

**Recommendation:** Buy

**Price target:** 53.00 Euro (prior: 56.00 Euro)

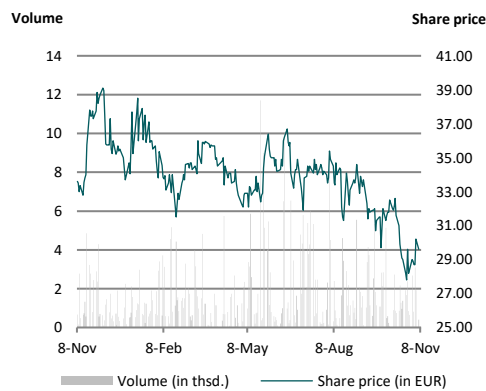
**Upside potential:** +78 percent

**Share data**

Share price	29.80 EURO (XETRA)
Number of shares (in m)	6.56
Market cap. (in EUR m)	195.4
Enterprise Value (in EUR m)	206.7
Code	M7U
ISIN	DE000A0MSN11

**Performance**

52 week high (in EUR)	39.50
52 week low (in EUR)	27.30
3 M relative to CDAX	-5.3%
6 M relative to CDAX	-3.6%



Source: Capital IQ

**Shareholder structure**

Management & supervisory board	21.4%
Free float c.	78.6%

**Calendar**

FY 2023 results March 2024

**Changes in estimates**

	2023e	2024e	2025e
Sales (old)	128.0	152.6	176.3
Δ in %	-4.3%	-7.7%	-8.0%
EBIT (old)	16.6	23.5	31.7
Δ in %	-4.4%	-10.4%	-16.5%
EPS (old)	1.58	2.18	3.01
Δ in %	-4.4%	-11.5%	-17.3%

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**Sales and earnings momentum accelerates again**

Nynomic today has published Q3 financials which substantiate the stronger second half of the year the company had alluded to after H1. The strong performance of last year’s Q3 has been surpassed. From now on, the performance in Q4 is being focused to meet the full year guidance.

**9M period confirms strong prior-year level:** In Q3, Nynomic generated consolidated sales of EUR 30.6m, which is a slight increase over the successful Q3 2022 (+3.4% yoy). The performance after 9M of EUR 83.4m was on a par with the high top-line level of the previous year (PY: EUR 83.8m), which shows that business dynamics have grown over the course of the year. This catch-up effect illustrates the promising order pipeline. Following the postponements in H1 based on the cut-off date, the group has now processed orders in Q3 without having to face any appreciable postponements on the part of customers.

**Significant qoq increase in margins in Q3:** On the bottom line, M7U’s operating profitability has grown by 0.3pp yoy in the last quarter compared to an already high prior-year level, which translates into a double-digit EBIT margin (margin: 12.1%; H1: 8.7%). Consequently, the qoq increase in margins from 9.9% (Q2) to a usual level is mainly attributable to smooth processing of the order backlog.

**Management foresees record Q4:** The Board confirmed its FY guidance (sales and EBIT margin growth), which would require sales of some EUR 34m (+3.1% yoy) and an impressive EBIT margin of roughly 20% in the final quarter. At the beginning of the year, the management had already pointed out a significant acceleration of business momentum. We had included this in our model from that time on. In addition to the delivery of the large-scale order at Lemnatec (cf. Comment on 16 June; c. EUR 6m), orders in a low double-digit million euro range, which usually have attractive margins, are about to be settled. Furthermore, an order of relevant size for the TactiScan is close to finalization. Although the pipeline suggests an increase in sales and margins in Q4 according to the management, there is still the risk that sales will be deferred to Q1 2024 based on the cut-off date. We therefore have slightly reduced our sales and earnings expectations but still expect margins to slightly grow. From 2024, the group should generate top line growth rates in the high double-digits again. That said, we have reduced our forecasts from 2024 onwards in view of continuing macro-economic uncertainties. Given the management’s mid-term EBIT margin expectation of 16–19%, however, our forecasts remain on the conservative side with a margin of 15.7% on average (2023-2029e; previously: 16.2%).

**Conclusion:** As envisaged by the company, sales and earnings momentum has normalized in Q3. We believe that the plausible delivery plan serves as a foundation for the ambitious targets in Q4. We confirm our buy rating with a new price target of EUR 53.00 (previously: EUR 56.00).

FYend: 31.12.	2021	2022	2023e	2024e	2025e
Sales	105.1	116.8	122.4	140.9	162.1
Growth yoy	33.8%	11.2%	4.8%	15.1%	15.0%
EBITDA	17.0	19.2	20.5	26.2	32.1
EBIT	13.0	15.1	15.9	21.1	26.5
Net income	7.9	7.5	9.4	12.7	16.3
Gross profit margin	57.9%	58.8%	63.3%	64.2%	64.2%
EBITDA margin	16.2%	16.4%	16.7%	18.6%	19.8%
EBIT margin	12.4%	12.9%	13.0%	15.0%	16.3%
Net Debt	7.6	4.9	-24.0	-38.5	-54.6
Net Debt/EBITDA	0.4	0.3	-1.2	-1.5	-1.7
ROCE	18.2%	19.3%	19.4%	25.7%	31.6%
EPS	1.37	1.26	1.51	1.93	2.49
FCF per share	2.87	1.11	1.75	2.21	2.46
Dividend	0.00	0.00	0.00	0.00	0.00
Dividend yield	0.0%	0.0%	0.0%	0.0%	0.0%
EV/Sales	2.0	1.8	1.7	1.5	1.3
EV/EBITDA	12.2	10.8	10.1	7.9	6.4
EV/EBIT	15.9	13.7	13.0	9.8	7.8
P/E	21.8	23.7	19.7	15.4	12.0
P/B	3.1	2.8	2.0	1.8	1.5

