EARNINGS CALL - H1 2026

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AUGUST 18, 2026

KEY FACTS ABOUT EINHELL

Einhell
PROFESSIONAL

KEY FACTS ABOUT EINHELL

Who we are and what we do

- Einhell is a leading manufacturer and distributor of power tools and gardening equipment.
- Einhell provides the battery power platform for the DIY and professional world.
- With one battery for more than 350 tools, Power X-Change ensures cordless freedom and complete flexibility.
- Einhell stands for maximum cordless excellence in the home, garden and leisure sectors.
- The constantly growing ecosystem, powerful products and visionary ideas make Einhell a pioneer in the field of battery technology for all DIY enthusiasts and professionals.
- Based in Landau/Isar (Bavaria)
- Founding year 1964
- Employees worldwide: ~ 2.600
- Subsidiaries: 52

FINANCIAL UPDATE

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KEY FINANCIALS – 6M

In EUR million

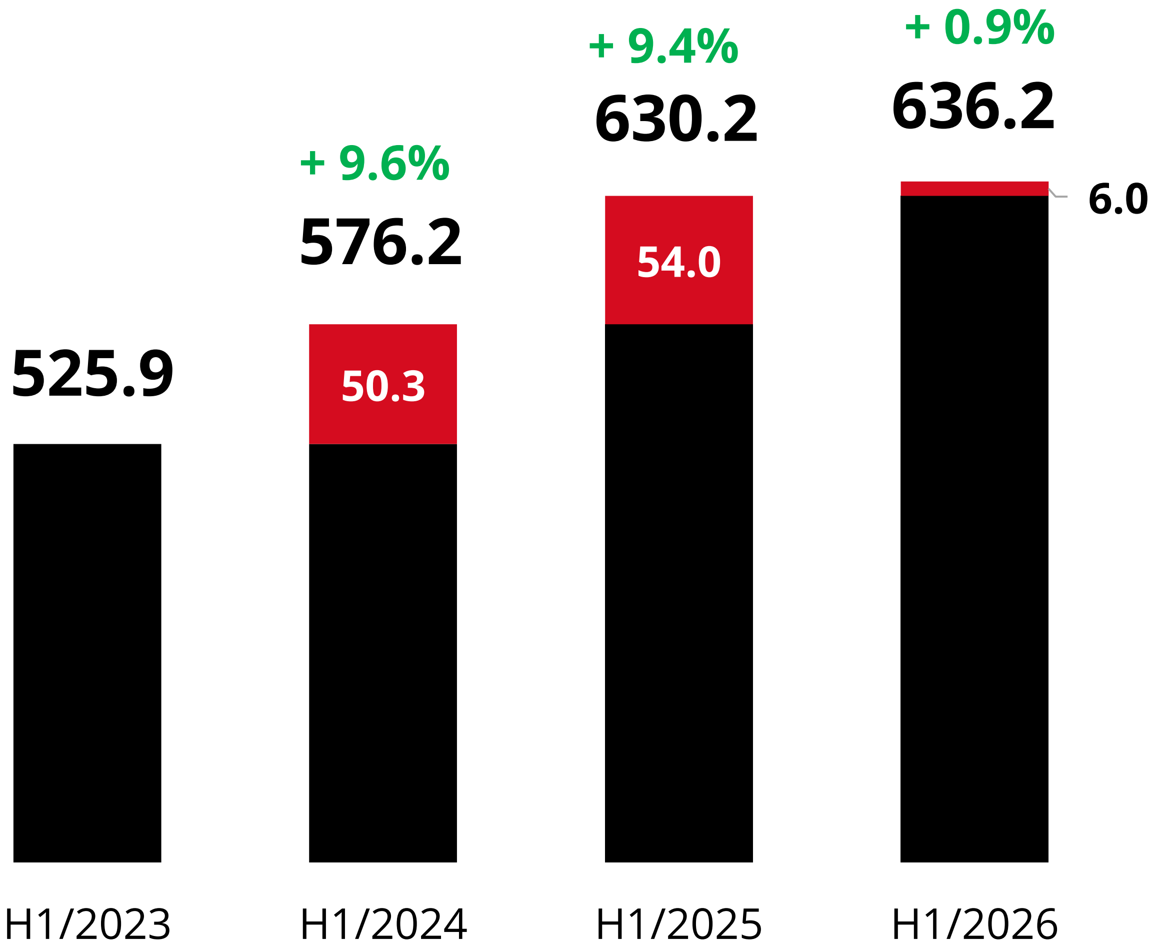
Current Situation in 2026

	H1 2026	H1 2025	% Change
Net Sales	636.2	630.2	0.9
EBT	62.0	61.8	0.4
EBIT	65.3	64.3	1.7
Earnings per share in EUR	3.8	3.9	-2.6
Free Cash Flow	14.4	-56.4	125.5

	06/2026	12/2025	% Change
Equity ratio in %	56.6	50.4	12.3
Net debt (bank liabilities less bank deposits)	-6.7	4.7	-242.6
Headcount	2.647	2.636	0.4

