

Buy (old: Buy)

Price target: EUR 17.00 (old: EUR 17.00)

21-January-25

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Analyst

Price: EUR 7.98 **Next result:** Q1'25: 25.02.25
Bloomberg: HNL GR **Market cap:** EUR 48.4 m
Reuters: HNLG.DE **Enterprise Value:** EUR 94.7 m

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CMD feedback: advancing the strategic transformation

The CMD revealed that **fundamental improvements are taking place “under the hood”**, but these will need time to become visible in the P&L (eHAIB: 12-18 months), in light of persistent end-market weakness and long sales cycles.

The “new” **Hoenle comprises three business units**, which are structured to capitalize on synergies and **target six primary end-markets** (see next page). Non-core or loss-making activities have (mostly) been divested or shut down (e.g. solar simulation) and personnel cost savings implemented. Relying on core expertise in UV and specialty adhesives, management has introduced a **clear focus on differentiated solutions** targeting markets exposed to **secular growth drivers**. Against this backdrop, **the goal is to reach group sales of € 175m with a 25% EBITDA margin by 2030E**, which would imply a c.10% sales CAGR'24-30E and more than € 40m EBITDA (NB: this is no official guidance).

- **Adhesives** (36% of sales / 16% EBITDA margin) exhibit the **most attractive growth and margin upside**, in light of regional penetration potential, untapped synergies, and low-hanging margin gains from underutilized capacity. **Hoenle is now set-up as a one-stop-shop**, serving clients with both the adhesives and the UV curing devices, which is a synergistic offering. Catalysts for revenue growth include (i) focusing on differentiated solutions such as “Black&Light”, which uses UV light to cure black adhesives, accelerating the production process at lower cost; (ii) introducing a more pro-active sales approach focused on high-growth Asia. **A new BU head will take over from April 2025 to drive the strategy change.**
- **Disinfection** (26% of sales / 13% EBITDA margin) is another Business Unit with **differentiated technology serving appealing end-markets**: Hoenle is a one-stop-shop, offering the complete range of low- to high-pressure lamps, which boast the best performance and longest service life. Best-in-class pathogen elimination (i.e. 99.99999%) explains Hoenle’s presence in the exacting pharma and food markets. Ultra-pure water is one of the most exciting applications, due to its critical nature for the high-growth semiconductor market.
- **Curing** (38% / break-even) offers the least exciting prospects, in our view, given high exposure to the printing industry. The focus is on cost cuts (€ 1.2m implemented) to return to profitability, and the introduction of LED-based curing systems to close the technology gap to rivals.

The “new” Hoenle is seen to be on the right path for an operational turnaround, though it should take time for the changes to translate into higher growth and earnings. **Confirm Buy with a € 17.00 PT based on DCF. continued**

Y/E 30.9 (EUR m)	2019/20	2020/21	2021/22	2022/23	2023/24E	2024/25E	2025/26E
Sales	93.9	115.2	116.1	106.3	98.7	100.2	110.4
Sales growth	-13 %	23 %	1 %	-8 %	-7 %	2 %	10 %
EBITDA	14.9	13.8	12.1	0.4	5.5	7.0	11.2
EBIT (inc revaluation net)	8.1	0.3	5.8	-9.4	-10.3	2.0	6.2
Net income	5.7	-4.8	-13.4	-11.0	-8.5	0.2	3.2
Net debt	12.1	41.5	52.3	47.5	43.1	41.5	40.5
Net Debt/EBITDA	0.8	3.0	4.3	119.3	7.8	5.9	3.6
EPS pro forma	0.94	-0.80	0.44	-1.87	-1.41	0.03	0.52
CPS	0.07	-2.04	-1.72	0.02	1.22	0.26	0.17
Gross profit margin	64.9 %	58.6 %	53.6 %	51.1 %	58.9 %	60.1 %	60.7 %
EBITDA margin	15.8 %	12.0 %	10.4 %	0.4 %	5.6 %	7.0 %	10.1 %
EBIT margin	8.6 %	0.3 %	5.0 %	-8.9 %	-10.4 %	2.0 %	5.6 %
ROCE	4.7 %	0.2 %	3.3 %	-5.7 %	-6.7 %	1.3 %	4.1 %
EV/EBITDA	20.1	24.2	16.9	426.0	17.1	13.3	8.2
EV/EBIT	37.0	958.6	35.0	-18.0	-9.2	46.2	14.9
PER	49.1	-59.0	55.5	-10.5	-5.7	248.7	15.3
Adjusted FCF yield	2.0 %	0.1 %	3.7 %	-1.8 %	6.5 %	4.3 %	7.6 %

