

COMPANY PRESENTATION

September 2025

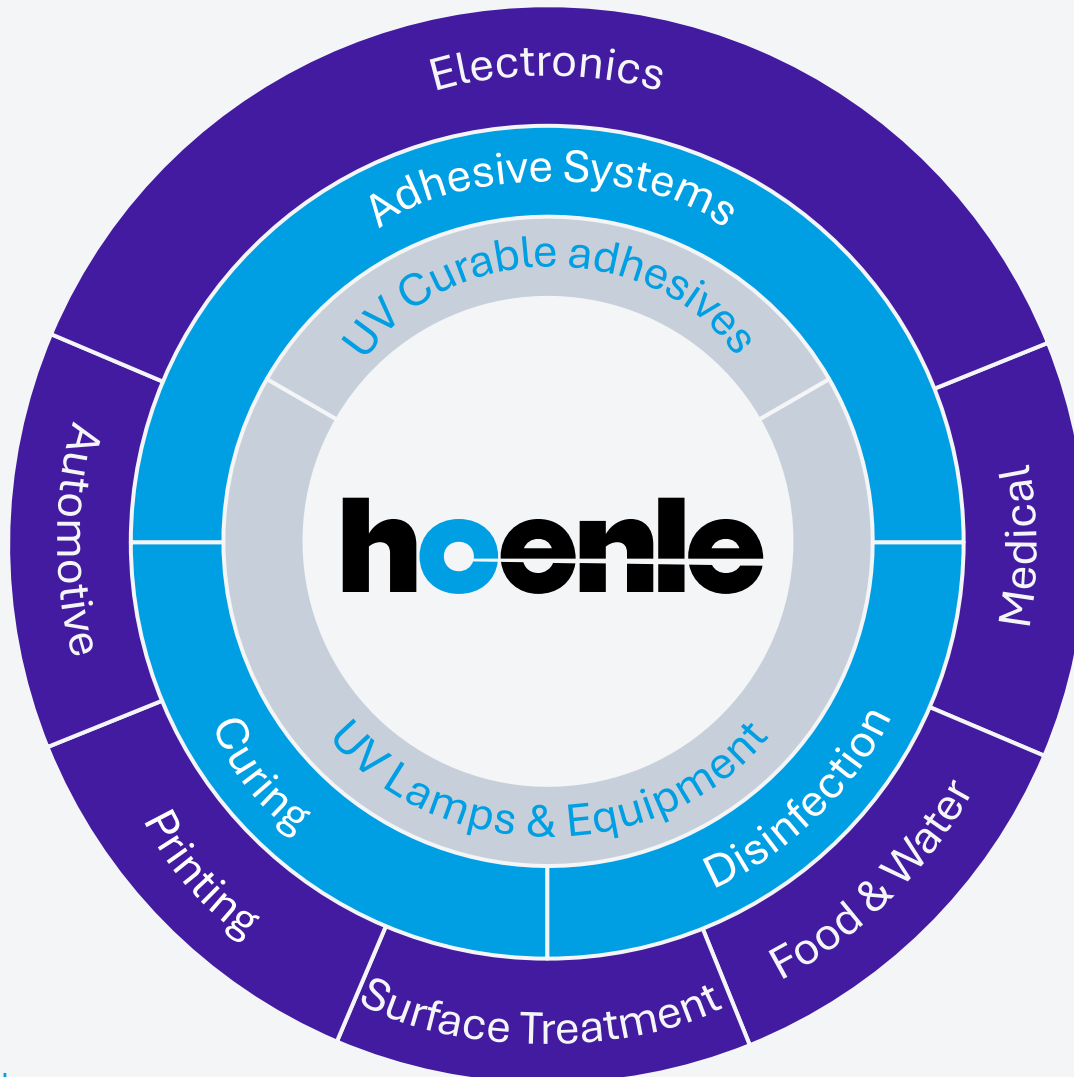
becoming
one

hoe.nl

1. MARKET & TECHNOLOGY

2. BUSINESS DEVELOPMENT

3. OUTLOOK



1 Company

2 Core Technologies

- UV lamps and equipment
- UV curable adhesives

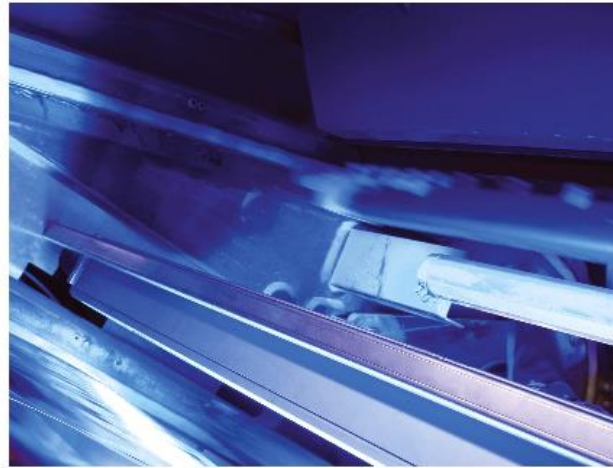
3 Business Units

6 Primary End Markets

- Electronics
- Automotive
- Medical
- Food & Water
- Printing
- Surface Treatment/Converting



