

Hoenele AG

Germany | Industrial Manufacturing | MCap EUR 57.3m

19 May 2026

UPDATE



Q2: Adhesives accelerate, Curing still weighs – BUY.

BUY (BUY)

Target price	EUR 20.00 (20.00)
Current price	EUR 9.46
Up/downside	111.4%

 ResearchHub 



MAIN AUTHOR

Abed Jarad

a.jarad@mwb-research.com
+49 40 309 293-54

mwb-research.com

This research is the product of mwb research, which is registered with the BaFin in Germany.

What's it all about?

Hoenele's Q2 showed a sequential recovery, with EBITDA improving despite lower sales, supported by better mix and cost measures. Adhesive Systems was the clear highlight, while Disinfection remained broadly stable yoy and improved sequentially only on the top line. Curing deteriorated yoy but improved qoq. While we slightly adjust our estimates toward the mid-point of FY 2025/26 guidance to reflect the weaker visibility in industrial capex-related markets, we believe the current valuation still fails to adequately reflect the earnings leverage embedded in the business once volumes normalize. We therefore reiterate our BUY rating with unchanged PT of EUR 20.00

IMPORTANT. Please refer to the last page of this report for "Important disclosures" and analyst(s) certifications.

Hoenle AG

Germany | Industrial Manufacturing | MCap EUR 57.3m | EV EUR 101.6m

BUY (BUY)

Target price EUR 20.00 (20.00)
Current price EUR 9.46
Up/downside 111.4%

MAIN AUTHOR

Abed Jarad

a.jarad@mwb-research.com
+49 40 309 293-54

Q2: Adhesives accelerate, Curing still weighs – BUY.

Sequential improvement. Q2 2025/26 showed a clear sequential recovery, although revenues declined to EUR 23.8m (-7.4% yoy, mwb est. ~25m), primarily due to lower volumes in Curing. Gross profit margin nevertheless improved to 65.6% (+5.4pp yoy), supported by portfolio optimisation, a more favourable product mix and lower material intensity, especially in Adhesives. EBITDA increased to EUR 2.2m (+10.6% yoy), as the positive mix effects and implemented cost reductions more than compensated for the lower sales base, while lower other operating expenses additionally supported profitability. Net profit rose to EUR 0.7m (+294% yoy), mainly driven by the stronger operating result and a positive tax contribution of EUR 0.4m in the quarter. Despite the stronger earnings backdrop, cash generated from operations improved sequentially to EUR 1.7m (vs. EUR 0.2m in Q1), although remaining slightly below last year's elevated EUR 1.8m, as inventory release was partly offset by lower receivables inflows and cash outflows from other liabilities.

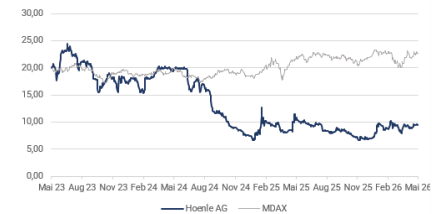
Adhesives standing out; guidance increasingly H2-dependent. Notably, Adhesives was the clear highlight in Q2, with accelerating growth and EBITDA almost doubling yoy, supported by a better order mix, portfolio optimization and operating leverage. Disinfection improved sequentially on sales but remained broadly flat yoy, while profitability declined both qoq and yoy, likely reflecting higher personnel costs from the build-out of international sales capacity. Curing showed some sequential improvement from the very weak Q1 level, but remained materially below last year and continued to be the key drag, with lower business volumes with Manroland adding to already weak mechanical engineering and printing-related demand. Together with low visibility amid a fragile macro backdrop and ongoing geopolitical tensions, we see FY 2025/26 guidance increasingly skewed toward the lower to mid-point of the EUR 95–105m revenue and EUR 6–9m EBITDA range, unless Adhesives and Disinfection accelerate meaningfully in H2 and Curing starts to stabilize.

BUY reiterated; medium-term setup intact. Despite the still challenging end-market backdrop, we continue to see an attractive medium-term setup following the operational repositioning over recent years.

-Continued-

Hoenle AG	2023	2024	2025	2026E	2027E	2028E
Sales	106.3	98.7	93.7	100.0	113.0	125.4
<i>Growth yoy</i>	-16.0%	-7.2%	-5.1%	6.7%	13.0%	11.0%
EBITDA	0.3	3.1	5.8	7.8	11.5	15.3
EBIT	-9.4	-10.1	0.1	2.4	6.4	10.4
Net profit	-11.3	-13.2	-3.1	0.5	3.4	6.3
Net debt (net cash)	47.6	45.8	40.5	40.4	37.3	31.4
Net debt/EBITDA	137.9x	14.8x	7.0x	5.2x	3.2x	2.1x
EPS reported	-1.87	-2.17	-0.52	0.09	0.56	1.04
DPS	0.00	0.00	0.00	0.00	0.00	0.00
<i>Dividend yield</i>	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Gross profit margin	50.1%	58.7%	62.3%	61.3%	62.2%	62.7%
EBITDA margin	0.3%	3.1%	6.1%	7.8%	10.2%	12.2%
EBIT margin	-8.8%	-10.3%	0.1%	2.4%	5.7%	8.3%
ROCE	-6.0%	-7.3%	0.1%	1.9%	5.0%	7.9%
EV/Sales	1.0x	1.1x	1.1x	1.0x	0.9x	0.7x
EV/EBITDA	313.4x	34.8x	17.6x	13.0x	8.6x	6.1x
EV/EBIT	-11.5x	-10.6x	1,080.4x	42.3x	15.4x	9.0x
PER	-5.1x	-4.4x	-18.3x	109.1x	16.8x	9.1x

Source: Company data, mwb research



Source: Company data, mwb research

High/low 52 weeks 10.90 / 6.48
Price/Book Ratio 0.7x

Ticker / Symbols

ISIN DE0005157101
WKN 515710
Bloomberg HNL:GR

Changes in estimates

		Sales	EBIT	EPS
2026E	old	102.1	2.6	0.11
	Δ	-2.1%	-6.5%	-18.1%
2027E	old	114.4	6.6	0.58
	Δ	-1.2%	-2.1%	-2.7%
2028E	old	125.8	10.4	1.04
	Δ	-0.3%	-0.4%	-0.5%

Key share data

Number of shares: (in m pcs) 6.06
Book value per share: (in EUR) 12.68
Ø trading vol.: (12 months) 5,507

Major shareholders

Peter Mohrle GmbH & Co. 25.4%
Hans-Joachim 4.2%
Free Float 63.5%

Company description

Hoenle AG is an industrial UV technology specialist with ~50 years of process expertise, operating across Adhesive Systems, Curing and Disinfection. The group serves structurally attractive end markets including electronics, medical, automotive, food & water, printing and surface treatment

In our view, the improving earnings quality in Adhesives and the structural growth profile of Disinfection increasingly offset the cyclicity in Curing, even if the latter remains a near-term drag. While we slightly adjust our estimates toward the mid-point of FY 2025/26 guidance to reflect the weaker visibility in industrial capex-related markets, we believe the current valuation still fails to adequately reflect the earnings leverage embedded in the business once volumes normalize. We therefore reiterate our BUY rating with unchanged PT of EUR 20.00.

