Einhell Pref.

(CDAX, Retail, EIN GR)

Buy	
EUR 105.00	
Price	EUR 75.00
Upside	40.0 %

Value Indicators:	EUR
DCF:	105.00
FCF-Value Potential 28e:	107.00

Warburg Risk Score:	2.5
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:	849.2
No. of shares (m):	11.3
EV:	817.9
Freefloat MC:	849.2
Ø Trad. Vol. (30d):	233.27 th

Shareholders:	
Freefloat	100.00 %
Thannhuber AG (Ordinary sh.)	93.00 %
Others (Ordinary shares)	7.00 %

Key Figures (WRe):	2026e
Beta:	1.2
Price / Book:	1.6 x
Equity Ratio:	53 %

Power X-Change share climbs to 56% and holds margins through; Guidance confirmed

Stated Figures Q2/2026:

in EUR m	Q2/26	Q2/26e	Q2/25	yoy	H1/26e	H1/25	yoy
Western Europe incl. D/A/CH	**199.1**	193.7	199.7	*-0.3%*	**388.5**	370.0	*5.0%*
Eastern Europe	**42.1**	34.2	38.5	*9.5%*	**78.1**	69.9	*11.8%*
Overseas and Other Countries	**60.6**	72.1	58.7	*3.3%*	**129.0**	134.8	*-4.3%*
Production and Sourcing Cos.	**23.4**	27.6	30.5	*-23.3%*	**40.5**	55.5	*-27.1%*
Group Sales	**325.3**	327.6	327.4	*-0.7%*	**636.2**	630.2	*0.9%*
% of Power X-Change					*56%*	*53%*	
EBIT	**34.8**	35.8	34.1	*1.9%*	**65.3**	64.3	*1.6%*
EBIT Margin	*10.7%*	*10.9%*	*10.4%*		*10.3%*	*10.2%*	
EBT	**33.3**	33.8	33.2	*0.3%*	**62.0**	61.8	*0.4%*
EBT Margin	*10.2%*	*10.3%*	*10.1%*		*9.7%*	*9.8%*	

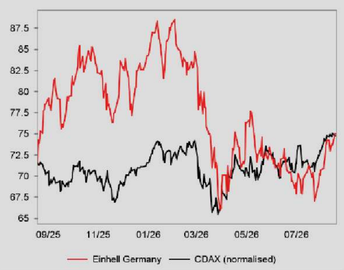
Comment on Figures:

- Group sales marginally below WRe; weather-hit garden business in Western Europe offset by strong Eastern Europe
- EBIT and EBT slightly below our estimates; flat yoy EBT flattered by EUR 5.7m lower inventory write-downs
- FY26 guidance of approx. EUR 1.2bn sales and approx. 9.0% pre-tax margin confirmed

Einhell reported H1/26 figures this morning, with revenue up 0.9% yoy to EUR 636.2m (FX-adj. +1.1%) and EBT of EUR 62.0m, both marginally below our estimates. Power X-Change reached 56% of Group revenue (PYp: 53%). Management confirmed FY26 guidance

- **Sales:** Q2 revenue declined 0.7% yoy and came in 0.7% below our estimate, a clear slowdown from the 2.7% growth in Q1. Western Europe stalled at EUR 199.1m (-0.3% yoy) after +11.2% in Q1. Management cites weather conditions unfavourable for the garden business in H1; given the Q1 strength, we read the effect as concentrated in Q2, although H1 still grew 5.0% on the back of Spain (+12.2%), the UK (+15.2%) and Italy (+17.3%). Eastern Europe again exceeded our estimate at EUR 42.1m (+9.5% yoy, WRe: EUR 34.2m), driven by Turkey, Croatia and Poland. Overseas returned to growth at EUR 60.6m (+3.3% yoy) after the 10.1% decline in Q1.
- **Profitability:** Headline resilience masks a weaker composition. EBT rose only EUR 0.2m yoy, while inventory write-downs fell EUR 5.7m to EUR 5.9m; adjusted for this, we calculate that underlying EBT declined by roughly EUR 5.5m. The same effect drives the segment picture: Western Europe EBT jumped EUR 8.3m to EUR 45.7m, of which EUR 6.6m stems from lower write-downs in that segment alone. Overseas EBT dropped to EUR 8.6m (PYp: EUR 14.2m) on weakness in Australia and Argentina, and Production and Sourcing fell to EUR 0.6m (PYp: EUR 3.4m). The material cost ratio improved to 56.4% (PYp: 59.5%), but the benefit was absorbed by personnel expenses (EUR 81.5m, +7.5% yoy) and other operating expenses (EUR 125.7m, +9.1% yoy), with marketing now accounting for 8.1% of revenue (PYp: 7.3%) on the expanded Mercedes-AMG PETRONAS F1 partnership. EPS came in at EUR 3.8 (PYp: EUR 3.9).
- **Balance sheet and cash flow:** This is the clear positive. The equity ratio improved to 56.6% (YE25: 50.4%) and the Group moved into a net cash position of EUR 6.7m (YE25: EUR 4.7m net debt). Inventories fell to EUR 386.0m (YE25: EUR 451.0m), while receivables built to EUR 270.0m on strong Q2 invoicing. Operating cash flow swung to EUR 23.6m (PYp: EUR -48.2m) and FCF to EUR 14.3m. The EUR 21.4m dividend was paid on 8 July and will reverse the net cash position in Q3.

