

# Rosenbauer International AG

Industrials - Austria



**Buy** (old: Buy)

12.08.2024

**EUR 50.00** (old: EUR 50.00)

## Strong Q2 numbers above estimates; chg. est.

**Topic:** Rosenbauer released its Q2 numbers last Friday with sales and EBIT above our estimates. Further, Robau Beteiligungsverwaltung intends to buy additional shares next to the capital increase to achieve a controlling stake of 50.1% (company news August 5<sup>th</sup>).

**Q2 sales increased 15% yoy to € 309m** (eNuW: € 297m), driven by price increases and improved supply chains. Price increases were a major driver of revenue growth and should continue to do so in the coming quarters as the average price in the order intake in H1'24 increased over 12% (as stated in the CC). EBIT came in at € 14.1m (eNuW: € 11.5m), a 151% increase yoy and with a **substantial margin improvement** of 2.5pp yoy to 4.6% despite negative one-time effects of € 1.2m in Q2. These one-offs related to the departure of an Executive Board member and the implementation of the banking agreement should come down in H2'24 to c. € 1m (as stated in the CC).

**Order intake continued to be strong** and came in at € 382m, 2.8% higher than last year, leading to another record high in order backlog of € 2.02bn (+20% yoy). As a result of the strong demand and the challenging supply chain situation in recent years, the order backlog was already at an elevated level. Rosenbauer intends now to reduce the book-to-bill ratio to a level of 1x (1.24x in Q2'24) to decrease lead times and with that the implied risk in the order book of increases on the cost side like in FY21 & FY22.

**Capital increase:** Robau intends to buy additional shares next to the capital increase to achieve a controlling stake of 50.1%. Regulatory approvals for the 50% capital increase and execution are expected to be obtained in Q4'24. Following approval of the takeover, it is planned to appoint Stefan Pierer and Mark Mateschitz (among others), the controlling stakeholder of Robau, as new members of the Supervisory Board.

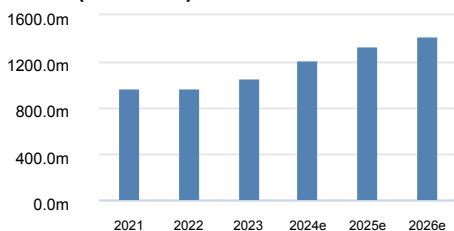
**FY guidance confirmed.** Management confirmed its FY guidance of € 1.2bn in sales and an EBIT margin of 5% under the assumption that supply chains remain stable. Taking the already strong H1'24, the well filled order backlog as well as further tailwind from price increases into account, the **guidance looks plausible** in our view (eNuW: Sales € 1.22bn; EBIT margin 5.1%).

**Reiterate BUY with an unchanged € 50.00 PT based on DCF.**

Y/E 31.12 (EUR m)	2021	2022	2023	2024e	2025e	2026e
Sales	975.1	972.2	1,064.5	1,217.6	1,332.0	1,426.2
Sales growth	-6.6%	-0.3%	9.5%	14.4%	9.4%	7.1%
EBITDA	63.8	18.9	67.7	93.4	101.0	107.1
Net debt (if net cash=0)	204.3	298.2	428.3	387.0	344.5	330.9
FCF	107.8	-19.9	-112.3	41.3	42.5	13.5
Net Debt/EBITDA	3.2	15.8	6.3	4.1	3.4	3.1
EPS pro forma	2.27	-3.57	-0.16	2.52	4.65	5.61
EBITDA margin	6.5%	1.9%	6.4%	7.7%	7.6%	7.5%
ROCE	6.1%	-1.9%	5.9%	9.1%	11.0%	11.9%
EV/sales	0.6	0.7	0.9	0.7	0.6	0.6
EV/EBITDA	9.1	38.3	13.6	9.4	8.3	7.7
PER	15.6	-9.9	-222.1	14.0	7.6	6.3
Adjusted FCF yield	4.9%	0.4%	4.0%	6.6%	8.0%	8.7%