Adhesive Systems



Curing



Disinfection

50 years of process and technology know how

- UV lamps
- UV components
- UV systems
- UV curable adhesives

UV outpaces other technologies

- short processing time
- superior process results
- no heat generation
- little waste

Our served markets are accelerating

- consumer electronics
- automotive electronics
- surface curing
- disinfection
- medical

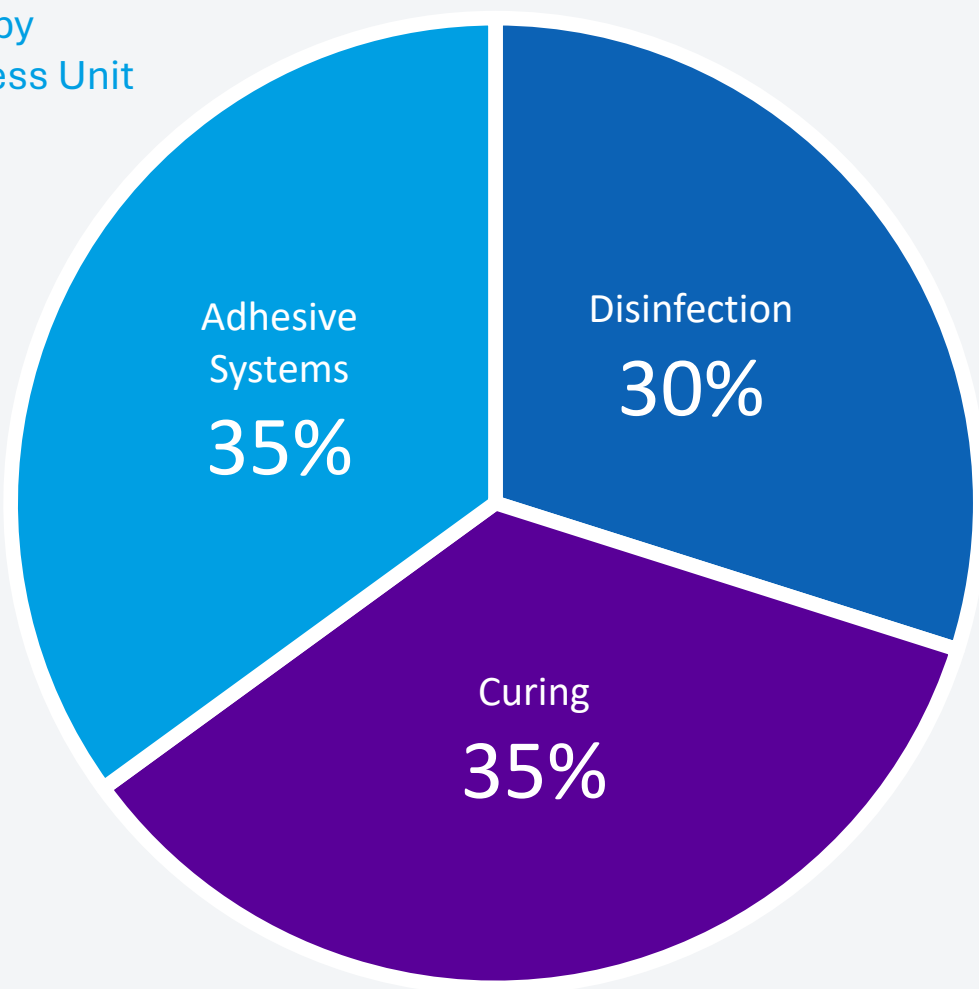
Supports ESG

- No solvents
- Avoids toxic chemicals
- Reduced energy
- Long lived scratch resistant products