Conclusion: Management confirmed guidance, and the margin phasing supports it, with H1 EBT at 57% of our FY26e, exactly the prior-year split. The revenue side needs a technical adjustment rather than a downgrade: reaching our FY26e sales estimate of EUR 1,199.8m requires 6.9% yoy growth in H2, but EUR 16m of that sits in Production and Sourcing, where our estimate has not yet caught up with the intragroup reallocation. Excluding that line, the distribution business grew 3.7% in H1 and needs 4.1% in H2, which represents continuity rather than acceleration.



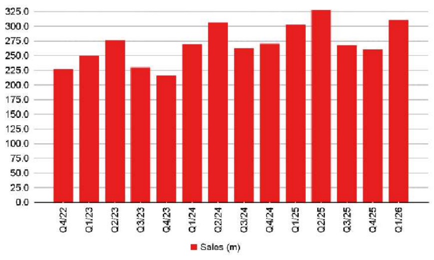
Rel. Performance vs CDAX:	
1 month:	0.4 %
6 months:	-11.3 %
Year to date:	-15.4 %
Trailing 12 months:	0.3 %

Company events:

FY End: 31.12. in EUR m	CAGR (25-28e)	2022	2023	2024	2025	2026e	2027e	2028e
Sales	4.3 %	1,032.5	971.5	1,109.7	1,157.7	1,199.8	1,251.2	1,313.2
Change Sales yoy		11.3 %	-5.9 %	14.2 %	4.3 %	3.6 %	4.3 %	5.0 %
Gross profit margin		*36.2 %*	*40.0 %*	*40.9 %*	*43.1 %*	*42.7 %*	*42.8 %*	*43.0 %*
EBITDA	4.8 %	107.2	97.3	115.6	133.5	134.4	143.9	153.6
Margin		*10.4 %*	*10.0 %*	*10.4 %*	*11.5 %*	*11.2 %*	*11.5 %*	*11.7 %*
EBIT	4.7 %	92.5	81.1	95.5	112.7	112.5	120.8	129.2
Margin		*9.0 %*	*8.3 %*	*8.6 %*	*9.7 %*	*9.4 %*	*9.7 %*	*9.8 %*
EBT	4.0 %	87.4	75.4	92.8	109.0	108.9	115.8	122.7
Margin		*8.5 %*	*7.8 %*	*8.4 %*	*9.4 %*	*9.1 %*	*9.3 %*	*9.3 %*
Net income	3.5 %	59.8	50.5	59.4	77.5	76.4	81.2	86.1
EPS	3.8 %	5.28	4.46	5.75	6.75	6.69	7.12	7.54
DPS	1.7 %	0.97	0.97	1.50	1.90	1.90	1.90	2.00
Dividend Yield		1.8 %	1.9 %	2.6 %	2.6 %	2.5 %	2.5 %	2.7 %
FCFPS		-0.31	16.23	3.71	-0.51	7.31	4.70	4.85
FCF / Market cap		-0.6 %	32.2 %	6.5 %	-0.7 %	9.7 %	6.3 %	6.5 %
EV / Sales		0.8 x	0.6 x	0.6 x	0.7 x	0.7 x	0.6 x	0.6 x
EV / EBITDA		7.6 x	6.2 x	5.7 x	6.4 x	6.1 x	5.5 x	4.9 x
EV / EBIT		8.8 x	7.5 x	6.9 x	7.6 x	7.3 x	6.5 x	5.8 x
P / E		10.2 x	11.3 x	10.0 x	10.9 x	11.2 x	10.5 x	9.9 x
FCF Potential Yield		8.0 %	9.6 %	10.8 %	9.6 %	10.2 %	11.5 %	13.1 %
Net Debt		205.8	35.9	7.4	29.9	-31.4	-63.1	-96.5
ROCE (NOPAT)		11.6 %	11.5 %	14.8 %	16.6 %	15.7 %	16.6 %	16.9 %
Guidance:	2026: sales approx. EUR 1,200m ; EBT margin approx. 9.0%							

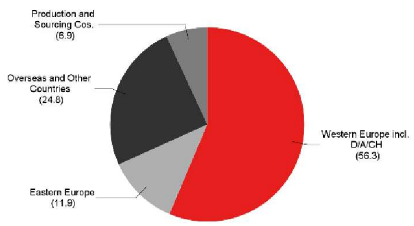
Analyst
Philipp Kaiser
p.kaiser@mp-capitalmarkets.com
+49 40 38022-2260

Sales development
in EUR m



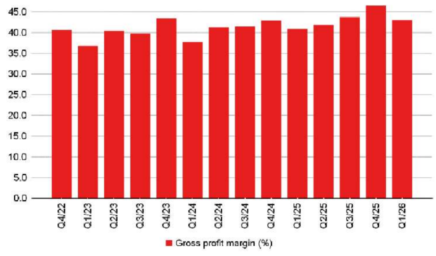
Source: Warburg Research

Sales by regions
2025; in %



Source: Warburg Research

Gross margin development
in %



Source: Warburg Research

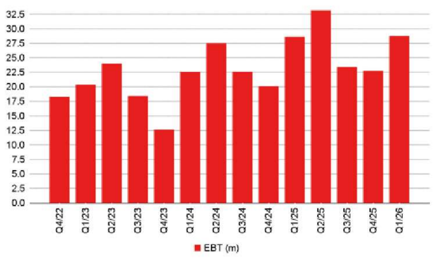
Company Background

- 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 (55% of sales in 2024), e-commerce (27%) and specialised trade (13%). The share of business with discounters is less than 5%.
- Einhell has long-standing expertise in product development, quality control, international distribution and after-sales services. The production is outsourced and supervised by Einhell's own unit in Asia.
- The company was founded in 1964 by Josef Thannhuber. In 1987 Einhell was listed at the stock exchange. The Thannhuber family holds the majority of the non-listed ordinary shares.

