

Buy (old: Buy)

Price target: EUR 68.50 (old: EUR 68.50)

Price:	EUR 47.40	Next result:	Q4'20: 28.01.21
Bloomberg:	HNL GR	Market cap:	EUR 317.1 m
Reuters:	HNLG.DE	Enterprise Value:	EUR 319.7 m

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Soft Q1 largely as expected; Positive outlook

Soft Q1 results (quarter ending Dec. 31 / see next page) released yesterday **were largely expected** and burdened by:

- **Corona-driven softness in adhesives** targeting Consumer Electronics (Q1 sales -10% yoy to € 6.9m).
- **The ramp of UVC air disinfection production capacity**, which was yet underutilised. That is why Equipment & Systems reported a muted margin (-10pp yoy to 3%), despite positive yoy revenue growth of +4% yoy to € 14.3m.

The reduced capacity utilisation explains the EBIT delta to our estimates (€ 2.1m reported vs. € 2.6m expected); however, net income came in almost in-line with H&A estimates due to a more favourable tax rate (17% vs. 28% expected).

Q1 results were supported by € 3m of acquired revenues, **meaning Q1 organic revenue growth was negative** on group level. The acquired revenues benefitted mainly the Equipment & Systems segment.

Importantly, **prospects for the coming quarters look positive:**

- Due to strong order intake, a **positive development is expected already for Q2**, driven by a demand recovery in all three segments.
- Sales with UVC air disinfection technology are set to ramp going forward. We expect revenues of almost € 3m in Q2'21 vs. € 1m in Q1'21 (eH&A).

All of this explains why management expects sales and earnings to **exceed the previous year's level** already with H1'21E results. For the FY'21E, it guides for „substantial top- and bottom-line growth“.

Both of this is in-line with our expectations. Indeed, we expect the **EBIT margin in Q2 to soar to 15%+** due to the above mentioned reasons, which compares favourably to the 8% margin achieved in both Q1'21 and Q2'20.

As such, **investors are advised to BUY** yesterday's unwarranted weakness. The unchanged € 68.50 PT is based on DCF. *continued*

Y/E 30.9 (EUR m)	2015/16	2016/17	2017/18	2018/19	2019/20	2020/21E	2021/22E
Sales	93.4	101.9	126.5	107.7	93.9	125.2	139.7
Sales growth	1 %	9 %	24 %	-15 %	-13 %	33 %	12 %
EBITDA	15.1	18.1	33.8	20.3	14.9	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	5.7	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 %	-4.4 %	-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	0.94	2.52	3.31
CPS	1.02	0.66	3.91	2.56	2.68	1.48	2.72
DPS	0.55	0.60	0.80	0.80	0.80	1.00	1.20
Dividend yield	1.2 %	1.3 %	1.7 %	1.7 %	1.7 %	2.1 %	2.5 %
Gross profit margin	62.4 %	63.8 %	66.6 %	66.4 %	64.9 %	68.0 %	68.4 %
EBITDA margin	16.2 %	17.8 %	26.8 %	18.9 %	15.8 %	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 %	15.3 %	17.5 %
EV/sales	2.9	2.7	2.1	2.5	3.1	2.3	2.0
EV/EBITDA	17.9	15.0	7.7	13.3	19.5	9.8	7.7
EV/EBIT	21.8	17.8	8.5	16.0	35.7	13.4	10.0
PER	31.6	25.1	12.0	20.9	50.6	18.8	14.3
Adjusted FCF yield	3.2 %	4.0 %	8.7 %	5.0 %	2.8 %	6.2 %	8.2 %

Source: Company data, Hauck & Aufhäuser Close price as of: 22.02.2021



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks: 60.00 / 25.75

Price/Book Ratio: 2.5

Relative performance (SDAX):