LEADING SUPPLIER OF INDUSTRIAL UV TECHNOLOGY



Sales by
Business Unit



~ €92-94M^e

Sales

~ €5-6M^e

EBITDA

~ €50M

Market capitalisation

~ 580

Employees

nearly 50

Years of experience

>20

Locations worldwide

>100k

Units installed worldwide

BU ADHESIVE SYSTEMS – OUR APPLICATIONS



Electronics,
Consumer
electronics

Products

UV and light curing
adhesives

Curing equipment

Epoxies

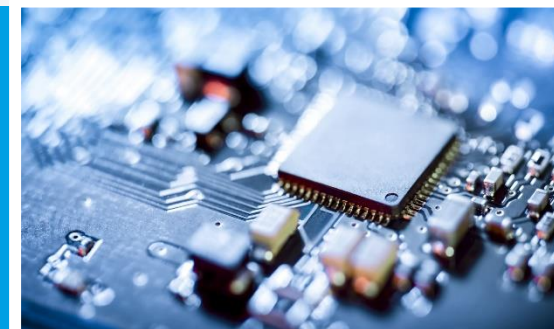
Acrylates

Electrically and thermally
conductive adhesives

CMR free adhesives

Casting compounds

Electronic
packaging



Medical

Displays

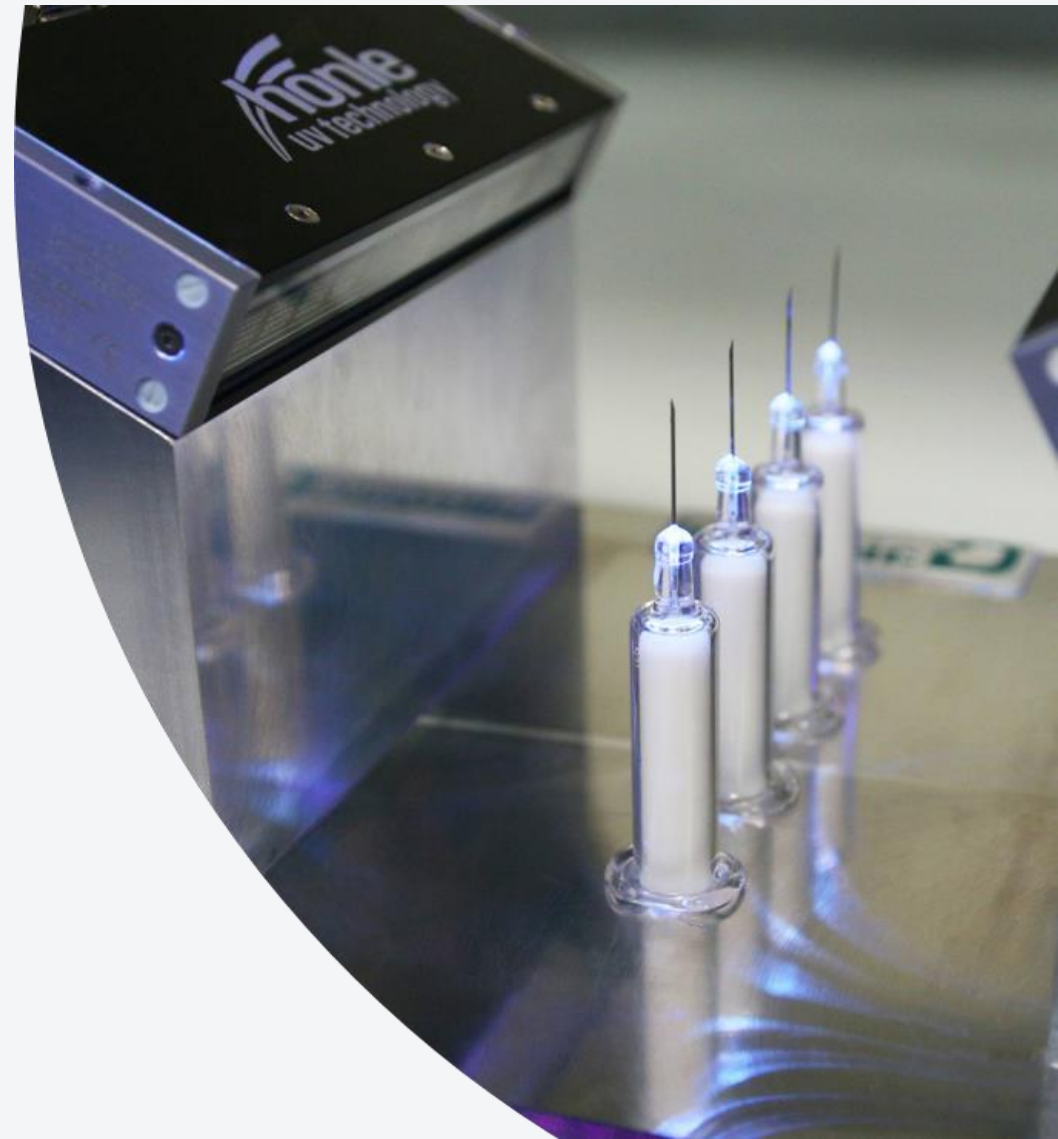


Optics,
Opto
electronics

Automotive
engineering



- Started proposing solutions with adhesive and corresponding UV curing system – first orders won
- Focus on consumer electronics, medical and automotive industry with promising projects in pipeline
- Strengthening of business activity in China and USA
- Strong business development expected in the medium to long term



