



10. Hamburger Investorentag - HIT



Fabian Peters | Maik Müller

August 23, 2023

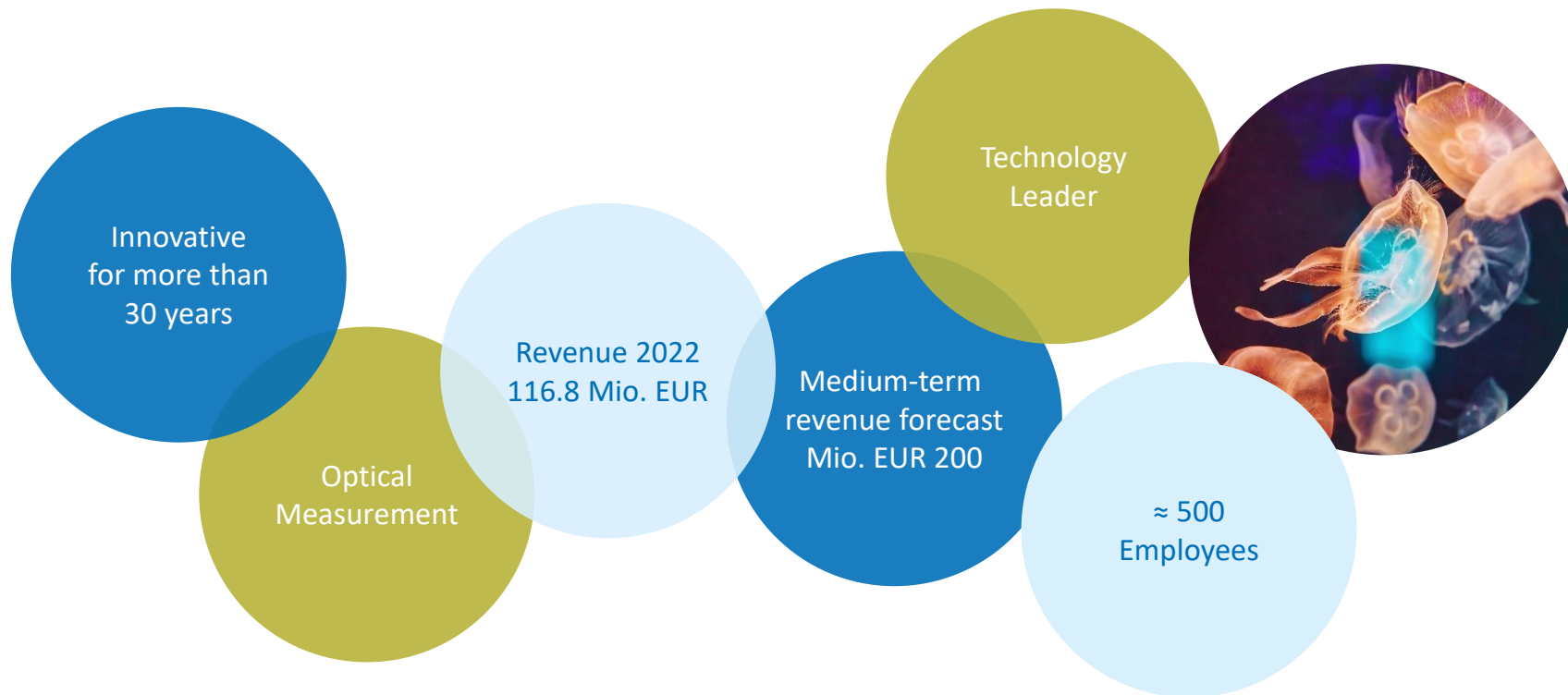
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1. Company Profile
2. Finance KPIs
3. Products, Technologies & Markets
4. Conclusion and Outlook
5. Market and Growth

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Overview of the Nynomic Group



Key Facts – Nynomic AG

Strategic Financial Holding

Stock listed since 2007 – Scale Segment

Management Board
Maik Müller & Fabian Peters

WKN A0MSN1

Headquarters in Wedel
Northern Germany near Hamburg

6,521,320 shares

Approx. 500 employees –
about 30% engineers and scientists

www.nynomic.com



Powerful Brands within the Nynomic Group

A growing number of companies, acquired strategically and all dedicated to permanent, non-contact and non-destructive optical measurement technology



