



For the love
of life.

NanoRepro AG

Presentation for Investors



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- 1. Company Overview**
2. Products
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THE COMPANY – NANOREPRO AG



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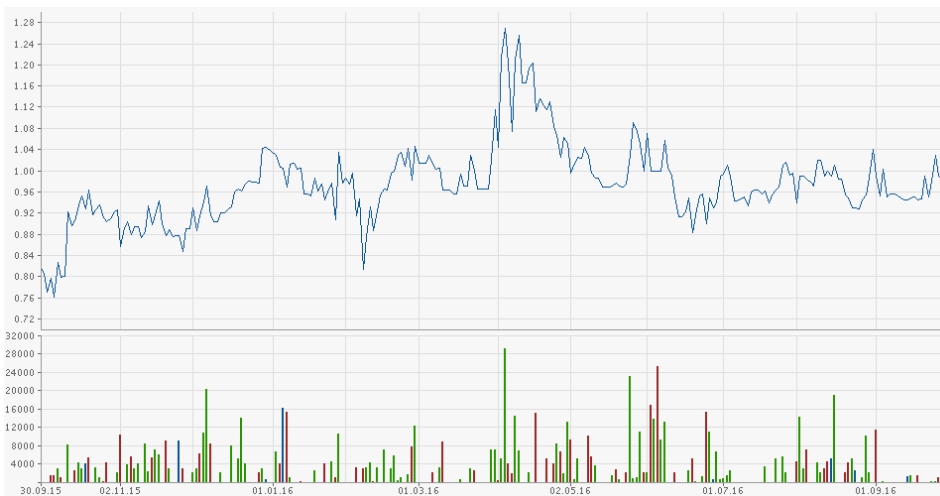
- Headquarters** ▶ Marburg (Frankfurt am Main Area)
- Business segments**
 - ▶ In-Vitro diagnostics for home and professional use (22 products)
 - ▶ Food supplements (6 Products)
- Products**
 - ▶ Full portfolio of rapid diagnostic tests in the product lines: Family Planning, Preventive Healthcare, Allergy and Infectious Diseases
 - ▶ Accuracy equal to laboratory testing, min. 97%
 - ▶ Test results are available within 5-10 minutes ,
 - ▶ CE mark; Central pharmaceutical number
- Foundation**
 - ▶ 2006 as GmbH (German Limited company), 2007 Conversion in AG (stock corporation)
 - ▶ Frankfurt, Entry Standard
- Employees** ▶ 15 employees
- Stock Exchange** ▶ m:access, Basic Board
- listing** ▶ Designated Sponsoring: Hauck & Aufhäuser



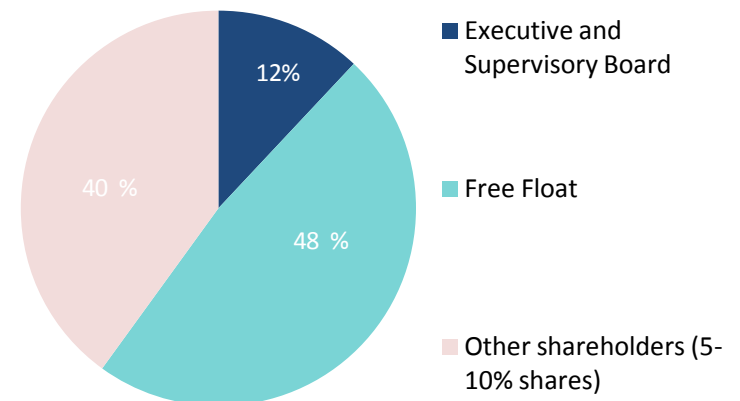
Capital market reflected the positive development of the company since April

- ▶ Symbol: NN6
- ▶ ISIN: DE0006577109
- ▶ Listing: Frankfurt, Basic Board
- ▶ Total number of shares: 6.220.000
- ▶ Market capitalization: € 8.397.000,00
- ▶ Share price: 10.05.2017 -> € 1,35

SHARE PRICE



SHAREHOLDER STRUCTURE



EXECUTIVE AND SUPERVISORY BOARD



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Experienced team with excellent contacts in the industry

Lisa Jüngst

Executive Board/CEO

Lisa Jüngst has been with NanoRepro AG since 2006. In April 2013, she was elected to the Executive Board, and prior to that she had been responsible for the marketing, finance and personnel department as well as investor relations.

Lisa Jüngst has been actively involved in development of NanoRepro AG. She subsequently worked on various capital fundraising campaigns, 4 of them she successfully finalized.

