Technology - Germany



Buy (old: Buy) 28.03.2024

EUR 52.00 (old: EUR 54.00)

Strong Q4 profitability // conservative initial FY24 guidance; chg.

Q4 sales increased by 5% yoy to € 34.6m (eNuW € 37.6m) as the company was able to book several development projects towards the end of the year, realized first revenues from larger plant phenotyping orders (Green Tech FY segment sales +44% yoy to ~ €25m) and overall solid demand across the group, especially from its semiconductor customers. FY23 grew by 1% yoy to € 118m, meeting the company's guidance of "single-digit" yoy growth but falling slightly short of market expectations of € 121.5m.

The **Q4 EBIT margin** (seasonally strongest quarter) **came in at 20.5%** (+6.6pp yoy), meeting our and market estimates; **FY23 EBIT margin grew 0.2pp yoy to 13.1%**, in line with the guidance and consensus. The margin increase was despite further investments into future growth (R&D and personal expenses +5 and +13% yoy) mainly as a result of an improving product mix, visible in the strong gross margin improvement; +4.9pp yoy to 63.7%.

While the **order backlog stood at only € 54m** (FY23 book-to-bill ratio of 0.7x), it is important to note the lumpy (partially due to the sizes of individual orders) nature of the business. We hence **see no structural headwinds implied in this figure**. In fact, during the earnings call management pointed towards improving order intake during H1.

Management **released a rather muted FY24 sales guidance** (EBIT margin to further increase), expecting "at least single-digit percentage growth", which already includes consolidation effects from last year's acquisitions (eNuW 4% yoy growth). Yet, as highlighted during the earnings call, the initial guidance should be on the conservative side as the company should be able to tap several pockets of growth, including (1) unbroken demand from semi customers, (2) fulfilment precision farming orders, (3) TactiScan gaining traction and (4) a structurally growing medtech market.

Acquisitions to potentially add onto growth. As per its Buy & Build strategy, Nynomic is seen to acquire 1-2 companies during the next six to twelve months, in our view. The focus should lie on expanding its technology and solutions portfolio. While the last acquisitions were rather smaller the company's balance sheet would also allow larger targets with up to € 20m sales. This bodes well with the company's mid-term targets of € 200m sales and an EBIT margin of 16-19%.

We confirm our BUY rating with a new € 52 PT (old: € 54).

Y/E 31.12 (EUR m)	2020	2021	2022	2023e	2024e	2025e
Sales	78.6	105.1	116.8	118.0	132.1	148.0
Sales growth	21.1%	33.8%	11.2%	1.0%	12.0%	12.0%
EBITDA	11.4	17.0	19.2	19.6	22.6	27.0
Net debt (if net cash=0)	17.3	6.0	2.7	-4.6	-16.3	-30.2
FCF	4.5	16.4	7.1	-7.2	11.7	13.8
Net Debt/EBITDA	1.5	0.4	0.1	0.0	0.0	0.0
EPS pro forma	0.83	1.37	1.26	1.16	1.44	1.86
EBITDA margin	14.6%	16.2%	16.4%	16.6%	17.1%	18.2%
ROCE	10.1%	13.6%	14.7%	13.7%	14.4%	16.0%
EV/sales	2.4	1.8	1.6	1.7	1.5	1.2
EV/EBITDA	16.3	11.1	10.0	10.5	8.6	6.7
PER	38.8	23.3	25.4	27.5	22.2	17.2
Adjusted FCF yield	2.7%	4.5%	4.2%	4.1%	5.1%	6.9%

Source: Company data, NuWays, Close price as of 22.03.2024



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Share price (in €)	31.80
Market cap (in € m)	209.8
Number of shares (in m pcs)	6.6
Enterprise value (in € m)	193.5
Ø trading volume (6 months)	6,200

Market data

Identifier							
Bloomberg	M7U GR						
Reuters	M7UG						
WKN	A0MSN1						
ISIN	DE000A0MSN11						

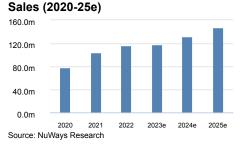
Key snarenoiders	
Management & Supervisory Board	21.4%
Berenberg Asset Manage- ment	4.2%
Paladin Asset Management Free Float	3.5% 70.9%

