Hoenle AG

(CDAX, Technology, HNL GR)

Buy

EUR 19.00

Price	EUR 6.80
Upside	**179.4 %**

Value Indicators:	EUR
DCF:	19.00
FCF-Value Potential 27e:	11.30

Warburg Risk Score:	**0.8**
Balance Sheet Score:	1.5
Market Liquidity Score:	0.0

Description:

Leading supplier of specialty adhesives, UV/ IR radiation systems and UV specialty lamps

Market Snapshot:	EUR m
Market cap:	41.2
No. of shares (m):	6.1
EV:	89.6
Freefloat MC:	30.7
Ø Trad. Vol. (30d):	42.17 th

Shareholders:	
Freefloat	74.40 %
Peter Möhrle Holding	25.60 %
Lazard	*4.00 %*

Key Figures (WRe):	2024/25e
Beta:	1.4
Price / Book:	0.5 x
Equity Ratio:	51 %
Net Fin. Debt / EBITDA:	8.1 x
Net Debt / EBITDA:	8.9 x

FY 2025/26 guidance in line with estimates

Figures Q4/2024/25:

FY End: 30.9. in EUR m	**Q4 24/25**	Q4 24/25e	Q4 23/24	yoy	**24/25**	24/25e	23/24	yoy
Sales	**23.9**	23.7	26.7	-10 %	**93.7**	93.5	98.7	-5 %
EBITDA	**2.2**	1.9	-1.0	n.a.	**5.8**	5.4	3.1	88 %
Margin	*9.2 %*	*7.8 %*	*-3.6 %*		*6.2 %*	*5.8 %*	*3.1 %*	

Comment on Figures:

- As expected, Q4 sales were somewhat higher than the low Q3 level
- Profitability somewhat stronger than estimated
- Annual report will be released at the end of January

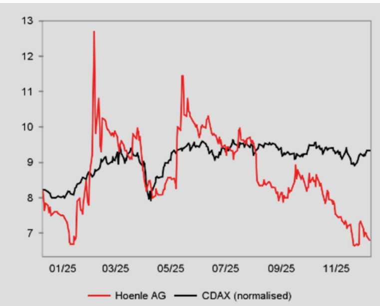
Hoenle released preliminary FY 2024/25 results on Monday.

Revenues of EUR 93.7m met our expectation of EUR 93.5m (WRe) and approached the upper end of the guidance range (EUR 92–94m). The FY EBITDA of EUR 5.8m came in slightly ahead of the WR estimate of EUR 5.4m, which is also close to the upper end of the guidance (EUR 5-6m). This translates into an EBITDA margin of just below 10% in Q4, the highest level since Q4 2023.

For the current FY 2025/26, the company is expecting sales to increase to EUR 95–105m and EBITDA to EUR 6–9m. Both are in line with WRe of EUR 100.5m and EUR 7.7m respectively. We expect all segments to contribute to the improvement in operating development with a continuation of positive development in Disinfection and a catch-up in the Adhesive segment. Generally, the company has not registered a material change in the business environment during the past few months.

With the new CEO and other key personnel on board, Hoenle is expected to continue to strengthen its focus on differentiated products and presence at customers.

Conclusion: Last year's EBITDA came in marginally higher than expected while the FY 2025/26 guidance corresponds with current assumptions. Execution of growth plans remains the key driver for a share-price recovery. As lead times are short, visibility remains somewhat subdued at the moment, but the operating development is expected to have troughed in FY 23/24 and FY 24/25. The Buy rating and PT of EUR 19 are maintained.



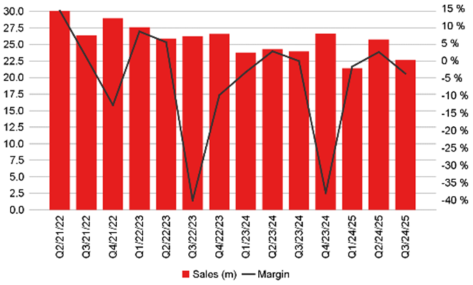
Rel. Performance vs CDAX:	
1 month:	-10.3 %
6 months:	-29.9 %
Year to date:	-25.9 %
Trailing 12 months:	-31.4 %