Source: Company data, Hauck Aufhäuser Investment Banking Close price as of: 20.01.2025

Please refer to important disclosures at the end of the report



Source: Company data, HAIB

High/low 52 weeks: 20.20 / 6.68
Price/Book Ratio: 0.5
Relative performance (SDAX):
3 months -27.2 %
6 months -52.2 %
12 months -60.9 %

Changes in estimates

		Sales	EBIT	EPS
2024	old:	98.7	-10.3	-1.41
	Δ	-	-	-
2025	old:	100.2	2.0	0.03
	Δ	-	-	-
2026	old:	110.4	6.2	0.52
	Δ	-	-	-

Key share data:

Number of shares: (in m pcs) 6.1
Authorised capital: (in € m) -
Book value per share: (in €) 14.4
Ø trading volume: (12 months) 7,000

Major shareholders:

Free Float 74.4 %
Peter Möhrle GmbH 25.6 %
Teslin / Gerlin 4.5 %
Hans-Joachim Vits 4.2 %
Lazard 4.0 %

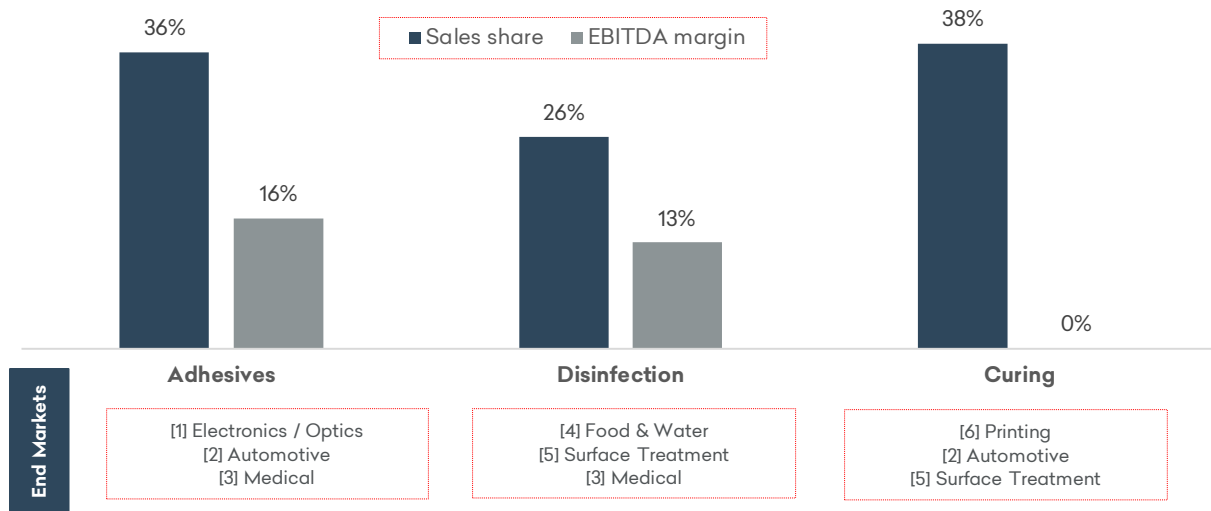
Company description:

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

Company guidance 2024E:

€ 95-105m sales / >€ 5.5m EBITDA

The new Business Units: sales share and EBITDA margin



Source: Company data, Hauck Aufhäuser Investment Banking

Note: some Business Units target the same end-markets

Company in a Nutshell

Dr Hoenle is a specialist for UV lamps and systems that are used in the printing industry to dry / harden ink, for the disinfection of water and surfaces as well as for the simulation of sunlight in the automotive industry. It also offers **adhesives for specialised niche applications** in consumer electronics, automotive, medical, and other verticals.

