

<b>Buy</b> <b>EUR 195.00</b> (EUR 167.00)	<b>Value Indicators:</b> EUR	<b>Warburg ESG Risk Score:</b> <b>2.3</b>	<b>Description:</b>
	DCF: 195.48 FCF-Value Potential 22e: 166.51	ESG Score (MSCI based): 2.0 Balance Sheet Score: 4.0 Market Liquidity Score: 1.0	Supplier of power tools and garden equipment for private household use.
Price: EUR 156.50 Upside: <b>24.6 %</b>	<b>Market Snapshot:</b> EUR m	<b>Shareholders:</b>	<b>Key Figures (WRe):</b> 2021e
	Market cap: 590.7 No. of shares (m): 3.8 EV: 613.4 Freefloat MC: 590.7 Ø Trad. Vol. (30d): 346.71 th	Freefloat: 100.0 % Thannhuber AG (Ordinary sh.): 91.0 % Others (Ordinary shares): 9.0 %	Beta: 1.2 Price / Book: 2.1 x Equity Ratio: 56 % Net Fin. Debt / EBITDA: 0.2 x Net Debt / EBITDA: 0.3 x

## Ongoing dynamic performance and promising profit outlook for 2021

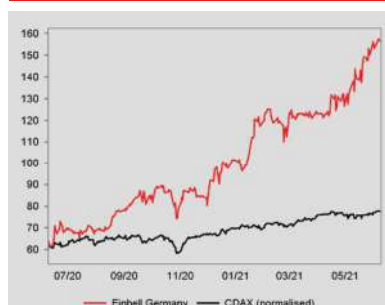
Einhell has released an update on the current business performance and increased the financial outlook for FY 2021:

- For the first five months of the year, the group reported a sales increase of 40% from EUR 273m to EUR 383m. After the very strong performance in Q1 (sales +48%) the dynamic sales momentum continued in April/May (sales +30%).
- The management now expects FY 2021 sales of around EUR 800m (previously EUR 739-746m) and an EBT margin of ca. 8.0% (previously ca. 7.0%). Moreover, the group referred to a full order book and expressed management's confidence in the further development despite challenges from freight capacities or increased raw material prices.
- Additionally, the group announced a mid-term sales target of EUR 1bn for 2025 after its regular strategic review.

Overall, the 5M sales performance underpins the ongoing remarkable growth course, driven by the strong position of the Power-X-Change series in the category of battery-driven tools for house and garden. Intensified marketing initiatives and additional retail listings are paying off as Einhell is gaining further market share, especially in its core markets. The upgrade of the FY sales guidance was not fully unexpected. However, the strong increase in the EBT margin target is clearly positive in light of headwinds from the supply chain. Based on the higher EBT margin target we increase our 2021 EPS forecast by almost 20%. Moreover, the specified mid-term sales scenario underpins the organic growth potential and further international expansion opportunities. With its strong focus on product development and its position in the field of battery-driven power tools and garden tools, Einhell has provided a promising basis for further growth in the coming years.

We confirm our Buy recommendation. We increase the PT to EUR 195 (from EUR 167) based on our new estimates and an increase of 40bps in the mid- to long-term EBIT-margin assumption given the recent profitability improvement. With EV/EBIT below 10 and EV/sales below 1.0, the key valuation multiples are still rather low.

Changes in Estimates:						Comment on Changes:	
FY End: 31.12. in EUR m	2021e (old)	+ / -	2022e (old)	+ / -	2023e (old)	+ / -	
Sales	768.0	4.6 %	822.0	3.0 %	877.0	2.4 %	<ul style="list-style-type: none"> <li>We have increased our sales and earnings projection for the current year following the ongoing strong business performance.</li> <li>Higher starting base in H2 (H2 2020 sales +35%).</li> <li>In light of the 2025 sales target of EUR 1bn, we also calculate with higher sales levels in 2022/23.</li> <li>Our 8% EBT margin for 2021 is in line with the new guidance. For the following years, we expect EBT margins between 7.5% and 8.0%.</li> <li>FCF and net debt development in 2021 reflect the planned inventory build-up.</li> </ul>
EBT	53.5	19.4 %	57.4	14.0 %	61.7	13.0 %	
Net income	38.2	19.5 %	41.0	14.1 %	44.2	12.9 %	
EPS	10.13	19.4 %	10.87	14.1 %	11.70	12.9 %	

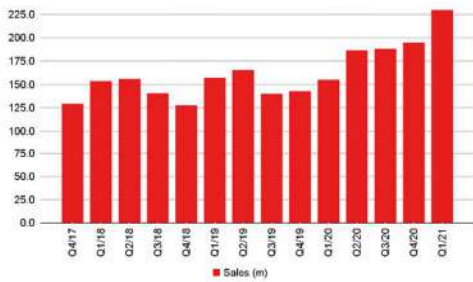


Rel. Performance vs CDAX:	
1 month:	14.7 %
6 months:	45.6 %
Year to date:	42.8 %
Trailing 12 months:	127.3 %

**Company events:**  
18.06.21 AGM

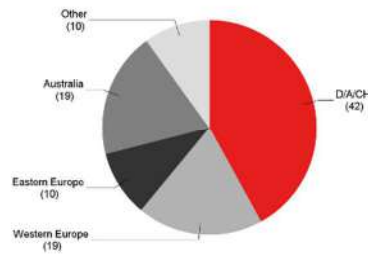
FY End: 31.12. in EUR m	CAGR (20-23e)	2017	2018	2019	2020	2021e	2022e	2023e
Sales	7.4 %	553.4	577.9	605.7	724.7	803.0	847.0	898.0
Change Sales yoy		13.6 %	4.4 %	4.8 %	19.6 %	10.8 %	5.5 %	6.0 %
Gross profit margin		34.6 %	34.2 %	34.1 %	35.9 %	35.2 %	35.2 %	35.2 %
EBITDA	6.9 %	43.8	43.7	43.5	67.6	76.1	78.0	82.6
Margin		7.9 %	7.6 %	7.2 %	9.3 %	9.5 %	9.2 %	9.2 %
EBIT	7.6 %	38.5	38.9	35.0	58.0	66.3	67.9	72.3
Margin		7.0 %	6.7 %	5.8 %	8.0 %	8.3 %	8.0 %	8.1 %
EBT	8.1 %	35.7	36.2	32.5	55.3	63.9	65.4	69.8
Margin		6.5 %	6.3 %	5.4 %	7.6 %	8.0 %	7.7 %	7.8 %
Net income	7.5 %	21.2	26.0	24.3	40.2	45.7	46.8	49.9
EPS	6.6 %	5.63	6.90	6.44	10.92	12.10	12.40	13.21
DPS	5.7 %	1.20	1.40	1.40	2.20	2.40	2.50	2.60
Dividend Yield		1.9 %	1.6 %	2.2 %	3.2 %	1.5 %	1.6 %	1.7 %
FCFPS		-5.65	-3.64	8.62	2.67	-0.74	9.25	9.63
FCF / Market cap		-9.1 %	-4.1 %	13.6 %	3.9 %	-0.5 %	5.9 %	6.2 %
EV / Sales		0.4 x	0.6 x	0.4 x	0.4 x	0.8 x	0.7 x	0.6 x
EV / EBITDA		5.6 x	8.5 x	5.9 x	4.0 x	8.1 x	7.5 x	6.8 x
EV / EBIT		6.4 x	9.5 x	7.3 x	4.7 x	9.3 x	8.7 x	7.8 x
P / E		11.1 x	12.8 x	9.8 x	6.3 x	12.9 x	12.6 x	11.8 x
FCF Potential Yield		9.3 %	6.9 %	10.0 %	14.9 %	7.2 %	7.8 %	8.7 %
Net Debt		11.1	35.9	16.4	11.6	22.7	-2.6	-29.0
ROCE (NOPAT)		13.7 %	13.2 %	11.4 %	17.6 %	17.0 %	15.7 %	16.0 %
Guidance:		2021: sales around EUR 800m, EBT margin ca. 8.0%						