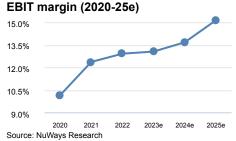
Estimates changes							
	<u>2023e</u>	2024e	<u>2025e</u>				
Sales	-2%	-6%	-7%				
EBIT	-2%	-7%	-7%				
EPS	-3%	-8%	-8%				

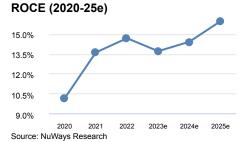
Comment on changes

- Inclusion of preliminary FY23 figures as well as minor changes to gross margin and personnel expenses going forward
- penses going forward

 We trim growth est. for 2024 partially longer lead times for projects







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.

Guidance

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

Preview / Review - 28.03.2024



Financials

Profit and loss (EUR m)	2020	2021	2022	2023e	2024e	2025€
Net sales	78.6	105.1	116.8	118.0	132.1	148.0
Sales growth	21.1%	33.8%	11.2%	1.0%	12.0%	12.0%
Increase/decrease in finished goods and work-in-process	2.8	2.3	3.1	8.0	0.5	0.5
Total sales	81.3	107.4	119.9	118.8	132.6	148.5
Other operating income	0.6	1.1	0.9	0.6	8.0	0.9
Material expenses	32.6	46.5	51.2	43.6	51.5	57.3
Personnel expenses	28.5	33.5	36.9	41.8	43.5	47.7
Other operating expenses	9.5	11.5	13.6	14.4	15.9	17.4
Total operating expenses	69.9	90.4	100.7	99.2	110.1	121.5
EBITDA	11.4	17.0	19.2	19.6	22.6	27.0
Depreciation	2.7	3.2	3.3	3.4	3.7	3.8
EBITA	8.8	13.8	15.9	16.2	18.9	23.2
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.8	8.0	0.8	8.0	8.0	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	15.4	18.1	22.4
Interest income	0.0	0.0	0.0	0.0	0.0	0.0
Interest expenses	0.7	0.7	0.7	0.9	0.5	0.5
Investment income	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	-0.7	-0.6	-0.7	-0.9	-0.5	-0.5
Recurring pretax income from continuing operations	7.3	12.4	14.4	14.5	17.6	21.9
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	7.3	12.4	14.4	14.5	17.6	21.9
Income tax expense	2.1	2.9	4.4	4.2	5.1	6.4
Net income from continuing operations	5.2	9.5	9.9	10.3	12.5	15.6
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	10.3	12.5	15.6
Minority interest	0.8	1.7	2.5	2.7	3.0	3.4
Net profit (reported)	4.4	7.9	7.4	7.6	9.5	12.2
Average number of shares	5.3	5.7	5.9	6.6	6.6	6.6
EPS reported	0.83	1.37	1.26	1.16	1.44	1.86
Profit and loss (common size)	2020	2021	2022	2023e	2024e	2025
Net sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Sales growth	21.1%	33.8%	11.2%	1.0%	12.0%	12.0%
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%	0.5%	0.6%	0.6%

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%	1.0%	12.0%	12.0%
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%	0.5%	0.6%	0.6%
Material expenses	41.5%	44.3%	43.9%	37.0%	39.0%	38.7%
Personnel expenses	36.2%	31.8%	31.6%	35.4%	32.9%	32.2%
Other operating expenses	12.1%	11.0%	11.6%	12.2%	12.0%	11.8%
Total operating expenses	89.0%	86.0%	86.3%	84.0%	83.3%	82.1%
EBITDA	14.6%	16.2%	16.4%	16.6%	17.1%	18.2%
Depreciation	3.4%	3.1%	2.8%	2.9%	2.8%	2.5%
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%	13.1%	13.7%	15.1%
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%	13.3%	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%	13.3%	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%	8.8%	9.4%	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%	8.8%	9.4%	10.5%
Minority interest	1.0%	1.6%	2.1%	2.3%	2.3%	2.3%
Net profit (reported)	5.6%	7.5%	6.4%	6.5%	7.2%	8.2%
Source: Company data Nullaya						