Company events:	
29.01.26	FY 2024/25
24.02.26	Q1
24.03.26	AGM
13.05.26	Q2

FY End: 30.9. in EUR m	CAGR (23/24-26/27e)	2020/21	2021/22	2022/23	2023/24	2024/25e	2025/26e	2026/27e
Sales	4.4 %	115.2	116.1	106.3	98.7	93.5	100.5	112.5
Change Sales yoy		22.7 %	0.8 %	-8.4 %	-7.2 %	-5.3 %	7.5 %	11.9 %
Gross profit margin		*60.2 %*	*54.6 %*	*50.2 %*	*58.7 %*	*62.5 %*	*62.5 %*	*63.6 %*
EBITDA	63.4 %	13.8	12.1	0.4	3.1	5.4	7.7	13.5
Margin		*12.0 %*	*10.4 %*	*0.4 %*	*3.1 %*	*5.8 %*	*7.7 %*	*12.0 %*
EBIT	-	0.3	5.8	-9.4	-10.3	-0.1	1.9	7.3
EBIT adj.		7.8	11.7	7.1	0.0	-0.1	1.9	7.3
Margin		*6.8 %*	*10.1 %*	*6.6 %*	*0.0 %*	*-0.1 %*	*1.9 %*	*6.5 %*
Net income	-	-4.9	-13.4	-11.1	-13.3	-1.6	0.2	4.1
EPS	-	-0.81	-2.20	-1.84	-2.19	-0.26	0.03	0.68
EPS adj.	-	0.45	-1.23	0.88	-0.54	-0.26	0.03	0.68
DPS	-	0.20	0.00	0.00	0.00	0.00	0.00	0.15
Dividend Yield		0.4 %	n.a.	n.a.	n.a.	n.a.	n.a.	2.2 %
FCFPS		-2.67	-3.31	0.03	0.59	0.30	0.12	0.32
FCF / Market cap		-5.3 %	-10.9 %	0.2 %	3.4 %	4.4 %	1.7 %	4.7 %
EV / Sales		3.1 x	2.1 x	1.6 x	1.6 x	1.0 x	0.9 x	0.8 x
EV / EBITDA		25.6 x	19.8 x	426.3 x	50.6 x	16.5 x	11.5 x	6.5 x
EV / EBIT		n.a.	41.1 x	n.a.	n.a.	n.a.	45.6 x	11.9 x
P / E		n.a.	n.a.	n.a.	n.a.	n.a.	226.7 x	10.0 x
FCF Potential Yield		1.9 %	-3.5 %	2.9 %	-1.3 %	3.3 %	5.1 %	10.0 %
Net Debt		50.1	56.3	50.7	50.1	48.3	47.6	45.7
ROCE (NOPAT)		1.4 %	2.3 %	n.a.	n.a.	n.a.	1.1 %	4.1 %
Guidance:	2025: Sales EUR 92-94; adj. EBITDA EUR 5-6m							

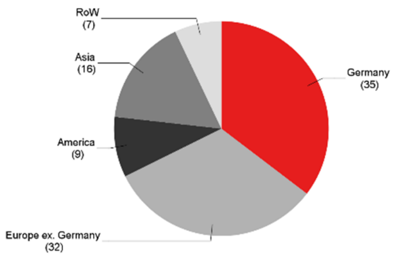
Analyst
Malte Schaumann
mschaumann@warburg-research.com
+49 40 309537-170

Sales development
in EUR m



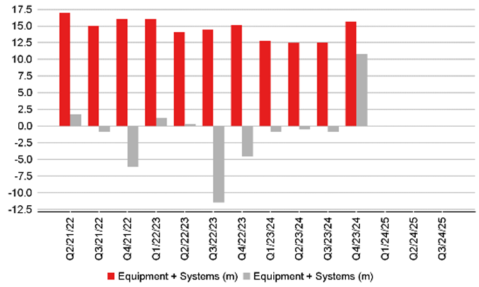
Source: Warburg Research

Sales by regions
2024; in %



Source: Warburg Research

Development Equipment + Systems
Sales and EBIT in EUR m



Source: Warburg Research

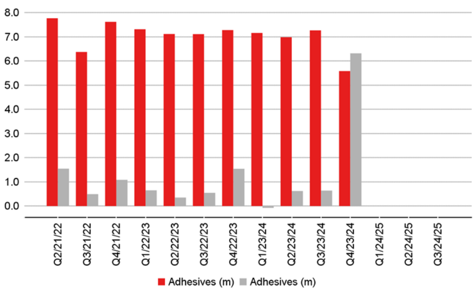
Company Background

- With sales of more than EUR 130m, Dr. Hönle is active in the areas of UV/IR Systems, specialty adhesives, quartz glass products and IR lamps. The company employs > 600 people.
- The company's activities were clearly expanded partly by acquisitions, which strengthened the core business as well as ancillary areas like (UV) adhesives or quartz glass.
- UV technology is used in a wide number of industrial applications. The most important areas of application are paint and lacquer drying, adhesives, and coating and laminating procedures.
- Meanwhile a good one-third of revenues are generated with specialty adhesives, which are predominantly used in the electronics industry.
- The customer structure is largely fragmented with the exception of a few larger customers. The top 5 customers account for roughly 20% of group sales.

Competitive Quality

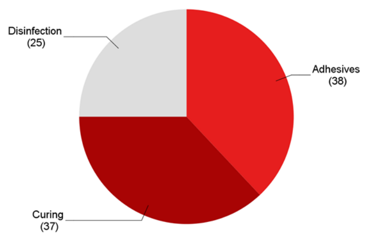
- The competitive structure is characterised by a high number of smaller mainly regionally-active suppliers and just a handful of larger companies.
- Competitors of a comparable size normally serve only part of the market segments, resulting in a comparatively moderate competitive intensity within the individual segments.
- Established customer relationships present a significant barrier to market entry. UV components seldom account for more than 5-10% of the material costs, which lowers customers' motivation to switch supplier.
- With high vertical integration, Dr. Hönle generates a large part of the value creation in the company.
- This allows the company to achieve higher margins and higher cash flows. The strong competitive quality is expressed in an ROCE of >15%.

