



# 2012 Orders Received & Sales

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Joris Gröflin, Chief Financial Officer

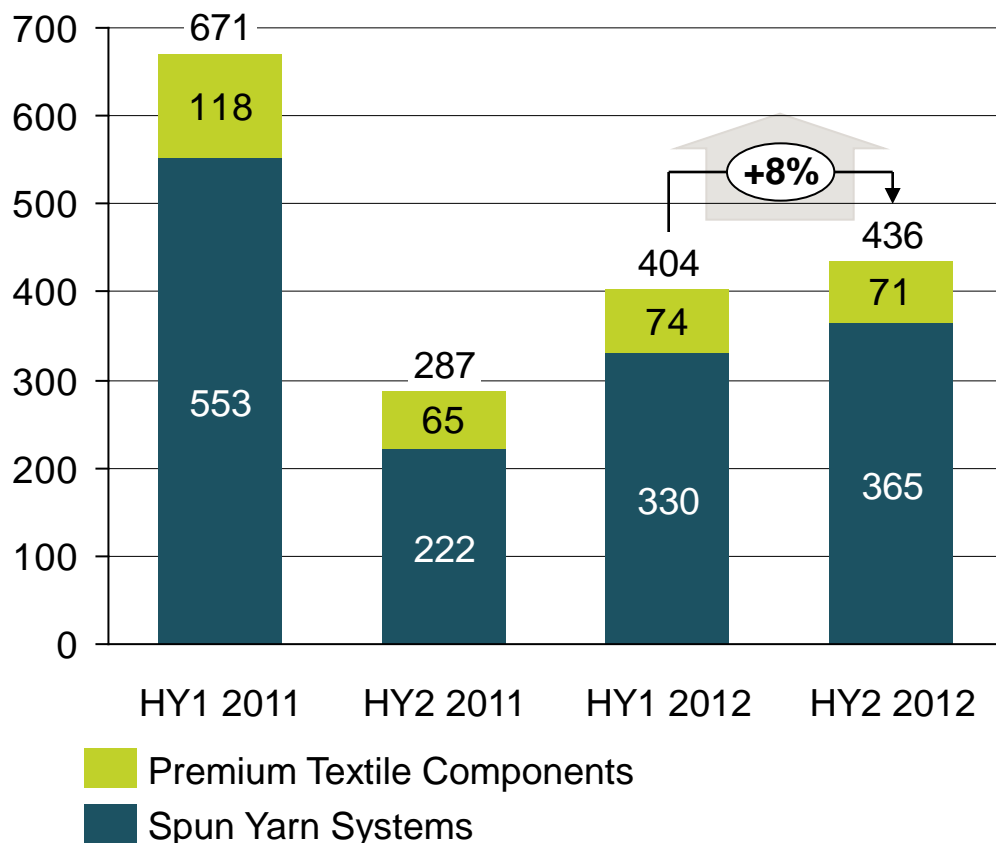
## Decline in volumes as expected in challenging market environment

- **Orders received of 840 million CHF 12% lower than in previous year**
  - Increase of 8% in HY2 against HY1 due to revival of the market in India and a slight increase in demand in Turkey and in other countries. In China, despite a more challenging environment, Rieter recorded a good level of order intake
  - Orders received included cancellations of 60 million CHF
  - Business Group Spun Yarn Systems with 695 million CHF orders received (– 10% vs. 2011)
  - Business Group Premium Textile Components with 145 million CHF orders received (– 21% vs. 2011)
  - Order backlog at year-end at around 550 million CHF
- **Sales of 889 million CHF 16% lower than in previous year**
  - Sales in the second half of the year were 18% lower than in the first six months due to weak order intake at the beginning of the year, orders postponed to 2013 and weaker components supply business
  - Business Group Spun Yarn Systems with 728 million CHF sales (– 16% vs. 2011), but with substantial increase in sales to China
  - Business Group Premium Textile Components with 161 million CHF sales (– 19% vs. 2011)
- **Outlook on results**
  - Rieter confirms the outlook for 2012 announced on October 30, 2012
  - Publication of results 2012 on March 21, 2013

