

Buy (old: Buy)

Price target: EUR 68.50 (old: EUR 68.50)

Price:	EUR 55.00	Next result:	Q4'20: 28.01.21
Bloomberg:	HNL GR	Market cap:	EUR 317.1 m
Reuters:	HNLG.DE	Enterprise Value:	EUR 319.0 m

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Tim Wunderlich, CFA
Analyst

tim.wunderlich@ha-ib.de
Tel.: +49 40 4143885 81

A soft ending to 2020, though next year looks favourable, Chg.

Preliminary FY'20 results for sales, EBIT and net income **came in below expectations**, as negative effects from COVID-19 were more severe than thought. At the same time, demand for UVC disinfection solutions is strong. However, Hönle is only in the process of ramping capacity, hence the quarter was marked by capacity bottlenecks.

EUR		FY'20P	FY'20 est	FY'19	yoy
Sales		93.9	96.5	107.7	-13%
EBIT		8.1	11.1	17.0	-52%
	EBIT margin	8.6%	11.5%	15.8%	-7.2 pp
Net profit		5.6	7.6	12.5	-55%
	Net margin	6.0%	7.9%	11.6%	-5.6 pp

Management **refrained from issuing a guidance** on FY'21E citing low visibility. We remain confident in dynamic top- and bottom-line growth in FY'21E in light of:

- **A strong backlog for UVC disinfection solutions** – Hönle has ramped capacity starting mid-November and will soon be able to handle approx. EUR 15m revenues per year, setting the company up to meet current excess demand. **We expect incremental sales of € 10m in FY'21E** coming at strong 65% gross margins, which in fact looks conservative especially in light of the pending European-wide distribution planned for January 2021.
- **M&A contributions** – Hönle has acquired five companies in recent months in the field of UV technology, which should yield combined revenues of € 20m and EBIT of € 3m.
- **Upbeat cyclical prospects** – Automotive and printing markets, which should account for a combined 40-45% of sales, look to be close to bottoming out. At the same time, the outlook for Adhesives (eH&A: € 30m sales / 30% EBIT margin) remains favourable considering (I) a strong project pipeline; (II) recent project wins with major Consumer Electronics OEMs (eH&A: worth € 3m+ sales p.a.) and (III) that the painful phase-out of a major Adhesive project has almost been finalised. In our view, Hönle lost c. € 16m of high-margin Adhesive revenues in the last two years with a Tier-1 smartphone supplier due to design changes.

Reiterate BUY with an unchanged € 68.50 PT (DCF). We adjust estimates for 2019/20 to account for preliminary results.

Y/E 30.9 (EUR m)	2015/16	2016/17	2017/18	2018/19	2019/20P	2020/21E	2021/22E
Sales	93.4	101.9	126.5	107.7	93.9	125.2	139.7
-	1 %	9 %	24 %	-15 %	-13 %	33 %	12 %
EBITDA	15.1	18.1	33.8	20.3	15.5	29.7	36.6
EBIT	12.4	15.2	30.7	17.0	8.1	21.6	28.2
Net income	8.3	10.4	21.7	12.5	5.6	15.3	20.1
Net debt	2.5	4.4	-5.2	1.6	-6.4	-5.7	-13.2
Net gearing	4.2 %	6.4 %	-6.0 %	1.8 %	-5.4 %	-4.5 %	-9.3 %
Net Debt/EBITDA	0.2	0.2	0.0	0.1	0.0	0.0	0.0
EPS pro forma	1.50	1.89	3.94	2.26	0.92	2.52	3.31
CPS	1.02	0.66	3.91	2.56	2.67	1.48	2.72
DPS	0.55	0.60	0.80	0.80	0.80	1.00	1.20
Dividend yield	1.1 %	1.1 %	1.5 %	1.5 %	1.5 %	1.9 %	2.3 %
Gross profit margin	62.4 %	63.8 %	66.6 %	66.4 %	66.4 %	68.0 %	68.4 %
EBITDA margin	16.2 %	17.8 %	26.8 %	18.9 %	16.5 %	23.7 %	26.2 %
EBIT margin	13.3 %	14.9 %	24.3 %	15.8 %	8.6 %	17.2 %	20.2 %
ROCE	16.3 %	18.5 %	31.6 %	14.8 %	6.3 %	15.4 %	17.5 %
EV/sales	3.2	2.9	2.3	2.8	3.4	2.6	2.2
EV/EBITDA	19.7	16.4	8.5	14.7	20.6	10.8	8.5
EV/EBIT	24.0	19.6	9.4	17.5	39.4	14.8	11.1
PER	34.8	27.7	13.3	23.1	57.1	20.8	15.8
Adjusted FCF yield	2.9 %	3.6 %	7.9 %	4.5 %	2.5 %	5.6 %	7.4 %

