



# Earnings Call Fiscal Year 2024

March 11, 2025

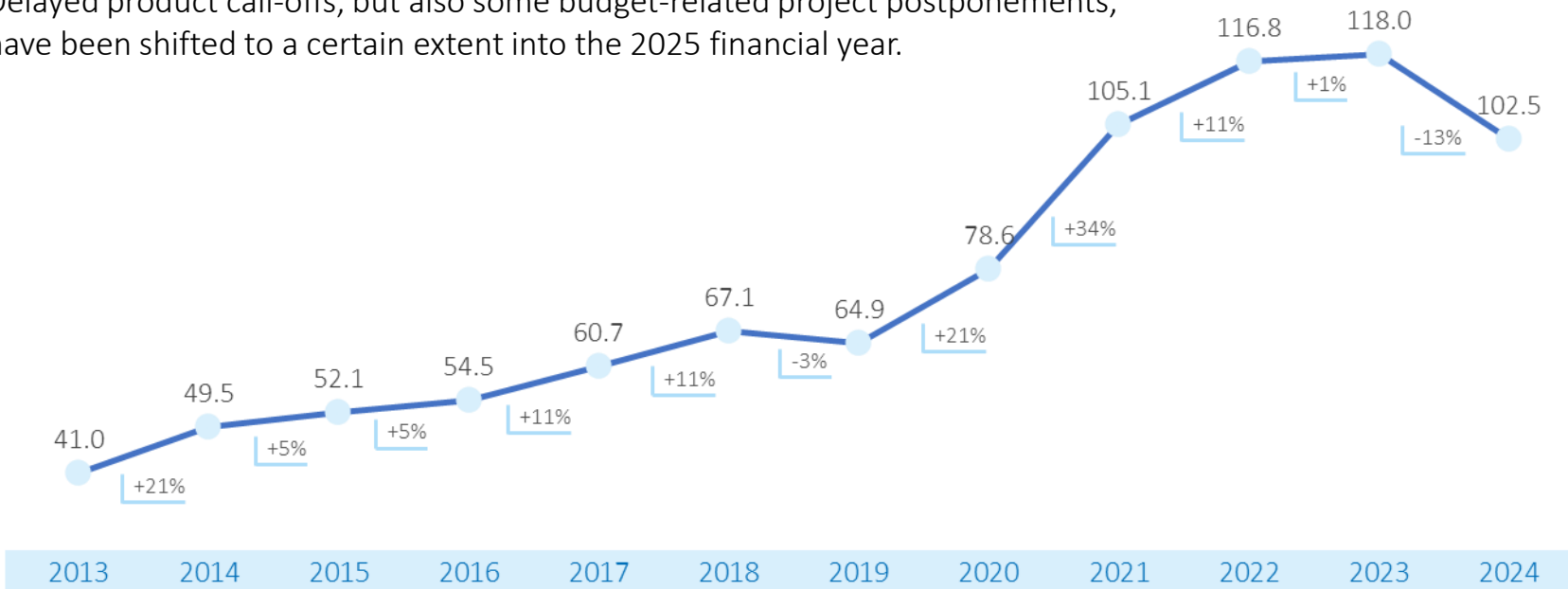
# Nynomic Group Earnings Call

- **Finance KPIs 2024**
- Guidance 2025
- Outlook - Products, Technologies & Markets
- Executive Summary

## Finance KPIs – Revenue

As previously announced, 2024 was again characterized by high volatility, with the fourth quarter being the strongest once again.

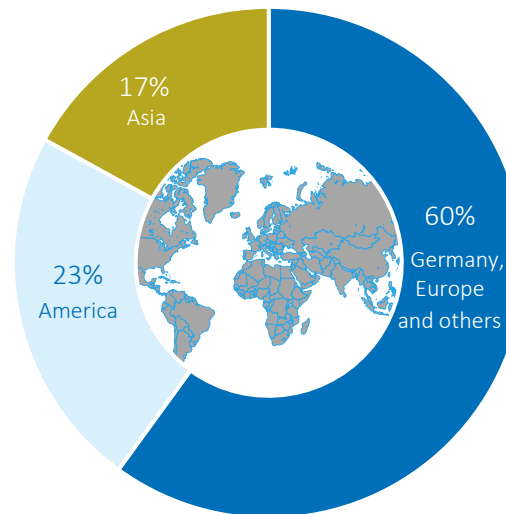
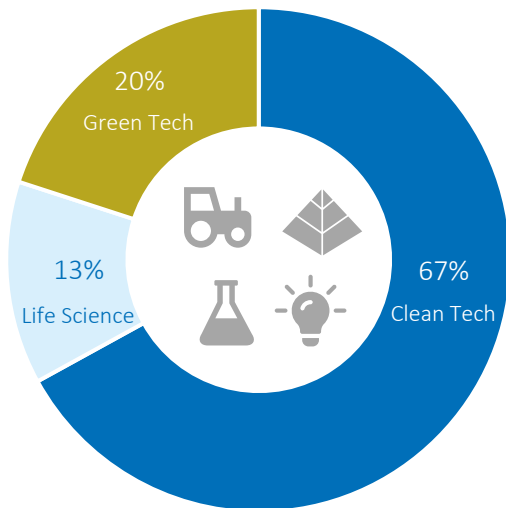
Delayed product call-offs, but also some budget-related project postponements, have been shifted to a certain extent into the 2025 financial year.