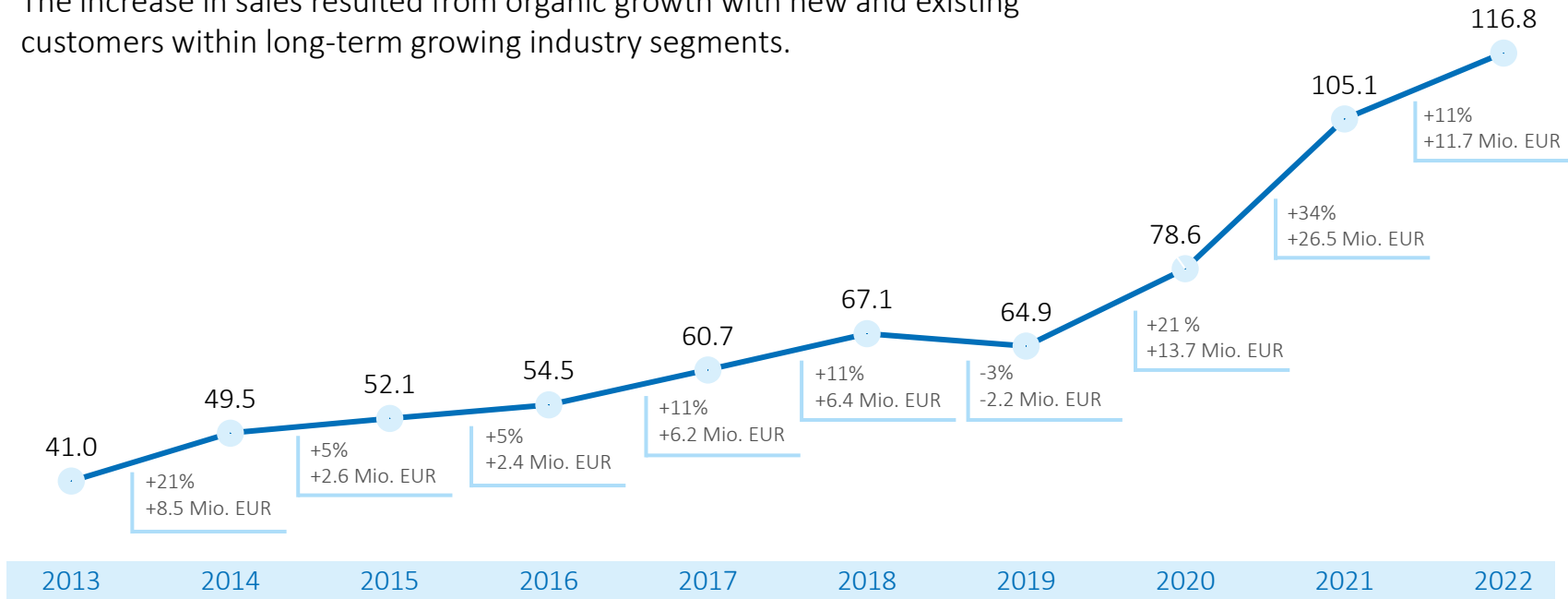
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Finance KPIs – Revenue

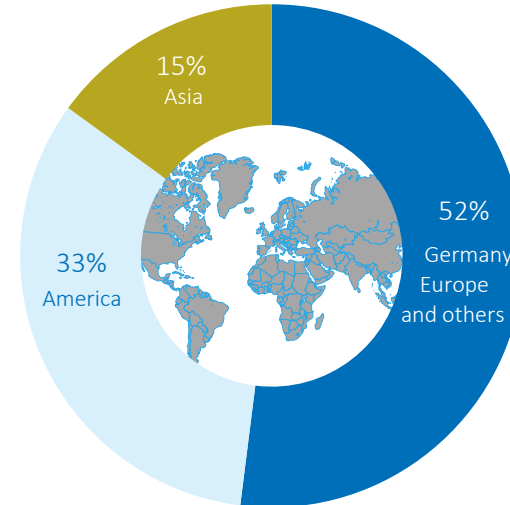
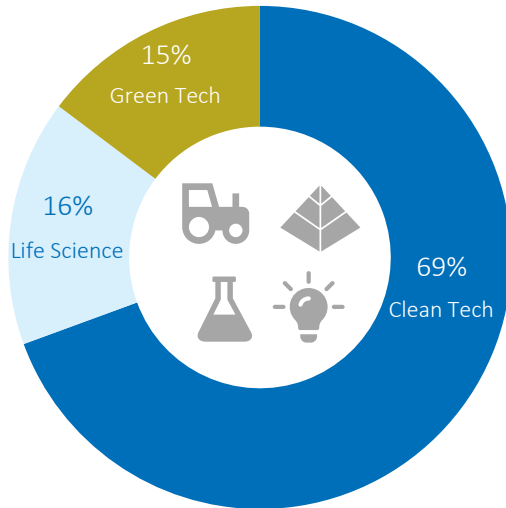
2022 has been once again characterized by a significant increase in revenue.

The increase in sales resulted from organic growth with new and existing customers within long-term growing industry segments.



Finance KPIs – Revenue by Segment and Region

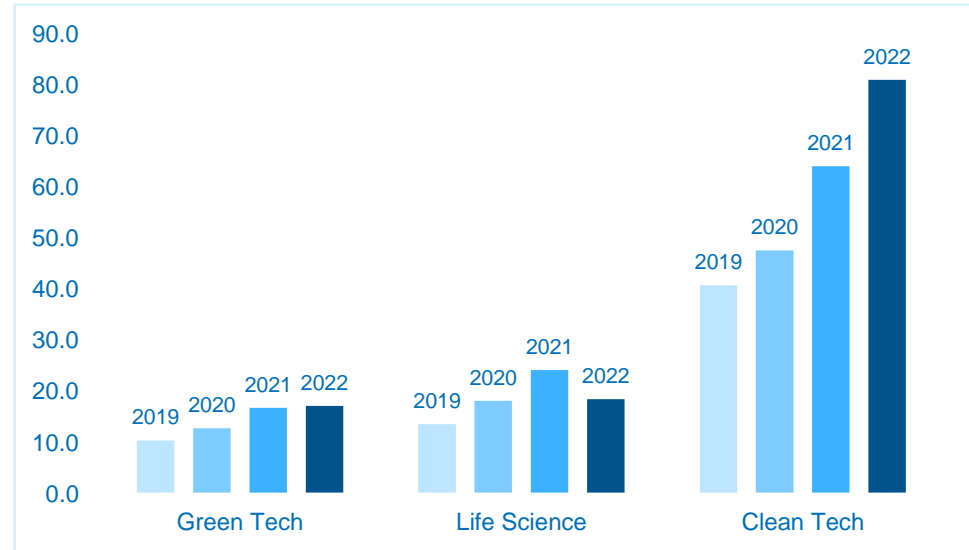
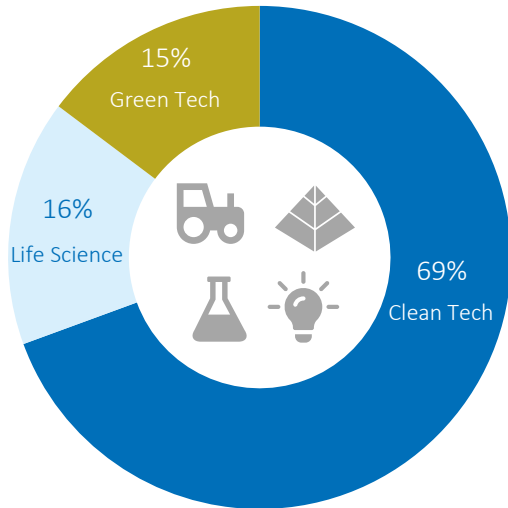
Clean Tech continues to be the dominant segment, driven by strong demand from OEMs and industrial applications. Main focus is on Europe and America, also for further acceleration of growth.



