

## Rosenbauer Group

- Revenues and earnings up again in the 1<sup>st</sup> half of the year
- 473.8 m€ order backlog assures capacity utilization until well into Q1/2011
- 2010: Aiming at record revenues of 600 m€ and an EBIT margin of over 7.5%

GROUP KEY DATA		1-6/2010	1-6/2009	Δ in %
Revenue	m€	274.5	240.6	+ 14%
EBIT	m€	20.6	15.5	+ 33%
EBT	m€	18,8	13.2	+ 42%
Consolidated profit	m€	14.6	10.4	+ 40%
Cash Flow from operating activities	m€	(19.9)	(46.0)	-
Total assets	m€	357.2	332.6	+ 7%
Equity in % of total assets		28.0%	29.3%	-
Investments	m€	4.3	7.3	- 41%
Earnings per share	€	1.6	1.0	+ 60%
Employees as at June 30		2012	1872	+ 7%
Order intake	m€	246.8	295.2	- 16%
Order backlog as at June 30	m€	473.8	538.8	- 12%

*Leonding, August 27, 2010:* With its customary time-lag, the fire-equipment sector has now reacted to the consequences of the global downturn. In the USA and in parts of Europe demand for fire engineering equipment has turned negative. In the USA – the industry’s biggest single sales market – 2009 saw demand shrivelling by 30% to around 3900 fire fighting vehicles. In the first half of 2010, demand remained at last year’s depressed levels.

As in the past, market dynamics have varied hugely from one region to the next. While procurement activity in industrialized countries depends upon the financial strength of local authorities, in Arab countries – to take one example – it is stimulated by high raw-materials earnings, by a heightened awareness of security needs and also by growing infrastructure requirements. The situation for international project business – especially in Asia and the Arab world – showed no signs of slowing down significantly in the first half of 2010. Especially in emerging markets, there continues to be great demand for modernizing and upgrading fire protection equipment.

### REVENUE AND RESULTS TRENDS

The Rosenbauer Group boosted its shipment volumes again in the first half of 2010, lifting its revenues by 14% to 274.5 m€ (1-6/2009: 240.6 m€). The prime driver of revenue growth was the worldwide shipments made by Rosenbauer International AG, where capacity utilization continued to be very strong due to the high volume of order backlog.

EBIT climbed 33% in the 1<sup>st</sup> half of 2010, reaching 20.6 m€ (1-6/2009: 15.5 m€). As well as to higher shipment volumes, this increase is also due to the better gross margins earned on several of Rosenbauer International AG’s export orders, and to greatly improved earnings in the US segment. The EBIT margin in the first half of the year rose to 7.5% (1-6/2009: 6.4%).

Year-on-year quarterly comparison shows that in the 2<sup>nd</sup> quarter, revenues considerably exceeded the previous year’s figure. Group revenues in the second quarter of 2010 surged 14% to 160.3 m€ (Q2/2009: 140.9 m€). At 12.6 m€ (Q2/2009: 12.5 m€) EBIT held steady at the same high level as last

year.

Despite the increased transaction volume, financial expenditure decreased compared to the corresponding period of the previous year, to -2.7 m€ (1-6/2009: -2.9 m€), mainly due to lower interest rates. After taking account of financial income of 0.6 m€ (1-6/2009: 0.6 m€), EBT in the first half of 2010 totalled 18.8 m€ (1-6/2009: 13.2 m€).

## ORDERS

In the first half of the year, the Rosenbauer Group took new orders worth a total of 246.8 m€ (1-6/2009: 295.2 m€), 16% below the figure for the same period of last year. Year-on-year comparison must allow for the fact that in the 2<sup>nd</sup> quarter of last year, the order intake figure included a very sizeable major order, of several years' duration, from the General Authority of Civil Aviation (GACA) in Saudi Arabia, to supply 220 fire fighting vehicles worth a total of 100 m€. The reserve of unfilled orders at June 30, 2010 came to 473.8 m€ (June 30, 2009: 538.8 m€). This still very healthy order situation ensures that the Rosenbauer Group's manufacturing facilities will be kept busy until well into the 1<sup>st</sup> quarter of 2011.

## OUTLOOK

Management expects an increasing slow-down in demand in certain regions – especially the Central European countries. To what extent this will affect the Rosenbauer Group is difficult to estimate. To make sure that Rosenbauer stays firmly on its growth track, all projects and bid invitations to which it has access will be processed very thoroughly and intensively. With its worldwide distribution network, Rosenbauer is ideally equipped to meet this challenge. Moreover, its production facilities are now so flexible that they can be geared to meet the different needs of different markets.

On the strength of the course of business during the first half of the year, Management can confirm its expectations for continued growth through the rest of 2010. As far as Group revenues are concerned, it is aiming – for the first time in Rosenbauer's history – at reaching the 600 m€ barrier. For EBIT, Management is confident that a new record result can be achieved, in spite of the even stiffer competition an EBIT margin over 7.5% is expected.

## The Rosenbauer Group

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The Rosenbauer Group is the world's leading manufacturer of fire fighting vehicles for airports and industry. Rosenbauer is a full-liner with more than 2,000 employees and an extensive range of municipal fire fighting vehicles and aerials in line with both European and US standards, a comprehensive selection of airport and industrial vehicles, the latest extinguishing systems and special fire service equipment. In 2009, the Group, which is represented in over 100 countries, generated revenues amounting to more than 540 m€.

## For further information

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