

Buy (old: Buy)

Price target: EUR 62.00 (old: EUR 62.00)

Price:	EUR 41.70	Next result:	Q4'21: 01.12.21
Bloomberg:	HNL GR	Market cap:	EUR 255.9 m
Reuters:	HNLG.DE	Enterprise Value:	EUR 282.2 m

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Prepare for a major operational rebound in FY'22E; chg.

Dr Hönle issued a profit warning for FY'21E, now expecting EBIT to stay flat yoy, compared to the earlier guidance of "significant yoy growth". Persistent component shortages coupled with the relocation to the new headquarter **disrupted production and logistics in fiscal Q4** (i.e. quarter ending September), leading to lower-than-expected revenue recognition. In conjunction with a higher fixed cost base due to growth investments, **this had a disproportionate impact on the bottom-line**, exacerbated by negative one-off effects relating to the relocation (*amount undisclosed*). We expect Hönle to report 21% yoy top-line growth for Q4, aided by M&A, but a 45% yoy drop in EBIT to € 1.0m.

Prospects for next year remain favourable, however, as demonstrated by Hönle's initial FY'22E outlook, targeting "significant sales and earnings growth" and backed by a strong order backlog (+85% yoy). There are three main growth drivers:

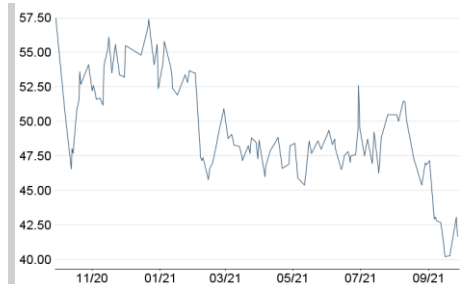
- We expect air disinfection systems to add **€ 15m of incremental revenues in FY'22E** (Hönle: € 15-40m incremental), as various German states have launched subsidy programs for schools and other educational institutions.
- Hönle should be close to winning new adhesive projects mostly in consumer electronics applications, which we expect to **add € 10m of incremental revenues in FY'22E**, at strong EBIT margins of 30%+.
- **A cyclical upturn of key end-market printing** should support growth, aided by an expected easing of supply conditions in the course of next year.

Action: we cut estimates for FY'21E to incorporate the guidance adjustment. Earnings estimates for FY'22E and FY'23E are trimmed to account for slightly weaker pricing for air disinfection systems.

Expecting a major sales and earnings rebound in 2022E, **we confirm our BUY recommendation**, with an unchanged PT of € 62.00 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	111.8	139.7	153.7
Sales growth	9 %	24 %	-15 %	-13 %	19 %	25 %	10 %
EBITDA	18.1	33.8	20.3	14.9	16.5	31.2	39.0
EBIT	15.2	30.7	17.0	8.1	8.1	22.4	30.0
Net income	10.4	21.7	12.5	5.7	5.1	15.4	20.9
Net debt	4.4	-5.2	1.6	12.1	17.5	19.1	10.3
Net gearing	6.4 %	-6.0 %	1.8 %	10.4 %	15.0 %	15.2 %	7.4 %
Net Debt/EBITDA	0.2	0.0	0.1	0.8	1.1	0.6	0.3
EPS pro forma	1.89	3.94	2.26	0.94	0.84	2.54	3.45
CPS	0.66	3.91	2.56	0.41	1.68	1.17	2.95
DPS	0.60	0.80	0.80	0.80	1.00	1.20	1.44
Dividend yield	1.4 %	1.9 %	1.9 %	1.9 %	2.4 %	2.8 %	3.4 %
Gross profit margin	63.8 %	66.6 %	66.4 %	64.9 %	62.8 %	63.7 %	65.0 %
EBITDA margin	17.8 %	26.8 %	18.9 %	15.8 %	14.8 %	22.3 %	25.4 %
EBIT margin	14.9 %	24.3 %	15.8 %	8.6 %	7.3 %	16.0 %	19.5 %
ROCE	18.5 %	31.6 %	14.8 %	5.7 %	5.5 %	12.5 %	16.2 %
EV/sales	2.4	1.8	2.3	2.9	2.5	2.0	1.8
EV/EBITDA	13.4	6.9	11.9	18.6	17.1	9.1	7.1
EV/EBIT	16.0	7.6	14.3	34.2	34.6	12.7	9.2
PER	22.3	10.7	18.6	45.1	50.2	16.6	12.2
Adjusted FCF yield	4.5 %	9.8 %	5.6 %	2.9 %	3.0 %	6.7 %	9.0 %

