

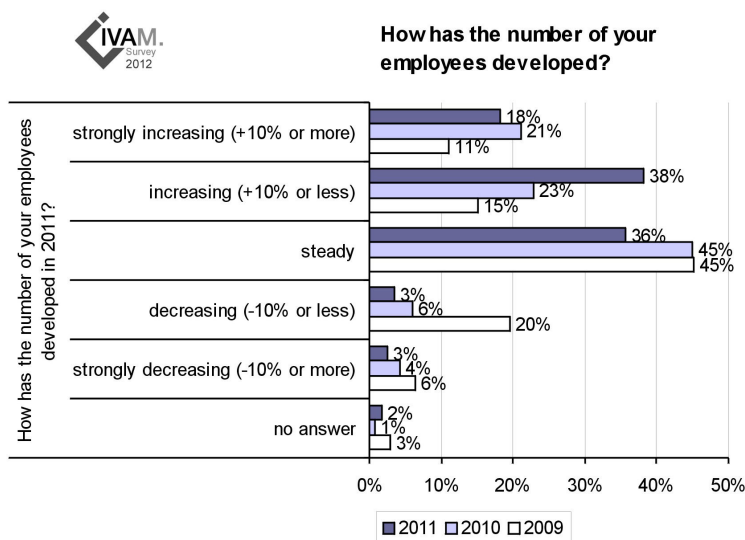
Euro debt crisis 2011 leaves European micro- and nanotechnology industry unfazed

Expectations for 2012 slightly subdued

The Euro debt crisis has left the microtechnology, nanotechnology and advanced materials industries largely unfazed so far. Although business has not grown as much as the companies had expected in the beginning of 2011, still more than half of them have been able to increase orders, production and sales during the past year. This is a result of the economic data survey the IVAM Microtechnology Network has conducted in January and February 2012.

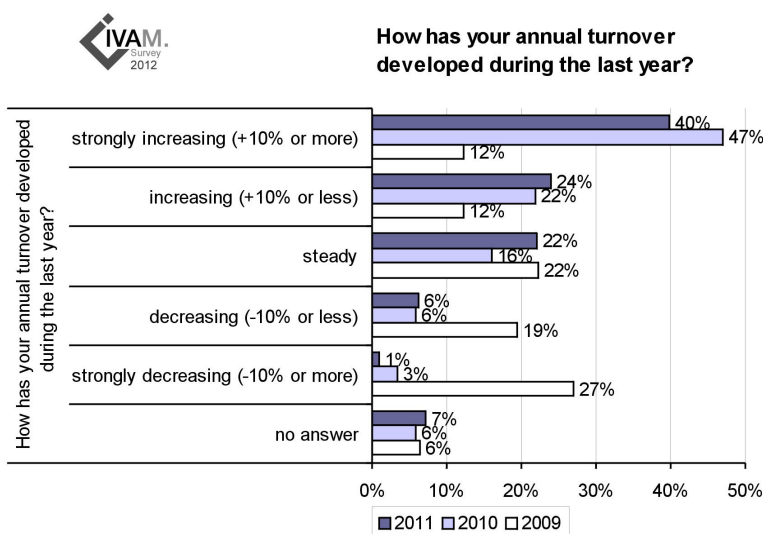
In the wake of the Euro crisis, the business climate in the Euro zone has deteriorated since March 2011 according to the "Business Climate Indicator" (BCI) of the European Union. Since the end of the year it has been improving again. So probably the micro- and nanotechnology industry looks forward to 2012 with slightly lowered expectations for no apparent reason, thinking that business will grow a little less than in 2011.

Companies have increased turnover and created jobs



Staff numbers have developed more positively in 2011 than in the years before, especially compared to 2009. 56% of companies have been able to raise staff numbers during 2011. In Germany, staff numbers have developed even better than in other countries: 62% of German micro- and nanotechnology companies have created new jobs in 2011.

A little less than half (48%) of companies are planning to employ more people in the course of the year. In Germany, 53% of companies expect to grow in 2012.



