

EANS-Interim Report: Rosenbauer International AG / Zwischenmitteilung

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Quarterly report 3/2014

- Stable third quarter in difficult market environment
- Revenue growth of 5% to EUR 541.5 million
- EBIT up by 13% to EUR 31.6 million
- Ongoing rise in order situation

KEY CORPORATE FIGURES		1-9/2014	1-9/2013	
Revenues	in EUR million	541.5	517.3	+ 5%
EBIT	in EUR million	31.6	28.0	+ 13%
EBT	in EUR million	30.5	27.6	+ 11%
Net profit for the period	in EUR million	24.0	19.4	+ 24%
Cash flow from operating activities	in EUR million	(115.0)	(29.0)	-
Total assets	in EUR million	587.4	493.9	+ 19%
Equity in % of total assets		33.2%	36.2%	-
Investments	in EUR million	22.2	17.4	+ 28%
Earnings per share	EUR	2.6	2.4	+ 8%
Employees as of September 30		2,898	2,581	+ 12%
Order intake	in EUR million	632.3	599.6	+ 5%
Order backlog as of September 30	in EUR million	760.1	641.2	+ 19%

Leonding, November 20, 2014:

The markets for the fire equipment industry are again characterized by differing challenges in 2014. 2014 is not expected to bring any marked improvement overall, though indications of an upturn are starting to make themselves felt in certain markets.

Revenues

The Rosenbauer Group increased its consolidated revenues by 5% to EUR 541.5 million (1-9/2013: EUR 517.3 million) in the first nine months. Another difference from the same period of the previous year was that the revenues of Rosenbauer Saudi Arabia and the newly acquired company Rosenbauer UK were included in the consolidated financial statements for the first time. The reporting saw increased shipments in the US and from Spain to fulfill the major order from Saudi Arabia. Rosenbauer Motors was also successful in increasing its revenues with the new "Commander" US chassis.

Result of operations

EBIT came in 13% higher than last year at EUR 31.6 million (1-9/2013: EUR 28.0 million). In addition to the positive effects of the capitalization of development costs in the amount of EUR 1.8 million, this increase is essentially due to higher earnings in the US segment, as a result of the optimization of chassis production at Rosenbauer Motors, and the earnings improvement in the German segment.

The EBIT margin improved to 5.8% (1-9/2013: 5.4%) but still fell short of the long-term target.

With price pressure on the developed markets still at an elevated level, an efficiency enhancement program was introduced as part of the expansion of Plant II and the PANTHER and AT production lines were realigned. The expenses this has entailed have reduced earnings in the Austria segment in the first nine months of the current year. Cost-cutting measures will be initiated at the Austrian locations in the coming months in order to keep production profitable in the long term as well.

Outlook

"After the necessary growth steps have been taken, we will increasingly dedicate ourselves to cutting costs and efficiency enhancement", said CEO Dr. Dieter Siegel.

Given the healthy order situation, the favorable outlook in project business, increased production capacity, and thanks to the sales organization's ability to cater to the market's widely differing needs, the management expects that revenue for the current fiscal year will at least match the previous year's

level.

However, the substantial investments for the future, the additional costs of starting up the two new production lines at Plant II in Leonding and the continuing fierce price competition on the market will all still weigh on earnings. This is, however, being countered with the increased production space and the measures introduced to cut costs. The management is aiming to improve on the EBIT margin of 5.7% achieved in 2013.

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