NET SALES DEVELOPMENT - 6M

In EUR million

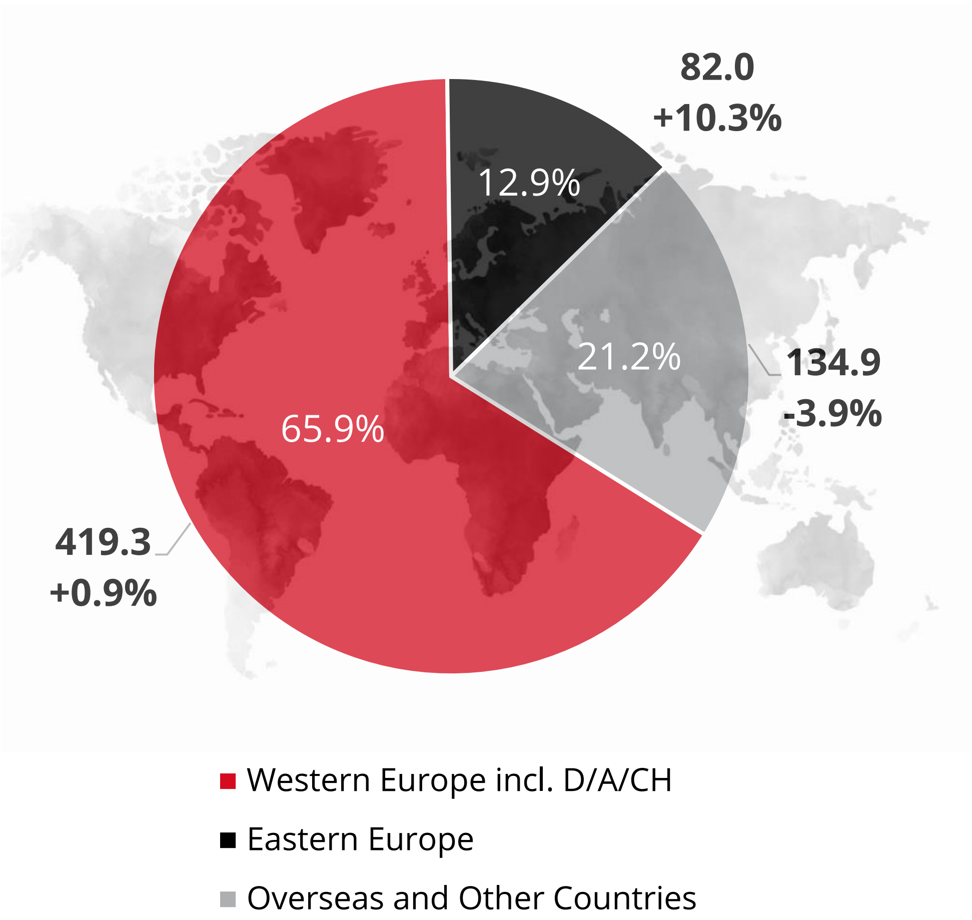


NET SALES BREAKDOWN

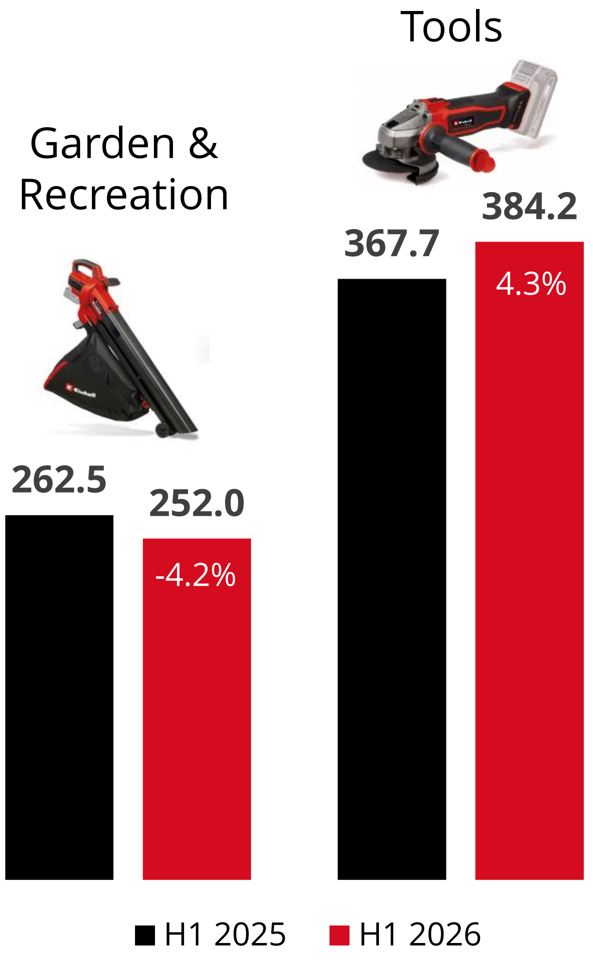
In EUR million

Segments

(sales by invoice recipient)



