

Buy (old: Buy)

Price target: EUR 17.00 (old: EUR 17.00)

Price: EUR 9.74 **Next result:** Q2'25: 08.05.25
Bloomberg: HNL GR **Market cap:** EUR 59.4 m
Reuters: HNLG.DE **Enterprise Value:** EUR 109.6 m

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Q1 review: efficiency measures take effect, strong start into Q2

As expected, fiscal Q1 came in rather soft on the top-line, **with sales declining by -10% yoy to € 21.4m (eHAIB: € 21.7m)**, due to:

- Muted demand for adhesives from automotive and consumer electronics customers, courtesy of macro weakness. Also, Hoenle shut down its US site and consolidated adhesives production in Germany during Q1, which disrupted operations. As a result, **Adhesives sales dropped by -13% yoy to € 8.1m.**
- A negative € 1m impact from discontinued operations (e.g. solar simulation) as well as c. € 0.7m headwinds from projects that were postponed into fiscal Q2.
- A muted demand environment in the printing end-market, which together with the mentioned project postponements explain the **revenue drop in Curing (-14% yoy to € 7.6m)**. Meanwhile, **segment Disinfection grew sales by 1% yoy to € 5.7m**, thanks to traction in the food industry and initial orders for water disinfection from semiconductor clients.

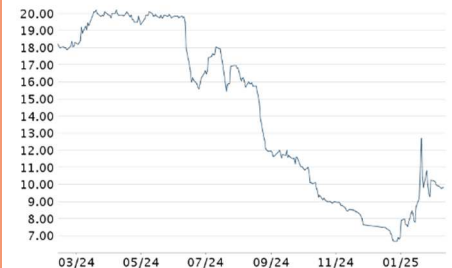
Despite the sales drop, **Q1 EBITDA improved to € 1.0m (+69% yoy / eHAIB: € 0.6m)**, thanks to efficiency measures, which helped improve the gross margin (+1.5pp yoy to 61.4%) and trim other operating expenses (minus € 0.7m yoy). Efficiency gains stem from: (i) the discontinuation of unprofitable activities such as solar simulation, (ii) the consolidation of adhesives production in Germany, and (iii) the relocation of specialty lamps production from France to Austria, where spare capacity allows for further growth. **Personnel cost savings have also been initiated; we expect the impact to become visible in the course of fiscal Q2.**

Management confirms the FY'25E guidance of € 95-105m sales with an EBITDA of above € 5.5m, which requires an operational acceleration in the coming quarters. **This looks feasible. Hoenle experienced a "strong start into Q2"**, even when excluding the postponed projects, which were turned into revenue early in Q2. Apparently, China has stabilized, the printing market is picking up from a low level, and Hoenle is in talks with various semi customers for water disinfection. Most importantly, the company has won a new client from the printing industry, who is seen to contribute >€ 1m to group sales this fiscal year, and offers **significant share of wallet growth going forward.**

We remain confident in the turnaround case: Buy with a € 17.00 PT based on DCF. Note: 2026/27E introduced. *continued*

Y/E 30.9 (EUR m)	2020/21	2021/22	2022/23	2023/24	2024/25E	2025/26E	2026/27E
Sales	115.2	116.1	106.3	98.7	100.2	110.4	122.5
Sales growth	23 %	1 %	-8 %	-7 %	1 %	10 %	11 %
EBITDA	13.8	12.1	0.4	3.1	7.0	11.2	14.8
EBIT (inc revaluation net)	0.3	5.8	-9.4	-10.3	2.0	6.2	9.8
Net income	-4.8	-13.4	-11.0	-13.3	0.2	3.2	5.8
Net debt	41.5	52.3	47.5	45.7	45.6	44.5	41.9
Net gearing	37.5 %	48.9 %	49.6 %	57.6 %	57.2 %	53.8 %	47.4 %
Net Debt/EBITDA	3.0	4.3	119.3	14.8	6.5	4.0	2.8
EPS pro forma	-0.80	0.44	-1.87	-2.19	0.03	0.52	0.95
CPS	-2.04	-1.72	0.02	0.42	0.03	0.16	0.46
Gross profit margin	58.6 %	53.6 %	51.1 %	59.6 %	60.1 %	60.7 %	61.3 %
EBITDA margin	12.0 %	10.4 %	0.4 %	3.1 %	7.0 %	10.1 %	12.1 %
EBIT margin	0.3 %	5.0 %	-8.9 %	-10.4 %	2.0 %	5.6 %	8.0 %
ROCE	0.2 %	3.3 %	-5.7 %	-6.9 %	1.4 %	4.4 %	6.8 %
EV/sales	2.9	1.8	1.6	1.1	1.1	1.0	0.9
EV/EBITDA	24.2	16.9	426.0	35.5	15.6	9.7	7.1
EV/EBIT	958.6	35.0	-18.0	-10.7	54.3	17.6	10.8
PER	-59.0	55.5	-10.5	-4.5	305.4	18.8	10.3
Adjusted FCF yield	0.1 %	3.7 %	-1.8 %	-0.9 %	3.6 %	6.4 %	9.0 %