Finance KPIs – Revenue by Segment

The development of all segments is within the strategy, including annual fluctuations.

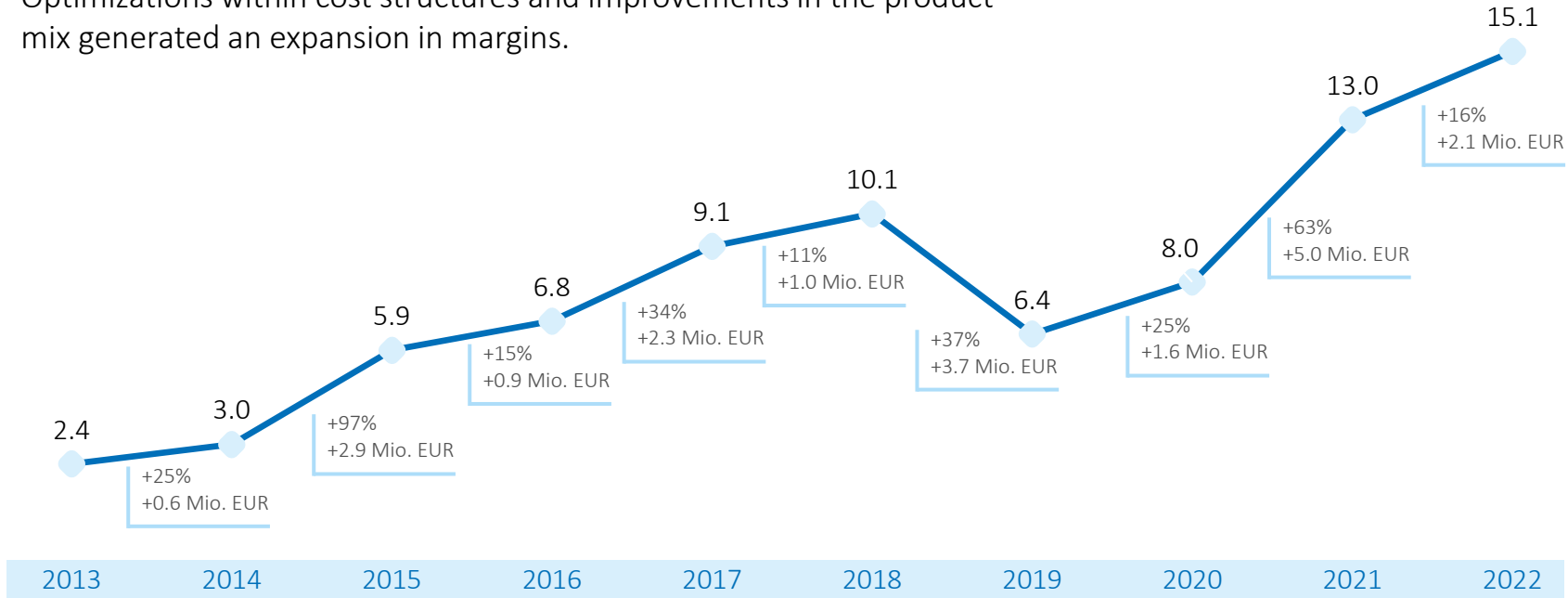
In Life Science, a certain corona effect was evident in 2021.



Finance KPIs – EBIT

The EBIT and relative margin expanded again in fiscal year 2022 (12.9%).

Optimizations within cost structures and improvements in the product mix generated an expansion in margins.



Note: Values in million EUR

Finance KPIs – 1st Half Year Financial Results

Volatility during the year 2023 is visible, full-year targets are further confirmed