Divisions



Assortments

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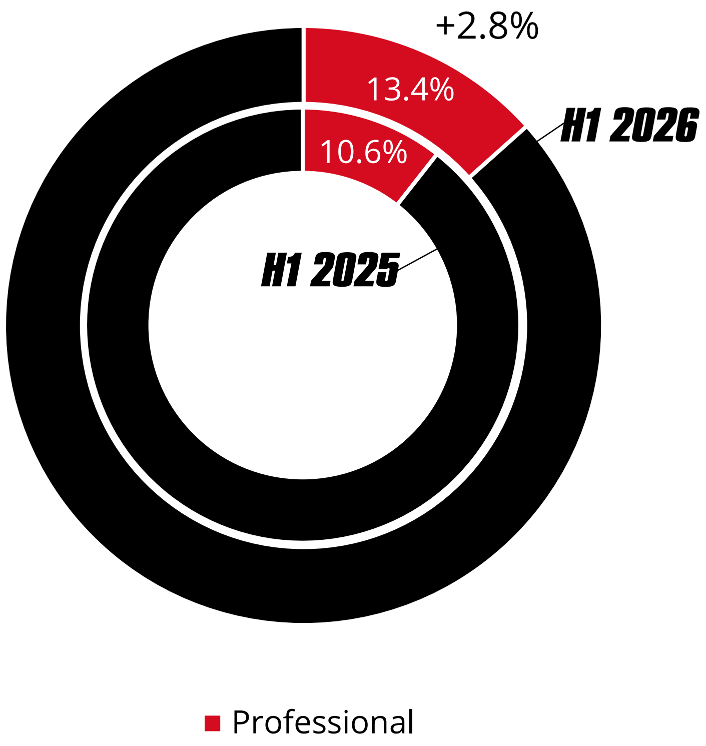
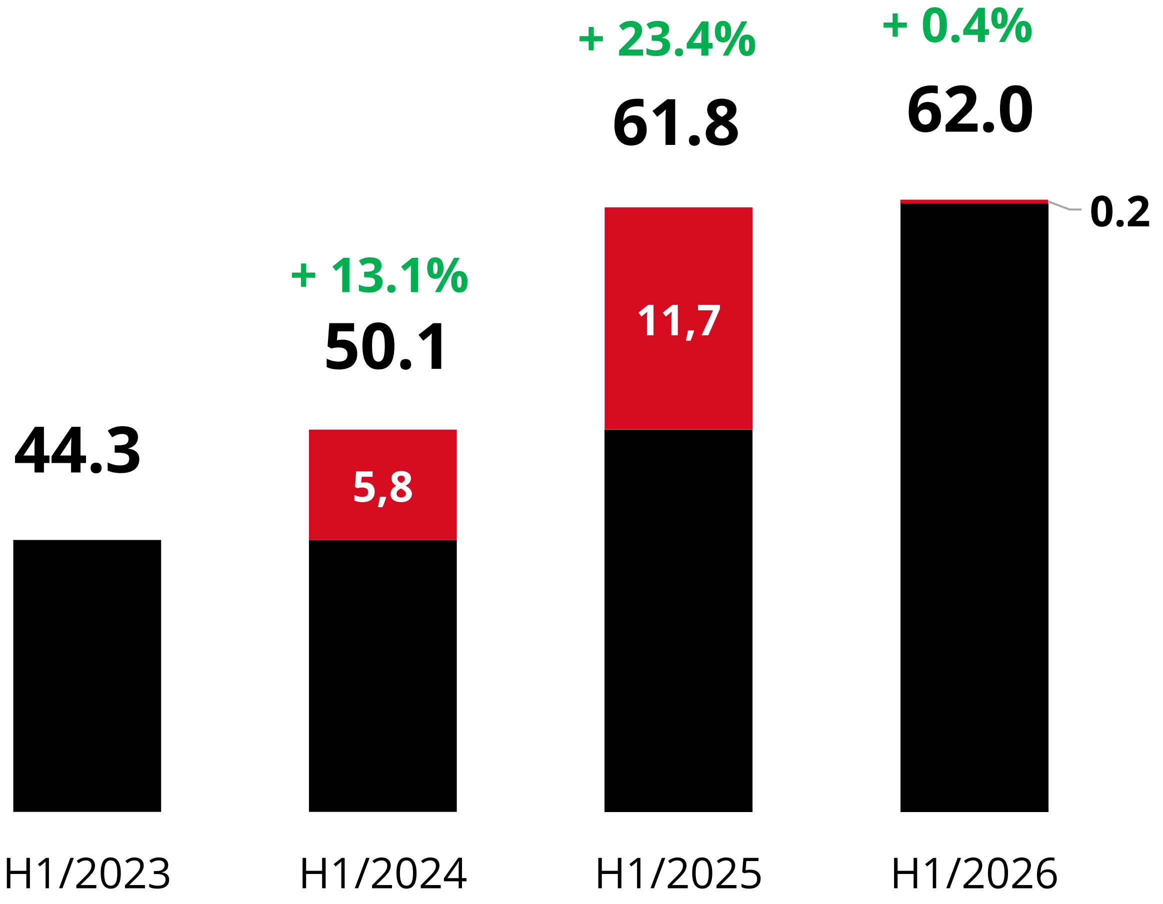