**Sales development**  
in EUR m



Source: Warburg Research

**Sales by regions**  
2020; in %



Source: Warburg Research

**Gross margin development**  
in %



Source: Warburg Research

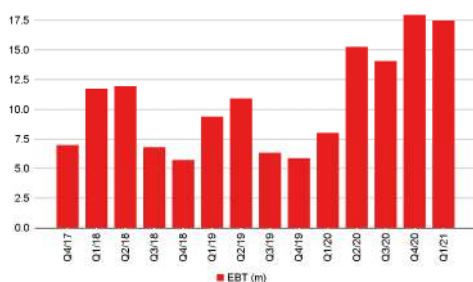
**Company Background**

- 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 (58% of sales in 2019), e-commerce (16%) and specialised trade (14%). The share of business with discounters is less than 10%.
- 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**

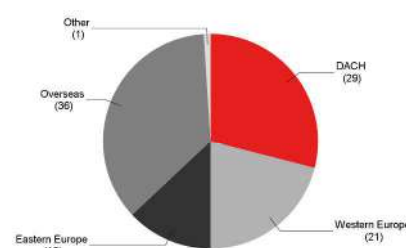
- Einhell has a high brand awareness in key markets, which will be further strengthened by marketing initiatives and presentation at the point-of-sale (including e-commerce) in the course of a long-term brand strategy.
- With its focus on innovative product development, the group can benefit from dynamic 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 200 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



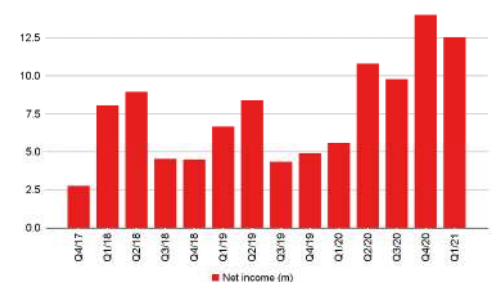
Source: Warburg Research

**EBT by regions**  
2020; 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
	2021e	2022e	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	
Sales	803.0	847.0	898.0	951.9	1,009.0	1,064.5	1,123.0	1,179.2	1,238.1	1,293.9	1,339.1	1,379.3	1,413.8	
Sales change	10.8 %	5.5 %	6.0 %	6.0 %	6.0 %	5.5 %	5.5 %	5.0 %	5.0 %	4.5 %	3.5 %	3.0 %	2.5 %	2.0 %
EBIT	66.3	67.9	72.3	71.4	73.2	77.2	78.6	82.5	80.5	84.1	83.0	85.5	87.7	
EBIT-margin	8.3 %	8.0 %	8.1 %	7.5 %	7.3 %	7.3 %	7.0 %	7.0 %	6.5 %	6.5 %	6.2 %	6.2 %	6.2 %	
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	47.7	48.9	52.1	50.0	51.2	54.0	55.0	57.8	56.3	58.9	58.1	59.9	61.4	
Depreciation	9.8	10.1	10.3	12.4	13.1	13.8	14.6	15.3	16.1	16.8	17.4	17.9	18.4	
in % of Sales	1.2 %	1.2 %	1.1 %	1.3 %	1.3 %	1.3 %	1.3 %	1.3 %	1.3 %	1.3 %	1.3 %	1.3 %	1.3 %	
Changes in provisions	0.1	0.5	0.5	0.0	0.0	0.0	-0.1	-0.1	-0.2	-0.3	-0.4	-0.4	-0.5	
Change in Liquidity from														
- Working Capital	40.8	5.0	7.0	6.0	14.5	13.9	14.5	13.6	14.2	15.6	12.7	11.2	9.7	
- Capex	14.0	14.0	14.0	15.2	15.1	14.9	14.6	15.3	16.1	16.8	17.4	17.9	18.4	
Capex in % of Sales	1.7 %	1.7 %	1.6 %	1.6 %	1.5 %	1.4 %	1.3 %	1.3 %	1.3 %	1.3 %	1.3 %	1.3 %	1.3 %	
Other	4.0	4.0	4.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Free Cash Flow (WACC Model)	-1.3	36.5	37.9	41.1	34.7	39.1	40.5	44.1	42.0	43.0	45.1	48.2	51.2	54
PV of FCF	-1.2	33.2	32.1	32.5	25.6	26.8	25.9	26.3	23.3	22.3	21.7	21.7	21.5	427
share of PVs	8.68 %			33.49 %										57.83 %

## Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	15.00 %	Financial Strength	1.00
Cost of debt (after tax)	2.8 %	Liquidity (share)	1.50
Market return	7.00 %	Cyclicality	1.00
Risk free rate	1.50 %	Transparency	1.00
		Others	1.50
<b>WACC</b>	<b>7.30 %</b>	<b>Beta</b>	<b>1.20</b>

## Valuation (m)

Present values 2033e	312		
Terminal Value	427		
Financial liabilities	23		
Pension liabilities	8		
Hybrid capital	0		
Minority interest	2		
Market val. of investments	0		
Liquidity	32	No. of shares (m)	3.8
<b>Equity Value</b>	<b>738</b>	<b>Value per share (EUR)</b>	<b>195.48</b>