Competitive Quality

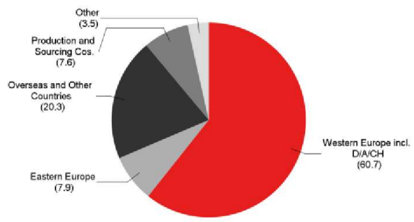
- Einhell has a high brand awareness in key markets, which will be further strengthened by marketing initiatives and presentation at the point-of-sale (including e-commerce) in the course of a long-term brand strategy.
- With its focus on innovative product development, the group can benefit from dynamic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

EBT development
in EUR m



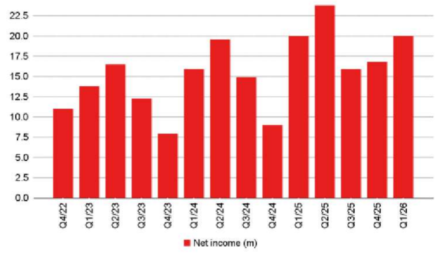
Source: Warburg Research

EBT by regions
2025; in %



Source: Warburg Research

Net income development
in EUR m



Source: Warburg Research

DCF model

	Detailed forecast period			Transitional period										Term. Value
Figures in EUR m	**2026e**	**2027e**	**2028e**	**2029e**	**2030e**	**2031e**	**2032e**	**2033e**	**2034e**	**2035e**	**2036e**	**2037e**	**2038e**	
Sales	1,199.8	1,251.2	1,313.2	1,402.5	1,497.8	1,599.7	1,703.7	1,814.4	1,923.3	2,019.4	2,100.2	2,163.2	2,217.3	
Sales change	*3.6 %*	*4.3 %*	*5.0 %*	*6.8 %*	*6.8 %*	*6.8 %*	*6.5 %*	*6.5 %*	*6.0 %*	*5.0 %*	*4.0 %*	*3.0 %*	*2.5 %*	*2.0 %*
EBIT	111.9	120.2	128.6	130.4	139.3	148.8	153.3	163.3	173.1	171.7	178.5	178.5	182.9	
EBIT-margin	*9.3 %*	*9.6 %*	*9.8 %*	*9.3 %*	*9.3 %*	*9.3 %*	*9.0 %*	*9.0 %*	*9.0 %*	*8.5 %*	*8.5 %*	*8.3 %*	*8.3 %*	
Tax rate (EBT)	*30.0 %*	*30.0 %*	*30.0 %*	*30.0 %*	*30.0 %*	*30.0 %*	*30.0 %*	*30.0 %*	*30.0 %*	*30.0 %*	*30.0 %*	*30.0 %*	*30.0 %*	
NOPAT	78.3	84.1	90.0	91.3	97.5	104.1	107.3	114.3	121.2	120.2	125.0	124.9	128.0	
Depreciation	21.9	23.1	24.4	21.0	22.5	24.0	25.6	27.2	28.8	30.3	31.5	32.4	33.3	
in % of Sales	*1.8 %*	*1.8 %*	*1.9 %*	*1.5 %*	*1.5 %*	*1.5 %*	*1.5 %*	*1.5 %*	*1.5 %*	*1.5 %*	*1.5 %*	*1.5 %*	*1.5 %*	
Changes in provisions	0.0	0.0	0.0	2.3	-0.2	-0.2	0.5	0.6	0.5	0.5	0.4	0.3	0.3	
Change in Liquidity from														
- Working Capital	-11.5	19.0	22.0	-19.2	30.5	32.6	33.3	35.4	34.8	30.8	25.8	20.2	17.3	
- Capex	30.4	31.5	32.9	29.5	30.0	28.8	25.6	27.2	28.8	30.3	31.5	32.4	33.3	
Capex in % of Sales	*2.5 %*	*2.5 %*	*2.5 %*	*2.1 %*	*2.0 %*	*1.8 %*	*1.5 %*	*1.5 %*	*1.5 %*	*1.5 %*	*1.5 %*	*1.5 %*	*1.5 %*	
- Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Free Cash Flow (WACC Model)	81.3	56.7	59.5	104.4	59.3	66.5	74.6	79.4	86.9	89.9	99.5	105.1	111.0	117
PV of FCF	77.4	49.6	47.9	77.1	40.3	41.5	42.8	41.9	42.1	40.0	40.7	39.5	38.4	592
share of PVs	**14.43 %**			**36.68 %**										**48.89 %**

Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	9.00 %	Financial Strength	1.00
Cost of debt (after tax)	3.3 %	Liquidity (share)	1.50
Market return	8.25 %	Cyclicality	1.00
Risk free rate	2.75 %	Transparency	1.00
		Others	1.50
WACC	**8.81 %**	**Beta**	**1.20**

Valuation (m)

Present values 2038e	619		
Terminal Value	592		
Financial liabilities	95		
Pension liabilities	6		
Hybrid capital	0		
Minority interest	13		
Market val. of investments	0		
Liquidity	90	No. of shares (m)	11.3
Equity Value	**1,188**	**Value per share (EUR)**	**104.92**

Sensitivity Value per Share (EUR)