Source: Company data, NuWays

Preview / Review - 28.03.2024



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	20.5	21.0	21.4
Financial assets	0.5	0.4	0.6	1.1	1.1	1.1
FIXED ASSETS	51.5	59.9	66.5	71.0	71.4	71.9
Inventories	15.1	18.8	23.8	29.5	29.4	32.9
Accounts receivable	12.3	11.8	16.4	19.4	21.7	24.3
Other assets and short-term financial assets	1.9	1.6	2.4	7.0	7.0	7.0
Liquid assets	22.1	26.7	26.6	21.9	33.6	47.5
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	80.6	94.5	114.4
TOTAL ASSETS	103.0	120.3	138.4	151.5	165.9	186.3
SHAREHOLDERS EQUITY	48.1	62.4	70.6	95.0	108.5	125.1
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	7.4	8.3	12.2
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
CURRENT LIABILITIES	10.0	17.8	28.5	29.4	30.2	34.1
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	103.0	120.3	138.4	151.5	165.9	186.3
Balance sheet (common size)	2020	2021	2022	2023e	2024e	2025e
Intangible assets	35.1%	35.0%	33.9%	32.6%	29.8%	26.5%
Property, plant and equipment	14.3%	14.4%	13.7%	13.5%	12.6%	11.5%
Financial assets	0.5%	0.4%	0.4%	0.7%	0.6%	0.6%
FIXED ASSETS	50.0%	49.8%	48.0%	46.8%	43.1%	38.6%
Inventories	14.6%	15.6%	17.2%	19.5%	17.7%	17.7%
Accounts receivable	11.9%	9.8%	11.9%	12.8%	13.1%	13.1%
Other assets and short-term financial assets	1.8%	1.4%	1.7%	4.6%	4.2%	3.8%
Liquid assets	21.5%	22.2%	19.2%	14.4%	20.3%	25.5%
Deferred taxes	0.2%	1.2%	2.0%	1.8%	1.7%	1.5%
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%	53.2%	56.9%	61.4%
TOTAL ASSETS	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
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SHAREHOLDERS EQUITY	46.7%	51.9%	51.0%	62.7%	65.4%	67.1%
MINORITY INTEREST	2.8%	3.4%	4.6%	4.2%	3.9%	3.4%
Provisions for pensions and similar obligations	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other provisions and accrued liabilities	1.4%	0.0%	0.0%	0.0%	0.0%	0.0%
Short-term liabilities to banks	4.8%	3.5%	3.1%	2.8%	2.6%	2.3%
Accounts payable	4.8%	4.0%	4.8%	4.9%	5.0%	6.5%
Advance payments received on orders	0.0%	1.5%	3.5%	3.2%	2.9%	2.6%
Other liabilities (incl. from lease and rental contracts)	5.0%	9.3%	12.4%	11.3%	10.3%	9.2%
Linterrod toyon	0.0%	2.5%	2.5%	2.3%	2.1%	1.9%
Deferred taxes						
Deferred income	1.1%	0.1%	0.1%	0.0%	0.0%	0.0%