The following table displays the quarterly performance of **Hoenle AG**:

P&L data	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026
Sales	23.9	26.7	21.4	25.8	22.6	23.9	21.5	23.8
yoy growth in %	-8.7%	0.3%	-10.0%	5.9%	-5.5%	-10.5%	0.3%	-7.5%
EBITDA	1.3	-1.0	1.0	2.0	0.5	2.7	0.5	2.2
EBITDA margin in %	5.5%	-3.6%	4.8%	7.7%	2.3%	11.4%	2.4%	9.1%
EBIT	-0.1	-10.0	-0.4	0.6	-0.8	1.2	-0.8	0.8
EBIT margin in %	-0.3%	-37.7%	-1.6%	2.4%	-3.7%	4.9%	-3.7%	3.5%
EBT	-0.5	-10.7	-0.8	0.2	-1.3	0.2	-1.3	0.3
taxes paid	-0.2	1.4	-0.2	-0.0	-0.4	2.0	-0.2	-0.4
tax rate in %	49.8%	-12.6%	26.1%	-13.9%	28.1%	1,207.1%	16.1%	-146.4%
net profit	-0.3	-12.3	-0.6	0.2	-0.9	-1.9	-1.5	0.7
yoy growth in %	-97.1%	180.5%	-34.3%	7.2%	242.3%	-84.8%	161.3%	272.2%
EPS	-0.04	-2.03	-0.10	0.03	-0.15	-0.31	-0.25	0.11

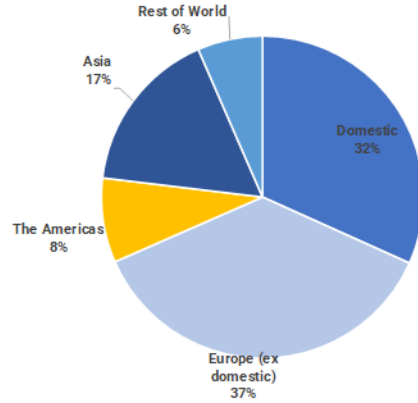
Source: Company data; mwb research

Investment case in six charts

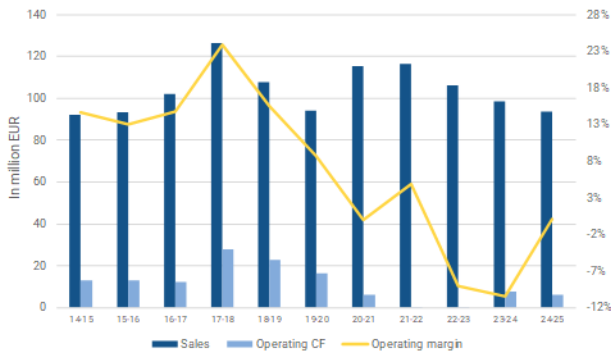
Products & Services

Adhesive Systems (Solution Provider)	Curing (Focus on Industrial)	Disinfection (Unique Offering)
<p>Products (37%): UV and light curing adhesives Curing equipment Epoxies, Acrylates, Electrically and thermally conductive adhesives CMR free adhesives Casting compounds</p> <p>Applications: Consumer electronics Electronic packaging Opto electronics Medical Displays Automotive engineering</p>	<p>Products (35%): UV curing equipment UV LED curing equipment IR units UV dose measurement</p> <p>Applications: Packaging printing 3D printing 2D and 3D coating Films and labels Measurement</p>	<p>Products (28%): Pulsed light Medium pressure UV lamp systems Low pressure UV lamp systems Microbiological quality analysis Quartz glass products</p> <p>Applications: Ballast water Drinking water Process water Air Surface Photolysis</p>

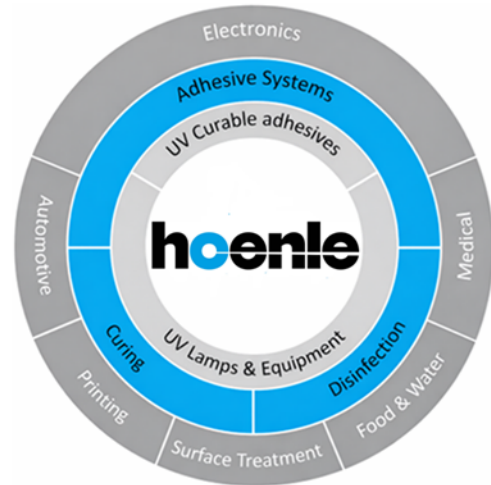
Regional sales split in %



Historical performance



The ecosystem



Competitive position and growth roadmap

Business Units	Global market size (2023 in bn€)	Growth outlook (in% p.a. 2024-2030)		Market positioning	Maturity/commoditization	Approach to win
		Market growth in current applications	Additional addressable market growth through strategic initiatives			
1 Adhesive Systems (UV curable adhesives, UV curing equipment)	2.6	6-8%	10-14%	Solid technological player in competitive environment. Unique combination adhesive/equipment	UV curable adhesives increasingly important in many applications. Long qualification cycles	Evolve into "solution provider" – from pharmacist to doctor
2 Curing (systems for curing of printing, packaging, 2D/3D and technical films)	1.0	3-4%	5-7%	Good market position with large installed base and brand name	Mature market in EU and NA dominated by few incumbents	Use core technological competence for broader markets; generate after-sales business
3 Disinfection (systems for F&B disinfection, water treatment, UPW)	0.6	3-4%	6-8%	Only supplier with full offering, but little NA activity	UVC emerging technology with growing use cases	Expand market share in North America and India

Source: Company data, mwb research

SWOT analysis

Strengths

- Strong technological depth and 50 years of UV expertise
- Integrated solutions and one-stop-shop with broad UV offering
- Large installed base (100k+) enabling aftermarket and recurring revenues
- Exposure to structurally growing end markets (Disinfection & Adhesives)
- R&D refocused on platform strategy and modularization

Weaknesses

- High concentration in Europe (70% of revenues)
- Legacy portfolio complexity and historical missteps in capital allocation
- Lack of strategic customers primarily in adhesives (low wallet share)
- Earnings volatility due to project-driven and cyclical revenue mix

Opportunities

- Structural replacement of conventional technologies by UV
- Expansion in Asia and North America
- Expansion of after-sales and lifecycle revenues
- Deeper penetration in target markets and strategic customer relationship

Threats

- Intense competition in mature and standardized components
- Rapid technological changes, particularly in UV-LED systems
- Geopolitical, energy and supply chain risks
- Execution risk related to ambitious 2030 targets

Valuation

DCF Model

The DCF model results in a **fair value of EUR 19.79 per share**:

Top-line growth: We expect Hoenle AG to grow revenues at a CAGR of 8.4% between 2026E and 2033E. The long-term growth rate is set at 2.0%.

ROCE. Returns on capital are developing from 1.9% in 2026E to 13.1% in 2033E.

WACC. Starting point is a historical equity beta of 2.30. Unlevering and correcting for mean reversion yields an asset beta of 1.28. Combined with a risk-free rate of 2.0% and an equity risk premium of 6.0% this yields cost of equity of 12.5%. With pre-tax cost of borrowing at 5.0%, a tax rate of 28.0% and target debt/equity of 0.5 this results in a long-term WACC of 9.5%.