COSTS + EBT DEVELOPMENT - 6M

In EUR million



CASH FLOW DEVELOPMENT

In EUR million

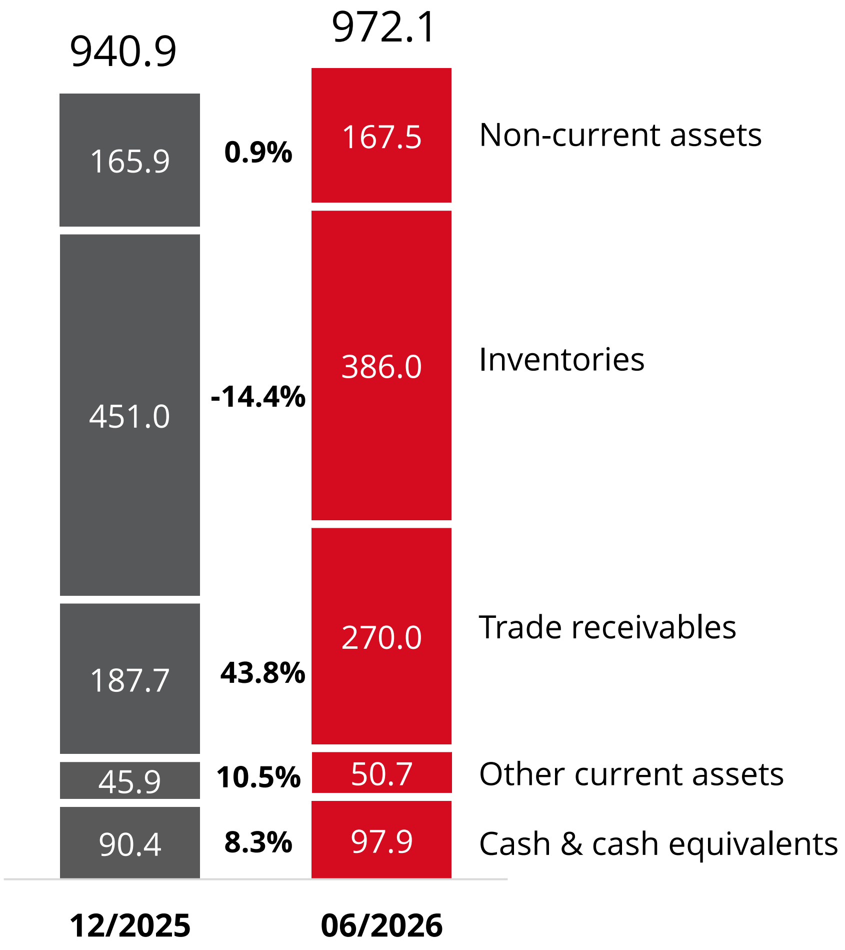
	H1 2026	H1 2025
Cash flow from operating activities	**23.6**	-48.2
Cash flow used in investing activities	**-9.3**	-7.7
Free cash flow	**14.4**	-56,4
Cash flow form financing activities	**-8.0**	-2.5
Net increase in cash and cash equivalents	**7.4**	-61.1
Cash and cash equivalents at end of reporting period	**97.9**	58.0

- Operating cash flow improved, Free cash flow turned positive
- Primarily driven by working capital optimization: Significant inventory reduction and lower cash outflow from trade payables compared with the prior-year period, despite the seasonal increase in trade receivables
- Capex remained disciplined
- Strong liquidity position supports future growth and strategic flexibility
- Improved cash conversion and balance sheet strength year-on-year

