

Dr. Hönle AG

Germany - High-tech Engineering



HAUCK
AUFHÄUSER
INVESTMENT BANKING

Buy (old: Buy)

Price target: EUR 50.00 (old: EUR 50.00)

Price: EUR 25.30 **Next result:** Q3'22: 05.08.22
Bloomberg: HNL GR **Market cap:** EUR 153.4 m
Reuters: HNLG.DE **Enterprise Value:** EUR 194.1 m

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Q2 review: numbers in-line, guidance confirmed

Results were in-line with expectations (see next page). **Q2 sales grew by 6% yoy to € 32.8m** (eHAIB: € 32.5m), as Equipment & Systems (+8% yoy to € 17.0m) benefitted from a cyclical demand recovery of the printing end-market (30% of group sales / eHAIB). Revenue with air disinfection systems, which are part of this segment, should have come in well below the level of Q4'21 (i.e. € 5m sales), as the COVID-19 pandemic subsided. Adhesives revenue grew slightly (+5% yoy to € 7.8m) thanks to new customer wins, which more than offset lower revenue with a major consumer electronics customer. Meanwhile, Glass & Lamps grew sales by 3% yoy to € 8.1m thanks to stronger demand for quartz glass (i.e. subsidiary Raesch) from (new) semiconductor customers.

Q2 EBIT declined by 32% yoy to € 3.1m (eHAIB: € 3.1m). Despite positive top-line growth, EBIT margins declined in both the Adhesives (-3.3pp yoy to 19.9%) and Equipment & Systems segments (-2.8pp yoy to 10.3%), reflecting investments into growth, which have not yet been sufficiently scaled. Glass & Lamps was loss making in the quarter (vs. € 0.8m EBIT a year ago), due to high electricity costs burdening the margins of the energy-intensive Raesch subsidiary (i.e. quartz glass for semiconductor customers).

Hoenle confirms its FY'22E guidance, targeting € 130-140m sales (eHAIB: € 133m) and € 14-17m EBIT (eHAIB: € 14.2m). Pending project wins in the high-margin Adhesives business could be a share price catalyst. Recent COVID restrictions in China were a hindrance in this regard, impeding sales & marketing activities in a country where major consumer electronics companies have their production sites. Easing restrictions could hence lead to some long-awaited project announcements.

Hoenle announced that it is looking to hire a CEO, which the company has so far lacked, and who will also assume responsibility for sales & marketing. **We consider this to be a sensible step**, which could possibly improve execution. Management Board member Mr Runge, who has so far been responsible for sales & marketing, will leave the company with immediate effect.

Reiterate BUY with a € 50.00 PT based on DCF. continued

Y/E 30.9 (EUR m)	2017/18	2018/19	2019/20	2020/21	2021/22E	2022/23E	2023/24E
Sales	126.5	107.7	93.9	115.2	133.2	141.2	158.8
Sales growth	24 %	-15 %	-13 %	23 %	16 %	6 %	13 %
EBITDA	33.8	20.3	14.9	13.8	22.5	27.4	37.0
EBIT	30.7	17.0	8.1	0.3	14.2	18.7	27.9
Net income	21.7	12.5	5.7	-4.8	9.6	12.8	19.4
Net debt	-5.2	1.6	12.1	41.5	32.1	28.9	24.5
Net gearing	-6.0 %	1.8 %	10.4 %	37.5 %	28.1 %	24.2 %	18.8 %
Net Debt/EBITDA	0.0	0.1	0.8	3.0	1.4	1.1	0.7
EPS pro forma	3.94	2.26	0.94	-0.80	1.58	2.11	3.20
CPS	3.91	2.56	0.41	-0.72	2.97	1.96	2.49
DPS	0.80	0.80	0.80	1.00	1.20	1.44	1.44
Dividend yield	3.2 %	3.2 %	3.2 %	4.0 %	4.7 %	5.7 %	5.7 %
Gross profit margin	66.6 %	66.4 %	64.9 %	58.6 %	58.2 %	60.4 %	62.4 %
EBITDA margin	26.8 %	18.9 %	15.8 %	12.0 %	16.9 %	19.4 %	23.3 %
EBIT margin	24.3 %	15.8 %	8.6 %	0.3 %	10.7 %	13.2 %	17.6 %
ROCE	31.6 %	14.8 %	5.7 %	0.2 %	8.0 %	10.3 %	14.9 %
EV/sales	1.1	1.4	1.9	1.8	1.5	1.4	1.2
EV/EBITDA	4.1	7.4	11.7	14.7	8.6	7.0	5.0
EV/EBIT	4.6	8.8	21.5	583.0	13.7	10.2	6.7
PER	6.4	11.2	27.0	-31.8	16.0	12.0	7.9
Adjusted FCF yield	16.6 %	9.2 %	4.7 %	4.2 %	6.7 %	8.6 %	12.7 %

