

Buy (old: Buy)

Price target: EUR 68.50 (old: EUR 68.50)

Price: EUR 47.00 **Next result:** Q3: 26.08.21
Bloomberg: HNL GR **Market cap:** EUR 287.4 m
Reuters: HNLG.DE **Enterprise Value:** EUR 290.0 m

13-May-21

Tim Wunderlich, CFA
Analyst

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

Sound Q2 ahead of eH&A, outlook confirmed

Hönle's Q2 came in slightly ahead of our expectations, with sales rising by 22% yoy to € 31m (eH&A: € 30m) and EBIT more than doubling yoy to € 4.6m (eH&A: € 4.0m / Q1'20: € 2.1m). Organic sales growth should have been 8-10% yoy in Q2, in our view.

Glass & Lamps was the key growth driver. Segment revenue rose by more than 50% yoy to € 7.8m while segment EBIT improved to € 0.9m (11.5% margin) from € -0.4m in last year's quarter. Top-line growth reflects brisk demand for UVC equipment, especially air disinfection units, in the wake of the COVID pandemic. EBIT improvements stem from economies scale, enhanced procurement conditions (eH&A: € 0.2m cost savings per quarter) and efficiency gains, as Hönle merged two production facilities during last year's quarter.

Equipment & Systems also showed a sound performance, with segment revenue up 20% yoy to € 15.7m and segment EBIT more than doubling to € 2.1m versus € 0.9m in Q2'20, thanks to cyclical tailwinds from the automotive and printing industries. Especially demand from the printing industry (30-40% of segment sales) should further accelerate in H2'21, suggesting the segment's operating performance has more upside in the coming quarters.

The operating performance of the Adhesives segment remained muted in Q2'21. Sales grew by 3% yoy to € 7.4m and EBIT rose by 6% yoy to € 1.7m. The lackluster operating performance is due to a lack of major new project wins despite a full pipeline. COVID travel restrictions should be at fault, as new project / customer wins require personal contact and close interaction. As such, H2'21 could yield more positive news in this regard.

Guidance: **Hönle reiterates its outlook for FY'21E**, expecting „significant sales and earnings growth“.

Confirm BUY with a € 68.50 PT based on DCF.

Y/E 30.9 (EUR m)	2016/17	2017/18	2018/19	2019/20	2020/21E	2021/22E	2022/23E
Sales	101.9	126.5	107.7	93.9	125.2	139.7	153.6
Sales growth	9 %	24 %	-15 %	-13 %	33 %	12 %	10 %
EBITDA	18.1	33.8	20.3	14.9	29.7	36.6	41.9
EBIT	15.2	30.7	17.0	8.1	21.6	28.2	33.3
Net income	10.4	21.7	12.5	5.7	15.3	20.1	23.8
Net debt	4.4	-5.2	1.6	-6.4	-5.7	-13.2	-24.6
Net gearing	6.4 %	-6.0 %	1.8 %	-5.4 %	-4.4 %	-9.3 %	-15.5 %
Net Debt/EBITDA	0.2	0.0	0.1	0.0	0.0	0.0	0.0
EPS pro forma	1.89	3.94	2.26	0.94	2.52	3.31	3.92
CPS	0.66	3.91	2.56	2.68	1.48	2.72	3.42
DPS	0.60	0.80	0.80	0.80	1.00	1.20	1.44
Dividend yield	1.3 %	1.7 %	1.7 %	1.7 %	2.1 %	2.5 %	3.0 %
Gross profit margin	63.8 %	66.6 %	66.4 %	64.9 %	68.0 %	68.4 %	68.4 %
EBITDA margin	17.8 %	26.8 %	18.9 %	15.8 %	23.7 %	26.2 %	27.3 %
EBIT margin	14.9 %	24.3 %	15.8 %	8.6 %	17.2 %	20.2 %	21.7 %
ROCE	18.5 %	31.6 %	14.8 %	6.3 %	15.3 %	17.5 %	19.1 %
EV/sales	2.7	2.1	2.5	3.1	2.3	2.0	1.8
EV/EBITDA	15.0	7.7	13.3	19.5	9.8	7.7	6.5
EV/EBIT	17.8	8.5	16.0	35.7	13.4	10.0	8.1
PER	25.1	12.0	20.9	50.6	18.8	14.3	12.1
Adjusted FCF yield	4.0 %	8.7 %	5.0 %	2.8 %	6.2 %	8.2 %	10.0 %