Development Adhesives
Sales and EBIT in EUR m



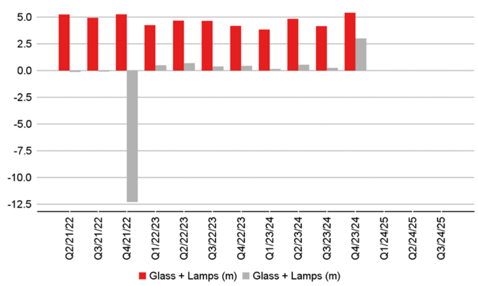
Source: Warburg Research

Sales by segments
2024; in %



Source: Warburg Research

Development Glass + Lamps
Sales and EBIT in EUR m



Source: Warburg Research

DCF model

	Detailed forecast period			Transitional period										Term. Value
Figures in EUR m	**24/25e**	**25/26e**	**26/27e**	**27/28e**	**28/29e**	**29/30e**	**30/31e**	**31/32e**	**32/33e**	**33/34e**	**34/35e**	**35/36e**	**36/37e**	
Sales	93.5	100.5	112.5	121.5	128.8	136.5	143.3	150.5	158.0	164.4	170.9	177.8	180.9	
Sales change	*-5.3 %*	*7.5 %*	*11.9 %*	*8.0 %*	*6.0 %*	*6.0 %*	*5.0 %*	*5.0 %*	*5.0 %*	*4.0 %*	*4.0 %*	*4.0 %*	*1.8 %*	*1.8 %*
EBIT	-0.1	1.9	7.3	10.9	15.5	17.1	17.9	18.8	19.8	20.5	21.4	22.2	22.6	
EBIT-margin	*-0.1 %*	*1.9 %*	*6.5 %*	*9.0 %*	*12.0 %*	*12.5 %*	*12.5 %*	*12.5 %*	*12.5 %*	*12.5 %*	*12.5 %*	*12.5 %*	*12.5 %*	
Tax rate (EBT)	*29.0 %*	*29.0 %*	*29.0 %*	*29.0 %*	*29.5 %*	*29.5 %*	*29.5 %*	*29.5 %*	*29.5 %*	*29.5 %*	*29.5 %*	*29.5 %*	*29.5 %*	
NOPAT	-0.1	1.4	5.2	7.8	10.9	12.0	12.6	13.3	13.9	14.5	15.1	15.7	15.9	
Depreciation	5.6	5.8	6.2	7.3	7.4	5.9	6.2	6.3	6.5	6.6	6.5	6.5	6.3	
in % of Sales	*6.0 %*	*5.7 %*	*5.5 %*	*6.0 %*	*5.8 %*	*4.3 %*	*4.3 %*	*4.2 %*	*4.1 %*	*4.0 %*	*3.8 %*	*3.7 %*	*3.5 %*	
Changes in provisions	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Change in Liquidity from														
- Working Capital	-0.9	1.0	3.6	1.8	2.6	2.7	2.4	2.5	2.6	2.2	2.3	2.4	1.1	
- Capex	3.3	4.3	5.8	5.0	5.0	5.2	5.2	5.4	5.7	5.9	6.2	7.9	7.4	
Capex in % of Sales	*3.5 %*	*4.3 %*	*5.2 %*	*4.1 %*	*3.9 %*	*3.8 %*	*3.6 %*	*3.6 %*	*3.6 %*	*3.6 %*	*3.6 %*	*4.4 %*	*4.1 %*	
- Other	0.0	0.0	0.0	-1.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Free Cash Flow (WACC Model)	3.1	1.8	2.0	9.3	10.7	10.0	11.2	11.7	12.1	12.9	13.1	11.9	13.8	14
PV of FCF	3.1	1.7	1.7	7.5	8.0	6.9	7.2	6.9	6.7	6.6	6.2	5.2	5.6	93
share of PVs	**3.95 %**			**40.26 %**										**55.80 %**

Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	30.00 %	Financial Strength	1.25
Cost of debt (after tax)	2.6 %	Liquidity (share)	1.40
Market return	8.25 %	Cyclicality	1.40
Risk free rate	2.75 %	Transparency	1.35
		Others	1.35
WACC	**7.91 %**	**Beta**	**1.35**

Valuation (m)

Present values 2036/37e	73		
Terminal Value	93		
Financial liabilities	53		
Pension liabilities	4		
Hybrid capital	0		
Minority interest	1		
Market val. of investments	1		
Liquidity	8	No. of shares (m)	6.1
Equity Value	**116**	**Value per share (EUR)**	**19.19**

Sensitivity Value per Share (EUR)

		Terminal Growth						
Beta	WACC	1.00 %	1.25 %	1.50 %	**1.75 %**	2.00 %	2.25 %	2.50 %
1.61	8.9 %	13.89	14.23	14.61	15.00	15.43	15.89	16.38
1.48	8.4 %	15.58	16.00	16.45	16.94	17.46	18.02	18.63
1.41	8.2 %	16.52	16.98	17.48	18.02	18.60	19.23	19.91
1.35	7.9 %	17.53	18.04	18.59	**19.19**	19.84	20.54	21.31
1.29	7.7 %	18.62	19.19	19.80	20.46	21.19	21.97	22.84
1.22	7.4 %	19.79	20.42	21.11	21.85	22.66	23.55	24.53
1.09	6.9 %	22.45	23.23	24.09	25.03	26.07	27.22	28.49

		Delta EBIT-margin						
Beta	WACC	-1.5 pp	-1.0 pp	-0.5 pp	**+0.0 pp**	+0.5 pp	+1.0 pp	+1.5 pp
1.61	8.9 %	11.44	12.63	13.82	15.00	16.19	17.38	18.57
1.48	8.4 %	13.10	14.38	15.66	16.94	18.21	19.49	20.77
1.41	8.2 %	14.04	15.36	16.69	18.02	19.35	20.67	22.00
1.35	7.9 %	15.04	16.43	17.81	**19.19**	20.57	21.95	23.34
1.29	7.7 %	16.14	17.58	19.02	20.46	21.90	23.34	24.79
1.22	7.4 %	17.33	18.84	20.34	21.85	23.35	24.86	26.36
1.09	6.9 %	20.07	21.72	23.38	25.03	26.68	28.34	29.99

- Growth and mix improvements to drive return to higher profitability
- Disproportionately high growth of adhesive segment provides further upside potential
- Sustainable EBIT margin of 15% anticipated

Free Cash Flow Value Potential

Warburg Research's valuation tool "FCF Value Potential" reflects the ability of the company to generate sustainable free cash flows. It is based on the "FCF potential" - a FCF "ex growth" figure - which assumes unchanged working capital and pure maintenance capex. A value indication is derived via the perpetuity of a given year's "FCF potential" with consideration of the weighted costs of capital. The fluctuating value indications over time add a timing element to the DCF model (our preferred valuation tool).