DCF (EURm) (except per share data and beta)	2026E	2027E	2028E	2029E	2030E	2031E	2032E	2033E	Terminal value
NOPAT	1.7	4.5	7.3	10.7	13.8	15.9	16.3	16.8	
Depreciation & amortization	5.4	5.1	4.9	4.8	4.7	4.1	4.2	4.2	
Change in working capital	-3.6	-3.2	-2.8	-3.5	-4.3	-4.4	-1.7	-1.3	
Chg. in long-term provisions	0.3	0.6	0.6	0.6	0.7	0.7	0.2	0.2	
Capex	-2.5	-2.8	-3.1	-3.4	-3.8	-4.2	-4.3	-4.4	
Cash flow	1.3	4.2	6.9	9.1	11.0	12.2	14.7	15.5	210.9
Present value	1.3	3.7	5.6	6.7	7.5	7.5	8.3	8.0	108.0
WACC	9.3%	9.3%	9.3%	9.4%	9.4%	9.4%	9.4%	9.4%	9.5%

DCF per share derived from		DCF avg. growth and earnings assumptions	
Total present value	156.6	Planning horizon avg. revenue growth (2026E-2033E)	8.4%
Mid-year adj. total present value	163.8	Terminal value growth (2033E - infinity)	2.0%
Net debt / cash at start of year	40.5	Terminal year ROCE	13.1%
Financial assets	0.4	Terminal year WACC	9.5%
Provisions and off b/s debt	3.7		
Equity value	119.9	Terminal WACC derived from	
No. of shares outstanding	6.1	Cost of borrowing (before taxes)	5.0%
		Long-term tax rate	28.0%
		Equity beta	2.30
		Unlevered beta (industry or company)	1.28
		Target debt / equity	0.5
		Relevered beta	1.75
		Risk-free rate	2.0%
		Equity risk premium	6.0%
		Cost of equity	12.5%

Discounted cash flow / share	
Discounted cash flow / share	19.79
upside/(downside)	109.2%

Share price	
Share price	9.46

Sensitivity analysis DCF							
Change in WACC (%-points)	Long term growth					Share of present value	
	1.0%	1.5%	2.0%	2.5%	3.0%	2026E-2029E	2030E-2033E terminal value
2.0%	12.2	12.8	13.5	14.3	15.2	11.1%	20.0%
1.0%	14.5	15.4	16.3	17.3	18.5		
0.0%	17.4	18.5	19.8	21.2	22.9		69.0%
-1.0%	21.1	22.6	24.4	26.4	28.8		
-2.0%	26.0	28.1	30.6	33.7	37.4		

Source: mwb research

FCF Yield Model

Due to the fact that companies rarely bear sufficient resemblance to peers in terms of geographical exposure, size or competitive strength and in order to adjust for the pitfalls of weak long-term visibility, an Adjusted Free Cash Flow analysis (Adjusted FCF) has been conducted.

The adjusted Free Cash Flow Yield results in a fair value between EUR -0.67 per share based on 2026E and EUR 31.45 per share on 2030E estimates.

The main driver of this model is the level of return available to a controlling investor, influenced by the cost of that investors' capital (opportunity costs) and the purchase price – in this case the enterprise value of the company. Here, the adjusted FCF yield is used as a proxy for the required return and is defined as EBITDA less minority interest, taxes and investments required to maintain existing assets (maintenance capex).

FCF yield in EURm	2026E	2027E	2028E	2029E	2030E
EBITDA	7.8	11.5	15.3	20.0	24.3
- Maintenance capex	4.8	4.6	4.5	4.3	4.2
- Minorities	-0.0	-0.0	-0.0	-0.0	-0.1
- tax expenses	0.2	1.5	2.7	4.2	5.5
= Adjusted FCF	2.8	5.5	8.2	11.5	14.6
Actual Market Cap	57.4	57.4	57.4	57.4	57.4
+ Net debt (cash)	40.4	37.3	31.4	23.3	12.2
+ Pension provisions	4.0	4.5	5.0	5.5	6.0
+ Off B/S financing	0.0	0.0	0.0	0.0	0.0
- Financial assets	0.4	0.4	0.4	0.4	0.4
- Acc. dividend payments	0.0	0.0	0.0	0.0	0.0
<i>EV Reconciliations</i>	43.9	41.3	35.9	28.4	17.8
= Actual EV'	101.3	98.7	93.3	85.7	75.2
Adjusted FCF yield	2.8%	5.6%	8.8%	13.5%	19.4%
base hurdle rate	7.0%	7.0%	7.0%	7.0%	7.0%
ESG adjustment	0.0%	0.0%	0.0%	0.0%	0.0%
adjusted hurdle rate	7.0%	7.0%	7.0%	7.0%	7.0%
Fair EV	39.9	78.3	117.0	165.0	208.4
- <i>EV Reconciliations</i>	43.9	41.3	35.9	28.4	17.8
Fair Market Cap	-4.0	36.9	81.1	136.6	190.6
No. of shares (million)	6.1	6.1	6.1	6.1	6.1
Fair value per share in EUR	-0.67	6.09	13.38	22.54	31.45
Premium (-) / discount (+)	-107.0%	-35.6%	41.4%	138.2%	232.4%

Sensitivity analysis FV						
	5.0%	2.0	11.3	21.1	33.4	45.2
Adjusted hurdle rate	6.0%	0.4	8.2	16.6	27.1	37.2
	7.0%	-0.7	6.1	13.4	22.5	31.4
	8.0%	-1.5	4.5	11.0	19.1	27.1
	9.0%	-2.1	3.2	9.1	16.5	23.8

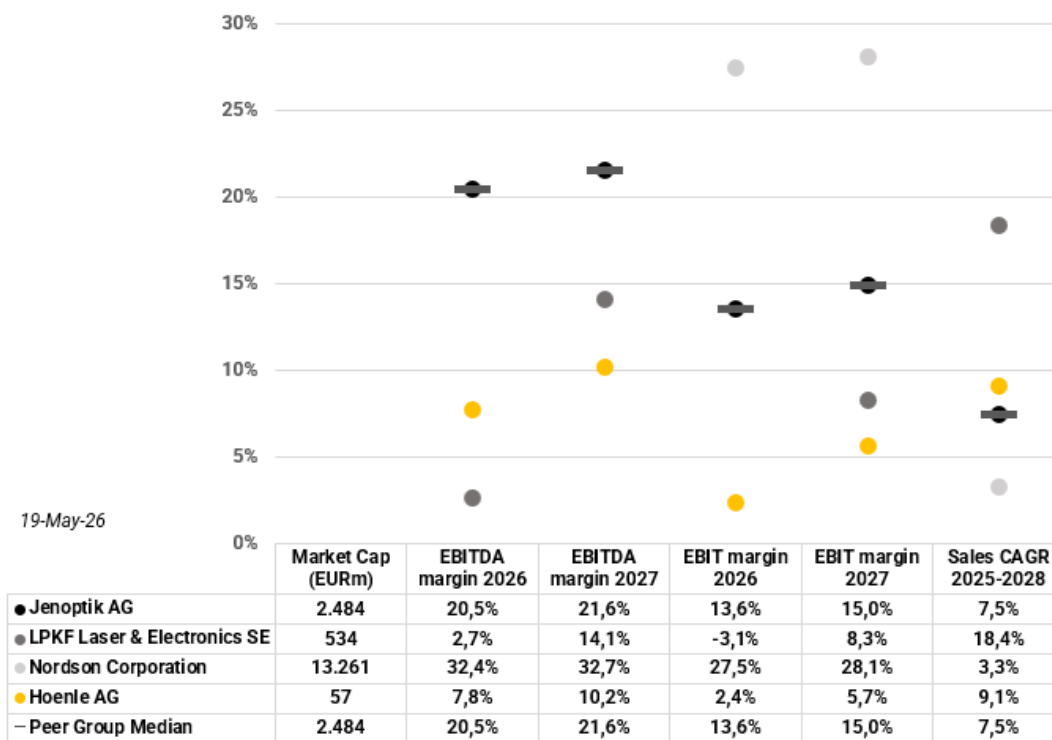
Source: Company data; mwb research

Simply put, the model assumes that investors require companies to generate a minimum return on the investor's purchase price. The required after-tax return equals the model's hurdle rate of 7.0%. Anything less suggests the stock is expensive; anything more suggests the stock is cheap. **ESG adjustments might be applicable. A high score indicates high awareness for environmental, social or governance issues and thus might lower the overall risk an investment in the company might carry. A low score on the contrary might increase the risk of an investment and might therefore trigger a higher required hurdle rate.**

Peer group analysis

A peer group or comparable company (“comps”) analysis is a methodology that calculates a company’s relative value – how much it should be worth based on how it compares to other similar companies. Given that **Hoenle AG** differs quite significantly in terms of size, focus, financial health and growth trajectory, we regard our peer group analysis merely as a support for other valuation methods. The peer group of Hoenle AG consists of the stocks displayed in the chart below. As of 19 May 2026 the median market cap of the peer group was EUR 2,484.1m, compared to EUR 57.3m for Hoenle AG. In the period under review, the peer group was more profitable than Hoenle AG. The expectations for sales growth are lower for the peer group than for Hoenle AG.

