

Dr. Höhle AG

Germany - High-tech Engineering



HAUCK
AUFHÄUSER
INVESTMENT BANKING

Buy (old: Buy)

Price target: EUR 37.50 (old: EUR 37.50)

Price:	EUR 18.22	Next result:	Q1'23: 24.02.23
Bloomberg:	HNL GR	Market cap:	EUR 111.8 m
Reuters:	HNLG.DE	Enterprise Value:	EUR 168.1 m

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Tim Wunderlich, CFA
Analyst

tim.wunderlich@ha-ib.de
Tel.: +49 40 4143885 81

Prelim Q1 out: a beat on the bottom-line, FY guidance confirmed

Preliminary figures for Q1'23, the quarter ending Dec. 31, were released on Monday and came in slightly better than expected.

Q1 sales declined by approx. 9% yoy to € 30.6m, versus € 28.9m eHAIB. This is seen to mostly reflect a lower contribution from air disinfection equipment, with product revenues down to € 0.7m from € 5.2m a year ago, due to fading COVID tailwinds. At the same time, Höhle should have lost c. € 0.3m revenues in Q1'23 (eHAIB) due to the divestment of subsidiary Raesch Germany.

Adjusted for both effects, **Q1 group sales would have grown by approx. 6% yoy**, in our view. This is seen to reflect strength in the printing market (30% of group sales / eHAIB), where Höhle supplies UV / LED equipment and systems to leading industry players for the drying and hardening of ink. Also, brisk demand for UV technology is coming from applications such as process water and ballast water disinfection, which is partly being driven by regulation.

Q1'23 EBIT arrived at € 2.7m versus € 2.5m eHAIB, flat on the year when considering that Q1'22 saw a € 1.83m positive one-off effect from the divestment of real estate. The underlying group EBIT margin improved to c. 9% from c. 8% a year ago (adjusted for the positive one-off), despite lower fixed cost coverage, which is to reflect: (I) The discontinuation of losses from Raesch Germany and (II) the fact that air disinfection equipment is a relatively low-margin business.

Guidance confirmed. For FY'22/23E, Höhle expects to achieve revenue "below the prior year figure" (due to lower air disinfection system sales and the divestment of Raesch) but a "substantially higher" EBIT than the adjusted previous year's figure of € 8.9m (discontinuation of losses of Raesch Germany / operating leverage). **Both is in-line with our estimates.**

Reiterate BUY with a € 37.50 PT, which is based on DCF and supported by FCFY'24E.

Y/E 30.9 (EUR m)	2017/18	2018/19	2019/20	2020/21	2021/22	2022/23E	2023/24E
Sales	126.5	107.7	93.9	115.2	126.5	118.0	134.2
Sales growth	24 %	-15 %	-13 %	23 %	10 %	-7 %	14 %
EBITDA	33.8	20.3	14.9	13.8	4.5	21.9	32.3
EBIT	30.7	17.0	8.1	0.3	-10.1	13.2	23.2
Net income	21.7	12.5	5.7	-4.8	-13.4	8.4	15.5
Net debt	-5.2	1.6	12.1	41.5	52.3	37.2	32.8
Net gearing	-6.0 %	1.8 %	10.4 %	37.5 %	48.9 %	31.0 %	25.1 %
Net Debt/EBITDA	0.0	0.1	0.8	3.0	11.7	1.7	1.0
EPS pro forma	3.94	2.26	0.94	-0.80	-2.20	1.38	2.55
CPS	3.91	2.56	0.41	-0.72	-2.21	1.68	1.62
DPS	0.80	0.80	0.80	0.20	0.00	0.80	1.00
Dividend yield	4.3 %	4.3 %	4.3 %	1.1 %	0.0 %	4.3 %	5.4 %
Gross profit margin	66.6 %	66.4 %	64.9 %	58.6 %	46.1 %	63.3 %	64.9 %
EBITDA margin	26.8 %	18.9 %	15.8 %	12.0 %	3.5 %	18.6 %	24.1 %
EBIT margin	24.3 %	15.8 %	8.6 %	0.3 %	-8.0 %	11.2 %	17.3 %
ROCE	31.6 %	14.8 %	5.7 %	0.2 %	-5.8 %	7.3 %	12.6 %
EV/sales	0.8	1.0	1.4	1.4	1.3	1.3	1.1
EV/EBITDA	3.0	5.5	8.9	11.7	37.7	7.0	4.6
EV/EBIT	3.3	6.6	16.4	463.8	-16.6	11.6	6.4
PER	4.7	8.1	19.7	-23.2	-8.4	13.4	7.2
Adjusted FCF yield	23.0 %	12.5 %	6.3 %	5.3 %	-2.0 %	7.8 %	13.3 %