BU CURING – OUR APPLICATIONS



Packaging
printing



2D coating



Films & labels

Products

UV curing equipment

UV LED curing
equipment

IR units

UV dose measurement

3D printing



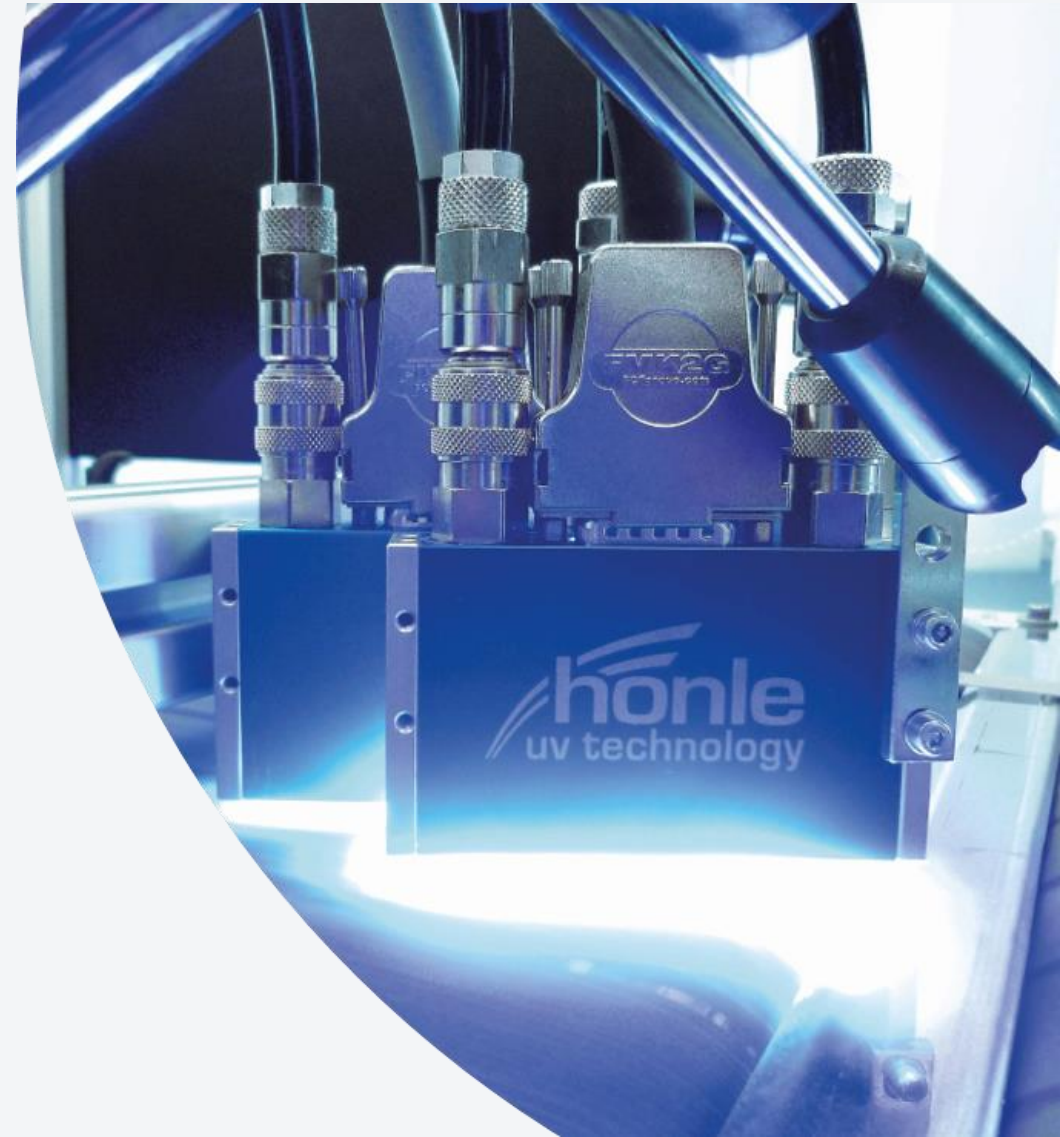
3D coating



Measurement



- Cost reduction measures executed
- Discontinuation of unprofitable business
- Establish one joint R&D organization from different sites
- New product offerings for LED-based UV curing solutions launched
- In-situ UV dosage measurement launchend
- Increased revenue from after sales business for large installed base