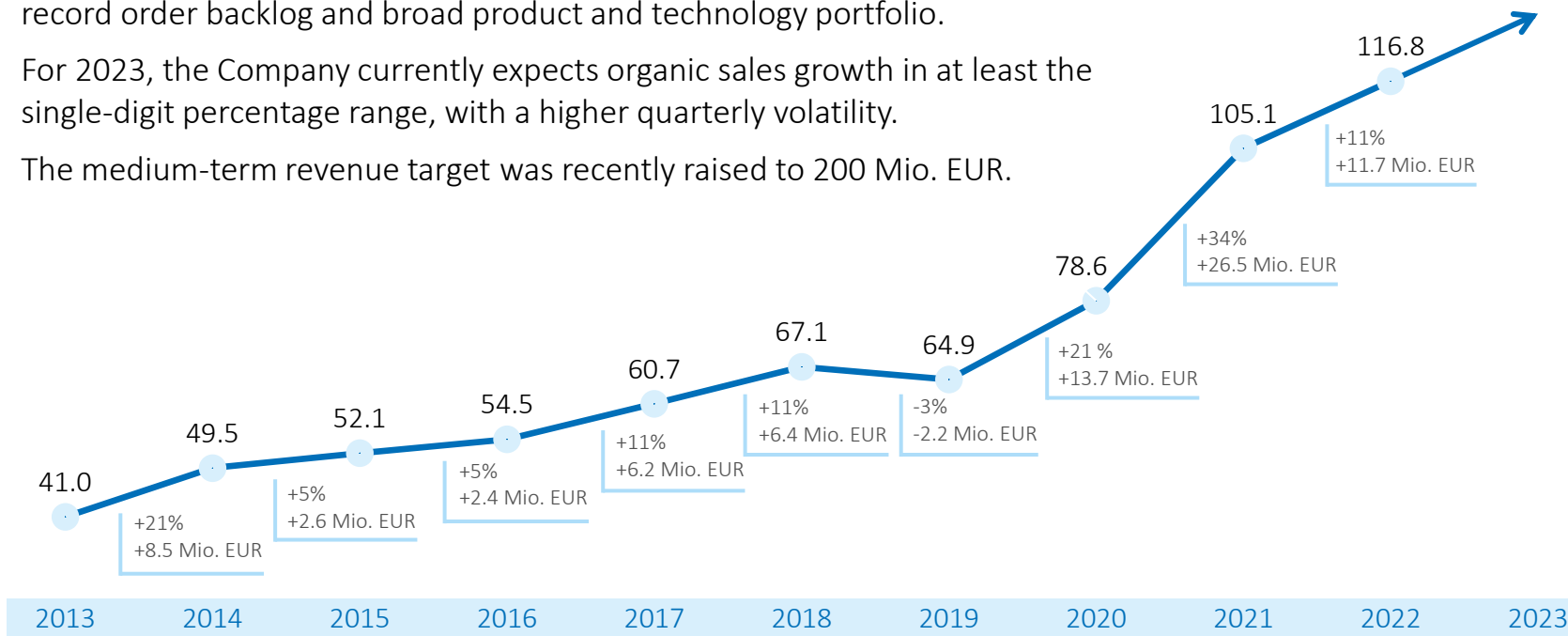
	1st Half Year 2022	1st Half Year 2023	Delta
Revenue	54.2	52.8	-2.6%
EBIT	7.0	4.6	-34.3%
EBIT margin	13%	9%	-32.5%
Orders on hand	79.5	80.9	1.8%

Finance KPIs – Revenue Guidance 2023

Further growth is expected in 2023 due to Nynomic's strong project pipeline, record order backlog and broad product and technology portfolio.

For 2023, the Company currently expects organic sales growth in at least the single-digit percentage range, with a higher quarterly volatility.

The medium-term revenue target was recently raised to 200 Mio. EUR.

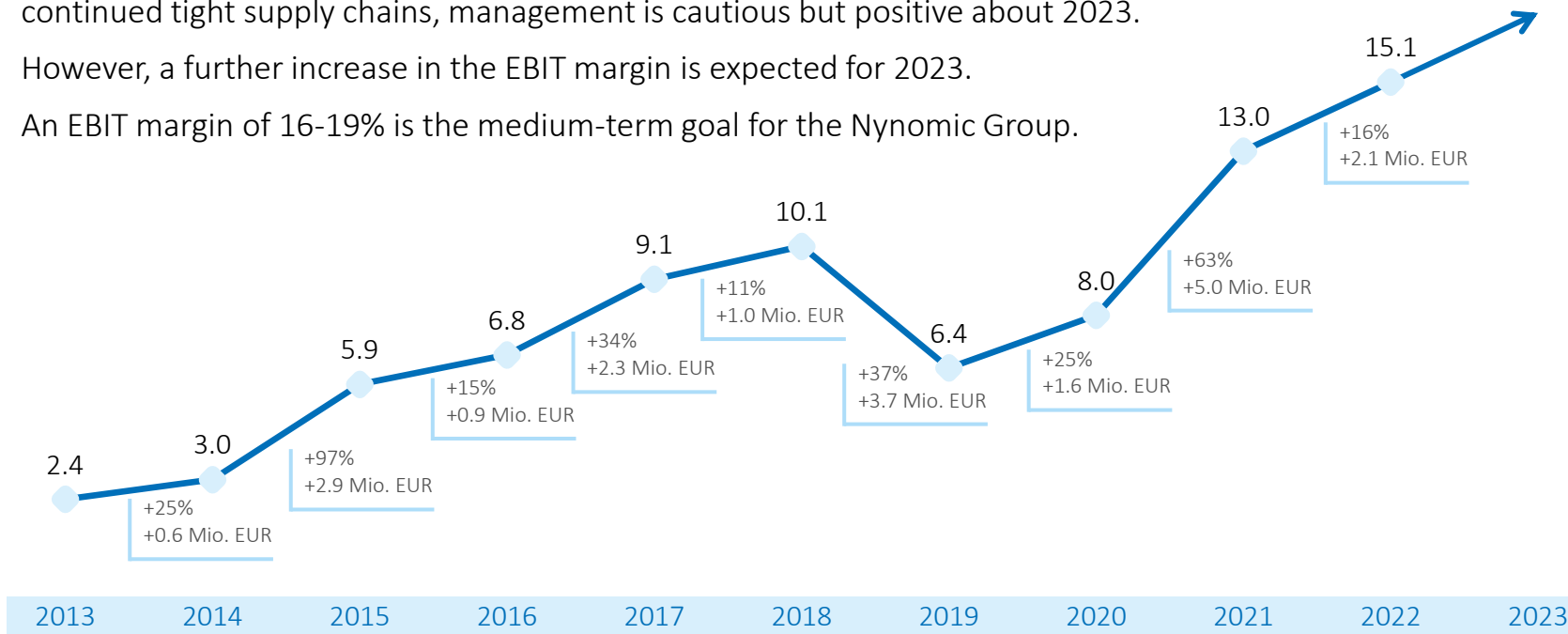


Finance KPIs – EBIT Guidance 2023

In an environment that remains very challenging due to high inflation, rising interest rates and continued tight supply chains, management is cautious but positive about 2023.

