

EANS-Adhoc: Rosenbauer International AG /
Group revenues and EBIT down only slightly, despite budgetary constraints on
local authorities;
Dividend proposal: 1.2 EUR (2010: 1.2 EUR) per share;
2012: record revenues while maintaining targeted EBIT margin of at least 7%

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Group key data	2011	2010	Change in %
Revenue Mio EUR	541.6	595.7	-(9%)
EBIT Mio EUR	41.6	49.7	-(16%)
EBT Mio EUR	40.3	49.1	-(18%)
Net profit for the period Mio EUR	32.1	40.0	-(20%)
Cash flow from operation activities Mio EUR	(12.8)	34.8	-
Total assets Mio EUR	357.1	301.6	18%
Equity in % of total assets	40.6%	42.9%	-
Investments Mio EUR	11.5	8.9	29%
Earnings per share EUR	4.1	4.7	-(13%)
Dividend per share 1) EUR	1.2	1.2	0%
Employees as at 31.12.	2,123	2,046	4%
Order intake Mio EUR	826.8	496.9	66%
Order backlog as at 31.12. Mio EUR	682.3	394.5	73%

1) Proposal to Annual General Meeting

Group revenues came to 541.6 Mio EUR in 2011 (2010: 595.7 Mio EUR), meaning that despite the grave aftermath of the financial and economic crisis - especially in the USA and Western Europe - they were only 9% below the previous year's figure. Largely due to delays in the supply of bought-in chassis, and for reasons connected to the start-up phase for the new municipal vehicle AT, it was not possible to make good by the year-end all the revenues that had been deferred beyond the end of the first half-year. This effect was compounded by deferred shipments under international export orders, which will now be delivered - and reflected in revenues - during the current financial year.

Although the palpable follow-on effects of the financial and economic crisis meant that the EBIT of 41.6 Mio EUR fell short of the previous year's record result (2010: 49.7 Mio EUR), at 7.7% the EBIT margin was still at a high level compared to the average for the industry as a whole. It should also be remembered that the 2010 result had been improved to the tune of 3.5 Mio EUR by the partial reversal of a provision.

Profit before income tax (EBT) in the reporting period came to 40.3 Mio EUR (2010: 49.1 Mio EUR). The previous year's figure contains an amount of 3.5 Mio EUR relating to the pro-rata reversal of a special provision, which led to a corresponding improvement in the 2010 result.

The taxation ratio stood at 20.2% (2010: 18.5%), which is below the corporation tax rate of 25% because the local taxes owed by co-partners are borne by these persons themselves. The stated taxation expense thus amounted to 8.2 Mio EUR (2010: 9.1 Mio EUR). After deduction of the taxes on income, the final result for the accounting period comes to 32.1 Mio EUR (2010: 40.0 Mio EUR).

The balance-sheet total rose by 18.4% over the previous year's figure, and totaled 357.1 Mio EUR (2010: 301.6 Mio EUR). The rise is largely attributable to the inventory build-up needed in connection with the higher production volumes scheduled for 2012.

Last year the Rosenbauer Group took new orders worth 826.8 Mio EUR (2010: 496.9 Mio EUR). This is a 66% increase on the year before, the bulk of it due to the company winning the biggest single order in its entire history, from Saudi Arabia. At 682.3 Mio EUR (December 31, 2010: 394.5 Mio EUR), the volume of orders on hand at December 31, 2011 was the highest such figure ever reached, and will assure basic capacity utilization at the production facilities until well into 2014.

The Executive Board and Supervisory Board will propose to the Annual General Meeting that the dividend for 2011 should be left unchanged at 1.2 EUR (2010: 1.2 EUR) per share.

The Rosenbauer Group's medium-range corporate strategy envisages further organic growth in the vehicle, fire & safety equipment and service fields through until 2015. In addition thereto, there are also major orders which call for extra production capacity. To support fulfillment of the Group's medium-range strategy, a program of capacity enlargements is to be carried out over the next few years, mainly at its locations in Austria and Germany, entailing an additional investment volume of around 30 Mio EUR.

The large order backlog and the favorable situation regarding project business, are keeping production capacity fully utilized during the current year 2012. After a year of consolidation, the growth trend of recent years is set to be resumed, with expected revenues of well above 600 Mio EUR and a targeted EBIT margin of over 7%.

Further inquiry note:

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