Lisa Jüngst studied Business Management at the University of Fulda. She is a cofounder and Supervisory Board member of a PaediProtect AG as well as a member of the Young Entrepreneurs Alliance.

Michael Fuchs

Executive Board/CFO

Michael Fuchs has been in the position of CFO at NanoRepro AG since September 1st 2016.

He has earned his Diploma in Business Administration at the University of Cologne with a focus on finance and taxation.

After graduation, Mr. Fuchs worked for 25 years in various departments of the financial sector in Germany and France as a senior employee in today's Generali Group.

Mr. Fuchs has been one of the top shareholders of NanoRepro for several years.

Dr. Olaf Stiller

Chairman of Supervisory Board

Dr. Stiller has seven years experience as Managing Director and CEO of NanoRepro AG.

As prominent economist he has actively supported two companies, NanoRepro AG and Formycon AG, from start-up to IPO. In addition to his supervisory activities at NanoRepro, Dr. Stiller also serves as Chairman of the Supervisory Board of Formycon AG. He is also a board member and co-founder of PaediProtect AG.

Dr. Stiller obtained his doctor degree with the scholarship for talented individuals from the Federal Ministry of Education and Research. He is currently a member of the Association of Young Economists.

Michael J. Tillmann

Supervisory Board

Mr. Tillmann is a CEO of Vela Holding Pte. Ltd. Singapore.

In 2011, he was a CEO of Roche Diagnostics in North America.

Mr. Tillmann has more than 20 years of experience in top management positions of international companies in the pharmaceutical and diagnostic industries.

Mr. Tillmann supports the team of NanoRepro AG, primarily in the area of strategic planning. He has a comprehensive knowledge in the field of start-ups. Prior to joining Roche, Mr. Tillmann was a CEO of Artus GmbH, which was successfully sold to Qiagen.

Frank Müller

Supervisory Board

Mr. Müller is a graduate business manager and has been an independent entrepreneur for eight years.

For 14 years he was a senior employee of RW TÜV, TÜV Nord and TÜV Thüringen in Germany and abroad. For eight years he was the managing director of the TÜV Group.

He has professional experience in the field of company development, process optimization and certification. Mr. Müller supports NanoRepro AG primarily in these areas.

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PRODUCT PORTFOLIO: RAPID DIAGNOSTIC TESTS



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Home-tests

FAMILY PLANNING LINE

FertiQUICK©	Male Fertility Test
OvuQUICK©	Ovulation Test
VagiQUICK©	Vaginal Yeast Infection Test
GraviQUICK©	Pregnancy Test
GraviQUICK Early©	Early Pregnancy Test
MenoQUICK©	Menopause Test

PREVENTIVE HEALTHCARE LINE

GlutenCHECK©	Gluten Intolerance Test
Heli-C-CHECK©	Helicobacter Pylori Infection Test
FerritinCHECK©	Ferritin Concentration Test
FOBCHECK©	Fecal Occult Blood Test
TSH CHECK	Thyroid Function Under Test
CholesterinCHECK©	Cholesterol Test
Alcohol TEST©	Disposable Breath Analyser Test

ALLERGY LINE

AllergoCHECK©	Grass Pollen, Dust Mite, Cat Hair Allergy Test
MilkCHECK©	Milk Allergy Test
EggCHECK©	Egg White Protein Allergy Test

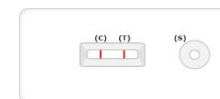
Tests for professional use

INFECTIOUS DISEASE LINE

HIV-Test	Anti-HIV (1&2) Test
Strep A	Streptococci A Test
Influenza A/B	Influenza Type A and B Test

MOLECULAR MARKER LINE

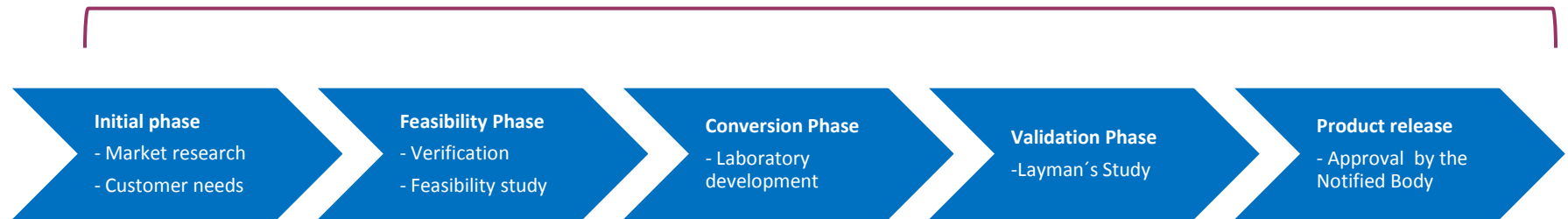
Troponin I	Cardiac Troponin Test
D-Dimer	D-Dimer Concentration Test
Microalbumin	Microalbumin Test