Source: Company data, Hauck Aufhäuser Investment Banking Close price as of: 21.02.2023



Source: Company data, Hauck Aufhäuser Investment Banking

High/low 52 weeks: 33.40 / 12.04
Price/Book Ratio: 1.0
Relative performance (SDAX):
3 months -10.2 %
6 months -29.1 %
12 months -28.1 %

Changes in estimates

		Sales	EBIT	EPS
2023	old:	118.0	13.2	1.40
	Δ	-	-	-1.2%
2024	old:	134.2	23.2	2.57
	Δ	-	-	-0.6%

Key share data:

Number of shares: (in m pcs) 6.1
Authorised capital: (in € m) -
Book value per share: (in €) 17.6
Ø trading volume: (12 months) 7,000

Major shareholders:

Free Float 79.2 %
Peter Möhrle GmbH 15.0 %
Teslin Capital 5.8 %
Hans-Joachim Vits 3.7 %
AGI 3.6 %
Lazard 3.1 %

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)	2017/18	2018/19	2019/20	2020/21	2021/22	2022/23E	2023/24E
Net sales	126.5	107.7	93.9	115.2	126.5	118.0	134.2
Sales growth	24.1 %	-14.8 %	-12.9 %	22.7 %	9.9 %	-6.7 %	13.7 %
Increase/decrease in finished goods and work-in-process	1.5	1.9	-0.6	3.1	8.6	1.8	2.0
Total sales	128.0	109.7	93.3	118.3	135.2	119.8	136.2
Other operating income	1.1	1.5	1.2	1.6	3.9	1.8	2.0
Material expenses	42.8	36.9	32.7	48.9	72.9	44.0	47.8
Personnel expenses	36.0	35.8	33.2	39.7	43.0	39.8	41.3
Other operating expenses	16.5	18.2	13.7	17.4	18.7	15.8	16.8
Total operating expenses	94.2	89.4	78.4	104.5	130.7	97.8	103.8
EBITDA	33.8	20.3	14.9	13.8	4.5	21.9	32.3
Depreciation	2.7	2.8	6.6	9.8	12.7	8.2	8.5
EBITA	31.2	17.5	8.3	4.0	-8.2	13.7	23.8
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	0.2	3.7	1.9	0.5	0.6
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	30.7	17.0	8.1	0.3	-10.1	13.2	23.2
Interest income	0.0	0.0	0.2	0.1	0.1	0.1	0.1
Interest expenses	0.3	0.2	0.5	1.1	1.5	1.5	1.5
Other financial result	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	-0.3	-0.1	-0.3	-1.0	-1.4	-1.5	-1.5
Recurring pretax income from continuing operations	30.4	16.9	7.8	-0.6	-11.5	11.8	21.8
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	30.4	16.9	7.8	-0.6	-11.5	11.8	21.8
Taxes	8.7	4.5	2.2	4.3	1.7	3.4	6.3
Net income from continuing operations	21.7	12.4	5.6	-4.9	-13.2	8.4	15.5
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	21.7	12.4	5.6	-4.9	-13.2	8.4	15.5
Minority interest	0.0	-0.1	-0.1	0.0	0.2	0.0	0.0
Net profit (reported)	21.7	12.5	5.7	-4.8	-13.4	8.4	15.5
Average number of shares	5.5	5.5	5.5	6.1	6.1	6.1	6.1
EPS reported	3.94	2.26	1.03	-0.80	-2.20	1.38	2.55