Source: Company data, Hauck Aufhäuser Investment Banking Close price as of: 08.06.2022



Source: Company data, Hauck Aufhäuser Investment Banking

High/low 52 weeks: 52.60 / 21.70
Price/Book Ratio: 1.3
Relative performance (SDAX):
3 months -14.7 %
6 months -23.8 %
12 months -34.4 %

Changes in estimates

		Sales	EBIT	EPS
2022	old:	133.2	14.2	1.58
	Δ	-	-	-
2023	old:	141.2	18.7	2.11
	Δ	-	-	-
2024	old:	158.8	27.9	3.20
	Δ	-	-	-

Key share data:

Number of shares: (in m pcs) 6.1
 Authorised capital: (in € m) -
 Book value per share: (in €) 18.8
 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

EUR	Q2'22	Q2'21 est	Q2'21	yoy	Q1'22	yoy	H1'22	H1'21	yoy
Sales	32.8	32.5	30.9	6%	33.4	-2%	66.2	57.6	15%
Adhesives	7.8	7.6	7.4	5%	6.5	19%	14.3	14.3	-0.1%
Equipment & Systems	17.0	17.4	15.8	8%	19.4	-12%	36.4	30.0	21.2%
Glass & Lamps	8.1	7.5	7.8	3%	7.5	7%	15.6	13.3	17.1%
EBIT	3.1	3.1	4.6	-32%	4.5	-31%	7.7	6.7	14%
EBIT margin	9.6%	9.4%	14.9%	- 5.4 pp	13.5%	- 4.0 pp	11.6%	11.7%	- 0.1 pp
Adhesives	1.5	1.5	1.7	-10%	0.7	109%	2.3	3.4	-32.6%
EBIT margin	19.9%	19.7%	23.2%	- 3.3 pp	11.4%	+ 8.5 pp	16.0%	23.7%	- 7.7 pp
Equipment & Systems	1.8	1.4	2.1	-15%	3.4	-49%	5.2	2.5	112.2%
EBIT margin	10.3%	8.0%	13.1%	- 2.8 pp	17.8%	- 7.4 pp	14.3%	8.2%	+ 6.1 pp
Glass & Lamps	-0.1	0.2	0.8	n.a.	0.3	n.a.	0.2	0.9	-79.9%
EBIT margin	-1.6%	2.3%	10.8%	- 12.4 pp	4.1%	- 5.7 pp	1.1%	6.7%	- 5.6 pp
Net profit	2.2	2.2	3.0	-26%	3.2	-32%	5.4	4.6	17%
Net margin	6.6%	6.8%	9.6%	- 2.9 pp	9.6%	- 2.9 pp	8.1%	8.0%	+ 0.1 pp