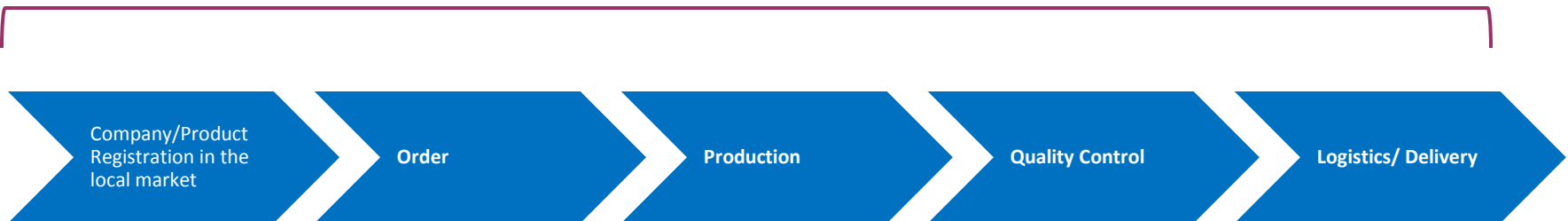
Complex process up to product launch



Product Development | Duration 6-10 Months*



Product Launch | Duration 5-6 Months*



*Depends on a product and local authorities



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RAPID TESTS DIAGNOSTIC LAB AT HOME

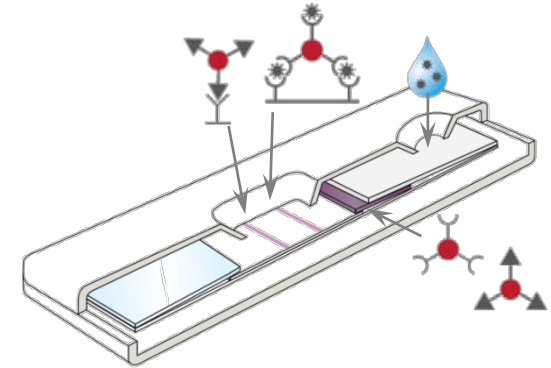


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Market potential: international demand, low competition

Application: fast, cost-efficient & reliable

- ▶ **Prescription free**, available at pharmacy, retail store and Online
- ▶ **Easy to proceed** at one location
- ▶ Results **within several minutes**
- ▶ **Sensitivity** equal to classical laboratory tests (z.B. 99.8% for HIV-QUICK)
- ▶ **CE-Mark** and compliance with **ISO Standards** guarantee the high quality



Innovative Market

- ▶ OTC tests represent the fastest growing market in the world
- ▶ The biggest markets are USA, followed by Asia Pacific and Europe
- ▶ Developing countries show the highest growth rate
 - ▶ Access to medical services is difficult
 - ▶ Medical infrastructure is outdated and/or rare
 - ▶ High prevalence of infectious diseases



NanoRepro offers various rapid tests for every stage of family planning

It is difficult to conceive a child nowadays. Couples would like to plan a family and get pregnant quickly:

- ▶ The average age of **first-time motherhood** has been steadily **climbing** since 1970 and it reached the age of 29 by now.
- ▶ **Infertility** is the result of female factors in approximately 1/3 of cases, male factors in approximately 1/3 of cases, and in 1/3 cases of combination of a two
- ▶ **Male fertility** declined by a half during the period from 1945 to 1995 and since then, the decline has apparently continued
- ▶ In the past 17 years the quality of a sperm has dropped by at least 32 %



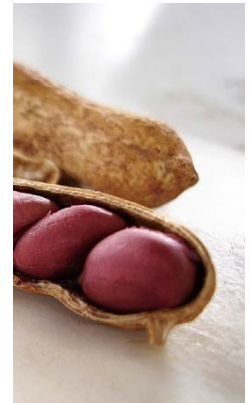
SEGMENT „ALLERGIES“



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There are no direct competitors to NanoRepro's Allergy Tests