Profit and loss (common size)	2017/18	2018/19	2019/20	2020/21	2021/22	2022/23E	2023/24E
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	1.2 %	1.8 %	neg.	2.7 %	6.8 %	1.5 %	1.5 %
Total sales	101.2 %	101.8 %	99.4 %	102.7 %	106.8 %	101.5 %	101.5 %
Other operating income	0.9 %	1.4 %	1.3 %	1.4 %	3.1 %	1.5 %	1.5 %
Material expenses	33.8 %	34.2 %	34.9 %	42.5 %	57.6 %	37.3 %	35.6 %
Personnel expenses	28.5 %	33.2 %	35.4 %	34.4 %	34.0 %	33.7 %	30.8 %
Other operating expenses	13.0 %	16.9 %	14.6 %	15.1 %	14.8 %	13.4 %	12.5 %
Total operating expenses	74.5 %	83.0 %	83.5 %	90.7 %	103.3 %	82.9 %	77.4 %
EBITDA	26.8 %	18.9 %	15.8 %	12.0 %	3.5 %	18.6 %	24.1 %
Depreciation	2.1 %	2.6 %	7.0 %	8.5 %	10.0 %	6.9 %	6.3 %
EBITA	24.6 %	16.3 %	8.8 %	3.5 %	neg.	11.7 %	17.8 %
Amortisation of goodwill	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	0.4 %	0.5 %	0.2 %	3.2 %	1.5 %	0.4 %	0.4 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBIT (inc revaluation net)	24.3 %	15.8 %	8.6 %	0.3 %	neg.	11.2 %	17.3 %
Interest income	0.0 %	0.0 %	0.2 %	0.1 %	0.1 %	0.0 %	0.0 %
Interest expenses	0.3 %	0.2 %	0.5 %	1.0 %	1.2 %	1.3 %	1.1 %
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	24.0 %	15.7 %	8.4 %	neg.	neg.	10.0 %	16.2 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	24.0 %	15.7 %	8.4 %	neg.	neg.	10.0 %	16.2 %
Tax rate	28.5 %	26.5 %	28.6 %	n/a	n/a	29.0 %	29.0 %
Net income from continuing operations	17.2 %	11.5 %	6.0 %	neg.	neg.	7.1 %	11.5 %
Income from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income	17.2 %	11.5 %	6.0 %	neg.	neg.	7.1 %	11.5 %
Minority interest	neg.	neg.	neg.	neg.	0.1 %	0.0 %	0.0 %
Net profit (reported)	17.2 %	11.6 %	6.0 %	neg.	neg.	7.1 %	11.5 %