## Finance KPIs – Revenue by Segment and Region 2024

Clean Tech (+2% growth) is and will be the dominant segment, driven by a broad basis of OEMs and industrial applications.

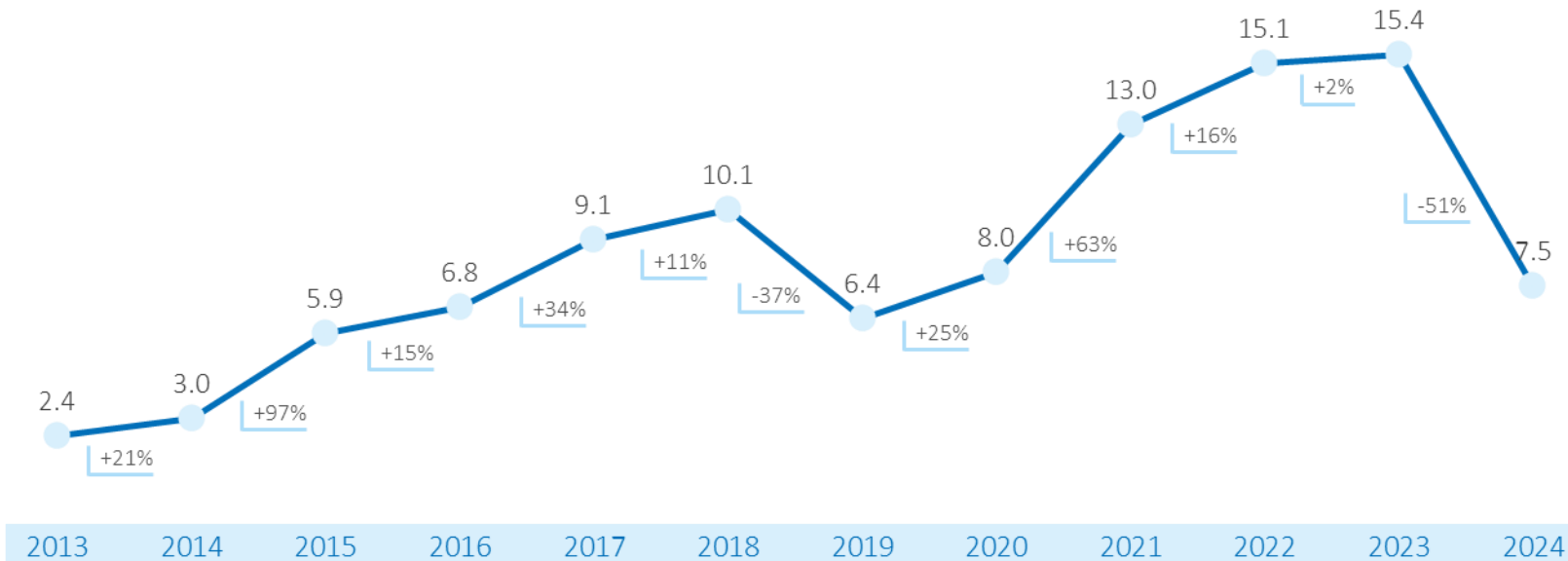
Main focus is on Europe and America, also for further acceleration of growth.



## Finance KPIs – EBIT

The existing cost structure with reduced sales led to a decline in profitability in the 2024 financial year.

Short-term cost optimization measures are implemented. However, strategic investments, particularly in sales and R&D (expansion of the technology portfolio), continued to be strongly pursued.