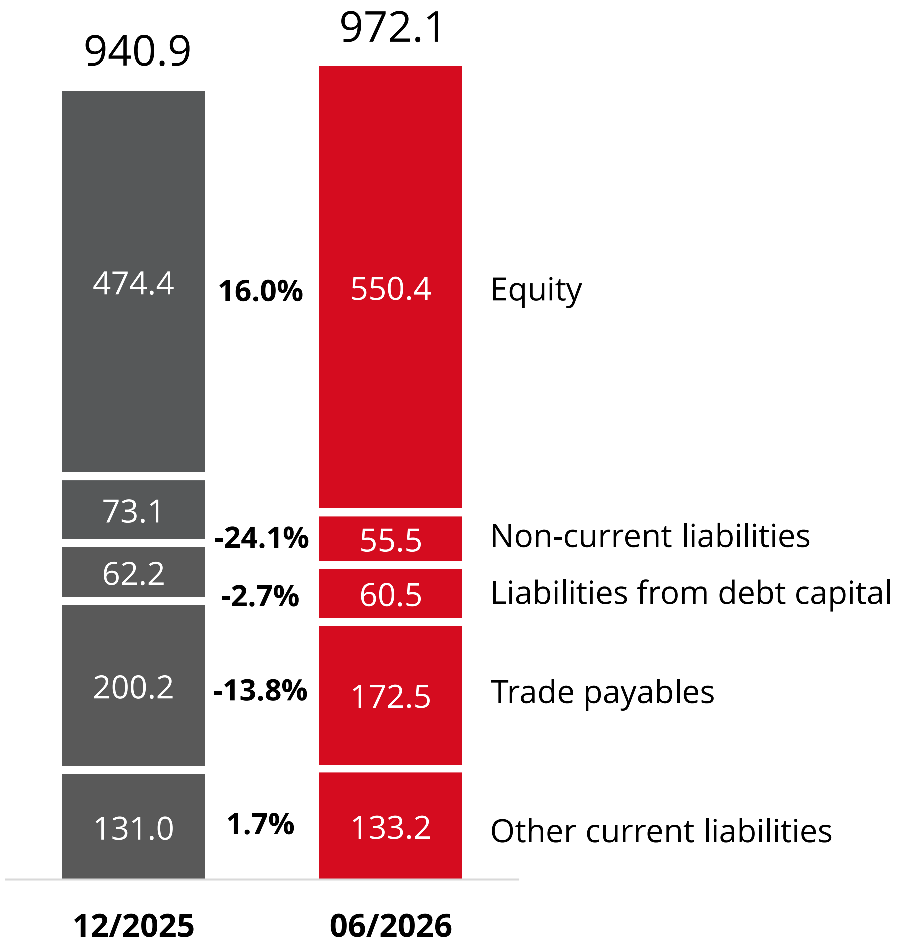
BALANCE SHEET COMPARISON

In EUR million

Assets



Equity & Liabilities



- **Inventories** below prior-year level, reflecting disciplined inventory management
- **Trade Receivables** up €82m vs. year-end, driven by normal seasonality, stronger June sales and customer-related timing effects
