

Buy EUR 241.00	Value Indicators: EUR	Warburg ESG Risk Score: 2.7	Description:
	DCF: 241.16 FCF-Value Potential 25e: 214.38	ESG Score (MSCI based): 3.0 Balance Sheet Score: 4.0 Market Liquidity Score: 1.0	Supplier of power tools and garden equipment for private household use.
Price: EUR 176.80 Upside: 36.3 %	Market Snapshot: EUR m	Shareholders:	Key Figures (WRE): 2024e
	Market cap: 667.3 No. of shares (m): 3.8 EV: 703.4 Freefloat MC: 667.3 Ø Trad. Vol. (30d): 252.97 th	Freefloat: 100.00 % Thannhuber AG (Ordinary sh.): 93.00 % Others (Ordinary shares): 7.00 %	Beta: 1.2 Price / Book: 1.7 x Equity Ratio: 48 % Net Fin. Debt / EBITDA: 0.3 x Net Debt / EBITDA: 0.4 x

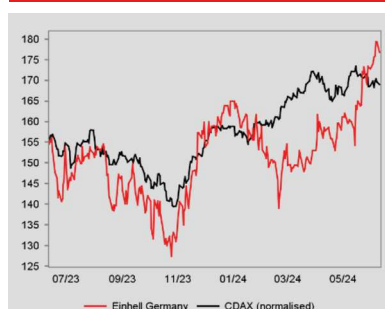
Strong battery platform offers international growth opportunities

Meeting Highlights

- Key growth driver remains the Power-X-Change battery platform. The share of sales with Power-X-Change products increased from 40% in 2022 to 44% in 2023. The strong position in the battery category will be further expanded with additional devices. In Q1, 50% of sales were generated with the Power-X-Change assortment (mid-term target: 70%). The battery platform offers a good basis for higher gross margins as well as for the regional expansion and new customer listings.
- The group is highly focused on brand marketing to increase the brand awareness outside the core DACH region. Therefore, the partnership with the Formula One team of Mercedes AMG Petronas and TV campaigns are important pillars for the international expansion.
- Einhell is satisfied with the development in Canada after the market entry in 2022 (acquisition of King Canada). The management plans to more than double sales in Canada in the long run. Moreover, the group has identified substantial mid-term sales potential from new customers in existing markets, especially in Western Europe.
- Based on its long-standing track record in the international expansion, Einhell is now searching for a takeover opportunity in the USA to gain access to the retail channel in this market. The US market as the largest global DIY market offers significant potential for the Einhell brand. Management is in talks with potential targets. However, so far, these companies do not meet all strategic requirements. Therefore, the US market entry will take some time.
- In the current year, Einhell will start its own battery production in Hungary. The group is highly focused on the battery technology (e.g. runtimes, dust & water protection, charging technology). Moreover, sourcing activities in Vietnam will be expanded to reduce the dependence on China for the procurement side.

Conclusion

- After the challenging year 2023, Einhell has clearly returned to its growth path. The sales-increase in the current year is based on organic growth with new customer listings and normalized inventory levels in the DIY retail channel in the DACH region. The EBT margin target of 7.5-8.0% for the current year looks rather cautious after Q1 (EBT margin +30bps to 8.4%).
- Overall, the mid to long-term growth strategy is fully intact. Einhell is in a good position to further catch up with the large DIY brands. The strong market position and the promising mid-term prospects are not reflected in the current valuation. We confirm our Buy recommendation with an unchanged PT of EUR 241, derived from our DCF model.



Rel. Performance vs CDAX:

1 month:	12.3 %
6 months:	4.6 %
Year to date:	0.8 %
Trailing 12 months:	6.0 %

Company events:

28.06.24 AGM

FY End: 31.12. in EUR m	CAGR (23-26e)	2020	2021	2022	2023	2024e	2025e	2026e
Sales	6.4 %	724.7	927.4	1,032.5	971.5	1,031.0	1,096.6	1,170.2
Change Sales yoy		19.6 %	28.0 %	11.3 %	-5.9 %	6.1 %	6.4 %	6.7 %
Gross profit margin		35.9 %	36.0 %	36.2 %	40.0 %	39.6 %	39.7 %	39.8 %
EBITDA	6.7 %	67.6	94.4	107.2	97.3	101.9	109.1	118.1
Margin		9.3 %	10.2 %	10.4 %	10.0 %	9.9 %	9.9 %	10.1 %
EBIT	7.6 %	58.0	82.4	92.5	81.1	85.3	92.2	100.9
Margin		8.0 %	8.9 %	9.0 %	8.3 %	8.3 %	8.4 %	8.6 %
EBT	8.7 %	55.3	81.8	87.4	75.4	80.9	88.2	96.9
Margin		7.6 %	8.8 %	8.5 %	7.8 %	7.8 %	8.0 %	8.3 %
Net income	10.8 %	40.2	58.6	59.8	50.5	57.2	62.4	68.6
EPS	10.7 %	10.92	15.53	15.83	13.38	15.16	16.52	18.17
DPS	6.5 %	2.20	2.60	2.90	2.90	3.10	3.30	3.50
Dividend Yield		3.2 %	1.7 %	1.8 %	1.9 %	1.8 %	1.9 %	2.0 %
FCFPS		2.67	-49.14	-0.92	48.68	9.86	9.24	11.39
FCF / Market cap		3.9 %	-31.8 %	-0.6 %	32.2 %	5.6 %	5.2 %	6.4 %
EV / Sales		0.4 x	0.8 x	0.8 x	0.6 x	0.7 x	0.6 x	0.6 x
EV / EBITDA		4.0 x	8.3 x	7.6 x	6.2 x	6.9 x	6.2 x	5.5 x
EV / EBIT		4.7 x	9.5 x	8.8 x	7.5 x	8.2 x	7.4 x	6.4 x
P / E		6.3 x	10.0 x	10.2 x	11.3 x	11.7 x	10.7 x	9.7 x
FCF Potential Yield		14.9 %	7.5 %	8.0 %	9.6 %	9.1 %	10.2 %	11.7 %
Net Debt		11.6	198.4	205.8	35.9	36.1	13.4	-17.1
ROCE (NOPAT)		17.6 %	15.2 %	11.6 %	11.5 %	15.0 %	15.0 %	15.7 %
Guidance:		2024: sales increase of ca. 6%, EBT margin 7.5-8.0%						