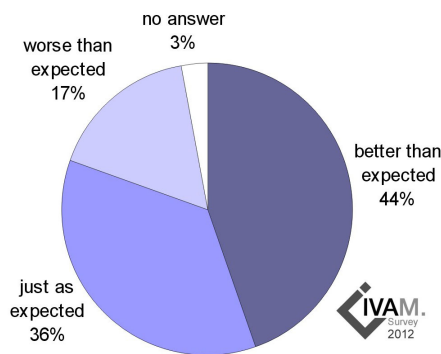
Turnover has increased in 2011, too, though a little less than in 2010. In 2010, a large proportion of companies had been able to increase their turnover during the economic upswing.

Turnover is expected to continue to increase in 2012. Altogether, 59% of companies think they will be able to raise their turnover.

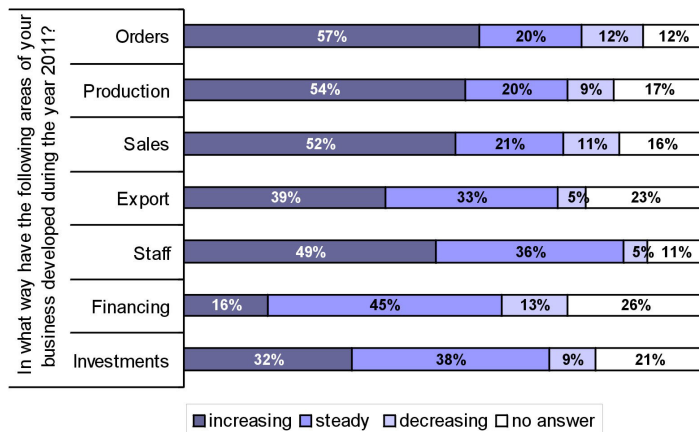
Orders, production, and sales gone up – situation stable in 2012

For 44% of the companies in the European microtechnology, nanotechnology and advanced materials industries, the business year 2011 has turned out better than they had expected in the beginning of the year. The order volume has grown in 57% of companies; 54% have been able to increase production; 52% have improved the sales figures. However, financing is still a problem for many companies: only 16% of companies have received more funds in 2011 than in the previous year. Consequently, less than a third of companies (32%) had more money available for investments in 2011 than in the previous year.

How has your business developed during 2011 as compared to your expectations?



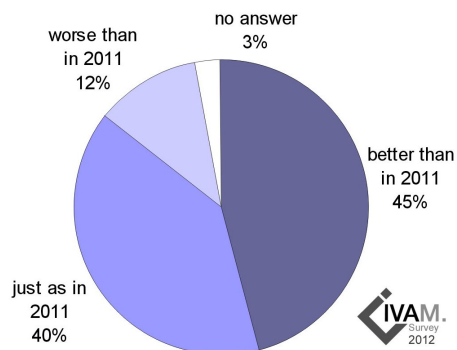
In what way have the following areas of your business developed during the year 2011?



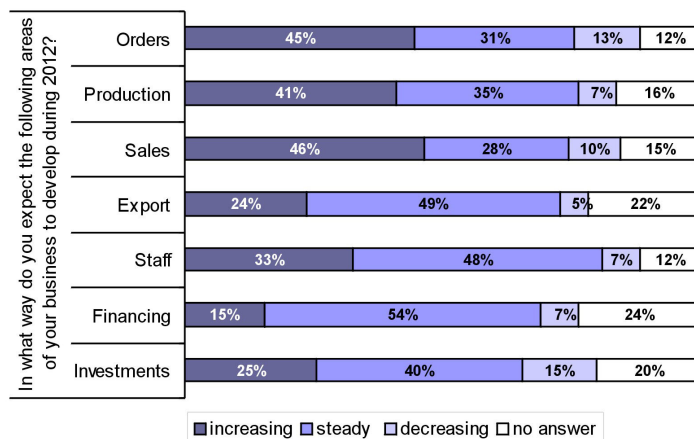
A little less than half (45%) of responding companies expect that their business will continue to improve during 2012. Especially orders, production and sales are supposed to go up. Other business areas including export and financing are expected to remain stable. Only a quarter of companies are planning to increase investments in 2012.

Companies in Germany are more positive about the development of investments and, above all, financing opportunities in 2012 than companies in other countries: 19% of German companies are hoping for better financing opportunities, compared to just 9.5% in other countries.

How do you expect your business to develop during 2012 as compared to 2011?