Source: Company data, Hauck & Aufhäuser Close price as of: 12.05.2021



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks: 60.00 / 34.80

Price/Book Ratio: 2.2

Relative performance (SDAX):

3 months -17.2 %

6 months -41.9 %

12 months -20.6 %

Changes in estimates

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

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

Financials

Profit and loss (EUR m)	2016/17	2017/18	2018/19	2019/20	2020/21E	2021/22E	2022/23E
Net sales	101.9	126.5	107.7	93.9	125.2	139.7	153.6
<i>Sales growth</i>	9.1 %	24.1 %	-14.8 %	-12.9 %	33.4 %	11.6 %	10.0 %
Increase/decrease in finished goods and work-in-process	1.0	1.5	1.9	-0.6	1.8	2.0	2.2
Total sales	102.9	128.0	109.7	93.3	127.0	141.6	155.8
Other operating income	1.0	1.1	1.5	1.2	1.3	1.4	1.5
Material expenses	37.3	42.8	36.9	32.7	40.6	44.7	49.2
Personnel expenses	32.8	36.0	35.8	33.2	39.4	41.9	44.7
Other operating expenses	15.8	16.5	18.2	13.7	18.5	19.8	21.5
Total operating expenses	84.7	94.2	89.4	78.4	97.3	105.0	113.8
EBITDA	18.1	33.8	20.3	14.9	29.7	36.6	41.9
Depreciation	2.4	2.7	2.8	6.6	7.5	7.8	8.0
EBITA	15.7	31.2	17.5	8.3	22.2	28.8	33.9
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.5	0.5	0.5	0.2	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)	15.2	30.7	17.0	8.1	21.6	28.2	33.3
Interest income	0.0	0.0	0.0	0.2	0.0	0.1	0.1
Interest expenses	0.4	0.3	0.2	0.5	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	-0.3	-0.3	-0.1	-0.3	-0.4	-0.3	-0.3
Recurring pretax income from continuing operations	14.9	30.4	16.9	7.8	21.2	27.9	33.0
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	14.9	30.4	16.9	7.8	21.2	27.9	33.0
Taxes	4.5	8.7	4.5	2.2	5.9	7.8	9.3
Net income from continuing operations	10.4	21.7	12.4	5.6	15.3	20.1	23.8
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	10.4	21.7	12.4	5.6	15.3	20.1	23.8
Minority interest	0.0	0.0	-0.1	-0.1	0.0	0.0	0.0
Net profit (reported)	10.4	21.7	12.5	5.7	15.3	20.1	23.8
Average number of shares	5.5	5.5	5.5	5.5	6.1	6.1	6.1
EPS reported	1.89	3.94	2.26	1.03	2.52	3.31	3.92

Profit and loss (common size)	2016/17	2017/18	2018/19	2019/20	2020/21E	2021/22E	2022/23E
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	0.9 %	1.2 %	1.8 %	neg.	1.4 %	1.4 %	1.4 %
Total sales	100.9 %	101.2 %	101.8 %	99.4 %	101.4 %	101.4 %	101.4 %
Other operating income	1.0 %	0.9 %	1.4 %	1.3 %	1.0 %	1.0 %	1.0 %
Material expenses	36.6 %	33.8 %	34.2 %	34.9 %	32.4 %	32.0 %	32.0 %
Personnel expenses	32.1 %	28.5 %	33.2 %	35.4 %	31.5 %	30.0 %	29.1 %
Other operating expenses	15.5 %	13.0 %	16.9 %	14.6 %	14.8 %	14.2 %	14.0 %
Total operating expenses	83.1 %	74.5 %	83.0 %	83.5 %	77.7 %	75.2 %	74.1 %
EBITDA	17.8 %	26.8 %	18.9 %	15.8 %	23.7 %	26.2 %	27.3 %
Depreciation	2.4 %	2.1 %	2.6 %	7.0 %	6.0 %	5.6 %	5.2 %
EBITA	15.4 %	24.6 %	16.3 %	8.8 %	17.7 %	20.6 %	22.1 %
Amortisation of goodwill	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	0.5 %	0.4 %	0.5 %	0.2 %	0.5 %	0.4 %	0.4 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBIT (inc revaluation net)	14.9 %	24.3 %	15.8 %	8.6 %	17.2 %	20.2 %	21.7 %
Interest income	0.0 %	0.0 %	0.0 %	0.2 %	0.0 %	0.1 %	0.1 %
Interest expenses	0.4 %	0.3 %	0.2 %	0.5 %	0.3 %	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	14.6 %	24.0 %	15.7 %	8.4 %	16.9 %	19.9 %	21.5 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	14.6 %	24.0 %	15.7 %	8.4 %	16.9 %	19.9 %	21.5 %
Tax rate	30.0 %	28.5 %	26.5 %	28.6 %	28.0 %	28.0 %	28.0 %
Net income from continuing operations	10.2 %	17.2 %	11.5 %	6.0 %	12.2 %	14.4 %	15.5 %
Income from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income	10.2 %	17.2 %	11.5 %	6.0 %	12.2 %	14.4 %	15.5 %
Minority interest	neg.	neg.	neg.	neg.	0.0 %	0.0 %	0.0 %
Net profit (reported)	10.2 %	17.2 %	11.6 %	6.0 %	12.2 %	14.4 %	15.5 %