		Terminal Growth						
Beta	WACC	1.25 %	1.50 %	1.75 %	**2.00 %**	2.25 %	2.50 %	2.75 %
1.40	9.8 %	86.85	87.97	89.15	90.41	91.76	93.20	94.73
1.30	9.3 %	92.87	94.21	95.63	97.15	98.78	100.53	102.42
1.25	9.1 %	96.19	97.65	99.22	100.89	102.69	104.63	106.72
1.20	8.8 %	99.73	101.34	103.06	**104.92**	106.91	109.06	111.39
1.15	8.6 %	103.52	105.30	107.20	109.26	111.47	113.87	116.48
1.10	8.3 %	107.59	109.56	111.67	113.95	116.42	119.10	122.02
1.00	7.8 %	116.70	119.12	121.74	124.58	127.68	131.07	134.79

		Delta EBIT-margin						
Beta	WACC	-1.5 pp	-1.0 pp	-0.5 pp	**+0.0 pp**	+0.5 pp	+1.0 pp	+1.5 pp
1.40	9.8 %	71.13	77.56	83.99	90.41	96.84	103.27	109.69
1.30	9.3 %	76.48	83.37	90.26	97.15	104.05	110.94	117.83
1.25	9.1 %	79.44	86.59	93.74	100.89	108.05	115.20	122.35
1.20	8.8 %	82.63	90.06	97.49	**104.92**	112.35	119.78	127.20
1.15	8.6 %	86.07	93.80	101.53	109.26	116.98	124.71	132.44
1.10	8.3 %	89.79	97.85	105.90	113.95	122.00	130.05	138.10
1.00	7.8 %	98.23	107.01	115.80	124.58	133.36	142.14	150.93

- Mid to long-term EBIT margin assumption in line with management target and average EBIT margin of 8.7% from 2020/24.
- 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	2022	2023	2024	2025	2026e	2027e	2028e
Net Income before minorities	60.8	51.6	64.3	76.2	75.8	80.6	85.4
+ Depreciation + Amortisation	14.7	16.2	20.1	20.8	21.9	23.1	24.4
- Net Interest Income	-5.1	-5.7	-2.7	-3.7	-3.6	-5.0	-6.6
- Maintenance Capex	15.0	15.0	16.0	18.0	18.0	18.0	18.0
+ Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0
= Free Cash Flow Potential	**65.6**	**58.4**	**71.2**	**82.6**	**83.3**	**90.7**	**98.4**
FCF Potential Yield (on market EV)	8.0 %	9.6 %	10.8 %	9.6 %	10.2 %	11.5 %	13.1 %
WACC	8.81 %	8.81 %	8.81 %	8.81 %	8.81 %	8.81 %	8.81 %
= Enterprise Value (EV)	**818.2**	**607.2**	**656.9**	**859.4**	**817.9**	**786.2**	**752.8**
= Fair Enterprise Value	**744.6**	**663.4**	**808.1**	**938.3**	**945.7**	**1,029.9**	**1,117.0**
- Net Debt (Cash)	23.7	23.7	23.7	23.7	-37.5	-69.2	-102.6
- Pension Liabilities	6.2	6.2	6.2	6.2	6.2	6.2	6.2
- 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	**714.7**	**633.6**	**778.2**	**908.4**	**977.1**	**1,093.0**	**1,213.4**
Number of shares, average	11.3	11.3	11.3	11.3	11.3	11.3	11.3
= Fair value per share (EUR)	**63.12**	**55.95**	**68.73**	**80.22**	**86.29**	**96.52**	**107.16**
premium (-) / discount (+) in %					15.1 %	28.7 %	42.9 %

Sensitivity Fair value per Share (EUR)

	11.81 %	46.41	41.07	50.60	59.17	65.07	73.41	82.10
	10.81 %	50.95	45.11	55.52	64.89	70.83	79.69	88.91
	9.81 %	56.42	49.98	61.45	71.77	77.77	87.25	97.11
WACC	**8.81 %**	**63.12**	**55.95**	**68.73**	**80.22**	**86.29**	**96.52**	**107.16**
	7.81 %	71.55	63.46	77.87	90.83	96.99	108.17	119.80
	6.81 %	82.44	73.17	89.70	104.57	110.83	123.24	136.14
	5.81 %	97.09	86.22	105.60	123.02	129.43	143.51	158.12

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

Valuation

	2022	2023	2024	2025	2026e	2027e	2028e
Price / Book	1.7 x	1.7 x	1.5 x	1.8 x	1.6 x	1.5 x	1.3 x
Book value per share ex intangibles	27.99	25.88	33.78	36.73	41.63	46.59	51.98
EV / Sales	0.8 x	0.6 x	0.6 x	0.7 x	0.7 x	0.6 x	0.6 x
EV / EBITDA	7.6 x	6.2 x	5.7 x	6.4 x	6.1 x	5.5 x	4.9 x
EV / EBIT	8.8 x	7.5 x	6.9 x	7.6 x	7.3 x	6.5 x	5.8 x
EV / EBIT adj.*	8.8 x	7.5 x	6.9 x	7.6 x	7.3 x	6.5 x	5.8 x
P / FCF	n.a.	3.1 x	15.5 x	n.a.	10.3 x	16.0 x	15.5 x
P / E	10.2 x	11.3 x	10.0 x	10.9 x	11.2 x	10.5 x	9.9 x
P / E adj.*	10.2 x	11.3 x	10.0 x	10.9 x	11.2 x	10.5 x	9.9 x
Dividend Yield	1.8 %	1.9 %	2.6 %	2.6 %	2.5 %	2.5 %	2.7 %
FCF Potential Yield (on market EV)	8.0 %	9.6 %	10.8 %	9.6 %	10.2 %	11.5 %	13.1 %