Analyst

Thilo Kleibauer

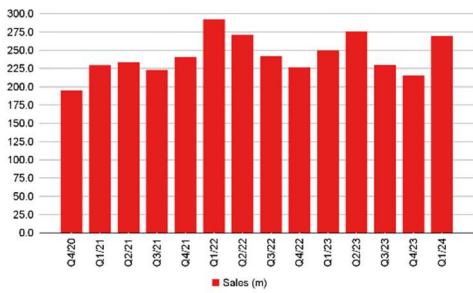
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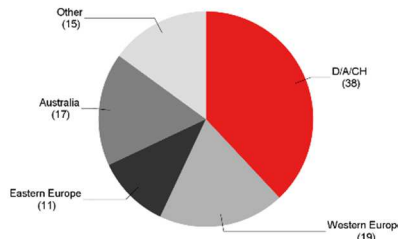
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Sales development
in EUR m



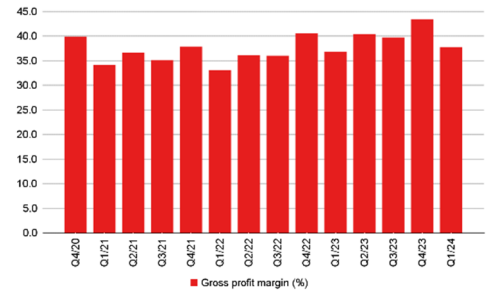
Source: Warburg Research

Sales by regions
2023; in %



Source: Warburg Research

Gross margin development
in %



Source: Warburg Research

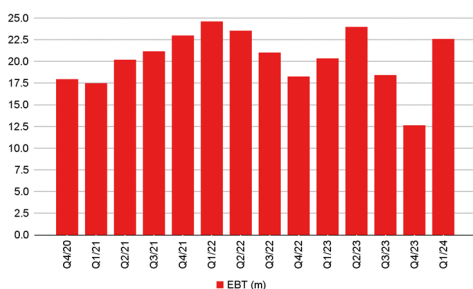
Company Background

- Einhell is a leading provider of power tools and garden equipment for household use. With around 40 subsidiaries, the products are sold globally.
- Particularly in the category of cordless battery-driven products, Einhell has built up a strong position. With the Power-X-Change series the company offers one of the leading systems in the market.
- Einhell's main customers are large DIY chains (57% of sales in 2022), e-commerce (23%) and specialised trade (12%). The share of business with discounters is less than 5%.
- Einhell has long-standing expertise in product development, quality control, international distribution and after-sales services. The production is outsourced and supervised by Einhell's own unit in Asia.
- The company was founded in 1964 by Josef Thannhuber. In 1987 Einhell was listed at the stock exchange. The Thannhuber family holds the majority of the non-listed ordinary shares.

Competitive Quality

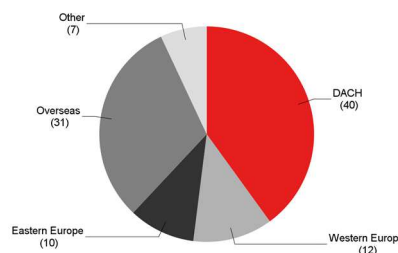
- Einhell has a high brand awareness in key markets, which will be further strengthened by marketing initiatives and presentation at the point-of-sale (including e-commerce) in the course of a long-term brand strategy.
- With its focus on innovative product development, the group can benefit from dynamic growth in the segment of cordless battery systems and gain market share.
- Under the Power-X-Change battery system, the group offers a broad assortment of more than 300 devices for house and garden, which can be further expanded also by cooperation with other manufacturers.
- Einhell shows a strong balance sheet as well as a high level of cost flexibility and generated clearly positive earnings even in economically challenging years.
- Continued international expansion (for example in North America and South East Asia) offers additional growth potential and economies of scale.