- **Trade payables** slightly lower at €172.5m, consistent with reduced inventories and prudent purchasing activities

FINANCIAL GUIDANCE

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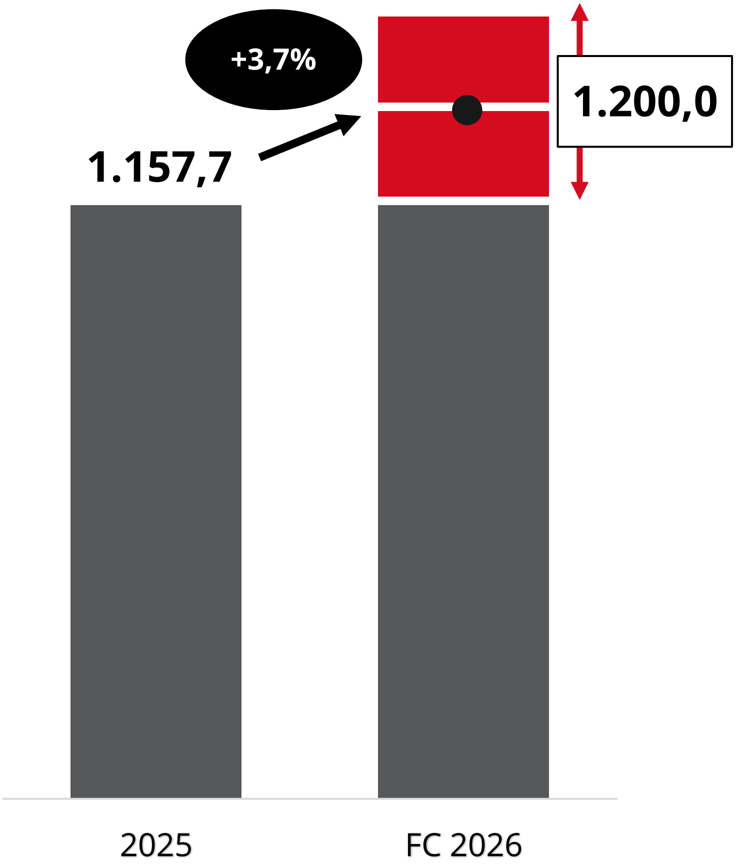
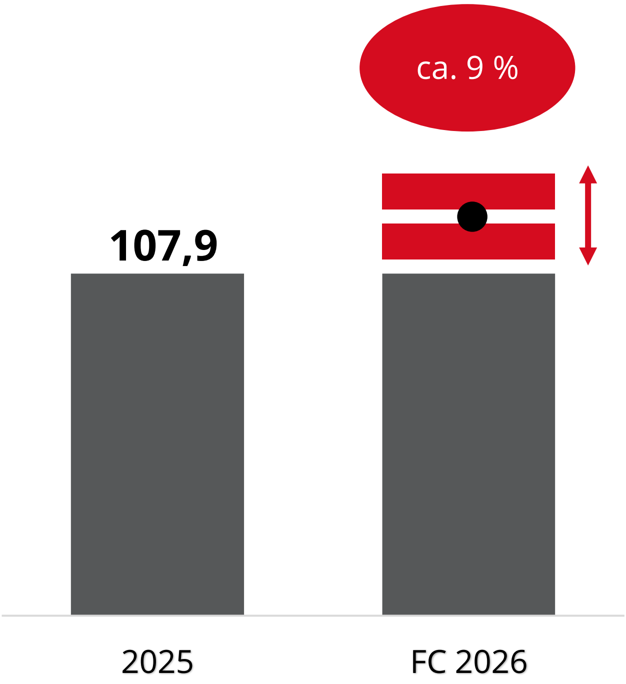
FINANCIAL GUIDANCE