Peer Group – Key data

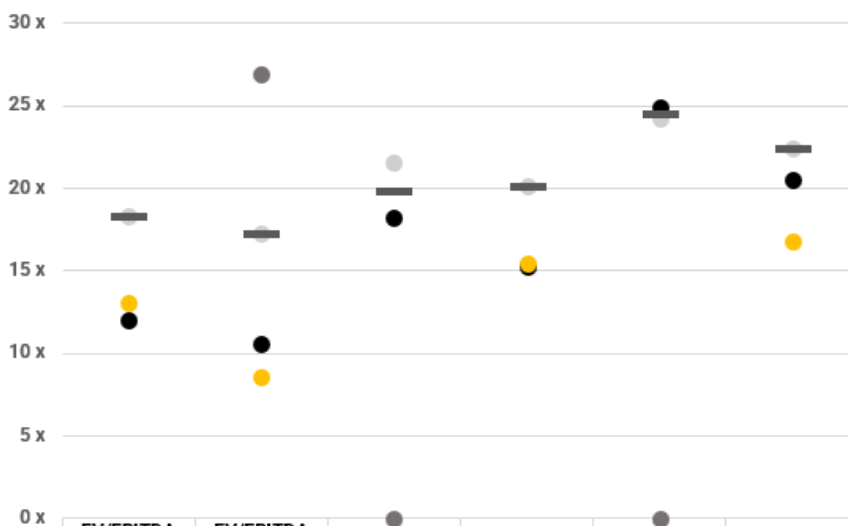


Source: FactSet, mwb research

Comparable company analysis operates under the assumption that similar companies will have similar valuation multiples. We use the following multiples: EV/EBITDA 2026, EV/EBITDA 2027, EV/EBIT 2026, EV/EBIT 2027, P/E 2026 and P/E 2027.

Applying these to Hoenle AG results in a range of fair values from EUR 0.58 to EUR 25.56.

Peer Group – Multiples and valuation



19-May-26

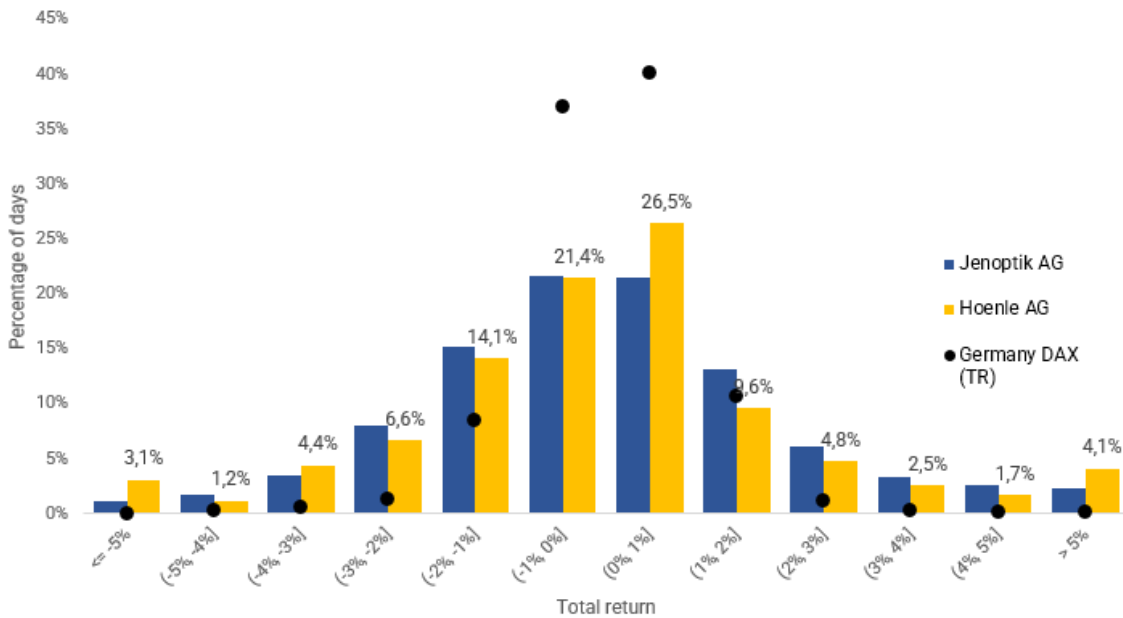
	EV/EBITDA 2026	EV/EBITDA 2027	EV/EBIT 2026	EV/EBIT 2027	P/E 2026	P/E 2027
● Jenoptik AG	12,0x	10,6x	18,2x	15,3x	24,9x	20,5x
● LPKF Laser & Electronics SE	185,2x	26,9x	0,0x	45,9x	0,0x	68,1x
● Nordson Corporation	18,3x	17,3x	21,6x	20,1x	24,2x	22,4x
● Hoenle AG	13,0x	8,6x	42,3x	15,4x	109,1x	16,8x
– Peer Group Median	18,3x	17,3x	19,9x	20,1x	24,6x	22,4x
Fair Value (EUR)	16,28	25,56	0,58	13,98	2,13	12,61

Source: FactSet, mwb research

Risk

The chart displays the **distribution of daily returns of Hoenle AG** over the last 3 years, compared to the same distribution for Jenoptik AG. We have also included the distribution for the index Germany DAX (TR). The distribution gives a better understanding of risk than measures like volatility, which assume that log returns are normally distributed. In reality, they are skewed (down moves are larger) and have fat tails (large moves occur more often than predicted). Also, volatility treats up and down moves the same, while investors are more worried about down moves. For Hoenle AG, the worst day during the past 3 years was 06/02/2025 with a share price decline of -18.1%. The best day was 04/02/2025 when the share price increased by 19.6%.

