

Buy (old: Buy)

21.02.2024

EUR 54.00 (old: EUR 54.00)

Strong Q4 expected // 2024 to be marked by significant growth

Topic: Nynomic should report strong Q4 prelims. More importantly, FY24e should be marked by strong sales growth and further margin improvements as well as additional (potentially larger) acquisitions.

Q4 sales are seen to come in at € 37.6m (+14% yoy; FY23e sales +4% yoy) thanks to confirmed call-off dates of formerly delayed orders and several new projects within structurally growing markets. This should partially compensate for the flattish top-line development during 9M. As a result of the expected strong sales figure and the ability to book high-margin development revenues (typically due towards the end of a year), the **EBIT margin in the fourth quarter is seen to jump to 19.8%** (+5.9pp yoy; FY23e margin +0.1pp yoy), thus reaching a new record high.

Returning to strong growth in 2024. For FY24e, we expect Nynomic to grow sales by almost 17% yoy. Besides consolidation effects from the acquisition of art photonics (3.8pp of FY24 group growth), the company is seen to reap the fruits from several products gaining traction. For instance, the first large order for Spectral Engines' TactiScan (handheld device to detect drugs) should contribute a mid single-digit million amount in 2024 alone (eNuW). Nynomic is also seen to show strong growth within its agricultural, semiconductor and medtech end markets.

Thanks to a positive operating leverage, so far loss-making businesses scaling up and a growing share of recurring and high-margin software revenues (related to hardware sales), Nynomic looks set to **further expand its EBIT margin to 13.7%** (+0.7pp yoy).

Additional inorganic tailwinds in the cards. As per its Buy & Build strategy, Nynomic should be looking to acquire 1-2 additional companies during the next six months, in our view. The focus of those transactions should lie on expanding its technology and solutions portfolio. Thanks to its inherently cash flow generating business model and the € 18.9m capital increase in May last year, the company should be equipped with sufficient financial firepower to be considering larger targets with up to € 20m sales.

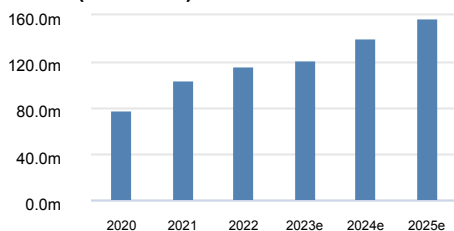
This, coupled with expected organic double-digit sales CAGR during the mid-term (eNuW), bodes well with the **company's mid-term targets of € 200m sales with an EBIT margin of 16-19%**.

BUY with an unchanged € 54 PT based on DCF. Nynomic remains one of our top-picks for 2024.

Y/E 31.12 (EUR m)	2020	2021	2022	2023e	2024e	2025e
Sales	78.6	105.1	116.8	121.0	141.3	159.1
Sales growth	21.1%	33.8%	11.2%	3.6%	16.8%	12.6%
EBITDA	11.4	17.0	19.2	19.9	23.9	28.8
Net debt (if net cash=0)	17.3	6.0	2.7	-19.3	-30.9	-46.3
FCF	4.5	16.4	7.1	7.5	11.6	15.5
Net Debt/EBITDA	1.5	0.4	0.1	0.0	0.0	0.0
EPS pro forma	0.83	1.37	1.26	1.20	1.56	2.02
EBITDA margin	14.6%	16.2%	16.4%	16.5%	16.9%	18.1%
ROCE	10.1%	13.6%	14.7%	13.6%	14.6%	16.2%
EV/sales	2.5	1.9	1.7	1.7	1.3	1.1
EV/EBITDA	17.0	11.6	10.4	10.0	7.9	6.0
PER	40.6	24.4	26.5	27.9	21.4	16.6
Adjusted FCF yield	2.6%	4.3%	4.0%	4.3%	5.6%	7.8%

