Technology - Germany

Buy (old: Buy)

EUR 57.00 (old: EUR 57.00)

Acquisition broadens problem solving abilities

Topic: Nynomic announced the acquisition of a 31.25% stake in NLIR. While still being comparably small, its unique technological focus should further strengthen Nynomic's problem solving abilities and hence yield significant cross-selling opportunities going forward.

In detail, **Nynomic acquired 31.25% of Danish NLIR ApS**, a spin-off company from the Photonics Engineering Department of the Technical University of Denmark, which is set to become the eleventh pillar of the group despite the current minority shareholding. Based on the achievement of certain milestones, Nynomic has already **secured options to expand its stake going forward**. While the valuation has not been disclosed, we estimate it to be in the low single-digit \in m range (eNuW: \in 1.5m), largely in line with the expected sales volume of \in 1-1.5m (eNuW) this year.

Strategically highly sensible transaction. NLIR's patented measurement technology enables, for the first time ever, the use of mid-infrared (MIR) sensors on an industrial scale (high analysis speed despite low system costs compared to competitive products), which is seen to be complementary to Nynomic's successful near-infrared sensors. Some application areas include optical coating testing of semiconductor wafers during production and a more precise detection of waste plastics in recycling.

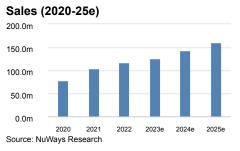
While NLIR offers only a limited financial impact in the short-term, cross selling opportunities across Nynomic's customer base should allow for **strong sales growth during mid- to long-term** (eNuW > \in 10m sales with EBIT margins on group level).

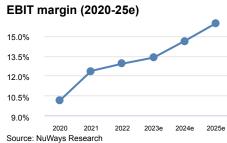
Additional positive newsflow ahead. During H2, Nynomic is seen to report further sequential operational improvements following a weak Q1 (project postponements and delayed call-offs). In detail, we expect \in 73.5m sales (+17% yoy) and \in 13m EBIT (+52% yoy). Further, we expect the company to announce at least one additional (potentially larger) acquisition during the next 6-12 months.

Nynomic looks poised for attractive sales and margin growth during the mid-term as reflected by the recently raised mid-term guidance (€ 200m sales and a 16-19% EBIT margin during the next 3-5 years). Yet, this does not seem adequately reflected by the current valuation of 8.1x EV/EBIT 2024e. We hence reiterate our BUY rating with a € 57 PT based on DCF.

Y/E 31.12 (EUR m)	2020	2021	2022	2023e	2024e	2025e
Sales	78.6	105.1	116.8	126.3	142.7	160.3
Sales growth	21.1%	33.8%	11.2%	8.1%	13.0%	12.3%
EBITDA	11.4	17.0	19.2	21.1	25.2	30.0
Net debt (if net cash=0)	17.3	6.0	2.7	-22.4	-36.4	-53.0
FCF	4.5	16.4	7.1	6.6	14.0	16.6
Net Debt/EBITDA	1.5	0.4	0.1	0.0	0.0	0.0
EPS pro forma	0.83	1.37	1.26	1.34	1.76	2.21
EBITDA margin	14.6%	16.2%	16.4%	16.7%	17.6%	18.7%
ROCE	10.1%	13.6%	14.7%	14.5%	15.6%	16.9%
EV/sales	2.4	1.8	1.6	1.5	1.2	1.0
EV/EBITDA	16.2	11.0	9.9	8.7	6.7	5.1
PER	38.4	23.1	25.1	23.7	18.1	14.3
Adjusted FCF yield	2.7%	4.5%	4.2%	5.1%	6.9%	9.5%

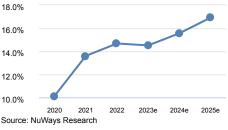
Source: Company data, NuWays, Close price as of 06.10.2023







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Company description

Nynomic is a leading supplier of optical metrology solutions, which are based on spectroscopy. Simply put, by measuring the spectrum of light that is emitted by an object one can contactless determine the color, temperature, density and even chemical composition of such.