EBT development
in EUR m



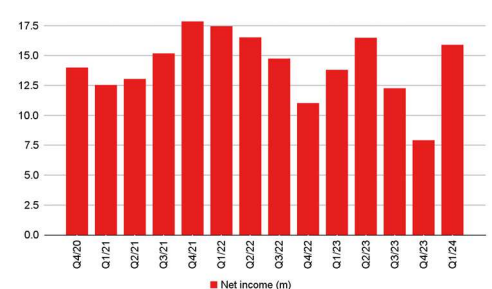
Source: Warburg Research

EBT by regions
2023; in %



Source: Warburg Research

Net income development
in EUR m



Source: Warburg Research

DCF model

Figures in EUR m	Detailed forecast period			Transitional period										Term. Value
	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	2035e	2036e	
Sales	1,031.0	1,096.6	1,170.2	1,246.3	1,327.3	1,413.5	1,505.4	1,588.2	1,659.7	1,726.1	1,786.5	1,840.1	1,886.1	
Sales change	6.1 %	6.4 %	6.7 %	6.5 %	6.5 %	6.5 %	6.5 %	5.5 %	4.5 %	4.0 %	3.5 %	3.0 %	2.5 %	2.0 %
EBIT	85.3	92.2	100.9	107.2	114.1	121.6	123.4	130.2	136.1	141.5	134.0	138.0	141.5	
EBIT-margin	8.3 %	8.4 %	8.6 %	8.6 %	8.6 %	8.6 %	8.2 %	8.2 %	8.2 %	8.2 %	7.5 %	7.5 %	7.5 %	
Tax rate (EBT)	28.0 %	28.0 %	28.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	
NOPAT	61.4	66.3	72.7	75.0	79.9	85.1	86.4	91.2	95.3	99.1	93.8	96.6	99.0	
Depreciation	16.6	16.9	17.2	18.7	19.9	21.2	22.6	20.6	21.6	22.4	23.2	23.9	24.5	
in % of Sales	1.6 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	1.3 %	1.3 %	1.3 %	1.3 %	1.3 %	1.3 %	
Changes in provisions	0.4	0.5	0.0	-1.5	-0.2	-0.2	0.5	0.4	0.4	0.3	0.3	0.3	0.2	
Change in Liquidity from														
- Working Capital	15.9	20.0	17.0	18.0	8.0	14.3	14.3	25.7	22.2	20.6	18.7	16.6	14.3	
- Capex	25.0	26.0	27.0	26.2	25.2	24.0	22.6	20.6	21.6	22.4	23.2	23.9	24.5	
Capex in % of Sales	2.4 %	2.4 %	2.3 %	2.1 %	1.9 %	1.7 %	1.5 %	1.3 %	1.3 %	1.3 %	1.3 %	1.3 %	1.3 %	
- Other	8.0	8.0	15.0	0.0	5.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Free Cash Flow (WACC Model)	29.5	29.7	30.9	48.1	61.4	67.7	72.5	65.9	73.5	78.8	75.4	80.3	85.0	89
PV of FCF	28.0	26.0	24.9	35.7	42.1	42.8	42.3	35.4	36.4	36.0	31.8	31.2	30.5	499
share of PVs	8.37 %			38.67 %										52.96 %

Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	14.00 %	Financial Strength	1.00
Cost of debt (after tax)	2.8 %	Liquidity (share)	1.50
Market return	8.25 %	Cyclicality	1.00
Risk free rate	2.75 %	Transparency	1.00
		Others	1.50
WACC	8.43 %	Beta	1.20

Valuation (m)

Present values 2036e	443		
Terminal Value	499		
Financial liabilities	109		
Pension liabilities	8		
Hybrid capital	0		
Minority interest	14		
Market val. of investments	0		
Liquidity	99	No. of shares (m)	3.8
Equity Value	910	Value per share (EUR)	241.16

Sensitivity Value per Share (EUR)

Beta	WACC	Terminal Growth							Beta	WACC	Delta EBIT-margin						
		1.25 %	1.50 %	1.75 %	2.00 %	2.25 %	2.50 %	2.75 %			-1.5 pp	-1.0 pp	-0.5 pp	+0.0 pp	+0.5 pp	+1.0 pp	+1.5 pp
1.41	9.4 %	194.46	197.37	200.48	203.79	207.33	211.13	215.22	1.41	9.4 %	151.42	168.88	186.33	203.79	221.25	238.70	256.16
1.31	8.9 %	209.80	213.31	217.06	221.09	225.42	230.08	235.13	1.31	8.9 %	164.76	183.53	202.31	221.09	239.87	258.65	277.43
1.25	8.7 %	218.27	222.14	226.28	230.74	235.54	240.73	246.36	1.25	8.7 %	172.19	191.71	211.23	230.74	250.26	269.77	289.29
1.20	8.4 %	227.36	231.63	236.21	241.16	246.50	252.30	258.60	1.20	8.4 %	180.23	200.54	220.85	241.16	261.47	281.78	302.09
1.15	8.2 %	237.12	241.84	246.94	252.44	258.41	264.90	271.99	1.15	8.2 %	188.93	210.10	231.27	252.44	273.61	294.78	315.95
1.09	7.9 %	247.64	252.88	258.55	264.69	271.38	278.68	286.68	1.09	7.9 %	198.38	220.49	242.59	264.69	286.79	308.90	331.00
0.99	7.4 %	271.31	277.82	284.91	292.65	301.14	310.49	320.84	0.99	7.4 %	219.97	244.19	268.42	292.65	316.88	341.11	365.34

