Consumer Goods - Germany

Buy (old: Buy)

EUR 240.00 (old: EUR 240.00)

Mixed Q4 but all eyes on FY 23

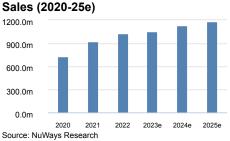
Einhell released final Q4 results, showing a slowdown versus previous quarters. Group sales decreased by 6% yoy to € 227m. In DACH, Einhell has started to experience a deteriorating consumer sentiment, explaining why regional sales declined by -5.8% yoy. The weakness started to also leave its mark in Western Europe (-4% yoy vs +4% yoy in Q3) and Eastern Europe (-1% yoy vs +5% yoy in Q3). Meanwhile, overseas markets continued to grow 12% yoy in Q4 as Australia and Canada have been largely unaffected by macro headwinds. The resulting mix effect also explains why PXC sales slightly decreased qoq to 40% of sales (+1pp yoy). Q4 EBT fell by 21% yoy to € 18.3m. While the gross margin improved by 2.7pp yoy to 40.4% supported by price increases and easing supply-chain constraints, general cost inflation and negative operating leverage explained the EBT margin decline of 1.5pp yoy to 8.1%. Still, Einhell was able to exceed pre-CoV margin levels with a decent inventory management (5% yoy to € 473m in FY22), which should indicate fewer promotional activity going forward.

The upbeat FY23 guidance was reiterated. Sales are expected to grow by 3% yoy, implying sales of around € 1,060m (eNuW: € 1,061m, eCons: € 1,055m). While DACH should remain broadly stable yoy (40% of sales) due to ongoing pressure on consumer spending, in our view, overseas markets (25% of sales) are expected to benefit from the introduction of the Power X-Change platform, i.e. Canada. On group level, Einhell aims to increase the Power X-Change share to 51% of sales by the end of FY23e supported by the growing number of devices (250 in FY22 vs 450 in FY27e). Additionally, supply-chain constraints seem to be easing, which should improve product availability. The EBT margin is expected to come in at 8.0-8.5% (eNuW: 8.3%, eCons: 7.7%), implying an EBT of € 85-90m (eNuW: € 88m, eCons: € 79m). The key reason should be improving supply-chains as well as easing freight costs and raw materials prices. Moreover, Einhell's production is mostly located in China, which should benefit from the reopening in FY 2023. Additionally, the sustained trend towards high-margin Power X-Change products should lead to a positive mix effect.

In sum, while short-term macro challenges look set to weigh on the operating performance in FY23e, the mid-term case remains intact as Einhell should be a key beneficiary of the structural transition towards cordless power tools. Valuation looks undemanding with shares trading at 10x PER '23e. BUY, PT € 240.00, based on DCF.

Y/E 31.12 (EUR m)	2020	2021	2022	2023e	2024e	2025e
Sales	724.7	927.4	1,032.5	1,060.9	1,135.2	1,186.2
Sales growth	19.6%	28.0%	11.3%	2.7%	7.0%	4.5%
EBITDA	68.6	94.4	107.2	106.1	117.6	126.5
Net debt (if net cash=0)	7.3	211.1	224.3	150.9	94.7	18.8
FCF	18.9	-168.9	32.2	80.8	71.1	88.6
Net Debt/EBITDA	0.1	2.2	2.1	1.4	0.8	0.1
EPS pro forma	10.92	15.53	15.83	16.95	18.94	20.48
EBITDA margin	9.5%	10.2%	10.4%	10.0%	10.4%	10.7%
ROCE	21.8%	18.3%	14.9%	13.5%	14.0%	14.2%
EV/sales	0.6	0.9	0.8	0.7	0.6	0.6
EV/EBITDA	6.4	8.9	8.0	7.4	6.3	5.2
PER	6.6	9.9	10.1	9.4	8.5	7.8
Adjusted FCF yield	8.4%	6.6%	8.4%	8.7%	10.8%	13.2%

Source: Company data, NuWays, Close price as of 02.05.2023



EBIT margin (2020-25e) 9.3% 9.0% 8.7% 8.4% 8 1% 2020 2021 2022 2023e 2024e 2025e Source: NuWays Research



