



## PRESS RELEASE

### **Nanogate AG launches NEXT strategy programme and strengthens industry orientation**

Saarbrücken, 3 April 2007. With its NEXT strategy programme, Nanogate AG is preparing for its next growth spurt. By realigning its business segments and intensifying its industry orientation, the Saarbrücken-based company plans to extend its technology radius and open up further growth areas. Nanogate has set itself the target of establishing and successfully marketing new, high-volume and high-margin applications. Along with the development of new technology platforms, a new structure is being set up and the company's management strengthened.

The NEXT programme aims at systematic further development and concentrates on attractive, high-growth industries and segments. Since April 2007, Nanogate's market alignment has been refocused on the growth areas Buildings/Interiors, Automotive/Mechanical Engineering and Sport/Leisure. In the course of the year, Nanogate AG will also build up an operational Functional Textiles segment. In addition, Nanogate Advanced Materials GmbH concentrates on the optics and safety engineering segments.

Based on technology platforms, development and marketing of existing and new applications go ahead independently, combined with an appropriate responsibility for market success. To strengthen technological expertise systematically, separate strategic measures are being specified for each of these business segments in order to respond more efficiently to market trends and customer requirements.

"Nanogate," said CEO Ralf Zastrau, "has demonstrated as a leading international enabler that we are growing strongly and profitably. We would now like to lead Nanogate into the next corporate phase. Our aim is both to enlarge the customer



base by means of existing applications and to market successfully new next-generation technologies. In that way we plan to address market segments and applications with a much higher sales potential than previously.”

As part of the strategy programme, Nanogate also plans to further improve internal processes, such as customer relationship management, and to set up international financial accounting. High priority will be assigned to customer relationship management and social commitment. “Nanogate is already perceived to be a model company in its business activities. We are expanding our activities especially in corporate, environmental and quality management,” Zastrau said. In addition to the company’s involvement in projects such as *NANOSAFE*, *forumnano* or the German federal government’s NanoDialog, Nanogate AG represents the Saarland as a Bertelsmann Foundation partner in responsibility and as Germany’s Land of Ideas nanotechnology location.

In the course of implementing NEXT, the management was enlarged from April 2007. Along with CEO Ralf Zastrau, Director Michael Jung and Authorised Officer Holger Zytur, Michael Kohler and Peter W. Bock now strengthen Nanogate AG’s top management, Kohler as Finance Director and Bock as Segment Manager Buildings/Interiors.

Queries? Please feel free to contact:

Klaus Reuning  
MPW FINANCE  
Public & Investor Relations GmbH  
Tel. +49/(0)69/95 92 90-0  
Fax +49/(0)69//95 92 90-29  
nanogate@mpwfinance.com

Nanogate AG  
Gewerbepark Eschbergerweg  
D-66121 Saarbrücken  
Tel. +49 (0)681 980 52-0  
Fax +49 (0)681 980 52-52  
www.nanogate.com

**Nanogate AG:**

Nanogate is a leading international enabler in the nanotechnology growth market and so opens the gate to nanotechnology for its customers. The Saarbrücken-based firm enables the programming and integration of additional properties such as non-stick, anti-bacterial, anti-corrosive, ultra-low friction. Nanogate thereby gains a competitive edge for its customers by product refinement using chemical nanotechnology. Nanogate covers a wide range of industries, functions and substrates already on the basis of technology platforms. The company thus provides a decisive interface for the commercialisation of chemical nanotechnology, bridges the gap between raw materials and their industrial conversion into products and concentrates as an enabler on one of the most attractive segments in the industry.

As a partner in innovation, Nanogate provides many services along the value chain – from development and production of innovative nanocomposites and nanostructured materials to powerful support for innovation and product integration. The Nanogate Group currently has 53 employees in all (as of 1 March 2007), and since commencing operations in 1999 has been a pioneer in nanotechnology. In financial year 2006 it boosted consolidated sales by about 64% to an interim figure of around €7.83 million. Adjusted for special factors, consolidated earnings before interest and taxes (EBIT) were up by about 168% to around €1.02 million. The company has first-class customer references, such as ABB, BSH Bosch und Siemens Hausgeräte GmbH, Giesecke & Devrient, Kärcher and Koenig & Bauer, and many years' experience of different industries and applications. It has also entered into strategic cooperation with US companies Dow Corning and Ceradyne/ESK Ceramics and Authentix and Giesecke & Devrient. Nanogate is a high-growth company and has been profitable since financial year 2004. The Group's consolidation entity includes Nanogate Advanced Materials GmbH, which specialises in safety engineering and optics and is a joint venture with Air Products. Nanogate also holds a stake in HOLMENKOL Sport-Technologies GmbH & Co. KG.