However, a further increase in the EBIT margin is expected for 2023.

An EBIT margin of 16-19% is the medium-term goal for the Nynomic Group.



Outlook Capital Market Communication 2023

- First participation at Equity Forum – Spring Conference Frankfurt in May
- Annual report 2022 published in May
- Annual general meeting in Hamburg in July
- Management presentation at HIT - Hamburg Investor Days in August
- Publication of half-year financial statement in August
- Participation at MKK - Munich Capital Market Conference in November
- Capital market communication will be further expanded



ESG – Sustainability

Our Commitment – Rated „VERY GOOD“



The Nynomic Group is represented in Germany and internationally by various locations that are organized as legally independent direct or indirect subsidiaries. Throughout the corporate group, acting responsibly takes top priority and contributes to our sustainable business success.

1. Employees

People from different nations work at our globally active subsidiaries. They play a decisive key role in the success of the Nynomic Group.

2. Governance & Compliance

In the Nynomic Group, corporate governance stands for responsible corporate management that is geared towards value creation in compliance with the relevant statutory provisions and internal company regulations.

3. Environment

Climate change is one of the greatest challenges we face.

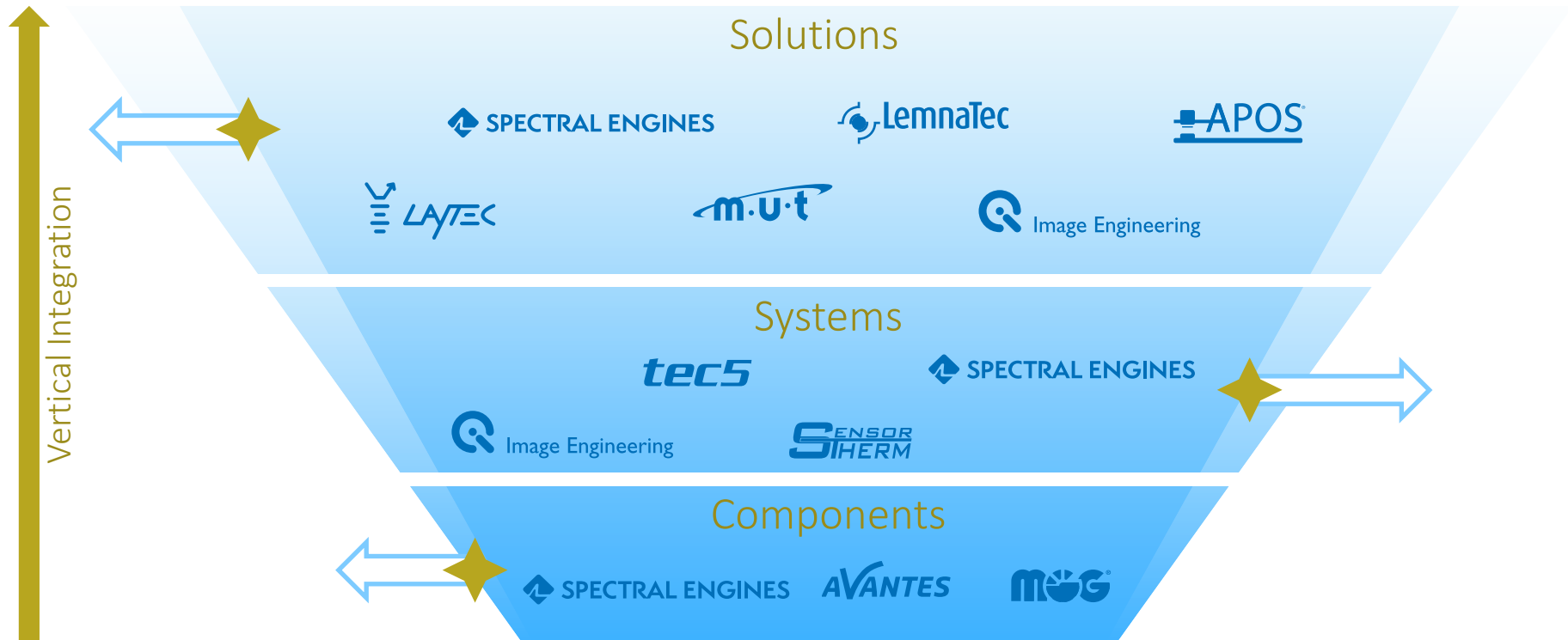
We are committed to the United Nations Sustainable Development Goals and focus particularly on those goals where our business operations can have the greatest impact.



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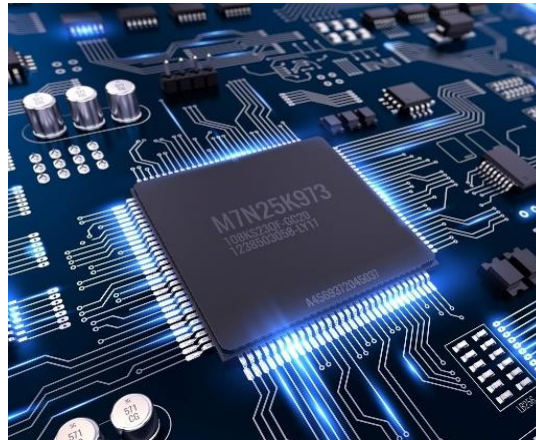
Nynomic – One-Stop-Shop from Components to Solutions