10.10.2023



Market data							
Share price (in €)	32.50						
Market cap (in € m)	205.8						
Number of shares (in m pcs)	6.5						
Enterprise value (in € m)	183.4						
Ø trading volume (6 months)	6,200						

	Identifier
Bloomberg	M7U GR
Reuters	M7UG
WKN	A0MSN1
ISIN	DE000A0MSN11

Key shareholders	
Management & Supervisory Board	21.4%
Berenberg Asset Manage- ment	4.2%
Paladin Asset Management Free Float	3.5% 70.9%

	Estimates	changes	5
	<u>2023e</u>	2024e	2025e
ales	0%	0%	0%
BIT	0%	0%	0%

EBIT 0% 0% EPS 0% 0% 2.21 .7% Comment on changes

Guidance

- Sales: single-digit yoy growth
- EBIT margin: yoy impovement

0%



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Financials

Net sales				2023e	2024e	2025e
	78.6	105.1	116.8	126.3	142.7	160.3
Sales growth	21.1%	33.8%	11.2%	8.1%	13.0%	12.3%
Increase/decrease in finished goods and work-in-process	2.8	2.3	3.1	0.8	0.5	0.5
Total sales	81.3	107.4	119.9	127.1	143.2	160.8
Other operating income	0.6	1.1	0.9	1.3	1.4	1.6
Material expenses	32.6	46.5	51.2	52.4	58.8	65.6
Personnel expenses	28.5	33.5	36.9	40.7	45.0	49.6
Other operating expenses	9.5	11.5	13.6	14.1	15.7	17.3
Total operating expenses	69.9	90.4	100.7	106.0	118.0	130.8
EBITDA	11.4	17.0	19.2	21.1	25.2	30.0
Depreciation	2.7	3.2	3.3	3.4	3.5	3.5
EBITA	8.8	13.8	15.9	17.7	21.7	26.4
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.8	0.8	0.8	0.8	0.8	0.8
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	8.0	13.0	15.1	16.9	20.9	25.6
Interest income	0.0	0.0	0.0	0.0	0.0	0.0
Interest expenses	0.7	0.7	0.7	0.9	0.6	0.6
Investment income	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	-0.7	-0.6	-0.7	-0.9	-0.6	-0.6
Recurring pretax income from continuing operations	7.3	12.4	14.4	16.0	20.3	25.1
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	7.3	12.4	14.4	16.0	20.3	25.1
Income tax expense	2.1	2.9	4.4	4.6	5.9	7.3
Net income from continuing operations	5.2	9.5	9.9	11.4	14.4	17.8
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
Net income	5.2	9.5	9.9	11.4	14.4	17.8
Minority interest	0.8	1.7	2.5	2.7	3.0	3.4
Net profit (reported)	4.4	7.9	7.4	8.7	11.4	14.4
Average number of shares	5.3	5.7	5.9	6.5	6.5	6.5
EPS reported	0.83	1.37	1.26	1.34	1.76	2.21

Profit and loss (common size)	2020	2021	2022	2023e	2024e	2025e
Net sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Sales growth	21.1%	33.8%	11.2%	8.1%	13.0%	12.3%
Increase/decrease in finished goods and work-in-process	3.6%	2.2%	2.7%	0.6%	0.4%	0.3%
Total sales	103.6%	102.2%	102.7%	100.6%	100.4%	100.3%
Other operating income	0.8%	1.1%	0.8%	1.0%	1.0%	1.0%
Material expenses	41.5%	44.3%	43.9%	41.5%	41.2%	40.9%
Personnel expenses	36.2%	31.8%	31.6%	32.2%	31.5%	30.9%
Other operating expenses	12.1%	11.0%	11.6%	11.2%	11.0%	10.8%
Total operating expenses	89.0%	86.0%	86.3%	83.9%	82.7%	81.6%
EBITDA	14.6%	16.2%	16.4%	16.7%	17.6%	18.7%
Depreciation	3.4%	3.1%	2.8%	2.7%	2.4%	2.2%
EBITA	11.2%	13.1%	13.6%	14.0%	15.2%	16.5%
Amortisation of goodwill	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Amortisation of intangible assets	1.0%	0.8%	0.7%	0.6%	0.6%	0.5%
Impairment charges	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EBIT (inc revaluation net)	10.1%	12.4%	12.9%	13.4%	14.6%	16.0%
Interest income	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Interest expenses	0.9%	0.6%	0.6%	0.7%	0.4%	0.4%
Investment income	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Financial result	neg.	neg.	neg.	neg.	neg.	neg.
Recurring pretax income from continuing operations	9.3%	11.8%	12.3%	12.7%	14.3%	15.6%
Extraordinary income/loss	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Earnings before taxes	9.3%	11.8%	12.3%	12.7%	14.3%	15.6%
Tax rate	29.0%	23.1%	30.9%	29.0%	29.0%	29.0%
Net income from continuing operations	6.6%	9.1%	8.5%	9.0%	10.1%	11.1%
Income from discontinued operations (net of tax)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net income	6.6%	9.1%	8.5%	9.0%	10.1%	11.1%
Minority interest	1.0%	1.6%	2.1%	2.1%	2.1%	2.1%
Net profit (reported)	5.6%	7.5%	6.4%	6.9%	8.0%	9.0%
Source: Company data, NuWays						