Source: Company data, Hauck Aufhäuser Investment Banking Close price as of: 27.02.2025



Source: Company data, HAIB

High/low 52 weeks: 20.20 / 6.68
Price/Book Ratio: 0.7
Relative performance (SDAX):
3 months 3.4 %
6 months -46.9 %
12 months -54.1 %

Changes in estimates

		Sales	EBIT	EPS
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 €) 13.1
Ø trading volume: (12 months) 16,200

Major shareholders:

Free Float 61.7 %
Peter Möhrle GmbH 25.4 %
Hans-Joachim Vits 4.2 %
Lazard 4.0 %
Quaero 2.9 %

Company description:

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

Company guidance 2025E:

€ 95-105m sales / >€ 5.5m EBITDA

EUR	Q1 2025	Q1 2025 est	Q1 2024	yoy	Q4 2024	qoq
Sales	21.4	21.7	23.8	-10%	26.7	-20%
Adhesives	8.1	8.5	9.3	-13%	n.a.	n.a.
Curing	7.6	7.5	8.9	-14%	n.a.	n.a.
Disinfection	5.7	5.7	5.6	1%	n.a.	n.a.
EBITDA	1.0	0.6	0.6	69%	-1.0	n.a.
<i>EBITDA margin</i>	4.8%	2.8%	2.5%	+ 2.2 pp	-3.7%	+ 8.5 pp
Adhesives	1.1	1.3	1.8	-36%	n.a.	n.a.
Curing	-0.6	-1.0	-1.5	n.a.	n.a.	n.a.
Disinfection	0.5	0.3	0.3	70%	n.a.	n.a.
Net Profit	-0.6	-0.9	-0.9	n.a.	-12.3	n.a.
<i>Net margin</i>	-2.7%	-4.1%	-3.6%	+ 0.9 pp	-46.1%	+ 43.4 pp
EPS	-0.10	-0.14	-0.15	n.a.	-2.0	n.a.

Source: Company data; Hauck & Aufhäuser

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%.

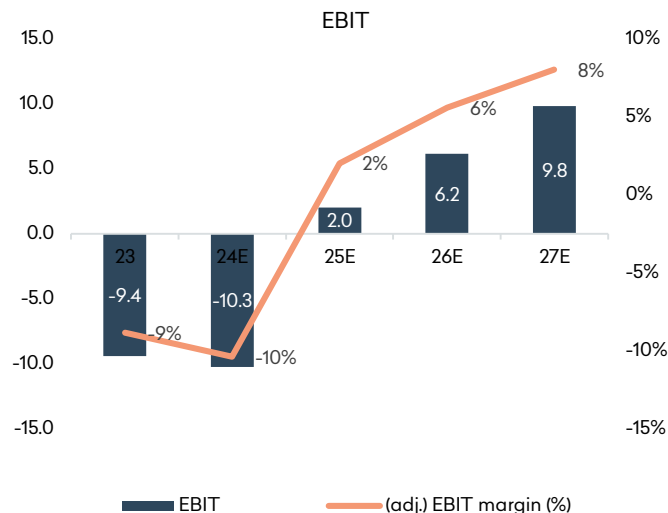
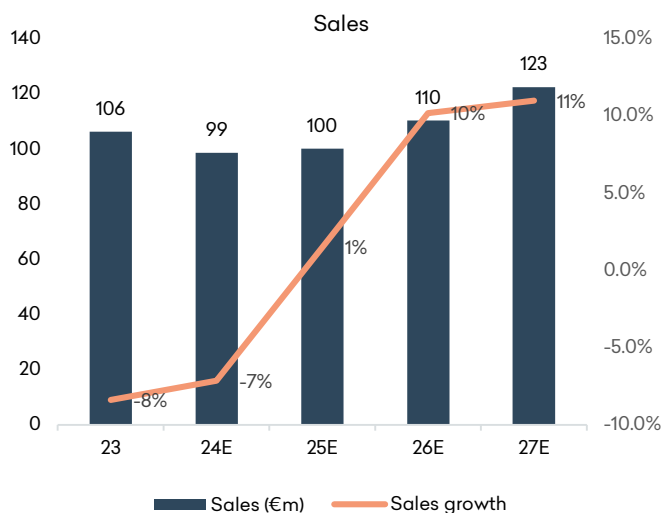
Upcoming Catalysts

