

Buy (old: Buy)

Price target: EUR 66.00 (old: EUR 51.00)

Price:	EUR 52.10	Next result:	Q3'20: 07.08.20
Bloomberg:	HNL GR	Market cap:	EUR 287.2 m
Reuters:	HNLG.DE	Enterprise Value:	EUR 301.1 m

03-June-20

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UVC: now growth prospects look even brighter, chg. PT

In a research project with the Institute for Medical Virology of the University of Frankfurt, Hönle's Ultraviolet-C (UVC) technology managed to inactivate 99.99% of SARS-CoV-2 viruses, **demonstrating its effectiveness in the fight against coronavirus.**

For Hönle, **this looks set to open up a major new market**, as companies from various sectors including retail, hospitality, medical, and transportation are looking for means to disinfect rooms and surfaces to reduce the risk of coronavirus transmission.

To capitalise on these growth projects, **Hönle has launched new UVC products**, including hand lamps, disinfection towers, and units to decontaminate ambient air, with product prices ranging from several hundred to several thousand Euros (see *next page*).

Differentiation should be based on the UVC solutions' high efficacy and long lifetimes, which are Hönle's trademark qualities, enabling the company to generate 50%+ gross profit margins with these type of products (exclusively H&A / no company disclosure).

As a first mover and UV technology specialist, Hönle is already engaged with a host of potential customers for its UVC solutions, **and several projects under discussion are seen to exceed the € 1m volume threshold** (eH&A).

Hence, UVC technology should turn into a **noticeable growth driver for Hönle**, possibly yielding € 5-10m of revenues per year (eH&A). As we have conservatively not included any UVC revenues in our model, strong pipeline execution **could yield upside to our estimates** already for 2020.

There are more reasons to be bullish Hönle: most notably, the company possesses its **largest-ever pipeline in adhesives** (30% of sales / 30%+ EBIT margins) thanks to close co-operation with various major smartphone OEMs, which provides high visibility on a dynamic growth rebound by 2021.

Reiterate BUY with a new € 66.00 PT (DCF) as we become more constructive on (i) mid-term growth prospects (6.5% vs. 5.0% growth CAGR) and (ii) LT achievable margins (22.5% vs. 20.0%), both reflecting a more bullish stance on secular growth drivers in Adhesives (30% of sales) and Glass & Lamps (20% of sales). *continued*

Y/E 30.9 (EUR m)	2015/16	2016/17	2017/18	2018/19	2019/20E	2020/21E	2021/22E
Sales	93.4	101.9	126.5	107.7	96.5	115.2	129.6
Sales growth	1 %	9 %	24 %	-15 %	-10 %	19 %	13 %
EBITDA	15.1	18.1	33.8	20.3	17.9	27.4	34.3
EBIT	12.4	15.2	30.7	17.0	11.1	19.6	26.2
Net income	8.3	10.4	21.7	12.5	7.6	13.8	18.5
Net debt	2.5	4.4	-5.2	1.6	5.6	6.3	-0.8
Net gearing	4.2 %	6.4 %	-6.0 %	1.8 %	6.0 %	6.2 %	-0.7 %
Net Debt/EBITDA	0.2	0.2	0.0	0.1	0.3	0.2	0.0
EPS pro forma	1.50	1.89	3.94	2.26	1.38	2.49	3.36
CPS	1.02	0.66	3.91	2.56	3.13	1.54	2.71
DPS	0.55	0.60	0.80	0.80	0.80	1.00	1.20
Dividend yield	1.1 %	1.2 %	1.5 %	1.5 %	1.5 %	1.9 %	2.3 %
Gross profit margin	62.4 %	63.8 %	66.6 %	66.4 %	67.4 %	68.1 %	68.7 %
EBITDA margin	16.2 %	17.8 %	26.8 %	18.9 %	18.5 %	23.8 %	26.5 %
EBIT margin	13.3 %	14.9 %	24.3 %	15.8 %	11.5 %	17.0 %	20.2 %
ROCE	16.3 %	18.5 %	31.6 %	14.8 %	9.5 %	15.3 %	19.3 %
EV/sales	3.2	2.9	2.3	2.8	3.1	2.6	2.3
EV/EBITDA	19.6	16.4	8.5	14.6	16.9	11.0	8.6
EV/EBIT	23.9	19.5	9.4	17.5	27.2	15.4	11.2
PER	34.7	27.5	13.2	23.0	37.6	20.9	15.5
Adjusted FCF yield	2.9 %	3.7 %	7.9 %	4.5 %	3.4 %	5.5 %	7.3 %

