

Rosenbauer International AG

Industrials - Austria



Buy (old: Buy)

12.01.2024

EUR 54.00 (old: EUR 54.00)

Rosenbauer is back on track with a record high in order intake

Caused by supply chain issues and raw material price inflation, Rosenbauer's operating result turned negative during FY'22. However, **Rosenbauer successfully managed the operating turnaround** and delivers positive results again since Q2 2023. Thanks to Rosenbauer having done its homework and structural trends kicking in, we expect this turnaround to continue in 2024.

Until 2025e, Rosenbauer should be able to grow sales by 6.9% p.a. (2022-25e CAGR) to € 1.2bn with EBIT margins north of 5% (eNuW 2025: 5.4%) thanks to:

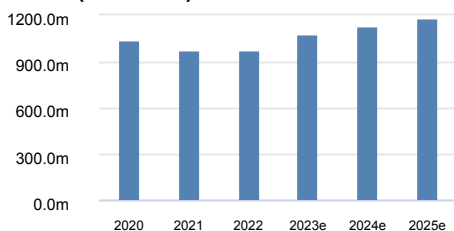
- **Supply chain improvements:** During FY'22 chassis lead times of OEMs deteriorated significantly. Although lead times are still not back at pre-crisis levels, the situation is noticeable better than in FY'22. For example, the average MAN chassis lead time decreased from over 18 months in FY'22 to 10-12 months in FY'23. However there is no further material improvement of delivery times expected at MAN and Daimler in 2024, while Volvo and Scania should approach pre-crisis levels.
- **Significant price increases:** Rosenbauer raised its vehicle prices substantially during FY'23, to account for a higher cost base. The average price per fire truck in 9M 2023 increased by 9.8% yoy and the average price per vehicle body increased by 22.7% yoy. Old unprofitable customer contracts not reflecting the higher cost base are successively leaving the order book and giving room for a further margin improvement.
- **Structural growth drivers:** Global warming for instance causes a severe rise in natural disasters such as wildfires, storms, and floods which elevates the demand for firefighting equipment and trucks. Another growth driver is the electrification of firefighting trucks, supporting the demand for Rosenbauer's high margin electric models RT (Revolutionary Technology) and the PANTHER electric.

As the supply chain situation further improves and with a record high in order backlog (9M 2023: € 1758m) in the hand, shares look poised for a re-rating. Furthermore, Rosenbauer is currently examining the issuance of a hybrid bond to strengthen its balance sheet. A successful issuance could work as a catalyst, bringing the shares back to its intrinsic value. Hence, we reiterate our BUY rating with an unchanged € 54.00 PT based on DCF. *-continued-*

Y/E 31.12 (EUR m)	2020	2021	2022	2023e	2024e	2025e
Sales	1,044.2	975.1	972.2	1,081.9	1,134.7	1,189.0
Sales growth	6.8%	-6.6%	-0.3%	11.3%	4.9%	4.8%
EBITDA	84.7	63.8	18.9	67.3	79.2	92.2
Net debt (if net cash=0)	290.1	204.3	298.2	405.4	341.0	323.2
FCF	54.7	107.8	-28.8	-107.2	64.4	24.6
Net Debt/EBITDA	3.4	3.2	15.8	6.0	4.3	3.5
EPS pro forma	4.23	2.27	-3.57	-0.19	1.36	3.46
EBITDA margin	8.1%	6.5%	1.9%	6.2%	7.0%	7.8%
ROCE	9.0%	6.1%	-1.9%	5.8%	7.1%	8.8%
EV/sales	0.6	0.6	0.7	0.7	0.6	0.6
EV/EBITDA	7.6	8.5	36.2	11.8	9.2	7.7
PER	7.0	13.0	-8.3	-153.5	21.6	8.5
Adjusted FCF yield	6.5%	5.3%	0.4%	4.7%	7.3%	8.8%

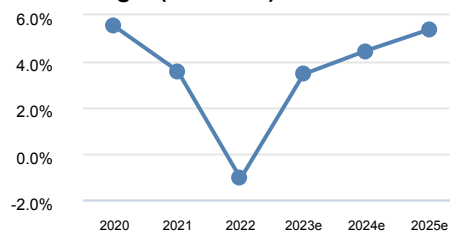
Source: Company data, NuWays, Close price as of 10.01.2024

Sales (2020-25e)



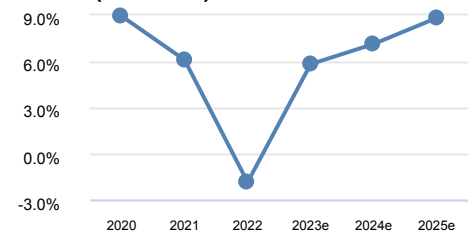
Source: NuWays Research

EBIT margin (2020-25e)

