## Key Figures

<table>
<thead>
<tr>
<th>Accounting in accordance with the German Commercial Code (HGB)</th>
<th>2013</th>
<th>Change</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>kEUR</td>
<td>%</td>
<td>absolute kEUR</td>
</tr>
<tr>
<td>Revenues</td>
<td>8,178</td>
<td>-8.5</td>
<td>-761</td>
</tr>
<tr>
<td>Total performance</td>
<td>8,349</td>
<td>-7.6</td>
<td>-684</td>
</tr>
<tr>
<td>Gross yield</td>
<td>5,315</td>
<td>-15.6</td>
<td>-984</td>
</tr>
<tr>
<td>Personnel expenditure</td>
<td>4,326</td>
<td>11.0</td>
<td>429</td>
</tr>
<tr>
<td>EBITDA</td>
<td>-486</td>
<td>n/a</td>
<td>-1,431</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>-5.9%</td>
<td>n/a</td>
<td>-16.5 PP</td>
</tr>
<tr>
<td>Depreciation</td>
<td>724</td>
<td>6.7</td>
<td>45</td>
</tr>
<tr>
<td>EBIT</td>
<td>-1,210</td>
<td>n/a</td>
<td>-1,476</td>
</tr>
<tr>
<td>Profit/loss for the year</td>
<td>-1,401</td>
<td>n/a</td>
<td>-1,550</td>
</tr>
<tr>
<td>Fixed assets</td>
<td>3,638</td>
<td>1.6</td>
<td>59</td>
</tr>
<tr>
<td>Investments</td>
<td>802</td>
<td>-6.0</td>
<td>-51</td>
</tr>
<tr>
<td>Current assets</td>
<td>6,440</td>
<td>-18.2</td>
<td>-1,431</td>
</tr>
<tr>
<td>Liquid funds</td>
<td>325</td>
<td>-82.4</td>
<td>-1,523</td>
</tr>
<tr>
<td>Equity</td>
<td>8,548</td>
<td>-14.1</td>
<td>-1,400</td>
</tr>
<tr>
<td>Third-party capital</td>
<td>3,278</td>
<td>0.6</td>
<td>18</td>
</tr>
<tr>
<td>Liabilities</td>
<td>2,263</td>
<td>-4.9</td>
<td>-117</td>
</tr>
<tr>
<td>Balance sheet total</td>
<td>11,826</td>
<td>-10.5</td>
<td>-1,382</td>
</tr>
<tr>
<td>Cash flow from sales activities</td>
<td>-555</td>
<td>n/a</td>
<td>-1,419</td>
</tr>
<tr>
<td>Cash flow from current operating activities</td>
<td>-313</td>
<td>n/a</td>
<td>-744</td>
</tr>
<tr>
<td>Cash flow from investing activities</td>
<td>-782</td>
<td>-8.3</td>
<td>71</td>
</tr>
<tr>
<td>Cash flow from financing activities</td>
<td>-457</td>
<td>n/a</td>
<td>-542</td>
</tr>
<tr>
<td>Accounting in accordance with the German Commercial Code (HGB)</td>
<td>2013</td>
<td>Change</td>
<td>2012</td>
</tr>
<tr>
<td>---------------------------------------------------------------</td>
<td>------</td>
<td>--------</td>
<td>------</td>
</tr>
<tr>
<td>Working capital</td>
<td>4,829</td>
<td>-6.6</td>
<td>-341</td>
</tr>
<tr>
<td>Equity ratio</td>
<td>72.3%</td>
<td>-4.0</td>
<td>-3 PP.</td>
</tr>
<tr>
<td>Return on equity</td>
<td>-16.4%</td>
<td>n/a</td>
<td>-17.9 PP.</td>
</tr>
<tr>
<td>Average number of employees</td>
<td>70</td>
<td>14.8</td>
<td>9</td>
</tr>
<tr>
<td>Earnings per share (in EUR)</td>
<td>-0.47</td>
<td>n/a</td>
<td>-0.52</td>
</tr>
<tr>
<td>Orders received 2013</td>
<td>9,514</td>
<td>8.2</td>
<td>722</td>
</tr>
<tr>
<td>Existing orders (at the close of the period)</td>
<td>1,976</td>
<td>198.0</td>
<td>1,313</td>
</tr>
<tr>
<td>Development expenditure</td>
<td>1,747</td>
<td>8.3</td>
<td>134</td>
</tr>
<tr>
<td>Development intensity (expense in relation to revenues)</td>
<td>21.4%</td>
<td>18.4</td>
<td>3.4 PP</td>
</tr>
<tr>
<td>Average number of development employees</td>
<td>21</td>
<td>5.0</td>
<td>1</td>
</tr>
<tr>
<td>φ Development employees in % of φ employees</td>
<td>30.0%</td>
<td>-8.5</td>
<td>-2.8 PP.</td>
</tr>
<tr>
<td>Year</td>
<td>Sales development 2010-2013 (in kEUR)</td>
<td>EBITDA margin 2010-2013 (in percent)</td>
<td>Liquid funds 2010-2013 (in kEUR)</td>
</tr>
<tr>
<td>------</td>
<td>-------------------------------------</td>
<td>-------------------------------------</td>
<td>---------------------------------</td>
</tr>
<tr>
<td>10</td>
<td>6,477</td>
<td>10.6</td>
<td>3,216</td>
</tr>
<tr>
<td>11</td>
<td>8,222</td>
<td>10.6</td>
<td>2,248</td>
</tr>
<tr>
<td>12</td>
<td>8,939</td>
<td>10.6</td>
<td>1,848</td>
</tr>
<tr>
<td>13</td>
<td>8,178</td>
<td>-5.9</td>
<td>325</td>
</tr>
</tbody>
</table>
Revenue distribution by industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>kEUR</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Material science</td>
<td>1,741</td>
<td>28</td>
</tr>
<tr>
<td>Automotive</td>
<td>1,473</td>
<td>23</td>
</tr>
<tr>
<td>Electronics</td>
<td>1,262</td>
<td>20</td>
</tr>
<tr>
<td>Fingerprint, Public Safety</td>
<td>900</td>
<td>14</td>
</tr>
<tr>
<td>Machinery, Tools, Print</td>
<td>871</td>
<td>14</td>
</tr>
<tr>
<td>Medical technology, MEMS</td>
<td>60</td>
<td>1</td>
</tr>
</tbody>
</table>

