

Buy EUR 275.00 (EUR 272.00) Price EUR 194.40 Upside 41.5 %	Value Indicators: EUR DCF: 274.96 FCF-Value Potential 23e: 230.42	Warburg ESG Risk Score: 2.7 ESG Score (MSCI based): 3.0 Balance Sheet Score: 4.0 Market Liquidity Score: 1.0	Description: Supplier of power tools and garden equipment for private household use.
	Market Snapshot: EUR m Market cap: 733.7 No. of shares (m): 3.8 EV: 866.1 Freefloat MC: 733.7 Ø Trad. Vol. (30d): 470.94 th	Shareholders: Freefloat 100.00 % Thannhuber AG (Ordinary sh.) 91.00 % Others (Ordinary shares) 9.00 %	Key Figures (WRe): 2022e Beta: 1.2 Price / Book: 1.9 x Equity Ratio: 48 % Net Fin. Debt / EBITDA: 1.2 x Net Debt / EBITDA: 1.2 x

Strong battery platform and international expansion underpin growth potential

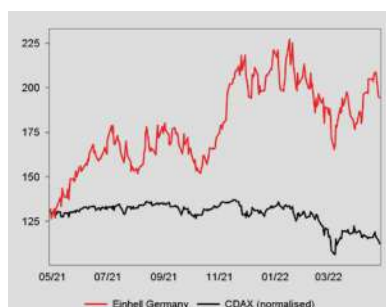
We have updated our model following the release of Einhell's 2021 annual report, which underlines the long-term growth course:

- The group **significantly increased its inventory level** to EUR 450m per end of 2021 (Dec. 2020: EUR 195m, Sept. 2021: EUR 295m) in light of the strong order book and current supply-chain challenges. This secures the ability to deliver, which is a key competitive advantage in the current market environment. The working-capital expansion resulted in a debt-financed FCF of around EUR -180m in FY 2021. With the placement of promissory notes (EUR 75m in total for 5-7 years) the company implemented another refinancing instrument for its growth course in addition to the existing credit lines.
- The key growth driver remains the **Power-X-Change battery platform**. For 2022, the group plans to extend the Power-X-Change series by 50 devices to around 250 products. This underlines Einhell's strong position in the category of cordless power and garden tools. The share of sales from the Power-X-Change category is expected to increase to more than 40% in the current year.
- Einhell will continue its long-standing **international expansion** strategy. After the add-on acquisition of Outilages King Canada, Inc. (closing in March 2022) the management has a clear focus on further international growth opportunities (e.g. in USA, Thailand or Mexico).
- The management **confirmed its FY 2022 financial outlook** for an organic sales increase of around 10% and an EBT margin of between 8.5% and 9.0%. The group expects a sales increase in all regions. TV advertising campaigns are planned in 12 countries in the current year (six countries in 2021) to strengthen brand awareness. The group already announced Q1 sales growth of 26% at the start of April.

Overall, Einhell is well on track to continue its dynamic growth in 2022. In light of the Q1 sales increase, the FY outlook looks conservative. With its successful Power-X-Change battery platform, the long-standing international track record and a strong balance sheet, the group is well prepared for the ongoing expansion. **We confirm our Buy recommendation with a PT of EUR 275** (previously 272), derived from our DCF model. We have slightly increased our growth and margin assumptions (long-term EBIT margin up from 7.0% to 7.5%), which offsets the impact of an increased risk-free rate (WACC up from 7.3% to 7.7%). The investment case is fully intact with further growth potential and a highly attractive PE of around 11 on 2022 earnings.

Changes in Estimates:			Comment on Changes:			
FY End: 31.12. in EUR m	2022e (old)	+ / -	2023e (old)	+ / -	2024e (old)	+ / -
Sales	1,052.0	0.0 %	1,112.0	0.7 %	n.a.	n.m.
EBITDA	107.2	0.0 %	113.8	0.4 %	n.a.	n.m.
EBT	92.4	0.1 %	98.3	0.4 %	n.a.	n.m.
Net income	64.2	0.4 %	68.2	0.5 %	n.a.	n.m.
EPS	17.01	0.4 %	18.06	0.6 %	n.a.	n.m.

• We have slightly adjusted our estimates following the final numbers for 2021.
 • For the coming years, we assume a similar EBT margin of between 8.5% and 9.0%.
 • After the significant net debt increase in 2021 due to the inventory build-up, we expect positive FCF and lower debt levels in 2022/23.