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 7% CAGR'24-27E to € 123m in FY'27E** as management is re-focusing the company on growing markets and is investing into key account management and sales & marketing to improve execution
- **EBITDA should rise to € 15m by FY'27E** from € 3m in 2024 on the back of efficiency measures and a strong operating leverage due to idle capacity
- While the stock does not look cheap on NTM multiples, smooth execution of the new strategy 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	2022/23	2023/24	2024/25E	2025/26E	2026/27E
Operating cash flow	3.1	5.5	3.2	4.0	5.8
Capex	2.9	2.1	3.0	3.0	3.2
FCF	0.2	3.4	0.2	1.0	2.6
FCF per share	0.0	0.6	0.0	0.2	0.4
FCF yield	-1.8 %	-0.9 %	3.6 %	6.4 %	9.0 %
Net Debt/EBITDA	119.3	14.8	6.5	4.0	2.8

Key ratios summary	2022/23	2023/24	2024/25E	2025/26E	2026/27E
EPS growth	-17.6 %	20.7 %	-101.5 %	1522.9 %	82.6 %
Capital Turnover	0.7	0.7	0.7	0.8	0.8
Avg. working capital / sales	40.6 %	39.6 %	41.0 %	41.0 %	41.0 %
Cash conversion cycle (days)	249.9	278.8	291.2	294.8	297.9
FCF / Net profit	neg.	neg.	91.7 %	32.1 %	45.1 %
Interest cover	0.0	0.0	1.1	3.4	5.4

Source: Company data, Hauck Aufhäuser Investment Banking

Source: Company data, Hauck Aufhäuser Investment Banking

Financials

Profit and loss (EUR m)	2020/21	2021/22	2022/23	2023/24	2024/25E	2025/26E	2026/27E
Net sales	115.2	116.1	106.3	98.7	100.2	110.4	122.5
Sales growth	22.7 %	0.8 %	-8.4 %	-7.2 %	1.5 %	10.2 %	11.0 %
Increase/decrease in finished goods and work-in-process	3.1	2.1	-1.9	-1.4	1.0	1.0	1.7
Total sales	118.3	118.2	104.5	97.3	101.2	111.4	124.3
Other operating income	1.6	3.6	3.3	2.2	2.0	2.0	2.2
Material expenses	48.9	54.8	51.1	39.3	40.4	43.8	48.0
Personnel expenses	39.7	39.7	39.5	41.3	40.3	41.6	45.2
Other operating expenses	17.4	15.2	16.7	15.8	15.5	16.8	18.4
Total operating expenses	104.5	106.1	104.1	94.2	94.2	100.2	109.4
EBITDA	13.8	12.1	0.4	3.1	7.0	11.2	14.8
Depreciation	9.8	4.6	8.2	12.0	4.2	4.2	4.2
EBITA	4.0	7.6	-7.8	-8.9	2.8	7.0	10.6
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	3.7	1.7	1.6	1.4	0.8	0.8	0.8
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	0.3	5.8	-9.4	-10.3	2.0	6.2	9.8
Interest income	0.1	0.1	0.3	0.1	0.1	0.1	0.1
Interest expenses	1.1	1.5	1.8	2.1	1.8	1.8	1.8
Other financial result	0.0	0.0	0.0	0.1	0.0	0.0	0.0
Financial result	-1.0	-1.4	-1.6	-2.0	-1.7	-1.7	-1.7
Recurring pretax income from continuing operations	-0.6	4.4	-11.0	-12.2	0.3	4.4	8.1
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	-0.6	4.4	-11.0	-12.2	0.3	4.4	8.1
Taxes	4.3	1.6	0.3	0.8	0.1	1.3	2.4
Net income from continuing operations	-4.9	2.8	-11.3	-13.0	0.2	3.2	5.8
Result from discontinued operations (net of tax)	0.0	16.0	-0.3	0.0	0.0	0.0	0.0
Net income	-4.9	-13.2	-10.9	-13.0	0.2	3.2	5.8
Minority interest	0.0	0.2	0.1	0.3	0.0	0.0	0.0
Net profit (reported)	-4.8	-13.4	-11.0	-13.3	0.2	3.2	5.8
Average number of shares	6.1	6.1	6.1	6.1	6.1	6.1	6.1
EPS reported	-0.80	-2.20	-1.82	-2.19	0.03	0.52	0.95