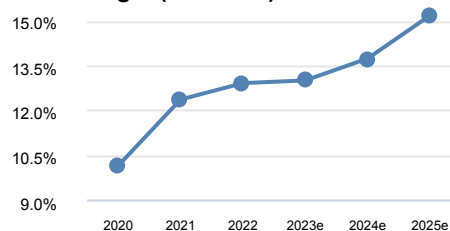
Source: Company data, NuWays, Close price as of 19.02.2024

Sales (2020-25e)



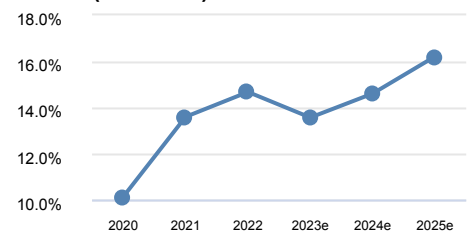
Source: NuWays Research

EBIT margin (2020-25e)



Source: NuWays Research

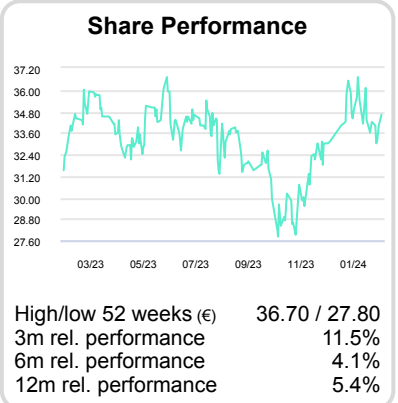
ROCE (2020-25e)



Source: NuWays Research

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.



Market data

Share price (in €)	34.60
Market cap (in € m)	219.6
Number of shares (in m pcs)	6.6
Enterprise value (in € m)	188.8
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 Management	4.2%
Paladin Asset Management	3.5%
Free Float	70.9%

Estimates changes

	2023e	2024e	2025e
Sales	0%	0%	0%
EBIT	0%	0%	0%
EPS	0%	0%	0%

Comment on changes

Guidance

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

Financials

Profit and loss (EUR m)	2020	2021	2022	2023e	2024e	2025e
Net sales	78.6	105.1	116.8	121.0	141.3	159.1
<i>Sales growth</i>	21.1%	33.8%	11.2%	3.6%	16.8%	12.6%
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	121.8	141.8	159.6
Other operating income	0.6	1.1	0.9	1.2	1.4	1.6
Material expenses	32.6	46.5	51.2	49.0	56.8	63.5
Personnel expenses	28.5	33.5	36.9	40.5	46.8	51.6
Other operating expenses	9.5	11.5	13.6	13.5	15.7	17.3
Total operating expenses	69.9	90.4	100.7	101.8	117.8	130.8
EBITDA	11.4	17.0	19.2	19.9	23.9	28.8
Depreciation	2.7	3.2	3.3	3.4	3.7	3.8
EBITA	8.8	13.8	15.9	16.5	20.2	25.0
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	15.7	19.4	24.2
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	14.9	18.9	23.6
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	7.3	12.4	14.4	14.9	18.9	23.6
Income tax expense	2.1	2.9	4.4	4.3	5.5	6.8
Net income from continuing operations	5.2	9.5	9.9	10.6	13.4	16.8
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	10.6	13.4	16.8
Minority interest	0.8	1.7	2.5	2.7	3.1	3.5
Net profit (reported)	4.4	7.9	7.4	7.9	10.2	13.2
Average number of shares	5.3	5.7	5.9	6.6	6.6	6.6
EPS reported	0.83	1.37	1.26	1.20	1.56	2.02