Rel. Performance vs CDAX:	
1 month:	9.9 %
6 months:	32.5 %
Year to date:	3.2 %
Trailing 12 months:	64.9 %

Company events:

FY End: 31.12. in EUR m	CAGR (21-24e)	2018	2019	2020	2021	2022e	2023e	2024e
Sales	8.8 %	577.9	605.7	724.7	927.4	1,052.0	1,120.0	1,193.0
Change Sales yoy		4.4 %	4.8 %	19.6 %	28.0 %	13.4 %	6.5 %	6.5 %
Gross profit margin		34.2 %	34.1 %	35.9 %	35.9 %	35.9 %	35.9 %	35.9 %
EBITDA	8.9 %	43.7	43.5	67.6	94.0	107.2	114.3	121.3
Margin		7.6 %	7.2 %	9.3 %	10.1 %	10.2 %	10.2 %	10.2 %
EBIT	9.6 %	38.9	35.0	58.0	82.0	95.0	101.2	107.9
Margin		6.7 %	5.8 %	8.0 %	8.8 %	9.0 %	9.0 %	9.0 %
EBT	8.7 %	36.2	32.5	55.3	81.4	92.4	98.7	104.6
Margin		6.3 %	5.4 %	7.6 %	8.8 %	8.8 %	8.8 %	8.8 %
Net income	7.6 %	26.0	24.3	40.2	58.2	64.5	68.6	72.5
EPS	7.4 %	6.90	6.44	10.92	15.53	17.08	18.16	19.22
DPS	9.4 %	1.40	1.40	2.20	2.60	3.00	3.20	3.40
Dividend Yield		1.6 %	2.2 %	3.2 %	1.7 %	1.5 %	1.6 %	1.7 %
FCFPS		-3.64	8.62	2.67	-49.14	15.70	24.36	19.14
FCF / Market cap		-4.1 %	13.6 %	3.9 %	-31.8 %	8.1 %	12.5 %	9.8 %
EV / Sales		0.6 x	0.4 x	0.4 x	0.8 x	0.8 x	0.7 x	0.6 x
EV / EBITDA		8.5 x	5.9 x	4.0 x	8.3 x	8.1 x	6.9 x	6.1 x
EV / EBIT		9.5 x	7.3 x	4.7 x	9.5 x	9.1 x	7.8 x	6.8 x
P / E		12.8 x	9.8 x	6.3 x	10.0 x	11.4 x	10.7 x	10.1 x
FCF Potential Yield		6.9 %	10.0 %	14.9 %	7.5 %	7.7 %	9.1 %	10.5 %
Net Debt		35.9	16.4	11.6	198.4	132.4	57.2	2.6
ROCE (NOPAT)		13.2 %	11.4 %	17.6 %	15.1 %	12.8 %	14.0 %	15.2 %
Guidance:		2022: organic sales increase of ca. 10%, EBT margin 8.5-9.0%						

Analyst

Thilo Kleibauer

tkleibauer@warburg-research.com

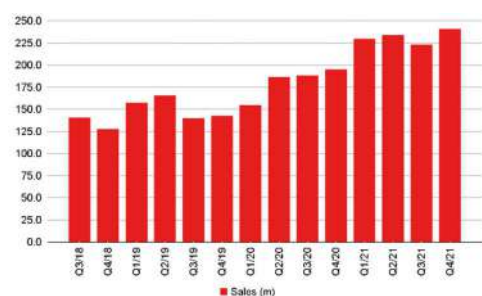
+49 40 309537-257

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Published 27.04.2022 08:15

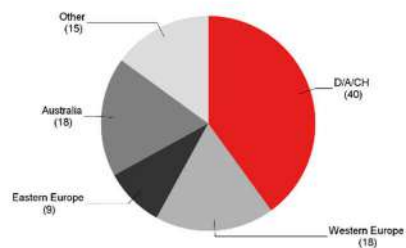
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Sales development
in EUR m



Source: Warburg Research

Sales by regions
2021; in %



Source: Warburg Research

Gross margin development
in %



Source: Warburg Research

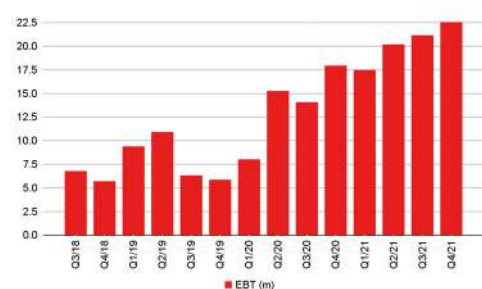
Company Background

- 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 (60% of sales in 2020), e-commerce (20%) and specialised trade (11%). 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