Profit and loss (common size)	2020/21	2021/22	2022/23	2023/24	2024/25E	2025/26E	2026/27E
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	2.7 %	1.8 %	neg.	neg.	1.0 %	0.9 %	1.4 %
Total sales	102.7 %	101.8 %	98.2 %	98.5 %	101.0 %	100.9 %	101.4 %
Other operating income	1.4 %	3.1 %	3.1 %	2.2 %	2.0 %	1.8 %	1.8 %
Material expenses	42.5 %	47.2 %	48.1 %	39.8 %	40.3 %	39.7 %	39.2 %
Personnel expenses	34.4 %	34.2 %	37.2 %	41.9 %	40.2 %	37.7 %	36.9 %
Other operating expenses	15.1 %	13.1 %	15.7 %	16.0 %	15.5 %	15.2 %	15.0 %
Total operating expenses	90.7 %	91.4 %	97.9 %	95.4 %	94.0 %	90.8 %	89.3 %
EBITDA	12.0 %	10.4 %	0.4 %	3.1 %	7.0 %	10.1 %	12.1 %
Depreciation	8.5 %	3.9 %	7.7 %	12.1 %	4.2 %	3.8 %	3.4 %
EBITA	3.5 %	6.5 %	neg.	neg.	2.8 %	6.3 %	8.7 %
Amortisation of goodwill	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	3.2 %	1.5 %	1.5 %	1.4 %	0.8 %	0.7 %	0.7 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBIT (inc revaluation net)	0.3 %	5.0 %	neg.	neg.	2.0 %	5.6 %	8.0 %
Interest income	0.1 %	0.1 %	0.2 %	0.1 %	0.1 %	0.1 %	0.1 %
Interest expenses	1.0 %	1.3 %	1.7 %	2.1 %	1.8 %	1.6 %	1.5 %
Other financial result	0.0 %	0.0 %	0.0 %	0.1 %	0.0 %	0.0 %	0.0 %
Financial result	neg.	neg.	neg.	neg.	neg.	neg.	neg.
Recurring pretax income from continuing operations	neg.	3.8 %	neg.	neg.	0.3 %	4.0 %	6.6 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	neg.	3.8 %	neg.	neg.	0.3 %	4.0 %	6.6 %
Tax rate	n/a	n/a	n/a	n/a	29.0 %	29.0 %	29.0 %
Net income from continuing operations	neg.	2.4 %	neg.	neg.	0.2 %	2.9 %	4.7 %
Income from discontinued operations (net of tax)	0.0 %	13.8 %	-0.3 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income	neg.	neg.	neg.	neg.	0.2 %	2.9 %	4.7 %
Minority interest	neg.	0.1 %	0.1 %	0.3 %	0.0 %	0.0 %	0.0 %
Net profit (reported)	neg.	neg.	neg.	neg.	0.2 %	2.9 %	4.7 %