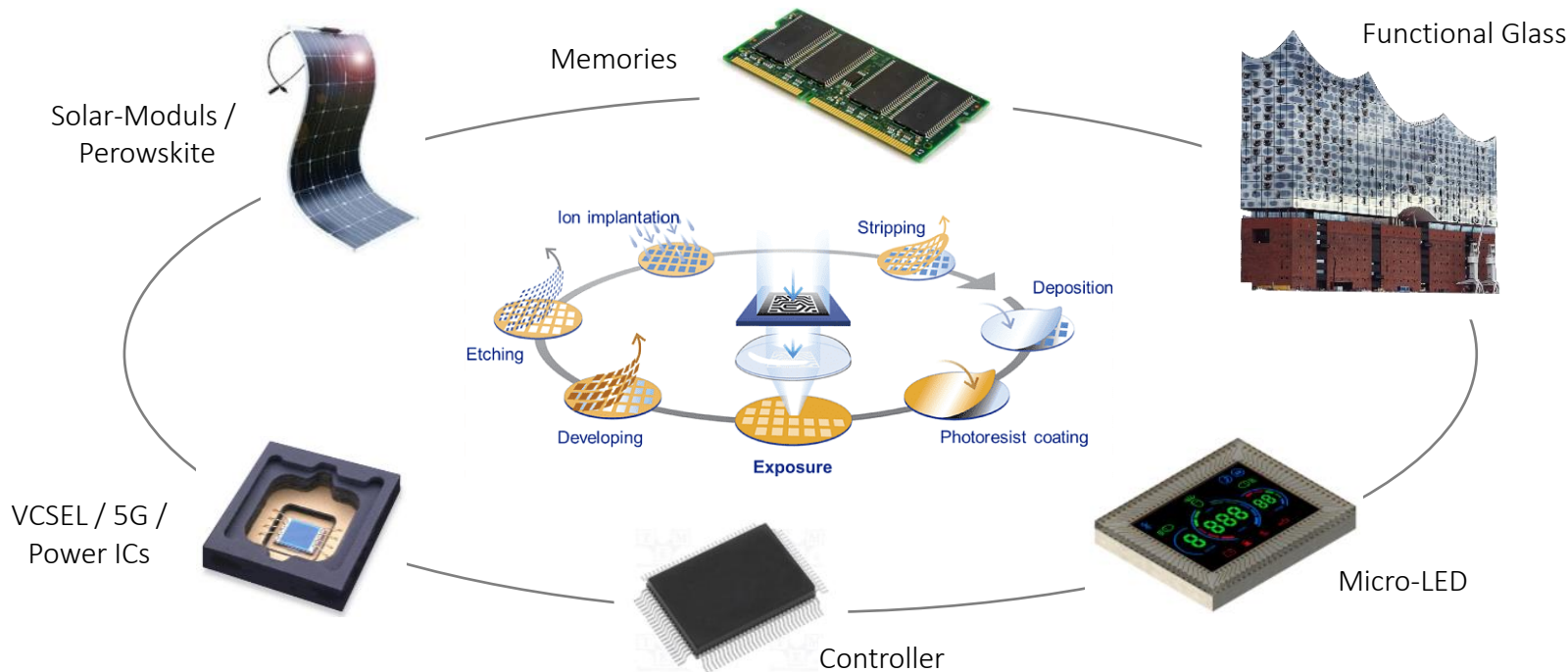
Production Control of Semiconductors

Systems for process and quality control of integrated circuits, LEDs, LDs and displays

- Highest requirements to measurement rate (high speed) and signal quality
- High availability - 24/7
- Copy exact philosophy - any measurement system has to be exactly equal, down to the last screw



Nynomic's Involvement in Semicon Production



Photonics for Precision Farming

Selective Fertilization on the Field

- Ramp-up in new countries / areas e.g. Oceania
- Comparable applications with new customers in development



Higher yield



N-saving



Improvement of
N-balance



No N-related
lodging



Higher threshing
performance



Photonics for Precision Farming

Quantitative Detection of Ingredients in Corn and Slurry

- Due to higher demand further ramp-up in all applications
- Next generation with key customer in development – contracts signed



Higher yield



Low acquisition costs



Higher yield / ha



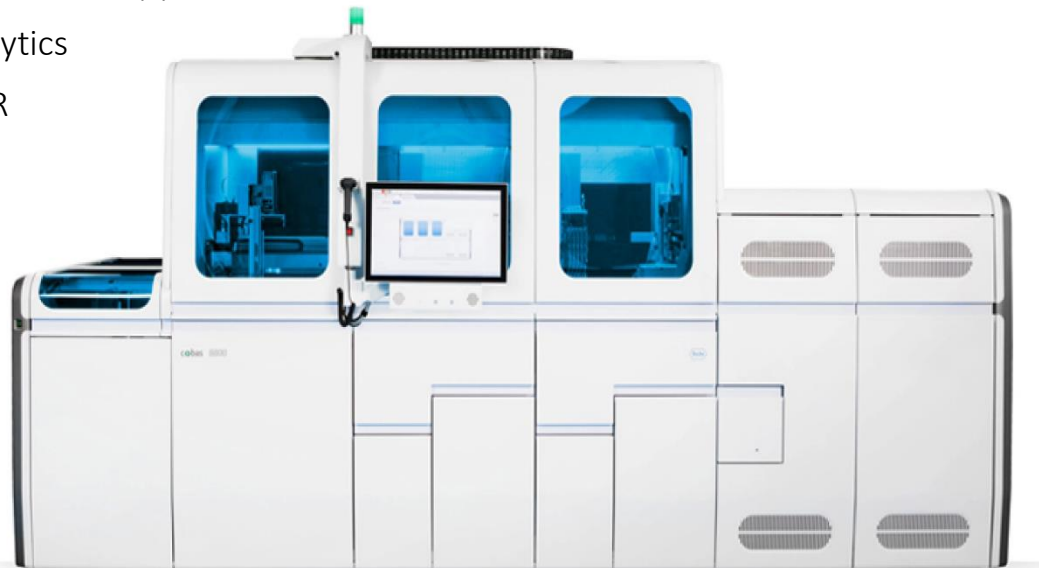
Additional proceeds



Process Automation for Molecular Diagnostics

Automation and sample preparation for blood diagnostics in laboratories

- Sample handling systems for high-throughput diagnostic systems
- Extensible online measurements based on spectroscopy
- Pre-qualifying evaluation, pre- and post-analytics
- Applicable for molecular diagnostics and PCR