Source: Company data, HAIB

Financials

Profit and loss (EUR m)	2017/18	2018/19	2019/20	2020/21	2021/22E	2022/23E	2023/24E
Net sales	126.5	107.7	93.9	115.2	133.2	141.2	158.8
<i>Sales growth</i>	24.1 %	-14.8 %	-12.9 %	22.7 %	15.7 %	6.0 %	12.5 %
Increase/decrease in finished goods and work-in-process	1.5	1.9	-0.6	3.1	2.0	2.1	2.4
Total sales	128.0	109.7	93.3	118.3	135.2	143.3	161.2
Other operating income	1.1	1.5	1.2	1.6	4.0	2.1	2.4
Material expenses	42.8	36.9	32.7	48.9	56.5	56.8	60.7
Personnel expenses	36.0	35.8	33.2	39.7	41.2	41.8	45.1
Other operating expenses	16.5	18.2	13.7	17.4	19.0	19.5	20.8
Total operating expenses	94.2	89.4	78.4	104.5	112.7	115.9	124.2
EBITDA	33.8	20.3	14.9	13.8	22.5	27.4	37.0
Depreciation	2.7	2.8	6.6	9.8	7.9	8.2	8.5
EBITA	31.2	17.5	8.3	4.0	14.6	19.2	28.5
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	0.2	3.7	0.4	0.5	0.6
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	30.7	17.0	8.1	0.3	14.2	18.7	27.9
Interest income	0.0	0.0	0.2	0.1	0.1	0.1	0.1
Interest expenses	0.3	0.2	0.5	1.1	1.0	1.0	1.0
Other financial result	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	-0.3	-0.1	-0.3	-1.0	-0.9	-0.9	-0.9
Recurring pretax income from continuing operations	30.4	16.9	7.8	-0.6	13.3	17.8	27.0
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	30.4	16.9	7.8	-0.6	13.3	17.8	27.0
Taxes	8.7	4.5	2.2	4.3	3.7	5.0	7.6
Net income from continuing operations	21.7	12.4	5.6	-4.9	9.6	12.8	19.4
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	21.7	12.4	5.6	-4.9	9.6	12.8	19.4
Minority interest	0.0	-0.1	-0.1	0.0	0.0	0.0	0.0
Net profit (reported)	21.7	12.5	5.7	-4.8	9.6	12.8	19.4
Average number of shares	5.5	5.5	5.5	6.1	6.1	6.1	6.1
EPS reported	3.94	2.26	1.03	-0.80	1.58	2.11	3.20

Profit and loss (common size)	2017/18	2018/19	2019/20	2020/21	2021/22E	2022/23E	2023/24E
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	1.2 %	1.8 %	neg.	2.7 %	1.5 %	1.5 %	1.5 %
Total sales	101.2 %	101.8 %	99.4 %	102.7 %	101.5 %	101.5 %	101.5 %
Other operating income	0.9 %	1.4 %	1.3 %	1.4 %	3.0 %	1.5 %	1.5 %
Material expenses	33.8 %	34.2 %	34.9 %	42.5 %	42.4 %	40.2 %	38.2 %
Personnel expenses	28.5 %	33.2 %	35.4 %	34.4 %	30.9 %	29.6 %	28.4 %
Other operating expenses	13.0 %	16.9 %	14.6 %	15.1 %	14.3 %	13.8 %	13.1 %
Total operating expenses	74.5 %	83.0 %	83.5 %	90.7 %	84.6 %	82.1 %	78.2 %
EBITDA	26.8 %	18.9 %	15.8 %	12.0 %	16.9 %	19.4 %	23.3 %
Depreciation	2.1 %	2.6 %	7.0 %	8.5 %	5.9 %	5.8 %	5.4 %
EBITA	24.6 %	16.3 %	8.8 %	3.5 %	11.0 %	13.6 %	17.9 %
Amortisation of goodwill	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	0.4 %	0.5 %	0.2 %	3.2 %	0.3 %	0.4 %	0.4 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBIT (inc revaluation net)	24.3 %	15.8 %	8.6 %	0.3 %	10.7 %	13.2 %	17.6 %
Interest income	0.0 %	0.0 %	0.2 %	0.1 %	0.1 %	0.0 %	0.0 %
Interest expenses	0.3 %	0.2 %	0.5 %	1.0 %	0.8 %	0.7 %	0.6 %
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	24.0 %	15.7 %	8.4 %	neg.	10.0 %	12.6 %	17.0 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	24.0 %	15.7 %	8.4 %	neg.	10.0 %	12.6 %	17.0 %
Tax rate	28.5 %	26.5 %	28.6 %	n/a	28.0 %	28.0 %	28.0 %
Net income from continuing operations	17.2 %	11.5 %	6.0 %	neg.	7.2 %	9.1 %	12.2 %
Income from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income	17.2 %	11.5 %	6.0 %	neg.	7.2 %	9.1 %	12.2 %
Minority interest	neg.	neg.	neg.	neg.	0.0 %	0.0 %	0.0 %
Net profit (reported)	17.2 %	11.6 %	6.0 %	neg.	7.2 %	9.1 %	12.2 %