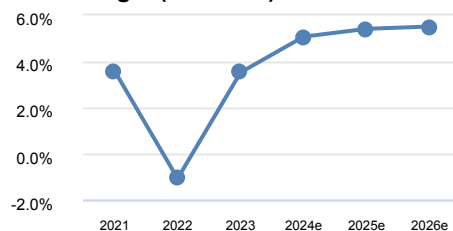
Source: Company data, NuWays, Close price as of 05.08.2024

### Sales (2021-26e)



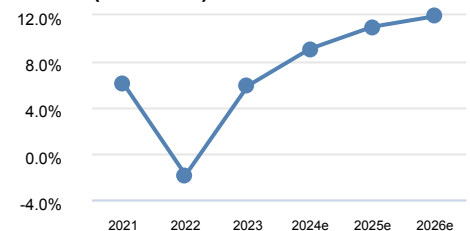
Source: NuWays Research

### EBIT margin (2021-26e)



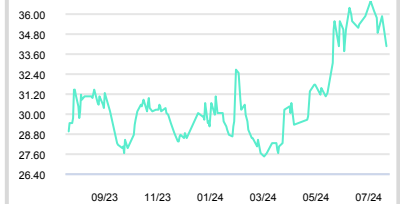
Source: NuWays Research

### ROCE (2021-26e)



Source: NuWays Research

### Share Performance



High/low 52 weeks (€)	36.70 / 27.40
3m rel. performance	20.3%
6m rel. performance	16.3%
12m rel. performance	9.5%

### Market data

Share price (in €)	34.00
Market cap (in € m)	240.7
Number of shares (in m pcs)	6.8
Enterprise value (in € m)	878.5
Ø trading volume (6 months)	1,977

### Identifier

Bloomberg	ROS AV
Reuters	RBAV
WKN	892502
ISIN	AT0000922554

### Key shareholders

Rosenbauer Family	51.0%
Lazard Freres Gestion	6.0%
Free Float	43.0%

### Estimates changes

	2024e	2025e	2026e
Sales	3%	4%	4%
EBIT	13%	14%	14%
EPS	25%	29%	24%

### Comment on changes

- We changed our estimated due to the strong order intake and further stabilisation of supply chains.