Source: Company data, Hauck & Aufhäuser Close price as of: 08.12.2020



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks: 60.00 / 25.75

Price/Book Ratio: 2.9

Relative performance (SDAX):

3 months	-2.8 %
6 months	-3.5 %
12 months	10.4 %

Changes in estimates

		Sales	EBIT	EPS
2020	old:	96.5	11.1	1.38
	Δ	-2.7%	-26.8%	-33.8%
2021	old:	125.2	21.6	2.75
	Δ	-	-	-
2022	old:	139.6	28.2	3.61
	Δ	-	-	-

Key share data:

Number of shares: (in m pcs)	6.1
Authorised capital: (in € m)	-
Book value per share: (in €)	19.3
Ø trading volume: (12 months)	11,000

Major shareholders:

Free Float	86.8 %
Peter Möhrle Holding	9.5 %
Teslin Capital	5.8 %
Hans-Joachim Vits	3.7 %
Lazard	3.1 %
Monolith	2.9 %

Company description:

Leading supplier of adhesives for consumer electronics, as well as of equipment, systems and lamps for the printing industry

Financials

Profit and loss (EUR m)	2015/16	2016/17	2017/18	2018/19	2019/20E	2020/21E	2021/22E
Net sales	93.4	101.9	126.5	107.7	93.9	125.2	139.7
-	1.3 %	9.1 %	24.1 %	-14.8 %	-12.9 %	33.3 %	11.6 %
Increase/decrease in finished goods and work-in-process	2.3	1.0	1.5	1.9	1.3	1.8	2.0
Total sales	95.7	102.9	128.0	109.7	95.2	127.0	141.6
Other operating income	1.1	1.0	1.1	1.5	0.9	1.3	1.4
Material expenses	36.0	37.3	42.8	36.9	32.0	40.6	44.7
Personnel expenses	31.0	32.8	36.0	35.8	33.8	39.4	41.9
Other operating expenses	14.7	15.8	16.5	18.2	14.8	18.5	19.8
Total operating expenses	80.6	84.7	94.2	89.4	79.7	97.3	105.0
EBITDA	15.1	18.1	33.8	20.3	15.5	29.7	36.6
Depreciation	2.1	2.4	2.7	2.8	6.8	7.5	7.8
EBITA	13.0	15.7	31.2	17.5	8.7	22.2	28.8
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.6	0.5	0.5	0.5	0.6	0.6	0.6
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	12.4	15.2	30.7	17.0	8.1	21.6	28.2
Interest income	0.1	0.0	0.0	0.0	0.0	0.0	0.1
Interest expenses	0.4	0.4	0.3	0.2	0.4	0.4	0.4
Other financial result	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	-0.4	-0.3	-0.3	-0.1	-0.4	-0.4	-0.3
Recurring pretax income from continuing operations	12.1	14.9	30.4	16.9	7.7	21.2	27.9
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	12.1	14.9	30.4	16.9	7.7	21.2	27.9
Taxes	3.8	4.5	8.7	4.5	2.2	5.9	7.8
Net income from continuing operations	8.3	10.4	21.7	12.4	5.6	15.3	20.1
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	8.3	10.4	21.7	12.4	5.6	15.3	20.1
Minority interest	0.0	0.0	0.0	-0.1	0.0	0.0	0.0
Net profit (reported)	8.3	10.4	21.7	12.5	5.6	15.3	20.1
Average number of shares	5.5	5.5	5.5	5.5	5.5	6.1	6.1
EPS reported	1.50	1.89	3.94	2.26	1.01	2.52	3.31