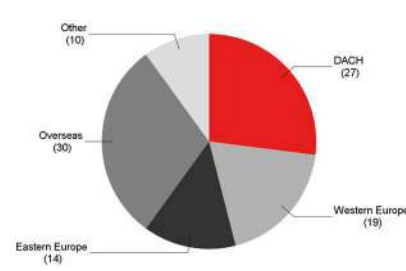
- Einhell has a high brand awareness in key markets, which will be further strengthened by marketing initiatives and presentation at the point-of-sale (including e-commerce) in the course of a long-term brand strategy.
- With its focus on innovative product development, the group can benefit from dynamic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



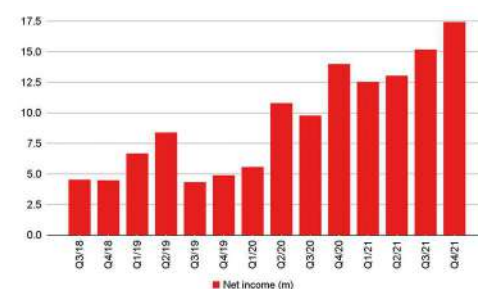
Source: Warburg Research

EBT by regions
2021; 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
	2022e	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	
Sales	1,052.0	1,120.0	1,193.0	1,270.5	1,353.1	1,434.3	1,520.4	1,604.0	1,684.2	1,760.0	1,821.6	1,876.2	1,923.1	
Sales change	13.4 %	6.5 %	6.5 %	6.5 %	6.5 %	6.0 %	6.0 %	5.5 %	5.0 %	4.5 %	3.5 %	3.0 %	2.5 %	2.0 %
EBIT	95.0	101.2	107.9	109.3	115.0	120.5	126.2	131.5	134.7	132.0	136.6	140.7	144.2	
EBIT-margin	9.0 %	9.0 %	9.0 %	8.6 %	8.5 %	8.4 %	8.3 %	8.2 %	8.0 %	7.5 %	7.5 %	7.5 %	7.5 %	
Tax rate (EBT)	28.0 %	28.0 %	28.0 %	29.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	
NOPAT	68.4	72.9	77.7	77.6	80.5	84.3	88.3	92.1	94.3	92.4	95.6	98.5	101.0	
Depreciation	12.2	13.1	13.4	16.5	17.6	18.6	19.8	20.9	21.9	22.9	23.7	24.4	25.0	
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	0.0	0.5	0.5	0.2	0.0	-0.1	0.6	0.6	0.6	-0.3	-0.5	-0.6	-0.7	
Change in Liquidity from														
- Working Capital	-4.3	-31.0	-8.0	1.6	12.9	10.8	22.8	21.7	20.4	18.8	14.3	15.8	13.6	
- Capex	23.0	24.0	25.0	20.3	20.3	20.1	19.8	20.9	21.9	22.9	23.7	24.4	25.0	
Capex in % of Sales	2.2 %	2.1 %	2.1 %	1.6 %	1.5 %	1.4 %	1.3 %	1.3 %	1.3 %	1.3 %	1.3 %	1.3 %	1.3 %	
- Other	0.0	18.0	0.0	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)	62.0	75.5	74.6	72.4	64.9	72.0	66.2	70.9	74.5	73.3	80.8	82.0	86.7	91
PV of FCF	59.3	67.1	61.6	55.4	46.1	47.5	40.5	40.3	39.3	35.9	36.7	34.6	34.0	623
share of PVs	15.39 %			33.62 %										50.99 %

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	7.50 %	Cyclicality	1.00
Risk free rate	2.00 %	Transparency	1.00
		Others	1.50
WACC	7.73 %	Beta	1.20

Valuation (m)

Present values 2034e	598		
Terminal Value	623		
Financial liabilities	182		
Pension liabilities	9		
Hybrid capital	0		
Minority interest	3		
Market val. of investments	0		
Liquidity	12	No. of shares (m)	3.8
Equity Value	1,038	Value per share (EUR)	274.96