## 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	8.3 %	153.52	156.31	159.31	162.55	166.06	169.87	174.02	1.41	8.3 %	114.42	130.46	146.51	162.55	178.60	194.64	210.69
1.31	7.8 %	166.40	169.83	173.54	177.58	181.98	186.79	192.07	1.31	7.8 %	125.20	142.66	160.12	177.58	195.04	212.50	229.96
1.25	7.6 %	173.62	177.45	181.60	186.12	191.07	196.51	202.52	1.25	7.6 %	131.34	149.60	167.86	186.12	204.38	222.65	240.91
1.20	7.3 %	181.46	185.73	190.39	195.48	201.08	207.26	214.13	1.20	7.3 %	138.06	157.20	176.34	195.48	214.62	233.77	252.91
1.15	7.1 %	189.98	194.78	200.02	205.78	212.15	219.21	227.09	1.15	7.1 %	145.45	165.56	185.67	205.78	225.89	246.00	266.11
1.09	6.8 %	199.29	204.69	210.62	217.17	224.44	232.55	241.66	1.09	6.8 %	153.63	174.81	195.99	217.17	238.35	259.52	280.70
0.99	6.3 %	220.72	227.66	235.36	243.95	253.61	264.53	276.99	0.99	6.3 %	172.88	196.57	220.26	243.95	267.65	291.34	315.03

- Mid to long-term EBIT margin assumption in line with management target and average EBIT margin of 6.3% from 2016/20.
- 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	2017	2018	2019	2020	2021e	2022e	2023e	
Net Income before minorities	21.6	26.3	24.6	41.8	46.0	47.1	50.3	
+ Depreciation + Amortisation	5.2	4.8	8.4	9.6	9.8	10.1	10.3	
- Net Interest Income	-2.8	-2.7	-2.5	-2.6	-2.4	-2.5	-2.5	
- Maintenance Capex	6.7	8.4	10.0	14.0	14.0	14.0	14.0	
+ Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
<b>= Free Cash Flow Potential</b>	<b>22.9</b>	<b>25.4</b>	<b>25.5</b>	<b>40.1</b>	<b>44.2</b>	<b>45.7</b>	<b>49.1</b>	
FCF Potential Yield (on market EV)	9.3 %	6.9 %	10.0 %	14.9 %	7.2 %	7.8 %	8.7 %	
WACC	7.30 %	7.30 %	7.30 %	7.30 %	7.30 %	7.30 %	7.30 %	
<b>= Enterprise Value (EV)</b>	<b>246.2</b>	<b>369.7</b>	<b>254.9</b>	<b>269.6</b>	<b>613.4</b>	<b>588.1</b>	<b>561.7</b>	
<b>= Fair Enterprise Value</b>	<b>313.4</b>	<b>348.2</b>	<b>349.7</b>	<b>548.5</b>	<b>604.7</b>	<b>625.9</b>	<b>671.5</b>	
- Net Debt (Cash)	3.6	3.6	3.6	3.6	14.7	-11.1	-38.0	
- Pension Liabilities	7.9	7.9	7.9	7.9	8.0	8.5	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	
<b>= Fair Market Capitalisation</b>	<b>301.8</b>	<b>336.7</b>	<b>338.1</b>	<b>537.0</b>	<b>582.0</b>	<b>628.5</b>	<b>700.5</b>	
Number of shares, average	3.8	3.8	3.8	3.8	3.8	3.8	3.8	
<b>= Fair value per share (EUR)</b>	<b>79.96</b>	<b>89.20</b>	<b>89.58</b>	<b>142.27</b>	<b>154.20</b>	<b>166.51</b>	<b>185.60</b>	
premium (-) / discount (+) in %					-1.5 %	6.4 %	18.6 %	
<b>Sensitivity Fair value per Share (EUR)</b>								
	10.30 %	55.79	62.34	62.61	99.96	107.55	118.24	133.81
	9.31 %	62.12	69.37	69.67	111.03	119.76	130.87	147.36
	8.30 %	69.96	78.09	78.42	124.77	134.90	146.55	164.18
WACC	<b>7.30 %</b>	<b>79.96</b>	<b>89.20</b>	<b>89.58</b>	<b>142.27</b>	<b>154.20</b>	<b>166.51</b>	<b>185.60</b>
	6.31 %	93.13	103.84	104.27	165.32	179.61	192.81	213.82
	5.30 %	111.26	123.99	124.51	197.06	214.60	229.03	252.67
	4.30 %	137.82	153.50	154.14	243.54	265.85	282.07	309.58

▪ Increase in net cash position expected in the coming years.

Valuation	2017	2018	2019	2020	2021e	2022e	2023e
Price / Book	1.3 x	1.7 x	1.1 x	1.1 x	2.1 x	1.9 x	1.6 x
Book value per share ex intangibles	42.83	47.69	51.76	59.11	68.99	78.87	89.44
EV / Sales	0.4 x	0.6 x	0.4 x	0.4 x	0.8 x	0.7 x	0.6 x
EV / EBITDA	5.6 x	8.5 x	5.9 x	4.0 x	8.1 x	7.5 x	6.8 x
EV / EBIT	6.4 x	9.5 x	7.3 x	4.7 x	9.3 x	8.7 x	7.8 x
EV / EBIT adj.*	6.1 x	9.3 x	7.3 x	4.7 x	9.3 x	8.7 x	7.8 x
P / FCF	n.a.	n.a.	7.3 x	25.6 x	n.a.	16.9 x	16.2 x
P / E	11.1 x	12.8 x	9.8 x	6.3 x	12.9 x	12.6 x	11.8 x
P / E adj.*	11.1 x	12.8 x	9.8 x	6.3 x	12.9 x	12.6 x	11.8 x
Dividend Yield	1.9 %	1.6 %	2.2 %	3.2 %	1.5 %	1.6 %	1.7 %
FCF Potential Yield (on market EV)	9.3 %	6.9 %	10.0 %	14.9 %	7.2 %	7.8 %	8.7 %