Source: Company data, Montega, Capital IQ

Figures in EUR m, EPS in EUR Price: 29.80

## COMPANY BACKGROUND

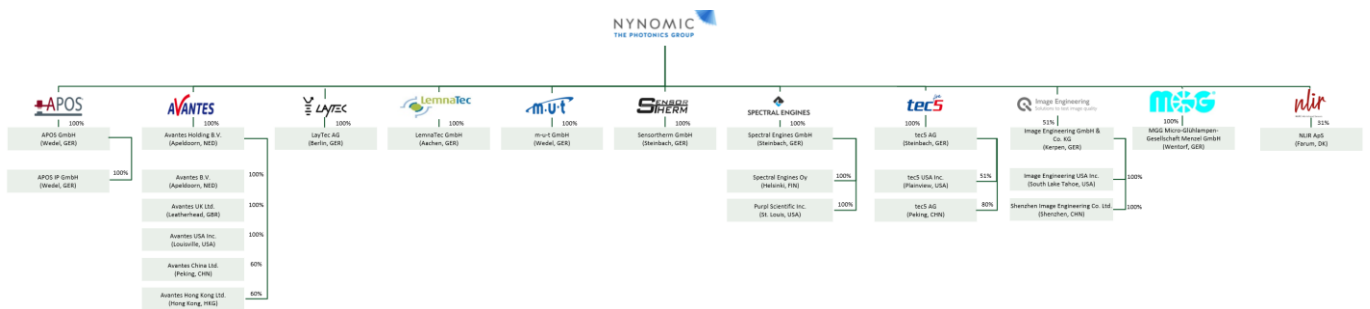
The Nynomic AG was founded in 1995 under the name of m-u-t GmbH Meßgeräte für Medizin- und Umwelttechnik and is based in Wedel near Hamburg. The company's origins are in the system integration of spectroscopy in medical and biotechnology. Today, the group is the leading full-line supplier of non-contact optical measurement technology. Unlike the classical techniques, such a measurement process does not only analyse the pure geometry but also the properties of objects. For instance, it can measure attributes such as colour, temperature, density or chemical composition in a non-contact and non-destructive way. The company markets both independent brands and white label products. It has access to the most important sales markets through its ten internationally positioned subsidiaries, benefits from a local support of customers and a well-developed sales and logistics network.

As a system supplier of individual components as well as complete equipment, Nynomic attends to a wide range of OEMs in different end markets along the entire value chain. Thanks to the successfully implemented buy and build strategy of the past years, Nynomic can offer its diversified product portfolio to numerous fields of applications both in the B2B and the emerging B2C sector, e.g. around the smart home megatrend. Amongst others, measurement technology is used in medical technology, in the chemicals industry, pharmaceutical industry, agriculture, environmental technology, semiconductor industry as well as in a broad array of applications in the entire industrial sector. Some of the most important milestones in the company's history are shown below.

- 1995** Foundation of m-u-t GmbH with a focus on measurement devices for medical and environmental technology
- 2007** Conversion into a stock corporation and listing on the Frankfurt Stock Exchange
- 2007** Shareholding in tec5 AG (51%), a supplier of spectroscopy solutions
- 2008** Acquisition of the majority stake in Avantes Holding B.V. (51%), a manufacturer of fibre optic spectroscopy devices
- 2011** Increase in the stake in tec5 AG by another 44% to 95%
- 2012** Restructuring of the business units
- 2014** Outsourcing of the operating business to the m-u-t GmbH
- 2015** Replacement of the Executive Board by Maik Müller (CEO) and Fabian Peters (CFO)
- 2016** Majority stake in APOS GmbH (55%), a spectroscopy supplier for the wood processing industry and complete acquisition of tec5 AG
- 2017** Complete acquisition of Avantes Holding B.V. as well as majority stake and integration of LayTec AG (95.6%), a market leader for process-integrated measurement technology and MEMS-based spectral sensors
- 2018** Capital increase by way of contribution in kind and acquisition of the remaining shares in LayTec AG
- 2018** Change of name to Nynomic AG
- 2018** Entry into the B2C market through the acquisition of Spectral Engines Oy (75%) and first strategic order from the area of end devices for the B2C market from Bosch-Siemens-Hausgeräte GmbH
- 2019** Acquisition of LemnaTec GmbH, a specialist for plant phenotyping
- 2019** Entry into the market of infrared temperature measurement by the acquisition of Sensortherm GmbH
- 2020** Acquisition of the remaining stake in Spectral Engines Oy and integration into Spectral Engines GmbH

- 2021** Majority stake in Image Engineering GmbH & Co. KG (51%), a manufacturer for image quality test equipment
- 2021** Acquisition of MGG Micro-Glühlampen-Gesellschaft Menzel GmbH, a specialist for micro light bulbs
- 2023** Acquisition of minority stake (31.25%) in NLIR AsP, a manufacturer of spectroscopy equipment in the mid-infrared range and owner of the patented upconversion technology.

With its roughly 479 employees, Nynomic generated revenue of EUR 116.8m and EBIT of EUR 15.1m in FY 2022. The organigram below gives an overview of the group’s organisational structure.



Source: Company

**Shareholdings**

Nynomic accompanies its customers along the entire value chain and offers different degrees of vertical integration and individual product modifications via its subsidiaries. The Nynomic AG acts as a subordinate financial holding and fulfils strategic functions within the group. All shareholdings have the same technological focus and support the vertical integration.

- **Avantes Holding B.V.**, which was acquired in 2008, is the basis for optical measuring cells and spectrometers. The company which is specialised in the miniaturisation of spectroscopy devices and software solutions develops and produces spectrometers, light sources for UV/VIS/NIR, fibre-optics and accessories. In addition, the company adjusts equipment according to customer-specific requirements. The Avantes group has access to all important markets through its own subsidiaries, enabling the company to locally support its OEM customers. The products are used, for instance, in biotechnology, the chemical and food industries as well as in thin film analysis for the production of solar cells.
- The **tec5 AG** has been part of the Nynomic group since 2007 and manufactures high-quality products for the detector array spectroscopy of OEM components as well as drive electronics. The company also covers the next step of the value chain and combines individual parts from Avantes B.V. to create full systems, which are directly sold to OEM and industrial clients as a standard solution under the company’s own name. tec5 has also access to the most important end markets via its subsidiaries.
- Operating subsidiary **m-u-t GmbH** produces products for the permanent, non-contact and non-destructive optical measurement technology. Using its proprietary know-how, m-u-t GmbH transforms the products of other group companies into innovative applications. The resulting customised solutions are then produced, e.g. as series equipment, and sold into the market. The company has a broad product range which, amongst others, includes sensorics, laboratory automation, medical technology, and spectroscopy.
- **APOS GmbH** supplies Nynomic’s customers with spectroscopic measurement systems, specifically for the wood processing industry. APOS is the technology and

know-how leader in this niche market and is focused on applications with a high scalability. The products are typically used in the wood products industry, in biomass power plants and other bulk material applications.