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

Revenue distribution by products

<table>
<thead>
<tr>
<th>Product</th>
<th>kEUR</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>μsurf</td>
<td>3,439</td>
<td>42</td>
</tr>
<tr>
<td>μsprint</td>
<td>1,232</td>
<td>15</td>
</tr>
<tr>
<td>Service, Software, Replacement Parts,</td>
<td>1,114</td>
<td>14</td>
</tr>
<tr>
<td>Maintenance</td>
<td></td>
<td></td>
</tr>
<tr>
<td>OEM</td>
<td>969</td>
<td>12</td>
</tr>
<tr>
<td>μscan</td>
<td>667</td>
<td>8</td>
</tr>
<tr>
<td>Other services</td>
<td>528</td>
<td>6</td>
</tr>
<tr>
<td>System rental</td>
<td>229</td>
<td>3</td>
</tr>
</tbody>
</table>
Revenue distribution by region

<table>
<thead>
<tr>
<th>Region</th>
<th>kEUR</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Germany</td>
<td>4,070</td>
<td>50</td>
</tr>
<tr>
<td>North/South America</td>
<td>1,640</td>
<td>20</td>
</tr>
<tr>
<td>Asia</td>
<td>1,269</td>
<td>15</td>
</tr>
<tr>
<td>Europe (except for Germany)</td>
<td>1,199</td>
<td>15</td>
</tr>
</tbody>
</table>

Shareholder structure as at 12/31/2013

<table>
<thead>
<tr>
<th>Shareholder</th>
<th>Shares</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Free Float</td>
<td>1,389,299</td>
<td>46.31</td>
</tr>
<tr>
<td>Alto Invest</td>
<td>428,500</td>
<td>14.28</td>
</tr>
<tr>
<td>Schreier family</td>
<td>193,873</td>
<td>6.46</td>
</tr>
<tr>
<td>LBBW GmbH</td>
<td>180,000</td>
<td>6.00</td>
</tr>
<tr>
<td>Eismann family</td>
<td>176,950</td>
<td>5.90</td>
</tr>
<tr>
<td>tbg mbH</td>
<td>168,000</td>
<td>5.60</td>
</tr>
<tr>
<td>Bödecker family</td>
<td>123,350</td>
<td>4.11</td>
</tr>
<tr>
<td>Velzel family</td>
<td>123,350</td>
<td>4.11</td>
</tr>
<tr>
<td>Grigat family</td>
<td>108,332</td>
<td>3.61</td>
</tr>
<tr>
<td>Valentin family</td>
<td>108,346</td>
<td>3.61</td>
</tr>
</tbody>
</table>
Company Boards

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
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 μsurf, μscan and μsprint. 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 µsurf 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:
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