



Earnings Call Fiscal Year 2023

March 27, 2024

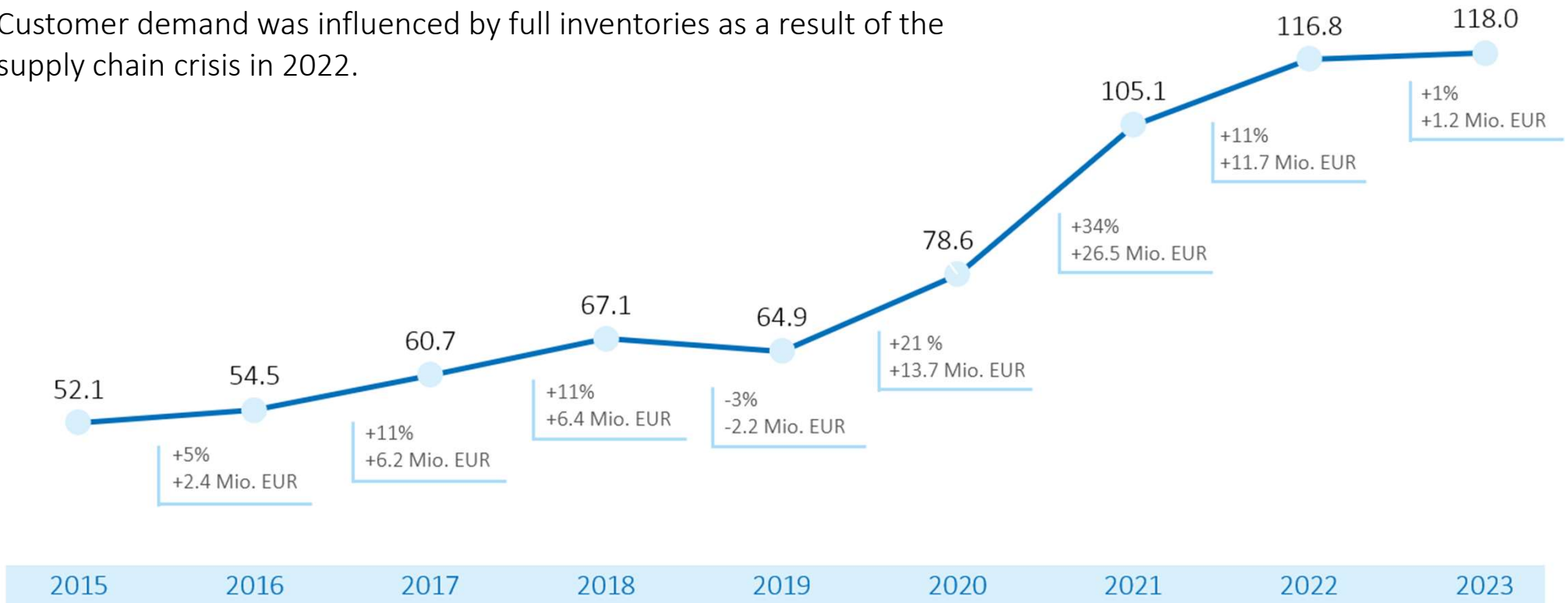
Nynomic Group Earnings Call

- **Finance KPIs 2023**
- Guidance 2024
- Outlook - Products, Technologies & Markets
- Executive Summary

Finance KPIs – Revenue

The year 2023 was characterized by high volatility, with the fourth quarter being the strongest, as announced.

Customer demand was influenced by full inventories as a result of the supply chain crisis in 2022.