- ▶ Allergies can show up at any age
- ▶ 27 % of men and 39 % of women in Germany suffer from allergies
 - ➔ 25 million people = almost 1/3 of the population
 - Pollen allergy: 43% = 10,75 million people
 - Dust mite allergy: 23% = 5,75 million people
 - Food allergy: 20% = 5,00 million people
- ▶ Health and nutrition conscious people are target audience





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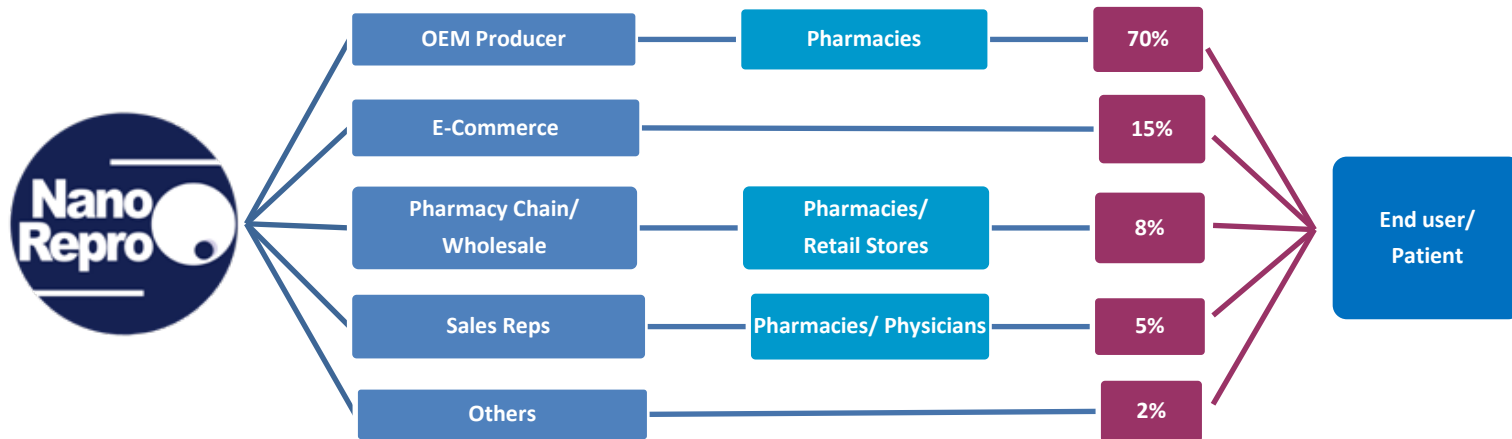
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DISTRIBUTION CHANNELS

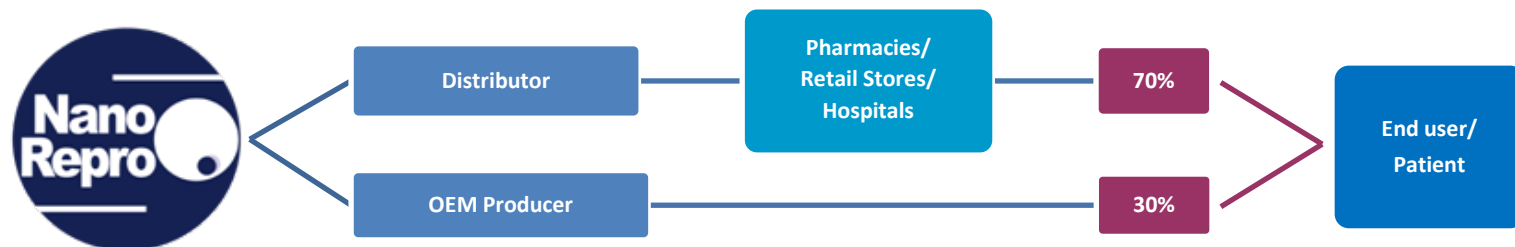


Dem Leben zuliebe.

