



## 14. Hamburger Investorentage - HIT



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# Content

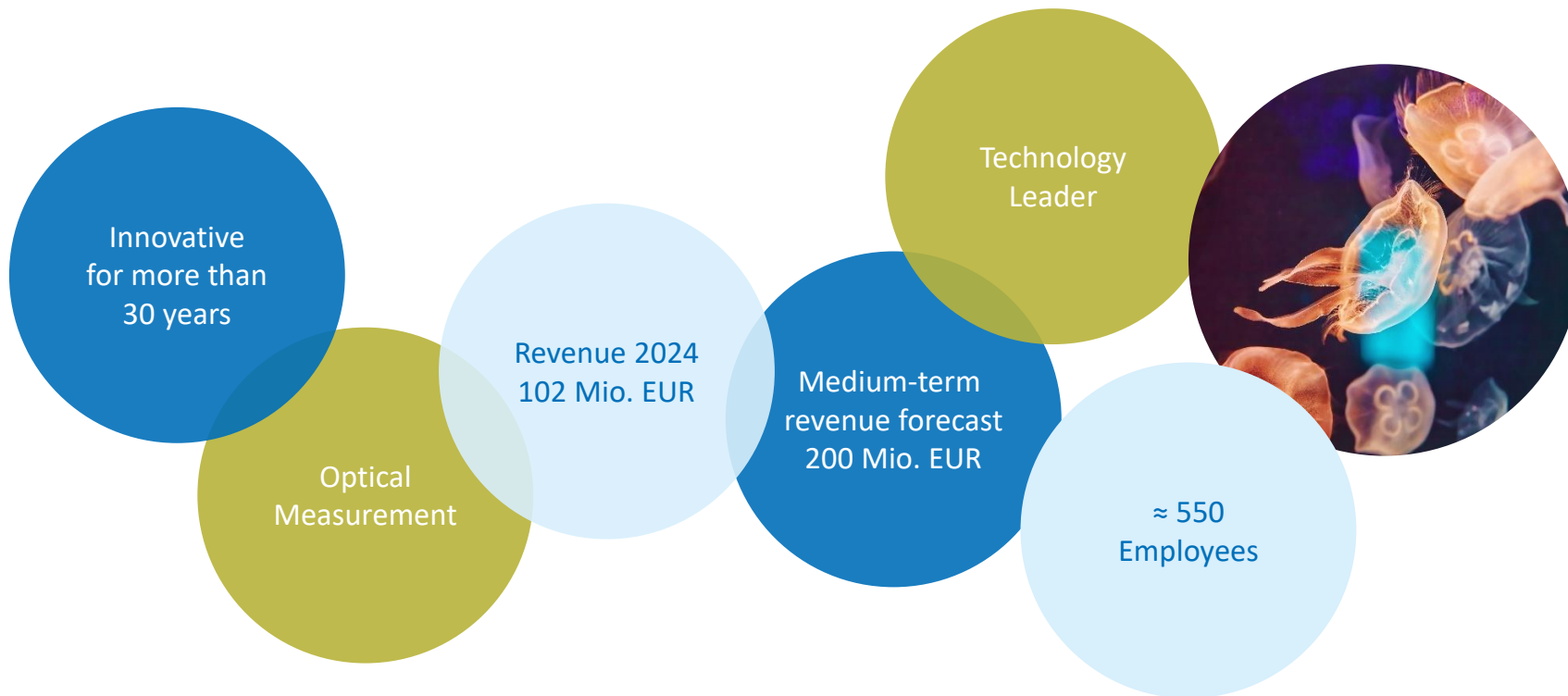
1. Company Profile
2. Finance KPIs - 1<sup>st</sup> HY 2025 and Guidance 2025
3. NyFIT2025
4. Products, Technologies & Markets
5. Conclusion and Outlook

# Content

1. Company Profile
2. Finance KPIs - 1<sup>st</sup> HY 2025 and Guidance 2025
3. NyFIT2025
4. Products, Technologies & Markets
5. Conclusion and Outlook



## 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

6,568,820 shares

Approx. 550 employees –  
about 30% engineers and scientists

[www.nynomic.com](http://www.nynomic.com)