## Finance KPIs – Overview 2024

The key financial figures are below the previous year's figures, although corresponding special effects should be noted

	<b>EoY 2024</b>	<b>EoY 2023</b>	<b>Delta</b>
<b>Revenue</b>	102.5	118.0	-13%
<b>EBIT</b>	7.5	15.4	-51%
<b>EBIT margin</b>	7.3%	13.1%	-44%
<b>Cash</b>	16.3	21.9	-26%
<b>Credit institutes liabilities</b>	4.9	9.3	-47%
<b>Orders on hand</b>	47.5	53.9	-12%
<b>Employees</b>	582	535	9%

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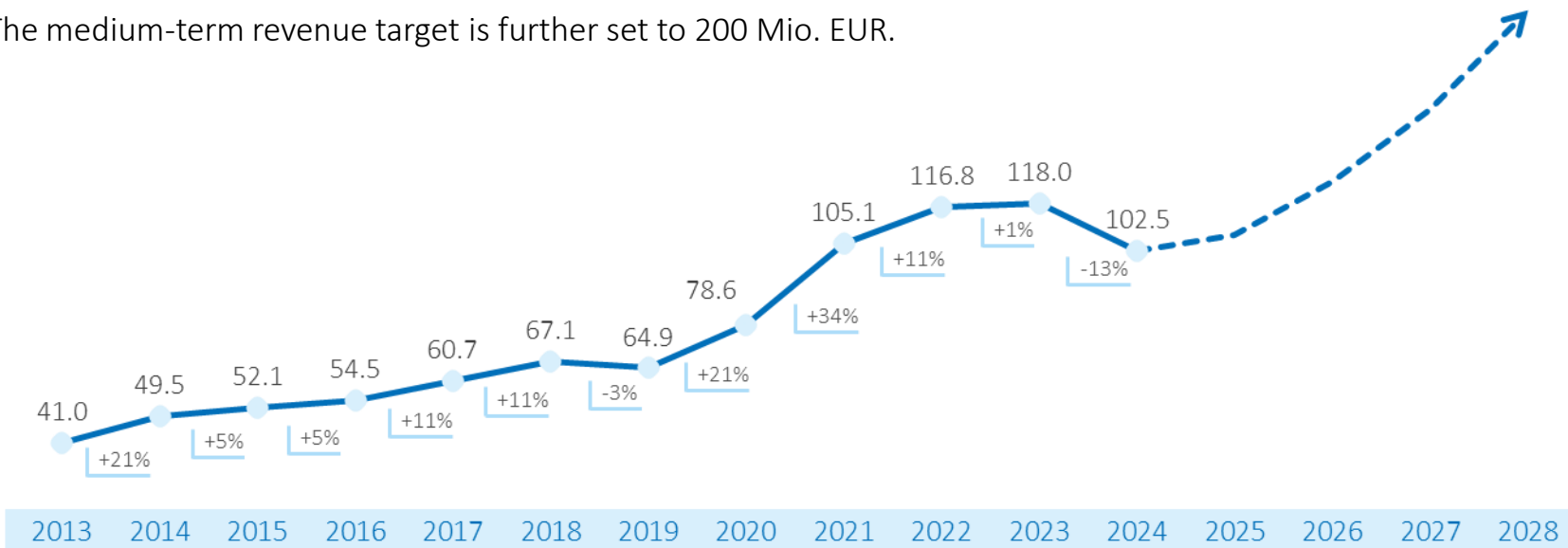
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## Finance KPIs – Revenue Guidance 2025

Growth in at least the single-digit percentage range is expected in 2025 due to Nynomic's strong project pipeline and broad product and technology portfolio.

Currently expected range 105 - 110 Mio. EUR.