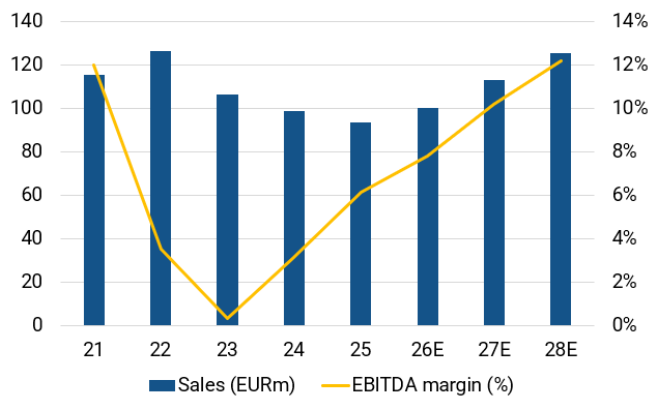
Risk – Daily Returns Distribution (trailing 3 years)



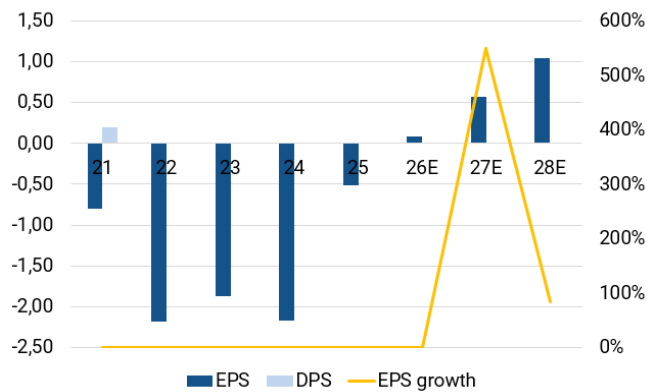
Source: FactSet, mwb research

Financials in six charts

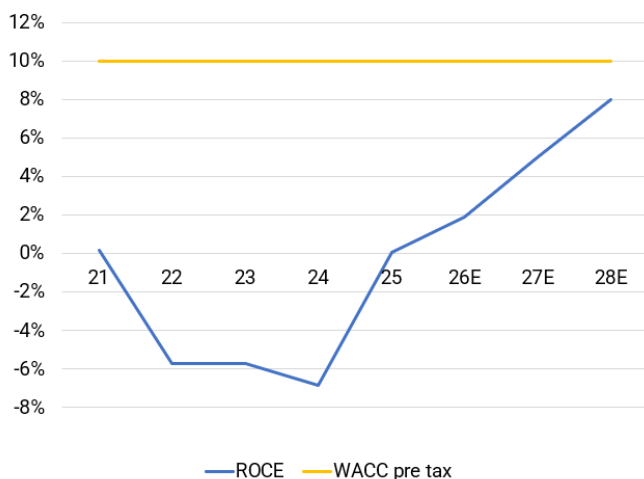
Sales vs. EBITDA margin development



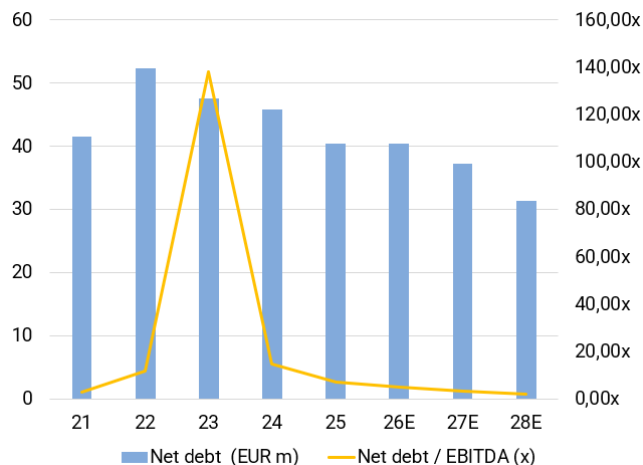
EPS, DPS in EUR & yoy EPS growth



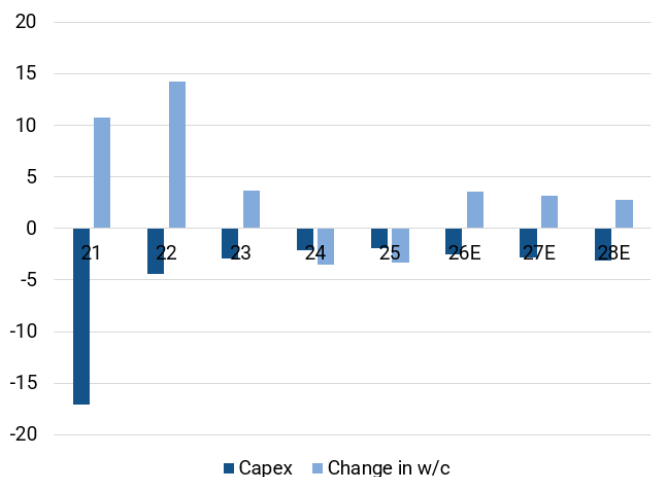
ROCE vs. WACC (pre tax)



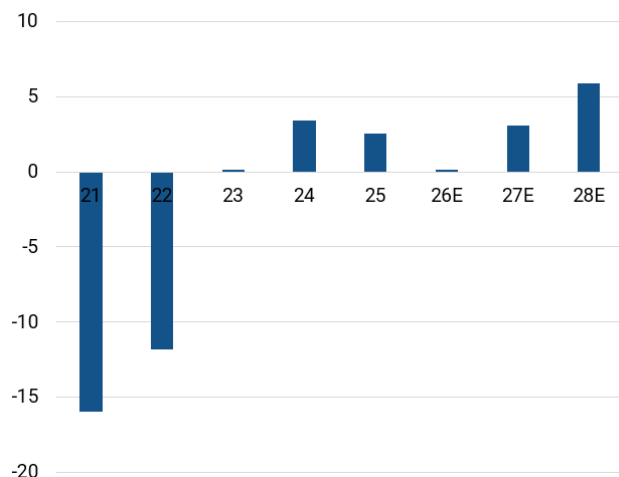
Net debt and net debt/EBITDA



Capex & chgn in w/c requirements in EURm



Free Cash Flow in EURm



Source: Company data; mwb research

Financials

Profit and loss (EURm)	2023	2024	2025	2026E	2027E	2028E
Net sales	106.3	98.7	93.7	100.0	113.0	125.4
Sales growth	-16.0%	-7.2%	-5.1%	6.7%	13.0%	11.0%
Change in finished goods and work-in-process	-1.9	-1.5	-0.2	-0.2	0.2	0.3
Total sales	104.4	97.3	93.5	99.8	113.2	125.6
Material expenses	51.1	39.3	35.1	38.5	42.9	47.0
Gross profit	53.3	58.0	58.3	61.3	70.3	78.6
Other operating income	3.3	2.2	3.3	3.0	3.4	3.8
Personnel expenses	39.5	41.3	40.5	40.2	44.1	47.6
Other operating expenses	16.7	15.8	15.4	16.3	18.1	19.4
EBITDA	0.3	3.1	5.8	7.8	11.5	15.3
Depreciation	8.0	5.0	5.0	4.8	4.6	4.5
EBITA	-7.6	-1.9	0.8	3.0	6.9	10.8
Amortisation of goodwill and intangible assets	1.8	8.2	0.7	0.6	0.5	0.4
EBIT	-9.4	-10.1	0.1	2.4	6.4	10.4
Financial result	-1.6	-2.0	-1.8	-1.7	-1.6	-1.5
Recurring pretax income from continuing operations	-11.0	-12.1	-1.7	0.7	4.9	8.9
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	-11.0	-12.1	-1.7	0.7	4.9	8.9
Taxes	0.3	0.8	1.4	0.2	1.5	2.7
Net income from continuing operations	-11.2	-12.9	-3.2	0.5	3.4	6.2
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
Net income	-11.2	-12.9	-3.2	0.5	3.4	6.2
Minority interest	-0.1	-0.3	0.0	0.0	0.0	0.0
Net profit (reported)	-11.3	-13.2	-3.1	0.5	3.4	6.3
Average number of shares	6.06	6.06	6.06	6.06	6.06	6.06
EPS reported	-1.87	-2.17	-0.52	0.09	0.56	1.04