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2016/17	2017/18	2018/19	2019/20	2020/21E	2021/22E	2022/23E
Intangible assets	21.5	21.5	21.2	35.1	35.1	35.2	35.3
Property, plant and equipment	19.5	27.0	42.2	56.6	59.4	60.3	60.3
Financial assets	1.3	1.3	2.2	2.2	2.2	2.2	2.2
FIXED ASSETS	42.4	49.7	65.6	94.0	96.8	97.7	97.8
Inventories	30.1	33.3	35.9	28.4	35.3	39.3	43.3
Accounts receivable	18.0	23.0	17.0	14.8	19.6	21.8	24.0
Other current assets	3.1	3.6	5.4	5.4	5.4	5.4	5.4
Liquid assets	5.2	12.0	14.6	22.6	21.9	29.4	40.8
Deferred taxes	3.6	4.0	5.7	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	60.0	75.8	78.5	76.9	87.8	101.6	119.1
TOTAL ASSETS	102.3	125.5	144.1	170.9	184.5	199.3	216.9
SHAREHOLDERS EQUITY	67.9	87.1	90.0	117.7	128.1	142.1	158.6
MINORITY INTEREST	1.9	0.2	0.1	0.1	0.1	0.1	0.1
Long-term debt	5.2	4.6	14.6	14.6	14.6	14.6	14.6
Provisions for pensions and similar obligations	5.6	6.0	8.3	8.3	8.3	8.3	8.3
Other provisions	0.9	8.1	6.9	6.9	6.9	6.9	6.9
Non-current liabilities	11.8	18.7	29.8	29.8	29.8	29.8	29.8
short-term liabilities to banks	4.3	2.3	1.7	1.7	1.7	1.7	1.7
Accounts payable	5.3	6.8	7.9	6.9	10.1	10.9	12.0
Advance payments received on orders	1.5	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	6.5	9.2	13.4	13.4	13.4	13.4	13.4
Deferred taxes	3.1	1.3	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	20.8	19.6	24.3	23.3	26.5	27.3	28.4
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	102.3	125.5	144.1	170.9	184.5	199.3	216.9