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



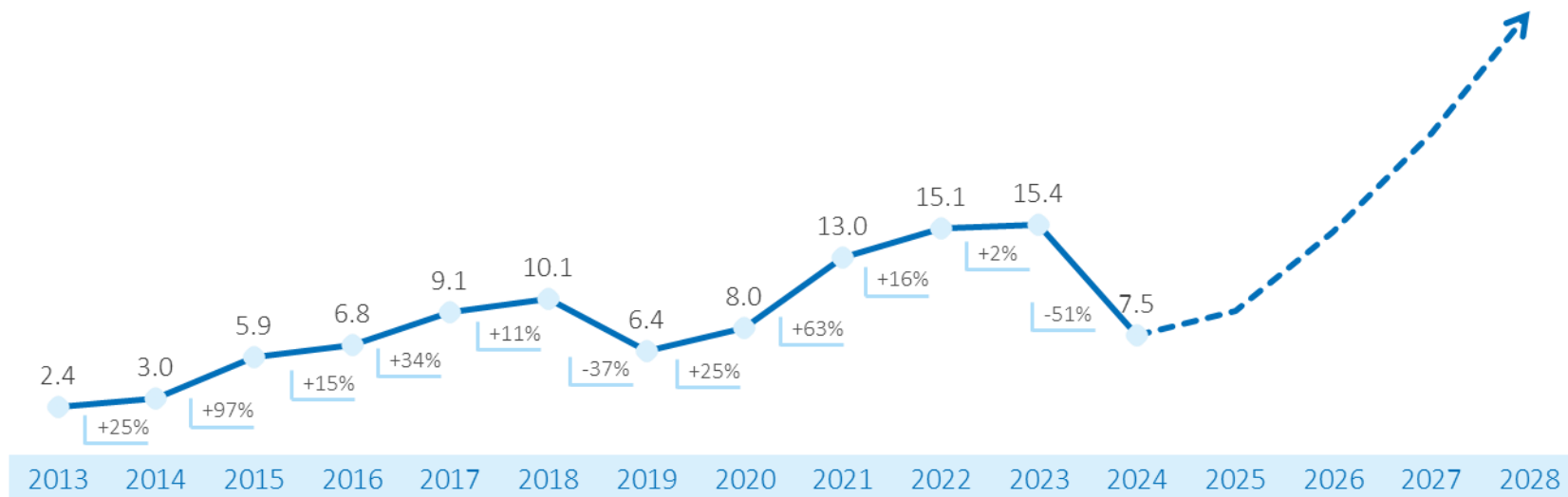


## Finance KPIs – EBIT Guidance 2024

For 2025, an increase in the EBIT margin is expected, despite the challenging environment.

Currently expected range 8.5 - 10.0 Mio. EUR.

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



## Outlook Capital Market Communication 2025



- The annual report for 2024 will be published by the end of May 2025 at the latest
- The Management will currently present at the Equity Forum - Spring Conference in Frankfurt, at the HIT Hamburg Investor Days and the MKK Munich Capital Market Conference
- The Annual General Meeting will be held on July 8
- Capital market communication will be further expanded in 2025

# Share Price Development



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# 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