Profit and loss (common size)	2015/16	2016/17	2017/18	2018/19	2019/20E	2020/21E	2021/22E
Net sales	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
Increase/decrease in finished goods and work-in-process	2.4 %	0.9 %	1.2 %	1.8 %	1.4 %	1.4 %	1.4 %
Total sales	102.4 %	100.9 %	101.2 %	101.8 %	101.4 %	101.4 %	101.4 %
Other operating income	1.2 %	1.0 %	0.9 %	1.4 %	1.0 %	1.0 %	1.0 %
Material expenses	38.5 %	36.6 %	33.8 %	34.2 %	34.1 %	32.4 %	32.0 %
Personnel expenses	33.2 %	32.1 %	28.5 %	33.2 %	36.0 %	31.5 %	30.0 %
Other operating expenses	15.8 %	15.5 %	13.0 %	16.9 %	15.8 %	14.8 %	14.2 %
Total operating expenses	86.3 %	83.1 %	74.5 %	83.0 %	84.9 %	77.7 %	75.2 %
EBITDA	16.2 %	17.8 %	26.8 %	18.9 %	16.5 %	23.7 %	26.2 %
Depreciation	2.3 %	2.4 %	2.1 %	2.6 %	7.2 %	6.0 %	5.6 %
EBITA	13.9 %	15.4 %	24.6 %	16.3 %	9.3 %	17.7 %	20.6 %
Amortisation of goodwill	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	0.6 %	0.5 %	0.4 %	0.5 %	0.6 %	0.5 %	0.4 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBIT (inc revaluation net)	13.3 %	14.9 %	24.3 %	15.8 %	8.6 %	17.2 %	20.2 %
Interest income	0.1 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.1 %
Interest expenses	0.4 %	0.4 %	0.3 %	0.2 %	0.4 %	0.3 %	0.3 %
Other financial result	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Financial result	neg.	neg.	neg.	neg.	neg.	neg.	neg.
Recurring pretax income from continuing operations	12.9 %	14.6 %	24.0 %	15.7 %	8.2 %	16.9 %	19.9 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	12.9 %	14.6 %	24.0 %	15.7 %	8.2 %	16.9 %	19.9 %
Tax rate	31.2 %	30.0 %	28.5 %	26.5 %	28.0 %	28.0 %	28.0 %
Net income from continuing operations	8.9 %	10.2 %	17.2 %	11.5 %	5.9 %	12.2 %	14.4 %
Income from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income	8.9 %	10.2 %	17.2 %	11.5 %	5.9 %	12.2 %	14.4 %
Minority interest	0.0 %	neg.	neg.	neg.	0.0 %	0.0 %	0.0 %
Net profit (reported)	8.9 %	10.2 %	17.2 %	11.6 %	5.9 %	12.2 %	14.4 %