Share Performance

03.05.2023



High/low 52 weeks (€)	186.60 / 116.60
3m rel. performance	-3.5%
6m rel. performance	-6.1%
12m rel. performance	-17.0%

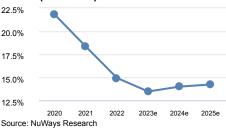
Market data					
Share price (in €)	160.20				
Market cap (in € m)	604.7				
Number of shares (in m pcs)	3.8				
Enterprice value (in € m)	790.1				
Ø trading volume (6 months)	2,600				

	Identifier
Bloomberg	EIN3 GR
Reuters	EING_p
WKN	565493
ISIN	DE0005654933

Key shareholders				
Free float (Preference shares)	100.0%			
Thannhuber AG (Ordinary shares)	93.0%			
Others (Ordinary shares)	7.0%			

	Estimates	changes	;
	<u>2023e</u>	<u>2024e</u>	<u>2025e</u>
Sales	0%	0%	0%
EBIT	0%	0%	0%
EPS	0%	0%	0%





Company description

Einhell is a supplier of power tools and equipment for DIY and semi-professional use. The Bavarian company is active internationally and recently expanded its product portfolio to include the innovative Power X-Change cordless tools, securing market leadership in this segment.

- Sales: roughly 3% yoy growth
- EBT margin: 8-8.5%

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Financials

	2020	2021	2022	2023e	2024e	2025e
Net sales	724.7	927.4	1,032.5	1,060.9	1,135.2	1,186.2
Sales growth	19.6%	28.0%	11.3%	2.7%	7.0%	4.5%
Increase/decrease in finished goods and work-in-process	1.0	0.4	0.4	0.4	0.4	0.5
Total sales	725.7	927.8	1,032.9	1,061.3	1,135.6	1,186.7
Other operating income	8.9	9.3	17.8	17.4	15.9	16.6
Material expenses	464.8	594.2	659.1	674.7	719.7	749.7
Personnel expenses	92.1	107.8	118.7	127.0	133.7	139.7
Other operating expenses	109.1	140.7	165.7	170.8	180.5	187.4
Total operating expenses	657.1	833.4	925.7	955.2	1,018.0	1,060.2
EBITDA	68.6	94.4	107.2	106.1	117.6	126.5
Depreciation	9.6	12.0	14.7	15.1	16.2	16.9
EBITA	59.0	82.4	92.5	91.0	101.4	109.5
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	59.0	82.4	92.5	91.0	101.4	109.5
Interest income	0.0	0.0	0.0	0.0	0.0	0.0
Interest expenses	2.6	0.5	5.1	3.9	4.2	4.4
Investment income	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	-2.6	-0.5	-5.1	-3.9	-4.2	-4.4
Recurring pretax income from continuing operations	56.4	81.8	87.4	87.1	97.2	105.2
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	56.4	81.8	87.4	87.1	97.2	105.2
Income tax expense	14.6	21.7	26.6	23.1	25.8	27.9
Net income from continuing operations	41.8	60.2	60.8	64.0	71.5	77.3
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
Net income	41.8	60.2	60.8	64.0	71.5	77.3
Minority interest	0.6	1.5	1.0	0.0	0.0	0.0
Net profit (reported)	41.2	58.6	59.8	64.0	71.5	77.3
Average number of shares	3.8	3.8	3.8	3.8	3.8	3.8
EPS reported	10.92	15.53	15.83	16.95	18.94	20.48