## Key Strategy Elements

Buy-and-Build strategy – average annual revenue growth of 10% organic and 10% inorganic

Building a relevant player in the Photonics Industry as strategic investor – no exit scenario

Active role in the consolidation process in Photonics worldwide – no regional restrictions

Active support for company successions and ambitious growth plans – investments in start-ups

Key markets Europe, US and Asia – growth applications more important than regions

## 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





# Content

1. Company Profile
2. Finance KPIs - 1<sup>st</sup> HY 2025 and Guidance 2025
3. NyFIT2025
4. Products, Technologies & Markets
5. Conclusion and Outlook



## Finance KPIs – Overview HY 2025

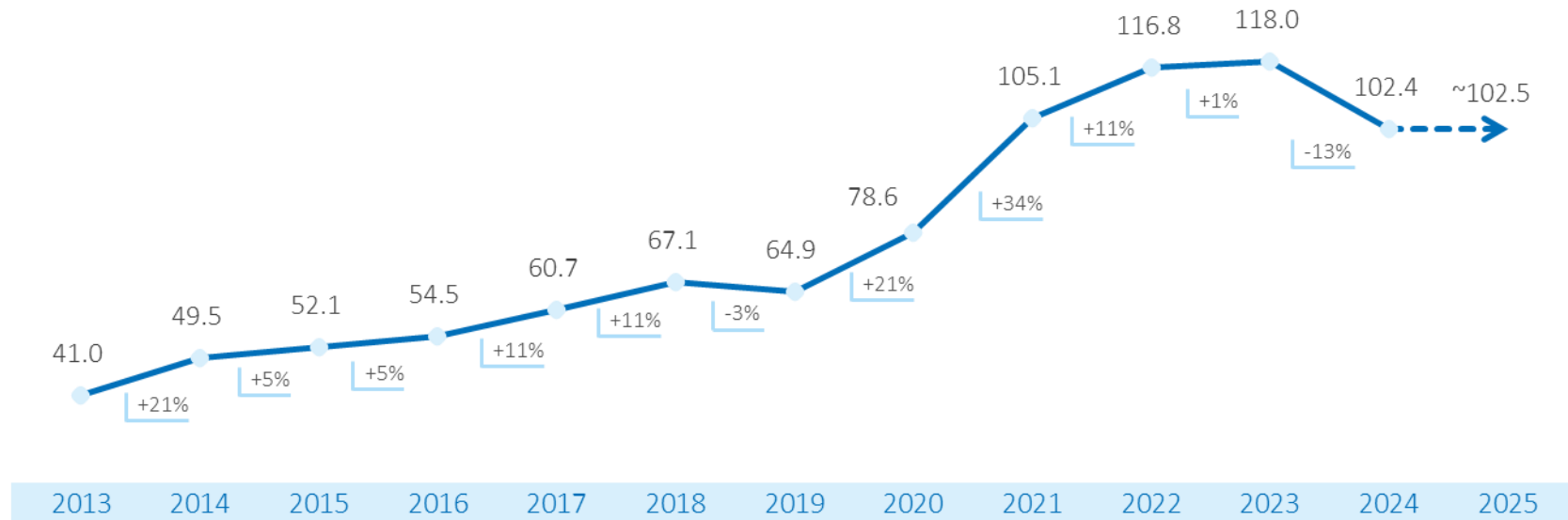
The key figures for the first half of 2025 are significantly below the previous year's figures.

The consolidated result is impacted by restructuring expenses for efficiency improvements (NyFIT2025 project).

	HY 2025	HY 2024	Delta
<b>Revenue</b>	42.1	47.7	-12%
<b>EBIT</b>	-2.0	4.2	-148%
<b>EBIT margin</b>	-4.8%	8.8%	-155%
<b>Cash</b>	10.4	15.4	-32%
<b>Credit institutes liabilities</b>	4.4	7.5	-41%
<b>Orders on hand</b>	43.4	59.5	-27%
<b>Employees</b>	553	585	-5%

## Finance KPIs – Revenue Guidance 2025

The revenue forecast for the 2025 financial year has been reduced to a range of Mio. EUR 100.0 - 105.0 due to market and geopolitical factors.