**art photonics**

**SENSOR THERM**

**nir**

**Image Engineering**

**mog**

**LemnaTec**

**SPECTRAL ENGINES**

**m.u.t**

**tec5**

**AVANTES**

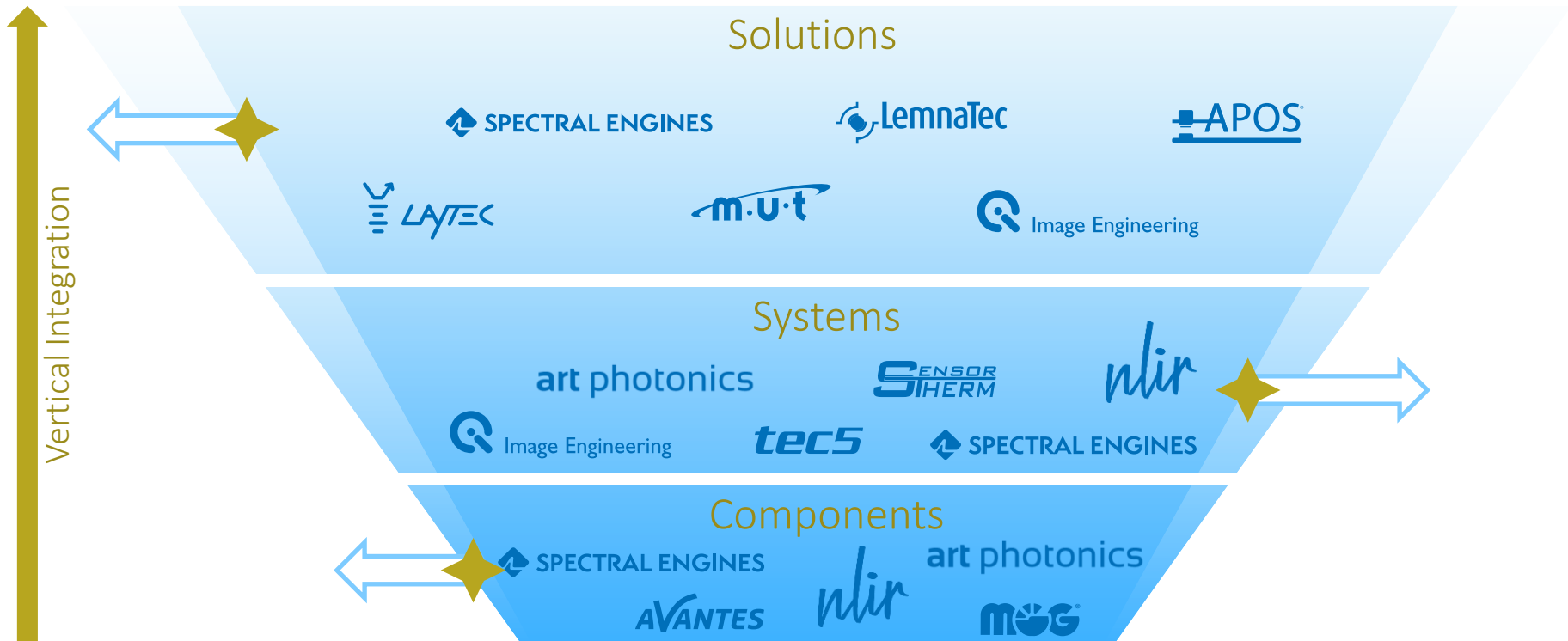
**APOS**

**PHOTECTURE**

**LAYTEC**

**NYNOMIC**  
THE PHOTONICS GROUP

# Nynomic – One-Stop-Shop from Components to Solutions



## Extended Product and Technology Portfolio gains traction

**In-Process Metrology** – successful start of a strategic partnership to supply advanced optical inspection tools for quality assurance in a state-of-the art thin film production line for **Perovskite Solar Glass Production / PV Industry** (Clean Tech)

**Smart Spectrometer Electronics** – several hundred bundles for different applications to new and pilot customers successfully placed due to extraordinary performance and innovative architecture in **Automotive, Semicon and Process Industry / Chemistry** (Clean Tech)

**High-End Spectroscopy** – promising market entry with several pilot customers with high-speed and high-performance applications in machineries and plant manufacturers for **Pharma, Semicon and Process Industry** (Clean Tech)

**Improve Laser Material Processing** – new product portfolio tailored for established strategic partners to increase process performance and enable in-process quality control for a wide range of laser processing in **Industrial Applications** (Clean Tech)

## Extended Product and Technology Portfolio gains traction

**Key Components for Lithography** – frame contract extension and collaboration agreement with leading supplier of high-end lithography solutions for **Semicon** (Clean Tech)

**Plug-&-Play Spectroscopy System Platform** – successful release of a new product line addressing the needs of machine builders and application solvers in different industries, like **Food, Beverage and Process Industry** (Clean Tech)

**Gas Sensor Portfolio Expanded** – in close cooperation with existing and new customers, various new applications were addressed and detection limits were raised to a new level, e.g. for **Industrial Monitoring and Agriculture** (Clean Tech, Green Tech)

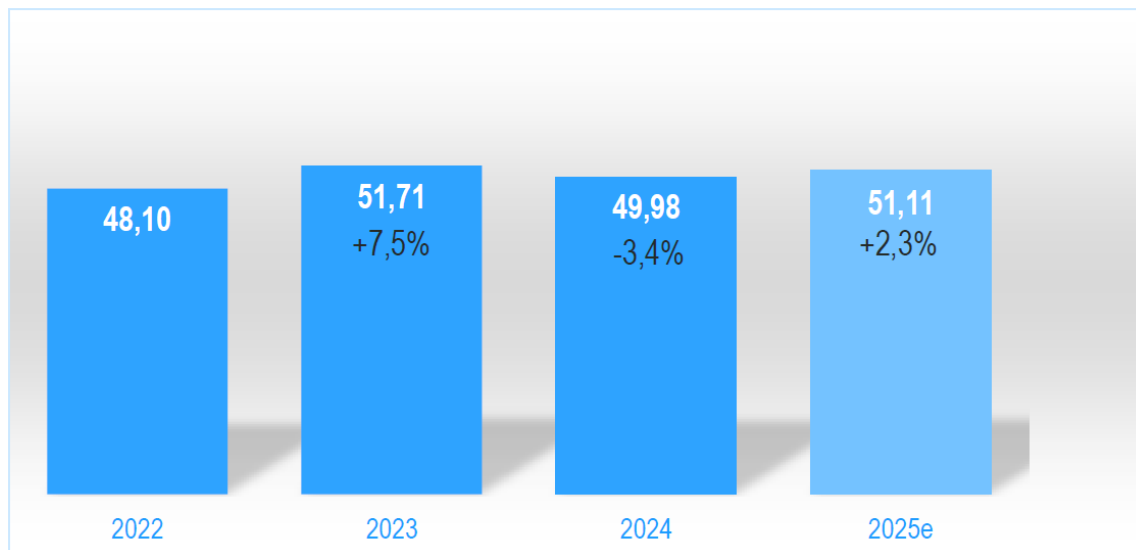
**Data Processing and AI on Device** – broad range of new and innovative data processing capabilities up to AI-based models on device successfully introduced with first pilot customers with focus to **Process Industry, Agriculture and Life Science** (Clean Tech, Green Tech, Life Science)