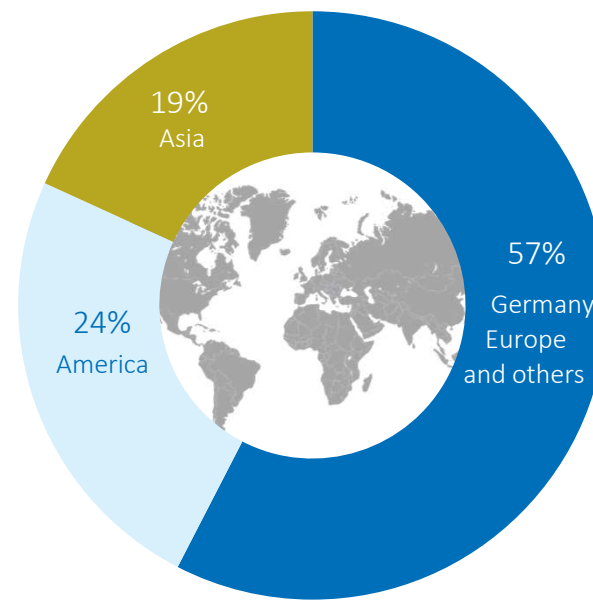
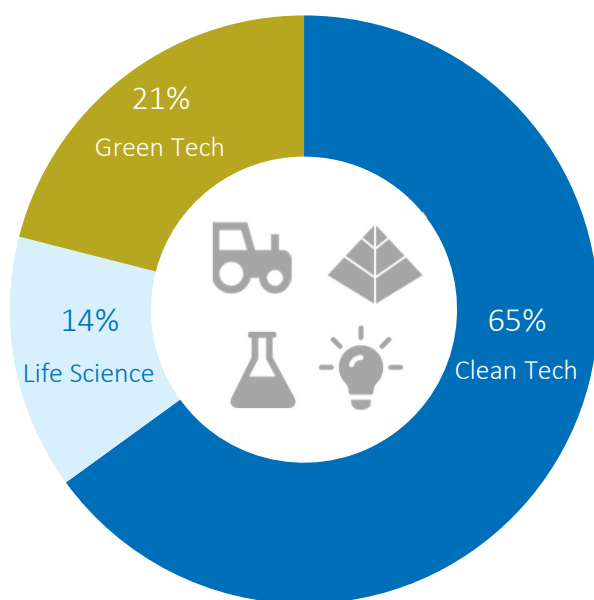
Note: Values in million EUR / for 2023 preliminary figures

03/27/2024 Copyright©2024 Nynomic AG

Finance KPIs – Revenue by Segment and Region

Clean Tech is and will be the dominant segment, driven by a broad basis of OEMs and industrial applications.

Main focus is on Europe and America, also for further acceleration of growth.