Source: Company data, Hauck & Aufhäuser Close price as of: 12.10.2021



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks: 58.10 / 40.20

Price/Book Ratio: 2.2

Relative performance (SDAX):

3 months	-12.2 %
6 months	-16.8 %
12 months	-53.8 %

Changes in estimates

		Sales	EBIT	EPS
2021	old:	116.0	11.1	1.19
	Δ	-3.6%	-26.5%	-29.4%
2022	old:	139.7	23.0	2.63
	Δ	-	-2.9%	-3.1%
2023	old:	153.7	30.3	3.49
	Δ	-	-1.1%	-1.1%

Key share data:

Number of shares: (in m pcs)	6.1
Authorised capital: (in € m)	-
Book value per share: (in €)	19.2
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	111.8	139.7	153.7
<i>Sales growth</i>	9.1 %	24.1 %	-14.8 %	-12.9 %	19.1 %	25.0 %	10.0 %
Increase/decrease in finished goods and work-in-process	1.0	1.5	1.9	-0.6	1.6	2.0	2.2
Total sales	102.9	128.0	109.7	93.3	113.4	141.7	155.8
Other operating income	1.0	1.1	1.5	1.2	1.1	1.4	1.5
Material expenses	37.3	42.8	36.9	32.7	42.1	51.4	54.6
Personnel expenses	32.8	36.0	35.8	33.2	39.4	41.6	44.3
Other operating expenses	15.8	16.5	18.2	13.7	16.4	18.9	19.6
Total operating expenses	84.7	94.2	89.4	78.4	96.8	110.5	116.9
EBITDA	18.1	33.8	20.3	14.9	16.5	31.2	39.0
Depreciation	2.4	2.7	2.8	6.6	7.8	8.2	8.4
EBITA	15.7	31.2	17.5	8.3	8.7	23.0	30.6
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	8.1	22.4	30.0
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	1.1	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	-0.3	-0.1	-0.3	-1.1	-0.9	-0.9
Recurring pretax income from continuing operations	14.9	30.4	16.9	7.8	7.1	21.4	29.0
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	7.1	21.4	29.0
Taxes	4.5	8.7	4.5	2.2	2.0	6.0	8.1
Net income from continuing operations	10.4	21.7	12.4	5.6	5.1	15.4	20.9
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	5.1	15.4	20.9
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	5.1	15.4	20.9
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	0.84	2.54	3.45

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 %	37.7 %	36.8 %	35.5 %
Personnel expenses	32.1 %	28.5 %	33.2 %	35.4 %	35.2 %	29.8 %	28.8 %
Other operating expenses	15.5 %	13.0 %	16.9 %	14.6 %	14.7 %	13.5 %	12.8 %
Total operating expenses	83.1 %	74.5 %	83.0 %	83.5 %	86.6 %	79.1 %	76.1 %
EBITDA	17.8 %	26.8 %	18.9 %	15.8 %	14.8 %	22.3 %	25.4 %
Depreciation	2.4 %	2.1 %	2.6 %	7.0 %	7.0 %	5.9 %	5.5 %
EBITA	15.4 %	24.6 %	16.3 %	8.8 %	7.8 %	16.4 %	19.9 %
Amortisation of goodwill	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	0.5 %	0.4 %	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 %	7.3 %	16.0 %	19.5 %
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 %	1.0 %	0.7 %	0.7 %
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 %	6.3 %	15.3 %	18.9 %
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 %	6.3 %	15.3 %	18.9 %
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 %	4.6 %	11.0 %	13.6 %
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 %	4.6 %	11.0 %	13.6 %
Minority interest	neg.	neg.	neg.	neg.	0.0 %	0.0 %	0.0 %
Net profit (reported)	10.2 %	17.2 %	11.6 %	6.0 %	4.6 %	11.0 %	13.6 %