- Mid to long-term EBIT margin assumption in line with management target and average EBIT margin of 7.7% from 2017/23.
- Sales growth assumption in line with Einhell's long-standing target range of +5-10% p.a.
- Beta of 1.2 due to non-voting preference share with limited liquidity.

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	2021	2022	2023	2024e	2025e	2026e	
Net Income before minorities	41.8	60.2	60.8	51.6	58.2	63.5	69.8	
+ Depreciation + Amortisation	9.6	12.0	14.7	16.2	16.6	16.9	17.2	
- Net Interest Income	-2.6	-0.5	-5.1	-5.7	-4.4	-4.0	-4.0	
- Maintenance Capex	14.0	14.0	15.0	15.0	15.0	15.0	15.0	
+ Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
= Free Cash Flow Potential	40.1	58.7	65.6	58.4	64.2	69.4	76.0	
FCF Potential Yield (on market EV)	14.9 %	7.5 %	8.0 %	9.6 %	9.1 %	10.2 %	11.7 %	
WACC	8.43 %	8.43 %	8.43 %	8.43 %	8.43 %	8.43 %	8.43 %	
= Enterprise Value (EV)	269.6	781.7	818.2	607.2	703.4	680.7	650.2	
= Fair Enterprise Value	475.2	696.6	777.7	692.9	761.7	822.6	901.2	
- Net Debt (Cash)	27.9	27.9	27.9	27.9	27.6	4.4	-26.1	
- Pension Liabilities	8.1	8.1	8.1	8.1	8.5	9.0	9.0	
- 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	439.2	660.6	741.8	657.0	725.6	809.2	918.3	
Number of shares, average	3.8	3.8	3.8	3.8	3.8	3.8	3.8	
= Fair value per share (EUR)	116.37	175.03	196.53	174.06	192.23	214.38	243.30	
premium (-) / discount (+) in %					8.7 %	21.3 %	37.6 %	
Sensitivity Fair value per Share (EUR)								
	11.43 %	83.33	126.60	142.46	125.89	139.28	157.19	180.65
	10.43 %	92.23	139.65	157.03	138.87	153.55	172.60	197.53
	9.43 %	103.02	155.46	174.69	154.60	170.84	191.28	217.99
WACC	8.43 %	116.37	175.03	196.53	174.06	192.23	214.38	243.30
	7.43 %	133.30	199.86	224.25	198.76	219.38	243.70	275.42
	6.43 %	155.50	232.40	260.59	231.14	254.97	282.14	317.53
	5.43 %	185.88	276.93	310.31	275.44	303.66	334.72	375.14

▪ Decrease in net debt position expected in the coming years.

Valuation	2020	2021	2022	2023	2024e	2025e	2026e
Price / Book	1.1 x	1.7 x	1.7 x	1.7 x	1.7 x	1.6 x	1.4 x
Book value per share ex intangibles	59.11	84.23	83.98	77.64	88.44	100.28	113.56
EV / Sales	0.4 x	0.8 x	0.8 x	0.6 x	0.7 x	0.6 x	0.6 x
EV / EBITDA	4.0 x	8.3 x	7.6 x	6.2 x	6.9 x	6.2 x	5.5 x
EV / EBIT	4.7 x	9.5 x	8.8 x	7.5 x	8.2 x	7.4 x	6.4 x
EV / EBIT adj.*	4.7 x	9.5 x	8.8 x	7.5 x	8.2 x	7.4 x	6.4 x
P / FCF	25.6 x	n.a.	n.a.	3.1 x	17.9 x	19.1 x	15.5 x
P / E	6.3 x	10.0 x	10.2 x	11.3 x	11.7 x	10.7 x	9.7 x
P / E adj.*	6.3 x	10.0 x	10.2 x	11.3 x	11.7 x	10.7 x	9.7 x
Dividend Yield	3.2 %	1.7 %	1.8 %	1.9 %	1.8 %	1.9 %	2.0 %
FCF Potential Yield (on market EV)	14.9 %	7.5 %	8.0 %	9.6 %	9.1 %	10.2 %	11.7 %