- The internationally active **LayTec AG** is the market-leading supplier of process-integrated measurement technology with a focus on laser and LED production. Since the company's acquisition in 2017, the company-specific solutions are also increasingly used in photovoltaic, surface coating and in the semiconductor industry. For instance, the products can be employed in the in-situ process control of LEDs and semiconductor lasers. They are also suited for the real-time analysis of manufacturing processes as optical in-line metrology in the solar cell industry. Another product from LayTec, a measurement system for VCSEL lasers (vertical cavity surface-emitting laser), is used for Face-ID technologies in smartphones.
- **Spectral Engines GmbH** (initially: Spectral Engines Oy) develops and produces extremely compact low-cost spectral sensors, which can be used both in industrial applications and in the consumer segment. By acquiring this company, Nynomic laid the foundation for its entry in the area of end devices for the B2C segment. The products of Spectral Engines can be used in mobile devices at a reasonable price and thus predominantly target applications in the fields of smart home, smart industry and smart agriculture. A quick and reliable measurement is guaranteed with the help of the patented MEMS interferometer, which is already used as a food scanner in smartphones. With the help of an app and the corresponding cloud-based software, data is synchronised in real-time and is consistently optimised by machine learning. Following the takeover of a majority stake (75%) in May 2018, Nynomic acquired the remaining stake of the company in May 2020. In the same year, parts of the operating business were relocated from Finland to Germany as Spectral Engines Oy was integrated into Spectral Engines GmbH.
- **LemnaTec GmbH** is a specialist for hardware and software systems for digital plant phenotyping. The company's solutions enable a contact-free analysis of plants thanks to complex sensor technology helping to determine both essential growth and quality characteristics (e.g. size, shape and colour as characteristics for shoot and root growth) as well as physiological parameters (e.g. water and nutrient content or photosynthesis). These analyses provide fundamental indicators for the breeding and optimisation of seeds and crops in modern industrial agriculture. The areas of application span from agrochemistry, agronomy and plant research to practical breeding and include both small applications in the laboratory and large-scale installations for greenhouses and open fields.
- **Sensortherm GmbH** is a specialist in infrared measuring technology and offers numerous applications for non-contact, precise and quick temperature measurements. With an experience of more than 30 years the company is an industry-wide technology leader in this market. The pyrometers developed by Sensortherm are among the world's most efficient measuring devices of this kind thanks to their ability of a fully digital signal processing and signal output. Amongst others, pyrometers are used to control and regulate the process temperatures in laser systems. For this reason, they are of central importance for the steel industry, for instance, to pave the way for the best possible product quality by avoiding temperature deviations.
- **Image Engineering GmbH & Co. KG** has been part of the Nynomic group since 2021. The company's test charts, analysis software, measurement and illumination devices provide clients with the means to test and evaluate the image quality of their cameras more accurately. This is of great importance for applications with high requirements to image quality, for instance cameras for autonomous driving. The company's customers come from different (product) sectors such as photography, mobile phone, automotive and ADAS systems, security, broadcast, machine vision, medical/endoscopy, and archiving.

- **MGG Micro-Glühlampen-Gesellschaft Menzel GmbH** is a specialist for micro light bulbs. The company offers more than 5,000 different types of lamps as standardised catalogue goods. Moreover, the company also develops and produces light projection, lens-ended and special lamps according to customers' need. In addition to infrared technology, electrical engineering, aviation and aerospace, medical engineering, telecommunications, machine tooling and defence electronics, the most frequent applications also include optical measuring technology and spectroscopy.
- **NLIR AsP** (NLIR: Non-Linear Infrared) is a spin-off from the Photonics Engineering department of the Technical University of Denmark and offers measurement systems in the Mid-Infrared (MIR) range based on patented upconversion technology. With its innovative technological approach, NLIR scales MIR measurement applications from the laboratory into industrial processes, thus complementing the technology portfolio of the Nynomic Group.

**Segment analysis**

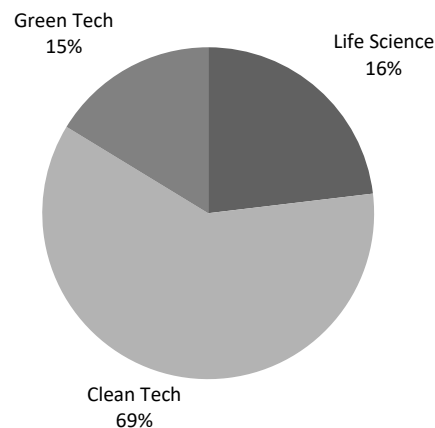
Nynomic's operating business activities are divided in the Life Science, Green Tech and Clean Tech reporting segments.

**Life Science (16% of total revenue in 2022):** The products in this segment are mainly used in the pharma industry, in medical technology and biotechnology. The core products are optical sensors, spectroscopy systems and automation solutions for laboratories and research institutes, which can be used in a wide array of applications. Future potential, e.g. in research, is tapped by patent and licensing rights in analytical engineering.

**Green Tech (15%):** This segment develops and produces individual solutions for agriculture, specifically for applications in the area of intelligent farming. The increasingly industrialised and automated agricultural sector is perfectly aligned by efficiency-enhancing processes such as the sensor-based analysis of soils and crop, the automated application of fertilizer, and radio-controlled animal feed. Additionally, the use of spectroscopy sensors supports producers in fulfilling regulatory quality requirements. The use of solar modules also falls under this segment.

**Clean Tech (69%):** This segment comprises a broad range of solutions for the industry sector. The broad areas of application span from individual optical sensors to customer-specific end-to-end solutions. The target markets are the chemical industry, food applications and the semiconductor industry. The automated inspection of processes helps to make the wafer and display production more efficient and guarantees a higher quality standard.

**Sales by segment (2022)**



Source: Company

**Products**

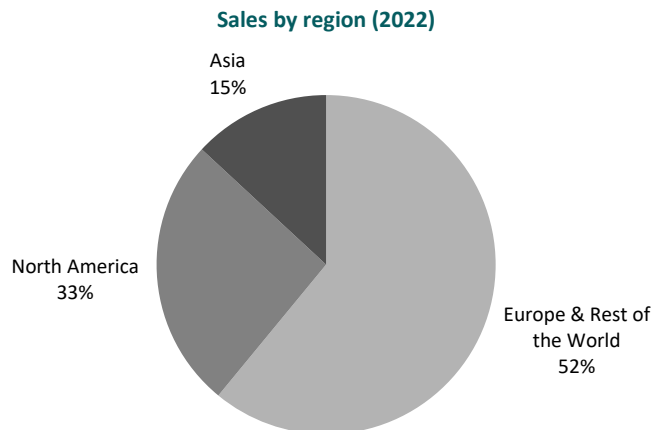
The group's product solutions are all built on a spectral sensor technology platform. This measurement technology allows a non-destructive and non-contact analysis of product

characteristics, as it measures the wavelength reflected by an object. These values can be specified in a connected database and the element can be clearly assigned. The procedure is universally applicable and can be easily integrated into the customers' different process chains. Based on the relevant spectroscopy processes (UV/VIS/NIR/RAMAN/LIBS) the application solutions can be designed for a broad number of end markets. Thanks to Nynomic's vertical integration the customers can choose between standard products and highly specific full systems, which increase the efficiency of production processes.