### 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

- 2024 sales: € 1.2bn
- 2024 EBIT margin: 5%

## Financials

Profit and loss (EUR m)	2021	2022	2023	2024e	2025e	2026e
<b>Net sales</b>	<b>975.0</b>	<b>972.2</b>	<b>1,064.5</b>	<b>1,217.6</b>	<b>1,332.0</b>	<b>1,426.2</b>
<i>Sales growth</i>	-6.6%	-0.3%	9.5%	14.4%	9.4%	7.1%
Increase/decrease in finished goods and work-in-process	-16.3	-5.7	-53.7	0.0	0.0	0.0
<b>Total sales</b>	<b>958.7</b>	<b>966.6</b>	<b>1,010.9</b>	<b>1,217.6</b>	<b>1,332.0</b>	<b>1,426.2</b>
Other operating income	9.0	10.2	12.9	11.0	14.7	15.7
Material expenses	547.8	572.6	652.6	767.1	829.8	867.2
Personnel expenses	255.6	286.4	307.2	377.4	415.6	445.0
Other operating expenses	1.3	1.9	2.6	1.2	3.2	3.5
<b>Total operating expenses</b>	<b>121.4</b>	<b>139.5</b>	<b>127.6</b>	<b>149.2</b>	<b>160.9</b>	<b>170.9</b>
<b>EBITDA</b>	<b>63.8</b>	<b>18.9</b>	<b>67.7</b>	<b>93.4</b>	<b>101.0</b>	<b>107.1</b>
Depreciation	28.8	29.4	30.2	31.6	28.8	28.4
<b>EBITA</b>	<b>35.0</b>	<b>-10.6</b>	<b>37.5</b>	<b>61.8</b>	<b>72.2</b>	<b>78.7</b>
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBIT (inc revaluation net)</b>	<b>35.0</b>	<b>-10.6</b>	<b>37.5</b>	<b>61.8</b>	<b>72.2</b>	<b>78.7</b>
Interest income	0.6	4.1	3.4	2.1	1.5	1.5
Interest expenses	6.2	18.0	34.3	35.1	30.0	28.0
Investment income	-0.6	-5.7	0.4	0.3	0.3	0.3
Financial result	-6.2	-19.6	-30.5	-32.7	-28.2	-26.2
<b>Recurring pretax income from continuing operations</b>	<b>28.9</b>	<b>-30.2</b>	<b>7.0</b>	<b>29.1</b>	<b>43.9</b>	<b>52.5</b>
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
<b>Earnings before taxes</b>	<b>28.9</b>	<b>-30.2</b>	<b>7.0</b>	<b>29.1</b>	<b>43.9</b>	<b>52.5</b>
Income tax expense	5.7	-7.8	5.8	9.7	10.1	12.1
<b>Net income from continuing operations</b>	<b>23.2</b>	<b>-22.3</b>	<b>1.2</b>	<b>19.4</b>	<b>33.8</b>	<b>40.4</b>
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income</b>	<b>23.2</b>	<b>-22.3</b>	<b>1.2</b>	<b>19.4</b>	<b>33.8</b>	<b>40.4</b>
Minority interest	7.8	1.9	2.2	2.2	2.2	2.2
<b>Net profit (reported)</b>	<b>15.4</b>	<b>-24.3</b>	<b>-1.1</b>	<b>17.2</b>	<b>31.6</b>	<b>38.2</b>
Average number of shares	6.8	6.8	6.8	6.8	6.8	6.8
<b>EPS reported</b>	<b>2.27</b>	<b>-3.57</b>	<b>-0.16</b>	<b>2.52</b>	<b>4.65</b>	<b>5.61</b>

Profit and loss (common size)	2021	2022	2023	2024e	2025e	2026e
<b>Net sales</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<i>Sales growth</i>	-6.6%	-0.3%	9.5%	14.4%	9.4%	7.1%
Increase/decrease in finished goods and work-in-process	-1.7%	-0.6%	-5.0%	0.0%	0.0%	0.0%
<b>Total sales</b>	<b>98.3%</b>	<b>99.4%</b>	<b>95.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
Other operating income	0.9%	1.0%	1.2%	0.9%	1.1%	1.1%
Material expenses	56.2%	58.9%	61.3%	63.0%	62.3%	60.8%
Personnel expenses	26.2%	29.5%	28.9%	31.0%	31.2%	31.2%
Other operating expenses	0.1%	0.2%	0.2%	0.1%	0.2%	0.2%
<b>Total operating expenses</b>	<b>12.5%</b>	<b>14.3%</b>	<b>12.0%</b>	<b>12.3%</b>	<b>12.1%</b>	<b>12.0%</b>
<b>EBITDA</b>	<b>6.5%</b>	<b>1.9%</b>	<b>6.4%</b>	<b>7.7%</b>	<b>7.6%</b>	<b>7.5%</b>
Depreciation	3.0%	3.0%	2.8%	2.6%	2.2%	2.0%
<b>EBITA</b>	<b>3.6%</b>	<b>-1.1%</b>	<b>3.5%</b>	<b>5.1%</b>	<b>5.4%</b>	<b>5.5%</b>
Amortisation of goodwill	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Amortisation of intangible assets	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Impairment charges	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>EBIT (inc revaluation net)</b>	<b>3.6%</b>	<b>-1.1%</b>	<b>3.5%</b>	<b>5.1%</b>	<b>5.4%</b>	<b>5.5%</b>
Interest income	0.1%	0.4%	0.3%	0.2%	0.1%	0.1%
Interest expenses	0.6%	1.8%	3.2%	2.9%	2.3%	2.0%
Investment income	-0.1%	-0.6%	0.0%	0.0%	0.0%	0.0%
Financial result	neg.	neg.	neg.	neg.	neg.	neg.
<b>Recurring pretax income from continuing operations</b>	<b>3.0%</b>	<b>-3.1%</b>	<b>0.7%</b>	<b>2.4%</b>	<b>3.3%</b>	<b>3.7%</b>
Extraordinary income/loss	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Earnings before taxes</b>	<b>3.0%</b>	<b>-3.1%</b>	<b>0.7%</b>	<b>2.4%</b>	<b>3.3%</b>	<b>3.7%</b>
Tax rate	19.6%	25.9%	83.4%	33.2%	23.0%	23.0%
<b>Net income from continuing operations</b>	<b>2.4%</b>	<b>-2.3%</b>	<b>0.1%</b>	<b>1.6%</b>	<b>2.5%</b>	<b>2.8%</b>
Income from discontinued operations (net of tax)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Net income</b>	<b>2.4%</b>	<b>-2.3%</b>	<b>0.1%</b>	<b>1.6%</b>	<b>2.5%</b>	<b>2.8%</b>
Minority interest	0.8%	0.2%	0.2%	0.2%	0.2%	0.2%
<b>Net profit (reported)</b>	<b>1.6%</b>	<b>-2.5%</b>	<b>-0.1%</b>	<b>1.4%</b>	<b>2.4%</b>	<b>2.7%</b>