*Adjustments made for: -

Consolidated profit & loss

In EUR m	2020	2021	2022	2023	2024e	2025e	2026e
Sales	724.7	927.4	1,032.5	971.5	1,031.0	1,096.6	1,170.2
Change Sales yoy	19.6 %	28.0 %	11.3 %	-5.9 %	6.1 %	6.4 %	6.7 %
Increase / decrease in inventory	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Own work capitalised	0.0	0.4	0.4	0.7	0.3	0.3	0.3
Total Sales	724.7	927.8	1,032.9	972.3	1,031.3	1,096.9	1,170.5
Material expenses	464.8	594.2	659.1	583.7	622.7	661.2	704.5
Gross profit	259.9	333.7	373.8	388.6	408.6	435.7	466.0
<i>Gross profit margin</i>	<i>35.9 %</i>	<i>36.0 %</i>	<i>36.2 %</i>	<i>40.0 %</i>	<i>39.6 %</i>	<i>39.7 %</i>	<i>39.8 %</i>
Personnel expenses	92.1	107.8	118.7	129.6	136.5	144.5	153.6
Other operating income	8.9	9.3	17.8	18.8	19.5	19.9	20.3
Other operating expenses	109.1	140.7	165.7	180.5	189.7	202.0	214.6
Unfrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	67.6	94.4	107.2	97.3	101.9	109.1	118.1
<i>Margin</i>	<i>9.3 %</i>	<i>10.2 %</i>	<i>10.4 %</i>	<i>10.0 %</i>	<i>9.9 %</i>	<i>9.9 %</i>	<i>10.1 %</i>
Depreciation of fixed assets	9.1	10.0	12.4	13.3	13.6	13.8	14.0
EBITA	58.5	84.4	94.9	84.0	88.3	95.3	104.1
Amortisation of intangible assets	0.5	2.0	2.4	2.9	3.0	3.1	3.2
Goodwill amortisation	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	58.0	82.4	92.5	81.1	85.3	92.2	100.9
<i>Margin</i>	<i>8.0 %</i>	<i>8.9 %</i>	<i>9.0 %</i>	<i>8.3 %</i>	<i>8.3 %</i>	<i>8.4 %</i>	<i>8.6 %</i>
EBIT adj.	58.0	82.4	92.5	81.1	85.3	92.2	100.9
Interest income	0.1	0.1	0.4	1.9	2.0	1.8	1.8
Interest expenses	0.9	1.6	5.2	6.4	6.0	5.6	5.6
Other financial income (loss)	-1.9	1.0	-0.3	-1.1	-0.4	-0.2	-0.2
EBT	55.3	81.8	87.4	75.4	80.9	88.2	96.9
<i>Margin</i>	<i>7.6 %</i>	<i>8.8 %</i>	<i>8.5 %</i>	<i>7.8 %</i>	<i>7.8 %</i>	<i>8.0 %</i>	<i>8.3 %</i>
Total taxes	14.6	21.7	26.6	23.8	22.6	24.7	27.1
Net income from continuing operations	40.8	60.2	60.8	51.6	58.2	63.5	69.8
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income before minorities	40.8	60.2	60.8	51.6	58.2	63.5	69.8
Minority interest	0.6	1.5	1.0	1.1	1.0	1.1	1.2
Net income	40.2	58.6	59.8	50.5	57.2	62.4	68.6
<i>Margin</i>	<i>5.5 %</i>	<i>6.3 %</i>	<i>5.8 %</i>	<i>5.2 %</i>	<i>5.6 %</i>	<i>5.7 %</i>	<i>5.9 %</i>
Number of shares, average	3.8	3.8	3.8	3.8	3.8	3.8	3.8
EPS	10.92	15.53	15.83	13.38	15.16	16.52	18.17
EPS adj.	10.92	15.53	15.83	13.38	15.16	16.52	18.17

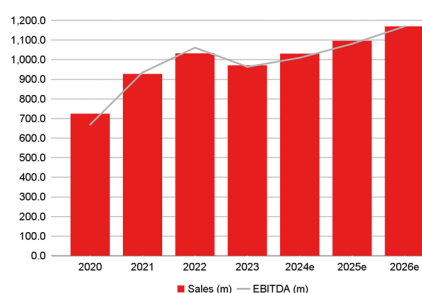
*Adjustments made for:

Guidance: 2024: sales increase of ca. 6%, EBT margin 7.5-8.0%

Financial Ratios

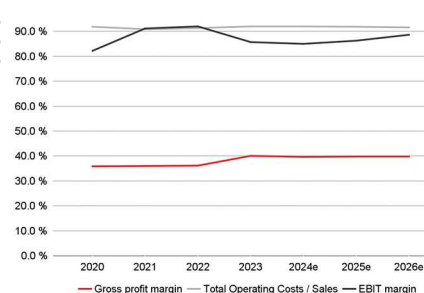
	2020	2021	2022	2023	2024e	2025e	2026e
Total Operating Costs / Sales	91.9 %	90.9 %	91.4 %	92.0 %	92.0 %	91.9 %	91.7 %
Operating Leverage	3.3 x	1.5 x	1.1 x	2.1 x	0.8 x	1.3 x	1.4 x
EBITDA / Interest expenses	74.8 x	57.8 x	20.7 x	15.1 x	17.0 x	19.5 x	21.1 x
Tax rate (EBT)	25.8 %	26.5 %	30.5 %	31.6 %	28.0 %	28.0 %	28.0 %
Dividend Payout Ratio	20.4 %	16.3 %	18.0 %	21.2 %	20.1 %	19.6 %	18.9 %
Sales per Employee	437,606	516,380	525,988	420,756	438,723	455,021	473,765