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2015/16	2016/17	2017/18	2018/19	2019/20E	2020/21E	2021/22E
Intangible assets	21.8	21.5	21.5	21.2	34.7	34.7	34.8
Property, plant and equipment	17.2	19.5	27.0	42.2	56.4	59.2	60.1
Financial assets	1.4	1.3	1.3	2.2	2.2	2.2	2.2
FIXED ASSETS	40.3	42.4	49.7	65.6	93.3	96.1	97.1
Inventories	27.4	30.1	33.3	35.9	28.5	35.3	39.3
Accounts receivable	13.1	18.0	23.0	17.0	14.8	19.6	21.8
Other current assets	3.1	3.1	3.6	5.4	5.4	5.4	5.4
Liquid assets	6.5	5.2	12.0	14.6	22.6	21.9	29.4
Deferred taxes	3.8	3.6	4.0	5.7	5.7	5.7	5.7
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	54.0	60.0	75.8	78.5	76.9	87.8	101.6
TOTAL ASSETS	94.3	102.3	125.5	144.1	170.2	183.9	198.7
SHAREHOLDERS EQUITY	59.9	67.9	87.1	90.0	117.1	127.5	141.5
MINORITY INTEREST	1.8	1.9	0.2	0.1	0.1	0.1	0.1
Long-term debt	6.0	5.2	4.6	14.6	14.6	14.6	14.6
Provisions for pensions and similar obligations	6.5	5.6	6.0	8.3	8.3	8.3	8.3
Other provisions	0.9	0.9	8.1	6.9	6.9	6.9	6.9
Non-current liabilities	13.5	11.8	18.7	29.8	29.8	29.8	29.8
short-term liabilities to banks	3.0	4.3	2.3	1.7	1.7	1.7	1.7
Accounts payable	4.9	5.3	6.8	7.9	6.9	10.1	10.9
Advance payments received on orders	0.9	1.5	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	6.3	6.5	9.2	13.4	13.4	13.4	13.4
Deferred taxes	3.9	3.1	1.3	1.3	1.3	1.3	1.3
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Current liabilities	19.1	20.8	19.6	24.3	23.3	26.5	27.3
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	94.3	102.3	125.5	144.1	170.2	183.9	198.7

Balance sheet (common size)	2015/16	2016/17	2017/18	2018/19	2019/20E	2020/21E	2021/22E
Intangible assets	23.1 %	21.0 %	17.1 %	14.7 %	20.4 %	18.9 %	17.5 %
Property, plant and equipment	18.2 %	19.1 %	21.5 %	29.3 %	33.2 %	32.2 %	30.2 %
Financial assets	1.5 %	1.3 %	1.0 %	1.5 %	1.3 %	1.2 %	1.1 %
FIXED ASSETS	42.8 %	41.4 %	39.6 %	45.5 %	54.8 %	52.3 %	48.9 %
Inventories	29.1 %	29.4 %	26.5 %	24.9 %	16.7 %	19.2 %	19.8 %
Accounts receivable	13.9 %	17.6 %	18.3 %	11.8 %	8.7 %	10.6 %	11.0 %
Other current assets	3.3 %	3.0 %	2.8 %	3.7 %	3.2 %	2.9 %	2.7 %
Liquid assets	6.9 %	5.1 %	9.6 %	10.1 %	13.3 %	11.9 %	14.8 %
Deferred taxes	4.1 %	3.6 %	3.1 %	3.9 %	3.3 %	3.1 %	2.9 %
Deferred charges and prepaid expenses	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
CURRENT ASSETS	57.2 %	58.6 %	60.4 %	54.5 %	45.2 %	47.7 %	51.1 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	63.5 %	66.3 %	69.4 %	62.4 %	68.8 %	69.3 %	71.2 %
MINORITY INTEREST	1.9 %	1.9 %	0.1 %	0.1 %	0.1 %	0.1 %	0.1 %
Long-term debt	6.4 %	5.1 %	3.6 %	10.1 %	8.5 %	7.9 %	7.3 %
Provisions for pensions and similar obligations	6.9 %	5.5 %	4.8 %	5.7 %	4.9 %	4.5 %	4.2 %
Other provisions	1.0 %	0.9 %	6.5 %	4.8 %	4.1 %	3.8 %	3.5 %
Non-current liabilities	14.3 %	11.5 %	14.9 %	20.6 %	17.5 %	16.2 %	15.0 %
short-term liabilities to banks	3.2 %	4.2 %	1.8 %	1.2 %	1.0 %	0.9 %	0.8 %
Accounts payable	5.2 %	5.1 %	5.4 %	5.5 %	4.0 %	5.5 %	5.5 %
Advance payments received on orders	1.0 %	1.5 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Other liabilities (incl. from lease and rental contracts)	6.7 %	6.4 %	7.3 %	9.3 %	7.9 %	7.3 %	6.8 %
Deferred taxes	4.2 %	3.1 %	1.0 %	0.9 %	0.8 %	0.7 %	0.7 %
Deferred income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Current liabilities	20.2 %	20.3 %	15.6 %	16.8 %	13.7 %	14.4 %	13.7 %
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %

Source: Company data, Hauck & Aufhäuser

Cash flow statement (EUR m)	2015/16	2016/17	2017/18	2018/19	2019/20E	2020/21E	2021/22E
Net profit/loss	8.3	10.4	21.7	12.4	5.6	15.3	20.1
Depreciation of fixed assets (incl. leases)	2.1	2.4	2.7	3.3	6.8	7.5	7.8
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.6	0.5	0.5	0.0	0.6	0.6	0.6
Others	-1.1	-0.1	6.2	-3.2	0.0	0.0	0.0
Cash flow from operations before changes in w/c	9.9	13.2	31.1	12.5	13.0	23.4	28.5
Increase/decrease in inventory	-2.4	-2.7	-3.2	-2.6	7.4	-6.8	-4.1
Increase/decrease in accounts receivable	0.4	-4.9	-5.0	6.0	2.2	-4.8	-2.3
Increase/decrease in accounts payable	-0.1	0.3	1.6	1.0	-1.0	3.3	0.8
Increase/decrease in other working capital positions	0.4	0.6	-0.2	0.0	0.0	0.0	0.0
Increase/decrease in working capital	-1.6	-6.6	-6.8	4.4	8.6	-8.3	-5.5
Cash flow from operating activities	8.4	6.6	24.2	16.9	21.6	15.1	22.9
CAPEX	5.0	5.4	10.6	19.3	21.6	10.9	9.3
Payments for acquisitions	0.0	0.1	0.0	0.0	13.5	0.0	0.0
Financial investments	-0.1	-0.1	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.4	0.0	0.0	0.1	0.0	0.0	0.0
Cash flow from investing activities	-4.6	-5.3	-10.6	-19.1	-35.1	-10.9	-9.3
Cash flow before financing	3.8	1.2	13.6	-2.2	-13.5	4.2	13.6
Increase/decrease in debt position	-1.7	0.5	-2.8	9.1	0.0	0.0	0.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.1	0.0	0.0	0.0	26.0	0.0	0.0
Dividends paid	3.0	3.0	3.3	4.4	4.4	4.9	6.1
Others	-0.2	0.1	-0.8	0.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	-0.1	0.0	0.1	0.0	0.0	0.0
Cash flow from financing activities	-4.7	-2.4	-6.8	4.7	21.6	-4.9	-6.1
Increase/decrease in liquid assets	-0.9	-1.3	6.8	2.5	8.1	-0.7	7.5
Liquid assets at end of period	6.5	5.2	12.0	14.6	22.6	21.9	29.5

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2015/16	2016/17	2017/18	2018/19	2019/20E	2020/21E	2021/22E
Domestic	0.0	0.0	42.6	36.2	33.8	31.9	31.9
yoy change	n/a	n/a	n/a	-14.9 %	-6.7 %	-5.6 %	0.0 %
Rest of Europe	0.0	0.0	25.5	26.6	23.5	22.5	22.5
yoy change	n/a	n/a	n/a	4.6 %	-11.9 %	-4.0 %	0.0 %
NAFTA	0.0	0.0	9.6	32.3	28.2	26.3	26.3
yoy change	n/a	n/a	n/a	234.8 %	-12.8 %	-6.7 %	0.0 %
Asia Pacific	0.0	0.0	43.7	8.8	5.6	9.4	9.4
yoy change	n/a	n/a	n/a	-79.9 %	-35.8 %	66.7 %	0.0 %
Rest of world	0.0	0.0	5.1	3.8	4.7	3.8	3.8
yoy change	n/a	n/a	n/a	-25.4 %	22.9 %	-20.0 %	0.0 %
TTL	0.0	0.0	126.5	107.7	93.9	125.2	139.7
yoy change	n/a	n/a	n/a	-14.8 %	-12.9 %	33.3 %	11.6 %