Profit and loss (common size)	2023	2024	2025	2026E	2027E	2028E
Net sales	100%	100%	100%	100%	100%	100%
Change in finished goods and work-in-process	-2%	-1%	-0%	-0%	0%	0%
Total sales	98%	99%	100%	100%	100%	100%
Material expenses	48%	40%	37%	39%	38%	38%
Gross profit	50%	59%	62%	61%	62%	63%
Other operating income	3%	2%	4%	3%	3%	3%
Personnel expenses	37%	42%	43%	40%	39%	38%
Other operating expenses	16%	16%	16%	16%	16%	16%
EBITDA	0%	3%	6%	8%	10%	12%
Depreciation	7%	5%	5%	5%	4%	4%
EBITA	-7%	-2%	1%	3%	6%	9%
Amortisation of goodwill and intangible assets	2%	8%	1%	1%	0%	0%
EBIT	-9%	-10%	0%	2%	6%	8%
Financial result	-1%	-2%	-2%	-2%	-1%	-1%
Recurring pretax income from continuing operations	-10%	-12%	-2%	1%	4%	7%
Extraordinary income/loss	0%	0%	0%	0%	0%	0%
Earnings before taxes	-10%	-12%	-2%	1%	4%	7%
Taxes	0%	1%	2%	0%	1%	2%
Net income from continuing operations	-11%	-13%	-3%	1%	3%	5%
Result from discontinued operations (net of tax)	0%	0%	0%	0%	0%	0%
Net income	-11%	-13%	-3%	1%	3%	5%
Minority interest	-0%	-0%	0%	0%	0%	0%
Net profit (reported)	-11%	-13%	-3%	1%	3%	5%

Source: Company data; mwb research

Balance sheet (EURm)	2023	2024	2025	2026E	2027E	2028E
Intangible assets (excl. Goodwill)	1.3	1.6	1.7	1.4	1.3	1.2
Goodwill	18.4	11.0	11.0	11.0	11.0	11.0
Property, plant and equipment	75.1	71.6	69.0	66.4	64.3	62.6
Financial assets	13.9	10.8	10.4	10.4	10.4	10.4
FIXED ASSETS	108.7	95.1	92.2	89.3	87.1	85.3
Inventories	35.0	30.5	28.6	32.2	35.6	38.6
Accounts receivable	15.6	14.9	13.8	15.1	17.0	18.9
Other current assets	7.5	7.4	3.1	3.1	3.1	3.1
Liquid assets	9.3	7.5	7.8	4.6	4.7	7.5
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	67.4	60.3	53.3	54.9	60.5	68.2
TOTAL ASSETS	176.2	155.4	145.5	144.3	147.5	153.5
SHAREHOLDERS EQUITY	95.9	79.5	76.9	77.4	80.8	87.0
MINORITY INTEREST	0.3	0.3	0.2	0.2	0.2	0.2
Long-term debt	43.1	39.0	34.3	31.0	28.0	25.0
Provisions for pensions and similar obligations	3.2	4.4	3.7	4.0	4.5	5.0
Other provisions	1.4	0.8	0.9	0.9	1.0	1.1
Non-current liabilities	47.7	44.2	38.9	35.9	33.5	31.1
short-term liabilities to banks	13.7	14.3	13.9	13.9	13.9	13.9
Accounts payable	7.6	6.4	6.0	6.6	7.5	8.4
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	10.9	10.7	9.6	10.3	11.6	12.9
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0
Current liabilities	32.2	31.4	29.6	30.8	33.1	35.2
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	176.2	155.4	145.5	144.3	147.5	153.5

Balance sheet (common size)	2023	2024	2025	2026E	2027E	2028E
Intangible assets (excl. Goodwill)	1%	1%	1%	1%	1%	1%
Goodwill	10%	7%	8%	8%	7%	7%
Property, plant and equipment	43%	46%	47%	46%	44%	41%
Financial assets	8%	7%	7%	7%	7%	7%
FIXED ASSETS	62%	61%	63%	62%	59%	56%
Inventories	20%	20%	20%	22%	24%	25%
Accounts receivable	9%	10%	9%	10%	12%	12%
Other current assets	4%	5%	2%	2%	2%	2%
Liquid assets	5%	5%	5%	3%	3%	5%
Deferred taxes	0%	0%	0%	0%	0%	0%
Deferred charges and prepaid expenses	0%	0%	0%	0%	0%	0%
CURRENT ASSETS	38%	39%	37%	38%	41%	44%
TOTAL ASSETS	100%	100%	100%	100%	100%	100%
SHAREHOLDERS EQUITY	54%	51%	53%	54%	55%	57%
MINORITY INTEREST	0%	0%	0%	0%	0%	0%
Long-term debt	24%	25%	24%	21%	19%	16%
Provisions for pensions and similar obligations	2%	3%	3%	3%	3%	3%
Other provisions	1%	1%	1%	1%	1%	1%
Non-current liabilities	27%	28%	27%	25%	23%	20%
short-term liabilities to banks	8%	9%	10%	10%	9%	9%
Accounts payable	4%	4%	4%	5%	5%	5%
Advance payments received on orders	0%	0%	0%	0%	0%	0%
Other liabilities (incl. from lease and rental contracts)	6%	7%	7%	7%	8%	8%
Deferred taxes	0%	0%	0%	0%	0%	0%
Deferred income	0%	0%	0%	0%	0%	0%
Current liabilities	18%	20%	20%	21%	22%	23%
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100%	100%	100%	100%	100%	100%

Source: Company data; mwb research

Cash flow statement (EURm)	2023	2024	2025	2026E	2027E	2028E
Net profit/loss	-11.0	-12.2	-1.7	0.5	3.4	6.2
Depreciation of fixed assets (incl. leases)	8.2	5.0	5.0	4.8	4.6	4.5
Amortisation of goodwill	0.0	7.7	0.0	0.0	0.0	0.0
Amortisation of intangible assets	1.8	0.5	0.7	0.6	0.5	0.4
Others	7.9	1.1	-2.8	0.3	0.6	0.6
Cash flow from operations before changes in w/c	6.8	2.0	1.1	6.2	9.1	11.8
Increase/decrease in inventory	-1.8	2.7	1.9	-3.6	-3.5	-3.0
Increase/decrease in accounts receivable	0.8	0.7	1.1	-1.2	-2.0	-1.9
Increase/decrease in accounts payable	0.1	-0.9	-0.3	0.6	0.9	0.8
Increase/decrease in other w/c positions	-2.7	0.9	0.6	0.6	1.3	1.3
Increase/decrease in working capital	-3.7	3.5	3.3	-3.6	-3.2	-2.8
Cash flow from operating activities	3.1	5.5	4.4	2.6	5.9	9.0
CAPEX	-2.9	-2.1	-1.9	-2.5	-2.8	-3.1
Payments for acquisitions	0.0	-0.7	0.1	0.0	0.0	0.0
Financial investments	0.5	-0.2	-0.1	0.0	0.0	0.0
Income from asset disposals	5.0	0.6	3.5	0.0	0.0	0.0
Cash flow from investing activities	2.6	-2.4	1.6	-2.5	-2.8	-3.1
Cash flow before financing	5.7	3.1	6.0	0.1	3.1	5.9
Increase/decrease in debt position	-2.1	-3.6	-4.7	-3.3	-3.0	-3.0
Purchase of own shares	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
Dividends paid	-0.1	-0.1	-0.1	0.0	0.0	0.0
Others	-1.2	-1.1	-1.6	0.0	0.0	0.0
Effects of exchange rate changes on cash	-0.2	-0.1	0.1	0.0	0.0	0.0
Cash flow from financing activities	-3.6	-5.0	-6.3	-3.3	-3.0	-3.0
Increase/decrease in liquid assets	2.0	-1.8	-0.3	-3.2	0.1	2.9
Liquid assets at end of period	9.3	7.5	7.2	4.0	4.1	7.0