Source: Company data, Hauck Aufhäuser Investment Banking

Balance sheet (EUR m)	2017/18	2018/19	2019/20	2020/21	2021/22	2022/23E	2023/24E
Intangible assets	21.5	21.2	21.0	24.0	23.3	23.4	23.5
Property, plant and equipment	27.0	42.2	76.8	87.8	79.6	77.5	76.0
Financial assets	1.3	2.2	2.4	1.4	1.4	1.4	1.4
FIXED ASSETS	49.7	65.6	100.2	113.2	104.2	102.3	100.9
Inventories	33.3	35.9	35.2	46.7	46.4	47.2	53.7
Accounts receivable	23.0	17.0	14.3	17.1	19.7	18.3	20.8
Other current assets	3.6	5.4	6.5	9.0	15.0	15.0	15.0
Liquid assets	12.0	14.6	34.2	12.1	7.1	22.2	26.6
Deferred taxes	4.0	5.7	5.9	4.9	3.0	3.0	3.0
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	75.8	78.5	96.0	89.7	91.2	105.8	119.2
TOTAL ASSETS	125.5	144.1	196.2	202.9	195.5	208.1	220.0
SHAREHOLDERS EQUITY	87.1	90.0	116.3	110.7	106.9	120.2	130.8
MINORITY INTEREST	0.2	0.1	0.3	0.4	0.4	0.4	0.4
Long-term debt	4.6	14.6	42.8	49.7	33.1	33.1	33.1
Provisions for pensions and similar obligations	6.0	8.3	8.8	8.6	4.0	4.0	4.0
Other provisions	8.1	6.9	1.9	3.0	2.2	2.2	2.2
Non-current liabilities	18.7	29.8	53.5	61.3	39.3	39.3	39.3
short-term liabilities to banks	2.3	1.7	3.5	3.9	26.4	26.4	26.4
Accounts payable	6.8	7.9	6.5	9.4	10.3	9.6	10.9
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)	9.2	13.4	15.6	16.5	11.3	11.3	11.3
Deferred taxes	1.3	1.3	0.4	0.7	1.0	1.0	1.0
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Current liabilities	19.6	24.3	26.0	30.5	49.0	48.3	49.6
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	125.5	144.1	196.2	202.9	195.5	208.1	220.0