Balance sheet (common size)	2016/17	2017/18	2018/19	2019/20	2020/21E	2021/22E	2022/23E
Intangible assets	21.0 %	17.1 %	14.7 %	20.6 %	19.0 %	17.7 %	16.3 %
Property, plant and equipment	19.1 %	21.5 %	29.3 %	33.1 %	32.2 %	30.3 %	27.8 %
Financial assets	1.3 %	1.0 %	1.5 %	1.3 %	1.2 %	1.1 %	1.0 %
FIXED ASSETS	41.4 %	39.6 %	45.5 %	55.0 %	52.4 %	49.0 %	45.1 %
Inventories	29.4 %	26.5 %	24.9 %	16.6 %	19.1 %	19.7 %	20.0 %
Accounts receivable	17.6 %	18.3 %	11.8 %	8.7 %	10.6 %	10.9 %	11.1 %
Other current assets	3.0 %	2.8 %	3.7 %	3.1 %	2.9 %	2.7 %	2.5 %
Liquid assets	5.1 %	9.6 %	10.1 %	13.2 %	11.9 %	14.8 %	18.8 %
Deferred taxes	3.6 %	3.1 %	3.9 %	3.3 %	3.1 %	2.9 %	2.6 %
Deferred charges and prepaid expenses	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
CURRENT ASSETS	58.6 %	60.4 %	54.5 %	45.0 %	47.6 %	51.0 %	54.9 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	66.3 %	69.4 %	62.4 %	68.9 %	69.4 %	71.3 %	73.1 %
MINORITY INTEREST	1.9 %	0.1 %	0.1 %	0.1 %	0.1 %	0.1 %	0.1 %
Long-term debt	5.1 %	3.6 %	10.1 %	8.5 %	7.9 %	7.3 %	6.7 %
Provisions for pensions and similar obligations	5.5 %	4.8 %	5.7 %	4.8 %	4.5 %	4.1 %	3.8 %
Other provisions	0.9 %	6.5 %	4.8 %	4.1 %	3.8 %	3.5 %	3.2 %
Non-current liabilities	11.5 %	14.9 %	20.6 %	17.4 %	16.1 %	14.9 %	13.7 %
short-term liabilities to banks	4.2 %	1.8 %	1.2 %	1.0 %	0.9 %	0.8 %	0.8 %
Accounts payable	5.1 %	5.4 %	5.5 %	4.0 %	5.5 %	5.5 %	5.5 %
Advance payments received on orders	1.5 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Other liabilities (incl. from lease and rental contracts)	6.4 %	7.3 %	9.3 %	7.9 %	7.3 %	6.7 %	6.2 %
Deferred taxes	3.1 %	1.0 %	0.9 %	0.8 %	0.7 %	0.6 %	0.6 %
Deferred income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Current liabilities	20.3 %	15.6 %	16.8 %	13.6 %	14.4 %	13.7 %	13.1 %
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)	2016/17	2017/18	2018/19	2019/20	2020/21E	2021/22E	2022/23E
Net profit/loss	10.4	21.7	12.4	5.6	15.3	20.1	23.8
Depreciation of fixed assets (incl. leases)	2.4	2.7	3.3	6.6	7.5	7.8	8.0
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.5	0.5	0.0	0.2	0.6	0.6	0.6
Others	-0.1	6.2	-3.2	0.0	0.0	0.0	0.0
Cash flow from operations before changes in w/c	13.2	31.1	12.5	12.4	23.4	28.5	32.4
Increase/decrease in inventory	-2.7	-3.2	-2.6	7.4	-6.8	-4.1	-3.9
Increase/decrease in accounts receivable	-4.9	-5.0	6.0	2.2	-4.8	-2.3	-2.2
Increase/decrease in accounts payable	0.3	1.6	1.0	-1.0	3.3	0.8	1.1
Increase/decrease in other working capital positions	0.6	-0.2	0.0	0.0	0.0	0.0	0.0
Increase/decrease in working capital	-6.6	-6.8	4.4	8.6	-8.3	-5.5	-5.0
Cash flow from operating activities	6.6	24.2	16.9	21.0	15.0	22.9	27.4
CAPEX	5.4	10.6	19.3	21.6	10.9	9.3	8.7
Payments for acquisitions	0.1	0.0	0.0	13.5	0.0	0.0	0.0
Financial investments	-0.1	0.0	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.0	0.0	0.1	0.0	0.0	0.0	0.0
Cash flow from investing activities	-5.3	-10.6	-19.1	-35.1	-10.9	-9.3	-8.7
Cash flow before financing	1.2	13.6	-2.2	-14.1	4.1	13.6	18.6
Increase/decrease in debt position	0.5	-2.8	9.1	0.0	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	0.0	0.0	0.0	26.0	0.0	0.0	0.0
Dividends paid	3.0	3.3	4.4	4.4	4.9	6.1	7.3
Others	0.1	-0.8	0.0	0.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	-0.1	0.0	0.1	0.0	0.0	0.0	0.0
Cash flow from financing activities	-2.4	-6.8	4.7	21.6	-4.9	-6.1	-7.3
Increase/decrease in liquid assets	-1.3	6.8	2.5	7.5	-0.7	7.5	11.4
Liquid assets at end of period	5.2	12.0	14.6	22.1	21.4	28.9	40.2