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%
<i>Sales growth</i>	21.1%	33.8%	11.2%	3.6%	16.8%	12.6%
Increase/decrease in finished goods and work-in-process	3.6%	2.2%	2.7%	0.7%	0.4%	0.3%
Total sales	103.6%	102.2%	102.7%	100.7%	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%	40.5%	40.2%	39.9%
Personnel expenses	36.2%	31.8%	31.6%	33.5%	33.1%	32.5%
Other operating expenses	12.1%	11.0%	11.6%	11.2%	11.1%	10.8%
Total operating expenses	89.0%	86.0%	86.3%	84.2%	83.4%	82.2%
EBITDA	14.6%	16.2%	16.4%	16.5%	16.9%	18.1%
Depreciation	3.4%	3.1%	2.8%	2.8%	2.6%	2.4%
EBITA	11.2%	13.1%	13.6%	13.7%	14.3%	15.7%
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%	0.7%	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%	13.0%	13.7%	15.2%
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%	12.3%	13.4%	14.8%
Extraordinary income/loss	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Earnings before taxes	9.3%	11.8%	12.3%	12.3%	13.4%	14.8%
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%	8.7%	9.5%	10.5%
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%	8.7%	9.5%	10.5%
Minority interest	1.0%	1.6%	2.1%	2.2%	2.2%	2.2%
Net profit (reported)	5.6%	7.5%	6.4%	6.5%	7.3%	8.3%

Source: Company data, NuWays

Balance sheet (EUR m)	2020	2021	2022	2023e	2024e	2025e
Intangible assets	36.2	42.1	46.9	49.4	49.4	49.4
Property, plant and equipment	14.7	17.3	19.0	20.6	21.2	21.7
Financial assets	0.5	0.4	0.6	1.1	1.1	1.1
FIXED ASSETS	51.5	59.9	66.5	71.1	71.7	72.2
Inventories	15.1	18.8	23.8	26.9	28.3	31.8
Accounts receivable	12.3	11.8	16.4	17.2	19.4	21.8
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	38.4	49.9	65.4
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	87.6	102.7	124.1
TOTAL ASSETS	103.0	120.3	138.4	158.7	174.4	196.3

SHAREHOLDERS EQUITY	48.1	62.4	70.6	100.2	114.6	132.4
MINORITY INTEREST	2.9	4.1	6.4	6.4	6.4	6.4
Provisions for pensions and similar obligations	0.0	0.0	0.0	0.0	0.0	0.0
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	7.6	8.9	13.1
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
CURRENT LIABILITIES	10.0	17.8	28.5	29.5	30.8	35.0
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	103.0	120.3	138.4	158.7	174.4	196.3

Balance sheet (common size)	2020	2021	2022	2023e	2024e	2025e
Intangible assets	35.1%	35.0%	33.9%	31.1%	28.3%	25.2%
Property, plant and equipment	14.3%	14.4%	13.7%	13.0%	12.2%	11.1%
Financial assets	0.5%	0.4%	0.4%	0.7%	0.6%	0.5%
FIXED ASSETS	50.0%	49.8%	48.0%	44.8%	41.1%	36.8%
Inventories	14.6%	15.6%	17.2%	16.9%	16.2%	16.2%
Accounts receivable	11.9%	9.8%	11.9%	10.9%	11.1%	11.1%
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%	24.2%	28.6%	33.3%
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%	55.2%	58.9%	63.2%
TOTAL ASSETS	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

SHAREHOLDERS EQUITY	46.7%	51.9%	51.0%	63.2%	65.7%	67.4%
MINORITY INTEREST	2.8%	3.4%	4.6%	4.0%	3.7%	3.3%
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%	2.5%	2.2%
Accounts payable	4.8%	4.0%	4.8%	4.8%	5.1%	6.7%
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%	10.8%	9.8%	8.7%
Deferred taxes	0.0%	2.5%	2.5%	2.2%	2.0%	1.8%
Deferred income	1.1%	0.1%	0.1%	0.0%	0.0%	0.0%
CURRENT LIABILITIES	9.8%	14.8%	20.6%	18.6%	17.7%	17.8%
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Source: Company data, NuWays