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	8.7 %	214.37	218.26	222.43	226.91	231.73	236.94	242.59	1.41	8.7 %	167.26	187.14	207.02	226.91	246.79	266.67	286.55
1.31	8.2 %	233.61	238.35	243.46	248.98	254.97	261.47	268.57	1.31	8.2 %	184.34	205.89	227.44	248.98	270.53	292.08	313.63
1.25	8.0 %	244.32	249.58	255.26	261.42	268.12	275.43	283.44	1.25	8.0 %	193.97	216.45	238.94	261.42	283.91	306.39	328.88
1.20	7.7 %	255.87	261.72	268.06	274.96	282.48	290.73	299.80	1.20	7.7 %	204.44	227.94	251.45	274.96	298.46	321.97	345.48
1.15	7.5 %	268.36	274.89	281.99	289.74	298.23	307.57	317.90	1.15	7.5 %	215.87	240.50	265.12	289.74	314.36	338.98	363.61
1.09	7.2 %	281.92	289.23	297.21	305.95	315.57	326.20	338.03	1.09	7.2 %	228.42	254.26	280.11	305.95	331.80	357.64	383.49
0.99	6.7 %	312.81	322.08	332.28	343.56	356.10	370.12	385.90	0.99	6.7 %	257.51	286.19	314.88	343.56	372.24	400.92	429.61

- Mid to long-term EBIT margin assumption in line with management target and average EBIT margin of 7.3% from 2017/21.
- 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	2018	2019	2020	2021	2022e	2023e	2024e	
Net Income before minorities	26.3	24.6	41.8	60.2	66.6	71.1	75.3	
+ Depreciation + Amortisation	4.8	8.4	9.6	12.0	12.2	13.1	13.4	
- Net Interest Income	-2.7	-2.5	-2.6	-0.5	-2.5	-2.5	-3.3	
- Maintenance Capex	8.4	10.0	14.0	14.0	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	25.4	25.5	40.1	58.7	66.3	71.7	77.0	
FCF Potential Yield (on market EV)	6.9 %	10.0 %	14.9 %	7.5 %	7.7 %	9.1 %	10.5 %	
WACC	7.73 %	7.73 %	7.73 %	7.73 %	7.73 %	7.73 %	7.73 %	
= Enterprise Value (EV)	369.7	254.9	269.6	781.7	866.1	791.0	736.3	
= Fair Enterprise Value	329.1	330.4	518.4	759.9	857.5	926.9	996.5	
- Net Debt (Cash)	189.4	189.4	189.4	189.4	123.4	47.7	-7.4	
- Pension Liabilities	9.0	9.0	9.0	9.0	9.0	9.5	10.0	
- 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	130.7	132.1	320.0	561.6	725.1	869.7	993.9	
Number of shares, average	3.8	3.8	3.8	3.8	3.8	3.8	3.8	
= Fair value per share (EUR)	34.63	34.99	84.78	148.78	192.11	230.42	263.33	
premium (-) / discount (+) in %					-1.2 %	18.5 %	35.5 %	
Sensitivity Fair value per Share (EUR)								
	10.73 %	10.26	10.51	46.38	92.49	128.59	161.76	189.51
	9.73 %	16.71	17.00	56.55	107.39	145.41	179.94	209.06
	8.73 %	24.65	24.96	69.05	125.72	166.09	202.29	233.09
WACC	7.73 %	34.63	34.99	84.78	148.78	192.11	230.42	263.33
	6.73 %	47.59	48.00	105.19	178.70	225.87	266.91	302.56
	5.73 %	65.07	65.55	132.72	219.05	271.41	316.14	355.48
	4.73 %	89.94	90.52	171.89	276.48	336.20	386.18	430.78

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

Valuation	2018	2019	2020	2021	2022e	2023e	2024e
Price / Book	1.7 x	1.1 x	1.1 x	1.7 x	1.9 x	1.6 x	1.4 x
Book value per share ex intangibles	47.69	51.76	59.11	84.23	96.11	111.14	127.15
EV / Sales	0.6 x	0.4 x	0.4 x	0.8 x	0.8 x	0.7 x	0.6 x
EV / EBITDA	8.5 x	5.9 x	4.0 x	8.3 x	8.1 x	6.9 x	6.1 x
EV / EBIT	9.5 x	7.3 x	4.7 x	9.5 x	9.1 x	7.8 x	6.8 x
EV / EBIT adj.*	9.3 x	7.3 x	4.7 x	9.5 x	9.1 x	7.8 x	6.8 x
P / FCF	n.a.	7.3 x	25.6 x	n.a.	12.4 x	8.0 x	10.2 x
P / E	12.8 x	9.8 x	6.3 x	10.0 x	11.4 x	10.7 x	10.1 x
P / E adj.*	12.8 x	9.8 x	6.3 x	10.0 x	11.4 x	10.7 x	10.1 x
Dividend Yield	1.6 %	2.2 %	3.2 %	1.7 %	1.5 %	1.6 %	1.7 %
FCF Potential Yield (on market EV)	6.9 %	10.0 %	14.9 %	7.5 %	7.7 %	9.1 %	10.5 %