	in EUR m	2020/21	2021/22	2022/23	2023/24	2024/25e	2025/26e	2026/27e
	Net Income before minorities	-4.9	-13.2	-10.9	-13.0	-1.4	0.4	4.3
+	Depreciation + Amortisation	13.5	6.3	9.8	13.4	5.6	5.8	6.2
-	Net Interest Income	-1.0	-1.4	-1.6	-2.0	-1.8	-1.5	-1.2
-	Maintenance Capex	2.5	2.6	3.0	3.0	3.0	3.0	3.0
+	Other	-0.4	-0.4	7.5	-1.3	0.0	0.0	0.0
=	**Free Cash Flow Potential**	**6.6**	**-8.5**	**5.0**	**-2.0**	**3.0**	**4.6**	**8.7**
	FCF Potential Yield (on market EV)	1.9 %	-3.5 %	2.9 %	-1.3 %	3.3 %	5.1 %	10.0 %
	WACC	7.91 %	7.91 %	7.91 %	7.91 %	7.91 %	7.91 %	7.91 %
=	**Enterprise Value (EV)**	**353.1**	**239.9**	**169.7**	**156.4**	**89.6**	**88.9**	**86.9**
=	**Fair Enterprise Value**	**83.9**	**n.a.**	**62.6**	**n.a.**	**37.9**	**57.8**	**110.1**
-	Net Debt (Cash)	45.7	45.7	45.7	45.7	43.9	43.2	41.3
-	Pension Liabilities	4.4	4.4	4.4	4.4	4.4	4.4	4.4
-	Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0
-	Market value of minorities	0.0	0.0	0.0	0.0	0.0	0.0	0.0
+	Market value of investments	0.0	0.0	0.0	0.0	0.0	0.0	0.0
=	**Fair Market Capitalisation**	**33.8**	**n.a.**	**12.5**	**n.a.**	**n.a.**	**10.1**	**64.4**
	Number of shares, average	6.1	6.1	6.1	6.1	6.1	6.1	6.1
=	**Fair value per share (EUR)**	**5.58**	**n.a.**	**2.05**	**n.a.**	**n.a.**	**1.67**	**10.62**
	premium (-) / discount (+) in %						-75.4 %	56.2 %

Sensitivity Fair value per Share (EUR)

	10.91 %	1.77	n.a.	n.a.	n.a.	n.a.	n.a.	5.63
	9.91 %	2.78	n.a.	n.a.	n.a.	n.a.	n.a.	6.96
	8.91 %	4.02	n.a.	0.90	n.a.	n.a.	0.60	8.58
WACC	**7.91 %**	**5.58**	**n.a.**	**2.05**	**n.a.**	**n.a.**	**1.67**	**10.62**
	6.91 %	7.58	n.a.	3.55	n.a.	n.a.	3.05	13.25
	5.91 %	10.26	n.a.	5.55	n.a.	0.39	4.89	16.77
	4.91 %	14.04	n.a.	8.36	n.a.	2.09	7.49	21.71

- Rising value indication triggered by margin expansion

Valuation

	2020/21	2021/22	2022/23	2023/24	2024/25e	2025/26e	2026/27e
Price / Book	2.7 x	1.7 x	1.2 x	1.3 x	0.5 x	0.5 x	0.5 x
Book value per share ex intangibles	14.30	13.80	12.56	11.02	10.80	10.87	11.59
EV / Sales	3.1 x	2.1 x	1.6 x	1.6 x	1.0 x	0.9 x	0.8 x
EV / EBITDA	25.6 x	19.8 x	426.3 x	50.6 x	16.5 x	11.5 x	6.5 x
EV / EBIT	n.a.	41.1 x	n.a.	n.a.	n.a.	45.6 x	11.9 x
EV / EBIT adj.*	45.2 x	20.4 x	24.0 x	n.a.	n.a.	45.6 x	11.9 x
P / FCF	n.a.	n.a.	580.3 x	29.6 x	22.9 x	58.5 x	21.1 x
P / E	n.a.	n.a.	n.a.	n.a.	n.a.	226.7 x	10.0 x
P / E adj.*	111.1 x	n.a.	22.3 x	n.a.	n.a.	226.7 x	10.0 x
Dividend Yield	0.4 %	n.a.	n.a.	n.a.	n.a.	n.a.	2.2 %
FCF Potential Yield (on market EV)	1.9 %	-3.5 %	2.9 %	-1.3 %	3.3 %	5.1 %	10.0 %

*Adjustments made for: -

Company Specific Items

	2020/21	2021/22	2022/23	2023/24	2024/25e	2025/26e	2026/27e
Adj. FCFPS	-0.19	-0.83	2.51	3.07	2.77	2.59	2.80