Source: Company data, NuWays

Balance sheet (EUR m)	2021	2022	2023	2024e	2025e	2026e
Intangible assets	46.4	54.1	58.0	64.7	72.1	79.2
Property, plant and equipment	197.3	190.0	180.0	172.7	170.6	170.7
Financial assets	15.1	24.7	24.0	24.0	24.0	24.0
<b>FIXED ASSETS</b>	<b>258.8</b>	<b>268.7</b>	<b>262.0</b>	<b>261.5</b>	<b>266.6</b>	<b>273.9</b>
Inventories	407.8	490.8	591.1	575.2	563.5	588.3
Accounts receivable	159.0	177.9	278.0	259.1	266.4	269.1
Other assets and short-term financial assets	0.0	0.0	0.0	0.0	0.0	0.0
Liquid assets	65.4	35.6	34.9	20.4	22.9	16.4
Deferred taxes	0.5	0.5	0.7	0.7	0.7	0.7
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0
<b>CURRENT ASSETS</b>	<b>632.8</b>	<b>704.9</b>	<b>904.7</b>	<b>855.4</b>	<b>853.6</b>	<b>874.6</b>
<b>TOTAL ASSETS</b>	<b>891.6</b>	<b>973.6</b>	<b>1,166.7</b>	<b>1,116.8</b>	<b>1,120.2</b>	<b>1,148.5</b>

<b>SHAREHOLDERS EQUITY</b>	<b>217.8</b>	<b>183.9</b>	<b>180.9</b>	<b>198.1</b>	<b>229.6</b>	<b>267.8</b>
MINORITY INTEREST	7.3	2.1	2.2	2.2	2.2	2.2
Provisions for pensions and similar obligations	32.4	24.6	26.0	26.0	26.0	26.0
Other provisions and accrued liabilities	17.4	24.9	22.7	22.7	22.7	22.7
Short-term liabilities to banks	72.5	118.8	429.5	370.0	330.0	310.0
Long-term liabilities to banks	161.1	202.2	2.4	2.4	2.4	2.4
Accounts payable	63.9	78.7	114.9	101.5	111.0	118.9
Advance payments received on orders	130.6	190.5	248.8	248.8	248.8	248.8
Other liabilities (incl. from lease and rental contracts)	140.8	124.0	99.5	99.5	101.5	103.5
Deferred taxes	2.2	5.3	5.7	7.9	8.2	8.4
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0
<b>CURRENT LIABILITIES</b>	<b>335.3</b>	<b>393.2</b>	<b>463.3</b>	<b>449.8</b>	<b>461.3</b>	<b>471.2</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>891.6</b>	<b>973.6</b>	<b>1,166.7</b>	<b>1,116.8</b>	<b>1,120.2</b>	<b>1,148.5</b>

