

2014 Orders Received & Sales

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•	Joris G	röflin,	Chief	Fina	ncial	Office	er -	•	•	•	•	•	•	•	•	•	•	•	•	•	•		

Rieter – Summary orders received & sales 2014



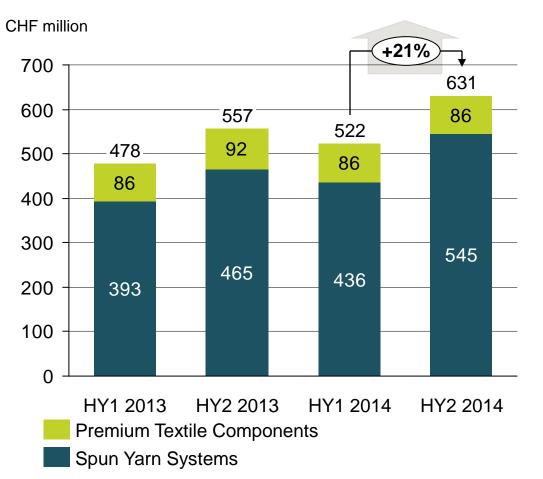
Double-digit sales growth with strong second half of the year

- Sales increased by a total of 11% to 1'153.4 million CHF
 - Sales in the second half of the year were 21% higher than in the first six months with strong growth in Turkey and the US
 - Business Group Spun Yarn Systems with 980.9 million CHF sales (+ 14% vs. 2013)
 - Business Group Premium Textile Components with 172.4 million CHF sales (- 3% vs. 2013)
- Orders received of 1'146.1 million CHF at the level of sales
 - Strong HY1 with 655.5 million CHF, slow-down in HY2 to 490.6 million CHF
 - Business Group Spun Yarn Systems with 973.8 million CHF orders received (- 10% vs. 2013)
 - Business Group Premium Textile Components with 172.3 million CHF orders received (- 2% vs. 2013)
 - Order backlog at year-end at around 730 million CHF
- Profit outlook for 2014
 - Rieter expects to achieve an EBIT margin of a good 7% and net profit of about 4.5% of sales in the 2014 financial year.
- Swiss franc exposure reduced
 - Whereas Rieter still invoiced 53% of sales in Swiss francs in the 2011 financial year, figures in 2014 were as follows: 40% of sales in Swiss francs, 37% in euros and 23% in US dollars and local currencies. Costs denominated in Swiss francs were reduced to some 34% of sales (2011: some 43% of sales). Rieter expects increasing pricing pressure on sales invoiced in Swiss francs in the 2015 financial year.

Sales by business group



Sales increased by 11% to 1'153.4 million CHF

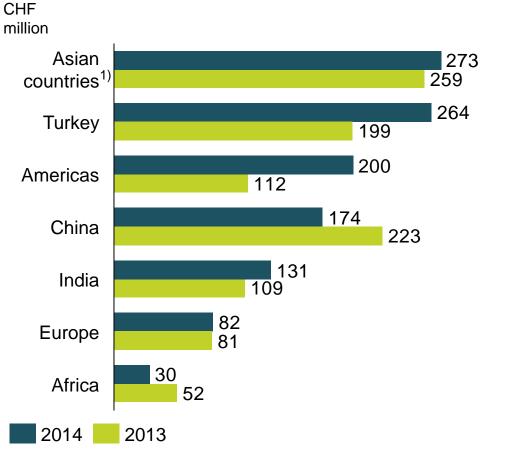


- Sales in the second half of the year were 21% higher than in the first six months
- Business Group Spun Yarn Systems with 980.9 million CHF sales (+ 14% vs. 2013)
- Business Group Premium Textile Components with 172.4 million CHF sales (- 3% vs. 2013)
- Rieter achieved a record output of spindle equivalents

Sales development by region



Strong growth in Turkey and the US



- Global distribution of sales
- Turkey and the Americas outpace growth of other countries
- Share of sales to China at 15% (2013: 22%) – Chinese demand subdued
- Share of sales to India remains around 11% (2013: 10%)
- Share of sales to Asia at 73% (2013: 76%)

1) Without China, India and Turkey

2014 Orders received & sales

+5%

+33%

+78%

-22%

+21%

+1%

-42%

Sales development and currency impact

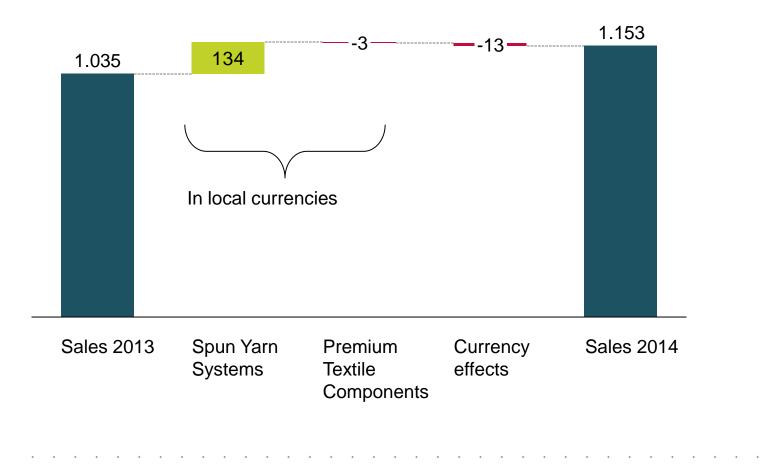


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Sales development driven by Spun Yarn Systems