Consolidated profit & loss

In EUR m	2020/21	2021/22	2022/23	2023/24	2024/25e	2025/26e	2026/27e
Sales	**115.2**	**116.1**	**106.3**	**98.7**	**93.5**	**100.5**	**112.5**
Change Sales yoy	22.7 %	0.8 %	-8.4 %	-7.2 %	-5.3 %	7.5 %	11.9 %
Increase / decrease in inventory	3.1	1.7	-1.9	-1.5	0.0	0.0	0.0
Own work capitalised	0.0	0.4	0.1	0.0	0.2	0.0	0.1
Total Sales	**118.3**	**118.2**	**104.5**	**97.3**	**93.7**	**100.5**	**112.6**
Material expenses	48.9	54.8	51.1	39.3	35.2	37.7	41.1
Gross profit	**69.3**	**63.4**	**53.3**	**58.0**	**58.4**	**62.8**	**71.5**
Gross profit margin	*60.2 %*	*54.6 %*	*50.2 %*	*58.7 %*	*62.5 %*	*62.5 %*	*63.6 %*
Personnel expenses	39.7	39.7	39.5	41.3	40.7	42.0	43.9
Other operating income	1.6	3.6	3.3	2.2	1.7	1.7	1.6
Other operating expenses	17.5	15.2	16.7	15.8	14.0	14.8	15.8
Unfrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	**13.8**	**12.1**	**0.4**	**3.1**	**5.4**	**7.7**	**13.5**
Margin	*12.0 %*	*10.4 %*	*0.4 %*	*3.1 %*	*5.8 %*	*7.7 %*	*12.0 %*
Depreciation of fixed assets	9.0	5.6	5.4	5.1	5.0	5.2	5.6
EBITA	**4.8**	**6.6**	**-5.0**	**-2.0**	**0.4**	**2.5**	**7.9**
Amortisation of intangible assets	1.1	0.7	1.8	0.5	0.6	0.6	0.6
Goodwill amortisation	3.4	0.0	2.6	7.7	0.0	0.0	0.0
EBIT	**0.3**	**5.8**	**-9.4**	**-10.3**	**-0.1**	**1.9**	**7.3**
Margin	*0.3 %*	*5.0 %*	*-8.9 %*	*-10.4 %*	*-0.1 %*	*1.9 %*	*6.5 %*
EBIT adj.	**7.8**	**11.7**	**7.1**	**0.0**	**-0.1**	**1.9**	**7.3**
Interest income	0.1	0.1	0.2	0.1	0.1	0.0	0.0
Interest expenses	1.1	1.5	1.8	2.1	1.9	1.5	1.2
Other financial income (loss)	0.0	0.0	0.1	0.1	0.0	0.0	0.0
EBT	**-0.7**	**4.4**	**-11.0**	**-12.2**	**-1.9**	**0.5**	**6.1**
Margin	*-0.6 %*	*3.8 %*	*-10.3 %*	*-12.4 %*	*-2.1 %*	*0.5 %*	*5.4 %*
Total taxes	4.3	1.6	0.3	0.8	-0.6	0.1	1.8
Net income from continuing operations	**-4.9**	**2.8**	**-11.3**	**-13.0**	**-1.4**	**0.4**	**4.3**
Income from discontinued operations (net of tax)	0.0	-16.0	0.3	0.0	0.0	0.0	0.0
Net income before minorities	**-4.9**	**-13.2**	**-10.9**	**-13.0**	**-1.4**	**0.4**	**4.3**
Minority interest	0.0	0.2	0.2	0.3	0.2	0.2	0.2
Net income	**-4.9**	**-13.4**	**-11.1**	**-13.3**	**-1.6**	**0.2**	**4.1**
Margin	*-4.2 %*	*-11.5 %*	*-10.5 %*	*-13.5 %*	*-1.7 %*	*0.2 %*	*3.7 %*
Number of shares, average	6.1	6.1	6.1	6.1	6.1	6.1	6.1
EPS	**-0.81**	**-2.20**	**-1.84**	**-2.19**	**-0.26**	**0.03**	**0.68**
EPS diluted	-0.81	-2.20	-1.84	-2.19	-0.26	0.03	0.68

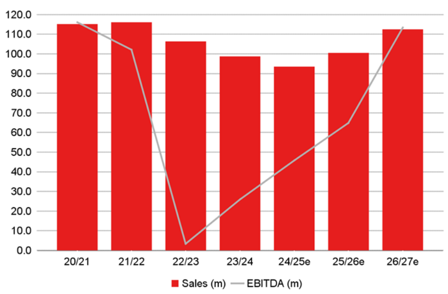
*Adjustments made for:

Guidance: 2025: Sales EUR 92-94; adj. EBITDA EUR 5-6m

Financial Ratios

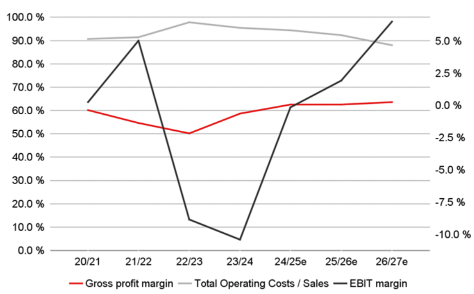
	2020/21	2021/22	2022/23	2023/24	2024/25e	2025/26e	2026/27e
Total Operating Costs / Sales	90.7 %	91.4 %	97.9 %	95.4 %	94.4 %	92.3 %	88.1 %
Operating Leverage	-4.3 x	2395.4 x	n.a.	-1.3 x	18.6 x	n.a.	23.1 x
EBITDA / Interest expenses	12.3 x	8.0 x	0.2 x	1.5 x	2.9 x	5.3 x	11.1 x
Tax rate (EBT)	-635.7 %	35.9 %	-2.5 %	-6.3 %	29.0 %	29.0 %	29.0 %
Dividend Payout Ratio	n.m.	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	21.0 %
Sales per Employee	175,297	176,971	181,471	170,222	155,833	157,031	175,781