Note: all preliminary figures

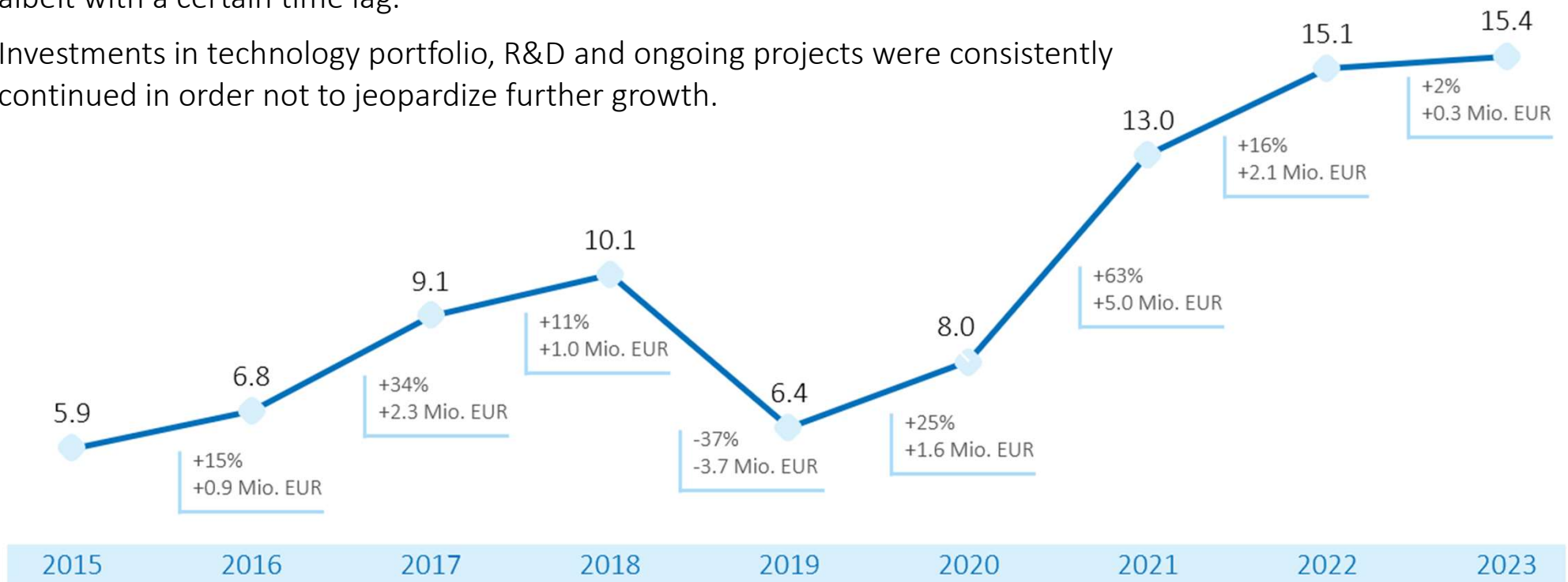
03/27/2024 Copyright©2024 Nynomic AG

Finance KPIs – EBIT

The EBIT margin has been slightly increased, despite the challenging year.

Cost increases due to purchase prices and salary increases led to price adjustments for customers, albeit with a certain time lag.

Investments in technology portfolio, R&D and ongoing projects were consistently continued in order not to jeopardize further growth.



Note: Values in million EUR / for 2023 preliminary figures

03/27/2024 Copyright©2024 Nynomic AG

Finance KPIs – Overview 2023

The main key financial figures continue to show the positive trend of the Nynomic Group

	EoY 2023	EoY 2022	Delta
Revenue	118.0	116.8	1%
EBIT	15.4	15.1	2%
EBIT margin	13.1%	12.9%	2%
Gross profit	75.2	68.7	9%
Orders on hand	53.9	89.5	-40%
Balance sheet total	151.5	138.4	9%
Equity ratio	69%	56%	23%
Cash	21.9	26.6	-18%
Credit institutes liabilities	9.3	16.7	-44%