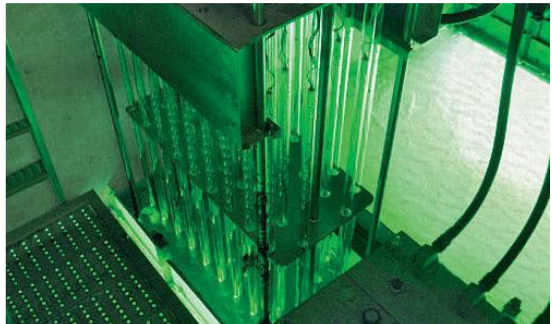
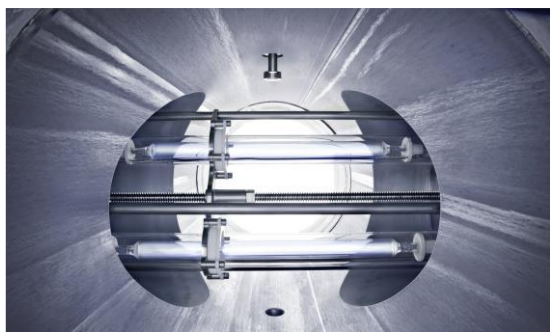
BU DISINFECTION – OUR APPLICATIONS



Ballast water

Products

Drinking water



Process water

Pulsed light

Medium pressure UV
lamp systems

Low pressure UV lamp
systems

Air

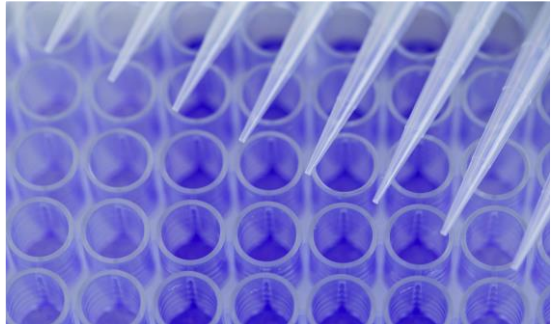


Surface

Microbiological quality
analysis

Quartz glass
products

Photolysis



BU DISINFECTION – A UNIQUE OFFERING!



- Offering full range of log reduction for surface disinfection, including services for microbiological testing
- Already won several projects for surface disinfection in the food industry for all ranges of log reduction
- Promising projects in the fields of pharmacy and ultra-pure water – first sales booked in 2025
- Poised to engage in India to develop and manufacture local disinfection solution for emerging markets



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Key Figures

10/2024 – 6/2025; YoY variation

69.8 €m

Sales

-3%

3.6 €m

EBITDA

-12%

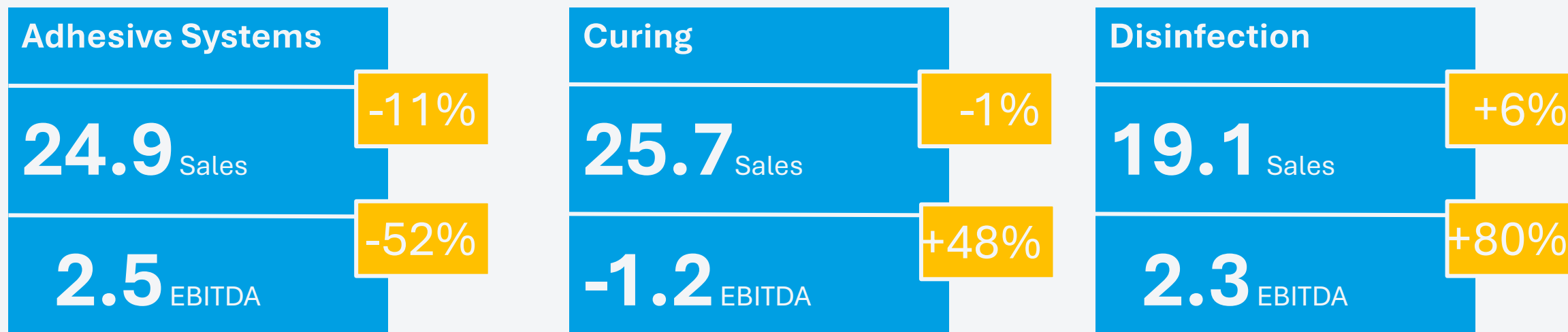
9M Summary

- Q3 sales of €22.6m below expectations due to challenging market environment for adhesives
- EBITDA €0.5m in Q3 due to weak adhesive business
- Positive operating cash flow of €3.7m
- Curing business robust, with significantly improved EBITDA due to executed cost cutting measures (+48% YoY)
- Disinfection business advancing (+5% YoY) with improved EBITDA (+80% YoY)
- **Outlook for FY 2024/25**
Sales €92m - €94m; EBITDA €5m - €6m

