

Freinberg/Austria, March 10, 2016

# Schwarz Müller surpassed expectations in 2015

- **Turnover increased to € 310 million**
- **Prognosis for 2016: € 340 million**
- **Lead times dramatically shorter by 2020**

Schwarz Müller, the Upper Austrian manufacturer of commercial vehicles, surpassed their targets during the business year ended 2015. The turnover amounted to € 310 million compared to the € 300 million expected. During the five-year time period 2011-2015, the company increased its turnover by almost 40 per cent. Roland Hartwig, CEO of the Schwarz Müller Group, announced the news today on Thursday, March 10, at the company headquarters in Freinberg (Upper Austria).

Compared to the same period in 2014, double-digit growth of 14 per cent was achieved again, increasing from € 272 million to € 310 million. "We have broken the first sound barrier on our growth path to 2020 and have left the € 300 million mark behind us. However, we want to increase turnover by 50 per cent to € 450 million. So that means there is still plenty to do," said Roland Hartwig. Along with the turnover, profits also increased further.

The turnover was driven mainly by new vehicle sales. The amount of vehicles produced rose from 7,200 (2014) to 7,800 (2015), i.e. 8.3 per cent. In the five-year comparison (2011–2015), the growth in the number of new vehicles manufactured amounts to approx. 30 per cent. This development was supported mainly by concentrating on new industries, such as the construction and waste disposal industries, as Mr. Hartwig emphasised. Turnover in the services area also clearly grew, mainly with the rental fleet business, which at more than 1,000 vehicles is one of the largest OEM fleets in Europe.

### **Increase in market share in Europe**

Following a weak start in the first two months, the 2015 business year developed very dynamically so that the annual target was even surpassed. This allowed Schwarz Müller to further expand its European market share. Their market leadership in Austria and Switzerland as well as the No. 2 slot in the other main markets Czech Republic and Hungary were successfully defended. Even in Germany, Europe's largest market for commercial vehicles, clear increases were achieved. According to Mr. Hartwig, there are further opportunities for growth.

The managing director emphasised that the numbers in total demonstrate how well the Schwarz Müller Group is set up. His predecessor, Jan Willem Jongert, had laid the strategic groundwork for this phase of growth. The Schwarz Müller brand has been upgraded, the sales areas have been expanded, the new main sales efforts have been implemented successfully, and the transition of the factories into centres of competence has begun.

### **Reduction of delivery times in the medium term**

On this basis, Mr. Hartwig wants to tackle optimising the production sites. The focus is mainly on the delivery schedules and the lead times. For this reason, R. Hartwig is going to drive the sequencing of production consistently forward, continue restructuring the three production sites into centres of competence and thereby generate additional economies of scales.

The managing director of the Schwarz Müller Group intends to take a decisive step forward and clearly shorten the lead times by the end of the current 2020 planning period. "With our wide product line and our ability to satisfy individual demands, Schwarz Müller will prove it has the handle on complexity. This will clearly set us apart from the competition. Next, we are going to improve the lead times in order to be the best in this area too," announced the managing director. Roland Hartwig is not considering "cosmetic corrections" - this is more about lasting changes. The lead times are to be reduced by approx. 50 percent.

## 2016: € 340 million turnover planned

The group head is calculating a ten per cent increase, i.e. a turnover of € 340 million. The number of manufactured vehicles will rise by approx. 13 per cent or 1,000 from 7,800 to 8,800. It is planned that the German market will play an important role in this increase. The total commercial vehicle market is currently predicted to rise by five per cent.

The chairman of the supervisory board, Dr. Johannes Hochleitner, as well as the two owners and board members Manuela Hasenberger-Schwarz Müller and Beate Paletar underlined these plans for the current 2016 business year: "The Schwarz Müller Group is going to consistently stay on its path. This means a full range instead of concentrating on only a few vehicle types, focussing on proximity to customers instead to regional restrictions, and premium instead of price wars. That will make us unique in the European landscape of commercial vehicle manufacturers, and we intend to strengthen our position in the market even more.

### *For further information:*

Michael Prock, Press Officer, Prock+Prock Marktkommunikation GmbH  
Rochusgasse 4, 5020 Salzburg, Austria  
E-Mail: mp@prock-prock.at, Tel.: +43.662.821155.0

---

The Schwarz Müller Group is one of Europe's largest suppliers of drawn commercial vehicles and is located in 19 countries, mainly in Central, Southeast and Eastern Europe. As the innovation and technology leader in the market, the company sets the benchmarks and is considered the specialist for customised transportation solutions based on it more than 140 years of know-how. The most important sectors that use Schwarz Müller commercial vehicles are long-haul transportation as well as the construction, petroleum, food and timber industries. Schwarz Müller builds more than 7,800 commercial vehicles every year. They currently employ approx. 2,200 employees and generated 310 million during the past business year (2015). Besides their production sites in Austria (Hanzing), the Czech Republic (Žebrák) and Hungary (Budapest), Schwarz Müller has a European-wide service support network with 350 sites.