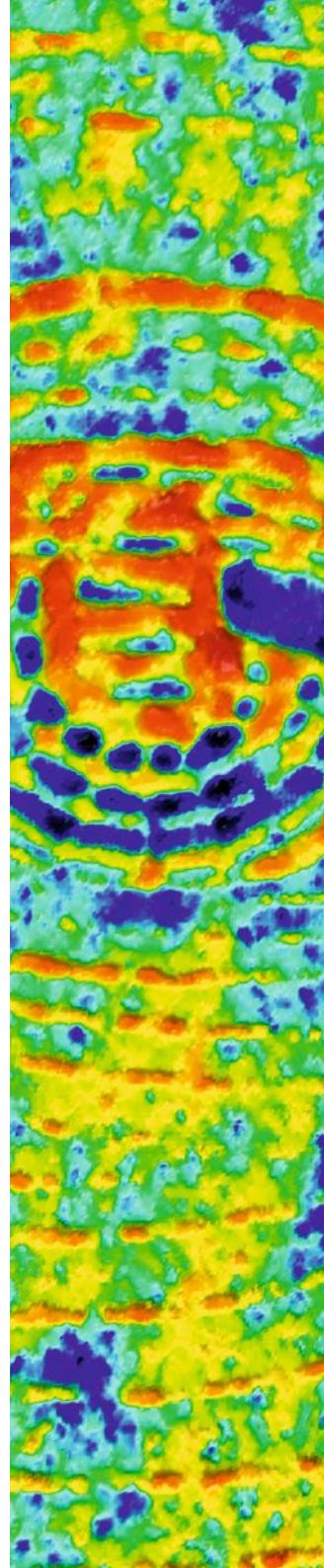
The long-standing cooperation with Ultra Electronics Forensic Technology (FTI) is a good example of how NanoFocus surface analysis can become an important component for a customer's success. The Canadian world market leader in analysis devices for forensic research uses our 3D measuring technology to build the world's most advanced and fastest system to record and evaluate bullet casings. FTI's ballistic analysis devices can make even the tiniest traces visible, and compare them with comparative samples. The devices, which are also used by the FBI, play an important role in detecting firearm-related crimes. The basis for the enormous success of these technologically unrivaled products is the high-precision topographical 3D data acquired by NanoFocus sensors.

Service and joint development

The continuous joint development of products is extremely important in the area of OEM integration. Based on a trusting relationship, the systems are continually adapted to customer requirements and changing needs. In the OEM area, good support and joint planning are essential prerequisites to providing customers with a real technological advantage. Training the customer in handling the delivered sensors is equally important. In this area, we regularly exchange information with our OEM partners and offer corresponding services.

Trend towards OEM sensors integrated in the production environment

The expanding logistical networking of production facilities is leading to the increasing integration of measurement sensors directly in production lines. NanoFocus AG has the technology and know-how to benefit from this trend. We can make various optical 3D measurement procedures and tactile systems available for reliable production monitoring through automated roughness analyses and three-dimensional surface analyses. The rising demand for speed and precision along with zero-defect tolerance in quality assurance offer new opportunities and growth prospects.