Note: Values in million EUR / for 2023 preliminary figures

03/27/2024 Copyright©2024 Nynomic AG

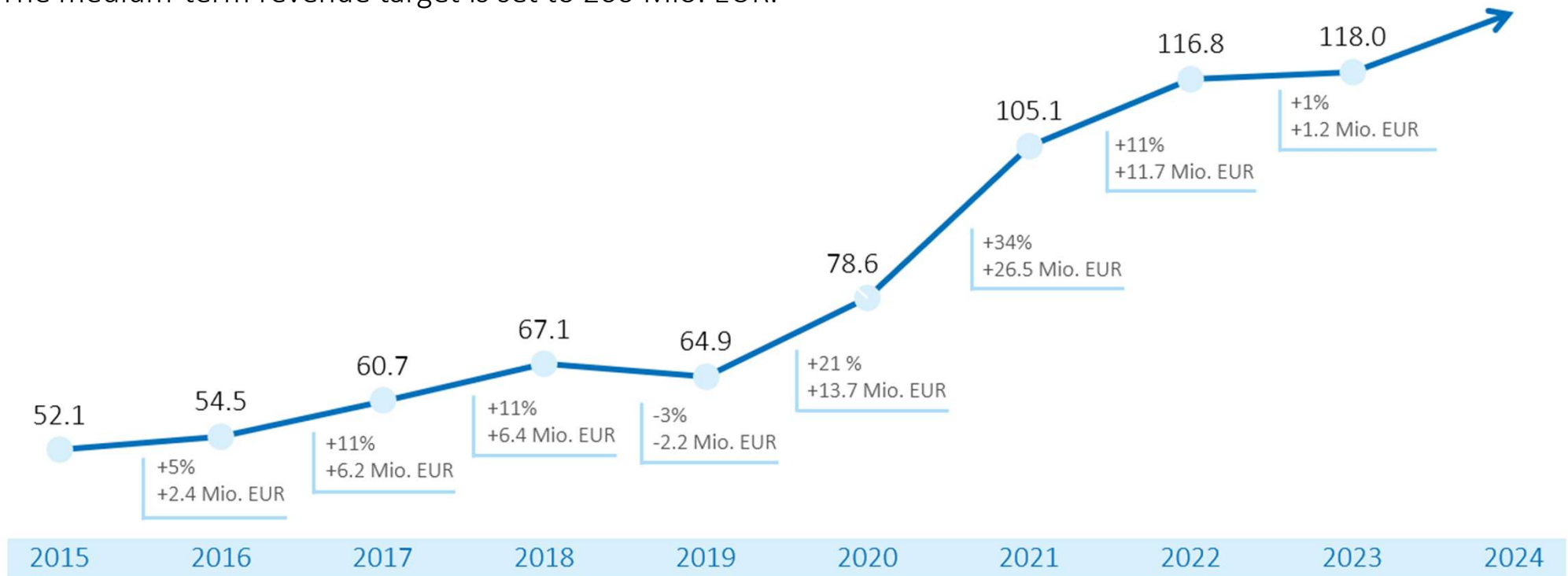
Nynomic Group Earnings Call

- Finance KPIs 2023
- **Guidance 2024**
- Outlook - Products, Technologies & Markets
- Executive Summary

Finance KPIs – Revenue Guidance 2024

Further growth in at least the single-digit percentage range is expected in 2024 due to Nynomic's strong project pipeline and broad product and technology portfolio.

The medium-term revenue target is set to 200 Mio. EUR.



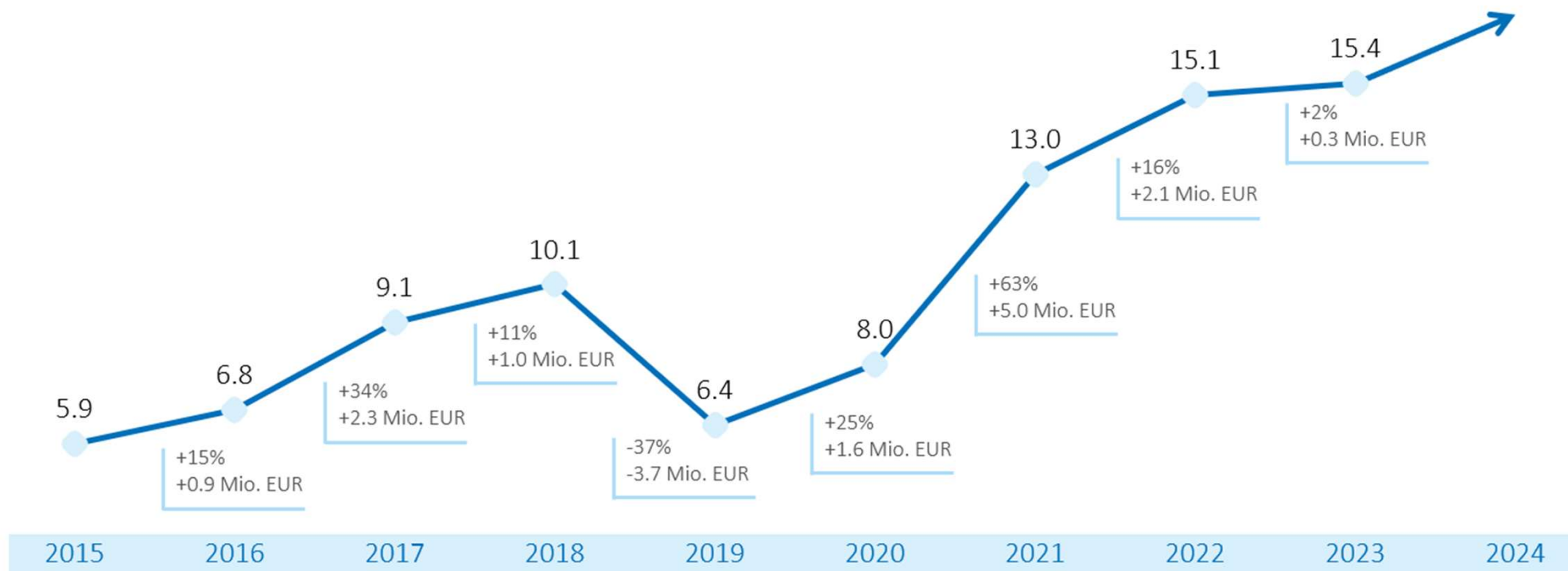
Note: Values in million EUR / for 2023 preliminary figures