Balance sheet (common size)	2017/18	2018/19	2019/20	2020/21	2021/22	2022/23E	2023/24E
Intangible assets	17.1 %	14.7 %	10.7 %	11.8 %	11.9 %	11.2 %	10.7 %
Property, plant and equipment	21.5 %	29.3 %	39.2 %	43.3 %	40.7 %	37.2 %	34.5 %
Financial assets	1.0 %	1.5 %	1.2 %	0.7 %	0.7 %	0.7 %	0.6 %
FIXED ASSETS	39.6 %	45.5 %	51.1 %	55.8 %	53.3 %	49.2 %	45.8 %
Inventories	26.5 %	24.9 %	18.0 %	23.0 %	23.7 %	22.7 %	24.4 %
Accounts receivable	18.3 %	11.8 %	7.3 %	8.4 %	10.1 %	8.8 %	9.5 %
Other current assets	2.8 %	3.7 %	3.3 %	4.4 %	7.7 %	7.2 %	6.8 %
Liquid assets	9.6 %	10.1 %	17.4 %	6.0 %	3.6 %	10.7 %	12.1 %
Deferred taxes	3.1 %	3.9 %	3.0 %	2.4 %	1.6 %	1.5 %	1.4 %
Deferred charges and prepaid expenses	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
CURRENT ASSETS	60.4 %	54.5 %	48.9 %	44.2 %	46.7 %	50.8 %	54.2 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	69.4 %	62.4 %	59.3 %	54.6 %	54.7 %	57.8 %	59.5 %
MINORITY INTEREST	0.1 %	0.1 %	0.2 %	0.2 %	0.2 %	0.2 %	0.2 %
Long-term debt	3.6 %	10.1 %	21.8 %	24.5 %	16.9 %	15.9 %	15.0 %
Provisions for pensions and similar obligations	4.8 %	5.7 %	4.5 %	4.2 %	2.1 %	1.9 %	1.8 %
Other provisions	6.5 %	4.8 %	1.0 %	1.5 %	1.1 %	1.1 %	1.0 %
Non-current liabilities	14.9 %	20.6 %	27.3 %	30.2 %	20.1 %	18.9 %	17.8 %
short-term liabilities to banks	1.8 %	1.2 %	1.8 %	1.9 %	13.5 %	12.7 %	12.0 %
Accounts payable	5.4 %	5.5 %	3.3 %	4.6 %	5.3 %	4.6 %	5.0 %
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)	7.3 %	9.3 %	8.0 %	8.1 %	5.8 %	5.4 %	5.1 %
Deferred taxes	1.0 %	0.9 %	0.2 %	0.3 %	0.5 %	0.5 %	0.5 %
Deferred income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Current liabilities	15.6 %	16.8 %	13.2 %	15.0 %	25.0 %	23.2 %	22.5 %
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)	2017/18	2018/19	2019/20	2020/21	2021/22	2022/23E	2023/24E
Net profit/loss	21.7	12.4	5.6	-4.9	-13.2	8.4	15.5
Depreciation of fixed assets (incl. leases)	2.7	3.3	6.6	9.8	12.7	8.2	8.5
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.5	0.0	0.2	3.7	1.9	0.5	0.6
Others	6.2	-3.2	-7.2	3.9	4.5	0.0	0.0
Cash flow from operations before changes in w/c	31.1	12.5	5.2	12.5	5.9	17.1	24.6
Increase/decrease in inventory	-3.2	-2.6	0.6	-11.5	-11.6	-0.8	-6.5
Increase/decrease in accounts receivable	-5.0	6.0	2.7	-2.8	-2.6	1.3	-2.5
Increase/decrease in accounts payable	1.6	1.0	-1.4	2.9	0.9	-0.7	1.3
Increase/decrease in other working capital positions	-0.2	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in working capital	-6.8	4.4	2.0	-11.3	-13.3	-0.2	-7.7
Cash flow from operating activities	24.2	16.9	7.2	1.1	-7.4	16.9	16.9
CAPEX	10.6	19.3	30.2	17.1	4.4	6.7	7.7
Payments for acquisitions	0.0	0.0	0.0	7.7	0.0	0.0	0.0
Financial investments	0.0	0.0	0.0	-0.1	0.0	0.0	0.0
Income from asset disposals	0.0	0.1	-0.5	0.2	2.7	5.0	0.0
Cash flow from investing activities	-10.6	-19.1	-30.7	-24.5	-1.7	-1.7	-7.7
Cash flow before financing	13.6	-2.2	-23.5	-23.4	-9.1	15.1	9.2
Increase/decrease in debt position	-2.8	9.1	21.9	4.3	4.9	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	25.7	0.0	0.0	0.0	0.0
Dividends paid	3.3	4.4	4.4	3.0	1.2	0.0	4.9
Others	-0.8	0.0	0.1	0.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	0.1	-0.1	0.0	0.4	0.0	0.0
Cash flow from financing activities	-6.8	4.7	43.3	1.2	3.7	0.0	-4.9
Increase/decrease in liquid assets	6.8	2.5	19.6	-22.1	-4.9	15.1	4.4
Liquid assets at end of period	12.0	14.6	34.2	12.1	7.1	22.2	26.6

Source: Company data, Hauck Aufhäuser Investment Banking

Regional split (EUR m)	2017/18	2018/19	2019/20	2020/21	2021/22	2022/23E	2023/24E
Domestic	42.6	36.2	33.8	31.9	31.9	0.0	0.0
yoy change	n/a	-14.9 %	-6.7 %	-5.6 %	0.0 %	n/a	n/a
Rest of Europe	25.5	26.6	23.5	22.5	22.5	0.0	0.0
yoy change	n/a	4.6 %	-11.9 %	-4.0 %	0.0 %	n/a	n/a
NAFTA	9.6	32.3	28.2	26.3	26.3	0.0	0.0
yoy change	n/a	234.8 %	-12.8 %	-6.7 %	0.0 %	n/a	n/a
Asia Pacific	43.7	8.8	5.6	9.4	9.4	0.0	0.0
yoy change	n/a	-79.9 %	-35.8 %	66.7 %	0.0 %	n/a	n/a
Rest of world	5.1	3.8	4.7	3.8	3.8	0.0	0.0
yoy change	n/a	-25.4 %	22.9 %	-20.0 %	0.0 %	n/a	n/a
TTL	126.5	107.7	93.9	115.2	126.5	0.0	0.0
yoy change	n/a	-14.8 %	-12.9 %	22.7 %	9.9 %	n/a	n/a