Balance sheet (common size)	2021	2022	2023	2024e	2025e	2026e
Intangible assets	5.2%	5.6%	5.0%	5.8%	6.4%	6.9%
Property, plant and equipment	22.1%	19.5%	15.4%	15.5%	15.2%	14.9%
Financial assets	1.7%	2.5%	2.1%	2.1%	2.1%	2.1%
<b>FIXED ASSETS</b>	<b>29.0%</b>	<b>27.6%</b>	<b>22.5%</b>	<b>23.4%</b>	<b>23.8%</b>	<b>23.8%</b>
Inventories	45.7%	50.4%	50.7%	51.5%	50.3%	51.2%
Accounts receivable	17.8%	18.3%	23.8%	23.2%	23.8%	23.4%
Other assets and short-term financial assets	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Liquid assets	7.3%	3.7%	3.0%	1.8%	2.0%	1.4%
Deferred taxes	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%
Deferred charges and prepaid expenses	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>CURRENT ASSETS</b>	<b>71.0%</b>	<b>72.4%</b>	<b>77.5%</b>	<b>76.6%</b>	<b>76.2%</b>	<b>76.2%</b>
<b>TOTAL ASSETS</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

<b>SHAREHOLDERS EQUITY</b>	<b>24.4%</b>	<b>18.9%</b>	<b>15.5%</b>	<b>17.7%</b>	<b>20.5%</b>	<b>23.3%</b>
MINORITY INTEREST	0.8%	0.2%	0.2%	0.2%	0.2%	0.2%
Provisions for pensions and similar obligations	3.6%	2.5%	2.2%	2.3%	2.3%	2.3%
Other provisions and accrued liabilities	2.0%	2.6%	1.9%	2.0%	2.0%	2.0%
Short-term liabilities to banks	8.1%	12.2%	36.8%	33.1%	29.5%	27.0%
Long-term liabilities to banks	18.1%	20.8%	0.2%	0.2%	0.2%	0.2%
Accounts payable	7.2%	8.1%	9.9%	9.1%	9.9%	10.3%
Advance payments received on orders	14.6%	19.6%	21.3%	22.3%	22.2%	21.7%
Other liabilities (incl. from lease and rental contracts)	15.8%	12.7%	8.5%	8.9%	9.1%	9.0%
Deferred taxes	0.2%	0.5%	0.5%	0.7%	0.7%	0.7%
Deferred income	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>CURRENT LIABILITIES</b>	<b>37.6%</b>	<b>40.4%</b>	<b>39.7%</b>	<b>40.3%</b>	<b>41.2%</b>	<b>41.0%</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

Source: Company data, NuWays

Cash flow statement (EUR m)	2021	2022	2023	2024e	2025e	2026e
Net profit/loss	23.2	-22.3	1.2	19.4	33.8	40.4
Depreciation of fixed assets (incl. leases)	28.8	29.4	30.2	31.6	28.8	28.4
Amortisation of goodwill & intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Other costs affecting income / expenses	-1.1	7.5	-2.2	0.0	0.0	0.0
Cash flow from operating activities	124.2	-15.5	-105.5	48.7	54.9	27.9
Increase/decrease in inventory	9.5	-73.1	-106.4	15.9	11.7	-24.8
Increase/decrease in accounts receivable	77.6	-10.2	-103.0	19.0	-7.3	-2.7
Increase/decrease in accounts payable	14.4	2.5	36.2	-13.5	9.5	7.9
Increase/decrease in other working capital positions	-4.9	80.6	59.8	0.0	0.0	0.0
Increase/decrease in working capital	96.7	-0.2	-113.4	21.4	13.8	-19.7
<b>Cash flow from operating activities</b>	<b>145.8</b>	<b>6.5</b>	<b>-82.8</b>	<b>72.4</b>	<b>76.5</b>	<b>49.2</b>
CAPEX	38.1	26.5	29.5	31.0	34.0	35.7
Payments for acquisitions	0.0	82.0	0.0	0.0	0.0	0.0
Financial investments	0.0	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	2.5	3.1	5.6	0.0	0.0	0.0
<b>Cash flow from investing activities</b>	<b>-35.6</b>	<b>-105.4</b>	<b>-23.9</b>	<b>-31.0</b>	<b>-34.0</b>	<b>-35.7</b>
Cash flow before financing	100.1	-104.9	-106.7	41.3	42.5	13.5
Increase/decrease in debt position	-39.4	80.6	107.2	-55.8	-40.0	-20.0
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	10.2	6.1	0.0	0.0	0.0	0.0
Others	-17.7	-4.6	-1.5	0.0	0.0	0.0
Effects of exchange rate changes on cash	3.5	-0.9	0.2	0.0	0.0	0.0
<b>Cash flow from financing activities</b>	<b>-67.3</b>	<b>69.9</b>	<b>105.8</b>	<b>-55.8</b>	<b>-40.0</b>	<b>-20.0</b>
Increase/decrease in liquid assets	46.4	-29.8	-0.7	-14.5	2.5	-6.5
<b>Liquid assets at end of period</b>	<b>65.4</b>	<b>35.6</b>	<b>34.9</b>	<b>20.4</b>	<b>22.9</b>	<b>16.4</b>