Sales, EBITDA in EUR m



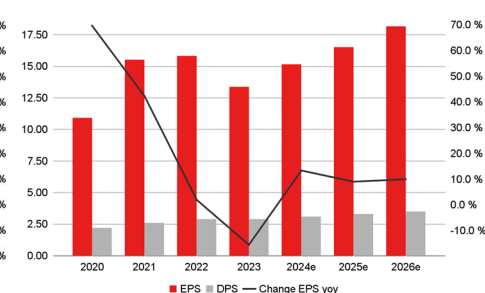
Source: Warburg Research

Operating Performance in %



Source: Warburg Research

Performance per Share



Source: Warburg Research

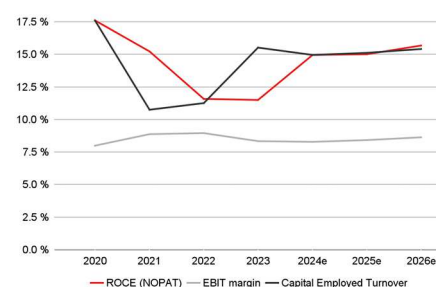
Consolidated balance sheet

In EUR m	2020	2021	2022	2023	2024e	2025e	2026e
Assets							
Goodwill and other intangible assets	19.8	19.6	38.6	47.9	48.4	49.4	50.4
thereof other intangible assets	7.0	7.7	20.3	26.4	27.0	28.0	29.0
thereof Goodwill	11.6	11.6	17.8	20.9	20.9	20.9	20.9
Property, plant and equipment	58.7	75.6	75.4	80.4	85.8	92.0	99.0
Financial assets	0.3	0.9	1.7	4.6	4.6	4.6	4.6
Other long-term assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Fixed assets	78.9	96.1	115.6	132.9	138.8	146.0	154.0
Inventories	194.8	450.0	473.5	363.6	375.0	392.0	411.0
Accounts receivable	119.2	135.9	143.7	149.8	155.0	162.0	173.0
Liquid assets	32.1	11.5	10.7	99.4	85.6	98.8	89.3
Other short-term assets	53.5	138.4	99.2	64.3	73.0	73.0	73.0
Current assets	399.6	735.8	727.1	677.1	688.6	725.8	746.3
Total Assets	478.4	831.9	842.7	810.1	827.5	871.8	900.4
Liabilities and shareholders' equity							
Subscribed capital	9.7	9.7	9.7	9.7	9.7	9.7	9.7
Capital reserve	26.7	26.7	26.7	26.7	26.7	26.7	26.7
Retained earnings	224.4	274.6	311.2	347.5	293.7	334.2	379.1
Other equity components	-17.8	26.6	8.0	-42.9	52.2	57.4	63.6
Shareholders' equity	242.9	337.6	355.5	340.9	382.2	427.9	479.0
Minority interest	2.4	3.4	11.3	14.0	12.0	12.0	12.0
Total equity	245.3	341.0	366.8	354.9	394.2	439.9	491.0
Provisions	35.7	38.0	28.8	27.7	31.0	31.5	31.5
thereof provisions for pensions and similar obligations	7.9	9.0	7.2	8.1	8.5	9.0	9.0
Financial liabilities (total)	35.7	200.9	209.2	127.3	113.2	103.2	63.2
Short-term financial liabilities	3.4	90.9	102.9	16.8	20.0	10.0	5.0
Accounts payable	96.8	137.5	116.3	154.3	155.0	159.0	172.0
Other liabilities	64.8	114.5	121.5	145.8	134.0	138.2	142.6
Liabilities	233.1	490.9	475.9	455.1	433.2	431.9	409.3
Total liabilities and shareholders' equity	478.4	831.9	842.7	810.1	827.5	871.8	900.4