Source: Company data, Hauck Aufhäuser Investment Banking

Key ratios (EUR m)	2017/18	2018/19	2019/20	2020/21	2021/22	2022/23E	2023/24E
P&L growth analysis							
Sales growth	24.1 %	-14.8 %	-12.9 %	22.7 %	9.9 %	-6.7 %	13.7 %
EBITDA growth	86.5 %	-40.0 %	-56.1 %	-32.0 %	-70.0 %	58.8 %	626.0 %
EBIT growth	101.8 %	-44.6 %	-73.6 %	-97.9 %	-225.0 %	3696.0 %	-329.5 %
EPS growth	108.5 %	-42.6 %	-73.9 %	-135.1 %	-314.0 %	-273.4 %	-215.7 %
Efficiency							
Total operating costs / sales	74.5 %	83.0 %	83.5 %	90.7 %	103.3 %	82.9 %	77.4 %
Sales per employee	206.2	174.3	154.4	186.6	205.7	178.7	406.4
EBITDA per employee	55.2	32.9	24.5	22.4	7.2	33.2	98.0
Balance sheet analysis							
Avg. working capital / sales	36.0 %	43.9 %	49.3 %	43.2 %	39.0 %	46.8 %	44.5 %
Inventory turnover (sales/inventory)	3.8	3.0	2.7	2.5	2.7	2.5	2.5
Trade debtors in days of sales	66.4	57.5	55.4	54.1	56.7	56.7	56.7
A/P turnover [(A/P*365)/sales]	19.7	26.6	25.2	29.9	29.7	29.7	29.7
Cash conversion cycle (days)	292.0	335.0	376.0	332.2	237.4	368.5	383.4
Cash flow analysis							
Free cash flow	13.6	-2.4	-23.0	-16.0	-11.8	10.1	9.2
Free cash flow/sales	10.8 %	-2.2 %	-24.5 %	-13.9 %	-9.3 %	8.6 %	6.9 %
FCF / net profit	62.7 %	neg.	neg.	neg.	neg.	121.0 %	59.7 %
Capex / deprn	337.1 %	581.5 %	443.6 %	125.6 %	30.1 %	77.6 %	84.3 %
Capex / maintenance capex	382.2 %	676.9 %	n/a	187.3 %	86.4 %	91.6 %	98.3 %
Capex / sales	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Security							
Net debt	-5.2	1.6	12.1	41.5	52.3	37.2	32.8
Net Debt/EBITDA	0.0	0.1	0.8	3.0	11.7	1.7	1.0
Net debt / equity	neg.	0.0	0.1	0.4	0.5	0.3	0.3
Interest cover	96.5	105.0	17.7	0.3	0.0	8.7	15.2
Dividend payout ratio	20.3 %	35.3 %	85.4 %	100.0 %	0.0 %	58.0 %	39.2 %
Asset utilisation							
Capital employed turnover	1.2	0.9	0.5	0.7	0.7	0.6	0.7
Operating assets turnover	1.7	1.2	0.8	0.8	0.9	0.9	1.0
Plant turnover	4.7	2.6	1.2	1.3	1.6	1.5	1.8
Inventory turnover (sales/inventory)	3.8	3.0	2.7	2.5	2.7	2.5	2.5
Returns							
ROCE	31.6 %	14.8 %	5.7 %	0.2 %	-5.8 %	7.3 %	12.6 %
ROE	25.0 %	13.9 %	4.9 %	-4.4 %	-12.5 %	7.0 %	11.8 %
Other							
Interest paid / avg. debt	3.9 %	1.4 %	1.7 %	3.2 %	2.9 %	2.7 %	2.6 %
No. employees (average)	614	618	608	617	615	660	330
Number of shares	5.5	5.5	5.5	6.1	6.1	6.1	6.1
DPS	0.8	0.8	0.8	0.2	0.0	0.8	1.0
EPS reported	3.94	2.26	1.03	-0.80	-2.20	1.38	2.55
Valuation ratios							
P/BV	1.2	1.1	1.0	1.0	1.0	0.9	0.9
EV/sales	0.8	1.0	1.4	1.4	1.3	1.3	1.1
EV/EBITDA	3.0	5.5	8.9	11.7	37.7	7.0	4.6
EV/EBITA	3.3	6.4	16.1	40.4	-20.5	11.1	6.2
EV/EBIT	3.3	6.6	16.4	463.8	-16.6	11.6	6.4
EV/FCF	7.5	-47.4	-5.8	-10.1	-14.2	15.1	16.1
Adjusted FCF yield	23.0 %	12.5 %	6.3 %	5.3 %	-2.0 %	7.8 %	13.3 %
Dividend yield	4.3 %	4.3 %	4.3 %	1.1 %	0.0 %	4.3 %	5.4 %