Key ratios (EUR m)	2021	2022	2023	2024e	2025e	2026e
<b>P&amp;L growth analysis</b>						
Sales growth	-6.6%	-0.3%	9.5%	14.4%	9.4%	7.1%
EBITDA growth	-24.6%	-70.4%	259.1%	37.9%	8.1%	6.1%
EBIT growth	-39.3%	-130.1%	-455.5%	64.8%	16.7%	9.1%
EPS growth	-46.3%	-257.2%	-95.5%	-1683.9%	84.0%	20.8%
<b>Efficiency</b>						
Sales per employee	240.4	236.9	253.8	279.6	299.8	314.8
EBITDA per employee	15.7	4.6	16.1	21.4	22.7	23.6
No. employees (average)	4,057	4,104	4,195	4,355	4,442	4,531
<b>Balance sheet analysis</b>						
Avg. working capital / sales	43.1%	39.7%	42.5%	40.6%	35.8%	33.6%
Inventory turnover (sales/inventory)	2.0	1.9	1.7	1.8	2.0	2.0
Accounts receivable turnover	4.9	5.8	4.7	4.7	5.0	5.3
Accounts payable turnover	17.2	13.6	10.5	12.0	12.0	12.0
<b>Cash flow analysis</b>						
Free cash flow	107.8	-19.9	-112.3	41.3	42.5	13.5
Free cash flow/sales	11.1%	-2.0%	-10.6%	3.4%	3.2%	0.9%
FCF / net profit	464.2%	89.1%	neg.	212.9%	125.6%	33.5%
Capex / sales	3.9%	2.7%	2.8%	2.6%	2.6%	2.5%
<b>Solvency</b>						
Net debt	204.3	298.2	428.3	387.0	344.5	330.9
Net Debt/EBITDA	3.2	15.8	6.3	4.1	3.4	3.1
Dividend payout ratio	39.7%	0.0%	0.0%	0.0%	0.0%	0.0%
Interest paid / avg. debt	2.1%	6.0%	8.6%	8.1%	7.7%	7.8%
<b>Returns</b>						
ROCE	6.1%	-1.9%	5.9%	9.1%	11.0%	11.9%
ROE	7.1%	-13.2%	-0.6%	8.7%	13.8%	14.3%
Adjusted FCF yield	4.9%	0.4%	4.0%	6.6%	8.0%	8.7%
Dividend yield	2.5%	0.0%	0.0%	0.0%	0.0%	0.0%
DPS	0.9	0.0	0.0	0.0	0.0	0.0
EPS reported	2.27	-3.57	-0.16	2.52	4.65	5.61
Average number of shares	6.8	6.8	6.8	6.8	6.8	6.8
<b>Valuation ratios</b>						
P/BV	1.1	1.3	1.3	1.2	1.0	0.9
EV/sales	0.6	0.7	0.9	0.7	0.6	0.6
EV/EBITDA	9.1	38.3	13.6	9.4	8.3	7.7
EV/EBIT	16.6	-68.5	24.5	14.2	11.6	10.4