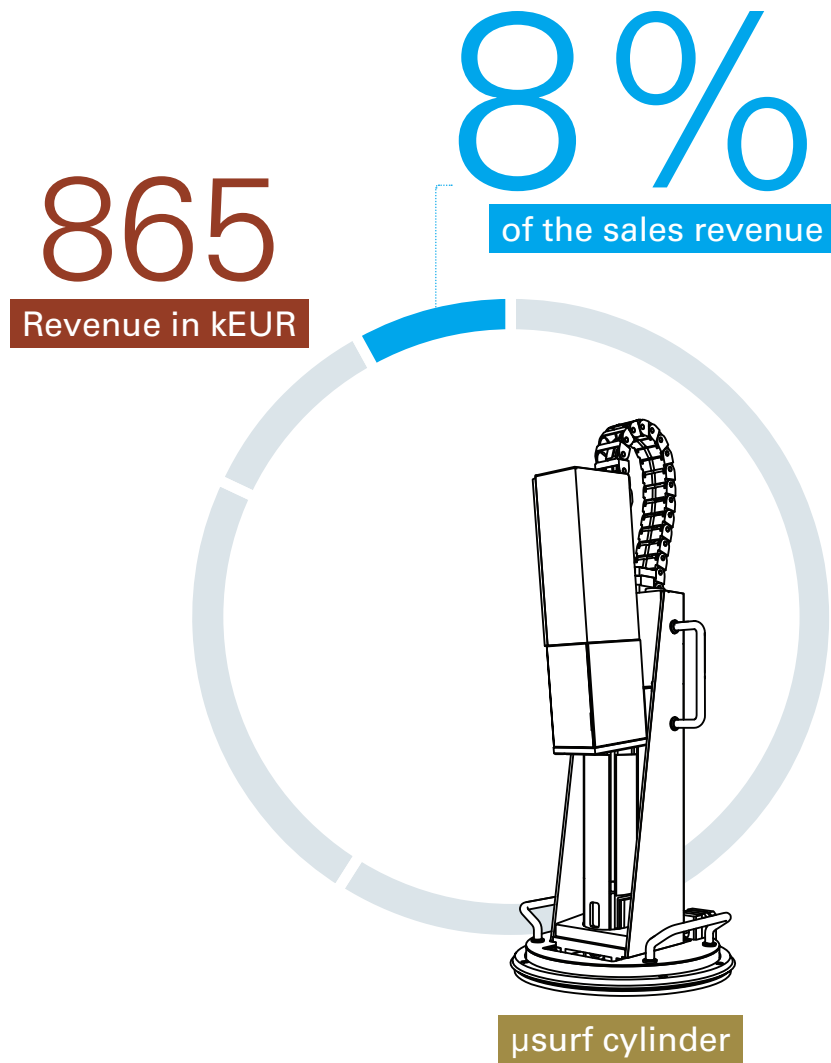


High-performance process measuring technology in automotive construction – for an efficient, cost-effective and sustainable future in mobility.



Business Units
Automotive





Business Unit: Automotive

Long-standing partner of the automobile industry

NanoFocus AG's measurement systems are used in automotive manufacture for development, quality assurance and production control. Our process tools for three-dimensional surface analyses assist with the production of energy-efficient engines, high-quality coatings and new drive concepts. Our high-performance Business Solutions are based on solutions developed together with the automobile industry. NanoFocus AG has enjoyed its position as technological leader for many years, above all in the field of optical 3D measurement and analysis of engine coatings.

µsurf cylinder – a successful branch solution

Engines must have minimum wear levels and offer low fuel consumption. With modern combustion engines, the targeted quality characteristics are often found in the micro-dimensions of stressed functional surfaces. For example, a prerequisite for energy efficiency lies in the finest structures of cylinder running surfaces. NanoFocus µsurf cylinder, a technology unparalleled anywhere in the world, determines standard-compliant measuring data of these surfaces on finished engine blocks with nanometer accuracy. In this area too, for the first time, the latest development of µsurf cylinders also enables measuring to be performed directly on the production line.

From the fine testing lab to the production line

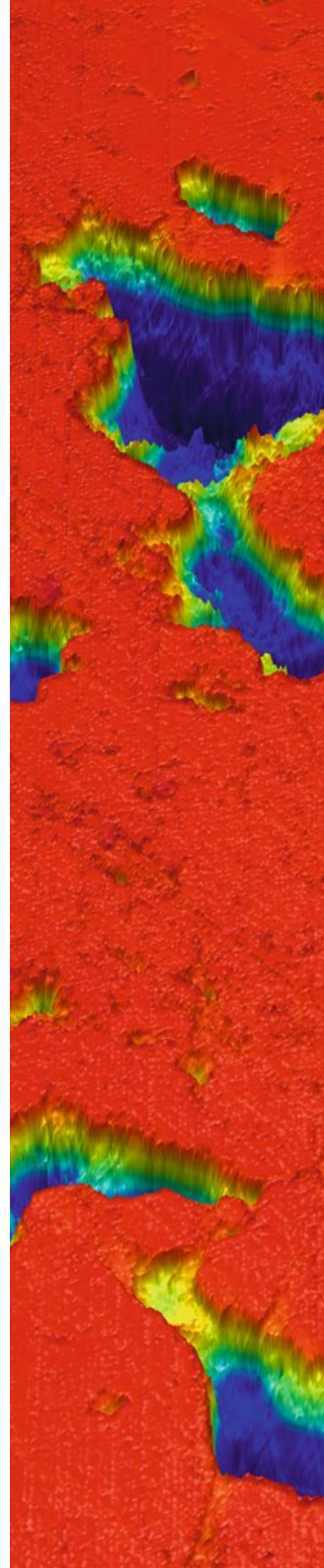
For efficient production monitoring, it must be possible to quickly detect and evaluate even the tiniest deviations from required standards and to pass on the information. If necessary, manufacturing tools must be readjusted as quickly as possible to reduce manufacturing tolerances and prevent cost-intensive rejects. High-quality optical measurement technology for quality assurance is becoming

