

# **EANS-Adhoc: Rosenbauer International AG / Increase in revenue by 34% despite adverse market environment / EBIT with 3.7 Mio EUR at previous year's level / Record order intake of 274.8 Mio EUR / Growth trajectory being maintained in 2013**

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Financial Figures/Balance Sheet/quarterly report

| Group key data                      |         | 1-3/2013 | 1-3/2012 | Change in % |
|-------------------------------------|---------|----------|----------|-------------|
| Revenue                             | Mio EUR | 154.8    | 115.6    | + 34%       |
| EBIT                                | Mio EUR | 3.7      | 3.7      | 0%          |
| EBT                                 | Mio EUR | 3.4      | 4.6      | (26%)       |
| Net profit for the period           | Mio EUR | 1.2      | 3.8      | (68%)       |
| Cash flow from operation activities | Mio EUR | (31.3)   | (32.3)   | -           |
| Total assets                        | Mio EUR | 462.3    | 393.0    | 18%         |
| Equity in % of total assets         |         | 35.7%    | 38.3%    |             |
| Investments                         | Mio EUR | 5.2      | 2.0      | 160%        |
| Earnings per share                  | EUR     | 0.1      | 0.4      | (75%)       |
| Employees as at 31.3.               |         | 2,456    | 2,195    | 12%         |
| Order intake                        | Mio EUR | 274.8    | 154.7    | 78%         |
| Order backlog as at 31.3.           | Mio EUR | 707.0    | 734.2    | (4%)        |

The Rosenbauer Group posted consolidated revenues of 154.8 Mio EUR in the 1st quarter of 2013, 34% up year-on-year (1-3/2012: 115.6 Mio EUR). Both the parent company in Leonding, Austria and the Group's companies in the USA were successful in raising their revenues.

At 3.7 Mio EUR, EBIT for the 1st quarter of 2013 equals to the figure for the corresponding period of last year (1-3/2012: 3.7 Mio EUR). To ensure our ability to deal with the planned production volumes, the capacity-expansion measures initiated last year have been continued in preparation for the increased pace of shipments expected towards the year-end. Due to the lower fixed-cost coverage resulting from the seasonal pattern of product shipments, the EBIT margin of 2.4% in the 1st quarter was still below the average level of previous financial years. The 'Finance cost' of - 1.2 Mio EUR was reduced (1-3/2012: - 0.6 Mio EUR), and the 'Result of joint ventures' fell to 0.9 Mio EUR (1-3/2012: 1.5 Mio EUR) due to reduced earnings from the joint venture in Russia. EBT for the first quarter came to 3.4 Mio EUR (1-3/2012: 4.6 Mio EUR).

The Group's order intake rose yet again, reaching a record high of 274.8 Mio EUR in the 1st quarter (1-3/2012: 154.7 Mio EUR). This is largely due to a follow-up order from Saudi Arabia. At 707.0 Mio EUR, the reserve of unfilled orders at March 31, 2013 is at a comparable level to the previous year (March 31, 2012: 734.2 Mio EUR), thanks to the healthy order trend of recent months. This gives the Rosenbauer Group assured capacity utilization at its manufacturing facilities, and a fairly clear view of the likely course of revenues for the rest of this year.

Rosenbauer is set to continue along the growth track of recent years in 2013. The large reserve of unfilled orders, the good outlook for project business and the expansion of its production capacity should all permit further growth. These fundamentals lead Management to expect that the company may break the 700 Mio EUR revenue barrier this year.

However, the high level of investment in the company's future, and the ever fiercer price competition on the market, are weighing on the EBIT margin. The additions to production space, and an optimisation program launched at the Leonding site in 2012, will counter this margin trend. Management is aiming here for an improvement upon the EBIT margin of 6.0% attained in 2012.

Further inquiry note:

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