Curing accounts for 38% of group sales, Adhesives for 36%, and Disinfection for 26%.

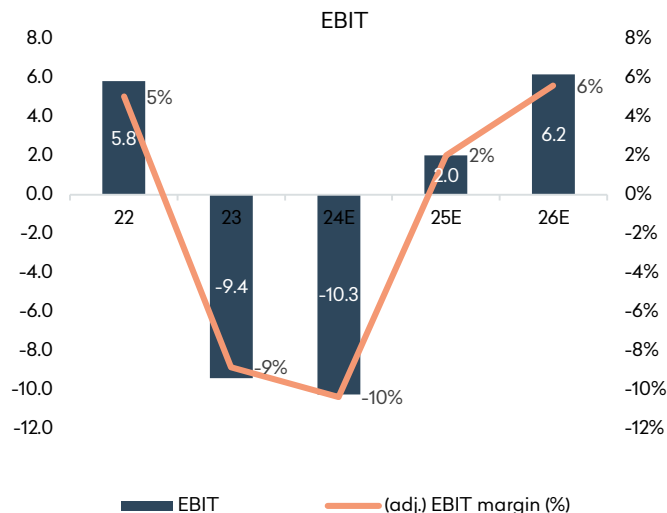
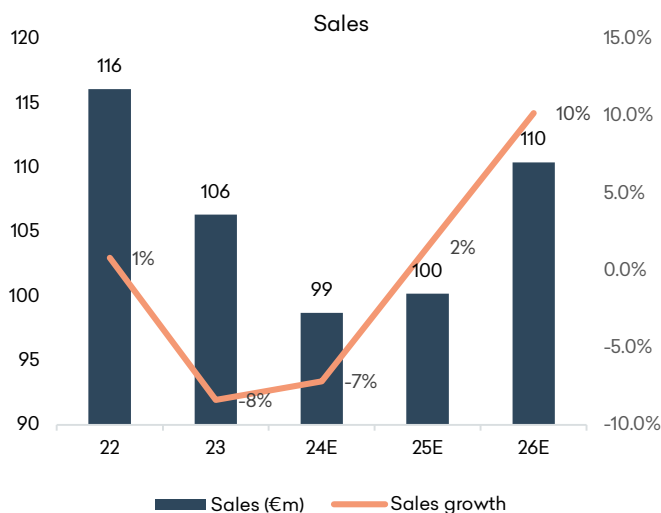
Upcoming Catalysts

Hoenle has undergone an overdue management change and is in the process of **implementing a large number of efficiency measures** that should return the company to stronger growth and higher margins within 12-18 months. We expect an improved operating performance in FY'25E, as well as evidence that efficiency measures are taking effect, to serve as valuation catalysts going forward.

Investment Case

- **Technology leader for UV systems and adhesives with a focus on niche applications**
- A patchy track record but better times ahead: a new management team has **implemented overdue efficiency measures** to return Hönle to stronger growth and higher margins within 12-18 months
- **Sales are seen to rise by 1% CAGR'23-26E to € 110m in FY'26E** as management is re-focusing the company on growth applications and is investing into key account management and sales & marketing to improve execution
- **EBIT should rise to € 6m by FY'26E** from € -9m in 2023 on the back of a strong operating leverage due to idle capacity
- **Value becomes evident only when looking at FY'26E (8x EBITDA)**, as efficiency measures will need time to take effect. Still, the inefficiencies have been identified and are being tackled, and smooth execution could result in upside to estimates. **Buy with a € 17.00 PT based on DCF**

Key Performance Indicators



Source: Company data, Hauck Aufhäuser Investment Banking

Source: Company data, Hauck Aufhäuser Investment Banking

Cash flow summary	2021/22	2022/23	2023/24E	2024/25E	2025/26E
Operating cash flow	-7.4	3.1	10.4	4.6	4.0
Capex	4.4	2.9	6.0	3.0	3.0
FCF	-11.8	0.2	4.4	1.6	1.1
FCF per share	neg.	0.0	0.7	0.3	0.2
FCF yield	3.7 %	-1.8 %	6.5 %	4.3 %	7.6 %
Net Debt/EBITDA	4.3	119.3	7.8	5.9	3.6

