

ROSENBAUER GROUP

- **Return to the pattern that is more usual in the fire-equipment sector**
- **Majority of vehicle shipments made during the second half of the year**
- **Inflow of new orders in the USA developed very satisfactorily**
- **Group revenues of over 300 m€ expected**
- **EBT in excess of 10 m€ - can still be attained**

Leonding, August 20, 2004: The first half of 2004 saw a return to the pattern that is more usual in the fire-equipment sector, with the majority of vehicle shipments scheduled to be made during the second half of the year. The atypically positive results posted in the first quarters of 2002 and 2003 were attributable to shipments made under major orders.

KEY FIGURES		1-6/2004	1-6/2003
Revenue	in m€	140.0	154.5
EBIT	in m€	4.7	11.4
EBT	in m€	3.4	9.9
Profit after tax	in m€	2.3	6.4
Net profit for the period	in m€	0.7	4.0
Cash-flow from pre-tax profit	in m€	6.0	13.2
Capital investments	in m€	2.4	3.4
Order books as of 30.06.	in m€	199.5	223.4
Order intake	in m€	158.0	134.9
Employees		1,345	1,279
Market capitalisation as of 30.06.	in m€	80.8	56.9

The revival of international project business has gathered pace through 2004. Thus it was that in June 2004, Rosenbauer won a contract from Airservices Australia to supply 18 Panther 6x6 air crash tenders worth a total of 11.55 m€.

Fitted out with the very latest technology, these vehicles will be stationed at the international airports of Adelaide, Cairns, Darwin, Perth and Canberra. The prototype will be handed over to the client as early as the end of this year, with the remaining 17 vehicles to follow by the end of 2005.

The inflow of new orders in the USA continued to develop very satisfactorily, with substantial increases being achieved over the corresponding period of 2003 in all vehicle categories.

In Europe, the first half of 2004 still brought no sign of any improvement in the unfavourable market situation. The crucial factor upon which future developments in Europe mainly depend will be the timing and strength of any economic recovery in Germany.

REVENUE AND RESULTS TRENDS

For the first half of the year, the Group posted EBT of 3.4 m€ (1-6/2003: 9.9 m€), on Group revenues of 140.0 m€ (1-6/2003: 154.5 m€). As is usual in the industry, the bulk of this year's shipments will once again be made in the second half of the year.

ORDERS

The volume of new orders taken throughout the Group climbed by 17 % over the same period of last year, to 158.0 m€ (1-6/2003: 134.9 m€). With the major orders executed over the past two years now drawing to a close, the volume of orders on hand as at June 30, decreased to 199.5 m€ (June 30, 2003: 223.4 m€).

OUTLOOK

Despite the persistently adverse trends on the municipal fire-equipment market in Europe, and especially in Germany, Management is nevertheless confident that the forecast targets – Group revenues of over 300 m€ and EBT in excess of 10 m€ – can still be attained.

Further information:

Robert Kastil (Member of the Executive Board)

Gerda Königstorfer (Investor Relations)

Telephone +43 732 6794-568

Fax: +43 732 6794 94568

Email: gerda.koenigstorfer@rosenbauer.com