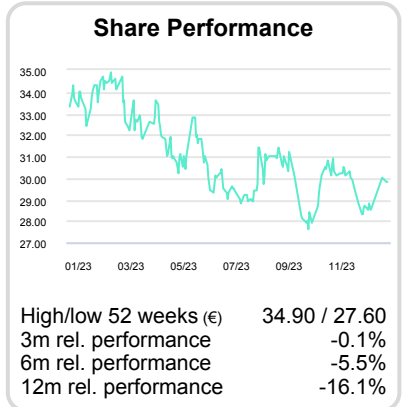


Source: NuWays Research

ROCE (2020-25e)



Source: NuWays Research



Market data

Share price (in €)	29.80
Market cap (in € m)	200.6
Number of shares (in m pcs)	6.8
Enterprise value (in € m)	732.0
Ø trading volume (6 months)	1,977

Identifier

Bloomberg	ROS AV
Reuters	RBAV
WKN	892502
ISIN	AT0000922554

Key shareholders

Rosenbauer Family	51.0%
Free Float	49.0%

Estimates changes

	2023e	2024e	2025e
Sales	0%	0%	0%
EBIT	0%	0%	0%
EPS	0%	0%	0%

Comment on changes

Company description

Rosenbauer develops and produces vehicles, fire extinguishing systems, digital solutions and systems for preventive firefighting in Europe and America. In addition, fire and safety equipment such as nozzles and submersible pumps strategically complement Rosenbauer's product portfolio.

Guidance

- Sales: ≥ € 1.1bn
- EBIT margin: 3.5%











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Recap of Rosenbauer's activity

Rosenbauer International is a leading manufacturer of firefighting vehicles with a global market share of c. 11.6% (FY'22 report) and the dominant supplier in central Europe. In addition to firefighting vehicles (74% of sales) the company also offers fire & safety equipment as well as customer service and preventive fire protection.

Rosenbauer's business activities

Vehicles	Fire & Safety Equipment	Customer Service	Preventive Fire Protection
  <p>Firefighting trucks for municipalities, airports, and industrials. Aerial ladders, hydraulic platforms, rescue stairs</p>	   <p>Helmets, protective clothing, gloves, boots, submersible pumps, nozzles, hoses, thermal imaging cameras, extinguishing agents</p>	  <p>Repairs and general overhauls, spare parts, training, simulators, vehicle and equipment leasing, warranty extension</p>	   <p>CAFS extinguishing systems, turret extinguishing systems, tunnel protection systems, gas & kitchen extinguishing systems</p>

Source: Company data, NuWays

Vehicles (FY 2022: 74% of sales):

Rosenbauer's portfolio comprises firefighting trucks, rescue and logistics vehicles, specialty vehicles and aerial ladders as well as hydraulic firefighting and rescue platforms. Firefighting vehicles are built on series-production truck chassis. These chassis account for c. 30% of the manufacturing costs and are usually supplied by OEMs like Daimler Truck, MAN or Volvo. In contrast, chassis for the US market as well as for the entire PANTHER series and the fully electric Revolutionary Technology (RT/X) are built by Rosenbauer on its own. This leads to a higher value added and a better control over the supply chain.

In 2022, Rosenbauer sold 1882 firefighting trucks of which c. 10% were electric (eNuW), with an average price of 381 TEUR. Management intends to increase annual production up to 3000 trucks by 2030 and expects 50% of these to be electric. The company has 14 different production plants within the vehicles segment, four of these are in USA, three in Austria and two in Germany. The trucks have an expected lifetime of 20-30 years and Rosenbauer takes care of the service.

Customers are mainly cities and municipalities (77%) followed by airports (15%) and industrial customers (8%). Municipalities are financed via tax on fire protection insurance premiums (8.8% in Germany). Since 1994, fire protection insurance is not mandatory in Germany, but it is a common requirement from banks for a successful financing. The number of such insurance contracts in Germany was very stable the last years with 19.3m in 2022 but insurance premiums increased, hence they are based on the property value.

Fire & Safety Equipment (FY 2022: 10% of sales):

In addition to vehicles, Rosenbauer sells a broad range of fire & safety equipment products. These include among others helmets, boots, gloves, protective suits, submersible pumps, and generators. Key strategic products are developed within the company, manufactured in-house or at contractual partners, and sold under the Rosenbauer brand. Compared to the vehicles segment, margins in the equipment segment are considered being more stable thanks to shorter lead times.