Source: Company data, Hauck Aufhäuser Investment Banking

Balance sheet (EUR m)	2017/18	2018/19	2019/20	2020/21	2021/22E	2022/23E	2023/24E
Intangible assets	21.5	21.2	21.0	24.0	24.3	24.5	24.8
Property, plant and equipment	27.0	42.2	76.8	87.8	88.2	87.3	87.1
Financial assets	1.3	2.2	2.4	1.4	1.4	1.4	1.4
FIXED ASSETS	49.7	65.6	100.2	113.2	113.9	113.2	113.2
Inventories	33.3	35.9	35.2	46.7	37.5	39.8	44.7
Accounts receivable	23.0	17.0	14.3	17.1	20.8	22.0	24.8
Other current assets	3.6	5.4	6.5	9.0	9.0	9.0	9.0
Liquid assets	12.0	14.6	34.2	12.1	21.4	24.6	29.0
Deferred taxes	4.0	5.7	5.9	4.9	4.9	4.9	4.9
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	75.8	78.5	96.0	89.7	93.6	100.3	112.4
TOTAL ASSETS	125.5	144.1	196.2	202.9	207.4	213.5	225.6
SHAREHOLDERS EQUITY	87.1	90.0	116.3	110.7	114.3	119.7	130.5
MINORITY INTEREST	0.2	0.1	0.3	0.4	0.4	0.4	0.4
Long-term debt	4.6	14.6	42.8	49.7	49.7	49.7	49.7
Provisions for pensions and similar obligations	6.0	8.3	8.8	8.6	8.6	8.6	8.6
Other provisions	8.1	6.9	1.9	3.0	3.0	3.0	3.0
Non-current liabilities	18.7	29.8	53.5	61.3	61.3	61.3	61.3
short-term liabilities to banks	2.3	1.7	3.5	3.9	3.9	3.9	3.9
Accounts payable	6.8	7.9	6.5	9.4	10.4	11.0	12.4
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	9.2	13.4	15.6	16.5	16.5	16.5	16.5
Deferred taxes	1.3	1.3	0.4	0.7	0.7	0.7	0.7
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Current liabilities	19.6	24.3	26.0	30.5	31.5	32.1	33.5
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	125.5	144.1	196.2	202.9	207.4	213.5	225.6

Balance sheet (common size)	2017/18	2018/19	2019/20	2020/21	2021/22E	2022/23E	2023/24E
Intangible assets	17.1 %	14.7 %	10.7 %	11.8 %	11.7 %	11.5 %	11.0 %
Property, plant and equipment	21.5 %	29.3 %	39.2 %	43.3 %	42.5 %	40.9 %	38.6 %
Financial assets	1.0 %	1.5 %	1.2 %	0.7 %	0.7 %	0.7 %	0.6 %
FIXED ASSETS	39.6 %	45.5 %	51.1 %	55.8 %	54.9 %	53.0 %	50.2 %
Inventories	26.5 %	24.9 %	18.0 %	23.0 %	18.1 %	18.6 %	19.8 %
Accounts receivable	18.3 %	11.8 %	7.3 %	8.4 %	10.0 %	10.3 %	11.0 %
Other current assets	2.8 %	3.7 %	3.3 %	4.4 %	4.3 %	4.2 %	4.0 %
Liquid assets	9.6 %	10.1 %	17.4 %	6.0 %	10.3 %	11.5 %	12.9 %
Deferred taxes	3.1 %	3.9 %	3.0 %	2.4 %	2.3 %	2.3 %	2.2 %
Deferred charges and prepaid expenses	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
CURRENT ASSETS	60.4 %	54.5 %	48.9 %	44.2 %	45.1 %	47.0 %	49.8 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	69.4 %	62.4 %	59.3 %	54.6 %	55.1 %	56.1 %	57.8 %
MINORITY INTEREST	0.1 %	0.1 %	0.2 %	0.2 %	0.2 %	0.2 %	0.2 %
Long-term debt	3.6 %	10.1 %	21.8 %	24.5 %	23.9 %	23.3 %	22.0 %
Provisions for pensions and similar obligations	4.8 %	5.7 %	4.5 %	4.2 %	4.1 %	4.0 %	3.8 %
Other provisions	6.5 %	4.8 %	1.0 %	1.5 %	1.5 %	1.4 %	1.3 %
Non-current liabilities	14.9 %	20.6 %	27.3 %	30.2 %	29.5 %	28.7 %	27.2 %
short-term liabilities to banks	1.8 %	1.2 %	1.8 %	1.9 %	1.9 %	1.8 %	1.7 %
Accounts payable	5.4 %	5.5 %	3.3 %	4.6 %	5.0 %	5.2 %	5.5 %
Advance payments received on orders	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Other liabilities (incl. from lease and rental contracts)	7.3 %	9.3 %	8.0 %	8.1 %	8.0 %	7.7 %	7.3 %
Deferred taxes	1.0 %	0.9 %	0.2 %	0.3 %	0.3 %	0.3 %	0.3 %
Deferred income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Current liabilities	15.6 %	16.8 %	13.2 %	15.0 %	15.2 %	15.0 %	14.8 %
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %

Source: Company data, Hauck Aufhäuser Investment Banking

Cash flow statement (EUR m)	2017/18	2018/19	2019/20	2020/21	2021/22E	2022/23E	2023/24E
Net profit/loss	21.7	12.4	5.6	-4.9	9.6	12.8	19.4
Depreciation of fixed assets (incl. leases)	2.7	3.3	6.6	9.8	7.9	8.2	8.5
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.5	0.0	0.2	3.7	0.4	0.5	0.6
Others	6.2	-3.2	-7.2	3.9	0.0	0.0	0.0
Cash flow from operations before changes in w/c	31.1	12.5	5.2	12.5	17.9	21.5	28.5
Increase/decrease in inventory	-3.2	-2.6	0.6	-11.5	9.2	-2.3	-5.0
Increase/decrease in accounts receivable	-5.0	6.0	2.7	-2.8	-3.7	-1.2	-2.8
Increase/decrease in accounts payable	1.6	1.0	-1.4	2.9	1.0	0.6	1.4
Increase/decrease in other working capital positions	-0.2	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in working capital	-6.8	4.4	2.0	-11.3	6.4	-2.9	-6.3
Cash flow from operating activities	24.2	16.9	7.2	1.1	24.3	18.6	22.2
CAPEX	10.6	19.3	30.2	17.1	9.0	8.1	9.1
Payments for acquisitions	0.0	0.0	0.0	7.7	0.0	0.0	0.0
Financial investments	0.0	0.0	0.0	-0.1	0.0	0.0	0.0
Income from asset disposals	0.0	0.1	-0.5	0.2	0.0	0.0	0.0
Cash flow from investing activities	-10.6	-19.1	-30.7	-24.5	-9.0	-8.1	-9.1
Cash flow before financing	13.6	-2.2	-23.5	-23.4	15.3	10.5	13.1
Increase/decrease in debt position	-2.8	9.1	21.9	4.3	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	25.7	0.0	0.0	0.0	0.0
Dividends paid	3.3	4.4	4.4	3.0	6.1	7.3	8.7
Others	-0.8	0.0	0.1	0.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	0.1	-0.1	0.0	0.0	0.0	0.0
Cash flow from financing activities	-6.8	4.7	43.3	1.2	-6.1	-7.3	-8.7
Increase/decrease in liquid assets	6.8	2.5	19.6	-22.1	9.3	3.3	4.4
Liquid assets at end of period	12.0	14.6	34.2	12.1	21.4	24.6	29.0

Source: Company data, Hauck Aufhäuser Investment Banking

Regional split (EUR m)	2017/18	2018/19	2019/20	2020/21	2021/22E	2022/23E	2023/24E
Domestic	42.6	36.2	33.8	31.9	31.9	0.0	0.0
yoy change	n/a	-14.9 %	-6.7 %	-5.6 %	0.0 %	n/a	n/a
Rest of Europe	25.5	26.6	23.5	22.5	22.5	0.0	0.0
yoy change	n/a	4.6 %	-11.9 %	-4.0 %	0.0 %	n/a	n/a
NAFTA	9.6	32.3	28.2	26.3	26.3	0.0	0.0
yoy change	n/a	234.8 %	-12.8 %	-6.7 %	0.0 %	n/a	n/a
Asia Pacific	43.7	8.8	5.6	9.4	9.4	0.0	0.0
yoy change	n/a	-79.9 %	-35.8 %	66.7 %	0.0 %	n/a	n/a
Rest of world	5.1	3.8	4.7	3.8	3.8	0.0	0.0
yoy change	n/a	-25.4 %	22.9 %	-20.0 %	0.0 %	n/a	n/a
TTL	126.5	107.7	93.9	115.2	133.2	0.0	0.0
yoy change	n/a	-14.8 %	-12.9 %	22.7 %	15.7 %	n/a	n/a