Source: Company data, Hauck Aufhäuser Investment Banking

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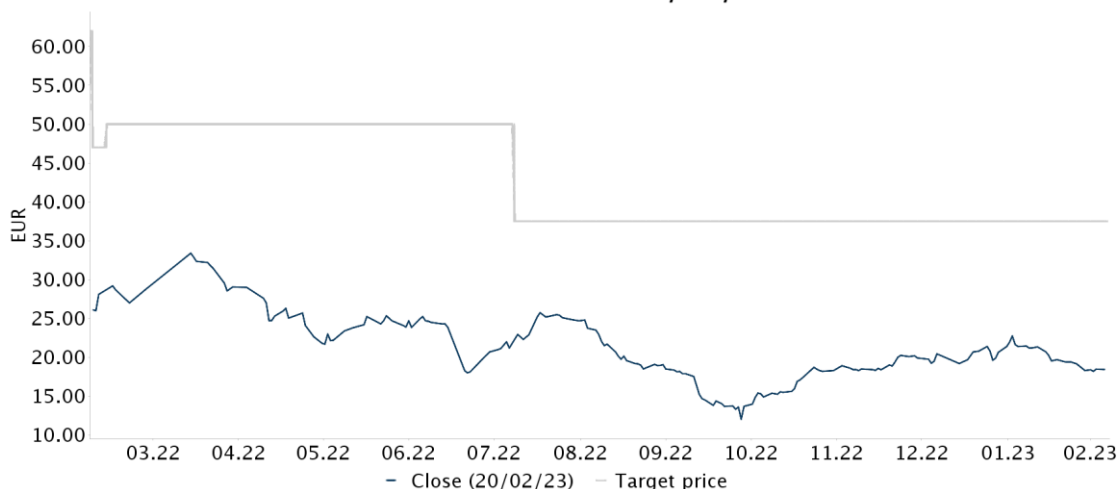
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Company	Disclosure
Dr. Hönle AG	2, 6

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

**Price and Rating History
Dr. Hönle AG as of 21/02/23**

Initiation coverage
14-May-20



Company	Date	Analyst	Rating	Target price	Close
Dr. Hönle AG	10.01.2023	Wunderlich, CFA, Tim	Buy	EUR 37,50	EUR 20,80
	15.12.2022	Wunderlich, CFA, Tim	Buy	EUR 37,50	EUR 19,92
	05.12.2022	Wunderlich, CFA, Tim	Buy	EUR 37,50	EUR 19,02
	09.11.2022	Wunderlich, CFA, Tim	Buy	EUR 37,50	EUR 18,48
	07.11.2022	Wunderlich, CFA, Tim	Buy	EUR 37,50	EUR 17,40

28.07.2022	Wunderlich, CFA, Tim	Buy	EUR 37,50	EUR 22,30
09.06.2022	Wunderlich, CFA, Tim	Buy	EUR 50,00	EUR 25,35
01.03.2022	Wunderlich, CFA, Tim	Buy	EUR 50,00	EUR 28,10