BUSINESS UNIT PERFORMANCE



10/2024 – 6/2025 in €m; YoY variation

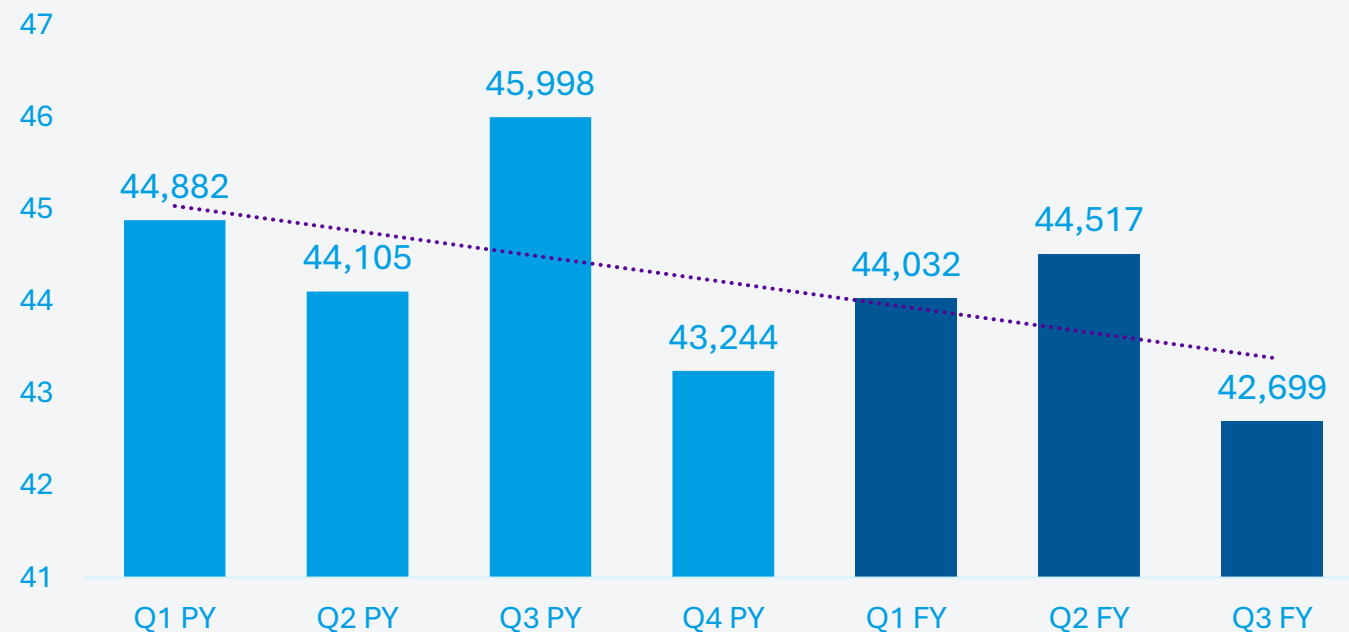


- Adhesive Systems: Continued weakness in automotive industry with lower order volumes and delayed new projects. Shifting value chains in consumer electronics in Asia impact sales. Earnings impacted by production relocation expenses
- Curing: Stable revenue level with growth momentum from industrial applications. Positive effects from cost-cutting.
- Disinfection: ballast water, food industry and ultra-pure water contribute to sales increase.

CAPITAL STRUCTURE



Net financial debt in €k



Equity as of 2025/6/30

Equity Ratio

52 %

Cashflow 10/2024 – 6/2025 in €k

CF Operations

3,735

CF Investing

-219

CF Financing

-3,495

Cash Change

-1,598

- Net financial debt position includes investments in company buildings (long term secured)
- \$1.3m proceeds from sale of a commercial property, NFD long term decreasing
- Positive operating cash flow of €3.7m

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CREATING A ONE STOP-SHOP

hoenle

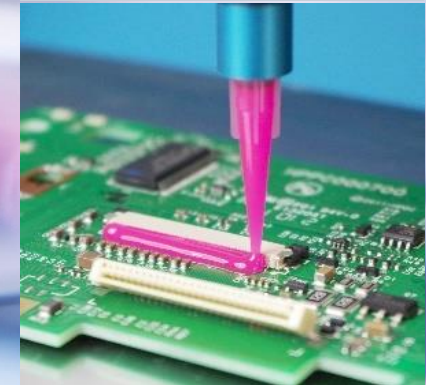
Customer advisory



Adhesive



Dispensing



Measurement



UV-curing



Lab analysis



BU Adhesive Systems

- Expanding product range for strategic focus areas of electronics, medical, and optics;
- Focus on UV-curing adhesives and the optimized use of UV curing systems as one stop-shop;
- Increase activities in China and North America