Customer Service (FY 2022: 10% of sales):

Rosenbauer carries out the initial product training with customers and usually remains at their side across the entire product life cycle. The customer service offering includes a broad range of user training as well as training in driving technology and deployment tactics on state-of-the-art simulators. To deliver customer-near service, Rosenbauer operates 25 service locations around the globe with around 550 service employees.

Preventive Fire Protection (FY 2022: 3% of sales):

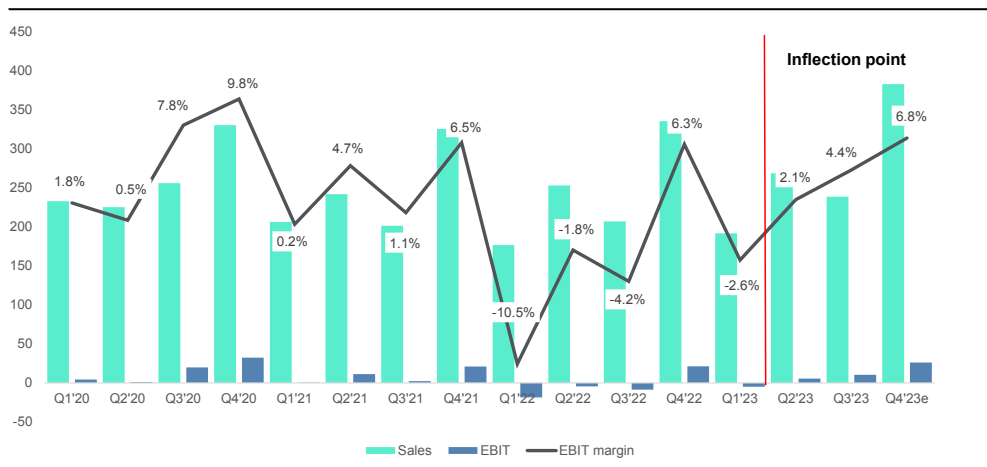
Rosenbauer offers water- and foam-based firefighting systems that range from sprinkler and spray systems, gas and kitchen extinguishing systems through to turret extinguishing systems including fire alarm and early detection systems. The recycling industry alongside gastronomy is particularly important for the preventive fire protection business. Significant parts of the equipment, such as ready-to-install sprinkler pipe systems, turrets, and compressed air foam systems (CAFS), are produced by Rosenbauer.

Operational turnaround in full swing

During FY'22, Rosenbauer experienced significant **margin pressure** due to several reasons. **Raw material prices** for chassis production like steel or aluminum **increased** materially during 2022 compared to the previous year. Because customer contracts did not reflect the higher cost base, Rosenbauer's operating result turned negative during the first three quarters in 2022.

Another pressure point was the **difficult supply chain situation** that began already in 2021 but worsened during 2022 due to the war in Ukraine. Chassis lead-times increased dramatically or were not available at all. Besides a lower production volume, it also impacted the production process and resulted in frequent interruptions.

Sales and EBIT development (in € m)



Source: Company data, NuWays

However, since Q2 2023, **Rosenbauer is back on track** with positive operating results and successively improving margins. This has multi-factorial reasons:

Chassis lead times and the reliability of delivery times at OEMs and customizing partners **improved** noticeably. For example, the average MAN chassis lead time decreased from over 18 months in 2022 to 10-12 months in 2023. Management expects Volvo and Scania to approach precrisis levels in 2024 but no further significant improvement from MAN and Daimler. On a positive note, already 60-90% of the chassis needed in 2024 have been confirmed by OEMs, which gives a better visibility for the upcoming fiscal year.

Another major reason for the turnaround is the **“Refocus, Restart” efficiency program** which was launched in August 2022 and is increasingly bearing fruit. The restructuring program aims to reduce manufacturing costs and fortify the business model. The program also includes the value analysis and adjustment of existing products and the introduction of a dynamic pricing model. Overall, it is expected to deliver savings and earnings contributions of around € 30m in 2023.

Furthermore, **Rosenbauer increased its truck prices significantly** to reflect the higher cost base and older unprofitable orders are successively leaving the order book now. The average price per fire truck in 9M 2023 increased by 9.8% yoy and the average price per vehicle body increased by 22.7% yoy. While the number of delivered trucks decreased by 80 vehicles in 9M 2023, segment revenue increased by 11.4%.

With the price increases and the efficiency program not yet showing their full impact in 2023, we expect a further EBIT-margin improvement for 2024 (eNuW: 4.5%) and moderate revenue growth (eNuW: 4.9%).