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	21.0	27.2	27.4	27.6
Property, plant and equipment	19.5	27.0	42.2	76.8	79.3	79.8	79.4
Financial assets	1.3	1.3	2.2	2.4	2.4	2.4	2.4
FIXED ASSETS	42.4	49.7	65.6	100.2	108.9	109.5	109.3
Inventories	30.1	33.3	35.9	35.2	31.5	39.4	43.3
Accounts receivable	18.0	23.0	17.0	14.3	17.5	21.8	24.0
Other current assets	3.1	3.6	5.4	6.5	6.5	6.5	6.5
Liquid assets	5.2	12.0	14.6	34.2	28.8	27.2	36.0
Deferred taxes	3.6	4.0	5.7	5.9	5.9	5.9	5.9
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	96.0	90.1	100.7	115.6
TOTAL ASSETS	102.3	125.5	144.1	196.2	199.0	210.2	224.9
SHAREHOLDERS EQUITY	67.9	87.1	90.0	116.3	116.6	125.9	139.6
MINORITY INTEREST	1.9	0.2	0.1	0.3	0.3	0.3	0.3
Long-term debt	5.2	4.6	14.6	42.8	42.8	42.8	42.8
Provisions for pensions and similar obligations	5.6	6.0	8.3	8.8	8.8	8.8	8.8
Other provisions	0.9	8.1	6.9	1.9	1.9	1.9	1.9
Non-current liabilities	11.8	18.7	29.8	53.5	53.5	53.5	53.5
short-term liabilities to banks	4.3	2.3	1.7	3.5	3.5	3.5	3.5
Accounts payable	5.3	6.8	7.9	6.5	9.0	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	15.6	15.6	15.6	15.6
Deferred taxes	3.1	1.3	1.3	0.4	0.4	0.4	0.4
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Current liabilities	20.8	19.6	24.3	26.0	28.5	30.4	31.5
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	102.3	125.5	144.1	196.2	199.0	210.2	224.9

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 %	10.7 %	13.7 %	13.0 %	12.3 %
Property, plant and equipment	19.1 %	21.5 %	29.3 %	39.2 %	39.9 %	38.0 %	35.3 %
Financial assets	1.3 %	1.0 %	1.5 %	1.2 %	1.2 %	1.1 %	1.1 %
FIXED ASSETS	41.4 %	39.6 %	45.5 %	51.1 %	54.7 %	52.1 %	48.6 %
Inventories	29.4 %	26.5 %	24.9 %	18.0 %	15.8 %	18.7 %	19.2 %
Accounts receivable	17.6 %	18.3 %	11.8 %	7.3 %	8.8 %	10.4 %	10.7 %
Other current assets	3.0 %	2.8 %	3.7 %	3.3 %	3.2 %	3.1 %	2.9 %
Liquid assets	5.1 %	9.6 %	10.1 %	17.4 %	14.5 %	12.9 %	16.0 %
Deferred taxes	3.6 %	3.1 %	3.9 %	3.0 %	2.9 %	2.8 %	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 %	48.9 %	45.3 %	47.9 %	51.4 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	66.3 %	69.4 %	62.4 %	59.3 %	58.6 %	59.9 %	62.0 %
MINORITY INTEREST	1.9 %	0.1 %	0.1 %	0.2 %	0.2 %	0.2 %	0.2 %
Long-term debt	5.1 %	3.6 %	10.1 %	21.8 %	21.5 %	20.4 %	19.0 %
Provisions for pensions and similar obligations	5.5 %	4.8 %	5.7 %	4.5 %	4.4 %	4.2 %	3.9 %
Other provisions	0.9 %	6.5 %	4.8 %	1.0 %	0.9 %	0.9 %	0.8 %
Non-current liabilities	11.5 %	14.9 %	20.6 %	27.3 %	26.9 %	25.5 %	23.8 %
short-term liabilities to banks	4.2 %	1.8 %	1.2 %	1.8 %	1.7 %	1.7 %	1.5 %
Accounts payable	5.1 %	5.4 %	5.5 %	3.3 %	4.5 %	5.2 %	5.3 %
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 %	8.0 %	7.8 %	7.4 %	6.9 %
Deferred taxes	3.1 %	1.0 %	0.9 %	0.2 %	0.2 %	0.2 %	0.2 %
Deferred income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Current liabilities	20.3 %	15.6 %	16.8 %	13.2 %	14.3 %	14.5 %	14.0 %
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	5.1	15.4	20.9
Depreciation of fixed assets (incl. leases)	2.4	2.7	3.3	6.6	7.8	8.2	8.4
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	-7.2	0.0	0.0	0.0
Cash flow from operations before changes in w/c	13.2	31.1	12.5	5.2	13.5	24.2	29.9
Increase/decrease in inventory	-2.7	-3.2	-2.6	0.6	3.8	-7.9	-3.9
Increase/decrease in accounts receivable	-4.9	-5.0	6.0	2.7	-3.2	-4.4	-2.2
Increase/decrease in accounts payable	0.3	1.6	1.0	-1.4	2.5	1.9	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	2.0	3.1	-10.3	-5.0
Cash flow from operating activities	6.6	24.2	16.9	7.2	16.6	13.9	24.9
CAPEX	5.4	10.6	19.3	30.2	10.9	9.4	8.8
Payments for acquisitions	0.1	0.0	0.0	0.0	6.2	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	-0.5	0.0	0.0	0.0
Cash flow from investing activities	-5.3	-10.6	-19.1	-30.7	-17.1	-9.4	-8.8
Cash flow before financing	1.2	13.6	-2.2	-23.5	-0.5	4.5	16.1
Increase/decrease in debt position	0.5	-2.8	9.1	21.9	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	25.7	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	0.1	0.0	0.0	0.0
Effects of exchange rate changes on cash	-0.1	0.0	0.1	-0.1	0.0	0.0	0.0
Cash flow from financing activities	-2.4	-6.8	4.7	43.3	-4.9	-6.1	-7.3
Increase/decrease in liquid assets	-1.3	6.8	2.5	19.6	-5.4	-1.6	8.8
Liquid assets at end of period	5.2	12.0	14.6	34.2	28.8	27.2	36.0