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Balance sheet (EUR m)	2020	2021	2022	2023e	2024e	2025e
Intangible assets	36.2	42.1	46.9	46.9	46.9	46.9
Property, plant and equipment	14.7	17.3	19.0	19.3	19.7	20.1
Financial assets	0.5	0.4	0.6	1.1	1.1	1.1
FIXED ASSETS	51.5	59.9	66.5	67.2	67.7	68.1
Inventories	15.1	18.8	23.8	28.1	28.5	32.1
Accounts receivable	12.3	11.8	16.4	18.0	19.5	22.0
Other assets and short-term financial assets	1.9	1.6	2.4	2.4	2.4	2.4
Liquid assets	22.1	26.7	26.6	41.4	55.4	72.0
Deferred taxes	0.2	1.4	2.7	2.7	2.7	2.7
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	51.6	60.4	72.0	92.6	108.7	131.2
TOTAL ASSETS	103.0	120.3	138.4	159.9	176.3	199.3
SHAREHOLDERS EQUITY	48.1	62.4	70.6	101.1	116.5	135.3
MINORITY INTEREST	40.1 2.9	4.1	6.4	6.4	6.4	6.4
	0.0	4.1 0.0	0.4	0.4	0.4	0.4
Provisions for pensions and similar obligations						
Other provisions and accrued liabilities	1.5	0.0	0.0	0.0	0.0	0.0
Short-term liabilities to banks	4.9	4.2	4.3	4.3	4.3	4.3
Accounts payable	4.9	4.8	6.6	8.0	9.0	13.2
Advance payments received on orders	0.0	1.8	4.8	4.8	4.8	4.8
Other liabilities (incl. from lease and rental contracts)	5.1	11.2	17.1	17.1	17.1	17.1
Deferred taxes	0.0	3.1	3.5	3.5	3.5	3.5
Deferred income	1.1	0.1	0.2	0.0	0.0	0.0
	10.0	17.8	28.5	29.9	30.9	35.1
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	103.0	120.3	138.4	159.9	176.3	199.3
Balance sheet (common size)	2020	2021	2022	2023e	2024e	2025e
Intangible assets	35.1%	35.0%	33.9%	29.3%	26.6%	23.5%
Property, plant and equipment	14.3%	14.4%	13.7%	12.0%	11.2%	10.1%
Financial assets	0.5%	0.4%	0.4%	0.7%	0.6%	0.5%
FIXED ASSETS	50.0%	49.8%	48.0%	42.1%	38.4%	34.2%
Inventories	14.6%	15.6%	17.2%	17.5%	16.2%	16.1%
Accounts receivable	11.9%	9.8%	11.9%	11.3%	11.1%	11.0%
Other assets and short-term financial assets	1.8%	1.4%	1.7%	1.5%	1.4%	1.2%
Liquid assets	21.5%	22.2%	19.2%	25.9%	31.4%	36.1%
Deferred taxes	0.2%	1.2%	2.0%	1.7%	1.6%	1.4%
Deferred charges and prepaid expenses	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
CURRENT ASSETS	50.0%	50.2%	52.0%	57.9%	61.6%	65.8%
TOTAL ASSETS	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
	46 70/	E4 00/	E4 09/	62 20/	CC 49/	67.09/
SHAREHOLDERS EQUITY	46.7%	51.9%	51.0%	63.2%	66.1%	67.9%
MINORITY INTEREST	2.8%	3.4%	4.6%	4.0%	3.6%	3.2%
Provisions for pensions and similar obligations	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other provisions and accrued liabilities	1.4%	0.0%	0.0%	0.0%	0.0%	0.0%
Short-term liabilities to banks	4.8%	3.5%	3.1%	2.7%	2.4%	2.2%
Accounts payable	4.8%	4.0%	4.8%	5.0%	5.1%	6.6%
Advance payments received on orders	0.0%	1.5%	3.5%	3.0%	2.7%	2.4%
Other liabilities (incl. from lease and rental contracts)	5.0%	9.3%	12.4%	10.7%	9.7%	8.6%
Deferred taxes	0.0%	2.5%	2.5%	2.2%	2.0%	1.7%
Deferred income	1.1%	0.1%	0.1%	0.0%	0.0%	0.0%
CURRENT LIABILITIES	9.8%	14.8%	20.6%	18.7%	17.5%	17.6%
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Source: Company data, NuWays