Leading position protected by steep barriers-to-entry

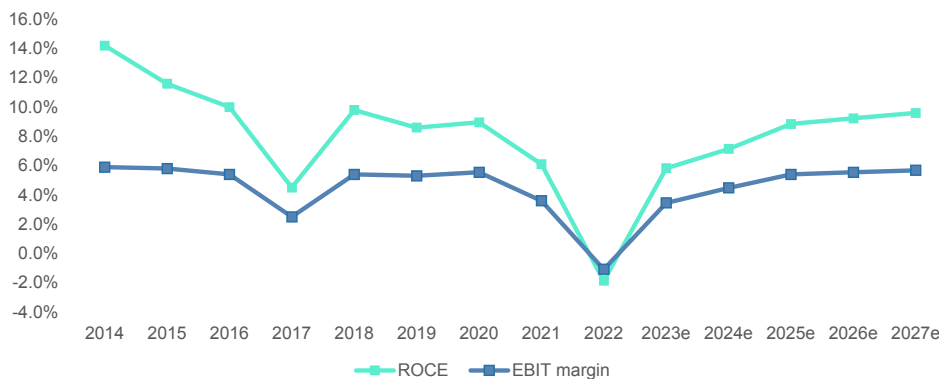
Firefighting trucks and equipment adhere to **strict quality requirements and legal standards**. Notably, Rosenbauer is the only firefighting technology provider who can produce all types of firefighting vehicles to both EU (EN 1846) and US standards (NFPA 1901). These regional legal standards make it difficult to enter new markets and act as a moat for international competitors.

The **quality and innovation focus** of Rosenbauer is also the foundation for its long-term and **deep customer relationships**. And for many customers the company has been supplier of choice for decades. These relationships are cemented by an extensive after-sale network ensuring uninterrupted vehicle and equipment up-time.

There is also significant value-add in the production of firefighting vehicles (74% of sales) as Rosenbauer not only manufactures the fire extinguishing systems but also the vehicle chassis for its electric trucks and US exports. The company therefore **acts as an entire solution provider** featuring deep production and technology know-how. This production depth is unmatched by smaller rivals, and effectively sets a key barrier hindering new market entrants.

Based on Rosenbauer's competitive advantage and the efficiency program kicking in, we expect the company to reach again EBIT margins north of 5% until 2025e (eNuW: 5.4%) and return on capital employed roughly in line with cost of capital.

ROCE & EBIT margin development



Source: Company data, NuWays

Several structural growth drivers:

The global firefighting vehicle market is worth ca. € 5bn p.a. and grew at > 5% p.a. since 2009 hence above GDP (ca. 3.5% p.a.). Thanks to global mega trends, it should continue to grow above GDP in the mid to long-term. As soon as Rosenbauer's profitability reaches pre-crisis levels, the company can again focus on growth, which is supported by several structural growth drivers:

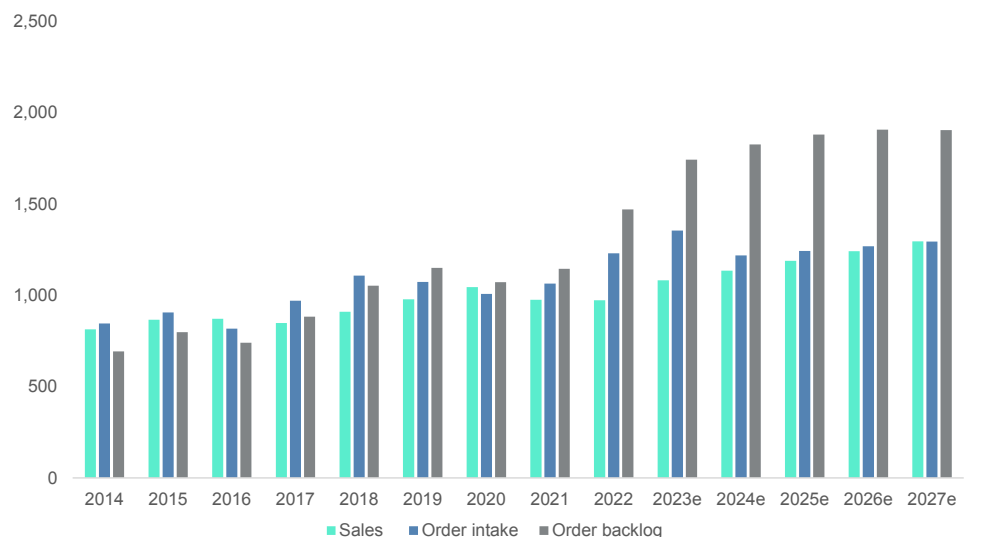
- **Global warming** causes a severe rise in natural disasters which elevates the demand for firefighting equipment and trucks. Firefighters are not only needed in case of wildfires, but also during floods and storms. According to the research institute "Our World in Data", which is based at the University of Oxford, the number of recorded natural disaster events increased significantly from 178 in 1980 to 423 in 2022.
- **Electrification** of firefighting trucks is another growth driver for Rosenbauer. As more cities start to forbid vehicles with combustion engines, the demand for elec-

tric alternatives will rise in the firefighting market. In Amsterdam, for instance, no trucks, buses, and taxis with combustion engines are allowed into the municipal area from 2025 (private cars from 2030 onwards). Rosenbauer is clearly a pioneer in the electrification of firefighting with its electric models RT (Revolutionary Technology) and the PANTHER electric.