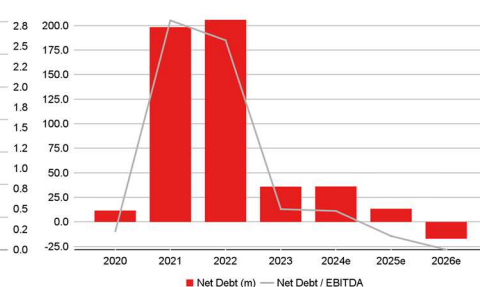
Financial Ratios

	2020	2021	2022	2023	2024e	2025e	2026e
Efficiency of Capital Employment							
Operating Assets Turnover	2.6 x	1.8 x	1.8 x	2.2 x	2.2 x	2.3 x	2.3 x
Capital Employed Turnover	2.8 x	1.7 x	1.8 x	2.5 x	2.4 x	2.4 x	2.5 x
ROA	50.9 %	61.0 %	51.7 %	38.0 %	41.2 %	42.7 %	44.5 %
Return on Capital							
ROCE (NOPAT)	17.6 %	15.2 %	11.6 %	11.5 %	15.0 %	15.0 %	15.7 %
ROE	17.6 %	20.2 %	17.2 %	14.5 %	15.8 %	15.4 %	15.1 %
Adj. ROE	17.6 %	20.2 %	17.2 %	14.5 %	15.8 %	15.4 %	15.1 %
Balance sheet quality							
Net Debt	11.6	198.4	205.8	35.9	36.1	13.4	-17.1
Net Financial Debt	3.6	189.4	198.6	27.9	27.6	4.4	-26.1
Net Gearing	4.7 %	58.2 %	56.1 %	10.1 %	9.2 %	3.1 %	-3.5 %
Net Fin. Debt / EBITDA	5.4 %	200.6 %	185.2 %	28.6 %	27.1 %	4.1 %	n.a.
Book Value / Share	64.4	89.4	94.2	90.3	101.3	113.4	126.9
Book value per share ex intangibles	59.1	84.2	84.0	77.6	88.4	100.3	113.6

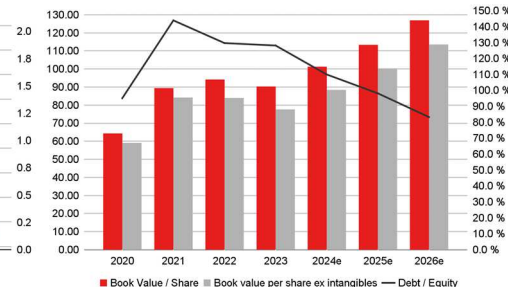
ROCE Development



Net debt in EUR m



Book Value per Share in EUR



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

Consolidated cash flow statement

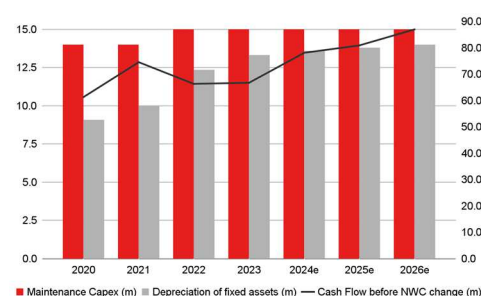
In EUR m	2020	2021	2022	2023	2024e	2025e	2026e
Net income	56.4	81.8	87.4	75.4	80.9	88.2	96.9
Depreciation of fixed assets	9.1	10.0	12.4	13.3	13.6	13.8	14.0
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.5	2.0	2.4	2.9	3.0	3.1	3.2
Increase/decrease in long-term provisions	9.9	2.3	-9.2	-1.1	3.3	0.5	0.0
Other non-cash income and expenses	-14.6	-21.7	-26.6	-23.8	-22.6	-24.7	-27.1
Cash Flow before NWC change	61.3	74.5	66.3	66.7	78.1	80.9	87.0
Increase / decrease in inventory	-21.4	-255.2	-23.5	109.9	-11.4	-17.0	-19.0
Increase / decrease in accounts receivable	-26.3	-16.7	-7.8	-6.1	-5.2	-7.0	-11.0
Increase / decrease in accounts payable	18.6	40.7	-21.2	38.0	0.7	4.0	13.0
Increase / decrease in other working capital positions	0.0	0.0	0.0	-4.0	-4.0	-4.0	-4.0
Increase / decrease in working capital (total)	-29.2	-231.2	-52.6	137.8	-19.9	-24.0	-21.0
Net cash provided by operating activities [1]	32.1	-156.7	13.7	204.5	58.2	56.9	66.0
Investments in intangible assets	-2.8	-1.6	-2.6	-2.7	-2.0	-2.0	-2.0
Investments in property, plant and equipment	-19.2	-27.2	-14.6	-18.0	-19.0	-20.0	-21.0
Payments for acquisitions	0.0	0.0	0.0	0.0	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	0.0	0.0	0.6	0.0	0.0	0.0	0.0
Net cash provided by investing activities [2]	-22.1	-28.8	-16.6	-20.7	-21.0	-22.0	-23.0
Change in financial liabilities	-2.2	165.2	8.3	-81.9	-14.1	-10.0	-40.0
Dividends paid	-5.3	-8.3	-9.8	-10.9	-10.9	-11.7	-12.5
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]	-7.5	156.9	-1.5	-92.9	-25.0	-21.7	-52.5
Change in liquid funds [1]+[2]+[3]	2.6	-28.6	-4.4	90.8	12.2	13.2	-9.5
Effects of exchange-rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cash and cash equivalent at end of period	28.3	3.5	7.1	101.5	111.6	98.8	89.3