Nynomic also accompanies customers along the entire value chain in various end markets. The company has already gained significant experience in a multitude of industries and has a broad problem-solving expertise in the area of process-integrated online measurement technology. The end user is involved in the product development at a very early stage and benefits from Nynomic's technology and know-how leadership. This leads to close customer relationships which often entail long-term contracts as well as exclusive supplier agreements.

**Markets and sales**

The branches and the sales network of Nynomic lead to a strong international distribution of sales. In addition to the production facilities, which are mainly located in Europe, the company has many subsidiaries and distribution facilities on other continents, supporting the local and direct customer service. In 2022, the group generated some 52% of sales in Europe. The remaining share is mainly generated in the USA, which accounted for some 33% of 2022 sales and is an important core market. The Asian continent accounts for 15% of Group sales.



Source: Company

**Experienced management**

**Maik Müller (CEO)** has been appointed to the Executive Board of Nynomic AG in May 2015. He is responsible for Technology, Operations, and Research and Development. The graduate engineer (Dipl. Ingenieur) previously has been working in management positions for several years. In parallel, he was a member of the Executive Board of tec5 AG for many years, which today is a subsidiary of Nynomic. At that time, he contributed greatly to the establishment of the company. Maik Müller has many years of experience in management, especially in research and development as well as high-tech consulting. In 2022, he extended his contract prematurely until December 31, 2026.

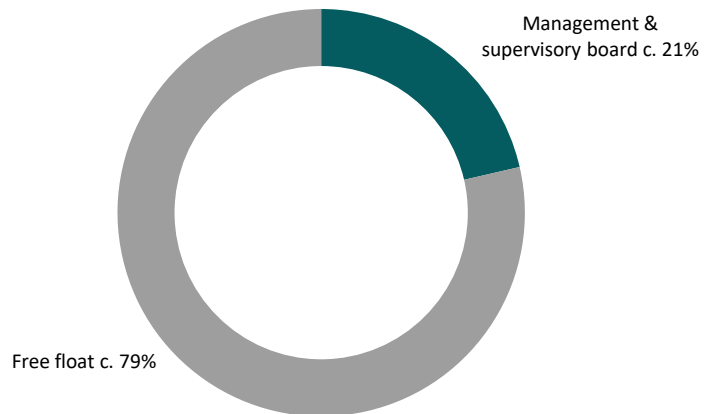
**Fabian Peters (CFO)** has worked for the group since October 2013 and has been appointed to the Executive Board in 2015. The graduate tax consultant (Diplom-Finanzwirt) is responsible for Finance, Controlling, Organisation and Investor Relations. In parallel, he is Managing Director of m-u-t GmbH. Prior to joining the group, Fabian Peters was the CFO of the L&O group for many years, worked at Versatel AG in the field of finance and held several management positions in the insurance industry. In 2021, Fabian Peters' contract was prematurely extended until December 31, 2026.

**Shareholder structure**

As a result of the last capital increase, the share capital amounts to 6.5 mil

lion euros, which is divided into the same number of no-par shares. All shares are bearer shares and carry voting rights. Approximately 21.4% of the shares are held by members of the management and the supervisory board. The remaining shares are in free float.

**Shareholder structure**



Source: Company

APPENDIX

DCF Model	2023e	2024e	2025e	2026e	2027e	2028e	2029e	Terminal Value
<i>Figures in m</i>								
<b>Sales</b>	<b>122.4</b>	<b>140.9</b>	<b>162.1</b>	<b>186.7</b>	<b>205.4</b>	<b>224.9</b>	<b>242.9</b>	<b>248.9</b>
<i>Change yoy</i>	<i>4.8%</i>	<i>15.1%</i>	<i>15.0%</i>	<i>15.1%</i>	<i>10.0%</i>	<i>9.5%</i>	<i>8.0%</i>	<i>2.5%</i>
<b>EBIT</b>	<b>15.9</b>	<b>21.1</b>	<b>26.5</b>	<b>31.1</b>	<b>34.5</b>	<b>36.2</b>	<b>38.9</b>	<b>39.8</b>
<i>EBIT margin</i>	<i>13.0%</i>	<i>15.0%</i>	<i>16.3%</i>	<i>16.6%</i>	<i>16.8%</i>	<i>16.1%</i>	<i>16.0%</i>	<i>16.0%</i>
<b>NOPAT</b>	<b>11.1</b>	<b>14.7</b>	<b>18.4</b>	<b>21.5</b>	<b>24.1</b>	<b>25.3</b>	<b>27.2</b>	<b>27.9</b>
<b>Depreciation</b>	<b>4.6</b>	<b>5.2</b>	<b>5.7</b>	<b>6.8</b>	<b>7.1</b>	<b>7.4</b>	<b>7.6</b>	<b>7.4</b>
<i>in % of Sales</i>	<i>3.8%</i>	<i>3.7%</i>	<i>3.5%</i>	<i>3.6%</i>	<i>3.4%</i>	<i>3.3%</i>	<i>3.1%</i>	<i>3.0%</i>
<b>Change in Liquidity from</b>								
- Working Capital	-0.6	-1.4	-4.1	-1.5	-1.6	-1.4	-1.2	-1.0
- Capex	-3.5	-3.7	-4.2	-4.7	-5.3	-6.3	-6.8	-7.4
<i>Capex in % of Sales</i>	<i>2.9%</i>	<i>2.6%</i>	<i>2.6%</i>	<i>2.5%</i>	<i>2.6%</i>	<i>2.8%</i>	<i>2.8%</i>	<i>3.0%</i>
<b>Other</b>	<b>-1.0</b>	<b>-1.7</b>	<b>-2.4</b>	<b>-2.9</b>	<b>-4.0</b>	<b>-4.0</b>	<b>-5.0</b>	<b>-3.0</b>
<b>Free Cash Flow (WACC model)</b>	<b>6.8</b>	<b>10.5</b>	<b>13.0</b>	<b>13.4</b>	<b>19.2</b>	<b>20.3</b>	<b>21.0</b>	<b>21.7</b>
<b>WACC</b>	<b>7.8%</b>	<b>7.8%</b>	<b>7.8%</b>	<b>7.8%</b>	<b>7.8%</b>	<b>7.8%</b>	<b>7.8%</b>	<b>7.8%</b>
Present value	10.6	12.2	11.6	15.4	15.1	14.5	13.9	265.2
<b>Total present value</b>	<b>10.6</b>	<b>22.7</b>	<b>34.3</b>	<b>49.7</b>	<b>64.8</b>	<b>79.3</b>	<b>93.2</b>	<b>358.4</b>