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2016/17	2017/18	2018/19	2019/20	2020/21E	2021/22E	2022/23E
Domestic	0.0	42.6	36.2	33.8	31.9	31.9	0.0
yoy change	n/a	n/a	-14.9 %	-6.7 %	-5.6 %	0.0 %	n/a
Rest of Europe	0.0	25.5	26.6	23.5	22.5	22.5	0.0
yoy change	n/a	n/a	4.6 %	-11.9 %	-4.0 %	0.0 %	n/a
NAFTA	0.0	9.6	32.3	28.2	26.3	26.3	0.0
yoy change	n/a	n/a	234.8 %	-12.8 %	-6.7 %	0.0 %	n/a
Asia Pacific	0.0	43.7	8.8	5.6	9.4	9.4	0.0
yoy change	n/a	n/a	-79.9 %	-35.8 %	66.7 %	0.0 %	n/a
Rest of world	0.0	5.1	3.8	4.7	3.8	3.8	0.0
yoy change	n/a	n/a	-25.4 %	22.9 %	-20.0 %	0.0 %	n/a
TTL	0.0	126.5	107.7	93.9	125.2	139.7	0.0
yoy change	n/a	n/a	-14.8 %	-12.9 %	33.4 %	11.6 %	n/a

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2016/17	2017/18	2018/19	2019/20	2020/21E	2021/22E	2022/23E
P&L growth analysis							
Sales growth	9.1 %	24.1 %	-14.8 %	-12.9 %	33.4 %	11.6 %	10.0 %
EBITDA growth	20.1 %	86.5 %	-40.0 %	-56.1 %	46.0 %	146.1 %	41.3 %
EBIT growth	22.6 %	101.8 %	-44.6 %	-73.6 %	26.9 %	248.1 %	54.5 %
EPS growth	26.0 %	108.5 %	-42.6 %	-73.9 %	11.2 %	221.2 %	55.9 %
Efficiency							
Total operating costs / sales	83.1 %	74.5 %	83.0 %	83.5 %	77.7 %	75.2 %	74.1 %
Sales per employee	181.5	206.2	174.3	154.4	202.9	227.1	232.6
EBITDA per employee	32.3	55.2	32.9	24.5	48.1	59.5	63.5
Balance sheet analysis							
Avg. working capital / sales	37.4 %	36.0 %	43.9 %	45.8 %	35.8 %	31.0 %	32.5 %
Inventory turnover (sales/inventory)	3.4	3.8	3.0	3.3	3.6	3.6	3.6
Trade debtors in days of sales	64.3	66.4	57.5	57.5	57.0	57.0	57.0
A/P turnover [(A/P*365)/sales]	18.8	19.7	26.6	26.6	29.5	28.5	28.5
Cash conversion cycle (days)	307.4	292.0	335.0	298.2	283.3	289.2	289.2
Cash flow analysis							
Free cash flow	1.2	13.6	-2.4	-0.6	4.1	13.6	18.6
Free cash flow/sales	1.2 %	10.8 %	-2.2 %	-0.6 %	3.3 %	9.7 %	12.1 %
FCF / net profit	11.7 %	62.7 %	neg.	neg.	27.2 %	67.7 %	78.4 %
Capex / depre	180.5 %	337.1 %	581.5 %	319.0 %	134.6 %	111.1 %	101.5 %
Capex / maintenance capex	0.0 %	382.2 %	676.9 %	440.1 %	168.9 %	135.3 %	121.0 %
Capex / sales	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Security							
Net debt	4.4	-5.2	1.6	-6.4	-5.7	-13.2	-24.6
Net Debt/EBITDA	0.2	0.0	0.1	0.0	0.0	0.0	0.0
Net debt / equity	0.1	neg.	0.0	neg.	neg.	neg.	neg.
Interest cover	42.0	96.5	105.0	17.7	53.1	69.4	82.1
Dividend payout ratio	31.7 %	20.3 %	35.3 %	85.4 %	39.7 %	36.3 %	36.7 %
Asset utilisation							
Capital employed turnover	1.2	1.2	0.9	0.6	0.8	0.8	0.8
Operating assets turnover	1.7	1.7	1.2	1.0	1.2	1.3	1.3
Plant turnover	5.2	4.7	2.6	1.7	2.1	2.3	2.5
Inventory turnover (sales/inventory)	3.4	3.8	3.0	3.3	3.6	3.6	3.6
Returns							
ROCE	18.5 %	31.6 %	14.8 %	6.3 %	15.3 %	17.5 %	19.1 %
ROE	15.4 %	25.0 %	13.9 %	4.8 %	11.9 %	14.1 %	15.0 %
Other							
Interest paid / avg. debt	3.9 %	3.9 %	1.4 %	4.0 %	2.5 %	2.5 %	2.5 %
No. employees (average)	562	614	618	608	617	615	660
Number of shares	5.5	5.5	5.5	5.5	6.1	6.1	6.1
DPS	0.6	0.8	0.8	0.8	1.0	1.2	1.4
EPS reported	1.89	3.94	2.26	1.03	2.52	3.31	3.92
Valuation ratios							
P/BV	3.8	3.0	2.9	2.4	2.2	2.0	1.8
EV/sales	2.7	2.1	2.5	3.1	2.3	2.0	1.8
EV/EBITDA	15.0	7.7	13.3	19.5	9.8	7.7	6.5
EV/EBITA	17.2	8.4	15.5	35.0	13.1	9.8	8.0
EV/EBIT	17.8	8.5	16.0	35.7	13.4	10.0	8.1
EV/FCF	222.7	19.2	-115.2	-480.5	69.9	20.8	14.5
Adjusted FCF yield	4.0 %	8.7 %	5.0 %	2.8 %	6.2 %	8.2 %	10.0 %
Dividend yield	1.3 %	1.7 %	1.7 %	1.7 %	2.1 %	2.5 %	3.0 %