GERMANY



OVERSEAS

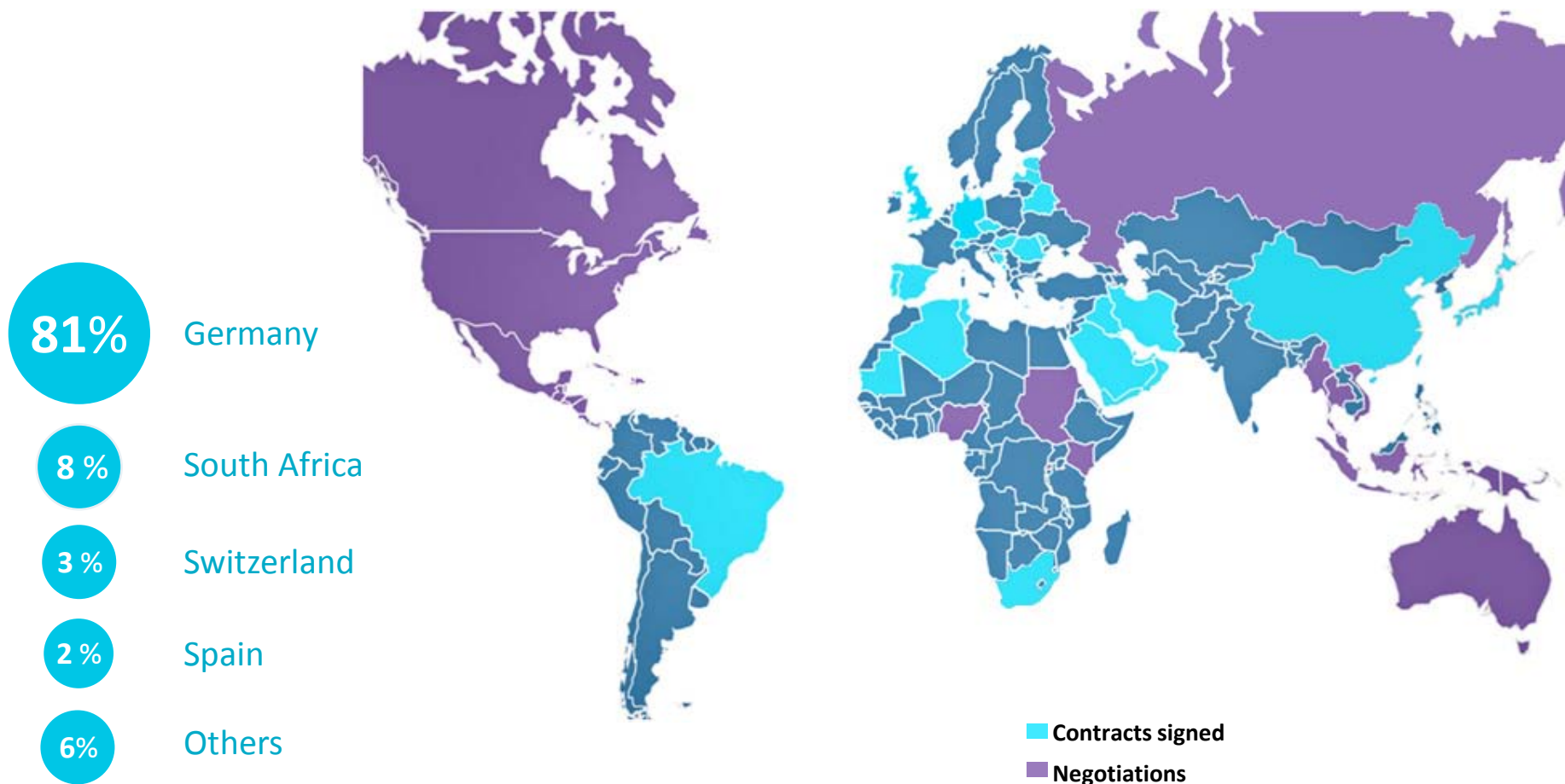


H 2016 – TURNOVER DISTRIBUTION PER COUNTRY



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The largest share of turnover is generated in Germany through investments in marketing and strong OEM partners



H1 2016 - TURNOVER DISTRIBUTION PER PRODUCT



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Demand for products in the segment „Lifestyle“ is rising
→ Continuous product portfolio extension

Product	% of turnover
Fertility Test Men	21 %
Gluten Test	15 %
Allergy Test	10 %
Helicobacter Pylori	10 %
Others	44 %



Measures to optimize the entire value chain	Status June 2014	Status April 2017
Tests in Portfolio	13	22
Own products 100 % " Made in Germany" (Development + production) with margins improvement due to the optimization of production costs	-	✓
QM system adjustment to products of a high risk class	-	✓
European approval (CE mark) HIV QUICK	-	✓
Listing of NanoRepro products in retail chains (Germany)	-	✓
Reliable partners overseas	3	15
Mass Media (retail advertising) at steeply discounted prices	-	✓
Paul Hartmann as a strong strategic partner (OEM) with sales of NanoRepro products under own label in several countries	-	✓