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Buy	77.78 %	90.91 %
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Contacts: Hauck Aufhäuser Investment Banking

HAIB Research

Hauck Aufhäuser Investment Banking
Mittelweg 16/17
20148 Hamburg
Germany

Hauck Aufhäuser Investment Banking
Goetheplaza 9-11
60311 Frankfurt am Main
Germany

Tel.: +49 (0) 40 414 3885 91
Fax: +49 (0) 40 414 3885 71
E-Mail: research@ha-ib.de
www.ha-research.de

Tim Wunderlich, CFA
Head of Transactional Research
Tel.: +49 40 414 3885 81
E-Mail: tim.wunderlich@ha-ib.de

Marie-Thérèse Grübner
Head of Research
Tel.: +49 40 450 6342 3097
E-Mail: marie-therese.gruebner@ha-ib.de

Alexander Galitsa
Analyst
Tel.: +49 40 414 3885 83
E-Mail: alexander.galitsa@ha-ib.de

Christian Glowa
Analyst
Tel.: +49 40 414 3885 95
E-Mail: christian.glowa@ha-ib.de

Christian Salis
Analyst
Tel.: +49 40 414 3885 96
E-Mail: christian.salis@ha-ib.de

Jonah Emerson
Analyst
Tel.: +49 69 2161 1825
E-Mail: jonah.emerson@ha-ib.de

Jorge González Sadornil
Analyst
Tel.: +49 40 414 3885 84
E-Mail: jorge.gonzalez@ha-ib.de

Nicole Winkler
Analyst
Tel.: +49 69 2161 1856
E-Mail: nicole.winkler@ha-ib.de

Simon Jouck
Analyst
Tel.: +49 40 450 6342 3093
E-Mail: simon.jouck@ha-ib.de

Simon Keller
Analyst
Tel.: +49 40 414 388 573
E-Mail: simon.keller@ha-ib.de

HAIB Sales

Alexander Lachmann
Equity Sales
Tel.: +41 43 497 30 23
E-Mail: alexander.lachmann@ha-ib.de

Carlos Becke
Equity Sales
Tel.: +44 203 84 107 97
E-Mail: carlos.becke@ha-ib.de

Christian Bybjerg
Equity Sales
Tel.: +49 414 3885 74
E-Mail: christian.bybjerg@ha-ib.de

Hugues Madelin
Equity Sales
Tel.: +33 1 78 41 40 62
E-Mail: hugues.madelin@ha-ib.de

Imogen Voorspuy
Equity Sales
Tel.: +44 203 84 107 98
E-Mail: imogen.voorspuy@ha-ib.de

James Bonsor
Equity Sales
Tel.: +44 203 84 107 96
E-Mail: james.bonsor@ha-ib.de

Markus Scharhag
Equity Sales
Tel.: +49 89 23 93 2813
E-Mail: markus.scharhag@ha-ib.de

Vincent Bischoff
Equity Sales
Tel.: +49 40 414 38 85 88
E-Mail: vincent.bischoff@ha-ib.de

HAIB Trading

Hauck Aufhäuser Investment Banking
Privatbank AG
Mittelweg 16/17
20148 Hamburg
Germany

Tel.: +49 40 414 3885 78
Fax: +49 40 414 3885 71
E-Mail: info@hal-privatbank.com
www.hal-privatbank.com

Fin Schaffer
Trading
Tel.: +49 40 414 38 85 98
E-Mail: fin.schaffer@hal-privatbank.com

Nils Carstens
Trading
Tel.: +49 40 414 38 85 85
E-Mail: nils.carstens@ha-ib.de

Tom Warlich
Middle-Office
Tel.: +49 40 414 3885 78
E-Mail: tom.warlich@hal-privatbank.com

Martin Aruschanjan
Middle-Office
Tel.: +49 40 450 6342 35 87
E-Mail: martin.aruschanjan@hal-privatbank.com