Source: Company data, Hauck Aufhäuser Investment Banking

Balance sheet (EUR m)	2020/21	2021/22	2022/23	2023/24	2024/25E	2025/26E	2026/27E
Intangible assets	24.0	23.3	19.7	12.6	12.5	12.3	12.3
Property, plant and equipment	87.8	79.6	75.1	71.6	69.8	67.9	66.2
Financial assets	1.4	1.4	1.4	0.5	0.5	0.5	0.5
FIXED ASSETS	113.2	104.2	96.3	84.8	82.8	80.8	79.0
Inventories	46.7	46.4	35.0	30.5	33.4	36.8	40.8
Accounts receivable	17.1	19.7	15.6	14.9	14.7	16.2	18.0
Other current assets	9.0	15.0	14.8	12.0	12.0	12.0	12.0
Liquid assets	12.1	7.1	9.3	7.5	7.7	8.7	11.3
Deferred taxes	4.9	3.0	5.2	5.8	5.8	5.8	5.8
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	89.7	91.2	79.9	70.6	73.5	79.4	87.9
TOTAL ASSETS	202.9	195.5	176.2	155.4	156.3	160.2	166.8
SHAREHOLDERS EQUITY	110.7	106.9	95.8	79.4	79.6	82.8	88.5
MINORITY INTEREST	0.4	0.4	0.3	0.3	0.3	0.3	0.3
Long-term debt	49.7	33.1	44.4	40.3	40.3	40.3	40.3
Provisions for pensions and similar obligations	8.6	4.0	3.2	4.4	4.4	4.4	4.4
Other provisions	3.0	2.2	1.7	1.5	1.5	1.5	1.5
Non-current liabilities	61.3	39.3	49.3	46.2	46.2	46.2	46.2
short-term liabilities to banks	3.9	26.4	12.4	13.0	13.0	13.0	13.0
Accounts payable	9.4	10.3	7.6	6.4	7.1	7.8	8.7
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)	16.5	11.3	9.5	9.4	9.4	9.4	9.4
Deferred taxes	0.7	1.0	1.2	0.8	0.8	0.8	0.8
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Current liabilities	30.5	49.0	30.7	29.5	30.3	31.0	31.9
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	202.9	195.5	176.2	155.4	156.3	160.2	166.8

Balance sheet (common size)	2020/21	2021/22	2022/23	2023/24	2024/25E	2025/26E	2026/27E
Intangible assets	11.8 %	11.9 %	11.2 %	8.1 %	8.0 %	7.7 %	7.4 %
Property, plant and equipment	43.3 %	40.7 %	42.6 %	46.1 %	44.7 %	42.4 %	39.7 %
Financial assets	0.7 %	0.7 %	0.8 %	0.3 %	0.3 %	0.3 %	0.3 %
FIXED ASSETS	55.8 %	53.3 %	54.6 %	54.6 %	53.0 %	50.4 %	47.3 %
Inventories	23.0 %	23.7 %	19.9 %	19.6 %	21.4 %	23.0 %	24.5 %
Accounts receivable	8.4 %	10.1 %	8.9 %	9.6 %	9.4 %	10.1 %	10.8 %
Other current assets	4.4 %	7.7 %	8.4 %	7.7 %	7.6 %	7.5 %	7.2 %
Liquid assets	6.0 %	3.6 %	5.3 %	4.8 %	4.9 %	5.4 %	6.8 %
Deferred taxes	2.4 %	1.6 %	2.9 %	3.7 %	3.7 %	3.6 %	3.5 %
Deferred charges and prepaid expenses	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
CURRENT ASSETS	44.2 %	46.7 %	45.4 %	45.4 %	47.0 %	49.6 %	52.7 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	54.6 %	54.7 %	54.4 %	51.1 %	50.9 %	51.7 %	53.1 %
MINORITY INTEREST	0.2 %	0.2 %	0.2 %	0.2 %	0.2 %	0.2 %	0.2 %
Long-term debt	24.5 %	16.9 %	25.2 %	25.9 %	25.8 %	25.1 %	24.1 %
Provisions for pensions and similar obligations	4.2 %	2.1 %	1.8 %	2.8 %	2.8 %	2.8 %	2.6 %
Other provisions	1.5 %	1.1 %	1.0 %	1.0 %	1.0 %	0.9 %	0.9 %
Non-current liabilities	30.2 %	20.1 %	28.0 %	29.7 %	29.5 %	28.8 %	27.7 %
short-term liabilities to banks	1.9 %	13.5 %	7.0 %	8.4 %	8.3 %	8.1 %	7.8 %
Accounts payable	4.6 %	5.3 %	4.3 %	4.1 %	4.5 %	4.9 %	5.2 %
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)	8.1 %	5.8 %	5.4 %	6.1 %	6.0 %	5.9 %	5.6 %
Deferred taxes	0.3 %	0.5 %	0.7 %	0.5 %	0.5 %	0.5 %	0.5 %
Deferred income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Current liabilities	15.0 %	25.0 %	17.4 %	19.0 %	19.4 %	19.3 %	19.1 %
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)	2020/21	2021/22	2022/23	2023/24	2024/25E	2025/26E	2026/27E
Net profit/loss	-4.9	-13.2	-10.9	-13.0	0.2	3.2	5.8
Depreciation of fixed assets (incl. leases)	9.8	4.6	9.8	12.0	4.2	4.2	4.2
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	3.7	1.7	0.0	1.4	0.8	0.8	0.8
Others	3.9	15.9	4.8	2.8	0.0	0.0	0.0
Cash flow from operations before changes in w/c	23.0	9.0	3.6	3.2	5.2	8.2	10.8
Increase/decrease in inventory	-11.5	-11.6	-1.8	4.6	-2.9	-3.4	-4.0
Increase/decrease in accounts receivable	-2.8	-2.6	4.0	0.7	0.2	-1.5	-1.8
Increase/decrease in accounts payable	2.9	0.9	-2.7	-1.2	0.7	0.7	0.9
Increase/decrease in other working capital positions	0.0	-3.1	0.0	-1.8	0.0	0.0	0.0
Increase/decrease in working capital	-11.3	-16.4	-0.5	2.3	-2.0	-4.2	-5.0
Cash flow from operating activities	1.1	-7.4	3.1	5.5	3.2	4.0	5.8
CAPEX	17.1	4.4	2.9	2.1	3.0	3.0	3.2
Payments for acquisitions	7.7	0.0	0.0	0.7	0.0	0.0	0.0
Financial investments	-0.1	0.1	-0.6	0.2	0.0	0.0	0.0
Income from asset disposals	0.2	2.8	5.0	0.6	0.0	0.0	0.0
Cash flow from investing activities	-24.5	-1.7	2.7	-2.4	-3.0	-3.0	-3.2
Cash flow before financing	-12.9	-9.1	5.8	3.2	0.2	1.0	2.6
Increase/decrease in debt position	4.3	4.9	-3.3	-4.8	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	0.0	0.0	0.0	0.0
Dividends paid	3.0	1.2	0.1	0.1	0.0	0.0	0.0
Others	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	0.4	-0.2	0.0	0.0	0.0	0.0
Cash flow from financing activities	1.2	3.7	-3.4	-4.9	0.0	0.0	0.0
Increase/decrease in liquid assets	-11.6	-4.9	2.2	-1.7	0.2	1.0	2.6
Liquid assets at end of period	12.1	7.1	9.3	7.5	7.7	8.7	11.3