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## Development of total Sales in the German Photonics Industry 2022-2025e



All recent reports indicate a return to **GAGR of 6-7 %** for the Photonics Industry.

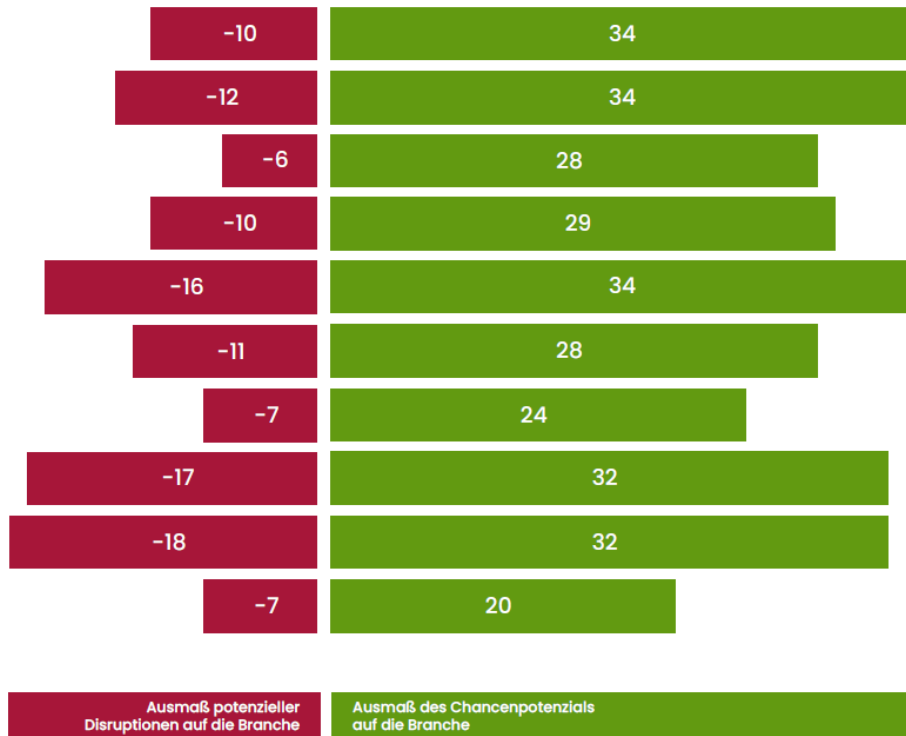
Challenges for German-based companies are diverse, but **innovation capabilities and new applications** are still there.

Photonics is and will be an **enabling technology** for many areas.

# Overview of the top 10 Industries of the Future in Germany – February 2025

1.	Biotechindustrie	24
2.	Logistik- und Verpackungsindustrie	22
3.	Umwelt- und Recyclingwirtschaft	22
4.	Analysen-, Labor-, Medizintechnik*	19
5.	Chemie- und Pharmaindustrie	18
6.	Optik und Photonik*	17
7.	Zweiradindustrie	17
8.	Lebensmittelindustrie	15
9.	Land-, Forst-, Fischereiwirtschaft	14
0.	Luft- und Raumfahrtindustrie	13

Ranking der Top 10-Branchen  
Erreichte Punktzahl (max. 40)



Ausmaß potenzieller Disruptionen auf die Branche

Ausmaß des Chancenpotenzials auf die Branche

## Photonics - a Key Enabling Technology

“The 21st century will be the century of the photon, as much as the 20th century was the century of the electron.”\*

**Nynomic is playing a key role in supporting and enabling many fields with its high technology**

- 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
- Supporting digitalization and modularization in production facilities
- Cloud solution – fully scalable from web platforms to on-premise
- Data processing and prediction based on Artificial Intelligence / Neuronal Networks



Smart Industry



Smart Farming



Smart Homes



Portable Devices

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Thank you!

## Disclaimer

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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.

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