Key ratios summary	2021/22	2022/23	2023/24E	2024/25E	2025/26E
EPS growth	177.1 %	-17.6 %	-22.6 %	-102.3 %	1527.6 %
Capital Turnover	0.7	0.7	0.7	0.7	0.7
Avg. working capital / sales	48.0 %	40.6 %	40.6 %	40.6 %	40.6 %
Cash conversion cycle (days)	302.0	249.9	280.0	287.7	291.3
FCF / Net profit	neg.	neg.	neg.	805.2 %	33.5 %
Interest cover	3.8	0.0	0.0	1.1	3.4

Source: Company data, Hauck Aufhäuser Investment Banking

Source: Company data, Hauck Aufhäuser Investment Banking

Financials

Profit and loss (EUR m)	2019/20	2020/21	2021/22	2022/23	2023/24E	2024/25E	2025/26E
Net sales	93.9	115.2	116.1	106.3	98.7	100.2	110.4
Sales growth	-12.9 %	22.7 %	0.8 %	-8.4 %	-7.2 %	1.5 %	10.2 %
Increase/decrease in finished goods and work-in-process	-0.6	3.1	2.1	-1.9	1.5	1.0	1.0
Total sales	93.3	118.3	118.2	104.5	100.2	101.2	111.4
Other operating income	1.2	1.6	3.6	3.3	2.5	2.0	2.0
Material expenses	32.7	48.9	54.8	51.1	41.1	40.4	43.8
Personnel expenses	33.2	39.7	39.7	39.5	40.1	40.3	41.6
Other operating expenses	13.7	17.4	15.2	16.7	15.9	15.5	16.8
Total operating expenses	78.4	104.5	106.1	104.1	94.6	94.2	100.2
EBITDA	14.9	13.8	12.1	0.4	5.5	7.0	11.2
Depreciation	6.6	9.8	4.6	9.8	6.9	4.2	4.2
EBITA	8.3	4.0	7.6	-9.4	-1.4	2.8	7.0
Amortisation of goodwill	0.0	0.0	0.0	0.0	8.0	0.0	0.0
Amortisation of intangible assets	0.2	3.7	1.7	0.0	0.9	0.8	0.8
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	8.1	0.3	5.8	-9.4	-10.3	2.0	6.2
Interest income	0.2	0.1	0.1	0.3	0.1	0.1	0.1
Interest expenses	0.5	1.1	1.5	1.8	1.8	1.8	1.8
Other financial result	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	-0.3	-1.0	-1.4	-1.6	-1.8	-1.7	-1.7
Recurring pretax income from continuing operations	7.8	-0.6	4.4	-11.0	-12.0	0.3	4.5
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	7.8	-0.6	4.4	-11.0	-12.0	0.3	4.5
Taxes	2.2	4.3	1.6	0.3	-3.5	0.1	1.3
Net income from continuing operations	5.6	-4.9	2.8	-11.3	-8.5	0.2	3.2
Result from discontinued operations (net of tax)	0.0	0.0	16.0	-0.3	0.0	0.0	0.0
Net income	5.6	-4.9	-13.2	-10.9	-8.5	0.2	3.2
Minority interest	-0.1	0.0	0.2	0.1	0.0	0.0	0.0
Net profit (reported)	5.7	-4.8	-13.4	-11.0	-8.5	0.2	3.2
Average number of shares	5.5	6.1	6.1	6.1	6.1	6.1	6.1
EPS reported	1.03	-0.80	-2.20	-1.82	-1.41	0.03	0.52