03/27/2024 Copyright©2024 Nynomic AG

Finance KPIs – EBIT Guidance 2024

For 2024, a further increase in the EBIT margin is expected, despite the challenging environment.

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



Note: Values in million EUR / for 2023 preliminary figures

03/27/2024 Copyright©2024 Nynomic AG

Outlook Capital Market Communication 2024



- The annual report for 2023 will be published by the end of May 2024 at the latest
- As in previous years, the Management presents at the Equity Forum – Spring Conference in Frankfurt, at the HIT Hamburger Investor Days and the MKK Munich Capital Market Conference
- The Annual General Meeting will be held in Hamburg again this year
- Capital market communication will be further expanded in 2024

Powerful Brands within the Nynomic Group

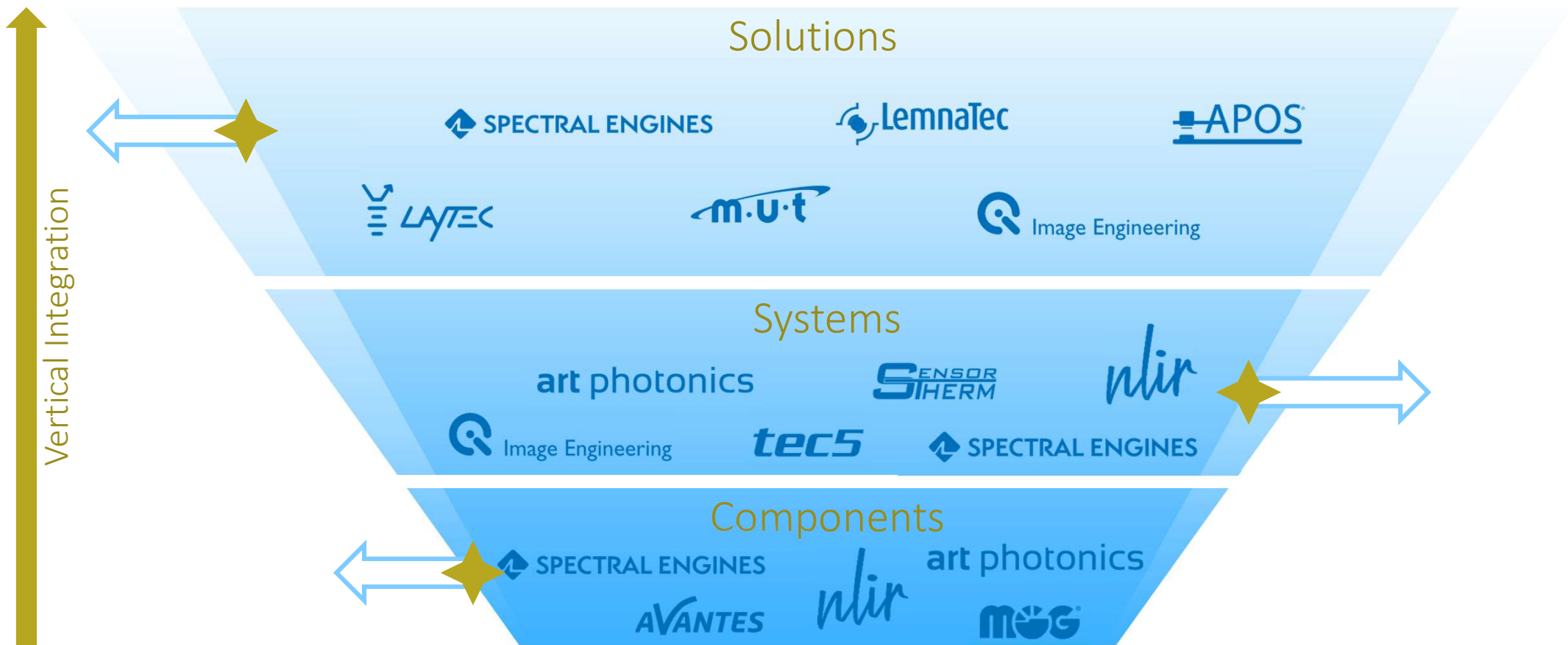
A growing number of companies, acquired strategically and all dedicated to permanent, non-contact and non-destructive optical measurement technology