*Adjustments made for: -

Consolidated profit & loss

In EUR m	2022	2023	2024	2025	2026e	2027e	2028e
Sales	**1,032.5**	**971.5**	**1,109.7**	**1,157.7**	**1,199.8**	**1,251.2**	**1,313.2**
Change Sales yoy	11.3 %	-5.9 %	14.2 %	4.3 %	3.6 %	4.3 %	5.0 %
Increase / decrease in inventory	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Own work capitalised	0.4	0.7	1.6	1.4	1.2	1.3	1.3
Total Sales	**1,032.9**	**972.3**	**1,111.3**	**1,159.1**	**1,201.0**	**1,252.4**	**1,314.5**
Material expenses	659.1	583.7	657.8	659.9	688.7	716.9	749.8
Gross profit	**373.8**	**388.6**	**453.5**	**499.2**	**512.3**	**535.5**	**564.7**
Gross profit margin	*36.2 %*	*40.0 %*	*40.9 %*	*43.1 %*	*42.7 %*	*42.8 %*	*43.0 %*
Personnel expenses	118.7	129.6	146.1	155.9	160.8	166.4	174.7
Other operating income	17.8	18.8	12.9	10.6	12.0	12.5	13.1
Other operating expenses	165.7	180.5	204.7	220.4	229.2	237.7	249.5
Unfrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	**107.2**	**97.3**	**115.6**	**133.5**	**134.4**	**143.9**	**153.6**
Margin	*10.4 %*	*10.0 %*	*10.4 %*	*11.5 %*	*11.2 %*	*11.5 %*	*11.7 %*
Depreciation of fixed assets	12.4	13.3	15.6	15.3	16.3	17.3	18.5
EBITA	**94.9**	**84.0**	**100.0**	**118.2**	**118.1**	**126.5**	**135.1**
Amortisation of intangible assets	2.4	2.9	4.5	5.5	5.6	5.7	5.9
Goodwill amortisation	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	**92.5**	**81.1**	**95.5**	**112.7**	**112.5**	**120.8**	**129.2**
Margin	*9.0 %*	*8.3 %*	*8.6 %*	*9.7 %*	*9.4 %*	*9.7 %*	*9.8 %*
EBIT adj.	**92.5**	**81.1**	**95.5**	**112.7**	**112.5**	**120.8**	**129.2**
Interest income	0.4	1.9	2.8	8.8	9.6	10.0	10.5
Interest expenses	5.2	6.4	4.4	12.5	13.2	15.0	17.1
Other financial income (loss)	-0.3	-1.1	-1.1	0.0	0.0	0.0	0.0
EBT	**87.4**	**75.4**	**92.8**	**109.0**	**108.9**	**115.8**	**122.7**
Margin	*8.5 %*	*7.8 %*	*8.4 %*	*9.4 %*	*9.1 %*	*9.3 %*	*9.3 %*
Total taxes	26.6	23.8	34.2	31.7	32.5	34.5	36.6
Net income from continuing operations	**60.8**	**51.6**	**58.6**	**77.3**	**76.4**	**81.2**	**86.1**
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	**60.8**	**51.6**	**58.6**	**77.3**	**76.4**	**81.2**	**86.1**
Minority interest	1.0	1.1	-0.7	-0.3	0.0	0.0	0.0
Net income	**59.8**	**50.5**	**59.4**	**77.5**	**76.4**	**81.2**	**86.1**
Margin	*5.8 %*	*5.2 %*	*5.4 %*	*6.7 %*	*6.4 %*	*6.5 %*	*6.6 %*
Number of shares, average	11.3	11.3	11.3	11.3	11.3	11.3	11.3
EPS	**5.28**	**4.46**	**5.75**	**6.75**	**6.69**	**7.12**	**7.54**
EPS adj.	5.28	4.46	5.75	6.75	6.69	7.12	7.54

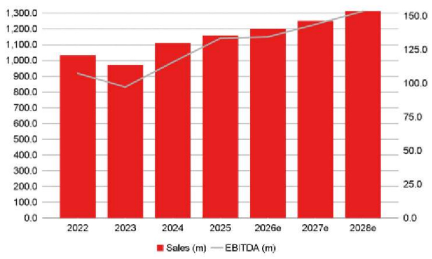
*Adjustments made for:

Guidance: 2026: sales approx. EUR 1,200m ; EBT margin approx. 9.0%

Financial Ratios

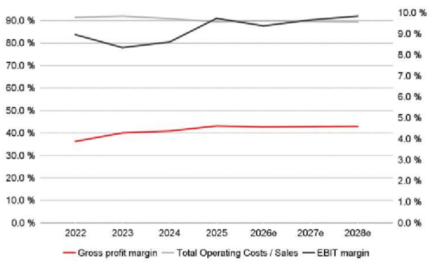
	2022	2023	2024	2025	2026e	2027e	2028e
Total Operating Costs / Sales	91.4 %	92.0 %	90.9 %	89.5 %	89.9 %	89.6 %	89.4 %
Operating Leverage	1.1 x	2.1 x	1.3 x	4.2 x	-0.1 x	1.7 x	1.4 x
EBITDA / Interest expenses	20.7 x	15.1 x	26.3 x	10.7 x	10.2 x	9.6 x	9.0 x
Tax rate (EBT)	30.5 %	31.6 %	34.7 %	29.4 %	30.0 %	30.0 %	30.0 %
Dividend Payout Ratio	18.0 %	21.2 %	29.0 %	27.8 %	28.2 %	26.5 %	26.3 %
Sales per Employee	525,988	420,756	441,232	452,232	459,707	470,362	484,568