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	111.8	139.7	0.0
yoy change	n/a	n/a	-14.8 %	-12.9 %	19.1 %	25.0 %	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 %	19.1 %	25.0 %	10.0 %
EBITDA growth	20.1 %	86.5 %	-40.0 %	-56.1 %	-18.6 %	109.5 %	135.4 %
EBIT growth	22.6 %	101.8 %	-44.6 %	-73.6 %	-52.1 %	176.0 %	267.7 %
EPS growth	26.0 %	108.5 %	-42.6 %	-73.9 %	-62.9 %	147.1 %	310.5 %
Efficiency							
Total operating costs / sales	83.1 %	74.5 %	83.0 %	83.5 %	86.6 %	79.1 %	76.1 %
Sales per employee	181.5	206.2	174.3	154.4	181.2	227.1	232.7
EBITDA per employee	32.3	55.2	32.9	24.5	26.8	50.6	59.0
Balance sheet analysis							
Avg. working capital / sales	37.4 %	36.0 %	43.9 %	49.3 %	38.0 %	33.4 %	31.0 %
Inventory turnover (sales/inventory)	3.4	3.8	3.0	2.7	3.6	3.6	3.6
Trade debtors in days of sales	64.3	66.4	57.5	55.4	57.0	57.0	57.0
A/P turnover [(A/P*365)/sales]	18.8	19.7	26.6	25.2	29.5	28.5	28.5
Cash conversion cycle (days)	307.4	292.0	335.0	376.0	251.5	258.9	266.3
Cash flow analysis							
Free cash flow	1.2	13.6	-2.4	-23.0	5.7	4.5	16.1
Free cash flow/sales	1.2 %	10.8 %	-2.2 %	-24.5 %	5.1 %	3.2 %	10.5 %
FCF / net profit	11.7 %	62.7 %	neg.	neg.	111.7 %	29.0 %	76.8 %
Capex / depre	180.5 %	337.1 %	581.5 %	443.6 %	129.8 %	106.9 %	98.0 %
Capex / maintenance capex	0.0 %	382.2 %	676.9 %	n/a	160.9 %	127.4 %	114.2 %
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	12.1	17.5	19.1	10.3
Net Debt/EBITDA	0.2	0.0	0.1	0.8	1.1	0.6	0.3
Net debt / equity	0.1	neg.	0.0	0.1	0.2	0.2	0.1
Interest cover	42.0	96.5	105.0	17.7	7.4	22.4	30.0
Dividend payout ratio	31.7 %	20.3 %	35.3 %	85.4 %	119.0 %	47.2 %	41.7 %
Asset utilisation							
Capital employed turnover	1.2	1.2	0.9	0.5	0.6	0.8	0.8
Operating assets turnover	1.7	1.7	1.2	0.8	0.9	1.1	1.1
Plant turnover	5.2	4.7	2.6	1.2	1.4	1.8	1.9
Inventory turnover (sales/inventory)	3.4	3.8	3.0	2.7	3.6	3.6	3.6
Returns							
ROCE	18.5 %	31.6 %	14.8 %	5.7 %	5.5 %	12.5 %	16.2 %
ROE	15.4 %	25.0 %	13.9 %	4.9 %	4.4 %	12.3 %	15.0 %
Other							
Interest paid / avg. debt	3.9 %	3.9 %	1.4 %	1.7 %	3.5 %	2.2 %	2.2 %
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	0.84	2.54	3.45
Valuation ratios							
P/BV	3.4	2.7	2.6	2.2	2.2	2.0	1.8
EV/sales	2.4	1.8	2.3	2.9	2.5	2.0	1.8
EV/EBITDA	13.4	6.9	11.9	18.6	17.1	9.1	7.1
EV/EBITA	15.4	7.5	13.8	33.5	32.3	12.4	9.0
EV/EBIT	16.0	7.6	14.3	34.2	34.6	12.7	9.2
EV/FCF	199.2	17.1	-103.0	-12.1	49.6	63.4	17.1
Adjusted FCF yield	4.5 %	9.8 %	5.6 %	2.9 %	3.0 %	6.7 %	9.0 %
Dividend yield	1.4 %	1.9 %	1.9 %	1.9 %	2.4 %	2.8 %	3.4 %