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Cash flow statement (EUR m)	2020	2021	2022	2023e	2024e	2025e
Net profit/loss	5.2	9.5	9.9	11.4	14.4	17.8
Depreciation of fixed assets (incl. leases)	2.7	3.2	3.3	3.4	3.5	3.5
Amortisation of goodwill & intangible assets	0.8	0.8	0.8	0.8	0.8	0.8
Others	-2.4	-1.4	-1.2	0.0	0.0	0.0
Cash flow from operating activities	2.9	13.8	5.6	6.9	14.4	17.0
Increase/decrease in inventory	-3.4	-3.8	-5.0	-4.3	-0.5	-3.5
Increase/decrease in accounts receivable	-2.8	0.5	-4.6	-1.6	-1.6	-2.4
Increase/decrease in accounts payable	1.3	-0.1	1.8	1.3	1.0	4.2
Increase/decrease in other working capital positions	1.1	2.1	-0.0	-5.0	-4.0	-4.0
Increase/decrease in working capital	-3.9	-1.2	-7.9	-9.5	-5.0	-5.8
Cash flow from operating activities	6.4	17.8	9.7	11.1	18.7	21.4
CAPEX	1.9	1.4	2.6	4.5	4.7	4.8
Payments for acquisitions	5.1	3.9	0.0	0.0	0.0	0.0
Financial investments	0.0	0.0	0.0	0.5	0.0	0.0
Income from asset disposals	0.1	0.0	0.0	0.0	0.0	0.0
Cash flow from investing activities	-6.9	-5.3	-2.6	-5.0	-4.7	-4.8
Cash flow before financing	-0.5	12.5	7.1	6.1	14.0	16.6
Increase/decrease in debt position	1.3	-8.4	-6.8	-10.2	0.0	0.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	13.4	0.6	0.4	18.9	0.0	0.0
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0
Others	-2.4	-1.4	-1.2	0.0	0.0	0.0
Effects of exchange rate changes on cash	-0.2	0.6	0.3	0.0	0.0	0.0
Cash flow from financing activities	12.3	-9.2	-7.6	8.7	0.0	0.0
Increase/decrease in liquid assets	11.6	3.9	-0.2	14.8	14.0	16.6
Liquid assets at end of period	22.1	26.7	26.6	41.4	55.4	72.0
Key ratios (EUR m)	2020	2021	2022	2023e	2024e	2025e
P&L growth analysis						
Sales growth	21.1%	33.8%	11.2%	8.1%	13.0%	12.3%
EBITDA growth	-13.7%	78.1%	67.8%	24.1%	31.1%	42.0%
EBIT growth	296.9%	594.2%	513.5%	252.3%	-100.0%	-100.0%
EPS growth	-39.0%	58.5%	52.9%	-2.6%	39.0%	65.5%
Efficiency						
Sales per employee	83.7	99.2	103.7	101.3	107.3	114.1
EBITDA per employee	12.2	16.0	17.0	16.9	18.9	21.3
No. employees (average)	939	1,060	1,126	1,246	1,329	1,405
Balance sheet analysis						
Avg. working capital / sales	25.4%	22.3%	22.0%	24.6%	23.7%	21.9%
Inventory turnover (sales/inventory)	5.2	5.6	4.9	4.5	5.0	5.0
Accounts receivable turnover	57.1	40.9	51.3	52.0	50.0	50.0
Accounts payable turnover	22.8	22.8	23.0	23.0	23.0	30.0
Cash flow analysis						
Free cash flow	4.5	16.4	7.1	6.6	14.0	16.6
Free cash flow/sales	5.8%	15.6%	6.1%	5.2%	9.8%	10.4%
FCF / net profit	87.2%	171.9%	71.5%	58.0%	96.9%	93.3%