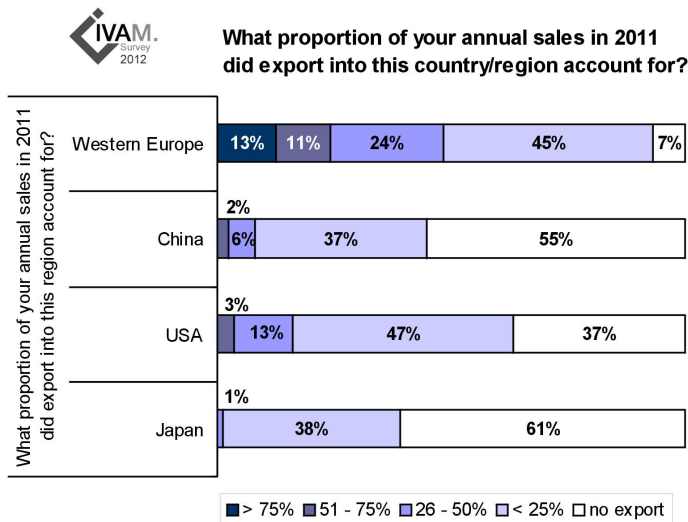


In what way do you expect the following areas of your business to develop during 2012?



Foreign business focuses on Euro zone

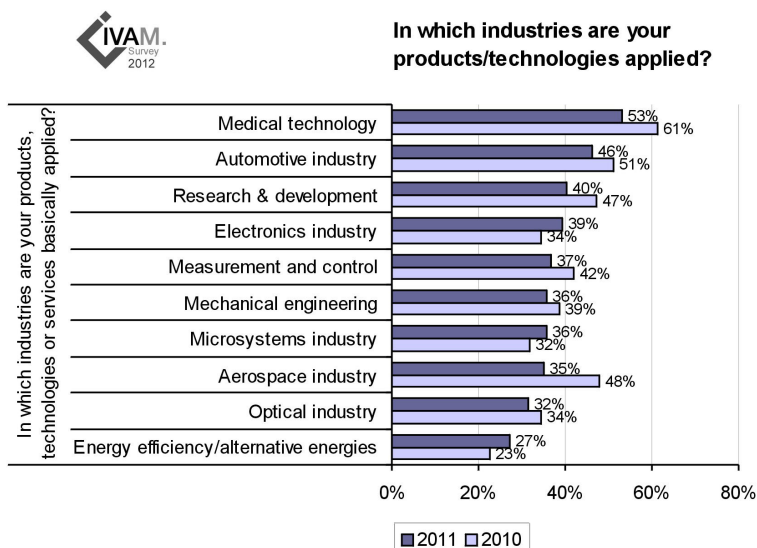
Export shares of the European microtechnology, nanotechnology and advanced materials industries have slightly decreased in 2011. Companies in Germany have achieved a smaller proportion of their turnover through export than companies in neighbour countries.



Currently, the companies are largely concentrating their foreign transactions on the Euro zone: Western Europe is the main export region for European companies – far ahead of the USA and China. Within Asia, China is the most important export region for the European companies, followed by Japan.

In the near future, Western Europe and the USA will continue to be the most interesting foreign markets for the European companies in the microtechnology, nanotechnology and advanced materials industries. 35% of companies are planning to do business within Western Europe; 32% would like to take up business in the USA; 27% are heading for Eastern Europe; 24% are looking towards China.

Medical technology still most important market – energy efficiency emerging market



Medical technology continues to be the most important target market for the European microtechnology, nanotechnology and advanced materials suppliers. The aerospace industry has gone down in the ranking of target markets, but is still among the top ten: only 35% of companies are supplying the aerospace industry, going down from 48% in the previous year. In exchange, more companies are developing technologies and applications in the area energy efficiency and alternative energies than ever before.

IVAM Research, the economic research division of the IVAM Microtechnology Network, collects economic data in the fields of microtechnology, nanotechnology and advanced materials once a year. The survey in January and February 2012 has been addressed to 2,700 companies and research institutions throughout Europe, 161 (6.4%) of which took part in the survey. Regional distribution of participants: 65 % of respondents are based in Germany, 8% in Switzerland, 4% in Austria, Finland and the United Kingdom each, 3% in the Netherlands; 12% in several other countries mostly in Central, Western and Northern Europe. Information: www.ivam.de/research.