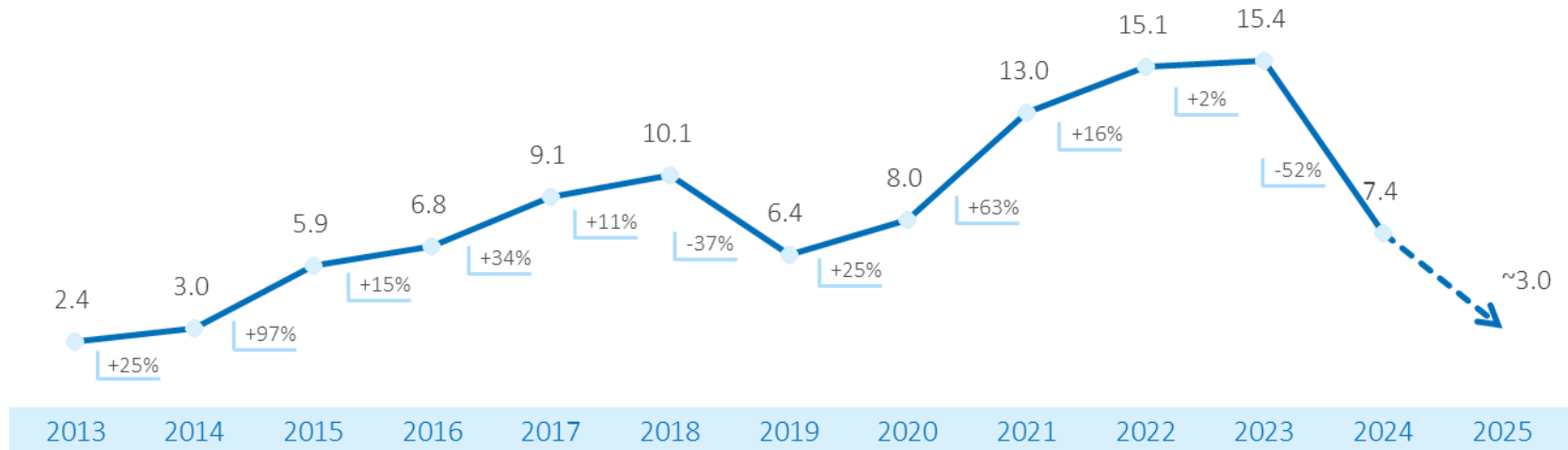
Note: Values in million EUR

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## Finance KPIs – EBIT Guidance 2025

The EBIT forecast for the 2025 financial year has been reduced to a range of Mio. EUR 2.0 - 4.0.

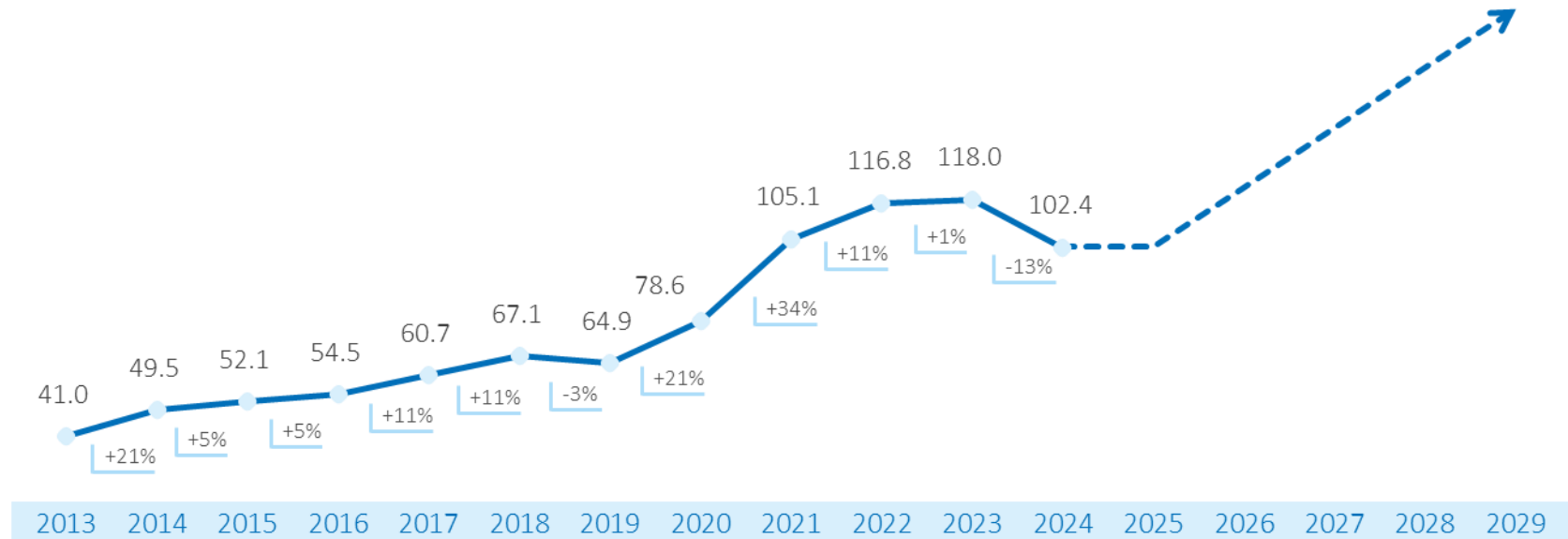
Restructuring expenses of around Mio. EUR 1.5 will have a negative impact on operating earnings.