Sales, EBITDA
in EUR m



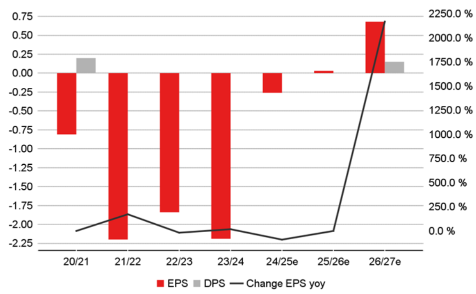
Source: Warburg Research

Operating Performance
in %



Source: Warburg Research

Performance per Share



Source: Warburg Research

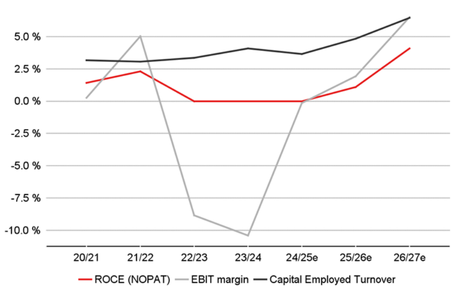
Consolidated balance sheet

In EUR m	2020/21	2021/22	2022/23	2023/24	2024/25e	2025/26e	2026/27e
Assets							
Goodwill and other intangible assets	24.0	23.3	19.7	12.6	12.4	12.1	11.8
thereof other intangible assets	2.9	2.1	1.3	1.6	1.3	1.1	0.8
thereof Goodwill	21.1	21.1	18.4	11.0	11.0	11.0	11.0
Property, plant and equipment	87.8	79.6	75.1	71.6	69.6	68.4	68.3
Financial assets	1.1	1.1	1.0	0.0	0.0	0.0	0.0
Other long-term assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Fixed assets	**112.9**	**103.9**	**95.8**	**84.3**	**82.0**	**80.6**	**80.2**
Inventories	46.7	46.4	35.0	30.5	29.2	29.6	32.1
Accounts receivable	17.1	19.7	15.6	14.9	14.9	16.0	17.9
Liquid assets	12.1	7.1	9.3	7.5	8.6	4.3	6.2
Other short-term assets	14.1	18.4	20.3	18.2	18.0	17.9	16.9
Current assets	**90.0**	**91.6**	**80.3**	**71.1**	**70.7**	**67.8**	**73.1**
Total Assets	**202.9**	**195.5**	**176.2**	**155.4**	**152.7**	**148.3**	**153.3**
Liabilities and shareholders' equity							
Subscribed capital	6.1	6.1	6.1	6.1	6.1	6.1	6.1
Capital reserve	42.0	42.0	42.0	42.0	42.0	42.0	42.0
Retained earnings	62.7	58.8	47.8	31.4	29.8	30.0	34.1
Other equity components	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Shareholders' equity	110.7	106.9	95.8	79.4	77.9	78.0	82.1
Minority interest	0.4	0.4	0.3	0.3	0.3	0.3	0.3
Total equity	**111.1**	**107.2**	**96.1**	**79.7**	**78.1**	**78.3**	**82.4**
Provisions	9.3	4.7	3.6	4.7	4.7	4.7	4.7
thereof provisions for pensions and similar obligations	8.6	4.0	3.2	4.4	4.4	4.4	4.4
Financial liabilities (total)	53.5	59.4	56.8	53.2	52.5	47.5	47.5
Short-term financial liabilities	3.9	26.4	12.4	13.0	10.0	5.0	5.0
Accounts payable	9.4	10.3	7.6	6.4	6.0	6.5	7.3
Other liabilities	19.5	13.8	12.1	11.3	11.3	11.3	11.3
Liabilities	**91.8**	**88.2**	**80.0**	**75.7**	**74.6**	**70.1**	**70.9**
Total liabilities and shareholders' equity	**202.9**	**195.5**	**176.2**	**155.4**	**152.7**	**148.3**	**153.3**

Financial Ratios

	2020/21	2021/22	2022/23	2023/24	2024/25e	2025/26e	2026/27e
Efficiency of Capital Employment							
Operating Assets Turnover	0.8 x	0.9 x	0.9 x	0.9 x	0.9 x	1.0 x	1.0 x
Capital Employed Turnover	0.7 x	0.7 x	0.7 x	0.8 x	0.7 x	0.8 x	0.9 x
ROA	-4.3 %	-12.9 %	-11.6 %	-15.8 %	-1.9 %	0.2 %	5.1 %
Return on Capital							
ROCE (NOPAT)	1.4 %	2.3 %	n.a.	n.a.	n.a.	1.1 %	4.1 %
ROE	-4.3 %	-12.3 %	-11.0 %	-15.2 %	-2.0 %	0.2 %	5.2 %
Adj. ROE	2.4 %	-6.9 %	5.3 %	-3.7 %	-2.0 %	0.2 %	5.2 %
Balance sheet quality							
Net Debt	50.1	56.3	50.7	50.1	48.3	47.6	45.7
Net Financial Debt	41.5	52.3	47.5	45.7	43.9	43.2	41.3
Net Gearing	45.1 %	52.5 %	52.7 %	62.9 %	61.9 %	60.9 %	55.4 %
Net Fin. Debt / EBITDA	300.7 %	431.5 %	n.a.	1480.5 %	808.2 %	560.5 %	306.4 %
Book Value / Share	18.3	17.6	15.8	13.1	12.8	12.9	13.5
Book value per share ex intangibles	14.3	13.8	12.6	11.0	10.8	10.9	11.6