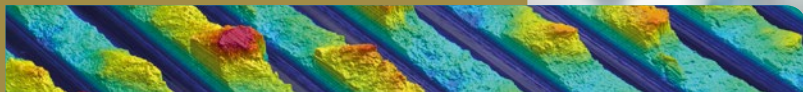
an important component of industrial plant construction. Therefore, the integration capacity of high-performance measuring systems is an increasingly significant requirement. In the future, Nano Focus's three-dimensional surface measurement technology will not just be used in fine testing labs, but will also be used, even more than before, within the production environment or even integrated directly into the production line. NanoFocus systems bring highest measurement quality from the testing laboratory to the industrial production environment. For better products and less waste.

Industry-wide applications

Our systems for production-related surface monitoring in the area of engine coating can apply all the relevant technologies and optical procedures depending on the application and the requirements. However, the areas of application of our technologies go far beyond the area of motor construction. Wherever specific surface characteristics are involved, NanoFocus devices can deliver important analysis data. For example, in the Appearance area, this includes 3D measurement prior to and after painting to ensure optimum appearance in a cost-optimized painting process as well as the inspection of printed sealing sheets or surface analysis of fine sheets in deformation technology.

Electric mobility and smart sensors are key terms for the further development of the automobile industry. NanoFocus AG's optical 3D measurement systems provide important insight into the improvement and quality control of alternative drive technologies. NanoFocus systems have been used successfully in accumulator technology and above all in the development of high-performance fuel cells.





»Both sides benefit enormously from the acquisition of Breitmeier Messtechnik.

With our knowledge of integrating measurement systems into the production environment, we are an important partner in exploiting new market opportunities.

The experience and technological achievements of both companies complement each other perfectly, and offer huge opportunities for corporate growth.«

Michael Hauptmann
Managing Director of Breitmeier Messtechnik GmbH

breitmeier
A NanoFocus Company

Expertise in mechanical engineering

Breitmeier Messtechnik GmbH (BMT) has been a wholly-owned subsidiary of NanoFocus AG since November 2015. The medium-sized company with headquarters in Ettlingen, Germany, has amassed over 16 years of enormous technical knowledge in the development and marketing of optical and tactile measuring systems for surface testing.

One of the firm's particular skills is in the direct integration of high-quality measurement technology into the production line. Breitmeier's measurement systems are used in production monitoring and also deliver error-free quality assurance data under the difficult conditions of harsh manufacturing environments.

Production-related integration of optical 3D-procedures

Breitmeier Messtechnik's know-how and product range is the ideal complement to NanoFocus AG, particularly in the growing market of production-related and production-integrated measurement systems. In the future, NanoFocus AG expects to be in a position, together with BMT, to implement high-performance surface measurement directly in production. Depending on requirements, this could be done on the basis of tactile roughness sensors or through the use of optical 3D procedures.

This opens up new market opportunities, above all in the area of engine coating in the automobile industry. A prime example is the integration of the NanoFocus-cylinder inspection system into an in-line BMT measurement system – an important step in incorporating NanoFocus AG's know-how even more than before into industrial quality assurance processes and production control.

Surface testing for coordinate measuring systems

In addition to production-related integration, BMT offers a wide range of high-quality optical and tactile measuring instruments. This includes, for example, an innovative tactile measuring arm to complement the traditional range of functions of coordinate measuring equipment. Coordinate measuring equipment is used, above all, for sample testing distances, diameters and lengths on workpieces. These tests are performed with a measuring head which is guided by a measuring arm to the appropriate control point on the workpiece.