## Finance KPIs – Revenue Mid-term Guidance

The years 2024 and 2025 were difficult years, with the focus on stabilizing and strengthening Nynomic's project pipeline and broad product and technology portfolio.

The medium-term revenue target is set to EUR 200 million and remains in sight despite the associated delay.



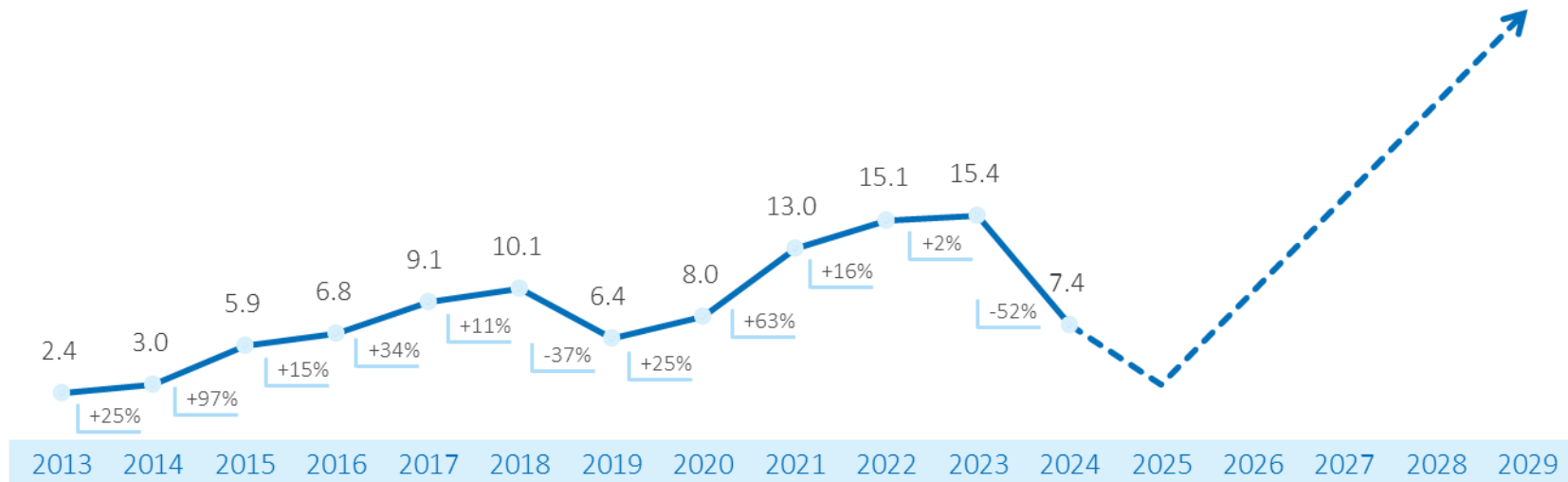


## Finance KPIs – EBIT Mid-term Guidance

The year 2025 in particular will be affected by changes in the product mix and margin structure.