Source: Company data, Hauck & Aufhäuser

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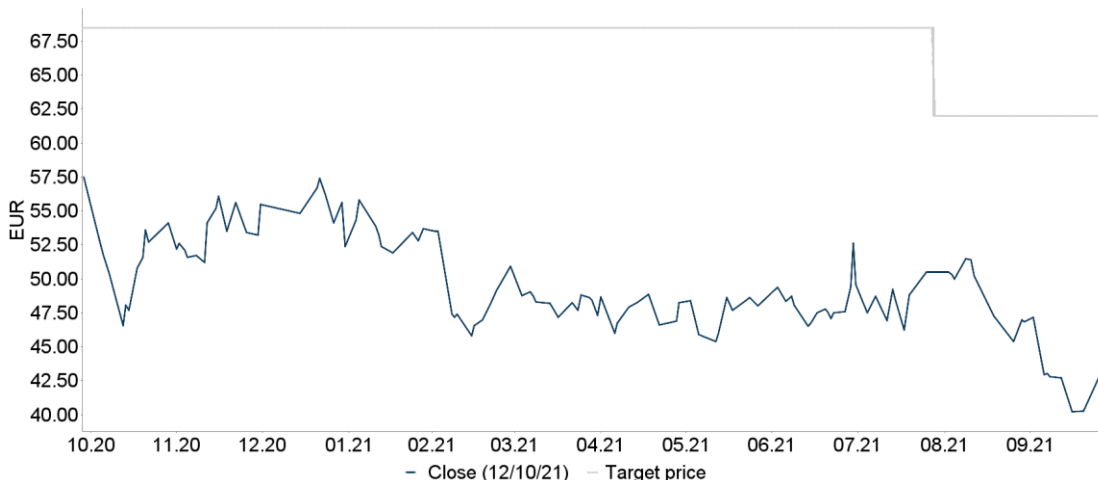
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Company	Disclosure
Dr. Hönle AG	2, 6, 8

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

**Price and Rating History
Dr. Hönle AG as of 13/10/21**

Initiation coverage
14-May-20



Company	Date	Analyst	Rating	Target price	Close
Dr. Hönle AG	20.08.2021	Wunderlich, CFA, Tim	Buy	EUR 62,00	EUR 50,00
	13.05.2021	Wunderlich, CFA, Tim	Buy	EUR 68,50	EUR 46,90
	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

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