Valuation	
Total present value (Tpv)	358.4
Terminal Value	265.2
Share of TV on Tpv	74%
Liabilities	37.9
Liquidity	26.6
<b>Equity value</b>	<b>347.0</b>

Growth: sales and margin		
Short term: Sales growth	2023-2026	15.1%
Mid term: Sales growth	2023-2029	12.1%
Long term: Sales growth	from 2030	2.5%
Short term: Margin growth	2023-2026	15.2%
Mid term: Margin growth	2023-2029	15.7%
Long term: Margin growth	from 2027	16.0%

Number of shares (mln)	6.56
<b>Value per share (EUR)</b>	<b>52.93</b>
<b>+Upside / -Downside</b>	<b>79%</b>
Share price	29.50
<b>Model parameter</b>	
Debt ratio	30.0%
Costs of Debt	3.0%
Market return	9.0%
Risk free rate	2.50%

Sensitivity Value per Share (EUR)	Terminal Growth				
WACC	1.75%	2.25%	<b>2.50%</b>	2.75%	3.25%
8.34%	44.03	46.63	48.10	49.70	53.38
8.09%	45.91	48.78	50.41	52.19	56.30
<b>7.84%</b>	47.95	51.12	<b>52.93</b>	54.92	59.54
7.59%	50.17	53.69	55.71	57.94	63.16
7.34%	52.59	56.51	58.78	61.29	67.23

Sensitivity Value per Share (EUR)	EBIT-margin from 2030e				
WACC	15.50%	15.75%	<b>16.00%</b>	16.25%	16.50%
8.34%	46.80	47.45	48.10	48.76	49.41
8.09%	49.02	49.71	50.41	51.10	51.80
<b>7.84%</b>	51.46	52.19	<b>52.93</b>	53.67	54.41
7.59%	54.14	54.92	55.71	56.50	57.28
7.34%	57.09	57.94	58.78	59.62	60.46

Beta	1.20
WACC	7.8%
Terminal Growth	2.5%



<b>P&amp;L (in Euro m) Nynomic AG</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023e</b>	<b>2024e</b>	<b>2025e</b>
<b>Sales</b>	<b>78.6</b>	<b>105.1</b>	<b>116.8</b>	<b>122.4</b>	<b>140.9</b>	<b>162.1</b>
Increase / decrease in inventory	2.6	2.2	3.1	3.9	4.9	4.9
Own work capitalised	0.2	0.1	0.1	0.1	0.3	0.3
<b>Total sales</b>	<b>81.3</b>	<b>107.4</b>	<b>119.9</b>	<b>126.4</b>	<b>146.2</b>	<b>167.3</b>
Material Expenses	32.6	46.5	51.2	49.0	55.7	63.2
<b>Gross profit</b>	<b>48.8</b>	<b>60.8</b>	<b>68.7</b>	<b>77.4</b>	<b>90.5</b>	<b>104.1</b>
Personnel expenses	28.5	33.5	36.9	41.1	48.1	52.9
Other operating expenses	9.5	11.5	13.6	16.8	17.4	19.9
Other operating income	0.6	1.1	0.9	1.0	1.3	0.8
<b>EBITDA</b>	<b>11.4</b>	<b>17.0</b>	<b>19.2</b>	<b>20.5</b>	<b>26.2</b>	<b>32.1</b>
Depreciation on fixed assets	2.7	3.2	3.4	3.8	4.4	4.9
<b>EBITA</b>	<b>8.8</b>	<b>13.8</b>	<b>15.7</b>	<b>16.7</b>	<b>21.9</b>	<b>27.3</b>
Amortisation of intangible assets	0.8	0.8	0.7	0.8	0.8	0.8
Impairment charges and Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBIT</b>	<b>8.0</b>	<b>13.0</b>	<b>15.1</b>	<b>15.9</b>	<b>21.1</b>	<b>26.5</b>
Financial result	-0.7	-0.6	-0.7	-0.8	-0.4	0.5
<b>Result from ordinary operations</b>	<b>7.3</b>	<b>12.4</b>	<b>14.3</b>	<b>15.0</b>	<b>20.7</b>	<b>27.0</b>
Extraordinary result	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBT</b>	<b>7.3</b>	<b>12.4</b>	<b>14.3</b>	<b>15.0</b>	<b>20.7</b>	<b>27.0</b>
Taxes	2.1	2.9	4.4	4.6	6.3	8.3
Net Profit of continued operations	5.2	9.5	9.9	10.5	14.4	18.7
Net Profit of discontinued operations	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net profit before minorities</b>	<b>5.2</b>	<b>9.5</b>	<b>9.9</b>	<b>10.5</b>	<b>14.4</b>	<b>18.7</b>
Minority interests	0.8	1.7	2.5	1.0	1.7	2.4
<b>Net profit</b>	<b>4.4</b>	<b>7.9</b>	<b>7.5</b>	<b>9.4</b>	<b>12.7</b>	<b>16.3</b>

Source: Company (reported results), Montega (forecast)

<b>P&amp;L (in % of Sales) Nynomic AG</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023e</b>	<b>2024e</b>	<b>2025e</b>
<b>Sales</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
Increase / decrease in inventory	3.3%	2.1%	2.6%	2.0%	2.0%	2.0%
Own work capitalised	0.3%	0.1%	0.0%	0.1%	0.2%	0.2%
<b>Total sales</b>	<b>103.6%</b>	<b>102.2%</b>	<b>102.7%</b>	<b>102.1%</b>	<b>102.2%</b>	<b>102.2%</b>
Material Expenses	41.5%	44.3%	43.9%	40.0%	39.8%	39.0%
<b>Gross profit</b>	<b>62.1%</b>	<b>57.9%</b>	<b>58.8%</b>	<b>62.1%</b>	<b>62.4%</b>	<b>63.2%</b>
Personnel expenses	36.2%	31.8%	31.6%	32.1%	31.5%	30.0%
Other operating expenses	12.1%	11.0%	11.6%	13.8%	12.3%	12.3%
Other operating income	0.8%	1.1%	0.8%	0.6%	0.5%	0.5%
<b>EBITDA</b>	<b>14.6%</b>	<b>16.2%</b>	<b>16.4%</b>	<b>16.7%</b>	<b>19.0%</b>	<b>21.4%</b>
Depreciation on fixed assets	3.4%	3.0%	2.9%	3.1%	3.1%	3.0%
<b>EBITA</b>	<b>11.2%</b>	<b>13.1%</b>	<b>13.5%</b>	<b>13.6%</b>	<b>15.9%</b>	<b>18.4%</b>
Amortisation of intangible assets	1.0%	0.8%	0.6%	0.6%	0.5%	0.5%
Impairment charges and Amortisation of goodwill	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>EBIT</b>	<b>10.1%</b>	<b>12.4%</b>	<b>12.9%</b>	<b>13.0%</b>	<b>15.4%</b>	<b>18.0%</b>
Financial result	-0.8%	-0.6%	-0.6%	-0.7%	-0.3%	0.3%
<b>Result from ordinary operations</b>	<b>9.3%</b>	<b>11.8%</b>	<b>12.3%</b>	<b>12.3%</b>	<b>15.1%</b>	<b>18.3%</b>
Extraordinary result	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>EBT</b>	<b>9.3%</b>	<b>11.8%</b>	<b>12.3%</b>	<b>12.3%</b>	<b>15.1%</b>	<b>18.3%</b>
Taxes	2.7%	2.7%	3.8%	3.7%	4.6%	5.6%
Net Profit of continued operations	6.6%	9.1%	8.5%	8.6%	10.6%	12.7%
Net Profit of discontinued operations	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Net profit before minorities</b>	<b>6.6%</b>	<b>9.1%</b>	<b>8.5%</b>	<b>8.6%</b>	<b>10.6%</b>	<b>12.7%</b>
Minority interests	1.0%	1.6%	2.1%	0.9%	1.3%	1.6%
<b>Net profit</b>	<b>5.6%</b>	<b>7.5%</b>	<b>6.4%</b>	<b>7.7%</b>	<b>9.3%</b>	<b>11.1%</b>