Nynomic Group Earnings Call

- Finance KPIs 2023
- Guidance 2024
- **Outlook - Products, Technologies & Markets**
- Executive Summary

Nynomic – One-Stop-Shop from Components to Solutions

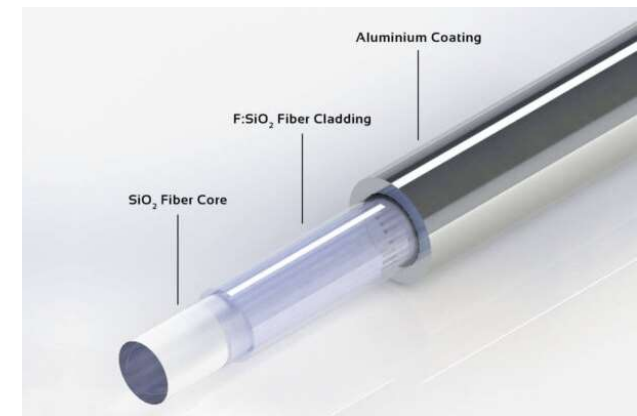
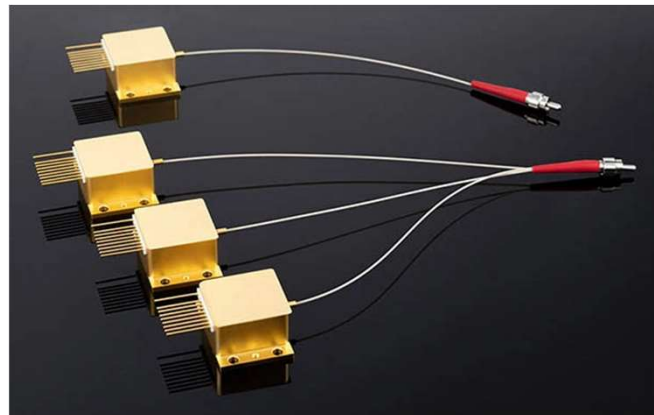


Fibers - Couples Measuring Systems with the Application



art photonics GmbH, one of the worldwide leaders in development and production of specialty fiber products

- Unique technologies of Polycrystalline Mid InfraRed (PIR-) fibers and Metal coated Silica fibers for a broad spectrum from 300 nm to 16 μm
- Coupling optoelectronics components for numerous applications in industry, medicine, environment monitoring and scientific research
- Design and assembly of fiber probes to adapt to the sample at the measurement point in various ways



Mid-Infrared for Scalable Process Applications

nir

NLIR ApS, a spin-off from the Technical University of Denmark

- A novel, patented upconversion technology transfers the mid-infrared (MIR) light into visible light
- The speed and sensitivity is unprecedented and absolutely comparable to the state of the art in UV-VIS and NIR spectroscopy
- This technology fits perfect in Nynomic's portfolio and vice versa
- MIR has significant applicative advantages and the potential to realize further, so far unsolved process applications



Production Control of Semiconductors

Systems for process and quality control of all types of semiconductors, LEDs, LDs and displays

- In-line metrology for Silicon-Semicon – etching, deposition, coating, stripping
- In-situ measurement solutions for Compound-Semicon III-V and II-VI – MOCVD, GaN, GaN HEMT, VCSEL, GaAs, Mapping, etc.