Profit and loss (common size)	2020	2021	2022	2023e	2024e	2025e
Net sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Sales growth	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Increase/decrease in finished goods and work-in-process	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%
Total sales	100.1%	100.0%	100.0%	100.0%	100.0%	100.0%
Other operating income	1.2%	1.0%	1.7%	1.6%	1.4%	1.4%
Material expenses	64.1%	64.1%	63.8%	63.6%	63.4%	63.2%
Personnel expenses	12.7%	11.6%	11.5%	12.0%	11.8%	11.8%
Other operating expenses	15.1%	15.2%	16.0%	16.1%	15.9%	15.8%
Total operating expenses	90.7%	89.9%	89.7%	90.0%	89.7%	89.4%
EBITDA	9.5%	10.2%	10.4%	10.0%	10.4%	10.7%
Depreciation	1.3%	1.3%	1.4%	1.4%	1.4%	1.4%
EBITA	8.1%	8.9%	9.0%	8.6%	8.9%	9.2%
Amortisation of goodwill	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Amortisation of intangible assets	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Impairment charges	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EBIT (inc revaluation net)	8.1%	8.9%	9.0%	8.6%	8.9%	9.2%
Interest income	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Interest expenses	0.4%	0.1%	0.5%	0.4%	0.4%	0.4%
Investment income	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Financial result	neg.	neg.	neg.	neg.	neg.	neg.
Recurring pretax income from continuing operations	7.8%	8.8%	8.5%	8.2%	8.6%	8.9%
Extraordinary income/loss	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Earnings before taxes	7.8%	8.8%	8.5%	8.2%	8.6%	8.9%
Income tax expense	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Net income from continuing operations	5.8%	6.5%	5.9%	6.0%	6.3%	6.5%
Income from discontinued operations (net of tax)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net income	5.8%	6.5%	5.9%	6.0%	6.3%	6.5%
Minority interest	0.1%	0.2%	0.1%	0.0%	0.0%	0.0%
Net profit (reported)	5.7%	6.3%	5.8%	6.0%	6.3%	6.5%
Source: Company data, NuWays						

Source: Company data, NuWays

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Ralance sheet (FUR m)	2020	2021	2022	2023e	2024e	2025
Balance sheet (EUR m) Intangible assets	19.8	19.6	38.6	39.6	42.4	44.3
Property, plant and equipment	46.2	57.2	57.6	59.2	63.3	66.2
Financial assets	0.9	15.5	7.2	7.4	7.9	8.3
FIXED ASSETS	66.9	92.3	103.4	106.2	113.6	118.7
Inventories	194.8	450.0	473.5	461.3	473.0	474.5
Accounts receivable	119.2	135.9	143.7	148.2	158.6	165.7
Other assets and short-term financial assets	52.5	124.8	93.9	142.8	142.8	142.8
Liquid assets	32.1	11.5	10.7	60.5	80.4	156.3