BU Curing

- Strategic focus areas: packaging printing, coatings on 2D- and 3D-objects, labels;
- Full leading-edge technology suite: UV, UV-LED, IR
- Integrated process control (UV dose measurement, closed-loop control for optimized UV dose)

BU Disinfection

- Unique offering of full range of log reduction in combination with microbiological service:
- low-pressure lamps / medium-pressure lamps, LEDs / pulsed UV light
- Conquer new applications and markets:
 - ultrapure water treatment in the semiconductor industry
 - molecule modification in pharmaceutical applications
 - stir growth in India

1) **Mission-critical:**

UV is becoming standard in many processes that demand speed, precision, cleanliness, and compliance—from electronics assembly to food & water safety—with a strong ESG profile. We're positioned very well

2) **Integrated process ownership.**

Our chemistry + equipment + measurement + service stack is hard to displace once validated. That creates stickiness, recurring revenue, and attractive returns on installed base

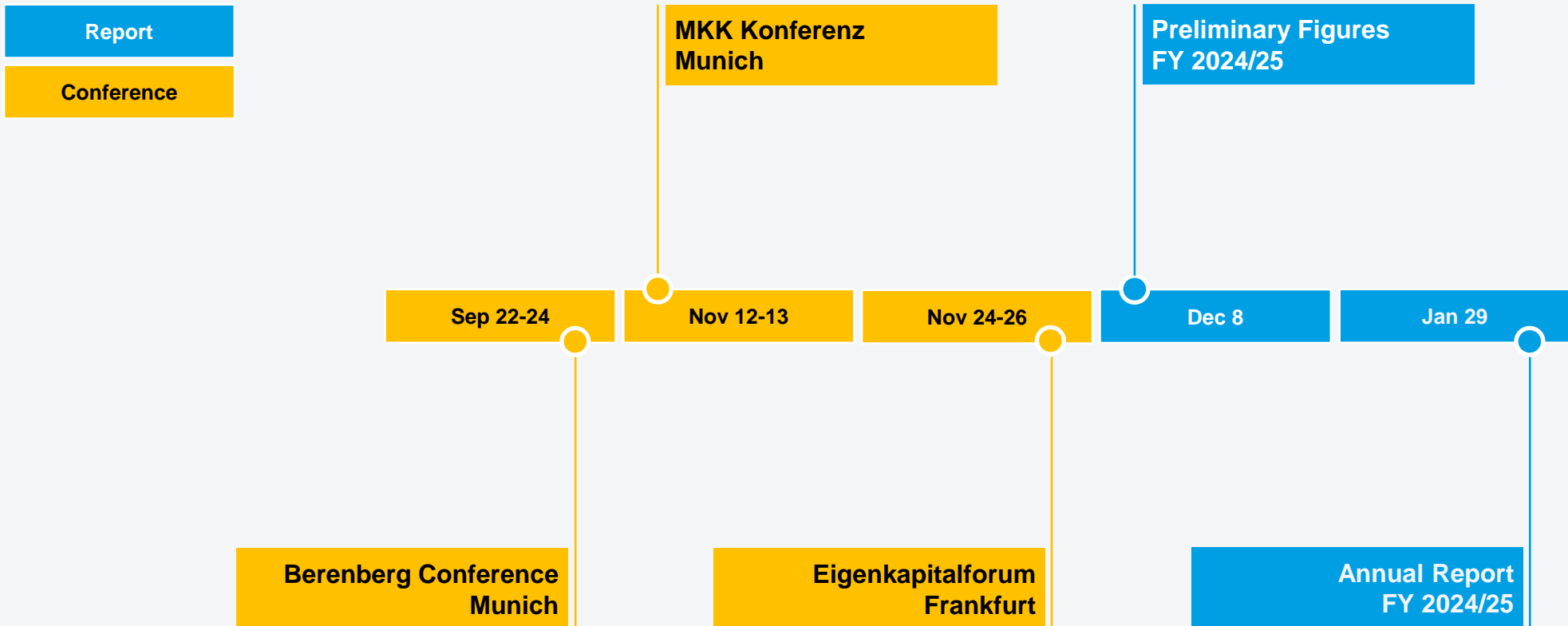
3) **Balanced portfolio and global reach.**

Three engines—Adhesives, Curing, Disinfection—serving six end markets across >20 locations helps smooth cycles and capture localized opportunities.

4) **Operational discipline.**

We've acted hard on cost and organizational structure, preserving positive operating cash flow through a challenging period, while maintaining a 52% equity ratio and declining net financial debt. We're positioned to fund growth without overreach.