\*Adjustments made for: -

**Consolidated profit & loss**

In EUR m	2017	2018	2019	2020	2021e	2022e	2023e
<b>Sales</b>	<b>553.4</b>	<b>577.9</b>	<b>605.7</b>	<b>724.7</b>	<b>803.0</b>	<b>847.0</b>	<b>898.0</b>
Change Sales yoy	13.6 %	4.4 %	4.8 %	19.6 %	10.8 %	5.5 %	6.0 %
Increase / decrease in inventory	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Own work capitalised	0.0	0.3	0.2	0.0	0.0	0.0	0.0
<b>Total Sales</b>	<b>553.4</b>	<b>578.2</b>	<b>605.9</b>	<b>724.7</b>	<b>803.0</b>	<b>847.0</b>	<b>898.0</b>
Material expenses	361.9	380.2	399.3	464.8	520.3	548.9	581.9
<b>Gross profit</b>	<b>191.4</b>	<b>197.9</b>	<b>206.6</b>	<b>259.9</b>	<b>282.7</b>	<b>298.1</b>	<b>316.1</b>
<i>Gross profit margin</i>	<i>34.6 %</i>	<i>34.2 %</i>	<i>34.1 %</i>	<i>35.9 %</i>	<i>35.2 %</i>	<i>35.2 %</i>	<i>35.2 %</i>
Personnel expenses	72.4	76.2	78.5	92.1	96.1	101.6	108.0
Other operating income	7.8	11.0	6.9	8.9	8.0	7.5	7.5
Other operating expenses	83.1	88.9	91.5	109.1	118.5	126.0	133.0
Unfrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBITDA</b>	<b>43.8</b>	<b>43.7</b>	<b>43.5</b>	<b>67.6</b>	<b>76.1</b>	<b>78.0</b>	<b>82.6</b>
<i>Margin</i>	<i>7.9 %</i>	<i>7.6 %</i>	<i>7.2 %</i>	<i>9.3 %</i>	<i>9.5 %</i>	<i>9.2 %</i>	<i>9.2 %</i>
Depreciation of fixed assets	3.1	3.4	7.9	9.1	9.2	9.4	9.6
<b>EBITA</b>	<b>40.6</b>	<b>40.3</b>	<b>35.6</b>	<b>58.5</b>	<b>66.9</b>	<b>68.6</b>	<b>73.0</b>
Amortisation of intangible assets	2.1	1.4	0.5	0.5	0.6	0.7	0.7
Goodwill amortisation	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBIT</b>	<b>38.5</b>	<b>38.9</b>	<b>35.0</b>	<b>58.0</b>	<b>66.3</b>	<b>67.9</b>	<b>72.3</b>
<i>Margin</i>	<i>7.0 %</i>	<i>6.7 %</i>	<i>5.8 %</i>	<i>8.0 %</i>	<i>8.3 %</i>	<i>8.0 %</i>	<i>8.1 %</i>
<b>EBIT adj.</b>	<b>40.3</b>	<b>39.8</b>	<b>35.0</b>	<b>58.0</b>	<b>66.3</b>	<b>67.9</b>	<b>72.3</b>
Interest income	0.2	0.2	0.2	0.1	0.0	0.0	0.0
Interest expenses	2.2	1.5	1.0	0.9	1.2	1.3	1.3
Other financial income (loss)	-0.8	-1.4	-1.8	-1.9	-1.2	-1.2	-1.2
<b>EBT</b>	<b>35.7</b>	<b>36.2</b>	<b>32.5</b>	<b>55.3</b>	<b>63.9</b>	<b>65.4</b>	<b>69.8</b>
<i>Margin</i>	<i>6.5 %</i>	<i>6.3 %</i>	<i>5.4 %</i>	<i>7.6 %</i>	<i>8.0 %</i>	<i>7.7 %</i>	<i>7.8 %</i>
Total taxes	14.2	9.9	7.9	14.6	17.9	18.3	19.5
<b>Net income from continuing operations</b>	<b>21.6</b>	<b>26.3</b>	<b>24.6</b>	<b>40.8</b>	<b>46.0</b>	<b>47.1</b>	<b>50.3</b>
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income before minorities</b>	<b>21.6</b>	<b>26.3</b>	<b>24.6</b>	<b>40.8</b>	<b>46.0</b>	<b>47.1</b>	<b>50.3</b>
Minority interest	0.3	0.3	0.3	0.6	0.3	0.3	0.4
<b>Net income</b>	<b>21.2</b>	<b>26.0</b>	<b>24.3</b>	<b>40.2</b>	<b>45.7</b>	<b>46.8</b>	<b>49.9</b>
<i>Margin</i>	<i>3.8 %</i>	<i>4.5 %</i>	<i>4.0 %</i>	<i>5.5 %</i>	<i>5.7 %</i>	<i>5.5 %</i>	<i>5.6 %</i>
Number of shares, average	3.8	3.8	3.8	3.8	3.8	3.8	3.8
<b>EPS</b>	<b>5.63</b>	<b>6.90</b>	<b>6.44</b>	<b>10.92</b>	<b>12.10</b>	<b>12.40</b>	<b>13.21</b>
EPS adj.	5.63	6.90	6.44	10.92	12.10	12.40	13.21

\*Adjustments made for:

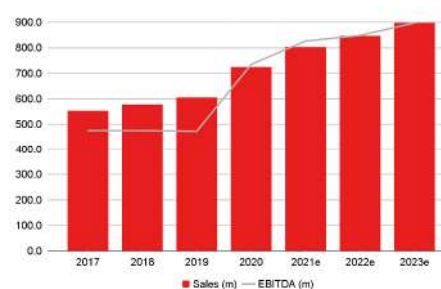
**Guidance: 2021: sales around EUR 800m, EBT margin ca. 8.0%**

**Financial Ratios**

	2017	2018	2019	2020	2021e	2022e	2023e
Total Operating Costs / Sales	93.5 %	94.4 %	94.0 %	91.9 %	91.5 %	91.7 %	91.6 %
Operating Leverage	6.5 x	0.2 x	-2.1 x	3.3 x	1.3 x	0.5 x	1.1 x
EBITDA / Interest expenses	19.8 x	29.2 x	44.6 x	74.8 x	63.4 x	60.0 x	63.5 x
Tax rate (EBT)	39.6 %	27.3 %	24.4 %	25.8 %	28.0 %	28.0 %	28.0 %
Dividend Payout Ratio	21.0 %	20.1 %	21.5 %	20.4 %	19.7 %	20.0 %	19.5 %
Sales per Employee	374,392	368,326	384,323	437,606	475,148	489,595	507,345

