

## EANS-Interim Report: Rosenbauer International AG / Zwischenmitteilung

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Rosenbauer starts in 2015 with strong first quarter

- Revenues up 25% to EUR 191.3 million
- EBIT of EUR 6.0 million (+ 28%)
- Incoming orders of EUR 133.9 million still at high level without major order

KEY CORPORATE FIGURES		1-3/2015	1-3/2014	Change %
Revenues	in EUR million	191.3	152.7*)	+25%
EBIT	in EUR million	6.0	4.7	+28%
Net profit for the period	in EUR million	2.2	4.1	(46%)
Cash flow from operating activities	in EUR million	(90.9)	(75.7)	-
Investments	in EUR million	5.2	6.2	(16%)
Earnings per share	EUR	(0.2)	0.4	(150%)
Dividend per share	EUR	1.2**)	1.2	0%
Employees as of March 31		3,001	2,692	+11%
Order intake	in EUR million	133.9	139.1	(4%)
Order backlog as of March 31	in EUR million	694.6	607.5	+14%

\*) Due to the change in segment reporting, the previous year's figures were adjusted.

\*\*) Proposal to Annual General Meeting

The firefighting industry will face a range of different challenges in 2015 as well. Growth will come predominantly from Asia and the Middle East. A positive trend in demand should get underway on the North American market in 2015, while the industry will recover only slightly - if at all - in Europe.

### Revenues

The first quarter of 2015 developed positively for the Rosenbauer Group, with consolidated revenues rising by 25% to EUR 191.3 million in the first three months (1-3/2014: EUR 152.7 million). In addition to positive currency effects, this revenue growth was attributable in particular to increased deliveries to Arabic countries in comparison to the same period of the previous year. Sales volumes in North America were also increased by 65%. The previous year's revenues figures were also adjusted due to the review of the criteria for segment reporting.

In the firefighting industry, the first quarter generally tends to be weaker in terms of revenues and earnings. This is because the majority of deliveries are usually made in the second half of the year. However, this seasonality over the course of the year is leveled out by centrally managed procurement that is not based on government budgets.

### Result of operations

EBIT was 28% higher than last year at EUR 6.0 million (1-3/2014: EUR 4.7 million). Although foreign exchange valuations as of the end of the quarter and expenses for the launch of new products and the Group's appearance at the world's largest trade fair caused other expenses to rise, EBIT improved thanks to higher earnings in North America as a result of optimized production.

However, the intra-year EBIT margin of 3.1% (1-3/2014: 3.1%) still fell short of the long-term target.

Owing to the remeasurement effects of forward transactions, net finance costs deteriorated year-on-year to EUR -3.3 million (1-3/2014: net finance costs of EUR -0.3 million); the gains by the companies in Russia and Spain that are accounted for using the equity method amounted to EUR 0.1 million in the first quarter of the current year (1-3/2014:

EUR 0.6 million). Consolidated EBT for the reporting period amounted to EUR 2.9 million (1-3/2014: EUR 5.0 million).

#### Orders

Even though the situation on the fire equipment markets is not the same all over the world and in some cases there are signs of restrained demand due to the leading trade fair in June 2015, a slight recovery in overall demand is nonetheless anticipated for the year as a whole. In the first three months, incoming orders of EUR 133.9 million were generated and were thus on a par with the previous year's level. The order backlog as of March 31, 2015 amounted to EUR 694.6 million, up 14% on the previous year's figure (March 31, 2014: EUR 607.5 million). This gives the Rosenbauer Group a good level of capacity utilization at all its production facilities and good visibility for the months ahead.

#### Outlook

Based on the forecast market development and the solid development in incoming orders, the management is confirming a 10% increase in both revenues and EBIT in the 2015 financial year.

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