STAY TUNED

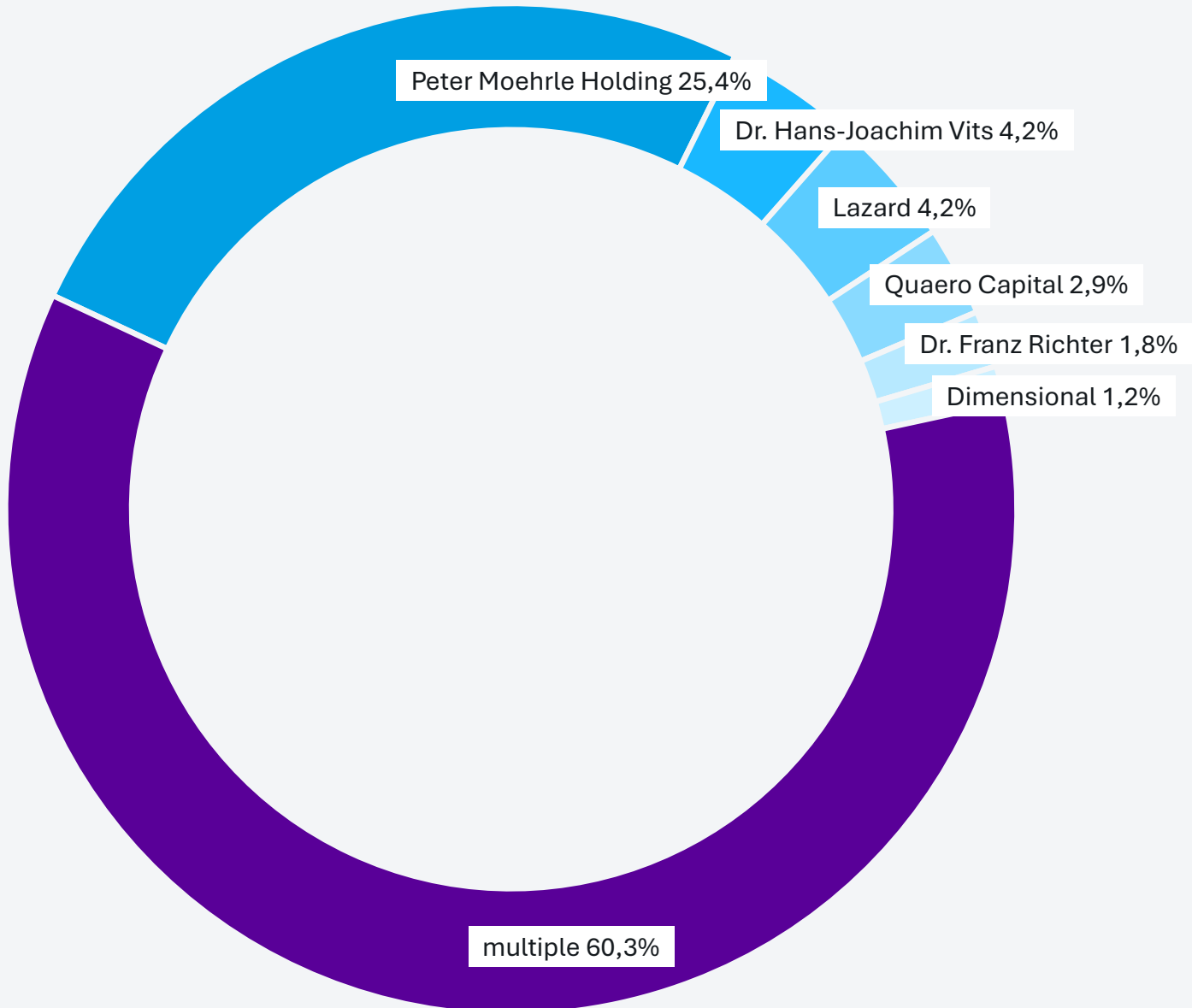


SHAREHOLDER STRUCTURE

Shares: 6,062,930

As at: 09/2025

Source: Hoenle AG, Bloomberg



Contact



Peter Weinert
Investor Relations

Tel.: +49 8105 2083 173
peter.weinert@hoenle.com

Dr. Hönle AG
Nicolaus-Otto-Str. 2
82205 Gilching
www.hoenle.com

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The interim consolidated financial statements have not been audited. The interim statement was prepared on the basis of the accounting principles applied in the last Group Annual Report. The figures and percentages contained in this presentation may be subject to rounding differences.

For reasons of better readability, the masculine form is generally used when referring to persons. The masculine form refers to all genders equally (male, female, non-binary). It is used solely for reasons of expediency and does not imply any judgment.



THANK
YOU