Source: Company data, Hauck & Aufhäuser Close price as of: 02.06.2020



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks: 60.80 / 25.75

Price/Book Ratio: 2.9

Relative performance (SDAX):

3 months 25.5 %

6 months 11.8 %

12 months -18.7 %

Changes in estimates

		Sales	EBIT	EPS
2020	<i>old:</i>	96.5	11.1	1.38
	Δ	-	-	-
2021	<i>old:</i>	115.2	19.6	2.49
	Δ	-	-	-
2022	<i>old:</i>	129.6	26.2	3.36
	Δ	-	-	-

Key share data:

Number of shares: (in m pcs) 5.5

Authorised capital: (in € m) -

Book value per share: (in €) 16.9

Ø trading volume: (12 months) 7,000

Major shareholders:

Free Float	89.6 %
Gerlin NV	6.4 %
Monolith Investment	4.9 %
Hans-Joachim Vits	4.1 %
Karl Hönle	4.0 %
AGI	3.1 %

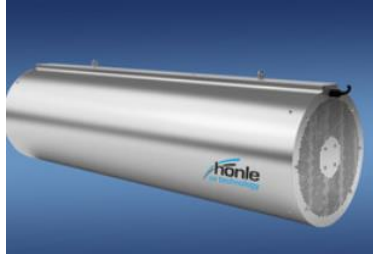
Company description:

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

Selected UVC solutions from Hönle



STERITOWER COMPACT
Compact UVC disinfection tower for surfaces in rooms where no personnel are present



STERIAIR MAX
Powerful UVC unit for disinfecting ambient air by inactivating bacteria, viruses, and mould spores in rooms



STERILAMP 19
Highly intensive UV hand lamp for surface disinfection

Source: Company data

Financials

Profit and loss (EUR m)	2015/16	2016/17	2017/18	2018/19	2019/20E	2020/21E	2021/22E
Net sales	93.4	101.9	126.5	107.7	96.5	115.2	129.6
<i>Sales growth</i>	1.3 %	9.1 %	24.1 %	-14.8 %	-10.4 %	19.4 %	12.5 %
Increase/decrease in finished goods and work-in-process	2.3	1.0	1.5	1.9	1.4	1.6	1.8
Total sales	95.7	102.9	128.0	109.7	97.9	116.8	131.4
Other operating income	1.1	1.0	1.1	1.5	1.0	1.2	1.3
Material expenses	36.0	37.3	42.8	36.9	31.9	37.2	41.1
Personnel expenses	31.0	32.8	36.0	35.8	34.1	36.3	38.9
Other operating expenses	14.7	15.8	16.5	18.2	15.0	17.0	18.4
Total operating expenses	80.6	84.7	94.2	89.4	80.0	89.4	97.0
EBITDA	15.1	18.1	33.8	20.3	17.9	27.4	34.3
Depreciation	2.1	2.4	2.7	2.8	6.2	7.2	7.5
EBITA	13.0	15.7	31.2	17.5	11.7	20.2	26.8
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.6	0.5	0.5	0.5	0.6	0.6	0.6
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	12.4	15.2	30.7	17.0	11.1	19.6	26.2
Interest income	0.1	0.0	0.0	0.0	0.0	0.0	0.0
Interest expenses	0.4	0.4	0.3	0.2	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	-0.4	-0.3	-0.3	-0.1	-0.4	-0.4	-0.4
Recurring pretax income from continuing operations	12.1	14.9	30.4	16.9	10.7	19.2	25.9
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	12.1	14.9	30.4	16.9	10.7	19.2	25.9
Taxes	3.8	4.5	8.7	4.5	3.0	5.5	7.4
Net income from continuing operations	8.3	10.4	21.7	12.4	7.6	13.8	18.5
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	8.3	10.4	21.7	12.4	7.6	13.8	18.5
Minority interest	0.0	0.0	0.0	-0.1	0.0	0.0	0.0
Net profit (reported)	8.3	10.4	21.7	12.5	7.6	13.8	18.5
Average number of shares	5.5	5.5	5.5	5.5	5.5	5.5	5.5
EPS reported	1.50	1.89	3.94	2.26	1.38	2.49	3.36