Capex / sales	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Solvency						
Net debt	17.3	6.0	2.7	-22.4	-36.4	-53.0
Net Debt/EBITDA	1.5	0.4	0.1	0.0	0.0	0.0
Dividend payout ratio	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Interest paid / avg. debt	2.3%	2.0%	2.1%	3.4%	2.4%	3.0%
Returns						
ROCE	10.1%	13.6%	14.7%	14.5%	15.6%	16.9%
ROE	9.1%	12.6%	10.5%	8.6%	9.8%	10.6%
			4.2%	5.1%	6.9%	9.5%
Adjusted FCF yield	2.7%	4.5%				
Dividend yield	2.7% 0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Dividend yield DPS	2.7% 0.0% 0.0	0.0% 0.0	0.0% 0.0	0.0% 0.0	0.0	0.0
Dividend yield DPS EPS reported	2.7% 0.0% 0.0 0.83	0.0% 0.0 1.37	0.0% 0.0 1.26	0.0% 0.0 1.34	0.0 1.76	0.0 2.21
Dividend yield DPS EPS reported Average number of shares	2.7% 0.0% 0.0	0.0% 0.0	0.0% 0.0	0.0% 0.0	0.0	0.0
Dividend yield DPS EPS reported Average number of shares Valuation ratios	2.7% 0.0% 0.0 0.83 5.3	0.0% 0.0 1.37 5.7	0.0% 0.0 1.26 5.9	0.0% 0.0 1.34 6.5	0.0 1.76 6.5	0.0 2.21 6.5
Dividend yield DPS EPS reported Average number of shares Valuation ratios P/BV	2.7% 0.0% 0.0 0.83 5.3 3.5	0.0% 0.0 1.37 5.7 2.9	0.0% 0.0 1.26 5.9 2.6	0.0% 0.0 1.34 6.5 2.0	0.0 1.76 6.5 1.8	0.0 2.21 6.5 1.5
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Disclosures

Disclosures regarding research publications of NuWays AG pursuant to section 85 of the German Securities Trading Act (WpHG)

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Company	Disclosures
Nynomic AG	2,8

Historical target	price and rating change	s for Nynomic AG			
Company	Date	Analyst	Rating	Target Price	Close
Nynomic AG	01.12.2022	Sandherr, Christian	Buy	EUR 50.00	EUR 37.45

Update - 10.10.2023

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The adj. FCF method is based on the assumption that investors purchase assets only at a price (enterprise value) at which the operating cash flow return after taxes on this investment exceeds their opportunity costs in the form of a hurdle rate of 7.5%. The operating cash flow is calculated as EBITDA less maintenance capex and taxes.



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8. Miscellaneous

According to Article 4(1) No. i of the delegated regulation 2016/958 supplementing regulation 596/2014 of the European Parliament, further information regarding investment recommendations of the last 12 months are published under:

Date of publication creation: 10/10/2023 07:56 AM Date of publication dissemination: 10/10/2023 07:56 AM

Update - 10.10.2023



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