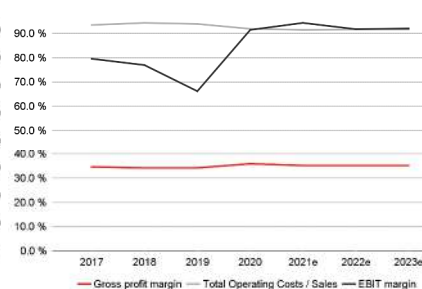
**Sales, EBITDA**

in EUR m

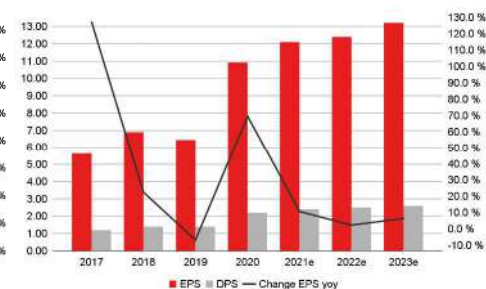


**Operating Performance**

in %



**Performance per Share**



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

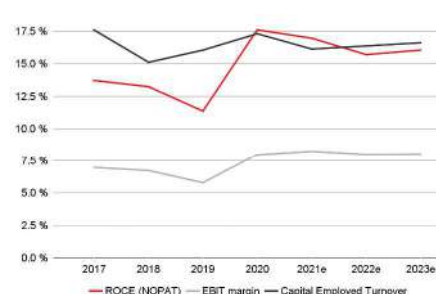
**Consolidated balance sheet**

In EUR m	2017	2018	2019	2020	2021e	2022e	2023e
<b>Assets</b>							
Goodwill and other intangible assets	17.9	16.5	17.7	19.8	19.9	20.4	20.9
thereof other intangible assets	5.5	4.8	5.9	7.0	7.0	7.5	8.0
thereof Goodwill	12.3	11.7	11.7	11.6	11.6	11.6	11.6
Property, plant and equipment	22.1	26.0	48.9	58.7	61.5	64.1	66.5
Financial assets	0.7	0.7	0.4	0.3	0.3	0.3	0.3
Other long-term assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Fixed assets</b>	<b>40.7</b>	<b>43.2</b>	<b>66.9</b>	<b>78.9</b>	<b>81.7</b>	<b>84.8</b>	<b>87.7</b>
Inventories	180.1	188.5	173.3	194.8	243.0	249.0	257.0
Accounts receivable	82.3	88.1	92.9	119.2	125.0	132.0	138.0
Liquid assets	14.4	14.1	25.7	32.1	18.1	43.9	70.9
Other short-term assets	35.2	37.8	38.5	53.5	39.0	39.0	39.0
<b>Current assets</b>	<b>312.1</b>	<b>328.6</b>	<b>330.5</b>	<b>399.6</b>	<b>425.1</b>	<b>463.9</b>	<b>504.9</b>
<b>Total Assets</b>	<b>352.8</b>	<b>371.8</b>	<b>397.4</b>	<b>478.4</b>	<b>506.8</b>	<b>548.7</b>	<b>592.6</b>
<b>Liabilities and shareholders' equity</b>							
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	151.9	173.4	189.6	224.4	198.3	234.9	272.3
Other equity components	-8.7	-13.2	-12.9	-17.8	45.7	46.8	49.9
Shareholders' equity	179.5	196.5	213.0	242.9	280.3	318.0	358.5
Minority interest	2.0	2.1	1.9	2.4	2.0	2.0	2.0
<b>Total equity</b>	<b>181.6</b>	<b>198.6</b>	<b>214.9</b>	<b>245.3</b>	<b>282.3</b>	<b>320.0</b>	<b>360.5</b>
Provisions	31.9	26.6	25.9	35.7	36.0	36.7	37.5
thereof provisions for pensions and similar obligations	3.1	3.4	4.2	7.9	8.0	8.5	9.0
Financial liabilities (total)	22.4	46.7	37.9	35.7	32.8	32.8	32.8
Short-term financial liabilities	22.4	21.6	2.4	3.4	0.0	0.0	0.0
Accounts payable	85.4	68.5	78.2	96.8	110.0	118.0	125.0
Other liabilities	31.4	31.4	40.6	64.8	45.7	41.1	36.8
<b>Liabilities</b>	<b>171.2</b>	<b>173.1</b>	<b>182.5</b>	<b>233.1</b>	<b>224.5</b>	<b>228.6</b>	<b>232.1</b>
<b>Total liabilities and shareholders' equity</b>	<b>352.8</b>	<b>371.8</b>	<b>397.4</b>	<b>478.4</b>	<b>506.8</b>	<b>548.7</b>	<b>592.6</b>

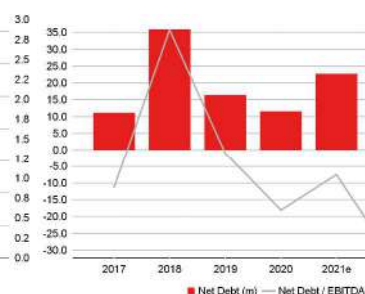
**Financial Ratios**

	2017	2018	2019	2020	2021e	2022e	2023e
<b>Efficiency of Capital Employment</b>							
Operating Assets Turnover	2.8 x	2.5 x	2.6 x	2.6 x	2.5 x	2.6 x	2.7 x
Capital Employed Turnover	2.9 x	2.5 x	2.6 x	2.8 x	2.6 x	2.7 x	2.7 x
ROA	52.3 %	60.3 %	36.3 %	50.9 %	55.9 %	55.2 %	56.8 %
<b>Return on Capital</b>							
ROCE (NOPAT)	13.7 %	13.2 %	11.4 %	17.6 %	17.0 %	15.7 %	16.0 %
ROE	12.4 %	13.8 %	11.9 %	17.6 %	17.5 %	15.6 %	14.7 %
Adj. ROE	12.4 %	13.8 %	11.9 %	17.6 %	17.5 %	15.6 %	14.7 %
<b>Balance sheet quality</b>							
Net Debt	11.1	35.9	16.4	11.6	22.7	-2.6	-29.0
Net Financial Debt	8.0	32.6	12.2	3.6	14.7	-11.1	-38.0
Net Gearing	6.1 %	18.1 %	7.6 %	4.7 %	8.1 %	-0.8 %	-8.1 %
Net Fin. Debt / EBITDA	18.3 %	74.4 %	28.1 %	5.4 %	19.4 %	n.a.	n.a.
Book Value / Share	47.6	52.1	56.4	64.4	74.3	84.3	95.0
Book value per share ex intangibles	42.8	47.7	51.8	59.1	69.0	78.9	89.4