Financial Ratios

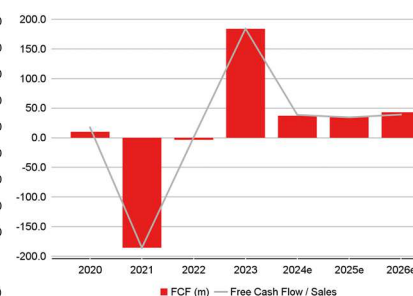
	2020	2021	2022	2023	2024e	2025e	2026e
Cash Flow							
FCF	10.1	-185.5	-3.5	183.7	37.2	34.9	43.0
Free Cash Flow / Sales	1.4 %	-20.0 %	-0.3 %	18.9 %	3.6 %	3.2 %	3.7 %
Free Cash Flow Potential	40.1	58.7	65.6	58.4	64.2	69.4	76.0
Free Cash Flow / Net Profit	25.1 %	-316.4 %	-5.8 %	363.9 %	65.0 %	55.9 %	62.7 %
Interest Received / Avg. Cash	0.5 %	0.5 %	3.2 %	3.4 %	2.2 %	2.0 %	1.9 %
Interest Paid / Avg. Debt	2.5 %	1.4 %	2.5 %	3.8 %	5.0 %	5.2 %	6.7 %
Management of Funds							
Investment ratio	3.0 %	3.1 %	1.7 %	2.1 %	2.0 %	2.0 %	2.0 %
Maint. Capex / Sales	1.9 %	1.5 %	1.5 %	1.5 %	1.5 %	1.4 %	1.3 %
Capex / Dep	229.4 %	239.2 %	117.0 %	128.0 %	126.5 %	130.2 %	133.7 %
Avg. Working Capital / Sales	28.0 %	35.9 %	46.0 %	44.3 %	35.6 %	35.1 %	34.5 %
Trade Debtors / Trade Creditors	123.1 %	98.8 %	123.6 %	97.1 %	100.0 %	101.9 %	100.6 %
Inventory Turnover	2.4 x	1.3 x	1.4 x	1.6 x	1.7 x	1.7 x	1.7 x
Receivables collection period (days)	60	53	51	56	55	54	54
Payables payment period (days)	76	84	64	96	91	88	89
Cash conversion cycle (Days)	137	245	249	187	184	183	178

CAPEX and Cash Flow

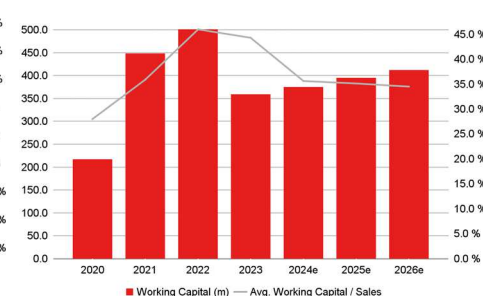
in EUR m



Free Cash Flow Generation



Working Capital



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

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Company	Disclosure	Link to the historical price targets and rating changes (last 12 months)
Einhell Pref.	3, 5	https://www.mmwarburg.com/disclaimer/disclaimer_en/DE0005654933.htm

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Investment recommendation: expected direction of the share price development of the financial instrument up to the given price target in the opinion of the analyst who covers this financial instrument.

-B-	Buy:	The price of the analysed financial instrument is expected to rise over the next 12 months.
-H-	Hold:	The price of the analysed financial instrument is expected to remain mostly flat over the next 12 months.
-S-	Sell:	The price of the analysed financial instrument is expected to fall over the next 12 months.
“-“	Rating suspended:	The available information currently does not permit an evaluation of the company.

WARBURG RESEARCH GMBH – ANALYSED RESEARCH UNIVERSE BY RATING

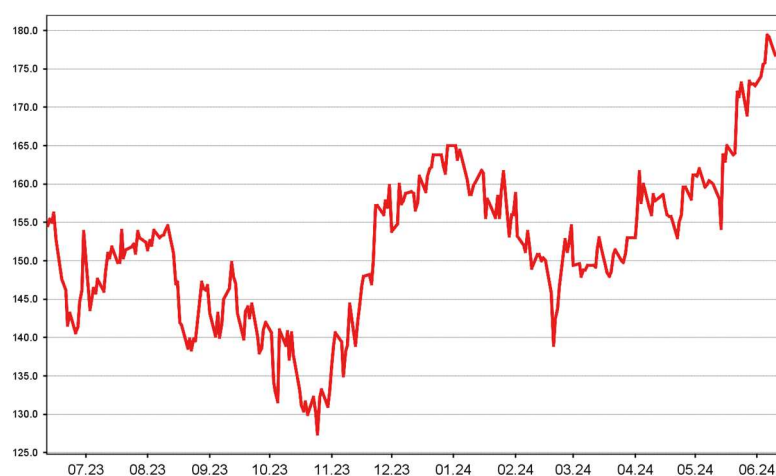
Rating	Number of stocks	% of Universe
Buy	142	70
Hold	46	23
Sell	9	4
Rating suspended	7	3
Total	204	100

WARBURG RESEARCH GMBH – ANALYSED RESEARCH UNIVERSE BY RATING ...

... taking into account only those companies which were provided with major investment services in the last twelve months.

Rating	Number of stocks	% of Universe
Buy	46	79
Hold	9	16
Sell	0	0
Rating suspended	3	5
Total	58	100

PRICE AND RATING HISTORY EINHELL PREF. AS OF 11.06.2024



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.

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