Deferred taxes	13.0	17.4	17.6	18.1	18.1	18.
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.
CURRENT ASSETS	411.5	739.6	739.3	830.8	872.8	957.
TOTAL ASSETS	478.4	831.9	842.7	937.0	986.4	1,076.
	-10.4	001.0	042.7	557.0	500.4	1,070.
SHAREHOLDERS EQUITY	243.0	340.9	355.5	459.8	511.0	582.
MINORITY INTEREST	2.4	3.4	11.3	11.3	11.3	11.
Provisions for pensions and similar obligations	9.1	37.7	33.5	34.5	36.9	38.
Other provisions and accrued liabilities	0.0	0.0	0.0	0.0	0.0	0.
short-term liabilities to banks	3.4	90.9	102.9	92.6	74.1	74.
Accounts payable	96.8	137.5	116.3	125.3	140.3	153.
Accounts receivable	119.2	135.9	143.7	148.2	158.6	165.
Other liabilities (incl. from lease and rental contracts)	83.8	69.3	75.8	79.0	96.3	100
Deferred taxes	3.9	20.5	15.3	15.7	15.7	15
Deferred income	0.0	0.0	0.0	0.0	0.0	0.
Current liabilities	180.6	206.8	192.1	204.3	236.6	253.
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	478.4	831.9	842.7	937.0	986.5	1,076.
Balance sheet (common size)	2020	2021	2022	2023e	2024e	2025
Intangible assets	4.1%	2.4%	4.6%	4.2%	4.3%	4.19
Property, plant and equipment	9.6%	6.9%	6.8%	6.3%	6.4%	6.1
Financial assets	0.2%	1.9%	0.9%	0.8%	0.8%	0.8
FIXED ASSETS	14.0%	11.1%	12.3%	11.3%	11.5%	11.09
Inventories	40.7%	54.1%	56.2%	49.2%	47.9%	44.19
Accounts receivable	24.9%	16.3%	17.1%	15.8%	16.1%	15.49
Other assets and short-term financial assets	11.0%	15.0%	11.1%	15.2%	14.5%	13.3
Liquid assets	6.7%	1.4%	1.3%	6.5%	8.2%	14.5
Deferred taxes	2.7%	2.1%	2.1%	1.9%	1.8%	1.79
Deferred charges and prepaid expenses	0.0%	0.0%	0.0%	0.0%	0.0%	0.0
CURRENT ASSETS	86.0%	88.9%	87.7%	88.7%	88.5%	89.09
TOTAL ASSETS	100.0%	100.0%	100.0%	100.0%	100.0%	100.09
SHAREHOLDERS EQUITY	50.8%	41.0%	42.2%	49.1%	51.8%	54.19
MINORITY INTEREST	0.5%	0.4%	1.3%	1.2%	1.1%	1.19
Provisions for pensions and similar obligations	1.9%	4.5%	4.0%	3.7%	3.7%	3.6
Other provisions and accrued liabilities	0.0%	0.0%	0.0%	0.0%	0.0%	0.0
short-term liabilities to banks	0.7%	10.9%	12.2%	9.9%	7.5%	6.9 ^o
Accounts payable	20.2%	16.5%	13.8%	13.4%	14.2%	14.29
Accounts receivable	20.2 %	16.3%	17.1%	15.8%	14.2 %	15.49
Other liabilities (incl. from lease and rental contracts)	17.5%	8.3%	9.0%	8.4%	9.8%	9.3
Deferred taxes	0.8%	2.5%	9.0 <i>%</i> 1.8%	0.4 <i>%</i> 1.7%	9.8% 1.6%	9.5 1.5
Deferred income	0.8%	2.5% 0.0%	0.0%	0.0%	0.0%	1.5 [°]
Current liabilities	37.8%	24.9%	22.8%	21.8%	24.0%	23.6 °
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	37.8% 100.0%	24.9% 100.0%				
	100.0%	100.0%	100.0%	100.0%	100.0%	100.09