Source: Company data, Hauck Aufhäuser Investment Banking

Key ratios (EUR m)	2017/18	2018/19	2019/20	2020/21	2021/22E	2022/23E	2023/24E
P&L growth analysis							
Sales growth	24.1 %	-14.8 %	-12.9 %	22.7 %	15.7 %	6.0 %	12.5 %
EBITDA growth	86.5 %	-40.0 %	-56.1 %	-32.0 %	51.4 %	98.2 %	64.4 %
EBIT growth	101.8 %	-44.6 %	-73.6 %	-97.9 %	75.5 %	5255.7 %	96.4 %
EPS growth	108.5 %	-42.6 %	-73.9 %	-135.1 %	53.2 %	-365.1 %	103.1 %
Efficiency							
Total operating costs / sales	74.5 %	83.0 %	83.5 %	90.7 %	84.6 %	82.1 %	78.2 %
Sales per employee	206.2	174.3	154.4	186.6	216.5	213.8	481.2
EBITDA per employee	55.2	32.9	24.5	22.4	36.6	41.5	112.1
Balance sheet analysis							
Avg. working capital / sales	36.0 %	43.9 %	49.3 %	43.2 %	34.2 %	37.3 %	33.1 %
Inventory turnover (sales/inventory)	3.8	3.0	2.7	2.5	3.6	3.6	3.6
Trade debtors in days of sales	66.4	57.5	55.4	54.1	57.0	57.0	57.0
A/P turnover [(A/P*365)/sales]	19.7	26.6	25.2	29.9	28.5	28.5	28.5
Cash conversion cycle (days)	292.0	335.0	376.0	332.2	232.3	241.9	251.5
Cash flow analysis							
Free cash flow	13.6	-2.4	-23.0	-16.0	15.3	10.5	13.1
Free cash flow/sales	10.8 %	-2.2 %	-24.5 %	-13.9 %	11.5 %	7.5 %	8.2 %
FCF / net profit	62.7 %	neg.	neg.	neg.	160.4 %	82.4 %	67.4 %
Capex / deprn	337.1 %	581.5 %	443.6 %	125.6 %	107.9 %	92.8 %	99.9 %
Capex / maintenance capex	382.2 %	676.9 %	n/a	187.3 %	131.1 %	109.6 %	116.3 %
Capex / sales	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Security							
Net debt	-5.2	1.6	12.1	41.5	32.1	28.9	24.5
Net Debt/EBITDA	0.0	0.1	0.8	3.0	1.4	1.1	0.7
Net debt / equity	neg.	0.0	0.1	0.4	0.3	0.2	0.2
Interest cover	96.5	105.0	17.7	0.3	14.2	18.7	27.9
Dividend payout ratio	20.3 %	35.3 %	85.4 %	100.0 %	76.1 %	68.3 %	44.9 %
Asset utilisation							
Capital employed turnover	1.2	0.9	0.5	0.7	0.7	0.8	0.8
Operating assets turnover	1.7	1.2	0.8	0.8	1.0	1.0	1.1
Plant turnover	4.7	2.6	1.2	1.3	1.5	1.6	1.8
Inventory turnover (sales/inventory)	3.8	3.0	2.7	2.5	3.6	3.6	3.6
Returns							
ROCE	31.6 %	14.8 %	5.7 %	0.2 %	8.0 %	10.3 %	14.9 %
ROE	25.0 %	13.9 %	4.9 %	-4.4 %	8.4 %	10.7 %	14.9 %
Other							
Interest paid / avg. debt	3.9 %	1.4 %	1.7 %	3.2 %	2.0 %	1.9 %	1.9 %
No. employees (average)	614	618	608	617	615	660	330
Number of shares	5.5	5.5	5.5	6.1	6.1	6.1	6.1
DPS	0.8	0.8	0.8	1.0	1.2	1.4	1.4
EPS reported	3.94	2.26	1.03	-0.80	1.58	2.11	3.20
Valuation ratios							
P/BV	1.6	1.6	1.3	1.4	1.3	1.3	1.2
EV/sales	1.1	1.4	1.9	1.8	1.5	1.4	1.2
EV/EBITDA	4.1	7.4	11.7	14.7	8.6	7.0	5.0
EV/EBITA	4.5	8.5	21.1	50.7	13.3	9.9	6.5
EV/EBIT	4.6	8.8	21.5	583.0	13.7	10.2	6.7
EV/FCF	10.3	-63.5	-7.6	-12.7	12.7	18.1	14.3
Adjusted FCF yield	16.6 %	9.2 %	4.7 %	4.2 %	6.7 %	8.6 %	12.7 %
Dividend yield	3.2 %	3.2 %	3.2 %	4.0 %	4.7 %	5.7 %	5.7 %