Profit and loss (common size)	2019/20	2020/21	2021/22	2022/23	2023/24E	2024/25E	2025/26E
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	neg.	2.7 %	1.8 %	neg.	1.5 %	1.0 %	0.9 %
Total sales	99.4 %	102.7 %	101.8 %	98.2 %	101.5 %	101.0 %	100.9 %
Other operating income	1.3 %	1.4 %	3.1 %	3.1 %	2.5 %	2.0 %	1.8 %
Material expenses	34.9 %	42.5 %	47.2 %	48.1 %	41.7 %	40.3 %	39.7 %
Personnel expenses	35.4 %	34.4 %	34.2 %	37.2 %	40.6 %	40.2 %	37.7 %
Other operating expenses	14.6 %	15.1 %	13.1 %	15.7 %	16.1 %	15.5 %	15.2 %
Total operating expenses	83.5 %	90.7 %	91.4 %	97.9 %	95.9 %	94.0 %	90.8 %
EBITDA	15.8 %	12.0 %	10.4 %	0.4 %	5.6 %	7.0 %	10.1 %
Depreciation	7.0 %	8.5 %	3.9 %	9.2 %	7.0 %	4.2 %	3.8 %
EBITA	8.8 %	3.5 %	6.5 %	neg.	neg.	2.8 %	6.3 %
Amortisation of goodwill	0.0 %	0.0 %	0.0 %	0.0 %	8.1 %	0.0 %	0.0 %
Amortisation of intangible assets	0.2 %	3.2 %	1.5 %	0.0 %	0.9 %	0.8 %	0.7 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBIT (inc revaluation net)	8.6 %	0.3 %	5.0 %	neg.	neg.	2.0 %	5.6 %
Interest income	0.2 %	0.1 %	0.1 %	0.2 %	0.1 %	0.1 %	0.1 %
Interest expenses	0.5 %	1.0 %	1.3 %	1.7 %	1.8 %	1.8 %	1.6 %
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	8.4 %	neg.	3.8 %	neg.	neg.	0.3 %	4.0 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	8.4 %	neg.	3.8 %	neg.	neg.	0.3 %	4.0 %
Tax rate	28.6 %	n/a	n/a	n/a	29.0 %	29.0 %	29.0 %
Net income from continuing operations	6.0 %	neg.	2.4 %	neg.	neg.	0.2 %	2.9 %
Income from discontinued operations (net of tax)	0.0 %	0.0 %	13.8 %	-0.3 %	0.0 %	0.0 %	0.0 %
Net income	6.0 %	neg.	neg.	neg.	neg.	0.2 %	2.9 %
Minority interest	neg.	neg.	0.1 %	0.1 %	0.0 %	0.0 %	0.0 %
Net profit (reported)	6.0 %	neg.	neg.	neg.	neg.	0.2 %	2.9 %

Source: Company data, Hauck Aufhäuser Investment Banking

Balance sheet (EUR m)	2019/20	2020/21	2021/22	2022/23	2023/24E	2024/25E	2025/26E
Intangible assets	21.0	24.0	23.3	19.7	11.3	11.2	11.0
Property, plant and equipment	76.8	87.8	79.6	75.1	73.7	71.9	70.0
Financial assets	2.4	1.4	1.4	1.4	1.4	1.4	1.4
FIXED ASSETS	100.2	113.2	104.2	96.3	86.4	84.5	82.4
Inventories	35.2	46.7	46.4	35.0	32.5	33.0	36.4
Accounts receivable	14.3	17.1	19.7	15.6	14.5	14.7	16.2
Other current assets	6.5	9.0	15.0	14.8	14.8	14.8	14.8
Liquid assets	34.2	12.1	7.1	9.3	13.7	15.3	16.3
Deferred taxes	5.9	4.9	3.0	5.2	5.2	5.2	5.2
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	96.0	89.7	91.2	79.9	80.6	82.9	88.9
TOTAL ASSETS	196.2	202.9	195.5	176.2	167.1	167.4	171.3
SHAREHOLDERS EQUITY	116.3	110.7	106.9	95.8	87.3	87.5	90.7
MINORITY INTEREST	0.3	0.4	0.4	0.3	0.3	0.3	0.3
Long-term debt	42.8	49.7	33.1	44.4	44.4	44.4	44.4
Provisions for pensions and similar obligations	8.8	8.6	4.0	3.2	3.2	3.2	3.2
Other provisions	1.9	3.0	2.2	1.7	1.7	1.7	1.7
Non-current liabilities	53.5	61.3	39.3	49.3	49.3	49.3	49.3
short-term liabilities to banks	3.5	3.9	26.4	12.4	12.4	12.4	12.4
Accounts payable	6.5	9.4	10.3	7.6	7.0	7.1	7.8
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)	15.6	16.5	11.3	9.5	9.5	9.5	9.5
Deferred taxes	0.4	0.7	1.0	1.2	1.2	1.2	1.2
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Current liabilities	26.0	30.5	49.0	30.7	30.1	30.2	31.0
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	196.2	202.9	195.5	176.2	167.1	167.4	171.3