Sales, EBITDA
in EUR m



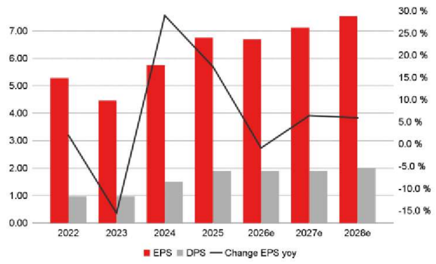
Source: Warburg Research

Operating Performance
in %



Source: Warburg Research

Performance per Share



Source: Warburg Research

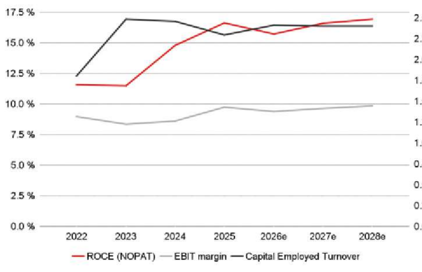
Consolidated balance sheet

In EUR m	2022	2023	2024	2025	2026e	2027e	2028e
Assets							
Goodwill and other intangible assets	38.6	47.9	49.0	45.9	44.7	43.6	42.5
thereof other intangible assets	20.3	26.4	28.1	26.3	25.1	24.0	22.9
thereof Goodwill	17.8	20.9	20.2	19.0	19.0	19.0	19.0
Property, plant and equipment	75.4	80.4	86.4	89.7	95.3	100.9	106.5
Financial assets	1.7	4.6	4.6	12.3	12.3	12.3	12.3
Other long-term assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Fixed assets	**115.6**	**132.9**	**140.0**	**147.9**	**152.4**	**156.8**	**161.3**
Inventories	473.5	363.6	455.6	451.0	444.0	463.0	486.0
Accounts receivable	143.7	149.8	175.8	187.7	191.0	199.0	209.0
Liquid assets	10.7	99.4	119.1	90.4	151.7	183.4	216.8
Other short-term assets	99.2	64.3	84.2	63.9	63.9	63.9	63.9
Current assets	**727.1**	**677.1**	**834.8**	**793.0**	**850.6**	**909.3**	**975.7**
Total Assets	**842.7**	**810.1**	**974.8**	**940.9**	**1,003.0**	**1,066.1**	**1,137.0**
Liabilities and shareholders' equity							
Subscribed capital	9.7	9.7	11.3	11.3	11.3	11.3	11.3
Capital reserve	26.7	26.7	26.7	26.7	26.7	26.7	26.7
Retained earnings	311.2	347.5	406.5	470.9	525.2	580.3	640.2
Other equity components	8.0	-42.9	-13.1	-47.2	-47.2	-47.2	-47.2
Shareholders' equity	355.5	340.9	431.5	461.8	516.1	571.2	631.1
Minority interest	11.3	14.0	12.8	12.6	12.6	12.6	12.6
Total equity	**366.8**	**354.9**	**444.3**	**474.4**	**528.7**	**583.8**	**643.7**
Provisions	28.8	27.7	29.9	28.4	28.4	28.4	28.4
thereof provisions for pensions and similar obligations	7.2	8.1	7.7	6.2	6.2	6.2	6.2
Financial liabilities (total)	209.2	127.3	118.8	114.2	114.2	114.2	114.2
Short-term financial liabilities	102.9	16.8	11.3	62.2	62.2	62.2	62.2
Accounts payable	116.3	154.3	266.9	200.2	208.0	216.0	227.0
Other liabilities	121.5	145.8	115.0	123.7	123.7	123.7	123.7
Liabilities	**475.9**	**455.1**	**530.5**	**466.5**	**474.3**	**482.3**	**493.3**
Total liabilities and shareholders' equity	**842.7**	**810.1**	**974.8**	**940.9**	**1,003.0**	**1,066.1**	**1,137.0**

Financial Ratios

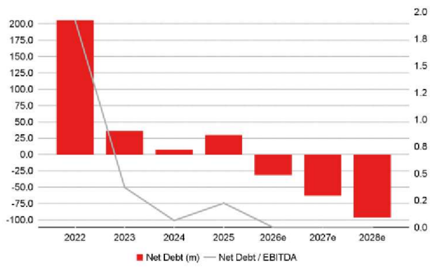
	2022	2023	2024	2025	2026e	2027e	2028e
Efficiency of Capital Employment							
Operating Assets Turnover	1.8 x	2.2 x	2.5 x	2.2 x	2.3 x	2.3 x	2.3 x
Capital Employed Turnover	1.8 x	2.5 x	2.5 x	2.3 x	2.4 x	2.4 x	2.4 x
ROA	51.7 %	38.0 %	42.4 %	52.4 %	50.1 %	51.8 %	53.4 %
Return on Capital							
ROCE (NOPAT)	11.6 %	11.5 %	14.8 %	16.6 %	15.7 %	16.6 %	16.9 %
ROE	17.2 %	14.5 %	15.4 %	17.4 %	15.6 %	14.9 %	14.3 %
Adj. ROE	17.2 %	14.5 %	15.4 %	17.4 %	15.6 %	n.a.	n.a.
Balance sheet quality							
Net Debt	205.8	35.9	7.4	29.9	-31.4	-63.1	-96.5
Net Financial Debt	198.6	27.9	-0.3	23.7	-37.5	-69.2	-102.6
Net Gearing	56.1 %	10.1 %	1.7 %	6.3 %	-5.9 %	-10.8 %	-15.0 %
Net Fin. Debt / EBITDA	185.2 %	28.6 %	n.a.	17.8 %	n.a.	n.a.	n.a.
Book Value / Share	31.4	30.1	38.1	40.8	45.6	50.4	55.7
Book value per share ex intangibles	28.0	25.9	33.8	36.7	41.6	46.6	52.0