Source: Company data, Hauck Aufhäuser Investment Banking

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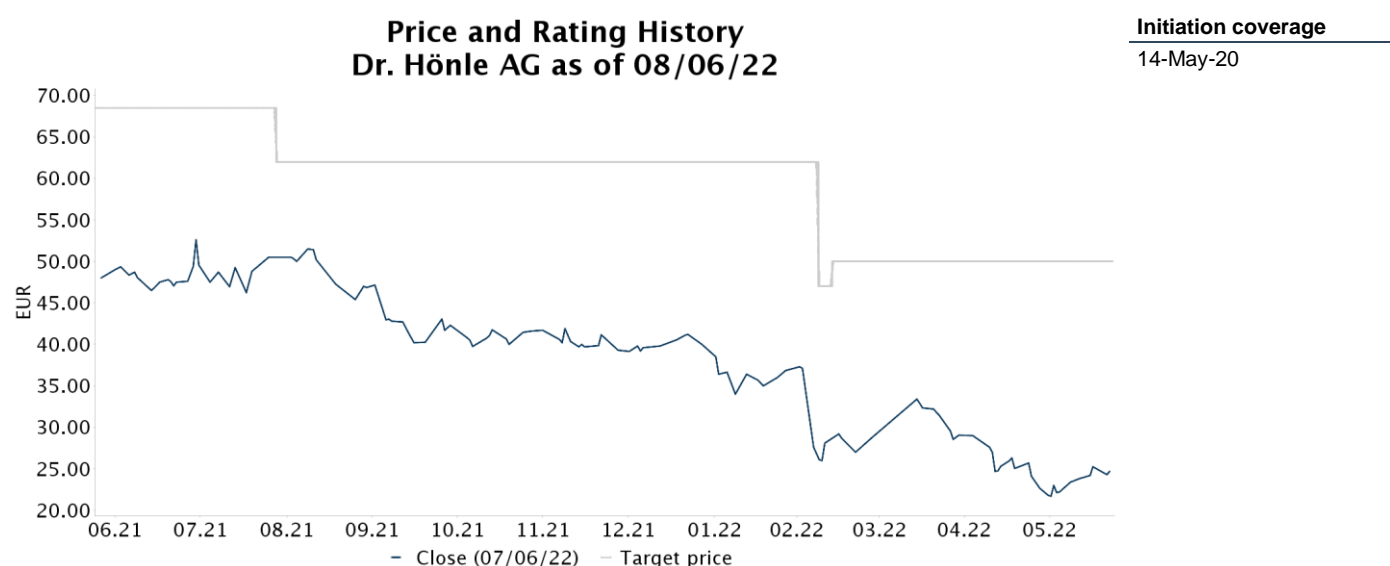
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Company	Disclosure
Dr. Hönle AG	2, 6, 8

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	01.03.2022	Wunderlich, CFA, Tim	Buy	EUR 50,00	EUR 28,10
	07.12.2021	Wunderlich, CFA, Tim	Buy	EUR 62,00	EUR 41,15
	14.10.2021	Wunderlich, CFA, Tim	Buy	EUR 62,00	EUR 42,30
	20.08.2021	Wunderlich, CFA, Tim	Buy	EUR 62,00	EUR 50,00

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