Profit and loss (common size)	2015/16	2016/17	2017/18	2018/19	2019/20E	2020/21E	2021/22E
Net sales	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
Increase/decrease in finished goods and work-in-process	2.4 %	0.9 %	1.2 %	1.8 %	1.4 %	1.4 %	1.4 %
Total sales	102.4 %	100.9 %	101.2 %	101.8 %	101.4 %	101.4 %	101.4 %
Other operating income	1.2 %	1.0 %	0.9 %	1.4 %	1.0 %	1.0 %	1.0 %
Material expenses	38.5 %	36.6 %	33.8 %	34.2 %	33.1 %	32.3 %	31.7 %
Personnel expenses	33.2 %	32.1 %	28.5 %	33.2 %	35.3 %	31.5 %	30.0 %
Other operating expenses	15.8 %	15.5 %	13.0 %	16.9 %	15.5 %	14.8 %	14.2 %
Total operating expenses	86.3 %	83.1 %	74.5 %	83.0 %	82.9 %	77.6 %	74.9 %
EBITDA	16.2 %	17.8 %	26.8 %	18.9 %	18.5 %	23.8 %	26.5 %
Depreciation	2.3 %	2.4 %	2.1 %	2.6 %	6.4 %	6.3 %	5.8 %
EBITA	13.9 %	15.4 %	24.6 %	16.3 %	12.1 %	17.5 %	20.7 %
Amortisation of goodwill	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	0.6 %	0.5 %	0.4 %	0.5 %	0.6 %	0.5 %	0.5 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBIT (inc revaluation net)	13.3 %	14.9 %	24.3 %	15.8 %	11.5 %	17.0 %	20.2 %
Interest income	0.1 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Interest expenses	0.4 %	0.4 %	0.3 %	0.2 %	0.4 %	0.4 %	0.3 %
Other financial result	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Financial result	neg.	neg.	neg.	neg.	neg.	neg.	neg.
Recurring pretax income from continuing operations	12.9 %	14.6 %	24.0 %	15.7 %	11.1 %	16.7 %	20.0 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	12.9 %	14.6 %	24.0 %	15.7 %	11.1 %	16.7 %	20.0 %
Tax rate	31.2 %	30.0 %	28.5 %	26.5 %	28.5 %	28.5 %	28.5 %
Net income from continuing operations	8.9 %	10.2 %	17.2 %	11.5 %	7.9 %	11.9 %	14.3 %
Income from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income	8.9 %	10.2 %	17.2 %	11.5 %	7.9 %	11.9 %	14.3 %
Minority interest	0.0 %	neg.	neg.	neg.	0.0 %	0.0 %	0.0 %
Net profit (reported)	8.9 %	10.2 %	17.2 %	11.6 %	7.9 %	11.9 %	14.3 %

