

*Dear Customers, Partners and Friends*



*The end of 2012 is nearing and we would like to take the opportunity to look back on the last year – from the view of a small start-up company.*

*The year started with very good preconditions. Our order book was considerably filled which gave us a good base for the first two quarters. Then the freezing economic climate also affected our business to a certain degree. The number of new orders decreased. However, with a lot of commitment, we were able to recover within the last quarter so that we can still consider the past year as great success. The turnover was increased substantially compared to the previous year.*

*Significant progress was also made on our technologies. We extended the capabilities of the laser processing, a key technique for us, and improved the polymer deposition technology. Great achievements were made in integrated optical layers including electrical vias. Very promising is the steadily growing eco-system which includes all the complementary technologies, such as transceivers, connectors, etc. vario-optics gained quite a lot of attention in Europe and North America by being present on important exhibitions. All this will help us to fulfill customer requirements to a greater extend and penetrate further the sensor- and datacom-market with our technology.*

*Based on this we are taking an optimistic step into the new year and are looking forward to tackle the new challenges together with you, our customers and partners!*

*We wish you and your families Merry Christmas and a Happy New Year!*

*Your vario-optics team.*