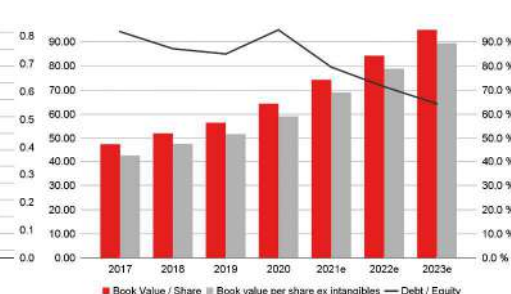
**ROCE Development**



**Net debt in EUR m**



**Book Value per Share in EUR**



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

**Consolidated cash flow statement**

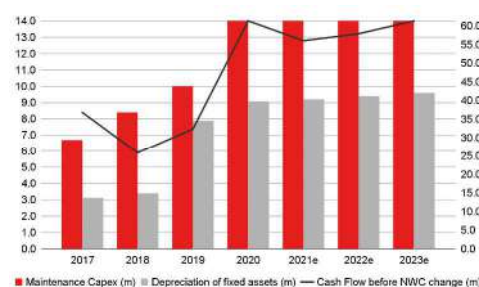
In EUR m	2017	2018	2019	2020	2021e	2022e	2023e
Net income	35.7	36.2	32.5	56.4	63.9	65.4	69.8
Depreciation of fixed assets	3.1	3.4	7.9	9.1	9.2	9.4	9.6
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	2.1	1.4	0.5	0.5	0.6	0.7	0.7
Increase/decrease in long-term provisions	10.0	-5.3	-0.7	9.9	0.3	0.7	0.8
Other non-cash income and expenses	-14.2	-9.9	-7.9	-14.6	-17.9	-18.3	-19.5
<b>Cash Flow before NWC change</b>	<b>36.8</b>	<b>25.8</b>	<b>32.3</b>	<b>61.3</b>	<b>56.0</b>	<b>57.9</b>	<b>61.4</b>
Increase / decrease in inventory	-52.4	-8.4	15.2	-21.4	-48.2	-6.0	-8.0
Increase / decrease in accounts receivable	-14.4	-5.8	-4.7	-26.3	-5.8	-7.0	-6.0
Increase / decrease in accounts payable	15.1	-17.0	9.7	18.6	13.2	8.0	7.0
Increase / decrease in other working capital positions	0.0	0.0	-4.0	0.0	-4.0	-4.0	-4.0
Increase / decrease in working capital (total)	-51.7	-31.2	16.2	-29.2	-44.8	-9.0	-11.0
<b>Net cash provided by operating activities [1]</b>	<b>-15.0</b>	<b>-5.4</b>	<b>48.5</b>	<b>32.1</b>	<b>11.2</b>	<b>48.9</b>	<b>50.4</b>
Investments in intangible assets	-0.7	-0.7	-1.7	-2.8	-2.0	-2.0	-2.0
Investments in property, plant and equipment	-5.6	-7.7	-14.2	-19.2	-12.0	-12.0	-12.0
Payments for acquisitions	0.3	0.4	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	0.0	0.0	0.0	0.0	0.0
<b>Net cash provided by investing activities [2]</b>	<b>-6.0</b>	<b>-8.0</b>	<b>-15.9</b>	<b>-22.1</b>	<b>-14.0</b>	<b>-14.0</b>	<b>-14.0</b>
Change in financial liabilities	-10.7	24.2	-8.7	-2.2	-2.9	0.0	0.0
Dividends paid	-3.0	-4.5	-5.3	-5.3	-8.3	-9.1	-9.4
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
<b>Net cash provided by financing activities [3]</b>	<b>-13.8</b>	<b>19.7</b>	<b>-14.0</b>	<b>-7.5</b>	<b>-11.2</b>	<b>-9.1</b>	<b>-9.4</b>
<b>Change in liquid funds [1]+[2]+[3]</b>	<b>-34.8</b>	<b>6.4</b>	<b>18.5</b>	<b>2.6</b>	<b>-14.0</b>	<b>25.9</b>	<b>26.9</b>
Effects of exchange-rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Cash and cash equivalent at end of period</b>	<b>19.9</b>	<b>20.8</b>	<b>32.6</b>	<b>28.3</b>	<b>18.1</b>	<b>43.9</b>	<b>70.9</b>

**Financial Ratios**

	2017	2018	2019	2020	2021e	2022e	2023e
<b>Cash Flow</b>							
FCF	-21.3	-13.7	32.5	10.1	-2.8	34.9	36.4
Free Cash Flow / Sales	-3.9 %	-2.4 %	5.4 %	1.4 %	-0.3 %	4.1 %	4.0 %
Free Cash Flow Potential	22.9	25.4	25.5	40.1	44.2	45.7	49.1
Free Cash Flow / Net Profit	-100.4 %	-52.7 %	133.7 %	25.1 %	-6.1 %	74.6 %	72.9 %
Interest Received / Avg. Cash	0.6 %	1.2 %	1.1 %	0.5 %	0.0 %	0.0 %	0.0 %
Interest Paid / Avg. Debt	7.9 %	4.3 %	2.3 %	2.5 %	3.5 %	4.0 %	4.0 %
<b>Management of Funds</b>							
Investment ratio	1.1 %	1.4 %	2.6 %	3.0 %	1.7 %	1.7 %	1.6 %
Maint. Capex / Sales	1.2 %	1.5 %	1.7 %	1.9 %	1.7 %	1.7 %	1.6 %
Capex / Dep	120.8 %	173.1 %	189.3 %	229.4 %	142.9 %	138.6 %	135.9 %
Avg. Working Capital / Sales	27.3 %	33.3 %	32.7 %	28.0 %	29.6 %	30.8 %	29.7 %
Trade Debtors / Trade Creditors	96.3 %	128.7 %	118.8 %	123.1 %	113.6 %	111.9 %	110.4 %
Inventory Turnover	2.0 x	2.0 x	2.3 x	2.4 x	2.1 x	2.2 x	2.3 x
Receivables collection period (days)	54	56	56	60	57	57	56
Payables payment period (days)	86	66	71	76	77	78	78
Cash conversion cycle (Days)	150	171	143	137	150	144	139

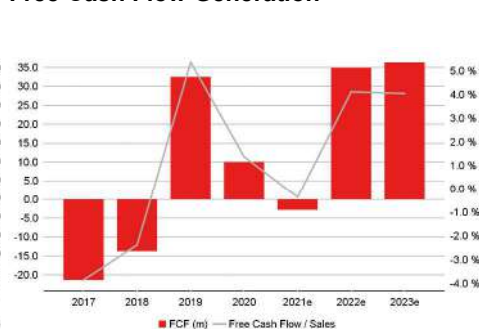
**CAPEX and Cash Flow**

in EUR m



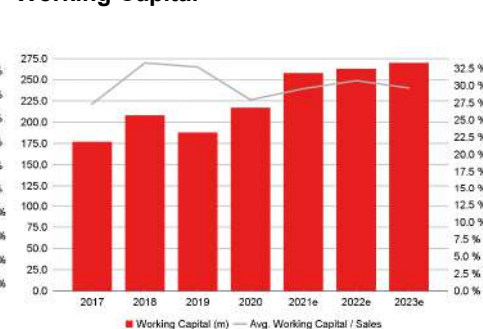
Source: Warburg Research

**Free Cash Flow Generation**



Source: Warburg Research

**Working Capital**



Source: Warburg Research



**LEGAL DISCLAIMER**

This research report ("investment recommendation") was prepared by the Warburg Research GmbH, a fully owned subsidiary of the M.M.Warburg & CO (AG & Co.) KGaA and is passed on by the M.M.Warburg & CO (AG & Co.) KGaA. It is intended solely for the recipient and may not be passed on to another company without their prior consent, regardless of whether the company is part of the same corporation or not. It contains selected information and does not purport to be complete. The investment recommendation is based on publicly available information and data ("information") believed to be accurate and complete. Warburg Research GmbH neither examines the information for accuracy and completeness, nor guarantees its accuracy and completeness. Possible errors or incompleteness of the information do not constitute grounds for liability of M.M.Warburg & CO (AG & Co.) KGaA or Warburg Research GmbH for damages of any kind whatsoever, and M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH are not liable for indirect and/or direct and/or consequential damages. In particular, neither M.M.Warburg & CO (AG & Co.) KGaA nor Warburg Research GmbH are liable for the statements, plans or other details contained in these investment recommendations concerning the examined companies, their affiliated companies, strategies, economic situations, market and competitive situations, regulatory environment, etc. Although due care has been taken in compiling this investment recommendation, it cannot be excluded that it is incomplete or contains errors. M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH, their shareholders and employees are not liable for the accuracy and completeness of the statements, estimations and the conclusions derived from the information contained in this investment recommendation. Provided a investment recommendation is being transmitted in connection with an existing contractual relationship, i.e. financial advisory or similar services, the liability of M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH shall be restricted to gross negligence and wilful misconduct. In case of failure in essential tasks, M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH are liable for normal negligence. In any case, the liability of M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH is limited to typical, expectable damages. This investment recommendation does not constitute an offer or a solicitation of an offer for the purchase or sale of any security. Partners, directors or employees of M.M.Warburg & CO (AG & Co.) KGaA, Warburg Research GmbH or affiliated companies may serve in a position of responsibility, i.e. on the board of directors of companies mentioned in the report. Opinions expressed in this investment recommendation are subject to change without notice. All rights reserved.