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2015/16	2016/17	2017/18	2018/19	2019/20E	2020/21E	2021/22E
Intangible assets	21.8	21.5	21.5	21.2	21.2	21.2	21.3
Property, plant and equipment	17.2	19.5	27.0	42.2	57.0	59.8	60.1
Financial assets	1.4	1.3	1.3	2.2	2.2	2.2	2.2
FIXED ASSETS	40.3	42.4	49.7	65.6	80.4	83.2	83.6
Inventories	27.4	30.1	33.3	35.9	29.2	34.9	39.3
Accounts receivable	13.1	18.0	23.0	17.0	15.2	18.2	20.4
Other current assets	3.1	3.1	3.6	5.4	5.4	5.4	5.4
Liquid assets	6.5	5.2	12.0	14.6	10.6	9.9	17.0
Deferred taxes	3.8	3.6	4.0	5.7	5.7	5.7	5.7
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	54.0	60.0	75.8	78.5	66.1	74.0	87.7
TOTAL ASSETS	94.3	102.3	125.5	144.1	146.5	157.2	171.3
SHAREHOLDERS EQUITY	59.9	67.9	87.1	90.0	93.2	102.5	115.5
MINORITY INTEREST	1.8	1.9	0.2	0.1	0.1	0.1	0.1
Long-term debt	6.0	5.2	4.6	14.6	14.6	14.6	14.6
Provisions for pensions and similar obligations	6.5	5.6	6.0	8.3	8.3	8.3	8.3
Other provisions	0.9	0.9	8.1	6.9	6.9	6.9	6.9
Non-current liabilities	13.5	11.8	18.7	29.8	29.8	29.8	29.8
short-term liabilities to banks	3.0	4.3	2.3	1.7	1.7	1.7	1.7
Accounts payable	4.9	5.3	6.8	7.9	7.0	8.4	9.5
Advance payments received on orders	0.9	1.5	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	6.3	6.5	9.2	13.4	13.4	13.4	13.4
Deferred taxes	3.9	3.1	1.3	1.3	1.3	1.3	1.3
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Current liabilities	19.1	20.8	19.6	24.3	23.4	24.8	25.9
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	94.3	102.3	125.5	144.1	146.5	157.3	171.3

