



## **PRESS RELEASE**

### **Nanogate intends to pay a dividend for the first time**

**Dividend proposal of EUR 0.10 per share – 2013 forecast: sales to achieve double-digit growth again – Preliminary figures for 2012 confirmed: sales up 15 %, increase in EBITDA of around 61 %, cash flow improves by 52 %**

**Göttelborn, Germany, 24 April 2013. Nanogate AG (ISIN DE000A0JKHC9), a leading international integrated systems provider for high-performance surfaces, intends to pay a dividend to its shareholders for the first time. The Management Board and Supervisory Board of Nanogate AG propose that, based on the good operating performance of the companies within the Nanogate Group, Nanogate AG's net income from investments (separate financial statements pursuant to the German Commercial Code [HGB]) and the positive outlook for business, a dividend of EUR 0.10 per share be paid. The shareholders' meeting will decide on the proposal on 19 June 2013. After its record year in 2012, the Group hopes to continue on its course of growth in the current year.**

Ralf Zastrau, CEO of Nanogate AG, said: "By paying a dividend for the first time, we want our shareholders to share in the success of the company and also want to thank them for their loyalty. Our recipe for success comprising our market position, capacity for innovation, external growth and strong mass production is still valid as it stands. Nanogate therefore intends to continue on its course of growth in 2013. The Group already achieved new record sales and earnings figures last year. Never in the history of the company has Nanogate been so well positioned in terms of strategy, operations and finances."

#### **Third consecutive year of record sales**

In the last financial year, Nanogate increased its Group sales by 15 % to the record high of EUR 38.2 million (previous year: EUR 33.2 million), thereby

surpassing its own expectations. The gross profit margin (in relation to overall performance) rose to 66.1 % (previous year: 63.0 %). As already announced, the increase in the company's profitability was much higher than its sales growth: consolidated EBITDA increased by 61 % to EUR 5.6 million (previous year: EUR 3.5 million). The Group therefore hit the approximately 15 % mark in terms of its EBITDA margin (previous year: 10.5 %). The increase in earnings came as a result of a decline in fixed costs and an improved order and product mix. Consolidated EBIT rose to EUR 2.7 million (previous year: EUR 1.0 million), while consolidated net income came in at EUR 0.3 million (previous year: EUR -3.6 million). Earnings per share amounted to EUR 0.10 (previous year: EUR -1.68).

### **Capital base substantially improved**

The strong development of business was also reflected in the much higher cash flow: Cash flow from operating activities less income tax payments increased by 52 % to EUR 4.7 million (previous year: EUR 3.1 million; from continuing operations). Cash and cash equivalents rose to EUR 11.7 million as at the balance sheet date (previous year: EUR 9.0 million), due to the improved profitability, lower liabilities to banks and the successful capital increase in autumn 2012. The company had an equity ratio of 55.3 % at the end of 2012 (previous year: 49.8 %), while the balance sheet total rose to EUR 60.6 million (previous year: EUR 56.3 million).

### **Outlook for 2013**

Nanogate intends to further expand its market position in the current financial year and to lay the foundations for further considerable improvements in its sales and profitability. The Group anticipates that, based on the strong demand, the volume of incoming orders will remain high and that sales can once again increase by a double-digit percentage. However, further substantial investments are still needed in order to implement the proposed growth strategy and handle the orders received. These investments relate, for example, to the creation of the centre of excellence for the new application area of glazing, including the corresponding costs for opening up new markets as well as integration costs. Nanogate is reckoning with a more or less stable operating result (EBITDA) in spite of these burdens. In everything Nanogate does, it makes sure that the



measures taken are suitable for further increasing Nanogate's value in the long term. "Nanogate has got off to a good start in the 2013 financial year, realising the biggest order in the company's history with its commencement of the production of glazing components for a German automobile manufacturer. We are also benefiting from increasing interest in our energy-efficient systems for heating systems. We will therefore achieve continued success in both of our strategic growth areas," Zastrau added.

**NB:**

The full annual report will be published on the company website on Thursday, 25 April 2013 ([www.nanogate.de](http://www.nanogate.de)). The shareholders' meeting will take place in Göttelborn on Wednesday, 19 June 2013.

***Nanogate on Twitter: [http://twitter.com/nanogate\\_ag](http://twitter.com/nanogate_ag)***

**If you have any queries, please contact:**

**Christian Dose** (financial press and investors)  
Cortent Kommunikation AG  
Tel. +49 (0)69 5770 300-0  
[nanogate@cortent.de](mailto:nanogate@cortent.de)

**Liane Stieler-Joachim**  
Nanogate AG  
Tel. +49 (0)6825 9591 220  
[liane.stieler-joachim@nanogate.com](mailto:liane.stieler-joachim@nanogate.com)

**Nanogate AG**  
Zum Schacht 3  
66287 Göttelborn,  
Germany  
[www.nanogate.com](http://www.nanogate.com)

**Nanogate AG:**

Nanogate is a leading international integrated systems provider for high-performance surfaces. The Group, which is based in Göttelborn (Saarland), enables the programming and integration of additional properties – such as non-stick, scratchproof and anti-corrosive – into materials and surfaces. Nanogate opens up the diverse possibilities of multifunctional surfaces based on new materials for companies in a wide range of industries.

Nanogate provides its customers with technologically and optically high-quality systems. To do so, the company uses its extensive knowledge of innovative materials, including



existing expertise in nanomaterials, nanosurfaces and nanostructures. The aim is to improve products and processes by means of high-performance surfaces while achieving environmental benefits. The Group concentrates on the four sectors of Automotive/Mechanical Engineering, Buildings/Interiors, Sport/Leisure and Functional Textiles. Nanogate has a unique combination of extensive materials expertise paired with comprehensive, first-class process and production know-how. As a systems provider, Nanogate offers services throughout the entire value chain, from the purchase of raw materials, to the synthesis and formulation of the material systems, right through to the enhancement and production of the finished surfaces. Nanogate focuses primarily on optically high-quality plastic and metal coatings for all surface types (two and three-dimensional components). Its value drivers are the opening up of new, international markets, the development of new applications for the growth markets innovative plastics (e.g. glazing) and energy efficiency, as well as external growth. In the medium term, Nanogate also intends to achieve a considerable revenue share from environmentally friendly systems and cleantech applications.

The Nanogate Group has first-class customer references (e.g. Airbus, Audi, BMW, Bosch-Siemens Haushaltsgeräte, Junkers, Kärcher, Hörmann Group and Jaguar). Several hundred projects have already gone into mass production. The company also has strategic partnerships with many international corporations. Nanogate comprises Nanogate Industrial Solutions GmbH, Eurogard B.V., Nanogate Textile & Care Systems GmbH, a majority stake in GfO Gesellschaft für Oberflächentechnik AG and a strategic 76 % holding in Plastic-Design GmbH.

**Disclaimer:**

This publication constitutes neither an offer to sell nor an invitation to buy securities. The shares in Nanogate AG (the "Shares") may not be offered or sold in the United States or to or for the account or benefit of "U.S. persons" (as such term is defined in Regulation S under the U.S. Securities Act of 1933, as amended (the "Securities Act")). No offer or sale of transferable securities is being made to the public outside Germany.