**COPYRIGHT NOTICE**

This work including all its parts is protected by copyright. Any use beyond the limits provided by copyright law without permission is prohibited and punishable. This applies, in particular, to reproductions, translations, microfilming, and storage and processing on electronic media of the entire content or parts thereof.

**DISCLOSURE ACCORDING TO §85 OF THE GERMAN SECURITIES TRADING ACT (WPHG), MAR AND MIFID II INCL. COMMISSION DELEGATED REGULATION (EU) 2016/958 AND (EU) 2017/565**

The valuation underlying the investment recommendation for the company analysed here is based on generally accepted and widely used methods of fundamental analysis, such as e.g. DCF Model, Free Cash Flow Value Potential, NAV, Peer Group Comparison or Sum of the Parts Model (see also <http://www.mmwarburg.de/disclaimer/disclaimer.htm#Valuation>). The result of this fundamental valuation is modified to take into consideration the analyst's assessment as regards the expected development of investor sentiment and its impact on the share price.

Independent of the applied valuation methods, there is the risk that the price target will not be met, for instance because of unforeseen changes in demand for the company's products, changes in management, technology, economic development, interest rate development, operating and/or material costs, competitive pressure, supervisory law, exchange rate, tax rate etc. For investments in foreign markets and instruments there are further risks, generally based on exchange rate changes or changes in political and social conditions.

This commentary reflects the opinion of the relevant author at the point in time of its compilation. A change in the fundamental factors underlying the valuation can mean that the valuation is subsequently no longer accurate. Whether, or in what time frame, an update of this commentary follows is not determined in advance.

Additional internal and organisational arrangements to prevent or to deal with conflicts of interest have been implemented. Among these are the spatial separation of Warburg Research GmbH from M.M.Warburg & CO (AG & Co.) KGaA and the creation of areas of confidentiality. This prevents the exchange of information, which could form the basis of conflicts of interest for Warburg Research GmbH in terms of the analysed issuers or their financial instruments.

The analysts of Warburg Research GmbH do not receive a gratuity – directly or indirectly – from the investment banking activities of M.M.Warburg & CO (AG & Co.) KGaA or of any company within the Warburg-Group.

All prices of financial instruments given in this investment recommendation are the closing prices on the last stock-market trading day before the publication date stated, unless another point in time is explicitly stated.

M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH are subject to the supervision of the Federal Financial Supervisory Authority, BaFin. M.M.Warburg & CO (AG & Co.) KGaA is additionally subject to the supervision of the European Central Bank (ECB).

---

## SOURCES

All **data and consensus estimates** have been obtained from FactSet except where stated otherwise.

The **Warburg ESG Risk Score** is based on information © 2020 MSCI ESG Research LLC. Reproduced by permission. Although Warburg Research's information providers, including without limitation, MSCI ESG Research LLC and its affiliates (the "ESG Parties"), obtain information (the "Information") from sources they consider reliable, none of the ESG Parties warrants or guarantees the originality, accuracy and/or completeness, of any data herein and expressly disclaim all express or implied warranties, including those of merchantability and fitness for a particular purpose. The Information may only be used for your internal use, may not be reproduced or disseminated in any form and may not be used as a basis for, or a component, of any financial instruments or products indices. Further, none of the Information can in and of itself be used to determine which securities to buy or sell or when to buy or sell them. None of the ESG Parties shall have any liability for any errors or omissions in connection with any data herein, or any liability for any direct, indirect, special, punitive, consequential or any other damage (including lost profits) even if notified of the possibility.

---

### Additional information for clients in the United States

1. This research report (the "Report") is a product of Warburg Research GmbH, Germany, a fully owned subsidiary of M.M.Warburg & CO (AG & Co.) KGaA, Germany (in the following collectively "Warburg"). Warburg is the employer of the research analyst(s), who have prepared the Report. The research analyst(s) reside outside the United States and are not associated persons of any U.S. regulated broker-dealer and therefore are not subject to the supervision of any U.S. regulated broker-dealer.
2. The Report is provided in the United States for distribution solely to "major U.S. institutional investors" under Rule 15a-6 of the U.S. Securities Exchange Act of 1934 by CIC.
3. CIC (Crédit Industriel et Commercial) and M.M. Warburg & CO have concluded a Research Distribution Agreement that gives CIC Market Solutions exclusive distribution in France, the US and Canada of the Warburg Research GmbH research product.
4. The research reports are distributed in the United States of America by CIC ("CIC") pursuant to a SEC Rule 15a-6 agreement with CIC Market Solutions Inc ("CICI"), a U.S. registered broker-dealer and a related company of CIC, and are distributed solely to persons who qualify as "Major U.S. Institutional Investors" as defined in SEC Rule 15a-6 under the Securities Exchange Act of 1934.
5. Any person who is not a Major U.S. Institutional Investor must not rely on this communication. The delivery of this research report to any person in the United States of America is not a recommendation to effect any transactions in the securities discussed herein, or an endorsement of any opinion expressed herein.

### Reference in accordance with section 85 of the German Securities Trading Act (WpHG) and Art. 20 MAR regarding possible conflicts of interest with companies analysed:

- 1- Warburg Research, or an affiliated company, or an employee of one of these companies responsible for the compilation of the research, hold a **share of more than 5%** of the equity capital of the analysed company.
- 2- Warburg Research, or an affiliated company, within the last twelve months participated in the **management of a consortium** for an issue in the course of a public offering of such financial instruments, which are, or the issuer of which is, the subject of the investment recommendation.
- 3- Companies affiliated with Warburg Research **manage financial instruments**, which are, or the issuers of which are, subject of the investment recommendation, in a market based on the provision of buy or sell contracts.
- 4- MMWB, Warburg Research, or an affiliated company, reached an agreement with the issuer to provide **investment banking and/or investment services** and the relevant agreement was in force in the last 12 months or there arose for this period, based on the relevant agreement, the obligation to provide or to receive a service or compensation - provided that this disclosure does not result in the disclosure of confidential business information.
- 5- The company compiling the analysis or an affiliated company had reached an **agreement on the compilation of the investment recommendation** with the analysed company.
- 6a- Warburg Research, or an affiliated company, holds a **net long position of more than 0.5%** of the total issued share capital of the analysed company.
- 6b- Warburg Research, or an affiliated company, holds a **net short position of more than 0.5%** of the total issued share capital of the analysed company.
- 6c- The issuer holds shares of more than 5% of the total issued capital of Warburg Research or an affiliated company.
- 7- The company preparing the analysis as well as its affiliated companies and employees have **other important interests** in relation to the analysed company, such as, for example, the exercising of mandates at analysed companies.