Innovating the Big-Pharma - From continuous to flexible Batch Production

NIR Real-time Analysis in Tablet Press

- First high-compact tablet press with integrated real-time measurement of quality
- Easily covering the speed of the press – each tablet is controlled for uniformity and ingredients
- Made for small volumes and fast product change
- Revolution the Big-Pharma Blockbuster Model – driven by a cooperation between Fette Compacting and Novartis



Nynomic Cloud and Artificial Intelligence (AI)

Extensive investment in Nynomic's Cloud solution and application of Artificial Intelligence

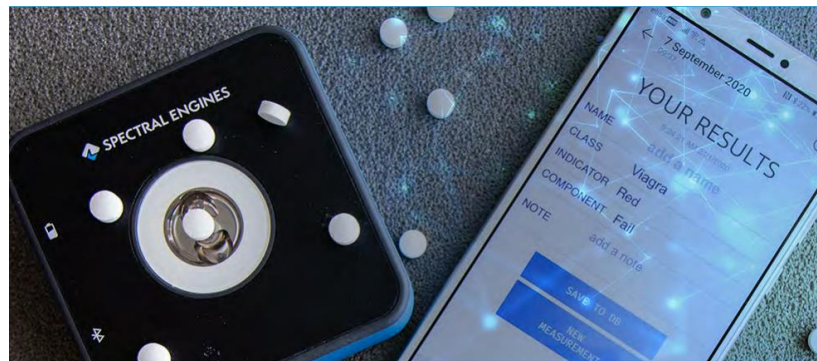
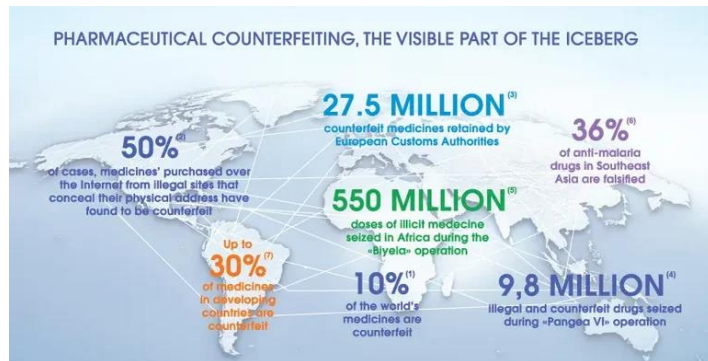
- Complete revision of cloud platform in 2021 & 2022, first go live with the Novartis Authentifield Project
- In 2023 migration of all existing solutions (PURPL, NIRONE™ etc.) and roll-out for all companies in the Group
- All solutions based on NIRONE™ sensors use data models created with Artificial Intelligence / Neuronal Networks
- The technology is made available to all companies in the Group for new applications and business models



Anti-Counterfeiting of Pharmaceuticals – Use of Artificial Intelligence

Solutions for pharma to identify fake medicine with their world-wide task forces

- Counterfeiting of medicines is continuously increasing and becoming more and more dangerous
- The NIRONE™ Solution platform enables a fast project realization and roll-out
- The amount of data to generate models and the huge number of necessary calculation models demands so far unknown processing automatization and use of artificial intelligence



Authentifield by Novartis - Anti-Counterfeiting of Pharmaceuticals

Solutions for pharma to identify fake medicine with their world-wide task forces

- Novartis won as first strategic partner for their Authentifield project
- Project on track, infrastructure & devices on-site for final tests, roll-out 2023
- More projects in pipeline with other Pharma's – still in trials / negotiations



Fighting fake medicines

Fake drugs are on the rise globally. To help remedy this situation, which kills hundreds of thousands of people every year, Novartis is using novel digital tools to detect counterfeit drugs and support crime fighters around the world in their quest to prevent falsified medicines from reaching the market.

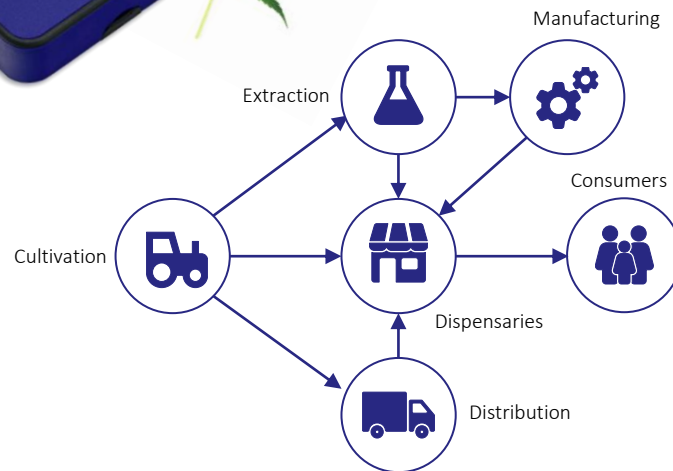
Cannabis and Hemp Potency Measurement

“Purpl PRO™ puts the power of the Lab in your pocket”