ROCE Development



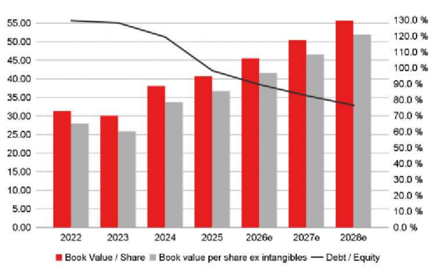
Source: Warburg Research

Net debt
in EUR m



Source: Warburg Research

Book Value per Share
in EUR



Source: Warburg Research

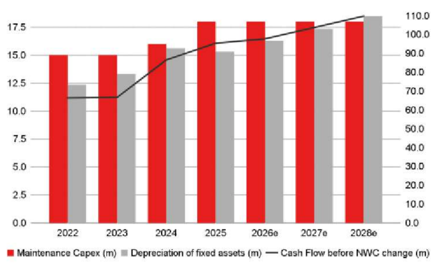
Consolidated cash flow statement

In EUR m	2022	2023	2024	2025	2026e	2027e	2028e
Net income	87.4	75.4	98.5	107.9	108.3	115.2	122.0
Depreciation of fixed assets	12.4	13.3	15.6	15.3	16.3	17.3	18.5
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	2.4	2.9	4.5	5.5	5.6	5.7	5.9
Increase/decrease in long-term provisions	-9.2	-1.1	2.2	-1.5	0.0	0.0	0.0
Other non-cash income and expenses	-26.6	-23.8	-34.2	-31.7	-32.5	-34.5	-36.6
Cash Flow before NWC change	**66.3**	**66.7**	**86.6**	**95.4**	**97.7**	**103.7**	**109.8**
Increase / decrease in inventory	-23.5	109.9	-92.1	4.6	7.0	-19.0	-23.0
Increase / decrease in accounts receivable	-7.8	-6.1	-26.0	-11.8	-3.3	-8.0	-10.0
Increase / decrease in accounts payable	-21.2	38.0	112.6	-66.6	7.8	8.0	11.0
Increase / decrease in other working capital positions	0.0	-4.0	0.0	0.0	0.0	-4.0	-4.0
Increase / decrease in working capital (total)	-52.6	137.8	-11.2	-1.9	11.5	-23.0	-26.0
Net cash provided by operating activities [1]	**13.7**	**204.5**	**70.0**	**19.7**	**109.2**	**80.7**	**83.8**
Investments in intangible assets	-2.6	-2.7	-4.7	-4.0	-4.4	-4.6	-4.8
Investments in property, plant and equipment	-14.6	-18.0	-23.3	-21.4	-22.0	-22.9	-24.0
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.6	0.0	7.0	8.9	0.0	0.0	0.0
Net cash provided by investing activities [2]	**-16.6**	**-20.7**	**-21.1**	**-16.5**	**-26.4**	**-27.5**	**-28.9**
Change in financial liabilities	8.3	-81.9	-8.5	-4.6	0.0	0.0	0.0
Dividends paid	-9.8	-10.9	-10.9	-17.0	-21.5	-21.5	-21.5
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other	0.0	0.0	-9.7	-6.4	0.0	0.0	0.0
Net cash provided by financing activities [3]	**-1.5**	**-92.9**	**-29.2**	**-28.0**	**-21.5**	**-21.5**	**-21.5**
Change in liquid funds [1]+[2]+[3]	**-4.4**	**90.8**	**19.7**	**-24.8**	**61.3**	**31.7**	**33.4**
Effects of exchange-rate changes on cash	0.0	0.0	-0.1	-3.9	0.0	0.0	0.0
Cash and cash equivalent at end of period	**7.1**	**101.5**	**119.1**	**90.4**	**151.7**	**183.4**	**216.8**

Financial Ratios

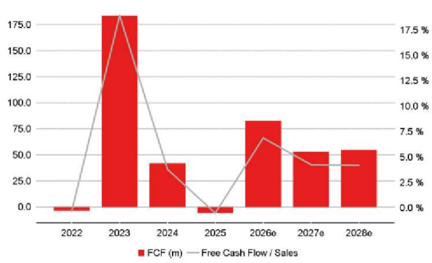
	2022	2023	2024	2025	2026e	2027e	2028e
Cash Flow							
FCF	-3.5	183.7	42.0	-5.8	82.8	53.2	54.9
Free Cash Flow / Sales	-0.3 %	18.9 %	3.8 %	-0.5 %	6.9 %	4.3 %	4.2 %
Free Cash Flow Potential	65.6	58.4	71.2	82.6	83.3	90.7	98.4
Free Cash Flow / Net Profit	-5.8 %	363.9 %	70.7 %	-7.4 %	108.4 %	65.5 %	63.8 %
Interest Received / Avg. Cash	3.2 %	3.4 %	2.5 %	8.4 %	7.9 %	6.0 %	5.2 %
Interest Paid / Avg. Debt	2.5 %	3.8 %	3.6 %	10.7 %	11.6 %	13.1 %	15.0 %
Management of Funds							
Investment ratio	1.7 %	2.1 %	2.5 %	2.2 %	2.2 %	2.2 %	2.2 %
Maint. Capex / Sales	1.5 %	1.5 %	1.4 %	1.6 %	1.5 %	1.4 %	1.4 %
Capex / Dep	117.0 %	128.0 %	139.2 %	122.6 %	120.5 %	119.1 %	118.4 %
Avg. Working Capital / Sales	46.0 %	44.3 %	32.6 %	34.7 %	36.1 %	34.9 %	34.8 %
Trade Debtors / Trade Creditors	123.6 %	97.1 %	65.9 %	93.7 %	91.8 %	92.1 %	92.1 %
Inventory Turnover	1.4 x	1.6 x	1.4 x	1.5 x	1.6 x	1.5 x	1.5 x
Receivables collection period (days)	51	56	58	59	58	58	58
Payables payment period (days)	64	96	148	111	110	110	110
Cash conversion cycle (Days)	249	187	163	198	183	184	184