Source: Company data, Hauck & Aufhäuser

Disclosures regarding research publications of Hauck & Aufhäuser Privatbankiers AG pursuant to section 85 of the German Securities Trading Act (WpHG) and distributed in the UK under the Temporary Permission Regime for EEA firms, subject to the FCA requirements on research recommendation disclosures

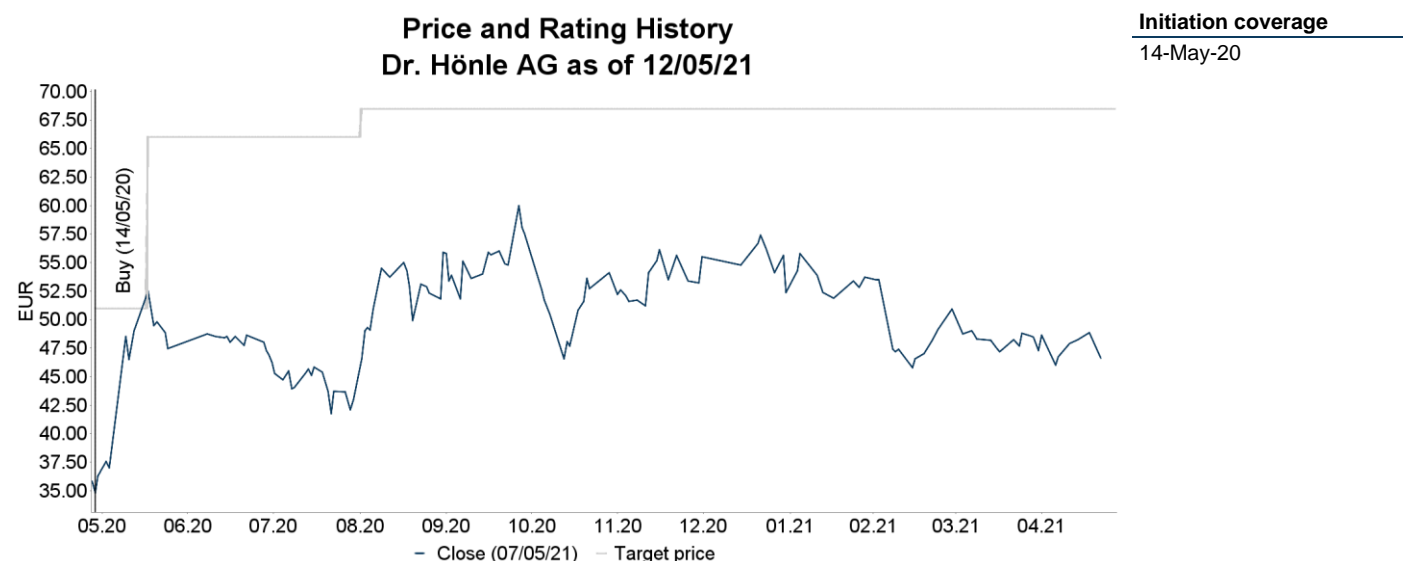
It is essential that any research recommendation is fairly presented and discloses interests of indicates relevant conflicts of interest. Pursuant to section 85 of the German Securities Trading Act (WpHG) a research report has to point out possible conflicts of interest in connection with the analysed company. Further to this, under the FCA’s rules on research recommendations, any conflicts of interest in connection with the recommendation must be disclosed. A conflict of interest is presumed to exist in particular if Hauck & Aufhäuser Privatbankiers AG