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2015/16	2016/17	2017/18	2018/19	2019/20E	2020/21E	2021/22E
P&L growth analysis							
-	1.3 %	9.1 %	24.1 %	-14.8 %	-12.9 %	33.3 %	11.6 %
EBITDA growth	-6.5 %	20.1 %	86.5 %	-40.0 %	-54.2 %	46.0 %	136.2 %
EBIT growth	-8.3 %	22.6 %	101.8 %	-44.6 %	-73.6 %	26.9 %	248.3 %
EPS growth	-18.3 %	26.0 %	108.5 %	-42.6 %	-74.4 %	11.2 %	228.2 %
Efficiency							
Total operating costs / sales	86.3 %	83.1 %	74.5 %	83.0 %	84.9 %	77.7 %	75.2 %
Sales per employee	171.9	181.5	206.2	174.3	154.4	202.9	227.1
EBITDA per employee	27.8	32.3	55.2	32.9	25.5	48.1	59.5
Balance sheet analysis							
Avg. working capital / sales	36.4 %	37.4 %	36.0 %	43.9 %	45.8 %	35.8 %	31.0 %
Inventory turnover (sales/inventory)	3.4	3.4	3.8	3.0	3.3	3.6	3.6
Trade debtors in days of sales	51.1	64.3	66.4	57.5	57.5	57.0	57.0
A/P turnover [(A/P*365)/sales]	19.2	18.8	19.7	26.6	26.6	29.5	28.5
Cash conversion cycle (days)	279.4	307.4	292.0	335.0	303.7	283.3	289.2
Cash flow analysis							
Free cash flow	3.4	1.2	13.6	-2.4	0.0	4.2	13.6
Free cash flow/sales	3.6 %	1.2 %	10.8 %	-2.2 %	0.0 %	3.3 %	9.7 %
FCF / net profit	40.8 %	11.7 %	62.7 %	neg.	neg.	27.2 %	67.7 %
Capex / depre	181.1 %	180.5 %	337.1 %	581.5 %	291.9 %	134.6 %	111.1 %
Capex / maintenance capex	0.0 %	0.0 %	382.2 %	676.9 %	388.9 %	168.9 %	135.3 %
Capex / sales	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Security							
Net debt	2.5	4.4	-5.2	1.6	-6.4	-5.7	-13.2
Net Debt/EBITDA	0.2	0.2	0.0	0.1	0.0	0.0	0.0
Net debt / equity	0.0	0.1	neg.	0.0	neg.	neg.	neg.
Interest cover	31.8	42.0	96.5	105.0	20.0	53.2	69.5
Dividend payout ratio	36.6 %	31.7 %	20.3 %	35.3 %	87.3 %	39.7 %	36.3 %
Asset utilisation							
Capital employed turnover	1.2	1.2	1.2	0.9	0.6	0.8	0.8
Operating assets turnover	1.8	1.7	1.7	1.2	1.0	1.2	1.3
Plant turnover	5.4	5.2	4.7	2.6	1.7	2.1	2.3
Inventory turnover (sales/inventory)	3.4	3.4	3.8	3.0	3.3	3.6	3.6
Returns							
ROCE	16.3 %	18.5 %	31.6 %	14.8 %	6.3 %	15.4 %	17.5 %
ROE	13.8 %	15.4 %	25.0 %	13.9 %	4.7 %	12.0 %	14.2 %
Other							
Interest paid / avg. debt	3.9 %	3.9 %	3.9 %	1.4 %	3.5 %	2.5 %	2.5 %
No. employees (average)	544	562	614	618	608	617	615
Number of shares	5.5	5.5	5.5	5.5	5.5	6.1	6.1
DPS	0.5	0.6	0.8	0.8	0.8	1.0	1.2
EPS reported	1.50	1.89	3.94	2.26	1.01	2.52	3.31
Valuation ratios							
P/BV	4.8	4.2	3.3	3.2	2.7	2.5	2.2
EV/sales	3.2	2.9	2.3	2.8	3.4	2.6	2.2
EV/EBITDA	19.7	16.4	8.5	14.7	20.6	10.8	8.5
EV/EBITA	22.9	19.0	9.3	17.0	36.7	14.4	10.8
EV/EBIT	24.0	19.6	9.4	17.5	39.4	14.8	11.1
EV/FCF	88.1	244.9	21.2	-126.7	-10159.0	76.9	23.0
Adjusted FCF yield	2.9 %	3.6 %	7.9 %	4.5 %	2.5 %	5.6 %	7.4 %
Dividend yield	1.1 %	1.1 %	1.5 %	1.5 %	1.5 %	1.9 %	2.3 %