Source: Company data, NuWays

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Cash flow statement (EUR m)	2020	2021	2022	2023e	2024e	2025e
Net profit/loss	41.8	60.2	60.8	64.0	71.5	77.3
Depreciation of fixed assets (incl. leases)	9.6	12.0	14.7	15.1	16.2	16.9
Amortisation of goodwill & intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Others	-17.5	-28.1	-16.3	0.0	0.0	0.0
Cash flow from operating activities	18.9	-168.9	32.2	80.8	72.7	90.2
Increase/decrease in inventory	-21.4	-255.2	-23.5	12.2	-11.7	-1.5
Increase/decrease in accounts receivable	-26.3	-16.7	-7.8	-4.5	-10.4	-7.1
Increase/decrease in accounts payable	18.6	40.7	-21.2	9.0	15.0	12.8
Increase/decrease in other working capital positions	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in working capital	-29.2	-231.2	-52.6	16.7	-7.1	4.2
Cash flow from operating activities	36.3	-151.4	40.8	96.7	87.0	104.1
CAPEX	17.4	17.5	8.6	15.9	15.9	15.4
Payments for acquisitions	0.3	0.0	19.0	0.0	0.0	0.0
Financial investments	0.0	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.0	0.1	0.7	0.0	0.0	0.0
Cash flow from investing activities	-17.7	-17.4	-26.9	-15.9	-15.9	-15.4
Cash flow before financing	13.1	-177.4	3.3	70.0	59.7	75.9
Increase/decrease in debt position	12.4	183.2	12.4	-23.5	-36.4	0.0
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	5.5	8.6	10.5	10.8	11.4	12.7
Others	-17.5	-28.1	-16.3	0.0	0.0	0.0
Effects of exchange rate changes on cash	-1.6	1.7	-0.3	0.0	0.0	0.0
Cash flow from financing activities	-10.6	146.5	-14.5	-34.3	-47.8	-12.7
Increase/decrease in liquid assets	6.4	-20.6	-0.9	46.5	23.3	75.9
Liquid assets at end of period	32.1	11.5	10.7	57.2	80.5	156.4
Key ratios (EUR m)	2020	2021	2022	2023e	2024e	2025e
P&L growth analysis	2020	2021	LULL	20236	20240	20236
Sales growth	19.6%	28.0%	11.3%	2.7%	7.0%	4.5%
EBITDA growth	57.9%	37.6%	13.6%	-1.0%	10.9%	7.5%
EBIT growth	68.4%	39.6%	12.3%	-1.7%	11.5%	8.0%
EPS growth	69.4%	42.3%	1.9%	7.1%	11.7%	8.2%
Efficiency	00.170	12.070	1.070	1.170	11.170	0.27
Sales per employee	n.a.	n.a.	n.a.	n.a.	n.a.	n.a
EBITDA per employee	n.a.	n.a.	n.a.	n.a.	n.a.	n.a
No. employees (average)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a
Balance sheet analysis	11.01.	11.0.		ind.	ind.	ma
Avg. working capital / sales	28.0%	35.9%	46.0%	46.4%	43.0%	41.2%
Inventory turnover (sales/inventory)	3.7	2.1	2.2	2.3	2.4	2.5
Accounts receivable turnover	60.0	53.5	50.8	51.0	51.0	51.0
Accounts payable turnover	48.8	54.1	41.1	43.1	45.1	47.1
Cash flow analysis						
Free cash flow	18.9	-168.9	32.2	80.8	71.1	88.6
Free cash flow/sales	2.6%	-18.2%	3.1%	7.6%	6.3%	7.5%
FCF / net profit	45.2%	neg.	52.9%	126.3%	99.5%	114.7%
Capex / sales	n.a.	n.a.	n.a.	n.a.	n.a.	n.a
Solvency	11.0.	11.0.	ind.	ind.	ind.	ma
Net debt	7.3	211.1	224.3	150.9	94.7	18.8
Net Debt/EBITDA	0.1	2.2	2.1	1.4	0.8	0.1
Dividend payout ratio	13.4%	14.6%	17.6%	16.9%	15.9%	16.5%
Interest paid / avg. debt	8.0%	0.4%	2.2%	1.8%	2.2%	2.5%
Returns	0.070	0.470	2.270	1.070	2.270	2.57
ROCE	21.8%	19 30/	14.9%	13.5%	14.0%	14.2%
ROE	21.8% 17.0%	18.3% 17.2%	14.9% 16.8%	13.5%	14.0%	14.2%
Adjusted FCF yield	8.4%	6.6%	8.4%	8.7%	10.8%	13.2%
Dividend yield	3.0%	1.7%	1.8%	1.9%	2.1%	2.3%
DPS	2.1	2.5	2.8	3.0	3.3	3.6
EPS reported	10.92	15.53	15.83	16.95	18.94	20.48
Average number of shares	3.8	3.8	3.8	3.8	3.8	3.8
Valuation ratios	A 4	4 7	4 7	4.0	4.0	
P/BV	1.1	1.7	1.7	1.3	1.2	1.0
1.1//20100	0.6	0.9	0.8	0.7	0.6	0.6
	-				<u> </u>	
EV/sales EV/EBITDA	6.4	8.9	8.0	7.4	6.3	5.2
	6.4 7.4	8.9 10.2	8.0 9.3	7.4 8.7	6.3 7.3	5.2 6.0

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Disclosures

Disclosures regarding research publications of NuWays AG pursuant to section 85 of the German Securities Trading Act (WpHG)

Indication of conflict of interest

It is essential that any research recommendation is fairly presented and discloses interests of 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 analysed company. A conflict of interest is presumed to exist in particular if NuWays AG

- (1) or any other person belonging to the same group with it was part of a consortium within the past twelve months that issued the financial instruments of the analysed company by way of a public offer.
- (2) or any other person belonging to the same group with it has entered into an agreement on the production of the research report with the analysed company.
- (3) or any other person belonging to the same group with it has been party to an agreement on the provision of investment banking services with the analysed company or have received services or a promise of services under the term of such an agreement within the past twelve month.
- (4) The analysed company holds 5% or more of the share capital of NuWays AG.
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Company Disc	osures
Einhell Germany AG 2	

Historical target price and	d rating changes for Einhel	Germany AG			
Company	Date	Analyst	Rating	Target Price	Close
Einhell Germany AG	02.12.2022	Sandherr, Christian	Buy	EUR 230.00	EUR 136.40

Preview / Review - 03.05.2023

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