ROCE Development



Source: Warburg Research

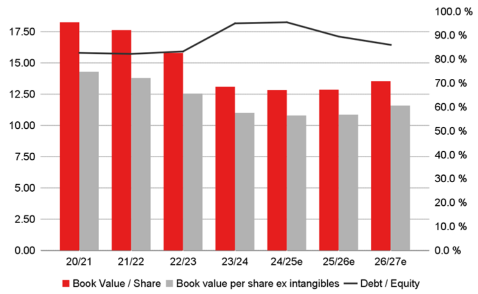
Net debt

in EUR m

Source: Warburg Research

Book Value per Share

in EUR



Source: Warburg Research

Consolidated cash flow statement

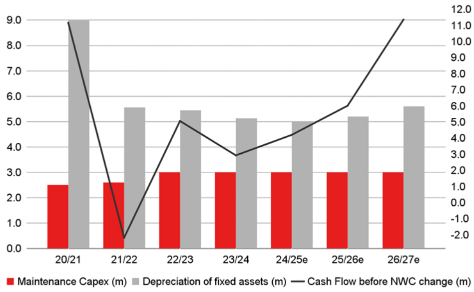
In EUR m	2020/21	2021/22	2022/23	2023/24	2024/25e	2025/26e	2026/27e
Net income	-4.9	-13.4	-11.1	-13.3	-1.6	0.2	4.1
Depreciation of fixed assets	9.0	5.6	5.4	5.1	5.0	5.2	5.6
Amortisation of goodwill	3.4	0.0	2.6	7.7	0.0	0.0	0.0
Amortisation of intangible assets	1.1	0.7	1.8	0.5	0.6	0.6	0.6
Increase/decrease in long-term provisions	0.4	-0.2	-0.8	-0.1	0.0	0.0	0.0
Other non-cash income and expenses	2.1	5.1	7.2	3.0	0.2	0.1	1.1
Cash Flow before NWC change	**11.2**	**-2.2**	**5.1**	**2.9**	**4.2**	**6.0**	**11.4**
Increase / decrease in inventory	-12.5	-11.6	-1.8	2.7	1.3	-0.4	-2.5
Increase / decrease in accounts receivable	-1.3	-2.7	0.7	0.7	0.0	-1.1	-1.9
Increase / decrease in accounts payable	3.6	0.8	-0.9	-0.6	-0.4	0.5	0.8
Increase / decrease in other working capital positions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Increase / decrease in working capital (total)	-10.2	-13.5	-1.9	2.8	0.9	-1.0	-3.6
Net cash provided by operating activities [1]	**0.9**	**-15.7**	**3.1**	**5.7**	**5.1**	**5.0**	**7.8**
Investments in intangible assets	-0.2	-0.1	-1.0	-0.7	-0.3	-0.3	-0.3
Investments in property, plant and equipment	-16.9	-5.2	-4.1	-3.0	-3.0	-4.0	-5.5
Payments for acquisitions	-7.7	0.0	0.0	-0.7	0.0	0.0	0.0
Financial investments	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.2	2.7	5.5	0.4	0.0	0.0	0.0
Net cash provided by investing activities [2]	**-24.6**	**-1.7**	**2.6**	**-2.4**	**-3.3**	**-4.3**	**-5.8**
Change in financial liabilities	4.3	4.9	-3.3	-4.8	-0.8	-5.0	0.0
Dividends paid	-3.0	-1.2	-0.1	-0.1	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	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net cash provided by financing activities [3]	**1.2**	**3.7**	**-3.4**	**-4.9**	**-0.8**	**-5.0**	**0.0**
Change in liquid funds [1]+[2]+[3]	**-22.5**	**-13.6**	**2.3**	**-1.6**	**1.1**	**-4.3**	**2.0**
Effects of exchange-rate changes on cash	0.0	0.4	-0.2	0.0	0.0	0.0	0.0
Cash and cash equivalent at end of period	**11.7**	**-1.1**	**9.2**	**7.7**	**8.6**	**4.3**	**6.2**

Financial Ratios

	2020/21	2021/22	2022/23	2023/24	2024/25e	2025/26e	2026/27e
Cash Flow							
FCF	-16.2	-20.0	0.2	3.6	1.8	0.7	2.0
Free Cash Flow / Sales	-14.0 %	-17.3 %	0.2 %	3.6 %	1.9 %	0.7 %	1.7 %
Free Cash Flow Potential	6.6	-8.5	5.0	-2.0	3.0	4.6	8.7
Free Cash Flow / Net Profit	331.2 %	150.0 %	-1.8 %	-27.0 %	-114.8 %	462.2 %	47.3 %
Interest Received / Avg. Cash	0.6 %	0.7 %	2.4 %	0.6 %	1.2 %	0.0 %	0.0 %
Interest Paid / Avg. Debt	2.2 %	2.7 %	3.1 %	3.8 %	3.6 %	2.9 %	2.6 %
Management of Funds							
Investment ratio	14.8 %	4.5 %	4.8 %	3.7 %	3.5 %	4.3 %	5.2 %
Maint. Capex / Sales	2.2 %	2.2 %	2.8 %	3.0 %	3.2 %	3.0 %	2.7 %
Capex / Dep	126.5 %	83.8 %	51.8 %	27.1 %	59.3 %	74.6 %	94.1 %
Avg. Working Capital / Sales	40.2 %	44.9 %	44.4 %	39.7 %	39.1 %	36.4 %	34.6 %
Trade Debtors / Trade Creditors	180.9 %	191.0 %	206.6 %	234.4 %	248.3 %	246.2 %	245.2 %
Inventory Turnover	1.0 x	1.2 x	1.5 x	1.3 x	1.2 x	1.3 x	1.3 x
Receivables collection period (days)	54	62	54	55	58	58	58
Payables payment period (days)	70	69	54	59	62	63	65
Cash conversion cycle (Days)	309	284	238	261	278	263	261