Quarterly results (EUR m)	Q2 22/23	Q3 22/23	Q4 22/23	Q1 23/24	Q2 23/24	Q3 23/24	Q4 23/24	Q1 24/25	Q2 24/25E	FY 24/25E
Sales	25.9	26.2	26.6	23.8	24.3	23.9	26.7	21.4	24.1	100.2
Sales growth	-14 %	-1 %	-8 %	-14 %	-6 %	-9 %	0 %	-10 %	-1 %	2 %
Gross profit	16.0	4.9	17.6	14.3	15.0	14.8	15.3	13.2	14.2	58.0
Gross profit margin	61.9 %	18.7 %	66.0 %	59.9 %	61.7 %	62.0 %	57.4 %	61.4 %	58.9 %	59.6 %
EBITDA	2.9	-9.1	2.8	0.7	2.1	1.3	-1.0	1.0	1.5	7.0
EBITDA margin	11.1 %	-34.5 %	10.4 %	2.7 %	8.6 %	5.5 %	-3.6 %	4.8 %	6.2 %	4.2 %
EBIT (inc revaluation net)	1.3	-10.5	-2.6	-0.8	0.7	0.0	-10.2	-0.4	0.3	2.0
EBIT margin	5.2 %	-40.1 %	-9.7 %	-3.3 %	2.8 %	0.0 %	-38.1 %	-1.7 %	1.2 %	2.0 %
EPS reported	0.11	-1.52	-0.72	-0.15	0.03	-0.04	-2.03	-0.10	0.01	0.03