With the tactile measuring arm recently developed by Breitmeier, accurate roughness measurements can be taken on the workpiece surface. The need to perform a

separate surface control is eliminated through the combination of coordinate and roughness measurements in one test device. The result is the clearly demonstrable saving of costs.

The smallest tactile hand sensor for testing roughness

The measurement technology used in this tactile measuring arm is also found in BMT's "MiniProfiler" – the smallest roughness measurement instrument currently available. This instrument, which weighs just 100 grams, is not much bigger than a matchstick and is extremely easy to use. For measuring purposes, it is placed on the surface to be tested and can be easily connected to a Notebook or Smartphone. The device is insensitive to vibrations, and the determined characteristic values are highly accurate. Its small dimensions and easy operation make Breitmeier's MiniProfiler the ideal measuring system for rapid determination of roughness characteristics directly in production, for example, on crankshaft bearings, brake disks or sheets during automobile production.

Complementing and increasing the technical possibilities

Through its collaboration with Breitmeier, NanoFocus AG is strengthening its technological opportunities and further developing into a supplier of comprehensive surface analyses. Particularly in production, various measurement tasks require different and suitably qualified measurement systems. By incorporating Breitmeier's technological knowledge of measurement technology into its product portfolio, NanoFocus is expanding the company's entire spectrum to supply industry-related measurement solutions.



BMT's "MiniProfiler" tactile hand sensor.

Stock performance and analyst evaluation

During the 2015 reporting year, the general market sentiment was fundamentally volatile. In the meantime, at the start of the year, the NanoFocus share price moved above 4 EUR due to the publication of positive figures for the 2014 financial year. In May, due to a cash capital increase of 300,000 bearer shares, the share price of 3.20 EUR was put under pressure, however, in June, thanks to acquisitions by individual investors on the stock exchange, it rose to 4.57 EUR. This marked a new 52-week-high for the share price.



Due to the delayed acceptance and revenue shift of a customer in the Semiconductor area, the share price declined again towards the middle of the year. In the Automotive area, orders were delayed due to the emissions scandal, affecting our share price. Thus, the NanoFocus listed share was 3.00 EUR at the start of November.

A cash capital increase including subscription rights was implemented for the acquisition of Breitmeier Messtechnik GmbH in November 2015. During the course of this transaction, 900,000 new shares at a price of 3.00 EUR were issued. After announcing the takeover and clarifying the Breitmeier Messtechnik GmbH's key financial figures at the start of 2016, the price hovered around 3.05 EUR.

In 2015, analysts' evaluations for the NanoFocus AG share in 2015 stated a price objective of 5.50 EUR (2014: 4.25 EUR).

Investor relations

NanoFocus AG maintains regular dialog with shareholders and investors. It is in the firm's interest to further increase public awareness of NanoFocus AG. Regular investor talks were therefore held. NanoFocus AG's business model and market opportunities were presented to existing investors and new interested parties at various analyst and investor conferences.

In May 2015, NanoFocus AG presented at the 19th Munich Capital Market Conference and at the Frankfurt Prior Conference in June. In addition to the Small Cap Forum in Stuttgart and the Equity Capital Forum in Frankfurt in November, NanoFocus AG was also represented in December at the 20th Munich Capital Market. Shareholders and investors had the opportunity at any time to contact the company by telephone, email or via the NanoFocus website.

Outlook for 2016

Due to the emissions scandal and the mentioned delay in the Semiconductor area, NanoFocus AG's revenue and profits were clearly below target in the 2015 financial year. The processing of corresponding orders was postponed until 2016 and 2017. Thus it was no longer possible to compensate for the lack in volume of approx. 1.75 million EUR.

A clear increase in sales and return to profitability is expected in the 2016 financial year. The good level of incoming orders in 2015 laid the foundations for a positive first half of 2016. We assume that the first six months of 2016 will be better than last year. NanoFocus plans to generate a turnover of 5.0 million EUR by the first half of the year. For the first time, at the end of 2016, NanoFocus AG will prepare financial statements in which all the subsidiaries will be shown as consolidated. On an annual level, NanoFocus AG is expecting a turnover of at least 15 million EUR and an EBIT margin of 3 to 5%. In 2017, growth and income are expected to turn out stronger.