CAPEX and Cash Flow
in EUR m



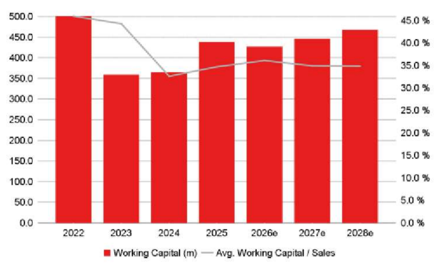
Source: Warburg Research

Free Cash Flow Generation



Source: Warburg Research

Working Capital



Source: Warburg Research

LEGAL DISCLAIMER

COPYRIGHT NOTICE

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 respective company analysed 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 https://disclaimer.mp-capitalmarkets.com/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.

The respective 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 MPCM 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 or MPCM do not receive a gratuity – directly or indirectly – from the investment banking activities of MPCM, MPC Münchmeyer Petersen & Co. GmbH or affiliated companies.

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.

Warburg Research GmbH is subject to the supervision of the Federal Financial Supervisory Authority, BaFin.

SOURCES

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

Additional information for clients in the United States

1. This research report (the “Report”) is a product of Warburg Research GmbH, Germany, wholly owned by MPCM, Germany. Warburg Research GmbH or MPCM 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.

3. Crédit Industriel et Commercial (CIC) and MPCM have concluded a Research Distribution Agreement that gives CIC Market Solutions Inc. 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 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 GmbH, MPCM, or an affiliated company according to Section 271 (2) of the German Commercial Code (HGB) (affiliated companies), 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-	Within the last twelve months affiliated companies 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-	Affiliated companies **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-	Affiliated companies 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-	Affiliated companies hold a **net long position of more than 0.5%** of the total issued share capital of the analysed company.
-6b-	Affiliated companies hold 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 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.	5	https://disclaimer.mp-capitalmarkets.com/disclaimer_en/DE000A40ESU3.htm

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-	**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	134	74
Hold	37	20
Sell	4	2
Rating suspended	6	3
Total	**181**	**100**

WARBURG RESEARCH GMBH – ANALYSED RESEARCH UNIVERSE BY RATING …

… taking into account only those companies for which affiliated companies provided major investment services in the last twelve months.

Rating	Number of stocks	% of Universe
Buy	4	100
Hold	0	0
Sell	0	0
Rating suspended	0	0
Total	**4**	**100**

PRICE AND RATING HISTORY EINHELL PREF. AS OF 18.08.2026

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

Ebbi Attarzadeh	+49 40 38022-1236 e.attarzadeh@mp-capitalmarkets.com		

RESEARCH

Christoph Dolleschal Head of Research	+49 40 38022-1256 c.dolleschal@mp-capitalmarkets.com	**Yannik Siering** Software & IT Services	+49 40 38022-1240 y.siering@mp-capitalmarkets.com
Stefan Augustin Cap. Goods, Engineering	+49 40 38022-2168 s.augustin@mp-capitalmarkets.com	**Sebastian Ubert** Cap. Goods, Automobiles	+49 40 38022-1252 s.ubert@mp-capitalmarkets.com
Christian Cohrs Industrials & Transportation	+49 40 38022-2175 c.cohrs@mp-capitalmarkets.com		
Felix Ellmann Software, IT	+49 40 38022-2120 f.ellmann@mp-capitalmarkets.com		
Philipp Kaiser Real Estate, Construction	+49 40 38022-2260 p.kaiser@mp-capitalmarkets.com		
Andreas Pläsier Banks, Financial Services	+49 40 38022-2246 a.plaesier@mp-capitalmarkets.com		
Malte Schaumann Technology	+49 40 38022-2170 m.schaumann@mp-capitalmarkets.com		

INSTITUTIONAL EQUITY SALES

Michael Grohmann Head of Equity Sales	+49 40 38022-1238 m.grohmann@mp-capitalmarkets.com		
Ebbi Attarzadeh Sales	+49 40 38022-1236 e.attarzadeh@mp-capitalmarkets.com		
Olaf Gabriel Sales	+49 40 38022-1239 o.gabriel@mp-capitalmarkets.com	**Leyan Ilkbahar** Roadshow/Marketing	+49 40 38022-1247 l.ilkbahar@mp-capitalmarkets.com
Ines Struck Sales	+49 40 38022-1258 i.struck@mp-capitalmarkets.com	**Antonia Möller** Roadshow/Marketing	+49 40 38022-1248 a.moeller@mp-capitalmarkets.com

SALES TRADING

Bastian Quast	+49 40 38022-1242 b.quast@mp-capitalmarkets.com	**Mirko Brüggemann**	+49 40 38022-1262 m.brueggemann@mp-capitalmarkets.com

Our research can be found under:

MPCM | Warburg Research	research.mp-capitalmarkets.com	LSEG	www.lseg.com
Bloomberg	ERH MPC	Capital IQ	www.capitaliq.com
FactSet	www.factset.com		

For access please contact:

Antonia Möller Sales Assistance	+49 40 38022-1248 a.moeller@mp-capitalmarkets.com