Source: Company data, Hauck & Aufhäuser

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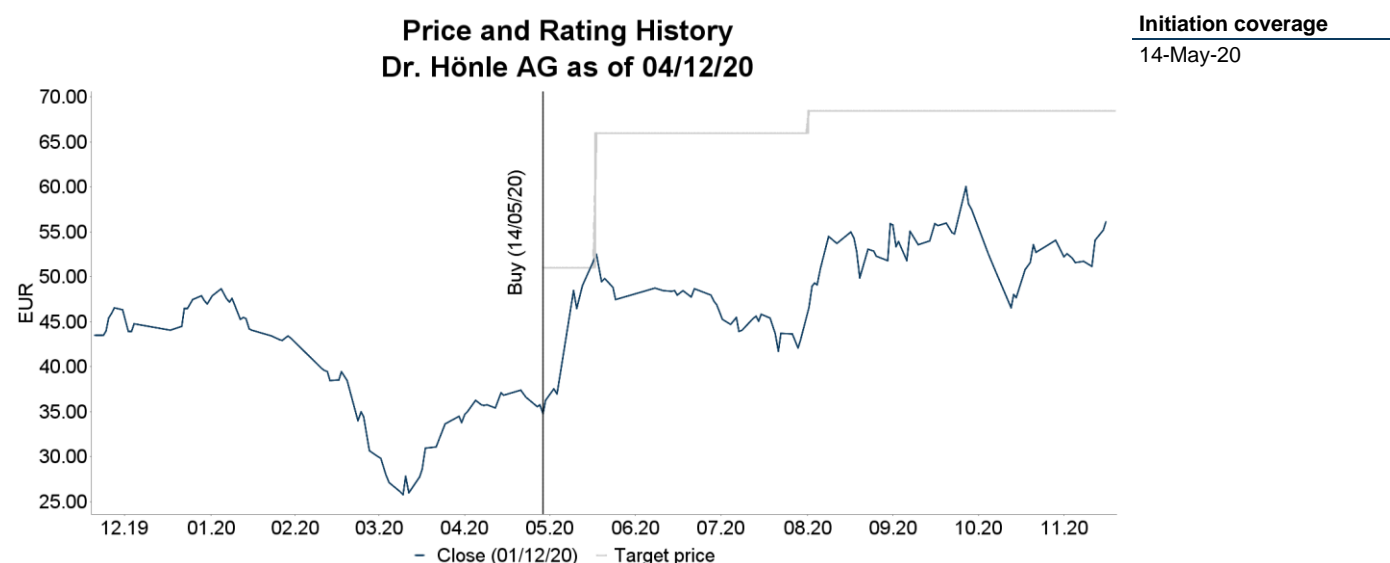
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Company	Disclosure
Dr. Hönle AG	2, 6, 8

Historical target price and rating changes for Dr. Hönle AG in the last 12 months



Company	Date	Analyst	Rating	Target price	Close
Dr. Hönle AG	18.08.2020	Wunderlich, CFA, Tim	Buy	EUR 68,50	EUR 49,00
	10.08.2020	Wunderlich, CFA, Tim	Buy	EUR 66,00	EUR 43,70
	30.06.2020	Wunderlich, CFA, Tim	Buy	EUR 66,00	EUR 48,50
	03.06.2020	Wunderlich, CFA, Tim	Buy	EUR 66,00	EUR 52,50
	18.05.2020	Wunderlich, CFA, Tim	Buy	EUR 51,00	EUR 37,55

15.05.2020	Wunderlich, CFA, Tim	Buy	EUR 51,00	EUR 36,30
14.05.2020	Wunderlich, CFA, Tim	Buy	EUR 51,00	EUR 34,80

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Contacts: Hauck & Aufhäuser Privatbankiers AG