In strategic terms, NanoFocus is expecting the acceptance of a pilot system in the Semiconductor area together with subsequent follow-up orders. The commissioning of an in-line, automated cylinder inspection system in the Automotive area was confirmed and announced while this report was being prepared. For the individual Business Units, NanoFocus AG plans to generate the following revenue in 2016:

- ▶ Standard/Laboratory: 6.5M EUR
- ▶ Automotive: 2.3M EUR
- ▶ Semiconductor: 3.1M EUR
- ▶ OEM: 1.1M EUR

As far as the 2015 acquisition of Breitmeier Messtechnik GmbH is concerned, we are expecting a turnover of at least 2.0 million EUR during the first year of integration with clearly positive net profits.

References



Share data on 12/31/2015

Total number of shares	4,200,000 bearer shares
Capital	4,200,000 EUR
Market capitalization	EUR 13,440,000 on 12/30/2015
Transparency level	Entry Standard (Open Market)

Share statistic 2015

52-week-high	EUR 4.57
52-week-deep	EUR 2.75
Traded number on all stock markets incl. XETRA per diem (1-year basis)	ø 5,697 shares per trading day (01/01–12/31)

Company information

Founding date	Founded on 08/24/1994 under the legal form of limited liability company (GmbH). Changed to public company (AG) by resolution at the Annual General Meeting on 10/26/2001
Accounting standard	German Commercial Code (HGB)/Accounting Law Modernization Act (BilMoG)
Balance sheet date for the financial year ending on	12/31
Start of trading	11/14/2005, prospectus since 2006
Deutsche-Börse listing partner	Süddeutsche Aktienbank AG
Trading model	XETRA, continuous trading, Süddeutsche Aktienbank AG,
Securities identification number/ISIN	540 066, DE 0005400667
Bloomberg	N2FGR
Freefloat market capitalization	EUR 8,121,190 on 12/31/2015

Stock market listing

	XETRA (continuous trading with specialist), Frankfurt on the Open Market (Entry Standard), Munich (M:access, since 02/01/2007), Berlin, Bremen, Düsseldorf, Stuttgart (OTC market)
Type of security	No-part bearer share (class)



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2015 Financial Information

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Balance sheet of assets

	12/31/2015	Change		12/31/2014
	EUR	%	absolute	EUR
A. Fixed assets	9,004,697			4,820,729
I. Intangible assets				
1. Concessions, intellectual property rights and licenses acquired for a fee	417,229	12.06	44,909	372,320
2. Goodwill	1	-100.00	-348,945	348,946
3. Internally generated intellectual property rights, similar rights and assets	1,780,505	18.96	283,832	1,496,673
	2,197,735			2,217,939
II. Property, plant and equipment				
1. Technical equipment and machinery	200,846	-18.12	-44,448	245,294
2. Other assets, fixtures and fittings	187,164	-19.22	-44,537	231,701
	388,010			476,995
III. Financial assets				
1. Shares in affiliated companies	5,618,951	164.32	3,493,156	2,125,795
2. Other loans	800,000	n/a	800,000	0
	6,418,951			2,125,795
B. Current assets	9,330,789			8,231,766
I. Inventories				
1. Raw materials, auxiliary materials and consumables	2,177,965	15.02	284,412	1,893,553
2. Unfinished goods, unfinished services	583,003	66.74	233,347	349,656
3. Finished goods	752,362	-23.78	-234,709	987,071
4. Advance payments for inventories	5,379	n/a	5,379	0
	3,518,709			3,230,280
II. Accounts receivable and other assets*				
1. Trade accounts receivables	2,553,156	17.25	375,596	2,177,560
2. Receivables from affiliated companies	2,517,633	29.19	568,881	1,948,752
3. Other assets	117,760	8.22	8,945	108,815
	5,188,549			4,235,127
III. Cash assets, due from banks and checks	623,531	-18.64	-142,828	766,359
C. Deferred income and accrued expenses	129,238	-11.57	-16,906	146,144
D. Deferred tax assets	898,632	-18.20	-200,000	1,098,632
	19,363,356	35.43	5,066,084	14,297,272

* Trade accounts receivable has been amended so that receivables from affiliate companies are only recorded in item II.2.