*Adjustments made for: -

Consolidated profit & loss

In EUR m	2018	2019	2020	2021	2022e	2023e	2024e
Sales	577.9	605.7	724.7	927.4	1,052.0	1,120.0	1,193.0
Change Sales yoy	4.4 %	4.8 %	19.6 %	28.0 %	13.4 %	6.5 %	6.5 %
Increase / decrease in inventory	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Own work capitalised	0.3	0.2	0.0	0.0	0.0	0.0	0.0
Total Sales	578.2	605.9	724.7	927.4	1,052.0	1,120.0	1,193.0
Material expenses	380.2	399.3	464.8	594.2	674.3	717.4	764.2
Gross profit	197.9	206.6	259.9	333.3	377.7	402.6	428.8
<i>Gross profit margin</i>	<i>34.2 %</i>	<i>34.1 %</i>	<i>35.9 %</i>	<i>35.9 %</i>	<i>35.9 %</i>	<i>35.9 %</i>	<i>35.9 %</i>
Personnel expenses	76.2	78.5	92.1	107.8	121.0	129.0	137.0
Other operating income	11.0	6.9	8.9	9.3	8.5	8.5	8.5
Other operating expenses	88.9	91.5	109.1	140.7	158.0	167.8	179.0
Unfrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	43.7	43.5	67.6	94.0	107.2	114.3	121.3
<i>Margin</i>	<i>7.6 %</i>	<i>7.2 %</i>	<i>9.3 %</i>	<i>10.1 %</i>	<i>10.2 %</i>	<i>10.2 %</i>	<i>10.2 %</i>
Depreciation of fixed assets	3.4	7.9	9.1	10.0	10.8	11.5	11.8
EBITA	40.3	35.6	58.5	84.0	96.4	102.8	109.5
Amortisation of intangible assets	1.4	0.5	0.5	2.0	1.4	1.6	1.6
Goodwill amortisation	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	38.9	35.0	58.0	82.0	95.0	101.2	107.9
<i>Margin</i>	<i>6.7 %</i>	<i>5.8 %</i>	<i>8.0 %</i>	<i>8.8 %</i>	<i>9.0 %</i>	<i>9.0 %</i>	<i>9.0 %</i>
EBIT adj.	39.8	35.0	58.0	82.0	95.0	101.2	107.9
Interest income	0.2	0.2	0.1	0.1	0.1	0.1	0.0
Interest expenses	1.5	1.0	0.9	1.6	1.6	1.6	2.0
Other financial income (loss)	-1.4	-1.8	-1.9	1.0	-1.0	-1.0	-1.3
EBT	36.2	32.5	55.3	81.4	92.4	98.7	104.6
<i>Margin</i>	<i>6.3 %</i>	<i>5.4 %</i>	<i>7.6 %</i>	<i>8.8 %</i>	<i>8.8 %</i>	<i>8.8 %</i>	<i>8.8 %</i>
Total taxes	9.9	7.9	14.6	21.7	25.9	27.6	29.3
Net income from continuing operations	26.3	24.6	40.8	59.7	66.6	71.1	75.3
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	26.3	24.6	40.8	59.7	66.6	71.1	75.3
Minority interest	0.3	0.3	0.6	1.5	2.1	2.5	2.8
Net income	26.0	24.3	40.2	58.2	64.5	68.6	72.5
<i>Margin</i>	<i>4.5 %</i>	<i>4.0 %</i>	<i>5.5 %</i>	<i>6.3 %</i>	<i>6.1 %</i>	<i>6.1 %</i>	<i>6.1 %</i>
Number of shares, average	3.8	3.8	3.8	3.8	3.8	3.8	3.8
EPS	6.90	6.44	10.92	15.53	17.08	18.16	19.22
EPS adj.	6.90	6.44	10.92	15.53	17.08	18.16	19.22

*Adjustments made for:

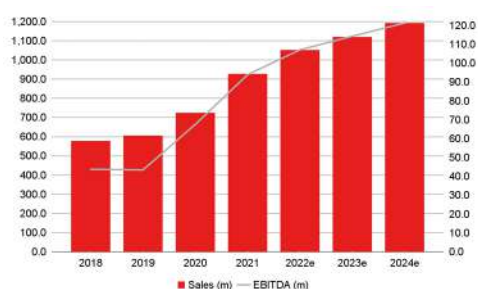
Guidance: 2022: organic sales increase of ca. 10%, EBT margin 8.5-9.0%