Source: Company data, NuWays

Preview / Review - 28.03.2024



Cash flow statement (EUR m)	2020	2021	2022	2023e	2024e	2025e
Net profit/loss	5.2	9.5	9.9	10.3	12.5	15.6
Depreciation of fixed assets (incl. leases)	2.7	3.2	3.3	3.4	3.7	3.8
Amortisation of goodwill & intangible assets	8.0	8.0	8.0	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	-7.1	12.2	14.3
Increase/decrease in inventory	-3.4	-3.8	-5.0	-5.7	0.1	-3.5
Increase/decrease in accounts receivable	-2.8	0.5	-4.6	-3.0	-2.3	-2.6
Increase/decrease in accounts payable	1.3	-0.1	1.8	0.8	0.9	3.8
Increase/decrease in other working capital positions	1.1	2.1	-0.0	-14.6	-4.0 5.0	-4.0
Increase/decrease in working capital Cash flow from operating activities	-3.9 6.4	-1.2 17.8	-7.9 9.7	-22.5 -2.9	-5.3 16.7	-6.3 18.8
CAPEX	1.9	1.4	2.6	4.3	4.9	5.0
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	-8.7	-4.9	-5.0
Cash flow before financing	-0.5	12.5	7.1	-11.6	11.7	13.8
Increase/decrease in debt position	1.3	-8.4	-6.8	-12.0	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 3.9	-7.6 -0.2	6.9 -4.7	0.0 11.7	0.0
Increase/decrease in liquid assets Liquid assets at end of period	11.6 22.1	26.7	-0.2 26.6	-4.7 21.9	33.6	13.8 47.5
Liquid assets at end of period	22.1	20.1	20.0	21.3	33.0	71.5
Key ratios (EUR m)	2020	2021	2022	2023e	2024e	2025e
P&L growth analysis						
Sales growth	21.1%	33.8%	11.2%	1.0%	12.0%	12.0%
EBITDA growth	-13.7%	78.1%	67.8%	15.4%	17.7%	37.6%
EBIT growth	253.4% -39.0%	521.3%	452.7%	258.2% -15.2%	-100.0% 14.3%	-100.0% 59.6%
EPS growth Efficiency	-39.0%	58.5%	52.9%	-13.2%	14.5%	59.6%
Sales per employee	83.7	99.2	103.7	96.6	101.7	109.8
EBITDA per employee	12.2	16.0	17.0	16.1	17.4	20.0
No. employees (average)	939	1,060	1,126	1,222	1,300	1,348
Balance sheet analysis			,	·	,	•
Avg. working capital / sales	25.4%	22.3%	22.0%	27.7%	28.2%	26.4%
Inventory turnover (sales/inventory)	5.2	5.6	4.9	4.0	4.5	4.5
Accounts receivable turnover	57.1	40.9	51.3	60.0	60.0	60.0
Accounts payable turnover	22.8	22.8	23.0	23.0	23.0	30.0
Cash flow analysis	. <u></u>	10.1				40.0
Free cash flow	4.5	16.4	7.1	-7.2	11.7	13.8
Free cash flow/sales	5.8%	15.6%	6.1%	-6.1%	8.9%	9.3%
FCF / net profit	87.2%	171.9%	71.5%	neg.	94.1%	88.8%
Capex / sales Solvency	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Net debt	17.3	6.0	2.7	-4.6	-16.3	-30.2
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%	3.5%	2.2%	3.0%
Returns						
ROCE	10.1%	13.6%	14.7%	13.7%	14.4%	16.0%
ROE	9.1%	12.6%	10.5%	8.0%	8.7%	9.7%
Adjusted FCF yield	2.7%	4.5%	4.2%	4.1%	5.1%	6.9%
Dividend yield	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
DPS EDS reported	0.0	0.0	0.0	0.0	0.0	0.0
EPS reported	0.83	1.37	1.26	1.16	1.44	1.86
Average number of shares	5.3	5.7	5.9	6.6	6.6	6.6
Valuation ratios P/BV	3.5	2.9	2.7	2.2	1.9	1.7
EV/sales	2.4	1.8	1.6	1.7	1.5	1.7
EV/EBITDA	16.3	11.1	10.0	10.5	8.6	6.7
EV/EBIT	23.5	14.5	12.7	13.3	10.7	8.0
Source: Company data, NuWays	_5.0					

Preview / Review - 28.03.2024



Disclosures

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

Indication of conflict of interest

It is essential that any research recommendation is fairly presented and discloses interests of indicates relevant conflicts of interest. Pursuant to section 85 of the German Securities Trading Act (WpHG) a research report has to point out possible conflicts of interest in connection with the analysed company. A conflict of interest is presumed to exist in particular if NuWays AG

- (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.
- (4) The analysed company holds 5% or more of the share capital of NuWays AG.
- (5) holds (a) a net short position or (b) a net long position of 0.5% of the outstanding share capital of the analysed company.
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Company	Disclosures
Nynomic AG	2,8

Historical target	orice and rating changes for I	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

Preview / Review - 28.03.2024



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