Balance sheet (common size)	2015/16	2016/17	2017/18	2018/19	2019/20E	2020/21E	2021/22E
Intangible assets	23.1 %	21.0 %	17.1 %	14.7 %	14.5 %	13.5 %	12.4 %
Property, plant and equipment	18.2 %	19.1 %	21.5 %	29.3 %	38.9 %	38.1 %	35.1 %
Financial assets	1.5 %	1.3 %	1.0 %	1.5 %	1.5 %	1.4 %	1.3 %
FIXED ASSETS	42.8 %	41.4 %	39.6 %	45.5 %	54.9 %	52.9 %	48.8 %
Inventories	29.1 %	29.4 %	26.5 %	24.9 %	20.0 %	22.2 %	22.9 %
Accounts receivable	13.9 %	17.6 %	18.3 %	11.8 %	10.4 %	11.5 %	11.9 %
Other current assets	3.3 %	3.0 %	2.8 %	3.7 %	3.7 %	3.4 %	3.1 %
Liquid assets	6.9 %	5.1 %	9.6 %	10.1 %	7.2 %	6.3 %	9.9 %
Deferred taxes	4.1 %	3.6 %	3.1 %	3.9 %	3.9 %	3.6 %	3.3 %
Deferred charges and prepaid expenses	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
CURRENT ASSETS	57.2 %	58.6 %	60.4 %	54.5 %	45.1 %	47.1 %	51.2 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	63.5 %	66.3 %	69.4 %	62.4 %	63.6 %	65.2 %	67.4 %
MINORITY INTEREST	1.9 %	1.9 %	0.1 %	0.1 %	0.1 %	0.1 %	0.1 %
Long-term debt	6.4 %	5.1 %	3.6 %	10.1 %	9.9 %	9.3 %	8.5 %
Provisions for pensions and similar obligations	6.9 %	5.5 %	4.8 %	5.7 %	5.6 %	5.3 %	4.8 %
Other provisions	1.0 %	0.9 %	6.5 %	4.8 %	4.7 %	4.4 %	4.1 %
Non-current liabilities	14.3 %	11.5 %	14.9 %	20.6 %	20.3 %	18.9 %	17.4 %
short-term liabilities to banks	3.2 %	4.2 %	1.8 %	1.2 %	1.1 %	1.1 %	1.0 %
Accounts payable	5.2 %	5.1 %	5.4 %	5.5 %	4.8 %	5.3 %	5.5 %
Advance payments received on orders	1.0 %	1.5 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Other liabilities (incl. from lease and rental contracts)	6.7 %	6.4 %	7.3 %	9.3 %	9.2 %	8.5 %	7.8 %
Deferred taxes	4.2 %	3.1 %	1.0 %	0.9 %	0.9 %	0.8 %	0.8 %
Deferred income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Current liabilities	20.2 %	20.3 %	15.6 %	16.8 %	16.0 %	15.8 %	15.1 %
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)	2015/16	2016/17	2017/18	2018/19	2019/20E	2020/21E	2021/22E
Net profit/loss	8.3	10.4	21.7	12.4	7.6	13.8	18.5
Depreciation of fixed assets (incl. leases)	2.1	2.4	2.7	3.3	6.2	7.2	7.5
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.6	0.5	0.5	0.0	0.6	0.6	0.6
Others	-1.1	-0.1	6.2	-3.2	0.0	0.0	0.0
Cash flow from operations before changes in w/c	9.9	13.2	31.1	12.5	14.4	21.6	26.6
Increase/decrease in inventory	-2.4	-2.7	-3.2	-2.6	6.7	-5.7	-4.4
Increase/decrease in accounts receivable	0.4	-4.9	-5.0	6.0	1.8	-2.9	-2.3
Increase/decrease in accounts payable	-0.1	0.3	1.6	1.0	-0.8	1.4	1.1
Increase/decrease in other working capital positions	0.4	0.6	-0.2	0.0	0.0	0.0	0.0
Increase/decrease in working capital	-1.6	-6.6	-6.8	4.4	7.6	-7.2	-5.6
Cash flow from operating activities	8.4	6.6	24.2	16.9	22.0	14.3	21.0
CAPEX	5.0	5.4	10.6	19.3	21.6	10.6	8.4
Payments for acquisitions	0.0	0.1	0.0	0.0	0.0	0.0	0.0
Financial investments	-0.1	-0.1	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.4	0.0	0.0	0.1	0.0	0.0	0.0
Cash flow from investing activities	-4.6	-5.3	-10.6	-19.1	-21.6	-10.6	-8.4
Cash flow before financing	3.8	1.2	13.6	-2.2	0.4	3.7	12.6
Increase/decrease in debt position	-1.7	0.5	-2.8	9.1	0.0	0.0	0.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.1	0.0	0.0	0.0	0.0	0.0	0.0
Dividends paid	3.0	3.0	3.3	4.4	4.4	4.4	5.5
Others	-0.2	0.1	-0.8	0.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	-0.1	0.0	0.1	0.0	0.0	0.0
Cash flow from financing activities	-4.7	-2.4	-6.8	4.7	-4.4	-4.4	-5.5
Increase/decrease in liquid assets	-0.9	-1.3	6.8	2.5	-4.0	-0.7	7.1
Liquid assets at end of period	6.5	5.2	12.0	14.6	10.6	9.9	17.0

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2015/16	2016/17	2017/18	2018/19	2019/20E	2020/21E	2021/22E
Domestic	0.0	0.0	42.6	36.2	34.7	32.8	32.8
yoy change	n/a	n/a	n/a	-14.9 %	-4.1 %	-5.6 %	0.0 %
Rest of Europe	0.0	0.0	25.5	26.6	24.1	23.2	23.2
yoy change	n/a	n/a	n/a	4.6 %	-9.5 %	-4.0 %	0.0 %
NAFTA	0.0	0.0	9.6	32.3	29.0	27.0	27.0
yoy change	n/a	n/a	n/a	234.8 %	-10.3 %	-6.7 %	0.0 %
Asia Pacific	0.0	0.0	43.7	8.8	5.8	9.7	9.7
yoy change	n/a	n/a	n/a	-79.9 %	-34.0 %	66.7 %	0.0 %
Rest of world	0.0	0.0	5.1	3.8	4.8	3.9	3.9
yoy change	n/a	n/a	n/a	-25.4 %	26.3 %	-20.0 %	0.0 %
TTL	0.0	0.0	126.5	107.7	96.5	115.2	129.6
yoy change	n/a	n/a	n/a	-14.8 %	-10.4 %	19.4 %	12.5 %