- (1) or any other person belonging to the same group with that person (as part of a consortium) within the past twelve months, acquired the financial instruments of the analysed company,
- (2) or any other person belonging to the same group with that person has entered into an agreement on the production of the research report with the analysed company,
- (3) has, within the past twelve months, 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,
- (4) holds a) 5% or more of the share capital of the analysed company, or b) the analysed company holds 5% or more of the share capital of Hauck & Aufhäuser Privatbankiers AG or its affiliate(s),
- (5) holds a net long (a) or a net short (b) position of 0.5% of the outstanding share capital of the analysed company or derivatives thereof,
- (6) or any other person belonging to the same group with that person is a market maker or liquidity provider in the financial instruments of the issuer,
- (7) or the analyst has any other significant financial interests relating to the analysed company such as, for example, exercising mandates in the interest of the analysed company or a significant conflict of interest with respect to the issuer,
- (8) The research report has been made available to the 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	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	23.02.2021	Wunderlich, CFA, Tim	Buy	EUR 68.50	EUR 47.15
	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

Hauck & Aufhäuser distribution of ratings and in proportion to investment banking services

Buy	72.08 %	79.31 %
Sell	7.14 %	0.00 %
Hold	20.78 %	20.69 %

Date of publication creation: 12/05/2021 06:15 PM

Date of publication dissemination: 13/05/2021 08:08 AM

1. General Information/Liabilities

This research report has been produced for the information purposes of institutional investors only, and is not in any way a personal recommendation, offer or solicitation to buy or sell the financial instruments mentioned herein. The document is confidential and is made available by Hauck & Aufhäuser Privatbankiers AG, exclusively to selected recipients [in DE, GB, FR, CH, US, UK, Scandinavia, and Benelux or, in individual cases, also in other countries]. A distribution to private investors in the sense of the German Securities Trading Act (WpHG) is excluded. It is not allowed to pass the research report on to persons other than the intended recipient without the permission of Hauck & Aufhäuser Privatbankiers AG. Reproduction of this document, in whole or in part, is not permitted without prior permission Hauck & Aufhäuser Privatbankiers AG. All rights reserved.

Under no circumstances shall Hauck & Aufhäuser Privatbankiers AG, any of its employees involved in the preparation, have any liability for possible errors or incompleteness of the information included in this research report – neither in relation to indirect or direct nor consequential damages. Liability for damages arising either directly or as a consequence of the use of information, opinions and estimates is also excluded. Past performance of a financial instrument is not necessarily indicative of future performance.

2. Responsibilities

This research report was prepared by the research analyst named on the front page (the "Producer"). The Producer is solely responsible for the views and estimates expressed in this report. The report has been prepared independently. The content of the research report was not influenced by the issuer of the analysed financial instrument at any time. It may be possible that parts of the research report were handed out to the issuer for information purposes prior to the publication without any major amendments being made thereafter.

3. Organisational Requirements

Hauck & Aufhäuser Privatbankiers AG took internal organisational and regulative precautions to avoid or accordingly disclose possible conflicts of interest in connection with the preparation and distribution of the research report. All members of Hauck & Aufhäuser Privatbankiers AG involved in the preparation of the research report are subject to internal compliance regulations. No part of the Producer's compensation is directly or indirectly related to the preparation of this financial analysis. In case a research analyst or a closely related person is confronted with a conflict of interest, the research analyst is restricted from covering this company.

4. Information Concerning the Methods of Valuation/Update

The determination of the fair value per share, i.e. the price target, and the resultant rating is done on the basis of the adjusted free cash flow (adj. FCF) method and on the basis of the discounted cash flow – DCF model. Furthermore, a peer group comparison is made.

The adj. FCF method is based on the assumption that investors purchase assets only at a price (enterprise value) at which the operating cash flow return after taxes on this investment exceeds their opportunity costs in the form of a hurdle rate of 7.5%. The operating cash flow is calculated as EBITDA less maintenance capex and taxes.

Within the framework of the DCF approach, the future free cash flows are calculated initially on the basis of a fictitious capital structure of 100% equity, i.e. interest and repayments on debt capital are not factored in initially. The adjustment towards the actual capital structure is done by discounting the calculated free cash flows with the weighted average cost of capital (WACC), which takes into account both the cost of equity capital and the cost of debt. After discounting, the calculated total enterprise value is reduced by the interest-bearing debt capital in order to arrive at the equity value.