Source: Company data, Hauck Aufhäuser Investment Banking

Key ratios (EUR m)	2020/21	2021/22	2022/23	2023/24	2024/25E	2025/26E	2026/27E
P&L growth analysis							
Sales growth	22.7 %	0.8 %	-8.4 %	-7.2 %	1.5 %	10.2 %	11.0 %
EBITDA growth	-7.0 %	-12.3 %	-96.7 %	676.1 %	127.1 %	59.1 %	32.9 %
EBIT growth	-95.7 %	1572.5 %	-261.4 %	9.0 %	-119.6 %	205.7 %	59.6 %
EPS growth	-177.2 %	177.1 %	-17.6 %	20.7 %	-101.5 %	1522.9 %	82.6 %
Efficiency							
Total operating costs / sales	90.7 %	91.4 %	97.9 %	95.4 %	94.0 %	90.8 %	89.3 %
Sales per employee	184.4	176.6	171.2	166.8	171.3	188.1	202.4
EBITDA per employee	22.1	18.4	0.6	5.2	12.0	19.0	24.5
Balance sheet analysis							
Avg. working capital / sales	42.3 %	47.5 %	46.5 %	41.7 %	40.0 %	39.1 %	38.9 %
Inventory turnover (sales/inventory)	2.5	2.5	3.0	3.2	3.0	3.0	3.0
Trade debtors in days of sales	54.1	61.8	53.6	55.2	53.6	53.6	53.6
A/P turnover [(A/P*365)/sales]	29.9	32.4	25.9	23.5	25.9	25.9	25.9
Cash conversion cycle (days)	332.2	302.0	249.9	278.8	291.2	294.8	297.9
Cash flow analysis							
Free cash flow	-16.0	-11.8	0.2	3.4	0.2	1.0	2.6
Free cash flow/sales	-13.9 %	-10.2 %	0.2 %	3.5 %	0.2 %	0.9 %	2.1 %
FCF / net profit	neg.	neg.	neg.	neg.	91.7 %	32.1 %	45.1 %
Capex / depn	125.6 %	71.9 %	23.8 %	17.0 %	60.4 %	59.4 %	63.9 %
Capex / maintenance capex	76.3 %	172.8 %	184.3 %	181.7 %	80.0 %	76.7 %	81.7 %
Capex / sales	14.7 %	3.9 %	2.2 %	2.3 %	3.0 %	2.7 %	2.6 %
Security							
Net debt	41.5	52.3	47.5	45.7	45.6	44.5	41.9
Net Debt/EBITDA	3.0	4.3	119.3	14.8	6.5	4.0	2.8
Net debt / equity	0.4	0.5	0.5	0.6	0.6	0.5	0.5
Interest cover	0.3	3.8	0.0	0.0	1.1	3.4	5.4
Dividend payout ratio	100.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Asset utilisation							
Capital employed turnover	0.7	0.7	0.7	0.7	0.7	0.8	0.8
Operating assets turnover	0.8	0.9	0.9	0.9	0.9	1.0	1.1
Plant turnover	1.3	1.5	1.4	1.4	1.4	1.6	1.9
Inventory turnover (sales/inventory)	2.5	2.5	3.0	3.2	3.0	3.0	3.0
Returns							
ROCE	0.2 %	3.3 %	-5.7 %	-6.9 %	1.4 %	4.4 %	6.8 %
ROE	-4.4 %	-12.5 %	-11.5 %	-16.7 %	0.2 %	3.8 %	6.5 %
Other							
Interest paid / avg. debt	2.2 %	2.7 %	3.1 %	3.8 %	3.4 %	3.4 %	3.4 %
No. employees (average)	625	658	621	592	585	587	606
Number of shares	6.1	6.1	6.1	6.1	6.1	6.1	6.1
DPS	0.2	0.0	0.0	0.0	0.0	0.0	0.0
EPS reported	-0.80	-2.20	-1.82	-2.19	0.03	0.52	0.95
Valuation ratios							
P/BV	2.6	1.4	1.2	0.7	0.7	0.7	0.7
EV/sales	2.9	1.8	1.6	1.1	1.1	1.0	0.9
EV/EBITDA	24.2	16.9	426.0	35.5	15.6	9.7	7.1
EV/EBITA	83.4	27.0	-21.7	-12.3	38.9	15.6	10.0
EV/EBIT	958.6	35.0	-18.0	-10.7	54.3	17.6	10.8
EV/FCF	-21.0	-17.3	811.2	31.9	613.4	107.0	40.7
Adjusted FCF yield	0.1 %	3.7 %	-1.8 %	-0.9 %	3.6 %	6.4 %	9.0 %
Dividend yield	0.4 %	0.0 %	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, 8

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



Dr. Höhle AG

Dr. Höhle AG	21.01.2025	Wunderlich, Tim	Buy	EUR 17,00	EUR 7,66
	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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