- **Megatrend Silver Society:** Around the globe, the population in developed countries is becoming older. This also has an impact on the firefighting market as older individuals are more likely causing traffic accidents or house fires. Furthermore, because senior citizens are less able to help themselves in an emergency case, often the support of firefighters is necessary.

Thanks to the structural growth drivers, mentioned before, Rosenbauer looks set to continue to grow above GDP in the mid to long-term with a five-year CAGR of 5.9% (eNuW). Order intake in the first three quarters in 2023 came in at € 1,027m and increased 24.5% yoy. For FY'23, the book-to-bill ratio will again be clearly above one (eNuW), increasing the order backlog even further. However, this high order backlog is seen to be the new normal as chassis lead times will remain at a higher level than in the past. Therefore, the orderbook needs to be stretched over more than 12 months to get security in the production planning process.

Sales & Order development (in € m)



Source: Company data, NuWays

Valuation

Valuation

Our DCF valuation derives a price target of € 54.0 per share for Rosenbauer International AG. The key assumptions of our model are:

- **Terminal year EBIT margin of 6.5%:** Our long-term profitability assumptions reflect Rosenbauer's competitive advantage, which is especially pronounced in the electric vehicle market.
- **Terminal growth rate of 2.5%:** The mid-term growth rate is seen at a more dynamic 5% (2025e-2029e) as Rosenbauer should be able to benefit from global megatrends discussed earlier.
- **The WACC of 10.0%** is derived from a levered beta of 2.9, a 5.2% equity risk premium (ERP) and a 2.2% risk free rate. The levered beta is based on an unlevered beta of 1.0 for the industry peers. The equity risk premium is calculated on a 4.6% implied ERP for mature markets plus a country risk premium to reflect Rosenbauer's exposure to emerging countries.

DCF Valuation

DCF (EUR m) (except per share data and beta)	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	Terminal value
NOPAT	-1.3	37.8	48.1	51.7	55.4	59.2	63.0	66.7	73.7
Depreciation	30.0	28.4	28.1	28.0	28.1	28.3	28.7	29.3	29.3
Increase/decrease in working capital	-107.3	56.5	4.2	0.1	-26.1	-26.6	-26.6	-26.6	-18.6
Increase/decrease in I-term provisions & accruals	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capex	-29.9	-31.2	-32.5	-33.7	-35.0	-36.2	-37.5	-29.3	-29.3
Acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capital increase	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cash flow	-108.5	91.6	47.9	46.0	22.3	24.7	27.6	40.1	55.1
Present value	-108.8	83.5	39.7	34.6	15.3	15.3	15.6	20.6	580.3
WACC	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%

DCF per share derived from

Total present value	696
thereof terminal value	83%
Net debt (net cash) at start of year	298
Financial assets	25
Provisions and off balance sheet debt	55
Equity value	367
No. of shares outstanding	6.8
Discounted cash flow per share	54.0
upside/(downside)	83%

Share price	29.5
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DCF avg. growth and earnings assumptions

Short term growth (2022-2025)	5.2%
Medium term growth (2025 - 2030)	5.0%
Long term growth (2030 - infinity)	2.5%
Terminal year EBIT margin	6.5%

WACC derived from

Cost of borrowings before taxes	9.0%
Tax rate	23.0%
Cost of borrowings after taxes	7.2%
Required return on invested capital	10.0%
Risk premium	5.2%
Risk-free rate	2.2%
Beta	2.87