Source: Company data; mwb research

Regional sales split (EURm)	2023	2024	2025	2026E	2027E	2028E
Domestic	39.4	34.8	29.7	31.7	35.8	39.8
Europe (ex domestic)	33.7	31.7	34.4	36.7	41.4	46.0
The Americas	8.6	9.2	7.9	8.5	9.6	10.6
Asia	18.3	15.7	15.5	16.6	18.7	20.8
Rest of World	6.3	6.8	6.1	6.5	7.4	8.2
Total sales	106.3	98.7	93.7	100.0	113.0	125.4

Regional sales split (common size)	2023	2024	2025	2026E	2027E	2028E
Domestic	37.1%	35.3%	31.7%	31.7%	31.7%	31.7%
Europe (ex domestic)	31.7%	32.2%	36.7%	36.7%	36.7%	36.7%
The Americas	8.1%	9.3%	8.5%	8.5%	8.5%	8.5%
Asia	17.2%	15.9%	16.6%	16.6%	16.6%	16.6%
Rest of World	6.0%	6.9%	6.5%	6.5%	6.5%	6.5%
Total sales	100%	100%	100%	100%	100%	100%

Source: Company data; mwb research

Ratios	2023	2024	2025	2026E	2027E	2028E
Per share data						
Earnings per share reported	-1.87	-2.17	-0.52	0.09	0.56	1.04
Cash flow per share	-0.80	0.09	-0.09	-0.35	0.22	0.75
Book value per share	15.82	13.11	12.68	12.77	13.33	14.36
Dividend per share	0.00	0.00	0.00	0.00	0.00	0.00
Valuation						
P/E	-5.1x	-4.4x	-18.3x	109.1x	16.8x	9.1x
P/CF	-11.8x	110.9x	-105.2x	-26.8x	43.5x	12.6x
P/BV	0.6x	0.7x	0.7x	0.7x	0.7x	0.7x
Dividend yield (%)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FCF yield (%)	-8.5%	0.9%	-1.0%	-3.7%	2.3%	7.9%
EV/Sales	1.0x	1.1x	1.1x	1.0x	0.9x	0.7x
EV/EBITDA	313.4x	34.8x	17.6x	13.0x	8.6x	6.1x
EV/EBIT	-11.5x	-10.6x	1,080.4x	42.3x	15.4x	9.0x
Income statement (EURm)						
Sales	106.3	98.7	93.7	100.0	113.0	125.4
yoy chg in %	-16.0%	-7.2%	-5.1%	6.7%	13.0%	11.0%
Gross profit	53.3	58.0	58.3	61.3	70.3	78.6
Gross margin in %	50.1%	58.7%	62.3%	61.3%	62.2%	62.7%
EBITDA	0.3	3.1	5.8	7.8	11.5	15.3
EBITDA margin in %	0.3%	3.1%	6.1%	7.8%	10.2%	12.2%
EBIT	-9.4	-10.1	0.1	2.4	6.4	10.4
EBIT margin in %	-8.8%	-10.3%	0.1%	2.4%	5.7%	8.3%
Net profit	-11.3	-13.2	-3.1	0.5	3.4	6.3
Cash flow statement (EURm)						
CF from operations	3.1	5.5	4.4	2.6	5.9	9.0
Capex	-2.9	-2.1	-1.9	-2.5	-2.8	-3.1
Maintenance Capex	8.0	5.0	5.0	4.8	4.6	4.5
Free cash flow	0.2	3.4	2.5	0.1	3.1	5.9
Balance sheet (EURm)						
Intangible assets	19.7	12.6	12.8	12.5	12.3	12.2
Tangible assets	75.1	71.6	69.0	66.4	64.3	62.6
Shareholders' equity	95.9	79.5	76.9	77.4	80.8	87.0
Pension provisions	3.2	4.4	3.7	4.0	4.5	5.0
Liabilities and provisions	61.5	58.6	52.8	49.8	47.5	45.1
Net financial debt	47.6	45.8	40.5	40.4	37.3	31.4
w/c requirements	43.1	39.0	36.4	40.6	45.1	49.2
Ratios						
ROE	-11.7%	-16.2%	-4.1%	0.7%	4.2%	7.2%
ROCE	-6.0%	-7.3%	0.1%	1.9%	5.0%	7.9%
Net gearing	49.6%	57.7%	52.7%	52.1%	46.1%	36.1%
Net debt / EBITDA	137.9x	14.8x	7.0x	5.2x	3.2x	2.1x

Source: Company data; mwb research

Conflicts of interest

Disclosures regarding research publications of mwb research AG pursuant to section 85 of the German Securities Trading Act (WpHG) and distributed in the UK under an EEA branch passport, subject to the FCA requirements on research recommendation disclosures. It is essential that any research recommendation is fairly presented and discloses interests of and indicates relevant conflicts of interest. Pursuant to section 85 of the German Securities Trading Act (WpHG) a research report has to point out possible conflicts of interest in connection with the analyzed company. Further to this, under the FCA's rules on research recommendations, any conflicts of interest in connection with the recommendation must be disclosed. A conflict of interest is presumed to exist in particular if mwb research AG

- (1) or its affiliate(s) (either in its own right or as part of a consortium) within the past twelve months, acquired the financial instruments of the analyzed company,
- (2) has entered into an agreement on the production of the research report with the analyzed company,
- (3) or its affiliate(s) has, within the past twelve months, been party to an agreement on the provision of investment banking services with the analyzed company or have received services or a promise of services under the terms of such an agreement,
- (4) or its affiliate(s) holds a) 5% or more of the share capital of the analyzed company, or b) the analyzed company holds 5% or more of the share capital of mwb research AG or its affiliate(s),
- (5) or its affiliate(s) holds a net long (a) or a net short (b) position of 0.5% of the outstanding share capital of the analyzed company or derivatives thereof,
- (6) or its affiliate(s) is a market maker or liquidity provider in the financial instruments of the issuer,
- (7) or the analyst has any other significant financial interests relating to the analyzed company such as, for example, exercising mandates in the interest of the analyzed company or a significant conflict of interest with respect to the issuer,
- (8) The research report has been made available to the company prior to its publication. Thereafter, only factual changes have been made to the report.

Conflicts of interest that existed at the time when this research report was published:

Company	Disclosure
Hoenle AG	2, 8

Important disclosures

1. General Information/Liabilities This research report has been produced for the information purposes of institutional investors only, and is not in any way a personal recommendation, offer or solicitation to buy or sell the financial instruments mentioned herein. The document is confidential and is made available by mwb research AG, exclusively to selected recipients [in DE, GB, FR, CH, US, UK, Scandinavia, and Benelux or, in individual cases, also in other countries]. A distribution to private investors in the sense of the German Securities Trading Act (WpHG) is excluded. It is not allowed to pass the research report on to persons other than the intended recipient without the permission of mwb research AG. Reproduction of this document, in whole or in part, is not permitted without prior permission mwb research AG. All rights reserved. Under no circumstances shall mwb research AG, any of its employees involved in the preparation, have any liability for possible errors or incompleteness of the information included in this research report – neither in relation to indirect or direct nor consequential damages. Liability for damages arising either directly or as a consequence of the use of information, opinions and estimates is also excluded. Past performance of a financial instrument is not necessarily indicative of future performance.

2. Responsibilities This research report was prepared by the research analyst named on the front page (the "Producer"). The Producer is solely responsible for the views and estimates expressed in this report. The report has been prepared independently. The content of the research report was not influenced by the issuer of the analyzed financial instrument at any time. It may be possible that parts of the research report were handed out to the issuer for information purposes prior to the publication without any major amendments being made thereafter.