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2015/16	2016/17	2017/18	2018/19	2019/20E	2020/21E	2021/22E
P&L growth analysis							
Sales growth	1.3 %	9.1 %	24.1 %	-14.8 %	-10.4 %	19.4 %	12.5 %
EBITDA growth	-6.5 %	20.1 %	86.5 %	-40.0 %	-47.2 %	34.9 %	92.3 %
EBIT growth	-8.3 %	22.6 %	101.8 %	-44.6 %	-64.0 %	15.3 %	137.4 %
EPS growth	-18.3 %	26.0 %	108.5 %	-42.6 %	-64.9 %	10.2 %	142.3 %
Efficiency							
Total operating costs / sales	86.3 %	83.1 %	74.5 %	83.0 %	82.9 %	77.6 %	74.9 %
Sales per employee	171.9	181.5	206.2	174.3	158.7	186.7	210.6
EBITDA per employee	27.8	32.3	55.2	32.9	29.4	44.4	55.8
Balance sheet analysis							
Avg. working capital / sales	36.4 %	37.4 %	36.0 %	43.9 %	45.1 %	38.9 %	33.8 %
Inventory turnover (sales/inventory)	3.4	3.4	3.8	3.0	3.3	3.3	3.3
Trade debtors in days of sales	51.1	64.3	66.4	57.5	57.5	57.5	57.5
A/P turnover [(A/P*365)/sales]	19.2	18.8	19.7	26.6	26.6	26.6	26.6
Cash conversion cycle (days)	279.4	307.4	292.0	335.0	311.2	317.5	322.4
Cash flow analysis							
Free cash flow	3.4	1.2	13.6	-2.4	0.4	3.7	12.6
Free cash flow/sales	3.6 %	1.2 %	10.8 %	-2.2 %	0.5 %	3.2 %	9.7 %
FCF / net profit	40.8 %	11.7 %	62.7 %	neg.	5.7 %	27.0 %	67.9 %
Capex / deprn	181.1 %	180.5 %	337.1 %	581.5 %	317.6 %	135.9 %	104.3 %
Capex / maintenance capex	0.0 %	0.0 %	382.2 %	676.9 %	437.5 %	172.4 %	127.4 %
Capex / sales	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Security							
Net debt	2.5	4.4	-5.2	1.6	5.6	6.3	-0.8
Net Debt/EBITDA	0.2	0.2	0.0	0.1	0.3	0.2	0.0
Net debt / equity	0.0	0.1	neg.	0.0	0.1	0.1	neg.
Interest cover	31.8	42.0	96.5	105.0	27.2	48.3	64.7
Dividend payout ratio	36.6 %	31.7 %	20.3 %	35.3 %	57.8 %	40.1 %	35.8 %
Asset utilisation							
Capital employed turnover	1.2	1.2	1.2	0.9	0.8	0.9	0.9
Operating assets turnover	1.8	1.7	1.7	1.2	1.0	1.1	1.2
Plant turnover	5.4	5.2	4.7	2.6	1.7	1.9	2.2
Inventory turnover (sales/inventory)	3.4	3.4	3.8	3.0	3.3	3.3	3.3
Returns							
ROCE	16.3 %	18.5 %	31.6 %	14.8 %	9.5 %	15.3 %	19.3 %
ROE	13.8 %	15.4 %	25.0 %	13.9 %	8.2 %	13.4 %	16.0 %
Other							
Interest paid / avg. debt	3.9 %	3.9 %	3.9 %	1.4 %	3.5 %	2.5 %	2.5 %
No. employees (average)	544	562	614	618	608	617	615
Number of shares	5.5	5.5	5.5	5.5	5.5	5.5	5.5
DPS	0.5	0.6	0.8	0.8	0.8	1.0	1.2
EPS reported	1.50	1.89	3.94	2.26	1.38	2.49	3.36
Valuation ratios							
P/BV	4.8	4.2	3.3	3.2	3.1	2.8	2.5
EV/sales	3.2	2.9	2.3	2.8	3.1	2.6	2.3
EV/EBITDA	19.6	16.4	8.5	14.6	16.9	11.0	8.6
EV/EBITA	22.9	18.9	9.2	16.9	25.8	14.9	11.0
EV/EBIT	23.9	19.5	9.4	17.5	27.2	15.4	11.2
EV/FCF	87.8	244.0	21.1	-126.2	687.6	81.2	23.4
Adjusted FCF yield	2.9 %	3.7 %	7.9 %	4.5 %	3.4 %	5.5 %	7.3 %
Dividend yield	1.1 %	1.2 %	1.5 %	1.5 %	1.5 %	1.9 %	2.3 %