Balance sheet of liabilities

	12/31/2015		Change	12/31/2014
	EUR	%	absolute	EUR
A. Equity				
I. Subscribed capital	4,200,000	40.00	1,200,000	3,000,000
II. Capital reserve	8,603,450	40.04	2,460,000	6,143,450
III. Retained earnings	1,165,000	0.00	0	1,165,000
IV. Profit/losses carried forward	-1,076,241	-38.88	684,501	-1,760,742
V. Annual net profit/annual net income	-1,604,593	-334.42	-2,289,094	684,501
	11,287,616			9,232,209
B. Provisions				
1. Tax provisions	156,099	0.00	0	156,099
2. Other provisions	1,197,366	159.49	735,927	461,439
	1,353,465			617,538
C. Liabilities				
1. Convertible bonds	1,350,000	0.00	0	1,350,000
2. Amounts owed to credit institutions	692,798	26.70	145,984	546,814
3. Advance payments received on orders	75,755	n/a	-9,691	85,446
4. Trade accounts payables	1,750,369	20.36	296,147	1,454,222
5. Liabilities towards affiliated companies	11,900	0.00	0	11,900
6. Other liabilities	2,134,593	370.18	1,680,599	453,994
	6,015,415			3,902,376
D. Deferred income and accrued expenses	71,708	99.70	35,801	35,907
E. Deferred tax liabilities	635,152	24.72	125,909	509,243
	19,363,356	35.43	5,066,084	14,297,272

Income statement

	12/31/2015		Change	12/31/2014
	EUR	%	absolute	EUR
1. Revenues	10,798,807	-3.8	-421,992	11,220,799
2. Inventory changes to finished and unfinished goods	-1,362	-98.3	77,615	-78,977
3. Other capitalized assets	741,883	-0.3	-2,047	743,930
4. Other operating income	333,297	51.1	112,773	220,524
5. Material expenditure	3,942,977	17.2	579,125	3,363,852
thereof a) expenses for raw materials, auxiliary materials, consumables and for goods purchased	3,845,653	22.4	704,638	3,141,015
thereof b) expenses for purchased services	97,325	-56.3	-125,511	222,836
6. Personnel expenditure	5,146,924	0.8	40,921	5,106,003
thereof a) wages and salaries	4,375,611	1.0	43,470	4,332,141
thereof b) social contributions and expenditure for pensions and aid	771,313	-0.3	-2,549	773,862
7. Depreciation	1,134,238	54.3	399,286	734,952
thereof a) on intangible assets of fixed assets and plant and equipment	801,065	9.0	66,113	734,952
thereof b) on current assets in as far as such exceed the usual depreciations in the corporation	333,172	n/a	333,172	0
8. Other operating expenditure	2,766,179	9.1	230,697	2,535,482
9. Other interest and similar income	22,047	22.7	4,079	17,968
10. Interest and similar expenditure	182,133	12.2	19,811	162,322
11. Income from ordinary business activities	-1,277,780	n/a	-1,499,413	221,633
12. Extraordinary income/extraordinary result	0	n/a	-1,026,512	1,026,512*
13. Tax on income and on profits	-325,909	n/a	237,069	-562,978
14. Other taxes	-904	n/a	-238	-666
15. Net loss for the year/net income for the year	-1,604,593	n/a	-2,289,094	684,501

**extraordinary income through the spin-off of the skin sensor business area to the independent subsidiary mikroskin GmbH

