

## **EANS-Adhoc: Rosenbauer International AG / Record revenues despite severe downturns in certain markets / Tougher price competition pushes earnings down / Good order trend assures capacity utilisation until mid-2014**

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annual result/Interim figures for 2012

KEY_CORPORATE_FIGURES		2012_(interim)	Change_in_%	2011_	2010_
Revenues	Mio_EUR	645.0	19%	541.6	595.7
EBIT	Mio_EUR	38.6	(7%)	41.6	49.7
EBT	Mio_EUR	38.8	(4%)	40.3	49.1
Workforce_numbers_at_31.12.		2,432	15%	2,123	2,046
Order_intake	Mio_EUR	533.2	(36%)	826.8	496.9
Order_books_at_31.12.	Mio_EUR	580.5	(15%)	682.3	394.5

Group revenues surged to 645.0 Mio EUR in 2012 (2011: 541.6 Mio EUR), the highest figure in the company's history. This year-on-year rise of 19 % was achieved in the face of stagnation in the Group's two main markets, Western Europe and the USA, which were still enduring the consequences of the financial and economic crisis. The growth in revenues is mainly attributable to international export business, led by increased shipments to the Middle East. EBIT in the reporting period came to 38.6 Mio EUR (2011: 41.6 Mio EUR), equating to an EBIT margin of 6.0 % (2011: 7.7 %). The thinner EBIT margin is largely due to higher start-up costs for the new US chassis Commander, and to ever fiercer price competition on the market - especially in Germany and the USA. This effect was compounded by the 3.1 Mio EUR of expense incurred by the termination of the contract with the Brazilian airport operator Infraero Aeroportos. As well as direct costs of 1.6 Mio EUR, this figure also includes loss of profit amounting to 1.5 Mio EUR. The contract was terminated because of differing interpretations of the tender specification for the airport rescue firefighting vehicles. Rosenbauer America is seeking legal redress. When the EBIT margin generated from ongoing earnings is considered in isolation from the one-off effects mentioned above, it lies in the dimension of 7%.

Last year the Rosenbauer Group took new orders worth 533.2 Mio EUR (2011: 826.8 Mio EUR). Last year's high order-intake figure is largely due to the biggest single order ever taken in the company's history - from Saudi Arabia, with a value of 245.3 Mio EUR. Moreover, the formal receipt of certain orders for international projects - such as the major order from Saudi Arabia to supply apparatus worth 125.8 Mio EUR - was delayed into the first quarter of 2013, meaning that despite the lower headline figure, order intake for the year under review may actually be regarded as highly satisfactory. The 580.5 Mio EUR reserve of unfilled orders at 31.12.2012 (31.12. 2011: 682.3 Mio EUR) will ensure continued good capacity utilisation at the Rosenbauer production facilities for 2013.

The company's ongoing organic growth and high production volumes have necessitated additional capacity, especially in its production facilities. Rosenbauer is thus continuing to invest in upgrading and modernising its facilities, and will be implementing capacity-boosting measures in 2013 as well.

The figures given here are based on an IFRS-compliant accounting forecast. The final figures for the 2012 financial year are to be announced on April 18, 2013.

Further inquiry note:

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