Source: Company (reported results), Montega (forecast)

<b>Balance sheet (in Euro m) Nynomic AG</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023e</b>	<b>2024e</b>	<b>2025e</b>
<b>ASSETS</b>						
Intangible assets	36.2	42.2	46.9	47.4	48.0	48.6
Property, plant & equipment	14.7	17.3	19.0	17.4	15.3	13.2
Financial assets	0.0	0.0	0.0	0.3	0.7	1.6
<b>Fixed assets</b>	<b>50.9</b>	<b>59.5</b>	<b>65.9</b>	<b>65.1</b>	<b>64.0</b>	<b>63.4</b>
Inventories	15.1	18.8	23.8	24.5	26.6	29.5
Accounts receivable	12.3	11.8	16.4	15.1	15.4	17.8
Liquid assets	22.1	26.7	26.6	55.1	69.1	84.7
Other assets	2.6	3.5	5.8	5.8	5.8	5.8
<b>Current assets</b>	<b>52.1</b>	<b>60.8</b>	<b>72.6</b>	<b>100.4</b>	<b>116.8</b>	<b>137.7</b>
<b>Total assets</b>	<b>103.0</b>	<b>120.3</b>	<b>138.4</b>	<b>165.5</b>	<b>180.8</b>	<b>201.1</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>						
<b>Shareholders' equity</b>	<b>48.1</b>	<b>62.4</b>	<b>70.6</b>	<b>97.9</b>	<b>110.7</b>	<b>127.8</b>
<b>Minority Interest</b>	<b>2.9</b>	<b>4.1</b>	<b>6.4</b>	<b>7.9</b>	<b>9.9</b>	<b>12.4</b>
Provisions	2.6	4.2	6.1	6.1	6.1	6.1
Financial liabilities	39.4	34.4	31.5	31.0	30.5	30.0
Accounts payable	4.5	4.8	6.6	6.7	7.7	8.9
Other liabilities	5.6	10.4	17.1	15.9	15.9	15.9
<b>Liabilities</b>	<b>52.0</b>	<b>53.8</b>	<b>61.4</b>	<b>59.7</b>	<b>60.2</b>	<b>60.9</b>
<b>Total liabilities and shareholders' equity</b>	<b>103.0</b>	<b>120.3</b>	<b>138.4</b>	<b>165.5</b>	<b>180.8</b>	<b>201.1</b>

Source: Company (reported results), Montega (forecast)

<b>Balance sheet (in %) Nynomic AG</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023e</b>	<b>2024e</b>	<b>2025e</b>
<b>ASSETS</b>						
<b>Intangible assets</b>	<b>35.1%</b>	<b>35.0%</b>	<b>33.9%</b>	<b>28.7%</b>	<b>26.6%</b>	<b>24.2%</b>
Property, plant & equipment	14.3%	14.4%	13.7%	10.5%	8.5%	6.6%
Financial assets	0.0%	0.0%	0.0%	0.2%	0.4%	0.8%
<b>Fixed assets</b>	<b>49.5%</b>	<b>49.4%</b>	<b>47.6%</b>	<b>39.3%</b>	<b>35.4%</b>	<b>31.5%</b>
Inventories	14.6%	15.6%	17.2%	14.8%	14.7%	14.7%
Accounts receivable	11.9%	9.8%	11.9%	9.1%	8.5%	8.9%
Liquid assets	21.5%	22.2%	19.2%	33.3%	38.2%	42.1%
Other assets	2.5%	2.9%	4.2%	3.5%	3.2%	2.9%
<b>Current assets</b>	<b>50.6%</b>	<b>50.6%</b>	<b>52.4%</b>	<b>60.7%</b>	<b>64.6%</b>	<b>68.5%</b>
<b>Total Assets</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>						
<b>Shareholders' equity</b>	<b>46.7%</b>	<b>51.8%</b>	<b>51.0%</b>	<b>59.1%</b>	<b>61.2%</b>	<b>63.5%</b>
<b>Minority Interest</b>	<b>2.8%</b>	<b>3.4%</b>	<b>4.6%</b>	<b>4.8%</b>	<b>5.5%</b>	<b>6.2%</b>
Provisions	2.5%	3.5%	4.4%	3.7%	3.4%	3.0%
Financial liabilities	38.2%	28.6%	22.8%	18.8%	16.9%	14.9%
Accounts payable	4.3%	4.0%	4.8%	4.0%	4.3%	4.4%
Other liabilities	5.4%	8.6%	12.4%	9.6%	8.8%	7.9%
<b>Total Liabilities</b>	<b>50.5%</b>	<b>44.7%</b>	<b>44.4%</b>	<b>36.1%</b>	<b>33.3%</b>	<b>30.3%</b>
<b>Total Liabilities and Shareholders' Equity</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

Source: Company (reported results), Montega (forecast)