Source: Company data, NuWays

Financials

Profit and loss (EUR m)	2020	2021	2022	2023e	2024e	2025e
Net sales	1,044.2	975.0	972.2	1,081.9	1,134.7	1,189.0
<i>Sales growth</i>	6.8%	-6.6%	-0.3%	11.3%	4.9%	4.8%
Increase/decrease in finished goods and work-in-process	-36.7	-16.3	0.0	0.0	0.0	0.0
Total sales	1,007.5	958.7	972.2	1,081.9	1,134.7	1,189.0
Other operating income	13.3	9.0	10.2	10.8	11.3	11.9
Material expenses	587.5	547.8	0.0	0.0	0.0	0.0
Personnel expenses	251.0	255.6	0.0	0.0	0.0	0.0
Other operating expenses	97.6	1.3	1.9	1.6	1.7	1.8
Total operating expenses	84.3	121.4	139.5	148.8	153.4	161.7
EBITDA	84.7	63.8	18.9	67.3	79.2	92.2
Depreciation	22.6	28.8	29.4	30.0	28.4	28.1
EBITA	62.0	35.0	-10.6	37.3	50.8	64.2
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	4.3	0.0	0.0	0.0	0.0	0.0
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	57.7	35.0	-10.6	37.3	50.8	64.2
Interest income	0.7	0.6	4.1	4.1	1.9	3.1
Interest expenses	6.6	6.2	18.0	35.3	39.0	35.0
Investment income	-0.6	-0.6	-5.7	0.1	0.0	0.0
Financial result	-6.4	-6.2	-19.6	-31.0	-37.1	-31.9
Recurring pretax income from continuing operations	51.3	28.9	-30.2	6.3	13.7	32.3
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	51.3	28.9	-30.2	6.3	13.7	32.3
Income tax expense	10.4	5.7	-7.8	6.3	3.2	7.4
Net income from continuing operations	40.9	23.2	-22.3	0.0	10.6	24.9
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
Net income	40.9	23.2	-22.3	0.0	10.6	24.9
Minority interest	12.2	7.8	1.9	1.3	1.3	1.3
Net profit (reported)	28.8	15.4	-24.3	-1.3	9.3	23.5
Average number of shares	6.8	6.8	6.8	6.8	6.8	6.8
EPS reported	4.23	2.27	-3.57	-0.19	1.36	3.46

Profit and loss (common size)	2020	2021	2022	2023e	2024e	2025e
Net sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
<i>Sales growth</i>	6.8%	-6.6%	-0.3%	11.3%	4.9%	4.8%
Increase/decrease in finished goods and work-in-process	-3.5%	-1.7%	0.0%	0.0%	0.0%	0.0%
Total sales	96.5%	98.3%	100.0%	100.0%	100.0%	100.0%
Other operating income	1.3%	0.9%	1.0%	1.0%	1.0%	1.0%
Material expenses	56.3%	56.2%	0.0%	0.0%	0.0%	0.0%
Personnel expenses	24.0%	26.2%	0.0%	0.0%	0.0%	0.0%
Other operating expenses	9.3%	0.1%	0.2%	0.1%	0.1%	0.1%
Total operating expenses	8.1%	12.5%	14.3%	13.7%	13.5%	13.6%
EBITDA	8.1%	6.5%	1.9%	6.2%	7.0%	7.8%
Depreciation	2.2%	3.0%	3.0%	2.8%	2.5%	2.4%
EBITA	5.9%	3.6%	-1.1%	3.5%	4.5%	5.4%
Amortisation of goodwill	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Amortisation of intangible assets	0.4%	0.0%	0.0%	0.0%	0.0%	0.0%
Impairment charges	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EBIT (inc revaluation net)	5.5%	3.6%	-1.1%	3.5%	4.5%	5.4%
Interest income	0.1%	0.1%	0.4%	0.4%	0.2%	0.3%
Interest expenses	0.6%	0.6%	1.8%	3.3%	3.4%	2.9%
Investment income	-0.1%	-0.1%	-0.6%	0.0%	0.0%	0.0%
Financial result	neg.	neg.	neg.	neg.	neg.	neg.
Recurring pretax income from continuing operations	4.9%	3.0%	-3.1%	0.6%	1.2%	2.7%
Extraordinary income/loss	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Earnings before taxes	4.9%	3.0%	-3.1%	0.6%	1.2%	2.7%
Tax rate	20.2%	19.6%	25.9%	100.0%	23.0%	23.0%
Net income from continuing operations	3.9%	2.4%	-2.3%	0.0%	0.9%	2.1%
Income from discontinued operations (net of tax)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net income	3.9%	2.4%	-2.3%	0.0%	0.9%	2.1%
Minority interest	1.2%	0.8%	0.2%	0.1%	0.1%	0.1%
Net profit (reported)	2.8%	1.6%	-2.5%	-0.1%	0.8%	2.0%

Source: Company data, NuWays

Balance sheet (EUR m)	2020	2021	2022	2023e	2024e	2025e
Intangible assets	38.3	46.4	54.1	59.1	64.2	69.3
Property, plant and equipment	189.2	197.3	190.0	184.8	182.5	181.8
Financial assets	9.9	15.1	24.7	24.7	24.7	24.7
FIXED ASSETS	237.5	258.8	268.7	268.6	271.4	275.7
Inventories	417.3	407.8	490.8	559.9	516.9	506.9
Accounts receivable	236.7	159.0	177.9	240.4	226.9	237.8
Other assets and short-term financial assets	-0.0	0.0	0.0	0.0	0.0	0.0
Liquid assets	19.0	65.4	35.6	59.8	124.2	142.0
Deferred taxes	0.7	0.5	0.5	0.5	0.5	0.5
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	673.7	632.8	704.9	860.7	868.6	887.2
TOTAL ASSETS	911.2	891.6	973.6	1,129.3	1,140.0	1,162.9