3 months -11.9 %

6 months -19.9 %

12 months 3.8 %

Changes in estimates

		Sales	EBIT	EPS
2021	old:	125.2	21.6	2.52
	Δ	-	-	0.0%
2022	old:	139.7	28.2	3.31
	Δ	-	-	0.0%
2023	old:	153.6	33.3	3.92
	Δ	-	-	0.0%

Key share data:

Number of shares: (in m pcs) 6.1

Authorised capital: (in € m) -

Book value per share: (in €) 21.1

Ø trading volume: (12 months) 7,000

Major shareholders:

Free Float	86.8 %
Peter Möhrle GmbH	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

<i>EUR</i>	Q1'21	Q1'21 est	Q1'20	<i>yoy</i>
Sales	26.7	26.3	25.5	5%
EBIT	2.1	2.6	3.7	-42%
EBIT margin	7.9%	9.9%	14.4%	- 6.5 pp
Net profit	1.7	1.8	2.6	-37%
Net margin	6.2%	6.8%	10.2%	- 4.0 pp

Source: Company data, Hauck & Aufhäuser

Financials

Profit and loss (EUR m)	2015/16	2016/17	2017/18	2018/19	2019/20	2020/21E	2021/22E
Net sales	93.4	101.9	126.5	107.7	93.9	125.2	139.7
<i>Sales growth</i>	1.3 %	9.1 %	24.1 %	-14.8 %	-12.9 %	33.4 %	11.6 %
Increase/decrease in finished goods and work-in-process	2.3	1.0	1.5	1.9	-0.6	1.8	2.0
Total sales	95.7	102.9	128.0	109.7	93.3	127.0	141.6
Other operating income	1.1	1.0	1.1	1.5	1.2	1.3	1.4
Material expenses	36.0	37.3	42.8	36.9	32.7	40.6	44.7
Personnel expenses	31.0	32.8	36.0	35.8	33.2	39.4	41.9
Other operating expenses	14.7	15.8	16.5	18.2	13.7	18.5	19.8
Total operating expenses	80.6	84.7	94.2	89.4	78.4	97.3	105.0
EBITDA	15.1	18.1	33.8	20.3	14.9	29.7	36.6
Depreciation	2.1	2.4	2.7	2.8	6.6	7.5	7.8
EBITA	13.0	15.7	31.2	17.5	8.3	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	0.2	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	0.2	0.0	0.1
Interest expenses	0.4	0.4	0.3	0.2	0.5	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	-0.3	-0.4	-0.3
Recurring pretax income from continuing operations	12.1	14.9	30.4	16.9	7.8	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	7.8	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	-0.1	0.0	0.0
Net profit (reported)	8.3	10.4	21.7	12.5	5.7	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	1.03	2.52	3.31

Profit and loss (common size)	2015/16	2016/17	2017/18	2018/19	2019/20	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 %	neg.	1.4 %	1.4 %
Total sales	102.4 %	100.9 %	101.2 %	101.8 %	99.4 %	101.4 %	101.4 %
Other operating income	1.2 %	1.0 %	0.9 %	1.4 %	1.3 %	1.0 %	1.0 %
Material expenses	38.5 %	36.6 %	33.8 %	34.2 %	34.9 %	32.4 %	32.0 %
Personnel expenses	33.2 %	32.1 %	28.5 %	33.2 %	35.4 %	31.5 %	30.0 %
Other operating expenses	15.8 %	15.5 %	13.0 %	16.9 %	14.6 %	14.8 %	14.2 %
Total operating expenses	86.3 %	83.1 %	74.5 %	83.0 %	83.5 %	77.7 %	75.2 %
EBITDA	16.2 %	17.8 %	26.8 %	18.9 %	15.8 %	23.7 %	26.2 %
Depreciation	2.3 %	2.4 %	2.1 %	2.6 %	7.0 %	6.0 %	5.6 %
EBITA	13.9 %	15.4 %	24.6 %	16.3 %	8.8 %	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 %	0.2 %	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 %	0.2 %	0.0 %	0.1 %
Interest expenses	0.4 %	0.4 %	0.3 %	0.2 %	0.5 %	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 %	8.4 %	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 %	8.4 %	16.9 %	19.9 %
Tax rate	31.2 %	30.0 %	28.5 %	26.5 %	28.6 %	28.0 %	28.0 %
Net income from continuing operations	8.9 %	10.2 %	17.2 %	11.5 %	6.0 %	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 %	6.0 %	12.2 %	14.4 %
Minority interest	0.0 %	neg.	neg.	neg.	neg.	0.0 %	0.0 %
Net profit (reported)	8.9 %	10.2 %	17.2 %	11.6 %	6.0 %	12.2 %	14.4 %