The overall cost basis is targeted by the NyFIT2025 program, to make Nynomic more efficient and flexible.

An EBIT margin of 16 - 19% is the Nynomic Group's medium-term target, which remains achievable and valid.



# Content

1. Company Profile
2. Finance KPIs - 1<sup>st</sup> HY 2025 and Guidance 2025
3. **NyFIT2025**
4. Products, Technologies & Markets
5. Conclusion and Outlook

## Program NyFIT2025 - Circumstances

### Market Environment:

- Purchasing behavior, especially among large corporations, has changed completely. Long-term commitments or framework agreements are currently the exception rather than the rule.
- The recovery in demand is significantly slower than the market had predicted. Customers continue to postpone orders and delay projects, despite commitments.
- In some cases, customers have not yet sufficiently reduced their inventories. In addition, cash is once again of great importance, leading to additional restraint.

### Our Customers:

- The Market Environment has a certain impact on the Nynomic Group, but only to a limited extend.
- No relevant customers have canceled projects or withdrawn their end-products from the market.
- The mood in the industry is brightening, but this has yet to materialize in orders.
- The order backlog is considered to be of high quality and achievable in the short term.
- The volume sales is working on, is rising steadily and is not losing momentum.

## Program NyFIT2025 - Topics Covered and Goals

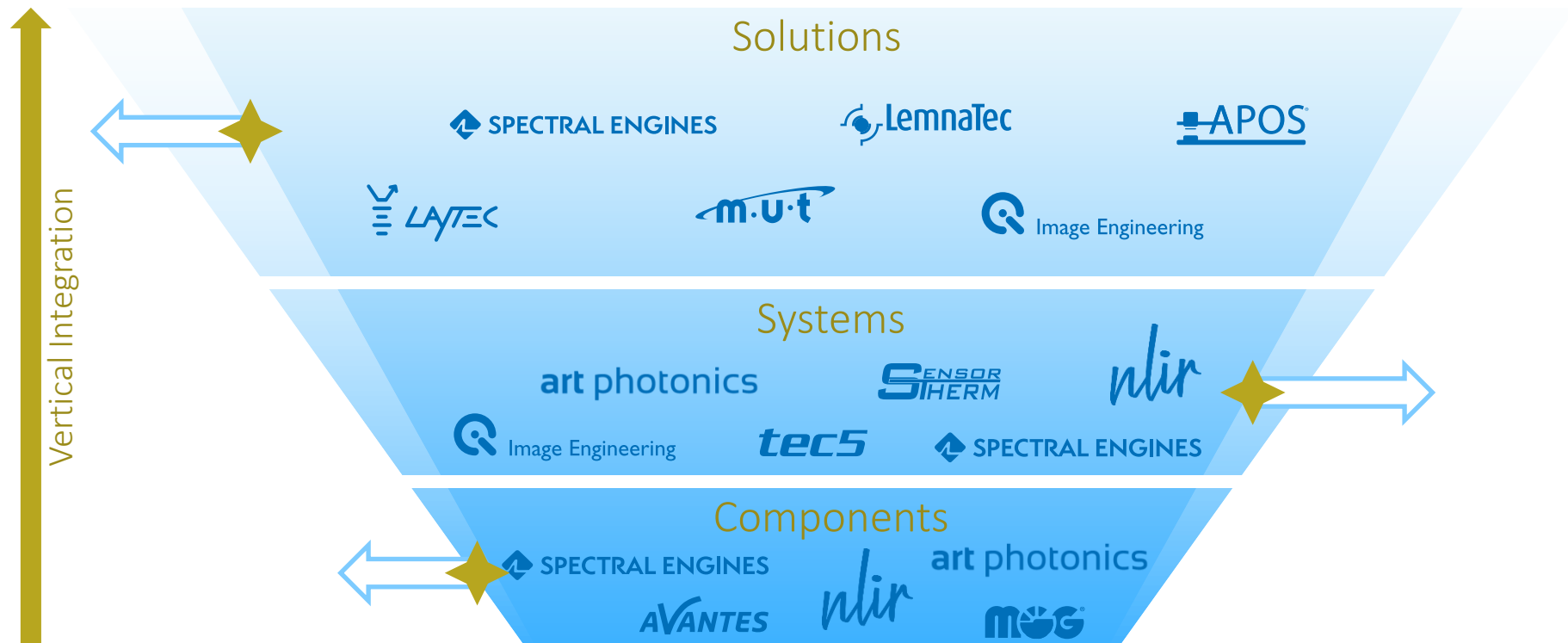
- The Nynomic Group had to and continues to adapt its cost base to the current economic environment and make it more flexible based on the foundations laid in recent years.
- Processes and procedures are reviewed, realigned to actual customer benefits and the necessary resources are adjusted.
- The workforce will become more flexible overall, productivity and efficiency will increase.
- Collaboration between subgroups will be further improved, expert knowledge better pooled and more strongly centralized.
- The corporate structure is being streamlined.
- All other costs beyond personnel costs are constantly reviewed, further adjusted, and where possible reorganized.