- Based on Spectral Engines' NIRONE™ Sensor, Nynomic's Cloud and Machine Learning / Artificial Intelligence Platform
- On-site, instant measurement of THC, CBD, water activity and moisture in base version
- New, pay-per-month data models for extracts – market is forecasted to be 10 to 15 times bigger than flower market
- Expanding from B2C to B2B – now targeting growers, production facilities, retailers and consumers
- Legalization in Germany is closely accompanied by lobbying and in focus



PURPL PRO
INSTANT CANNABIS POTENCY MEASUREMENT



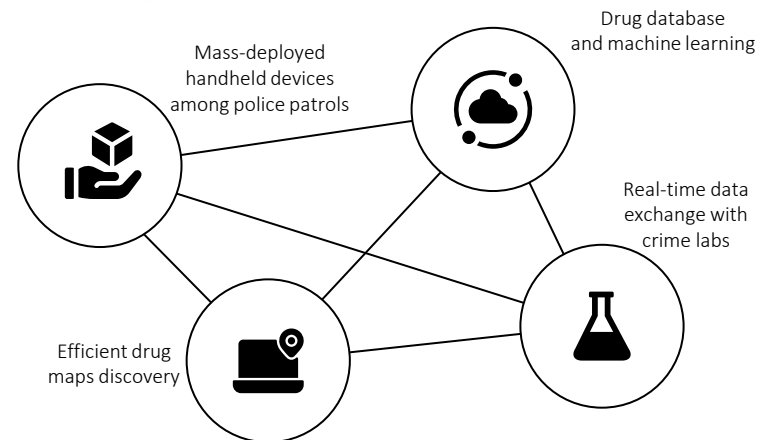
Combating Illicit Drug Substances

All-in-one solution for authorities to investigate illegal narcotics worldwide

- TACTISCAN – world's first portable device for non-contact and non-destructive drug screening -sets a new level in terms of safety and efficiency with no officer exposure
- NIRONE™ – based System Platform, worldwide available via Nynomic Cloud
- Data models based on Artificial Intelligence (AI) / Neural Networks
- Complete solution, highly scalable, specifically adaptable on customers demands



 TACTISCAN



Combating Illicit Drug Substances

Integration in modular law enforcement vehicle, based on Tesla



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Meeting the Needs for a Wide Range of Photonic Applications

The Nynomic Group is an expert in non-destructive optical measurement

- High-precision measurement and processing of light
- Spectroscopy and photometry as core technology
- Smart Sensor concepts – easy to use and ready to scale up
- Ready to integrate in high-scalable machines, systems and vehicles
- Cloud solution – fully scalable from web platforms to on-premise
- Data processing and prediction based on Artificial Intelligence / Neuronal Networks



Outlook – Markets & Applications

What are the challenges in the future?

- Environmental Protection – Management of resources & regulatory
- Energy Management – Faster transition to renewable energies
- Health – Demand for molecular diagnostics and PCR / Trend to point-of-care
- Sensor to the Spot – SMART and distributed - integrated in machines, plants, devices
- Population Growth – Best usage of our natural resources
- Consumer Applications – Miniaturization / Hand-held applications
- Industry 4.0 – From quality monitoring to production control



Smart Industry



Smart Farming



Smart Homes



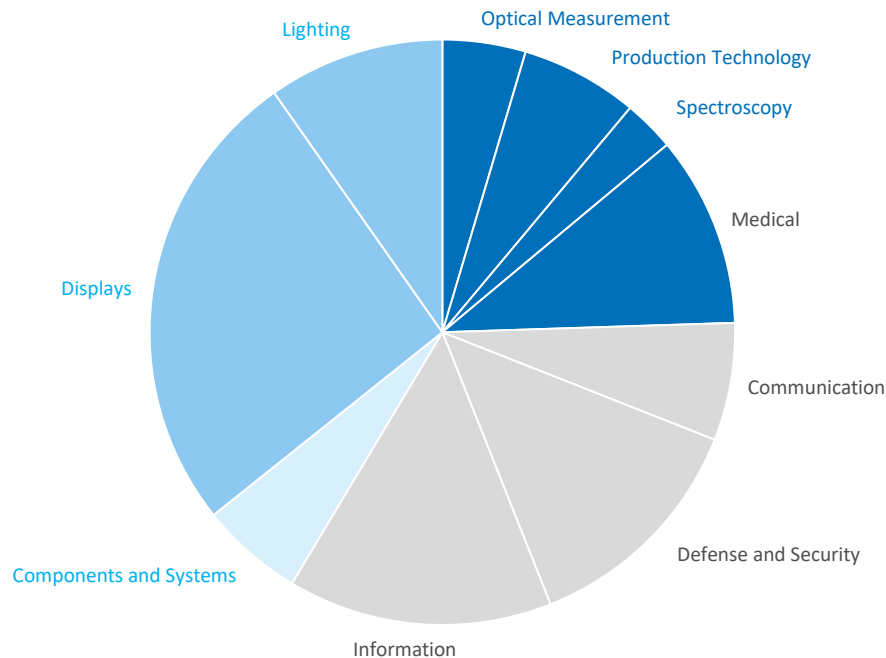
Portable Devices

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Nynomic serves many Markets in Photonics with significant Growth Potential

Photonics Sensors & Systems: 2021 \$120 billion, CAGR thru 2025: 10% to \$178 billion



NYNOMIC
THE PHOTONICS GROUP



Thank you!

Disclaimer

This document includes forward looking statements on Nynomic AG, its subsidiaries and associates, and on the economic and political conditions that may influence the business performance of Nynomic AG.

All these statements are based on assumptions made by the Executive Board using information available to it at the time.

Should these assumptions prove to be wholly or partly incorrect, or should further risks arise, actual business performance may differ from that expected.

The Executive Board therefore cannot assume any liability for the statements made.