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2015/16	2016/17	2017/18	2018/19	2019/20	2020/21E	2021/22E
Intangible assets	21.8	21.5	21.5	21.2	35.1	35.1	35.2
Property, plant and equipment	17.2	19.5	27.0	42.2	56.6	59.4	60.3
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	94.0	96.8	97.7
Inventories	27.4	30.1	33.3	35.9	28.4	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	170.9	184.5	199.3
SHAREHOLDERS EQUITY	59.9	67.9	87.1	90.0	117.7	128.1	142.1
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	170.9	184.5	199.3

Balance sheet (common size)	2015/16	2016/17	2017/18	2018/19	2019/20	2020/21E	2021/22E
Intangible assets	23.1 %	21.0 %	17.1 %	14.7 %	20.6 %	19.0 %	17.7 %
Property, plant and equipment	18.2 %	19.1 %	21.5 %	29.3 %	33.1 %	32.2 %	30.3 %
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 %	55.0 %	52.4 %	49.0 %
Inventories	29.1 %	29.4 %	26.5 %	24.9 %	16.6 %	19.1 %	19.7 %
Accounts receivable	13.9 %	17.6 %	18.3 %	11.8 %	8.7 %	10.6 %	10.9 %
Other current assets	3.3 %	3.0 %	2.8 %	3.7 %	3.1 %	2.9 %	2.7 %
Liquid assets	6.9 %	5.1 %	9.6 %	10.1 %	13.2 %	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 %	45.0 %	47.6 %	51.0 %
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 %	68.9 %	69.4 %	71.3 %
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 %	4.8 %	4.5 %	4.1 %
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 %	17.4 %	16.1 %	14.9 %
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 %	6.7 %
Deferred taxes	4.2 %	3.1 %	1.0 %	0.9 %	0.8 %	0.7 %	0.6 %
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 %	13.6 %	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	2019/20	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	6.6	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	0.2	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	12.4	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	21.0	15.0	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	-14.1	4.1	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	7.5	-0.7	7.5
Liquid assets at end of period	6.5	5.2	12.0	14.6	22.1	21.4	28.9

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2015/16	2016/17	2017/18	2018/19	2019/20	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 %	33.4 %	11.6 %