# Content

1. Company Profile
2. Finance KPIs - 1<sup>st</sup> HY 2025 and Guidance 2025
3. NyFIT2025
4. **Products, Technologies & Markets**
5. Conclusion and Outlook

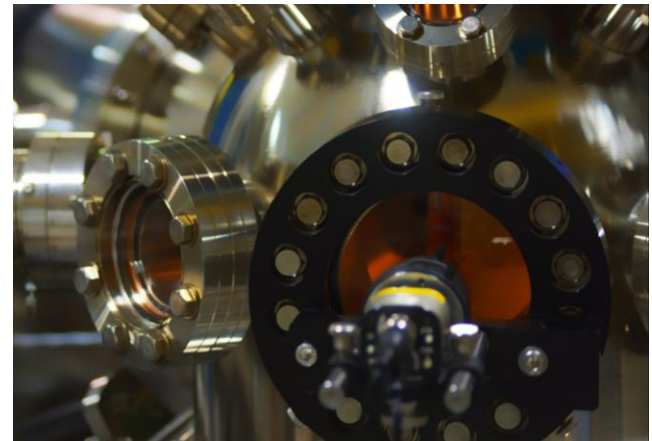
## Nynomic – One-Stop-Shop from Components to Solutions



## Production Control in Semicon Manufacturing

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

- Highest requirements for measurement speed (high speed), signal quality, and availability
- Endpoint control during plasma etching of wafers, measurement of ultra-thin layers
- Display calibration, color adjustment, and final inspection



## Production Control in Semicon Manufacturing

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

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





## Photonics for Precision Farming

### Dual Use - Quantitative Determination of Ingredients in Corn and Slurry

- Next generation of NIR sensors for dual use successfully introduced
- Intensive collaboration with partners in both areas to implement a plug-and-play concept