Financial Ratios

	2018	2019	2020	2021	2022e	2023e	2024e
Total Operating Costs / Sales	94.4 %	94.0 %	91.9 %	90.9 %	90.6 %	90.6 %	90.5 %
Operating Leverage	0.2 x	-2.1 x	3.3 x	1.5 x	1.2 x	1.0 x	1.0 x
EBITDA / Interest expenses	29.2 x	44.6 x	74.8 x	57.5 x	65.5 x	71.4 x	60.7 x
Tax rate (EBT)	27.3 %	24.4 %	25.8 %	26.5 %	28.0 %	28.0 %	28.0 %
Dividend Payout Ratio	20.1 %	21.5 %	20.4 %	16.4 %	17.0 %	17.0 %	17.0 %
Sales per Employee	368,326	384,323	437,606	516,380	568,649	589,474	614,948

Sales, EBITDA

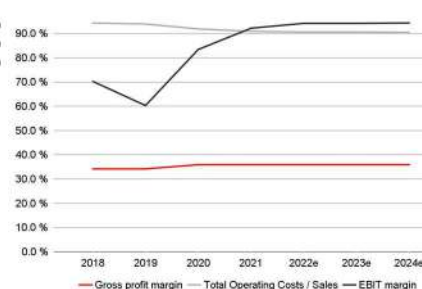
in EUR m



Source: Warburg Research

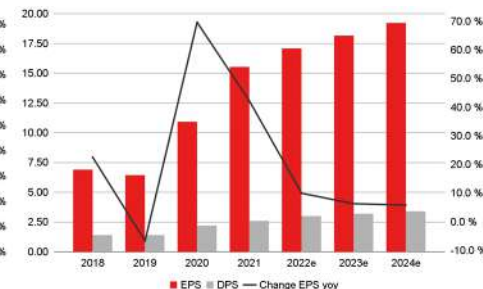
Operating Performance

in %



Source: Warburg Research

Performance per Share



Source: Warburg Research

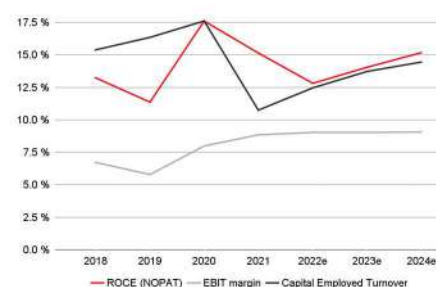
Consolidated balance sheet

In EUR m	2018	2019	2020	2021	2022e	2023e	2024e
Assets							
Goodwill and other intangible assets	16.5	17.7	19.8	19.6	29.5	30.0	30.0
thereof other intangible assets	4.8	5.9	7.0	7.7	17.5	18.0	18.0
thereof Goodwill	11.7	11.7	11.6	11.6	11.6	11.6	11.6
Property, plant and equipment	26.0	48.9	58.7	75.6	86.8	98.3	110.5
Financial assets	0.7	0.4	0.3	0.9	0.9	0.9	0.9
Other long-term assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Fixed assets	43.2	66.9	78.9	96.1	117.1	129.1	141.3
Inventories	188.5	173.3	194.8	450.0	438.0	407.0	398.0
Accounts receivable	88.1	92.9	119.2	135.9	159.0	169.0	180.0
Liquid assets	14.1	25.7	32.1	11.5	35.3	50.9	101.1
Other short-term assets	37.8	38.5	53.5	138.4	66.0	67.0	68.0
Current assets	328.6	330.5	399.6	735.8	698.3	693.9	747.1
Total Assets	371.8	397.4	478.4	831.9	815.4	823.1	888.4
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	173.4	189.6	224.4	274.6	291.4	344.5	401.0
Other equity components	-13.2	-12.9	-17.8	26.6	64.5	68.6	72.5
Shareholders' equity	196.5	213.0	242.9	337.6	392.2	449.4	509.9
Minority interest	2.1	1.9	2.4	3.4	3.0	3.0	3.0
Total equity	198.6	214.9	245.3	341.0	395.2	452.4	512.9
Provisions	26.6	25.9	35.7	38.0	37.2	38.0	38.5
thereof provisions for pensions and similar obligations	3.4	4.2	7.9	9.0	9.0	9.5	10.0
Financial liabilities (total)	46.7	37.9	35.7	200.9	158.6	98.6	93.6
Short-term financial liabilities	21.6	2.4	3.4	90.9	65.0	5.0	0.0
Accounts payable	68.5	78.2	96.8	137.5	153.0	163.0	173.0
Other liabilities	31.4	40.6	64.8	114.5	71.3	71.0	70.4
Liabilities	173.1	182.5	233.1	490.9	420.1	370.6	375.5
Total liabilities and shareholders' equity	371.8	397.4	478.4	831.9	815.4	823.1	888.4