CHF million

2014 Orders received & sales

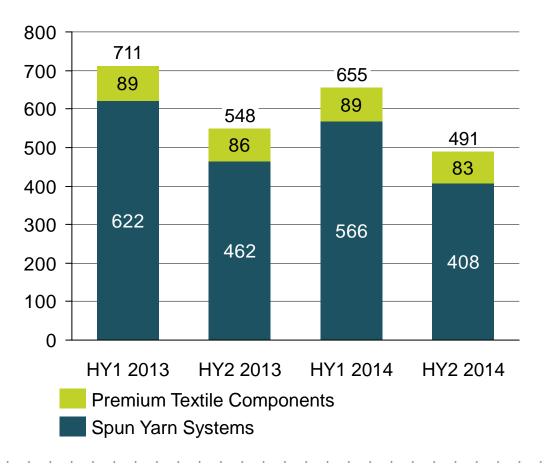


Orders by business group



Orders received of 1'146.1 million CHF at the level of sales

CHF million



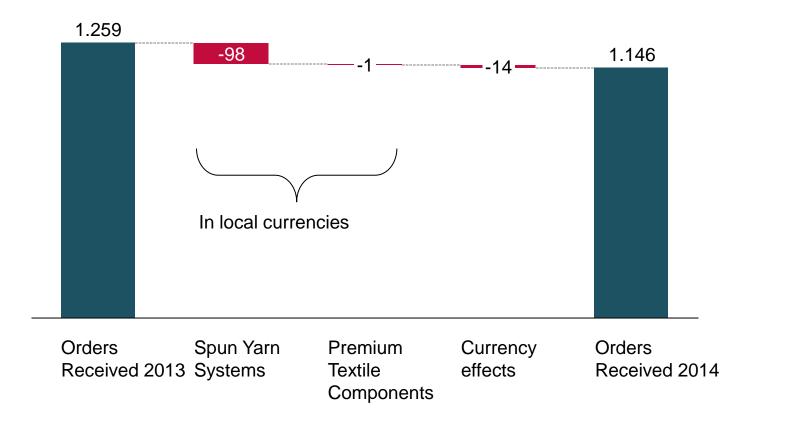
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Order intake development and currency impact



Order intake mainly driven by volume impact

CHF million

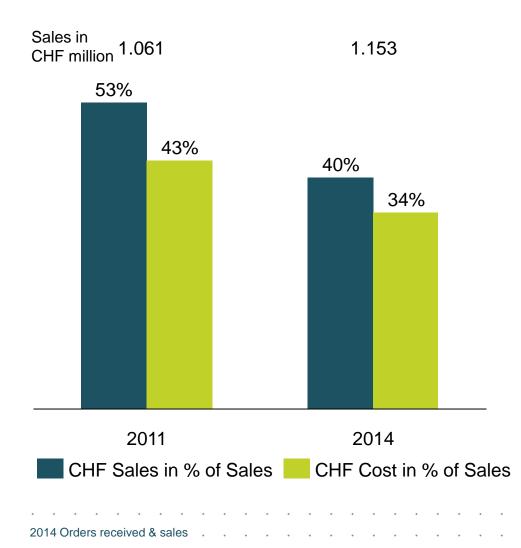


2014 Orders received & sales

Swiss franc exposure



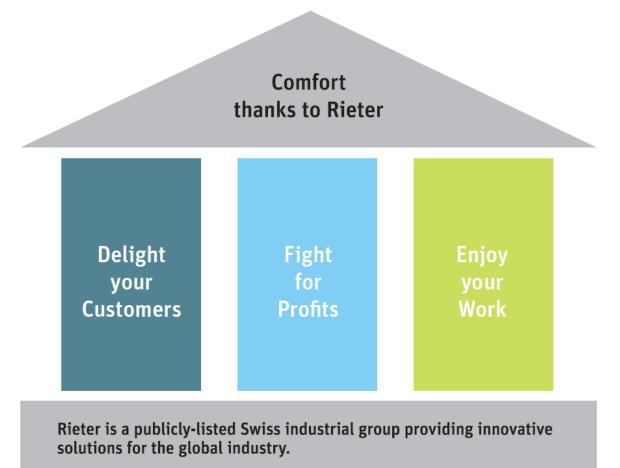
Swiss franc exposure reduced since 2011



- Investments in China and India as well as Czech Republic allow for greater flexibility
- Sales currency denomination in 2014 was as follows: 40% of sales in Swiss francs, 37% in euros and 23% in US dollars and local currencies
- Rieter expects increasing pricing pressure on sales invoiced in Swiss francs in the 2015 financial year

- Rieter expects to achieve an EBIT margin of a good 7% and net profit of about 4.5% of sales in the 2014 financial year.
- Rieter's full annual financial statements for 2014 and the annual report will be published on March 18, 2015, at the results press conference and presentation to analysts in Winterthur. On that occasion Rieter will provide information on the impact of the removal of the cap on the euro/Swiss franc exchange rate together with the outlook for the 2015 financial year.
- The Annual General Meeting will be held on April 16, 2014.





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Rieter registered shares of 5 CHF nominal value Bloomberg: RIEN; Reuters: RITZn	31.12.2014	30.06.2014	31.12.2013
Shares outstanding excl. own shares (end of period)	4'575'484	4'583'858	4'586'711
Average shares (of period)	4'583'909	4'587'530	4'602'652
Share price (end of period) CHF	165.50	221.70	210.10
Market capitalization (end of period) million CHF	757	1'016	964

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