Higher yield



Low acquisition costs



Higher yield / ha



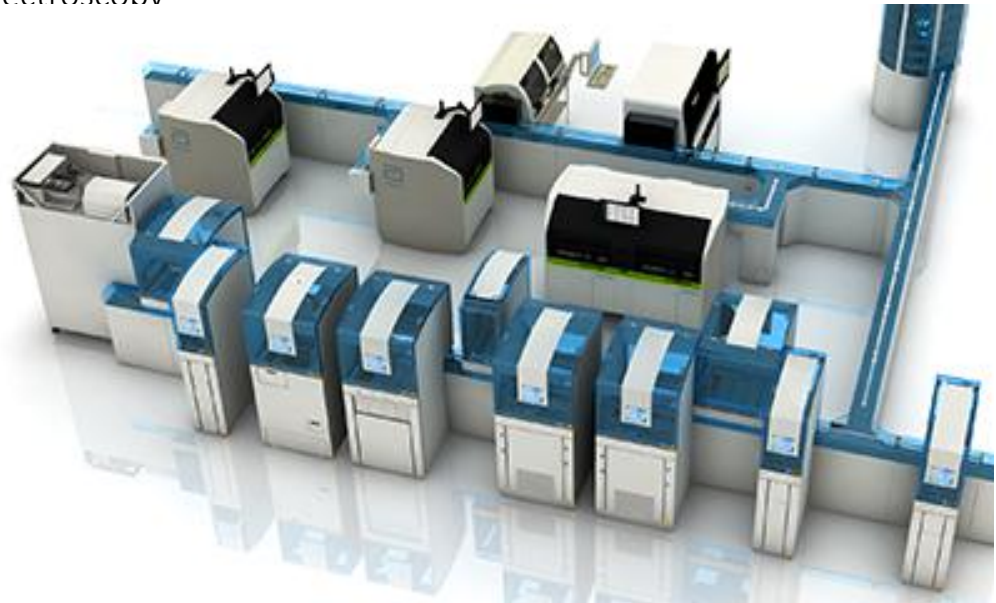
Additional proceeds



## Automation for Medical Laboratories

### Process Automation / Sample Preparation / Sample Quality Control

- Sample handling systems for high-throughput diagnostic systems
- Expandable online measurements based on spectroscopy
- Pre-qualifying evaluation, pre- and post-analysis
- Molecular diagnostics and PCR



# Innovating the Big-Pharma - From Batch to Continuous and Flexible 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 und Artificial Intelligence (AI)

Extensive investment in Nynomic's cloud solution and application of AI

- Nynomic Cloud platform in productive operation since 2023, undergoing further functional development
- Use of artificial intelligence/neural networks in various products, especially cloud-based solutions
- Group-wide platform for the use of LLM and creation of AI agents in roll-out



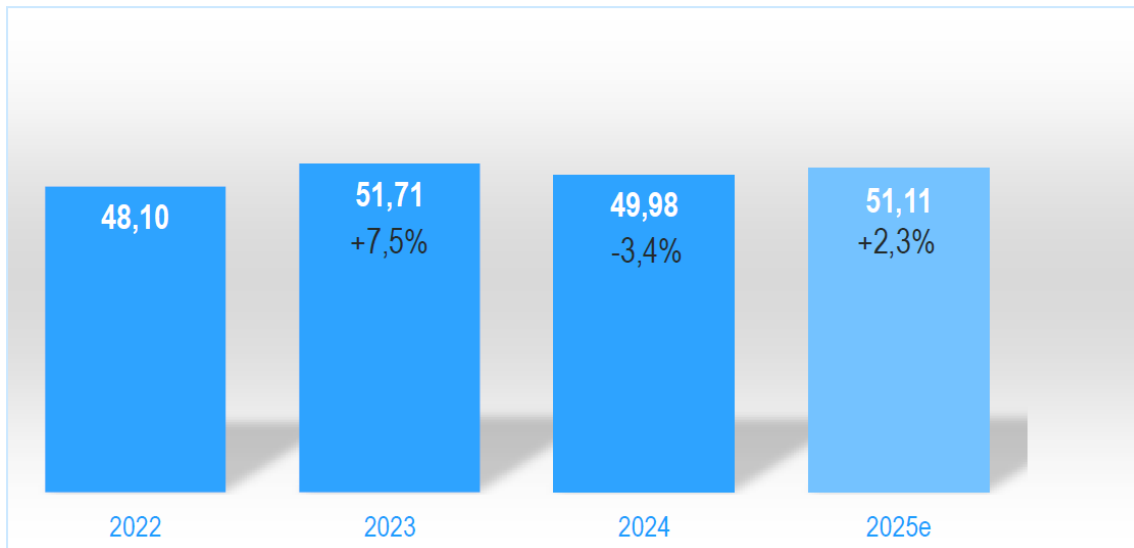


# Content

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2. Finance KPIs - 1<sup>st</sup> HY 2025 and Guidance 2025
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4. Products, Technologies & Markets
5. Conclusion and Outlook



## 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



## 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

\* „Visions for Photonics“ published by the European Technology Platform Photonics21

## Summary

- The technologies and products of the Nynomic Group remain in demand and are by no means obsolete.
- Constant change in customer requirements and new applications are the norm and will continue to be a driver for new business and growth.
- The strategic positioning as a technology supplier without a market, application, or regional limitation supports the Group's resilience and is without alternative.
- The Nynomic Group must adapt to current market conditions, optimize its cost base, and increase productivity and efficiency – NyFIT2025.
- Underperformance in individual segments, products, and customer applications will be addressed more quickly, profitability is key and in main focus.

**Nynomic has a strong fundament and will return to growth and reasonable profitability.**

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.

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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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