Financial Ratios

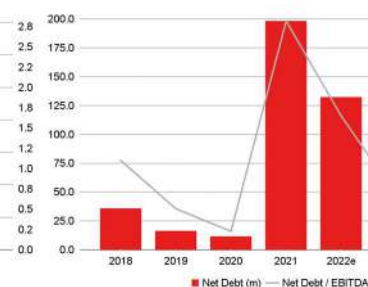
	2018	2019	2020	2021	2022e	2023e	2024e
Efficiency of Capital Employment							
Operating Assets Turnover	2.5 x	2.6 x	2.6 x	1.8 x	2.0 x	2.2 x	2.3 x
Capital Employed Turnover	2.5 x	2.6 x	2.8 x	1.7 x	2.0 x	2.2 x	2.3 x
ROA	60.3 %	36.3 %	50.9 %	60.6 %	55.0 %	53.1 %	51.3 %
Return on Capital							
ROCE (NOPAT)	13.2 %	11.4 %	17.6 %	15.1 %	12.8 %	14.0 %	15.2 %
ROE	13.8 %	11.9 %	17.6 %	20.1 %	17.7 %	16.3 %	15.1 %
Adj. ROE	13.8 %	11.9 %	17.6 %	20.1 %	17.7 %	16.3 %	15.1 %
Balance sheet quality							
Net Debt	35.9	16.4	11.6	198.4	132.4	57.2	2.6
Net Financial Debt	32.6	12.2	3.6	189.4	123.4	47.7	-7.4
Net Gearing	18.1 %	7.6 %	4.7 %	58.2 %	33.5 %	12.7 %	0.5 %
Net Fin. Debt / EBITDA	74.4 %	28.1 %	5.4 %	201.5 %	115.1 %	41.8 %	n.a.
Book Value / Share	52.1	56.4	64.4	89.4	103.9	119.1	135.1
Book value per share ex intangibles	47.7	51.8	59.1	84.2	96.1	111.1	127.2

ROCE Development



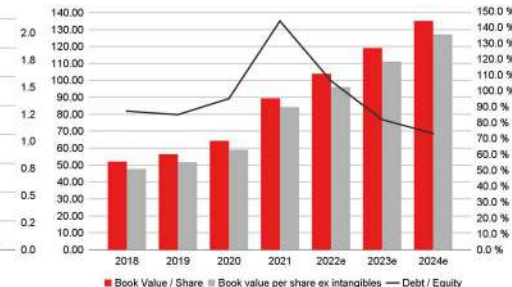
Source: Warburg Research

Net debt in EUR m



Source: Warburg Research

Book Value per Share in EUR



Source: Warburg Research

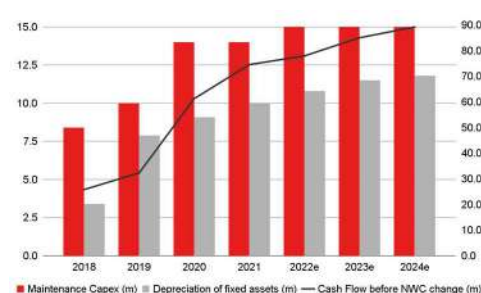
Consolidated cash flow statement

In EUR m	2018	2019	2020	2021	2022e	2023e	2024e
Net income	36.2	32.5	56.4	81.8	92.4	98.7	104.6
Depreciation of fixed assets	3.4	7.9	9.1	10.0	10.8	11.5	11.8
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	1.4	0.5	0.5	2.0	1.4	1.6	1.6
Increase/decrease in long-term provisions	-5.3	-0.7	9.9	2.3	-0.8	0.8	0.5
Other non-cash income and expenses	-9.9	-7.9	-14.6	-21.7	-25.9	-27.6	-29.3
Cash Flow before NWC change	25.8	32.3	61.3	74.5	77.9	85.0	89.2
Increase / decrease in inventory	-8.4	15.2	-21.4	-255.2	12.0	31.0	9.0
Increase / decrease in accounts receivable	-5.8	-4.7	-26.3	-16.7	-23.1	-10.0	-11.0
Increase / decrease in accounts payable	-17.0	9.7	18.6	40.7	15.5	10.0	10.0
Increase / decrease in other working capital positions	0.0	-4.0	0.0	0.0	-4.0	-4.0	-4.0
Increase / decrease in working capital (total)	-31.2	16.2	-29.2	-231.2	0.3	27.0	4.0
Net cash provided by operating activities [1]	-5.4	48.5	32.1	-156.7	78.3	112.0	93.2
Investments in intangible assets	-0.7	-1.7	-2.8	-1.6	-2.0	-2.0	-2.0
Investments in property, plant and equipment	-7.7	-14.2	-19.2	-27.2	-17.0	-18.0	-19.0
Payments for acquisitions	0.4	0.0	0.0	0.0	-5.0	-5.0	-5.0
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
Net cash provided by investing activities [2]	-8.0	-15.9	-22.1	-28.8	-24.0	-25.0	-26.0
Change in financial liabilities	24.2	-8.7	-2.2	165.2	-42.3	-60.0	-5.0
Dividends paid	-4.5	-5.3	-5.3	-8.3	-9.8	-11.3	-12.1
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]	19.7	-14.0	-7.5	156.9	-52.1	-71.3	-17.1
Change in liquid funds [1]+[2]+[3]	6.4	18.5	2.6	-28.6	2.2	15.6	50.2
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	20.8	32.6	28.3	3.5	13.7	50.9	101.1