3. Organizational Requirements mwb research AG took internal organizational and regulative precautions to avoid or accordingly disclose possible conflicts of interest in connection with the preparation and distribution of the research report. All members of mwb research AG involved in the preparation of the research report are subject to internal compliance regulations. No part of the Producer's compensation is directly or indirectly related to the preparation of this financial analysis. In case a research analyst or a closely related person is confronted with a conflict of interest, the research analyst is restricted from covering this company.

4. Information Concerning the Methods of Valuation/Update The determination of the fair value per share, i.e. the price target, and the resultant rating is done on the basis of the adjusted free cash flow (adj. FCF) method and on the basis of the discounted cash flow – DCF model. Furthermore, a peer group comparison is made. The adj. FCF method is based on the assumption that investors purchase assets only at a price (enterprise value) at which the operating cash flow return after taxes on this investment exceeds their opportunity costs in the form of a hurdle rate. The operating cash flow is calculated as EBITDA less maintenance capex and taxes. Within the framework of the DCF approach, the future free cash flows are calculated initially on the basis of a fictitious capital structure of 100% equity, i.e. interest and repayments on debt capital are not factored in initially. The adjustment towards the actual capital structure is done by discounting the calculated free cash flows with the weighted average cost of capital (WACC), which takes into account both the cost of equity capital and the cost of debt. After discounting, the calculated total enterprise value is reduced by the interest-bearing debt capital in order to arrive at the equity value. Detailed information on the valuation principles and methods used and the underlying assumptions can be found at <https://www.mwb.-research.com>.

mwb research AG uses the following four-step rating system for the analyzed companies:

- **Speculative (Spec.) BUY:** Sustainable upside potential of more than 25% within 12 months, above average risk
- **BUY:** Sustainable upside potential of more than 10% within 12 months
- **SELL:** Sustainable downside potential of more than 10% within 12 months.
- **HOLD:** Upside/downside potential is limited. No immediate catalyst visible.

NB: The ratings of mwb research AG are not based on a performance that is expected to be "relative" to the market.

The decision on the choice of the financial instruments analyzed in this document was solely made by mwb research AG. The opinions and estimates in this research report are subject to change without notice. It is within the discretion of mwb research AG whether and when it publishes an update to this research report, but in general updates are created on a regular basis, after 6 months at the latest. A sensitivity analysis is included and published in company's initial studies.

5. Date and time of first publication of this financial analysis
19-May-26 12:10:25

6. Risk information

- Stock exchange investments and investments in companies (shares) are always speculative and involve the risk of total loss.
- This is particularly true in respect of investments in companies which are not established and/or small and have no established business or corporate assets.
- Share prices may fluctuate significantly. This is particularly true for shares with low liquidity (market breadth). Even small orders can have a significant impact on the share price.
- In the case of shares in narrow markets, it may also happen that there is no or very little actual trading there and that published prices are not based on actual trading but have only been provided by a stockbroker.
- In such markets a shareholder cannot expect to find a buyer for his shares at all and/or at reasonable prices. In such narrow markets there is a very high possibility of manipulating prices and in such markets there are often considerable price fluctuations.
- An investment in shares with low liquidity and low market capitalization is therefore highly speculative and represents a very high risk.
- There is no regulated market for unlisted shares and securities and a sale is not possible or only possible on an individual basis.

7. Major Sources of Information Part of the information required for this research report was made available by the issuer of the financial instrument. Furthermore, this report is based on publicly available sources (such as, for example, Bloomberg, Reuters, VWD-Trader and the relevant daily press) believed to be reliable. mwb research AG has checked the information for plausibility but not for accuracy or completeness.

8. Competent Supervisory Authority mwb research AG are under supervision of the BaFin – German Federal Financial Supervisory Authority (Bundesanstalt für Finanzdienstleistungsaufsicht), Graurheindorfer Straße 108, 53117 Bonn and Marie-Curie-Straße 24 – 28, 60439 Frankfurt a.M. This document is distributed in the UK under a MiFID EEA branch passport and in compliance with the applicable FCA requirements.

9. Specific Comments for Recipients Outside of Germany This research report is subject to the law of the Federal Republic of Germany. The distribution of this information to other states in particular to the USA, Canada, Australia and Japan may be restricted or prohibited by the laws applicable within this state.

10. Miscellaneous According to Article 4(1) No. i of the delegated regulation 2016/958 supplementing regulation 596/2014 of the European Parliament, further information regarding investment recommendations of the last 12 months are published free of charge under <https://www.mwb.-research.com>.

Contacts

mwb research AG
Mittelweg 142
20148 Hamburg
Germany

Tel.: +49 40 309 293-52
Email.: contact@mwb-research.com
Website: www.mwb-research.com
Research: www.research-hub.de

Research

HARALD HOF
Senior Analyst
Tel: +49 40 309 293-53
E-Mail: h.hof@mwb-research.com

LEON MÜHLENBRUCH
Analyst
Tel: +49 40 309 293-57
E-Mail: l.muehlenbruch@mwb-research.com

ABED JARAD
Analyst
Tel: +49 40 309 293-54
E-Mail: a.jarad@mwb-research.com

JENS-PETER RIECK
Analyst
Tel: +49 40 309 293-54
E-Mail: jp.riECK@mwb-research.com

THOMAS WISSLER
Senior Analyst
Tel: +49 40 309 293-58
E-Mail: t.wissler@mwb-research.com

DR. OLIVER WOJAHN, CFA
Senior Analyst
Tel: +49 40 309 293-55
E-Mail: o.wojahn@mwb-research.com

ALEXANDER ZIENKOWICZ
Senior Analyst
Tel: +49 40 309 293-56
E-Mail: a.zienkovicz@mwb-research.com

Sales

HOLGER NASS
Head of Sales
Tel: +49 40 309 293-52
E-Mail: h.nass@mwb-research.com

Team Assistant

DAVID DANKE
Team Assistant
Tel: +49 40 309 293-52
E-Mail: d.danke@mwb-research.com

mwb fairtrade
Wertpapierhandelsbank AG
Rottenbucher Straße 28
82166 Gräfelfing

Tel: +49 89 85852-0
Fax: +49 89 85852-505
Website: www.mwbfairtrade.com
E-Mail: info@mwbfairtrade.com

Sales / Designated Sponsoring /Corporate Finance

KAI JORDAN
Corporates & Markets
Tel: +49 40 36 0995-22
E-Mail: kjordan@mwbfairtrade.com

SASCHA GUENON
Head of Designated Sponsoring
Tel: +49 40 360 995-23
E-Mail: sguenon@mwbfairtrade.com

JAN NEYNABER
Institutional Sales
Tel: +49 69 1387-1255
E-Mail: jneynaber@mwbfairtrade.com

DIRK WEYERHÄUSER
Corporate Finance
Tel: +49 69 1387-1250
E-Mail: dweyerhaeuser@mwbfairtrade.com

Locations

HAMBURG (Research)
Mittelweg 142
20148 Hamburg
+49 40 309 293-52

HAMBURG (Corporates & Markets)
Kleine Johannisstraße 4
20457 Hamburg
+49 40 360 995-0

FRANKFURT A.M.
Unterlindau 29
60323 Frankfurt am Main
+49 40 360 995-22

MUNICH
Rottenbucher Str. 28
82166 Gräfelfing
+49 89-85852-0

BERLIN
Kurfürstendamm 151
10709 Berlin

HANNOVER
An der Börse 2
30159 Hannover

Our research can be found at

ResearchHub
Bloomberg
FactSet
Thomson Reuters / Refinitiv
CapitalIQ

www.research-hub.de
www.bloomberg.com
www.factset.com
www.refinitiv.com
www.capitaliq.com