Company	Disclosure	Link to the historical price targets and rating changes (last 12 months)
Einhell Pref.	3, 5	<a href="http://www.mmwarburg.com/disclaimer/disclaimer_en/DE0005654933.htm">http://www.mmwarburg.com/disclaimer/disclaimer_en/DE0005654933.htm</a>

**INVESTMENT RECOMMENDATION**

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-	<b>Buy:</b>	The price of the analysed financial instrument is expected to rise over the next 12 months.
-H-	<b>Hold:</b>	The price of the analysed financial instrument is expected to remain mostly flat over the next 12 months.
-S-	<b>Sell:</b>	The price of the analysed financial instrument is expected to fall over the next 12 months.
“-“	<b>Rating suspended:</b>	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	151	70
Hold	55	26
Sell	5	2
Rating suspended	4	2
<b>Total</b>	<b>215</b>	<b>100</b>

**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	44	88
Hold	3	6
Sell	0	0
Rating suspended	3	6
<b>Total</b>	<b>50</b>	<b>100</b>

**PRICE AND RATING HISTORY EINHELL PREF. AS OF 09.06.2021**


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

## RESEARCH

**Michael Heider** +49 40 309537-280  
Head of Research mheider@warburg-research.com

**Henner Rüschemier** +49 40 309537-270  
Head of Research hrueschmeier@warburg-research.com

**Stefan Augustin** +49 40 309537-168  
Cap. Goods, Engineering saugustin@warburg-research.com

**Jan Bauer** +49 40 309537-155  
Renewables jbauer@warburg-research.com

**Jonas Blum** +49 40 309537-240  
Telco, Media, Construction jblum@warburg-research.com

**Christian Cohrs** +49 40 309537-175  
Industrials & Transportation ccohrs@warburg-research.com

**Dr. Christian Ehmann** +49 40 309537-167  
BioTech, Life Science cehmann@warburg-research.com

**Felix Ellmann** +49 40 309537-120  
Software, IT fellmann@warburg-research.com

**Jörg Philipp Frey** +49 40 309537-258  
Retail, Consumer Goods jfrey@warburg-research.com

**Marius Fuhrberg** +49 40 309537-185  
Financial Services mfuhrberg@warburg-research.com

**Mustafa Hidir** +49 40 309537-230  
Automobiles, Car Suppliers mhidir@warburg-research.com

**Ulrich Huwald** +49 40 309537-255  
Health Care, Pharma uhuwald@warburg-research.com

**Philipp Kaiser** +49 40 309537-260  
Real Estate pkaiser@warburg-research.com

**Thilo Kleibauer** +49 40 309537-257  
Retail, Consumer Goods tkleibauer@warburg-research.com

**Eggert Kuls** +49 40 309537-256  
Engineering ekuls@warburg-research.com

**Andreas Pläsier** +49 40 309537-246  
Banks, Financial Services aplaesier@warburg-research.com

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

**Oliver Schwarz** +49 40 309537-250  
Chemicals, Agriculture oschwarz@warburg-research.com

**Simon Stippig** +49 40 309537-265  
Real Estate sstippig@warburg-research.com

**Cansu Tatar** +49 40 309537-248  
Cap. Goods, Engineering ctatar@warburg-research.com

**Marc-René Tonn** +49 40 309537-259  
Automobiles, Car Suppliers mtonn@warburg-research.com

**Robert-Jan van der Horst** +49 40 309537-290  
Technology rvanderhorst@warburg-research.com

**Andreas Wolf** +49 40 309537-140  
Software, IT awolf@warburg-research.com

## INSTITUTIONAL EQUITY SALES

**Marc Niemann** +49 40 3282-2660  
Head of Equity Sales, Germany mniemann@mmwarburg.com

**Klaus Schilling** +49 69 5050-7400  
Head of Equity Sales, Germany kschilling@mmwarburg.com

**Tim Beckmann** +49 40 3282-2665  
United Kingdom tbeckmann@mmwarburg.com

**Lea Bogdanova** +49 69 5050-7411  
United Kingdom, Ireland lbogdanova@mmwarburg.com

**Jens Buchmüller** +49 69 5050-7415  
Scandinavia, Austria jbuchmueller@mmwarburg.com

**Alexander Eschweiler** +49 40 3282-2669  
Germany, Luxembourg aeschweiler@mmwarburg.com

**Matthias Fritsch** +49 40 3282-2696  
United Kingdom mfritsch@mmwarburg.com

**Maximilian Martin** +49 69 5050-7413  
Austria, Poland mmartin@mmwarburg.com

**Christopher Seedorf** +49 40 3282-2695  
Switzerland cseedorf@mmwarburg.com

**Sophie Hauer** +49 69 5050-7417  
Roadshow/Marketing shauer@mmwarburg.com

**Juliane Niemann** +49 40 3282-2694  
Roadshow/Marketing jniemann@mmwarburg.com

## SALES TRADING

**Oliver Merckel** +49 40 3282-2634  
Head of Sales Trading omerckel@mmwarburg.com

**Elyaz Dust** +49 40 3282-2702  
Sales Trading edust@mmwarburg.com

**Michael Ilgenstein** +49 40 3282-2700  
Sales Trading milgenstein@mmwarburg.com

**Marcel Magiera** +49 40 3282-2662  
Sales Trading mmagiera@mmwarburg.com

**Bastian Quast** +49 40 3282-2701  
Sales Trading bquast@mmwarburg.com

**Jörg Treptow** +49 40 3282-2658  
Sales Trading jtreptow@mmwarburg.com

## MACRO RESEARCH

**Carsten Klude** +49 40 3282-2572  
Macro Research cklude@mmwarburg.com

**Dr. Christian Jasperneite** +49 40 3282-2439  
Investment Strategy cjasperneite@mmwarburg.com

## Our research can be found under:

Warburg Research [research.mmwarburg.com/en/index.html](https://research.mmwarburg.com/en/index.html)  
Bloomberg RESP MMWA GO  
FactSet [www.factset.com](https://www.factset.com)

Thomson Reuters [www.thomsonreuters.com](https://www.thomsonreuters.com)  
Capital IQ [www.capitaliq.com](https://www.capitaliq.com)

## For access please contact:

**Andrea Schaper** +49 40 3282-2632  
Sales Assistance aschaper@mmwarburg.com

**Kerstin Muthig** +49 40 3282-2703  
Sales Assistance kmuthig@mmwarburg.com