Financial Ratios

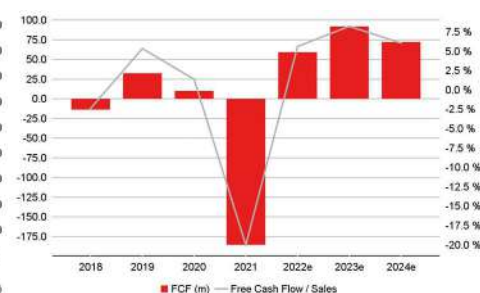
	2018	2019	2020	2021	2022e	2023e	2024e
Cash Flow							
FCF	-13.7	32.5	10.1	-185.5	59.3	92.0	72.2
Free Cash Flow / Sales	-2.4 %	5.4 %	1.4 %	-20.0 %	5.6 %	8.2 %	6.1 %
Free Cash Flow Potential	25.4	25.5	40.1	58.7	66.3	71.7	77.0
Free Cash Flow / Net Profit	-52.7 %	133.7 %	25.1 %	-318.7 %	91.9 %	134.1 %	99.6 %
Interest Received / Avg. Cash	1.2 %	1.1 %	0.5 %	0.5 %	0.5 %	0.2 %	0.0 %
Interest Paid / Avg. Debt	4.3 %	2.3 %	2.5 %	1.4 %	0.9 %	1.2 %	2.1 %
Management of Funds							
Investment ratio	1.4 %	2.6 %	3.0 %	3.1 %	1.8 %	1.8 %	1.8 %
Maint. Capex / Sales	1.5 %	1.7 %	1.9 %	1.5 %	1.4 %	1.3 %	1.3 %
Capex / Dep	173.1 %	189.3 %	229.4 %	239.2 %	155.7 %	152.7 %	156.7 %
Avg. Working Capital / Sales	33.3 %	32.7 %	28.0 %	35.9 %	42.4 %	38.3 %	34.3 %
Trade Debtors / Trade Creditors	128.7 %	118.8 %	123.1 %	98.8 %	103.9 %	103.7 %	104.0 %
Inventory Turnover	2.0 x	2.3 x	2.4 x	1.3 x	1.5 x	1.8 x	1.9 x
Receivables collection period (days)	56	56	60	53	55	55	55
Payables payment period (days)	66	71	76	84	83	83	83
Cash conversion cycle (Days)	171	143	137	245	209	179	163

CAPEX and Cash Flow
in EUR m



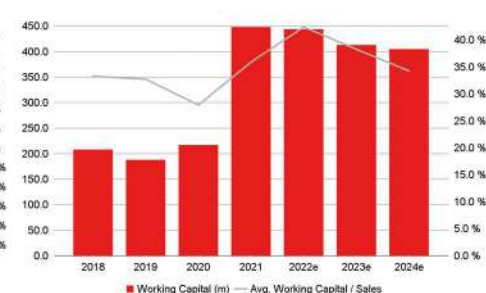
Source: Warburg Research

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)
Einhell Pref.	3, 5	http://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	172	81
Hold	36	17
Sell	3	1
Rating suspended	2	1
Total	213	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	52	87
Hold	6	10
Sell	0	0
Rating suspended	2	3
Total	60	100

PRICE AND RATING HISTORY EINHELL PREF. AS OF 27.04.2022


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

Thor Höfs +49 40 309537-255
Software, IT thoefs@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
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Refinitiv www.refinitiv.com
Capital IQ 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