Hauck & Aufhäuser Research

Hauck & Aufhäuser
Privatbankiers AG
Mittelweg 16/17
20148 Hamburg
Germany

Tel.: +49 (0) 40 414 3885 91
Fax: +49 (0) 40 414 3885 71
Email: research@ha-ib.de
www.ha-research.de

Tim Wunderlich, CFA
Head of Transactional Research
Tel.: +49 40 414 3885 81
E-Mail: tim.wunderlich@ha-ib.de

Henning Breiter
Head of Research
Tel.: +49 40 414 3885 73
E-Mail: henning.breiter@ha-ib.de

Marie-Thérèse Grübner
Head of Corporate Brokerage
Tel.: +49 40 450 6342 3097
E-Mail: marie-therese.gruebner@ha-ib.de

Aliaksandr Halitsa
Analyst
Tel.: +49 40 414 3885 83
E-Mail: aliaksandr.halitsa@ha-ib.de

Alina Köhler
Analyst
Tel.: +49 40 450 6342 3095
E-Mail: alina.koehler@ha-ib.de

Christian Glowa
Analyst
Tel.: +49 40 414 3885 95
E-Mail: christian.glowa@ha-ib.de

Christian Salis
Analyst
Tel.: +49 40 414 3885 96
E-Mail: christian.salis@ha-ib.de

Christian Sandherr
Analyst
Tel.: +49 40 414 3885 79
E-Mail: christian.sandherr@ha-ib.de

Frederik Bitter
Analyst
Tel.: +49 40 450 6342 3091
E-Mail: frederik.bitter@ha-ib.de

Frederik Jarchow
Analyst
Tel.: +49 40 414 3885 76
E-Mail: frederik.jarchow@ha-ib.de

Julius Stinauer
Analyst
Tel.: +49 40 414 3885 84
E-Mail: julius.stinauer@ha-ib.de

Simon Bentlage
Analyst
Tel.: +49 40 450 6342 3096
E-Mail: simon.bentlage@ha-ib.de

Hauck & Aufhäuser Sales

Alexander Lachmann
Equity Sales
Tel.: +41 43 497 30 23
E-Mail: alexander.lachmann@ha-ib.de

Carlos Becke
Equity Sales
Tel.: +44 203 9473 245
E-Mail: carlos.becke@ha-ib.de

Markus Scharhag
Equity Sales
Tel.: +49 89 23 93 2813
E-Mail: markus.scharhag@ha-ib.de

Christian Schwenkenbecher
Equity Sales
Tel.: +44 203 9473 246
E-Mail: christian.schwenkenbecher@ha-ib.de

Christian Bybjerg
Equity Sales
Tel.: +49 414 3885 74
E-Mail: christian.bybjerg@ha-ib.de

Hugues Madelin
Equity Sales
Tel.: +33 1 78 41 40 62
E-Mail: hugues.madelin@ha-ib.de

Vincent Bischoff
Equity Sales
Tel.: +49 40 414 3885 88
E-Mail: vincent.bischoff@ha-ib.de

Imogen Voorspuy
Equity Junior Sales
Tel.: +44 203 9473 244
E-Mail: imogen.voorspuy@ha-ib.de

Hauck & Aufhäuser Sales Trading

Hauck & Aufhäuser
Privatbankiers AG
Mittelweg 16/17
20148 Hamburg
Germany

Tel.: +49 40 414 3885 78
Fax: +49 40 414 3885 71
Email: info@hauck-aufhaeuser.com
www.hauck-aufhaeuser.com

Christian von Schuler
Trading
Tel.: +49 40 414 3885 77
E-Mail: christian.schuler@hauck-aufhaeuser.com

Fin Schaffer
Trading
Tel.: +49 40 414 3885 98
E-Mail: fin.schaffer@hauck-aufhaeuser.com

Kathleen Jonas
Middle-Office
Tel.: +49 40 414 3885 97
E-Mail: kathleen.jonas@hauck-aufhaeuser.com

Carolin Heidrich
Middle-Office
Tel.: +49 176 10 59 41 52
E-Mail: carolin.heidrich@hauck-aufhaeuser.com