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TURNOVER DEVELOPMENT



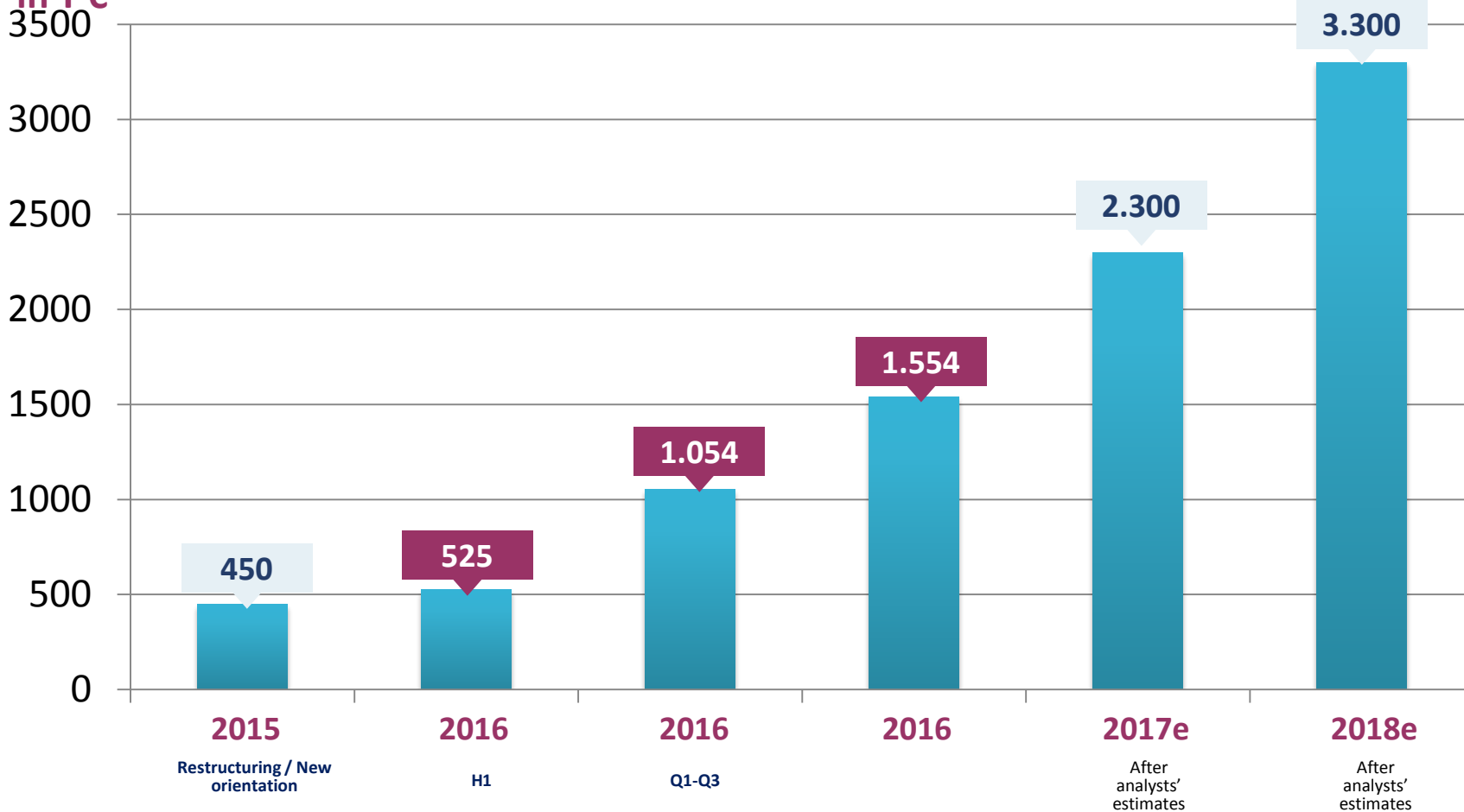
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Decline in turnover due to restructuring