Cash flow statement (EUR m)	2020	2021	2022	2023e	2024e	2025e
Net profit/loss	5.2	9.5	9.9	10.6	13.4	16.8
Depreciation of fixed assets (incl. leases)	2.7	3.2	3.3	3.4	3.7	3.8
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	7.7	12.2	15.9
Increase/decrease in inventory	-3.4	-3.8	-5.0	-3.1	-1.4	-3.6
Increase/decrease in accounts receivable	-2.8	0.5	-4.6	-0.8	-2.1	-2.4
Increase/decrease in accounts payable	1.3	-0.1	1.8	1.0	1.3	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	-7.9	-6.2	-5.8
Cash flow from operating activities	6.4	17.8	9.7	11.9	16.7	20.6
CAPEX	1.9	1.4	2.6	4.3	5.1	5.1
Payments for acquisitions	5.1	3.9	0.0	4.0	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	-8.8	-5.1	-5.1
Cash flow before financing	-0.5	12.5	7.1	3.1	11.6	15.5
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	11.8	11.6	15.5
Liquid assets at end of period	22.1	26.7	26.6	38.4	49.9	65.4

Key ratios (EUR m)	2020	2021	2022	2023e	2024e	2025e
P&L growth analysis						
Sales growth	21.1%	33.8%	11.2%	3.6%	16.8%	12.6%
EBITDA growth	-13.7%	78.1%	67.8%	17.4%	24.7%	44.3%
EBIT growth	279.5%	565.4%	489.8%	252.2%	-100.0%	-100.0%
EPS growth	-39.0%	58.5%	52.9%	-12.7%	23.8%	68.0%
Efficiency						
Sales per employee	83.7	99.2	103.7	98.3	106.5	114.7
EBITDA per employee	12.2	16.0	17.0	16.2	18.0	20.8
No. employees (average)	939	1,060	1,126	1,231	1,326	1,387
Balance sheet analysis						
Avg. working capital / sales	25.4%	22.3%	22.0%	25.0%	23.2%	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	7.5	11.6	15.5
Free cash flow/sales	5.8%	15.6%	6.1%	6.2%	8.2%	9.7%
FCF / net profit	87.2%	171.9%	71.5%	71.4%	86.3%	92.2%
Capex / sales	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Solvency						
Net debt	17.3	6.0	2.7	-19.3	-30.9	-46.3
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%	13.6%	14.6%	16.2%
ROE	9.1%	12.6%	10.5%	7.8%	8.9%	10.0%
Adjusted FCF yield	2.6%	4.3%	4.0%	4.3%	5.6%	7.8%
Dividend yield	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
DPS	0.0	0.0	0.0	0.0	0.0	0.0
EPS reported	0.83	1.37	1.26	1.20	1.56	2.02
Average number of shares	5.3	5.7	5.9	6.6	6.6	6.6
Valuation ratios						
P/BV	3.7	3.1	2.8	2.2	1.9	1.7
EV/sales	2.5	1.9	1.7	1.7	1.3	1.1
EV/EBITDA	17.0	11.6	10.4	10.0	7.9	6.0
EV/EBIT	24.5	15.2	13.3	12.7	9.7	7.2

Source: Company data, NuWays

Disclosures

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

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- (1) or any other person belonging to the same group with it was part of a consortium within the past twelve months that issued the financial instruments of the analysed company by way of a public offer.
- (2) or any other person belonging to the same group with it has entered into an agreement on the production of the research report with the analysed company.
- (3) or any other person belonging to the same group with it has been party to an agreement on the provision of investment banking services with the analysed company or have received services or a promise of services under the term of such an agreement within the past twelve month.
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- (8) The research report has been made available to the analysed company prior to its publication. Thereafter, only factual changes have been made to the report.

Conflicts of interest that existed at the time when this research report was published:

Company	Disclosures
Nynomic AG	2,8

Historical target price and rating changes for Nynomic AG

Company	Date	Analyst	Rating	Target Price	Close
Nynomic AG	09.11.2023	Sandherr, Christian	n.a.	EUR 54.00	EUR 29.80
	03.08.2023	Sandherr, Christian	n.a.	EUR 57.00	EUR 33.80

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