Balance sheet (common size)	2019/20	2020/21	2021/22	2022/23	2023/24E	2024/25E	2025/26E
Intangible assets	10.7 %	11.8 %	11.9 %	11.2 %	6.8 %	6.7 %	6.4 %
Property, plant and equipment	39.2 %	43.3 %	40.7 %	42.6 %	44.1 %	42.9 %	40.9 %
Financial assets	1.2 %	0.7 %	0.7 %	0.8 %	0.9 %	0.8 %	0.8 %
FIXED ASSETS	51.1 %	55.8 %	53.3 %	54.6 %	51.7 %	50.5 %	48.1 %
Inventories	18.0 %	23.0 %	23.7 %	19.9 %	19.5 %	19.7 %	21.2 %
Accounts receivable	7.3 %	8.4 %	10.1 %	8.9 %	8.7 %	8.8 %	9.5 %
Other current assets	3.3 %	4.4 %	7.7 %	8.4 %	8.8 %	8.8 %	8.6 %
Liquid assets	17.4 %	6.0 %	3.6 %	5.3 %	8.2 %	9.1 %	9.5 %
Deferred taxes	3.0 %	2.4 %	1.6 %	2.9 %	3.1 %	3.1 %	3.0 %
Deferred charges and prepaid expenses	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
CURRENT ASSETS	48.9 %	44.2 %	46.7 %	45.4 %	48.3 %	49.5 %	51.9 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	59.3 %	54.6 %	54.7 %	54.4 %	52.2 %	52.3 %	52.9 %
MINORITY INTEREST	0.2 %	0.2 %	0.2 %	0.2 %	0.2 %	0.2 %	0.2 %
Long-term debt	21.8 %	24.5 %	16.9 %	25.2 %	26.6 %	26.5 %	25.9 %
Provisions for pensions and similar obligations	4.5 %	4.2 %	2.1 %	1.8 %	1.9 %	1.9 %	1.9 %
Other provisions	1.0 %	1.5 %	1.1 %	1.0 %	1.0 %	1.0 %	1.0 %
Non-current liabilities	27.3 %	30.2 %	20.1 %	28.0 %	29.5 %	29.5 %	28.8 %
short-term liabilities to banks	1.8 %	1.9 %	13.5 %	7.0 %	7.4 %	7.4 %	7.2 %
Accounts payable	3.3 %	4.6 %	5.3 %	4.3 %	4.2 %	4.3 %	4.6 %
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)	8.0 %	8.1 %	5.8 %	5.4 %	5.7 %	5.7 %	5.6 %
Deferred taxes	0.2 %	0.3 %	0.5 %	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	13.2 %	15.0 %	25.0 %	17.4 %	18.0 %	18.1 %	18.1 %
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %

Source: Company data, Hauck Aufhäuser Investment Banking

Cash flow statement (EUR m)	2019/20	2020/21	2021/22	2022/23	2023/24E	2024/25E	2025/26E
Net profit/loss	5.6	-4.9	-13.2	-10.9	-8.5	0.2	3.2
Depreciation of fixed assets (incl. leases)	6.6	9.8	4.6	9.8	6.9	4.2	4.2
Amortisation of goodwill	0.0	0.0	0.0	0.0	8.0	0.0	0.0
Amortisation of intangible assets	0.2	3.7	1.7	0.0	0.9	0.8	0.8
Others	-7.2	3.9	15.9	4.8	0.0	0.0	0.0
Cash flow from operations before changes in w/c	7.3	23.0	9.0	3.6	7.3	5.2	8.2
Increase/decrease in inventory	0.6	-11.5	-11.6	-1.8	2.5	-0.5	-3.4
Increase/decrease in accounts receivable	2.7	-2.8	-2.6	4.0	1.1	-0.2	-1.5
Increase/decrease in accounts payable	-1.4	2.9	0.9	-2.7	-0.5	0.1	0.7
Increase/decrease in other working capital positions	0.0	0.0	-3.1	0.0	0.0	0.0	0.0
Increase/decrease in working capital	2.0	-11.3	-16.4	-0.5	3.1	-0.6	-4.1
Cash flow from operating activities	7.2	1.1	-7.4	3.1	10.4	4.6	4.0
CAPEX	30.2	17.1	4.4	2.9	6.0	3.0	3.0
Payments for acquisitions	0.0	7.7	0.0	0.0	0.0	0.0	0.0
Financial investments	0.0	-0.1	0.1	-0.6	0.0	0.0	0.0
Income from asset disposals	-0.5	0.2	2.8	5.0	0.0	0.0	0.0
Cash flow from investing activities	-30.7	-24.5	-1.7	2.7	-6.0	-3.0	-3.0
Cash flow before financing	-21.5	-12.9	-9.1	5.8	4.4	1.6	1.1
Increase/decrease in debt position	21.9	4.3	4.9	-3.3	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	25.7	0.0	0.0	0.0	0.0	0.0	0.0
Dividends paid	4.4	3.0	1.2	0.1	0.0	0.0	0.0
Others	0.1	0.0	0.0	0.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	-0.1	0.0	0.4	-0.2	0.0	0.0	0.0
Cash flow from financing activities	43.3	1.2	3.7	-3.4	0.0	0.0	0.0
Increase/decrease in liquid assets	21.6	-11.6	-4.9	2.2	4.4	1.6	1.1
Liquid assets at end of period	34.2	12.1	7.1	9.3	13.7	15.3	16.3

Quarterly results (EUR m)	Q4 21/22	Q1 22/23	Q2 22/23	Q3 22/23	Q4 22/23	Q1 23/24	Q2 23/24	Q3 23/24	Q4 23/24E	FY 23/24E
Sales	29.0	27.6	25.9	26.2	26.6	23.8	24.3	23.9	26.6	98.7
Sales growth	n/a	-10 %	-14 %	-1 %	-8 %	-14 %	-6 %	-9 %	0 %	-7 %
Gross profit	8.8	16.7	16.0	4.9	17.6	14.3	15.0	14.8	13.5	59.0
Gross profit margin	30.3 %	60.6 %	61.9 %	18.7 %	66.0 %	59.9 %	61.7 %	62.0 %	50.5 %	58.9 %
EBITDA	8.8	3.8	2.9	-9.1	2.8	0.7	2.1	1.3	1.5	5.5
EBITDA margin	30.3 %	13.9 %	11.1 %	-34.5 %	10.4 %	2.7 %	8.6 %	5.5 %	5.6 %	5.6 %
EBIT (inc revaluation net)	8.8	2.3	1.3	-10.5	-2.6	-0.8	0.7	0.0	-10.1	-10.3
EBIT margin	30.3 %	8.5 %	5.2 %	-40.1 %	-9.7 %	-3.3 %	2.8 %	0.0 %	-38.1 %	-10.4 %
EPS reported	n/a	0.32	0.11	-1.52	-0.72	-0.15	0.03	-0.04	-1.24	-1.41