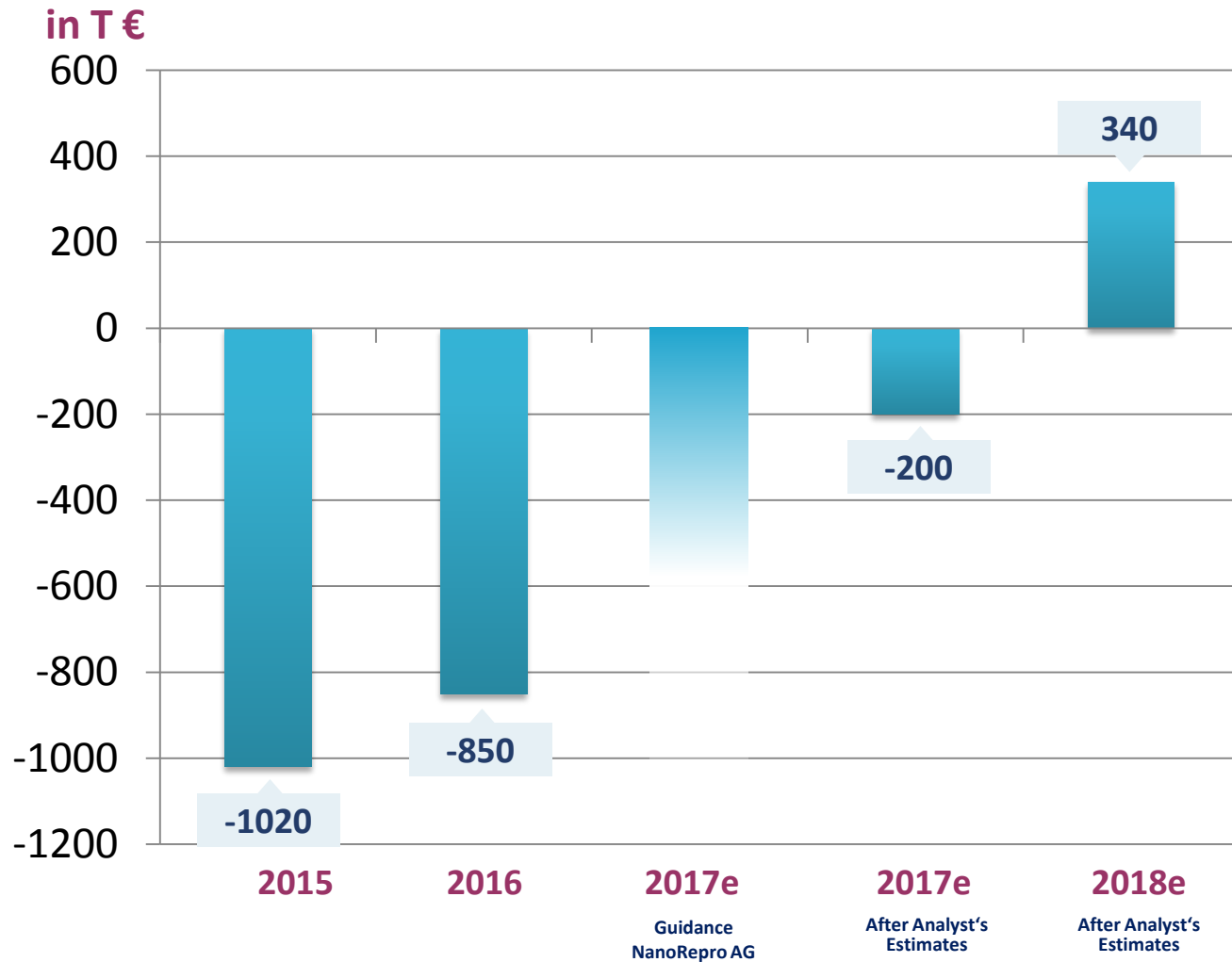
→ Identifying new & reliable partners

→ Improvement of products and margins

in T €



The foundation for successful growth has been created



The losses are primarily attributable to expenses for the opening up of new international markets (sales and regulatory employees) and the product development and approval of the already introduced and future products.

Furthermore, costs related to the increase in the share capital carried out in the middle of last year (e.g. preparation of the securities prospectus, the organization of roadshows, commissions of the intermediary, etc.).

Most of the costs were financed by equity.

The capacity for further growth is created by the restructuring process of the company.

DURCH HOHE EK-QUOTE KEINE ABHÄNGIGKEIT VON EXTERNEN KREDITGEBERN

	31.12.2013	31.12.2014	31.12.2015	31.12.2016
Aktiva	T €	T €	T €	T €
Anlagevermögen	788	1.443	1.616	1.788
Finanzanlagen			25	25
Vorräte	338	440	403	422
Forderungen	149	165	161	92
Liquide Mittel	503	120	231	530
Sonstige Aktiva	7	4	3	655
Passiva				
Eigenkapital	1.644	1.907	2.274	3.034
Rückstellungen	25	78	59	125
Bankverbindlichkeiten	28	121	13	156
Verbindlichkeiten aus LuL	68	54	74	167
Sonstige Verbindlichkeiten	19	12	19	18
Bilanzsumme	1.785	2.172	2.439	3.513
EK Quote	92%	88%	93%	86%