SHAREHOLDERS EQUITY	220.0	217.8	183.9	183.9	194.5	212.5
MINORITY INTEREST	7.2	7.3	2.1	2.1	2.1	2.1
Provisions for pensions and similar obligations	34.1	32.4	24.6	24.6	24.6	24.6
Other provisions and accrued liabilities	16.3	17.4	24.9	24.9	24.9	24.9
Short-term liabilities to banks	56.4	72.5	118.8	344.1	344.1	344.1
Accounts payable	49.5	63.9	78.7	103.0	103.2	108.1
Advance payments received on orders	135.5	130.6	190.5	190.5	190.5	190.5
Other liabilities (incl. from lease and rental contracts)	129.4	140.8	124.0	124.0	124.0	124.0
Deferred taxes	2.2	2.2	5.3	5.3	5.3	5.3
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT LIABILITIES	314.4	335.3	393.2	417.6	417.7	422.6
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	911.2	891.6	973.6	1,129.3	1,140.0	1,162.9

Balance sheet (common size)	2020	2021	2022	2023e	2024e	2025e
Intangible assets	4.2%	5.2%	5.6%	5.2%	5.6%	6.0%
Property, plant and equipment	20.8%	22.1%	19.5%	16.4%	16.0%	15.6%
Financial assets	1.1%	1.7%	2.5%	2.2%	2.2%	2.1%
FIXED ASSETS	26.1%	29.0%	27.6%	23.8%	23.8%	23.7%
Inventories	45.8%	45.7%	50.4%	49.6%	45.3%	43.6%
Accounts receivable	26.0%	17.8%	18.3%	21.3%	19.9%	20.4%
Other assets and short-term financial assets	-0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Liquid assets	2.1%	7.3%	3.7%	5.3%	10.9%	12.2%
Deferred taxes	0.1%	0.1%	0.1%	0.0%	0.0%	0.0%
Deferred charges and prepaid expenses	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
CURRENT ASSETS	73.9%	71.0%	72.4%	76.2%	76.2%	76.3%
TOTAL ASSETS	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

SHAREHOLDERS EQUITY	24.1%	24.4%	18.9%	16.3%	17.1%	18.3%
MINORITY INTEREST	0.8%	0.8%	0.2%	0.2%	0.2%	0.2%
Provisions for pensions and similar obligations	3.7%	3.6%	2.5%	2.2%	2.2%	2.1%
Other provisions and accrued liabilities	1.8%	2.0%	2.6%	2.2%	2.2%	2.1%
Short-term liabilities to banks	6.2%	8.1%	12.2%	30.5%	30.2%	29.6%
Accounts payable	5.4%	7.2%	8.1%	9.1%	9.0%	9.3%
Advance payments received on orders	14.9%	14.6%	19.6%	16.9%	16.7%	16.4%
Other liabilities (incl. from lease and rental contracts)	14.2%	15.8%	12.7%	11.0%	10.9%	10.7%
Deferred taxes	0.2%	0.2%	0.5%	0.5%	0.5%	0.5%
Deferred income	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
CURRENT LIABILITIES	34.5%	37.6%	40.4%	37.0%	36.6%	36.3%
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Source: Company data, NuWays