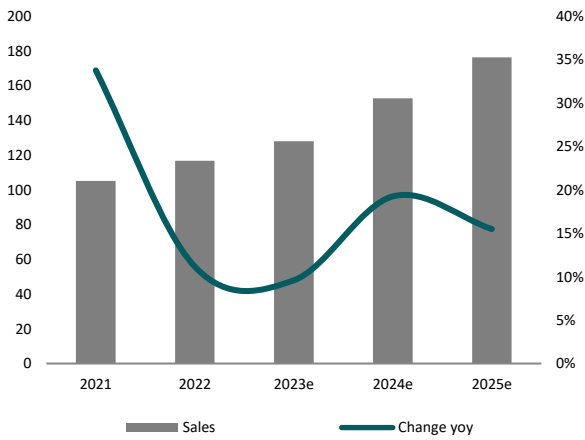
<b>Statement of cash flows (in Euro m) Nynomic AG</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023e</b>	<b>2024e</b>	<b>2025e</b>
Net income	5.2	9.5	9.9	10.5	14.4	18.7
Depreciation of fixed assets	2.7	3.2	3.4	3.8	4.4	4.9
Amortisation of intangible assets	0.8	0.8	0.7	0.8	0.8	0.8
Increase/decrease in long-term provisions	-0.3	0.0	0.0	0.0	0.0	0.0
Other non-cash related payments	1.9	5.9	0.5	0.0	0.0	0.0
<b>Cash flow</b>	<b>10.2</b>	<b>19.4</b>	<b>14.6</b>	<b>15.1</b>	<b>19.6</b>	<b>24.4</b>
Increase / decrease in working capital	-3.9	-1.6	-4.8	-0.6	-1.4	-4.1
<b>Cash flow from operating activities</b>	<b>6.4</b>	<b>17.8</b>	<b>9.8</b>	<b>14.5</b>	<b>18.2</b>	<b>20.3</b>
CAPEX	-1.9	-1.4	-3.2	-3.5	-3.7	-4.2
Other	-5.1	-3.9	0.6	-0.3	0.0	0.0
<b>Cash flow from investing activities</b>	<b>-7.0</b>	<b>-5.3</b>	<b>-2.6</b>	<b>-3.8</b>	<b>-3.7</b>	<b>-4.2</b>
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0
Change in financial liabilities	0.2	-8.4	-2.8	-0.5	-0.5	-0.5
Other	12.1	-0.8	-4.7	18.3	0.0	0.0
<b>Cash flow from financing activities</b>	<b>12.3</b>	<b>-9.2</b>	<b>-7.5</b>	<b>17.8</b>	<b>-0.5</b>	<b>-0.5</b>
Effects of exchange rate changes on cash	-0.2	1.3	0.3	0.0	0.0	0.0
<b>Change in liquid funds</b>	<b>11.7</b>	<b>3.4</b>	<b>-0.3</b>	<b>28.5</b>	<b>14.0</b>	<b>15.6</b>
<b>Liquid assets at end of period</b>	<b>22.1</b>	<b>26.7</b>	<b>26.7</b>	<b>55.1</b>	<b>69.1</b>	<b>84.7</b>

Source: Company (reported results), Montega (forecast)

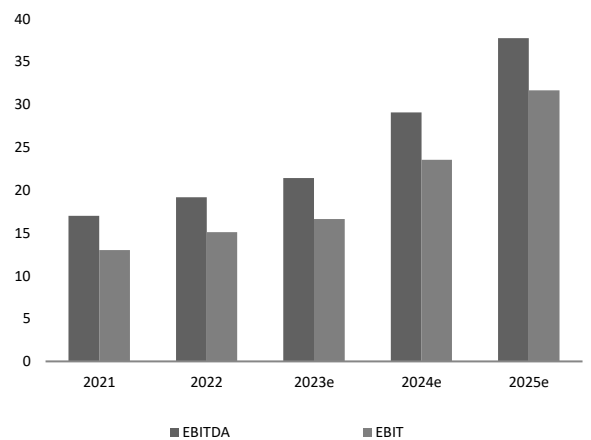
<b>Key figures Nynomic AG</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023e</b>	<b>2024e</b>	<b>2025e</b>
<b>Earnings margins</b>						
Gross margin (%)	62.1%	57.9%	58.8%	63.3%	64.2%	64.2%
EBITDA margin (%)	14.6%	16.2%	16.4%	16.7%	18.6%	19.8%
EBIT margin (%)	10.1%	12.4%	12.9%	13.0%	15.0%	16.3%
EBT margin (%)	9.3%	11.8%	12.3%	12.3%	14.7%	16.6%
Net income margin (%)	6.6%	9.1%	8.5%	8.6%	10.2%	11.5%
<b>Return on capital</b>						
ROCE (%)	13.1%	18.2%	19.3%	19.4%	25.7%	31.6%
ROE (%)	13.3%	15.4%	11.2%	12.2%	12.0%	13.5%
ROA (%)	4.2%	6.5%	5.4%	5.7%	7.0%	8.1%
<b>Solvency</b>						
YE net debt (in EUR)	17.3	7.6	4.9	-24.0	-38.5	-54.6
Net debt / EBITDA	1.5	0.4	0.3	-1.2	-1.5	-1.7
Net gearing (Net debt/equity)	0.3	0.1	0.1	-0.2	-0.3	-0.4
<b>Cash Flow</b>						
Free cash flow (EUR m)	4.5	16.4	6.6	10.9	14.5	16.1
Capex / sales (%)	2%	1%	3%	3%	3%	3%
Working capital / sales (%)	25%	22%	23%	24%	21%	20%
<b>Valuation</b>						
EV/Sales	2.6	1.9	1.7	1.7	1.5	1.3
EV/EBITDA	17.7	11.9	10.6	10.1	7.9	6.4
EV/EBIT	25.5	15.6	13.4	13.0	9.8	7.8
EV/FCF	45.0	12.4	30.9	18.9	14.3	12.8
P/E	35.5	21.5	23.4	19.7	15.4	12.0
P/B	4.0	3.1	2.7	2.0	1.8	1.5
Dividend yield	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Source: Company (reported results), Montega (forecast)