PROFIT & LOSS ACCOUNT



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	2013	2014	2015	2016
	T €	T €	T €	T €
Overall output	1.591	1205	625	764
Gross profit	986	968	384	454
Personnel costs	387	298	495	306
Marketing costs	419	207	215	155
R&D costs		7	52	77
Other costs (e.g. consultancy)	677	483	797	395
EBIT	-497	-27	-1.175	-479

The losses are occurred mainly due to the costs of new markets development (employees in Sales & Regulatory Affairs) as well as product development and registration of already developed and new products. Furthermore, there were costs associated with the rights issue in March 2015 (e.g. creating a securities prospectus , Roadshow organization , commissions to capital intermediaries etc.)

All costs were mainly financed by equity. The capacity for further growth is created by the company's restructuring.

BALANCE SHEET



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Due to high equity ratio there is no dependence to external creditors

	31.12.2013	31.12.2014	31.12.2015	31.12.2016
Assets	T €	T €	T €	T €
Fixed assets	788	1.443	1.616	1.788
Stocks	338	440	403	422
Debts	149	165	186	92
Cash & cash equivalents	503	120	231	530
Other assets	7	4	3	655
Liabilities				
Equity	1.644	1.907	2.274	3.034
Accruals	25	78	59	125
Bank loans	28	121	13	156
Accounts payable	68	54	74	167
Other liabilities	19	12	19	18
Total assets	1.785	2.172	2.439	3.513
Equity ratio	92%	88%	93%	86%



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Partner identification until 1st delivery of products takes up to 24 months

Schnelltests	Vertragsverhandlung	Kurz vor Vertragsabschluss	Vertrag		Erste Lieferung
Spain			•	(2015)	Q 1 2016
Romania			•	(2015)	Q 1 2016
Kroatia/Slovenia/Kosovo			•	(2016)	Q 2 2016
Czech Republic			•	(2015)	Q 4 2016
Iran			•	(2015)	Q1 2017
Republic of Belarus			•	(2016)	Q1 2017
Brazil			•	(2015)	2018
Asia (e.g. China)			•	(2016)	2019
Ukraine			•	(2017)	2018
Bahrain			•	(2017)	Q2 2017
Singapur		•			2019
Greece	Pilotprojekt				Q 2 2017

OVERVIEW - PIPELINE



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Innovative R&D Pipeline → 100 % MADE IN GERMANY

Sexually Transmitted Diseases

- ▶ Chlamydia
- ▶ Gonorrhea
- ▶ Genital Herpes
- ▶ Syphilis
- ▶ Trichomoniasis
- ▶ Streptococcus B

Infectious Diseases

- ▶ Streptococcus A (B2C)
- ▶ Hepatitis B+C (B2B)
- ▶ Influenza A/B (B2B)
- ▶ Malaria
- ▶ TBC

Other

- ▶ TSH
- ▶ Histamine
- ▶ Urinary Tract Infection
- ▶ Osteoporosis
- ▶ Rheumatism
- ▶ Digital Pregnancy Test with weeks Indicator

Trends / Lifestyle

- ▶ Vitamin D
- ▶ Free Radicals
- ▶ Irritable Bowel / Chronic intestinal inflammation (Calprotectin)

- ▶ Strong innovative **improvement** of existing products to increase the profit
- ▶ Product portfolio extension based on **consumer insights** and **current healthcare trends** in **B2C** and **B2B** segments

▶ DISTRIBUTION OF 22 PRODUCTS („MADE IN GERMANY“) IN THE EMERGING MARKETS

– Strong growth to be reached

Through continuous and innovative product portfolio extension

By restructuring international sales

With strong OEM partners in Germany and overseas

– Improved profit potential

Economies of scale

Production costs optimization due to in-house developments and lower manufacturing costs - >

increase in margins



▶ INNOVATIVE & RICH PIPELINE

▶ ALL RAPID DIAGNOSTIC TESTS ARE 100 % „MADE IN GERMANY“

▶ NANOREPRO AG IS THE ONLY ONE GERMAN MANUFACTURER WITH UNIQUE PRODUCT PORTFOLIO „PRODUCED IN GERMANY“

▶ REPUTABLE CUSTOMERS (SUCCESSFUL APPROACHING OF OEM-PARTNERS)

▶ INQUIRIES FROM PARTNERS WORLDWIDE → REGISTRATION PROCESSES ARE ONGOING



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