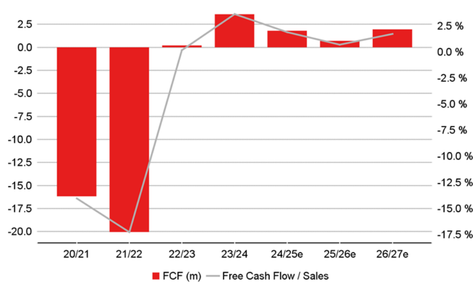
CAPEX and Cash Flow

in EUR m



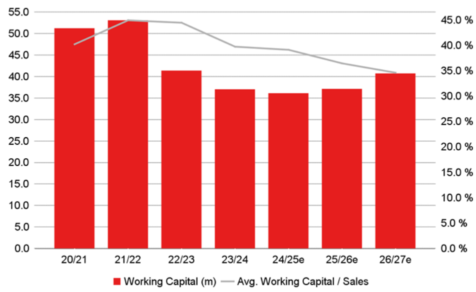
Source: Warburg Research

Free Cash Flow Generation



Source: Warburg Research

Working Capital



Source: Warburg Research

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Company	Disclosure	Link to the historical price targets and rating changes (last 12 months)
Hoenle AG	3, 5	https://www.mmwarburg.com/disclaimer/disclaimer_en/DE0005157101.htm

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"-"	**Rating suspended:**	The available information currently does not permit an evaluation of the company.

WARBURG RESEARCH GMBH – ANALYSED RESEARCH UNIVERSE BY RATING

Rating	Number of stocks	% of Universe
Buy	139	69
Hold	52	26
Sell	6	3
Rating suspended	4	2
Total	**201**	**100**

WARBURG RESEARCH GMBH – ANALYSED RESEARCH UNIVERSE BY RATING …

… taking into account only those companies for which M.M.Warburg & CO (AG & Co.) KGaA provided major investment services in the last twelve months.

Rating	Number of stocks	% of Universe
Buy	36	71
Hold	12	24
Sell	1	2
Rating suspended	2	4
Total	**51**	**100**

PRICE AND RATING HISTORY HOENLE AG AS OF 09.12.2025

Markings in the chart show rating changes by Warburg Research GmbH in the last 12 months. Every marking details the date and closing price on the day of the rating change.

EQUITIES

Matthias Rode Head of Equities	+49 40 3282-2678 mrode@mmwarburg.com

RESEARCH

Henner Rüschmeier Head of Research	+49 40 309537-270 hrueschmeier@warburg-research.com
Stefan Augustin Cap. Goods, Engineering	+49 40 309537-168 saugustin@warburg-research.com
Christian Cohrs Industrials & Transportation	+49 40 309537-175 ccohrs@warburg-research.com
Felix Ellmann Software, IT	+49 40 309537-120 fellmann@warburg-research.com
Jörg Philipp Frey Retail, Consumer Goods	+49 40 309537-258 jfrey@warburg-research.com
Fabio Hölscher Automobiles, Car Suppliers	+49 40 309537-240 fhoelscher@warburg-research.com
Philipp Kaiser Real Estate, Construction	+49 40 309537-260 pkaiser@warburg-research.com
Thilo Kleibauer Retail, Consumer Goods	+49 40 309537-257 tkleibauer@warburg-research.com
Andreas Pläsier Banks, Financial Services	+49 40 309537-246 aplaesier@warburg-research.com
Malte Schaumann Technology	+49 40 309537-170 mschaumann@warburg-research.com
Oliver Schwarz Chemicals, Agriculture	+49 40 309537-250 oschwarz@warburg-research.com
Simon Stippig Real Estate, Telco	+49 40 309537-265 sstippig@warburg-research.com
Marc-René Tonn Automobiles, Car Suppliers	+49 40 309537-259 mtonn@warburg-research.com

INSTITUTIONAL EQUITY SALES

Klaus Schilling Head of Equity Sales, Germany	+49 69 5050-7400 kschilling@mmwarburg.com
Tim Beckmann United Kingdom	+49 40 3282-2665 tbeckmann@mmwarburg.com
Jens Buchmüller Scandinavia, Austria	+49 69 5050-7415 jbuchmueller@mmwarburg.com
Matthias Fritsch United Kingdom, Ireland	+49 40 3282-2696 mfritsch@mmwarburg.com
Roman Alexander Niklas Switzerland, Poland, Italy	+49 69 5050-7412 rniklas@mmwarburg.com
Sascha Propp France	+49 40 3282-2656 spropp@mmwarburg.com
Leyan Ilkbahar Roadshow/Marketing	+49 40 3282-2695 lilkbahar@mmwarburg.com
Antonia Möller Roadshow/Marketing	+49 69 5050-7417 amoeller@mmwarburg.com
Juliane Niemann Roadshow/Marketing	+49 40 3282-2694 jniemann@mmwarburg.com

SALES TRADING

Oliver Merckel Head of Sales Trading	+49 40 3282-2634 omerckel@mmwarburg.com
Bastian Quast Sales Trading	+49 40 3282-2701 bquast@mmwarburg.com
Christian Salomon Sales Trading	+49 40 3282-2685 csalomon@mmwarburg.com

DESIGNATED SPONSORING

Sebastian Schulz Designated Sponsoring	+49 40 3282-2631 sschulz@mmwarburg.com
Jörg Treptow Designated Sponsoring	+49 40 3282-2658 jtreptow@mmwarburg.com

MACRO RESEARCH

Carsten Klude Macro Research	+49 40 3282-2572 cklude@mmwarburg.com
Dr. Christian Jasperneite Investment Strategy	+49 40 3282-2439 cjasperneite@mmwarburg.com

Our research can be found under:

Warburg Research	research.mmwarburg.com/en/index.html
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For access please contact:

Andrea Schaper Sales Assistance	+49 40 3282-2632 aschaper@mmwarburg.com
Kerstin Muthig Sales Assistance	+49 40 3282-2703 kmuthig@mmwarburg.com