SALES OUTLOOK



EBT OUTLOOK



COMMENTS

Assumptions and Environment

Overall uncertainty due to geopolitical development

No further decline in customer sentiment and purchasing power

Sales Growth

Organic growth, no acquisitions included

Major impact from new listings at international DIY chains and assortment extension (Professional + Recreation)

EBT Growth

Further increase of gross margin (PXC/product mix) and safeguarding main influences (raw materials, FX, sea freight)

Focus on overall cost controlling

FINANCIAL GUIDANCE

Why are we optimistic about the second half of the year?

- After delivering **strong growth of +14.2%** in **2024 (FY)**, we continued this momentum with **+9.4% growth** in **the first half of 2025**.
- However, the second half of 2025 was significantly weaker, bringing **full-year growth for 2025 to +4.3%**.
- **A challenging start to 2026** driven by excess inventory levels at our customers.
- **Order backlog as of January 1, 2026: €57.6 million lower than the previous year**
- Despite this **challenging starting point**, we were able to **offset these effects** month by month and keep **sales at the previous year's level** – **clear evidence** of the **strong demand** for and **sell-through** of **Einhell products**.

FINANCIAL GUIDANCE

Why are we optimistic about the second half of the year?

- **Order backlog as of July 1, 2026: €15.7 million above the prior year**
- **Launch** of **Einhell Professional** at **Bunnings**, our **largest international customer**, across **more than 300 stores** in **Australia**, **starting** at the **end of September**.
- Signing of a **strategic partnership** with the **No. 2 player in France**, with **the first meaningful contributions** expected from the third quarter onwards.
- **The newly established sales hubs** in **LATAM** and the **Middle East** are expected to generate **positive sales contributions in the second half of the year**.

Based on these positive effects, we are optimistic that we will achieve sales of more than €1.2 billion by the end of 2026.


UPCOMING EVENTS
Einhell
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Einhell PXC
4.0Ah
40
20
10
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UPCOMING EVENTS

Investor Relations Calendar

Date	Event
September 21, 2026	Berenberg and Goldman Sachs 15th German Corporate Conference / Munich
November, 2026	Announcement of the 9-month financial statements
November, 2026	Earnings Call Q3
November 24, 2026	German Equity Forum / Frankfurt am Main
December 3, 2026	Berenberg European Conference / London, England




Q&A


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