Source: Company data, NuWays

## Disclosures

Disclosures regarding research publications of NuWays AG pursuant to section 85 of the German Securities Trading Act (WpHG)

### Indication of conflict of interest

It is essential that any research recommendation is fairly presented and discloses interests of indicates relevant conflicts of interest. Pursuant to section 85 of the German Securities Trading Act (WpHG) a research report has to point out possible conflicts of interest in connection with the analysed company. A conflict of interest is presumed to exist in particular if NuWays AG

- (1) or any other person belonging to the same group with it was part of a consortium within the past twelve months that issued the financial instruments of the analysed company by way of a public offer.
- (2) or any other person belonging to the same group with it has entered into an agreement on the production of the research report with the analysed company.
- (3) or any other person belonging to the same group with it has been party to an agreement on the provision of investment banking services with the analysed company or have received services or a promise of services under the term of such an agreement within the past twelve month.
- (4) The analysed company holds 5% or more of the share capital of NuWays AG.
- (5) holds (a) a net short position or (b) a net long position of 0.5% of the outstanding share capital of the analysed company.
- (6) or any other person belonging to the same group with it is a market maker or liquidity provider in the financial instruments of the issuer.
- (7) or the analyst has any other significant financial interests relating to the analysed company such as, for example, exercising mandates in the interest of the analysed company.
- (8) The research report has been made available to the analysed company prior to its publication. Thereafter, only factual changes have been made to the report.

**Conflicts of interest that existed at the time when this research report was published:**

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	02.08.2024	Sandherr, Christian	Buy	EUR 50.00	EUR 35.80
	08.07.2024	Sandherr, Christian	Buy	EUR 50.00	EUR 35.30
	21.06.2024	Sandherr, Christian	Buy	EUR 50.00	EUR 35.00
	21.05.2024	Sandherr, Christian	Buy	EUR 50.00	EUR 31.70
	08.04.2024	Sandherr, Christian	Buy	EUR 50.00	EUR 28.00
	23.10.2023	Sandherr, Christian	Buy	EUR 54.00	EUR 27.90

## 1. General Information/Liabilities

This research report has been produced for the information purposes of institutional investors only, and is not in any way a personal recommendation, offer or solicitation to buy or sell the financial instruments mentioned herein. The document is confidential and is made available by NuWays AG exclusively to selected recipients in the European Union (EU) or, in individual cases, also in other countries. It is not allowed to pass the research report on to persons other than the intended recipient without the permission of NuWays AG. Reproduction of this document, in whole or in part, is not permitted without prior permission NuWays AG. All rights reserved.

Under no circumstances shall NuWays AG, any of its employees involved in the preparation, have any liability for possible errors or incompleteness of the information included in this research report – neither in relation to indirect or direct nor consequential damages. Liability for damages arising either directly or as a consequence of the use of information, opinions and estimates is also excluded. Past performance of a financial instrument is not necessarily indicative of future performance.

## 2. Responsibilities

This research report was prepared by the research analyst named on the front page (the "Producer"). The Producer is solely responsible for the views and estimates expressed in this report. The report has been prepared independently. The content of the research report was not influenced by the issuer of the analysed financial instrument at any time. It may be possible that parts of the research report were handed out to the issuer for information purposes prior to the publication without any major amendments being made thereafter.

## 3. Organisational Requirements

NuWays AG took internal organisational and regulative precautions to avoid or accordingly disclose possible conflicts of interest in connection with the preparation and distribution of the research report. All members of NuWays AG involved in the preparation of the research report are subject to internal compliance regulations. No part of the Producer's compensation is directly or indirectly related to the preparation of this financial analysis. In case a research analyst or a closely related person is confronted with a conflict of interest, the research analyst is restricted from covering this company.