Source: Company data, Hauck & Aufhäuser

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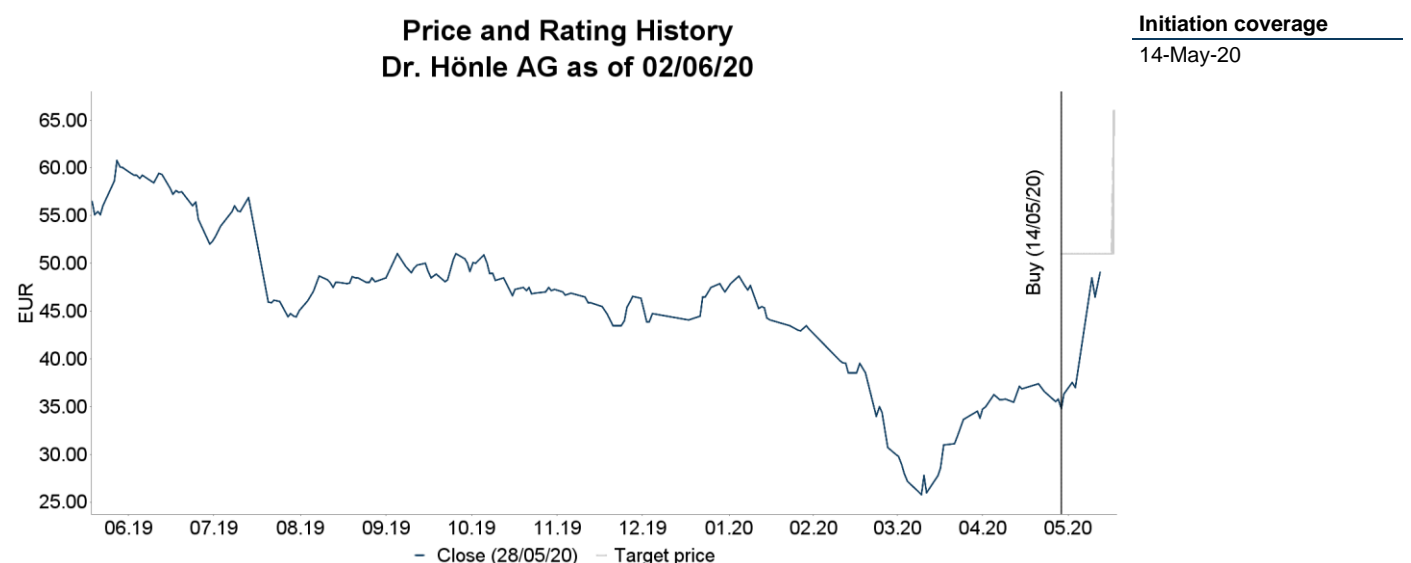
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Company	Disclosure
Dr. Hönle AG	2, 6, 8

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



Company	Date	Analyst	Rating	Target price	Close
Dr. Hönle AG	18.05.2020	Wunderlich, CFA, Tim	Buy	EUR 51,00	EUR 37,55
	15.05.2020	Wunderlich, CFA, Tim	Buy	EUR 51,00	EUR 36,30
	14.05.2020	Wunderlich, CFA, Tim	Buy	EUR 51,00	EUR 34,80

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