Cash flow statement (EUR m)	2020	2021	2022	2023e	2024e	2025e
Net profit/loss	40.9	23.2	-22.3	0.0	10.6	24.9
Depreciation of fixed assets (incl. leases)	22.6	28.8	29.4	30.0	28.4	28.1
Amortisation of goodwill & intangible assets	4.3	0.0	0.0	0.0	0.0	0.0
Others	-12.3	-17.7	-1.5	0.0	0.0	0.0
Cash flow from operating activities	76.2	124.2	-24.4	-99.8	74.2	36.0
Increase/decrease in inventory	58.2	9.5	-73.1	-69.1	43.0	10.1
Increase/decrease in accounts receivable	-44.3	77.6	-10.2	-62.5	13.5	-10.8
Increase/decrease in accounts payable	-19.4	14.4	2.5	24.3	0.1	4.9
Increase/decrease in other working capital positions	3.6	-4.9	71.7	0.0	0.0	0.0
Increase/decrease in working capital	-1.8	96.7	-9.1	-107.3	56.5	4.2
Cash flow from operating activities	96.4	145.8	-2.3	-77.3	95.6	57.1
CAPEX	41.7	38.1	26.5	29.9	31.2	32.5
Payments for acquisitions	0.0	0.0	82.0	0.0	0.0	0.0
Financial investments	0.0	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	2.0	2.5	0.0	0.0	0.0	0.0
Cash flow from investing activities	-39.7	-35.6	-108.5	-29.9	-31.2	-32.5
Cash flow before financing	51.2	100.1	-116.9	-107.2	64.4	17.8
Increase/decrease in debt position	-79.4	-39.4	80.6	131.4	0.0	0.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	0.0	0.0	0.0	0.0	0.0
Dividends paid	5.4	10.2	6.1	0.0	0.0	6.8
Others	-12.3	-17.7	-1.5	0.0	0.0	0.0
Effects of exchange rate changes on cash	8.7	3.5	7.9	0.0	0.0	0.0
Cash flow from financing activities	-97.2	-67.3	73.0	131.4	0.0	-6.8
Increase/decrease in liquid assets	-31.8	46.4	-29.9	24.2	64.4	17.8
Liquid assets at end of period	19.0	65.4	35.6	59.8	124.2	142.0

Key ratios (EUR m)	2020	2021	2022	2023e	2024e	2025e
P&L growth analysis						
Sales growth	6.8%	-6.6%	-0.3%	11.3%	4.9%	4.8%
EBITDA growth	12.1%	-24.6%	-70.4%	257.0%	17.7%	16.4%
EBIT growth	11.2%	-39.3%	-130.1%	-453.7%	36.1%	26.3%
EPS growth	13.1%	-46.3%	-257.2%	-94.6%	-809.1%	154.1%
Efficiency						
Sales per employee	267.3	248.9	252.6	273.6	275.9	282.3
EBITDA per employee	21.7	16.3	4.9	17.0	19.3	21.9
No. employees (average)	3,906	3,918	3,849	3,955	4,113	4,212
Balance sheet analysis						
Avg. working capital / sales	44.8%	43.1%	39.7%	41.9%	42.2%	37.7%
Inventory turnover (sales/inventory)	1.9	2.0	1.9	1.6	1.8	1.9
Accounts receivable turnover	4.9	4.9	5.8	4.5	5.0	5.0
Accounts payable turnover	17.6	17.2	13.6	10.5	11.0	11.0
Cash flow analysis						
Free cash flow	54.7	107.8	-28.8	-107.2	64.4	24.6
Free cash flow/sales	5.2%	11.1%	-3.0%	-9.9%	5.7%	2.1%
FCF / net profit	133.5%	464.2%	128.8%	neg.	608.6%	99.1%
Capex / sales	4.0%	3.9%	2.7%	2.8%	2.7%	2.7%
Solvency						
Net debt	290.1	204.3	298.2	405.4	341.0	323.2
Net Debt/EBITDA	3.4	3.2	15.8	6.0	4.3	3.5
Dividend payout ratio	35.5%	39.7%	0.0%	0.0%	73.4%	43.3%
Interest paid / avg. debt	1.9%	2.1%	6.0%	8.8%	8.4%	7.5%
Returns						
ROCE	9.0%	6.1%	-1.9%	5.8%	7.1%	8.8%
ROE	13.1%	7.1%	-13.2%	-0.7%	4.8%	11.1%
Adjusted FCF yield	6.5%	5.3%	0.4%	4.7%	7.3%	8.8%
Dividend yield	5.1%	3.1%	0.0%	0.0%	3.4%	5.1%
DPS	1.5	0.9	0.0	0.0	1.0	1.5
EPS reported	4.23	2.27	-3.57	-0.19	1.36	3.46
Average number of shares	6.8	6.8	6.8	6.8	6.8	6.8
Valuation ratios						
P/BV	0.9	0.9	1.1	1.1	1.0	0.9
EV/sales	0.6	0.6	0.7	0.7	0.6	0.6
EV/EBITDA	7.6	8.5	36.2	11.8	9.2	7.7
EV/EBIT	11.2	15.5	-64.7	21.3	14.4	11.0

Source: Company data, NuWays

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Company	Disclosures
Rosenbauer International AG	2

Historical target price and rating changes for Rosenbauer International AG

Company	Date	Analyst	Rating	Target Price	Close
Rosenbauer International AG	23.10.2023	Sandherr, Christian	n.a.	EUR 54.00	EUR 27.90
	24.01.2023	Khare, Vaishnavi	n.a.	EUR 53.00	EUR 33.30

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According to Article 4(1) No. i of the delegated regulation 2016/958 supplementing regulation 596/2014 of the European Parliament, further information regarding investment recommendations of the last 12 months are published under: www.nuways-ag.com

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