MEMBER OF THE NYNOMIC GROUP

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 to 2023, went live with release Novartis Authentifield Project
- In 2023/2024 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



Solutions Business based on Nynomic Cloud and Artificial Intelligence (AI)

Product Anti-Counterfeiting



Identifying fake products along the supply chain

- Backend ready to go, though highly flexible and customizable
- Backend deployable in customer environments
- Flexible APP platform supporting iOS and Android

Cannabis and Hemp Potency



Purpl PRO® - puts the power of the Lab in your pocket

- Instant measurement of THC, CBD, water activity and moisture
- Expanding from B2C to B2B – targeting growers, production facilities, retailers and consumers
- Legalization in Germany in focus

Combating Illicit Drug Substances



TACTISCAN® - non-contact drug screening solution

- Broad covering of drugs, continuously growing
- Aimed at law enforcement agencies - police, customs, drug squads, security services, etc.
- Highly scalable, operating world-wide

Nynomic Group Earnings Call

- Finance KPIs 2023
- Guidance 2024
- Outlook - Products, Technologies & Markets
- **Executive Summary**

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



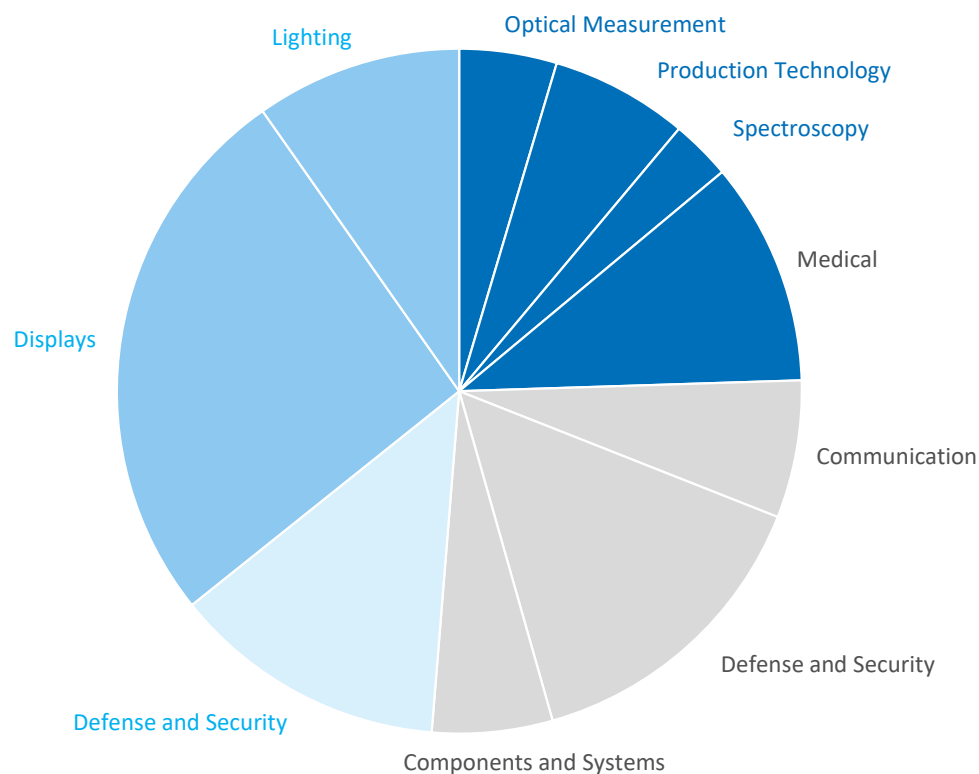
Smart Homes



Portable Devices

Nynomic serves many Markets in Photonics with significant Growth Potential

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





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.