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2015/16	2016/17	2017/18	2018/19	2019/20	2020/21E	2021/22E
P&L growth analysis							
Sales growth	1.3 %	9.1 %	24.1 %	-14.8 %	-12.9 %	33.4 %	11.6 %
EBITDA growth	-6.5 %	20.1 %	86.5 %	-40.0 %	-56.1 %	46.0 %	146.1 %
EBIT growth	-8.3 %	22.6 %	101.8 %	-44.6 %	-73.6 %	26.9 %	248.1 %
EPS growth	-18.3 %	26.0 %	108.5 %	-42.6 %	-73.9 %	11.2 %	221.2 %
Efficiency							
Total operating costs / sales	86.3 %	83.1 %	74.5 %	83.0 %	83.5 %	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	24.5	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	298.2	283.3	289.2
Cash flow analysis							
Free cash flow	3.4	1.2	13.6	-2.4	-0.6	4.1	13.6
Free cash flow/sales	3.6 %	1.2 %	10.8 %	-2.2 %	-0.6 %	3.3 %	9.7 %
FCF / net profit	40.8 %	11.7 %	62.7 %	neg.	neg.	27.2 %	67.7 %
Capex / deprn	181.1 %	180.5 %	337.1 %	581.5 %	319.0 %	134.6 %	111.1 %
Capex / maintenance capex	0.0 %	0.0 %	382.2 %	676.9 %	440.1 %	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	17.7	53.1	69.4
Dividend payout ratio	36.6 %	31.7 %	20.3 %	35.3 %	85.4 %	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 %	15.3 %	17.5 %
ROE	13.8 %	15.4 %	25.0 %	13.9 %	4.8 %	11.9 %	14.1 %
Other							
Interest paid / avg. debt	3.9 %	3.9 %	3.9 %	1.4 %	4.0 %	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	1.03	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	21.4	10.8	8.5
EV/EBITA	22.9	19.0	9.3	17.0	38.6	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	-529.9	77.1	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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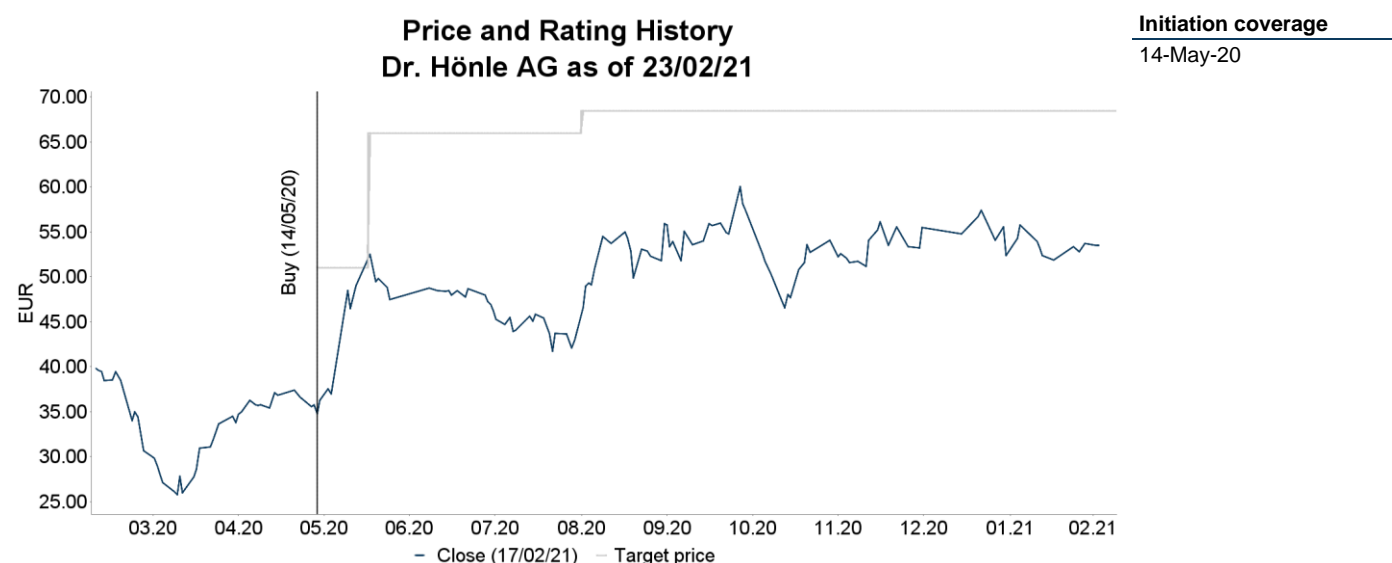
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Company	Disclosure
Dr. Hönle AG	2, 6, 8

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	09.12.2020	Wunderlich, CFA, Tim	Buy	EUR 68,50	EUR 55,60
	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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