Cash flow statement

	12/30/2015	Change	12/30/2014*
	kEUR	absolute	kEUR
Cash and cash equivalents at the start of the period	766	470	296
Result for the period	-1,605	-2,290	685
Depreciation on fixed assets	801	66	735
Depreciation of current assets	333	333	0
Increase/decrease in provisions	19	-81	100
Other non-cash expenditures and income	4	-22	26
Interest expenses/interest earnings	161	17	144
Expenditures/income from extraordinary items	0	1,027	-1,027
Income tax expense/income	326	-237	563
Cash flow from sales activities	39	-1,187	1,226
Increase/decrease in stocks, accounts receivables and other assets	-1,572	-99	-1,473
Increase/decrease in liabilities from accounts payables and other liabilities	198	-444	642
Cash flow from current operating activities	-1,335	-1,730	395
Pay-outs for investments in intangible assets	-928	235	-1,163
Deposits from the disposal of property, plant and equipment	0	-18	18
Pay-outs for investments in property, plant and equipment	-89	91	-180
Pay-outs for investments in financial assets	-1,813	-1,788	-25
Interest received	20	9	11
Cash flow from investment activities	-2,810	-1,471	-1,339
Deposits from capital injections	3,660	3,660	0
Deposits from the issue of bonds and the raising of (financial) credits	0	-1,350	1,350
Payments from the settlement of loans and (financial) credits	-333	-8	-325
Deposits from subsidies received	325	-151	476
Interest paid	-128	-41	-87
Cash flow from financing activities	3,524	2,110	1,414
Cash alterations to cash funds	-621	-1,091	470
Cash and cash equivalents at the close of the period	145	-621	766

* The cash flow statement was drawn up for the first time in 2015 according to DRS 21. Thus, the comparable figures from 2014 were adjusted to DRS 21 and therefore differ to the presentation in the 2014 management report.

Net asset position, capital

	12/31/2015		Change	12/31/2014
	EUR	%	absolute	EUR
Assets				
Intangible assets	2,197,735	-0.9	-20,204	2,217,939
Property, plant and equipment	388,010	-18.7	-88,985	476,995
Financial assets	6,418,951	202.0	4,293,156	2,125,795
Fixed assets	9,004,697	86.8	4,183,968	4,820,729
Inventories	3,518,708	8.9	288,428	3,230,280
Accounts receivable and other assets	5,188,549	22.5	953,422	4,235,127
Cash and cash equivalents	623,531	-18.6	-142,828	766,359
Deferred income and accrued expenses	129,238	-11.6	-16,906	146,144
Deferred tax assets	898,632	-18.2	-200,000	1,098,632
Current assets*	9,330,789	13.4	1,099,023	8,231,766
Balance sheet total	19,363,356	35.4	5,066,084	14,297,272
Capital				
Subscribed capital	4,200,000	40.0	1,200,000	3,000,000
Capital reserve	8,603,450	40.0	2,460,000	6,143,450
Retained earnings	1,165,000	0.0	0	1,165,000
Profit/losses carried forward	-1,076,241	-38.9	684,501	-1,760,742
Result for the period	-1,604,593	n/a	-2,289,094	684,501
Equity	11,287,616	22.3	2,055,407	9,232,209
Provisions	1,353,465	119.2	735,927	617,538
Liabilities	6,015,415	54.1	2,113,039	3,902,376
Deferred income and accrued expenses	71,708	99.7	35,801	35,907
Deferred tax liabilities	635,152	24.7	125,909	509,243
Third-party capital	8,075,740	59.4	3,010,677	5,065,063
Balance sheet total	19,363,356	35.4	5,066,084	14,297,272

* Current assets (excluding accruals and taxes)

Statement of changes in equity

	Subscribed capital	Capital reserve	Retained earnings	Balance sheet loss	Equity
	EUR	EUR	EUR	EUR	EUR
Equity as per 01/01/2015	3,000,000	6,143,450	1,165,000	-1,076,241	9,232,209
Capital increase by resolution of 04/22/2015	300,000	660,000			960,000
Capital increase by resolution of 9/23/2015	900,000	1,800,000			2,700,000
Profit/loss for the year				-1,604,593	-1,604,593
Equity as per 12/31/2015	4,200,000	8,603,450	1,165,000	-2,680,834	11,287,616

Financial Calendar 2016

16.03.2016	Family Office Technology Day	Vienna
27.04.2016	21. MKK – Münchner Kapitalmarkt Konferenz	Munich
20.05.2016	Annual Report 2015	Oberhausen
29.06.2016	General Annual Meeting	Oberhausen
31.08.2016	Half-Year Statement 2016	Oberhausen
21.-23.11.2016	German Equity Forum	Frankfurt
07.12.2016	22. MKK – Münchner Kapitalmarkt Konferenz	Munich

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