Source: Company data, Hauck Aufhäuser Investment Banking

Key ratios (EUR m)	2019/20	2020/21	2021/22	2022/23	2023/24E	2024/25E	2025/26E
P&L growth analysis							
Sales growth	-12.9 %	22.7 %	0.8 %	-8.4 %	-7.2 %	15 %	10.2 %
EBITDA growth	-86.2 %	-7.0 %	-12.3 %	-96.7 %	1293.7 %	26.4 %	59.2 %
EBIT growth	n/a	-95.7 %	1572.5 %	-261.4 %	8.9 %	-119.6 %	206.3 %
EPS growth	n/a	-177.2 %	177.1 %	-17.6 %	-22.6 %	-102.3 %	1527.6 %
Efficiency							
Total operating costs / sales	83.5 %	90.7 %	91.4 %	97.9 %	95.9 %	94.0 %	90.8 %
Sales per employee	152.9	184.4	176.6	171.2	165.3	167.0	179.5
EBITDA per employee	24.2	22.1	18.4	0.6	9.3	11.7	18.2
Balance sheet analysis							
Avg. working capital / sales	45.8 %	42.3 %	47.5 %	46.5 %	42.2 %	40.3 %	38.8 %
Inventory turnover (sales/inventory)	0.4	2.5	2.5	3.0	3.0	3.0	3.0
Trade debtors in days of sales	380.8	54.1	61.8	53.6	53.6	53.6	53.6
A/P turnover [(A/P*365)/sales]	173.3	29.9	32.4	25.9	25.9	25.9	25.9
Cash conversion cycle (days)	376.0	332.2	302.0	249.9	280.0	287.7	291.3
Cash flow analysis							
Free cash flow	-23.0	-16.0	-11.8	0.2	4.4	1.6	1.1
Free cash flow/sales	-24.5 %	-13.9 %	-10.2 %	0.2 %	4.4 %	1.6 %	1.0 %
FCF / net profit	neg.	neg.	neg.	neg.	neg.	805.2 %	33.5 %
Capex / deprn	443.6 %	125.6 %	71.9 %	23.8 %	37.9 %	60.4 %	59.4 %
Capex / maintenance capex	n/a	76.3 %	172.8 %	184.3 %	181.7 %	80.0 %	76.7 %
Capex / sales	n/a	14.7 %	3.9 %	2.2 %	6.1 %	3.0 %	2.7 %
Security							
Net debt	121	415	523	475	431	415	405
Net Debt/EBITDA	0.8	3.0	4.3	119.3	7.8	5.9	3.6
Net debt / equity	0.1	0.4	0.5	0.5	0.5	0.5	0.4
Interest cover	17.7	0.3	3.8	0.0	0.0	1.1	3.4
Dividend payout ratio	85.4 %	100.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Asset utilisation							
Capital employed turnover	0.5	0.7	0.7	0.7	0.7	0.7	0.7
Operating assets turnover	0.8	0.8	0.9	0.9	0.9	0.9	1.0
Plant turnover	1.2	1.3	1.5	1.4	1.3	1.4	1.6
Inventory turnover (sales/inventory)	0.4	2.5	2.5	3.0	3.0	3.0	3.0
Returns							
ROCE	4.7 %	0.2 %	3.3 %	-5.7 %	-6.7 %	1.3 %	4.1 %
ROE	4.9 %	-4.4 %	-12.5 %	-11.5 %	-9.8 %	0.2 %	3.5 %
Other							
Interest paid / avg. debt	1.0 %	2.2 %	2.7 %	3.1 %	3.2 %	3.2 %	3.2 %
No. employees (average)	614	625	658	621	597	600	615
Number of shares	5.5	6.1	6.1	6.1	6.1	6.1	6.1
DPS	0.8	0.2	0.0	0.0	0.0	0.0	0.0
EPS reported	1.03	-0.80	-2.20	-1.82	-1.41	0.03	0.52
Valuation ratios							
P/BV	2.4	2.6	1.4	1.2	0.6	0.6	0.5
EV/sales	3.2	2.9	1.8	1.6	1.0	0.9	0.8
EV/EBITDA	20.1	24.2	16.9	426.0	17.1	13.3	8.2
EV/EBITA	36.3	83.4	27.0	-18.0	-70.0	33.1	13.2
EV/EBIT	37.0	958.6	35.0	-18.0	-9.2	46.2	14.9
EV/FCF	-13.0	-21.0	-17.3	811.2	21.6	59.5	86.7
Adjusted FCF yield	2.0 %	0.1 %	3.7 %	-1.8 %	6.5 %	4.3 %	7.6 %
Dividend yield	1.7 %	0.4 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

Source: Company data, Hauck Aufhäuser Investment Banking

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Company	Disclosure
Dr. Hönle AG	2, 6

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



Dr. Höhle AG

Dr. Höhle AG	10.12.2024	Wunderlich, Tim	Buy	EUR 17,00	EUR 8,26
	02.12.2024	Wunderlich, Tim	Buy	EUR 17,00	EUR 8,50
	13.08.2024	Wunderlich, Tim	Buy	EUR 19,00	EUR 16,95
	15.05.2024	Wunderlich, Tim	Buy	EUR 23,40	EUR 19,85
	21.03.2024	Wunderlich, Tim	Buy	EUR 23,40	EUR 19,20

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