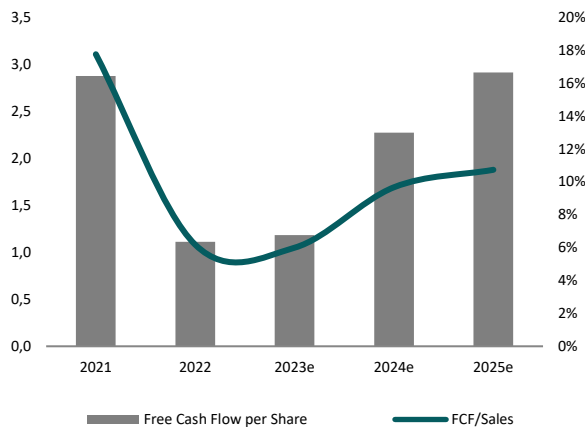
Sales development



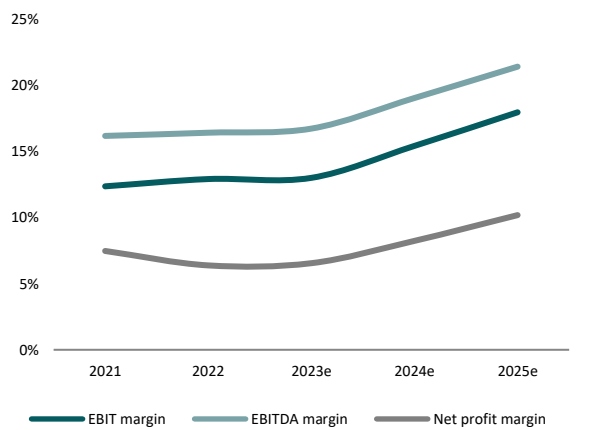
Earnings development



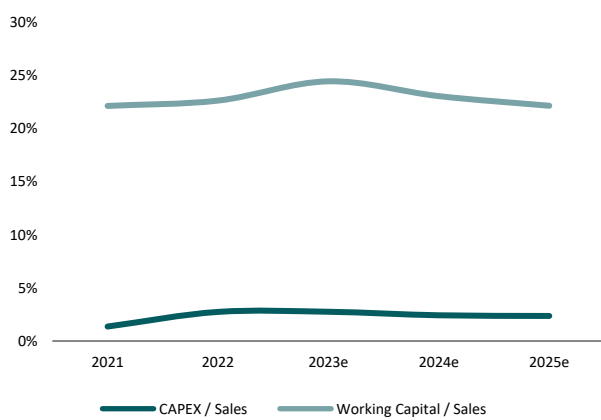
Free cash flow development



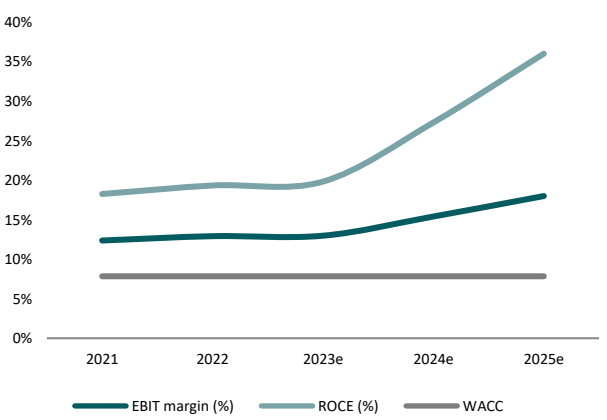
Margin development



Capex / Working Capital



EBIT-yield / ROCE



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Prices of financial instruments mentioned in this analysis are closing prices of the publishing date (respectively the previous day) if not explicitly mentioned otherwise. Any updating of this publication will be made in the case of events that Montega considers to be possibly relevant to the stocks' price performance. The end of regular comments on events in context with the issuer (coverage) will be announced beforehand.

**Sources of information:** The main sources of information for the preparation of this financial analysis are publications of the issuer as well as publicly available information of national and international media, which Montega regards as reliable. There have also been discussions with members of the management team or the investor relations division of the company concerned when preparing this analysis.

**Reference pursuant to MiFID II (as of 09 November, 2023):** This publication was prepared on the basis of a contract between Montega AG and the issuer and will be paid by the issuer. This document has been widely published and Montega AG makes it simultaneously available for all interested parties. Its receipt therefore is considered a permissible minor non-monetary benefit in the sense of section 64 Paragraph 7 Sentence 2 No. 1 and 2 of the German Securities Trading Act (WpHG).

**Fundamental basics and principles of the evaluative judgements contained in this document:** Assessments and valuations leading to ratings and judgements given by Montega AG are generally based on acknowledged and broadly approved methods of analysis i.e. a DCF model, a peer group comparison, or sum-of-the-parts model.

### Our ratings:

Buy: The analysts at Montega AG believe the share price will rise during the next twelve months.

Hold: Upside/downside potential limited. No immediate catalyst visible.

Sell: The analysts at Montega AG believe the share price will fall during the next twelve months.

### Authority responsible for supervision:

Bundesanstalt für Finanzdienstleistungsaufsicht

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**Share price and recommendation history**

<b>Recommendation</b>	<b>Date</b>	<b>Price (EUR)</b>	<b>Price target (EUR)</b>	<b>Potential</b>
Buy (Initiation)	15.04.2019	22.40	31.00	+38%
Buy	29.05.2019	17.80	30.00	+69%
Buy	13.08.2019	15.85	31.00	+96%
Buy	21.08.2019	15.00	31.00	+107%
Buy	27.09.2019	15.95	31.00	+94%
Buy	15.11.2019	17.25	27.00	+57%
Buy	02.12.2019	17.25	27.00	+57%
Buy	05.03.2020	18.75	29.00	+55%
Buy	06.05.2020	16.35	29.00	+77%
Buy	18.05.2020	21.20	29.00	+37%
Buy	22.07.2020	22.00	31.00	+41%
Buy	14.09.2020	23.60	31.00	+31%
Buy	22.10.2020	23.20	31.00	+34%
Buy	27.10.2020	29.50	34.00	+15%
Buy	25.02.2021	37.40	45.00	+20%
Buy	10.03.2021	39.90	45.00	+13%
Buy	18.03.2021	37.00	45.00	+22%
Buy	12.05.2021	36.80	47.00	+28%
Buy	14.06.2021	38.10	50.00	+31%
Buy	23.06.2021	41.80	50.00	+20%
Buy	17.08.2021	45.80	51.00	+11%
Hold	05.10.2021	48.00	52.00	+8%
Hold	03.11.2021	49.90	52.00	+4%
Buy	25.01.2022	35.30	52.00	+47%
Buy	25.03.2022	36.70	52.00	+42%
Buy	13.05.2022	31.05	52.00	+67%
Buy	22.08.2022	30.20	52.00	+72%
Buy	04.11.2022	33.05	56.00	+69%
Buy	15.03.2023	34.15	56.00	+64%
Buy	15.05.2023	32.80	56.00	+71%
Buy	31.05.2023	36.40	56.00	+54%
Buy	16.06.2023	36.00	56.00	+56%
Buy	04.08.2023	35.40	56.00	+58%
Buy	17.08.2023	32.10	56.00	+74%
Buy	12.09.2023	32.70	56.00	+71%
Buy	09.10.2023	32.50	56.00	+72%
Buy	19.10.2023	29.50	56.00	+90%
Buy	09.11.2023	29.80	53.00	+78%