## 4. Information Concerning the Methods of Valuation/Update

The determination of the fair value per share, i.e. the price target, and the relevant rating is done on the basis of the adjusted free cash flow (adj. FCF) method and on the basis of the discounted cash flow – DCF model. Furthermore, a peer group comparison is made.

The adj. FCF method is based on the assumption that investors purchase assets only at a price (enterprise value) at which the operating cash flow return after taxes on this investment exceeds their opportunity costs in the form of a hurdle rate of 7.5%. The operating cash flow is calculated as EBITDA less maintenance capex and taxes.

Within the framework of the DCF approach, the future free cash flows are calculated initially on the basis of a fictitious capital structure of 100% equity, i.e. interest and repayments on debt capital are not factored in initially. The adjust-

ment towards the actual capital structure is done by discounting the calculated free cash flows with the weighted average cost of capital (WACC), which takes into account both the cost of equity capital and the cost of debt. After discounting, the calculated total enterprise value is reduced by the interest-bearing debt capital in order to arrive at the equity value.

NuWays AG uses the following three-step rating system for the analysed companies:

**Buy:** Sustainable upside potential of more than 20% within 12 months

**Sell:** Sustainable downside potential of more than 20% within 12 months.

**Hold:** Upside/downside potential is limited. No immediate catalyst visible.

The decision on the choice of the financial instruments analysed in this document was solely made by NuWays AG. The opinions and estimates in this research report are subject to change without notice. It is within the discretion of NuWays AG whether and when it publishes an update to this research report, but in general updates are created on a regular basis, after 6 months at the latest. A sensitivity analysis is included and published in company's initial studies.

## 5. Major Sources of Information

Part of the information required for this research report was made available by the issuer of the financial instrument. Furthermore, this report is based on publicly available sources (such as, for example, Bloomberg, Reuters, VWD-Trader and the relevant daily press) believed to be reliable. NuWays AG has checked the information for plausibility but not for accuracy or completeness.

## 6. Competent Supervisory Authority

NuWays AG is an affiliated company of Hauck Aufhäuser Lampe Privatbank AG which is under supervision of the BaFin – German Federal Financial Supervisory Authority (Bundesanstalt für Finanzdienstleistungsaufsicht), Graurheindorfer Straße 108, 53117 Bonn and Marie-Curie-Straße 24 – 28, 60439 Frankfurt a.M.

## 7. Specific Comments for Recipients Outside of Germany

This research report is subject to the law of the Federal Republic of Germany and the European Union (EU). The distribution of this information to other states in particular to the USA, Canada, Australia and Japan may be restricted or prohibited by the laws applicable within this state. If this communication is distributed in the United Kingdom it is solely directed at (i) investment professionals as defined in Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (the "FPO") or (ii) high net-worth entities as defined in article 49 of the FPO. This document should not be distributed or forwarded, either directly or indirectly, to any other individuals.

## 8. Miscellaneous

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](http://www.nuways-ag.com)

Date of publication creation: 12/08/2024 07:30 AM

Date of publication dissemination: 12/08/2024 07:30 AM

## Contacts

### NuWays AG

Mittelweg 16-17  
20148 Hamburg  
Germany

+49 170 119 8648  
info@nuways-ag.com  
www.nuways-ag.com



**Christian Sandherr**

Co-CEO/Analyst

christian.sandherr@nuways-ag.com



**Frederik Jarchow**

Co-CEO/Analyst

frederik.jarchow@nuways-ag.com



**Philipp Sennewald**

Analyst

philipp.sennewald@nuways-ag.com



**Henry Wendisch**

Analyst

henry.wendisch@nuways-ag.com



**Mark Schüssler**

Analyst

mark-hendrik.schuessler@nuways-ag.com



**Konstantin Völk**

Analyst

konstantin.voelk@nuways-ag.com

## Find us on Social Media

[Instagram](#)



[Twitter/X](#)



[LinkedIn](#)