Hauck & Aufhäuser Privatbankiers AG uses the following three-step rating system for the analysed companies:

Buy: Sustainable upside potential of more than 10% within 12 months
Sell: Sustainable downside potential of more than 10% within 12 months.
Hold: Upside/downside potential is limited. No immediate catalyst visible.

NB: The ratings of Hauck & Aufhäuser Privatbankiers AG are not based on a performance that is expected to be "relative" to the market.

The decision on the choice of the financial instruments analysed in this document was solely made by Hauck & Aufhäuser Privatbankiers AG. The opinions and estimates in this research report are subject to change without notice. It is within the discretion of Hauck & Aufhäuser Privatbankiers AG whether and when it publishes an update to this research report, but in general updates are created on a regular basis, after 6 months at the latest. A sensitivity analysis is included and published in company's initial studies.

5. Major Sources of Information

Part of the information required for this research report was made available by the issuer of the financial instrument. Furthermore, this report is based on publicly available sources (such as, for example, Bloomberg, Reuters, VWD-Trader and the relevant daily press) believed to be reliable. Hauck & Aufhäuser Privatbankiers AG has checked the information for plausibility but not for accuracy or completeness.

6. Competent Supervisory Authority

Hauck & Aufhäuser Privatbankiers AG are under supervision of the BaFin – German Federal Financial Supervisory Authority Bundesanstalt für Finanzdienstleistungsaufsicht), Graurheindorfer Straße 108, 53117 Bonn and Marie-Curie-Straße 24 – 28, 60439 Frankfurt a.M.

This document is distributed in the UK under the Temporary Permission Regime for EEA firms and in compliance with the applicable FCA requirements.

7. Specific Comments for Recipients Outside of Germany

This research report is subject to the law of the Federal Republic of Germany. The distribution of this information to other states in particular to the USA, Canada, Australia and Japan may be restricted or prohibited by the laws applicable within this state.

8. Miscellaneous

According to Article 4(1) No. i of the delegated regulation 2016/958 supplementing regulation 596/2014 of the European Parliament, further information regarding investment recommendations of the last 12 months are published under:
<https://www.hauck-aufhaeuser.com/en/investment-banking/equities#institutionalresearch>

Disclosures for U.S. persons only

This research report is a product of HAUCK & AUFHÄUSER PRIVATBANKIERS AG, which is the employer of the research analyst(s) who has prepared the research report. The research analyst(s) preparing the research report is/are resident outside the United States (U.S.) and are not associated persons of any U.S. regulated broker-dealer and therefore the analyst(s) is/are not subject to supervision by a U.S. broker-dealer, and is/are not required to satisfy the regulatory licensing requirements of FINRA or required to otherwise comply with U.S. rules or regulations regarding, among other things, communications with a subject company, public appearances and trading securities held by a research analyst account.

This report is intended for distribution by HAUCK & AUFHÄUSER PRIVATBANKIERS AG, only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the U.S. Securities and Exchange Act, 1934 (the Exchange Act) and interpretations thereof by U.S. Securities and Exchange Commission (SEC) in reliance on Rule 15a 6(a)(2). If the recipient of this report is not a Major Institutional Investor as specified above, then it should not act upon this report and return the same to the sender. Further, this report may not be copied, duplicated and/or transmitted onward to any U.S. person, which is not the Major Institutional Investor.

In reliance on the exemption from registration provided by Rule 15a-6 of the Exchange Act and interpretations thereof by the SEC in order to conduct certain business with Major Institutional Investors, HAUCK & AUFHÄUSER PRIVATBANKIERS AG, has entered into an agreement with a U.S. registered broker-dealer, Marco Polo Securities Inc. ("Marco Polo"). Transactions in securities discussed in this research report should be effected through Marco Polo or another U.S. registered broker dealer.

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

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

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

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

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

Rune Dinesen
Equity Sales
Tel.: +49 40 414 38 85 72
E-Mail: rune.dinesen@ha-ib.de

Vincent Bischoff
Equity Sales
Tel.: +49 40 414 38 85 88
E-Mail: vincent.bischoff@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 38 85 77
E-Mail: christian.schuler@hauck-aufhaeuser.com

Fin Schaffer
Trading
Tel.: +49 40 414 38 85 98
E-Mail: fin.schaffer@hauck-aufhaeuser.com

Nils Carstens
Trading
Tel.: +49 40 414 38 85 85
E-Mail: Nils.Carstens@ha-ib.de

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