# Orders by business group

**12% lower orders than 2011, but HY2 up 8% versus HY1 2012**

CHF million



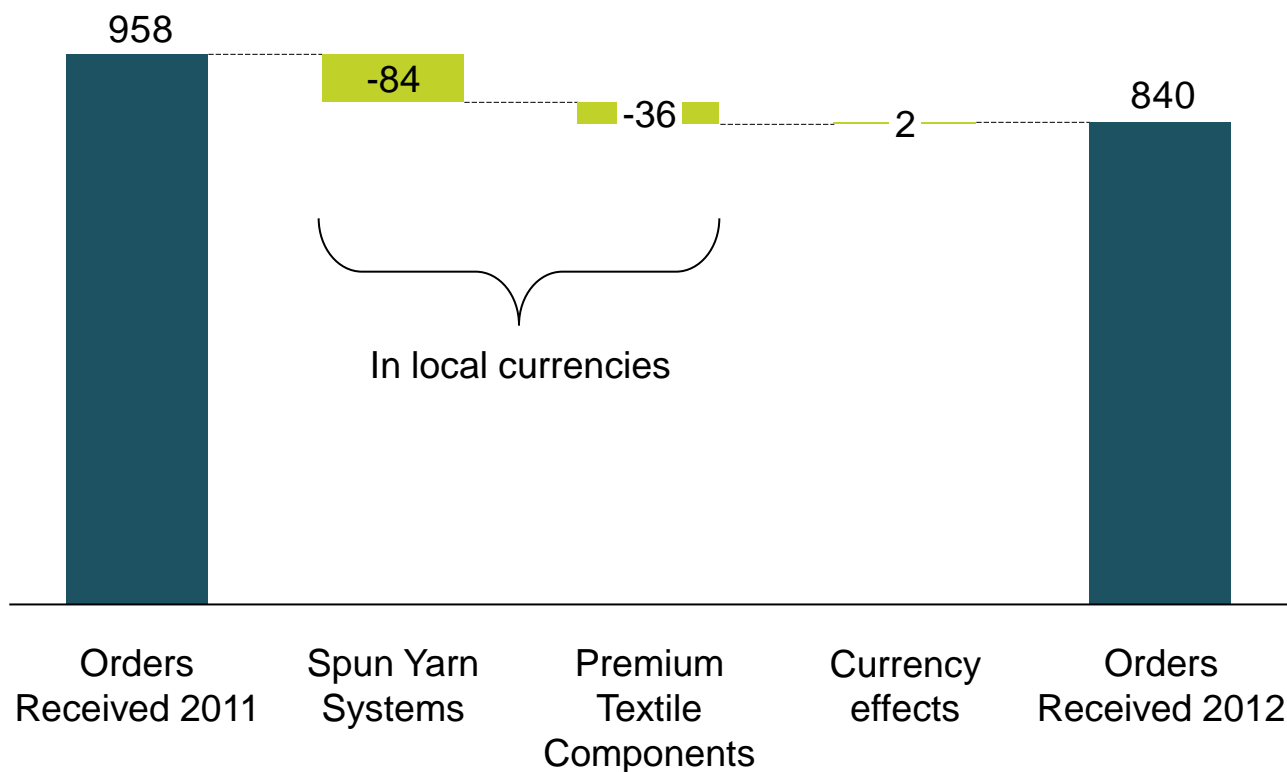
- Orders received included cancellations of 60 million CHF
- Decline less pronounced at Spun Yarn Systems
  - SYS: – 10% (local currency – 11%)
  - PTC: – 21% (local currency – 20%)
- Decrease at PTC mainly due to weaker demand from Chinese and Indian machinery manufacturers
- Order backlog at around 550 million CHF at year-end

# Order intake development and currency impact



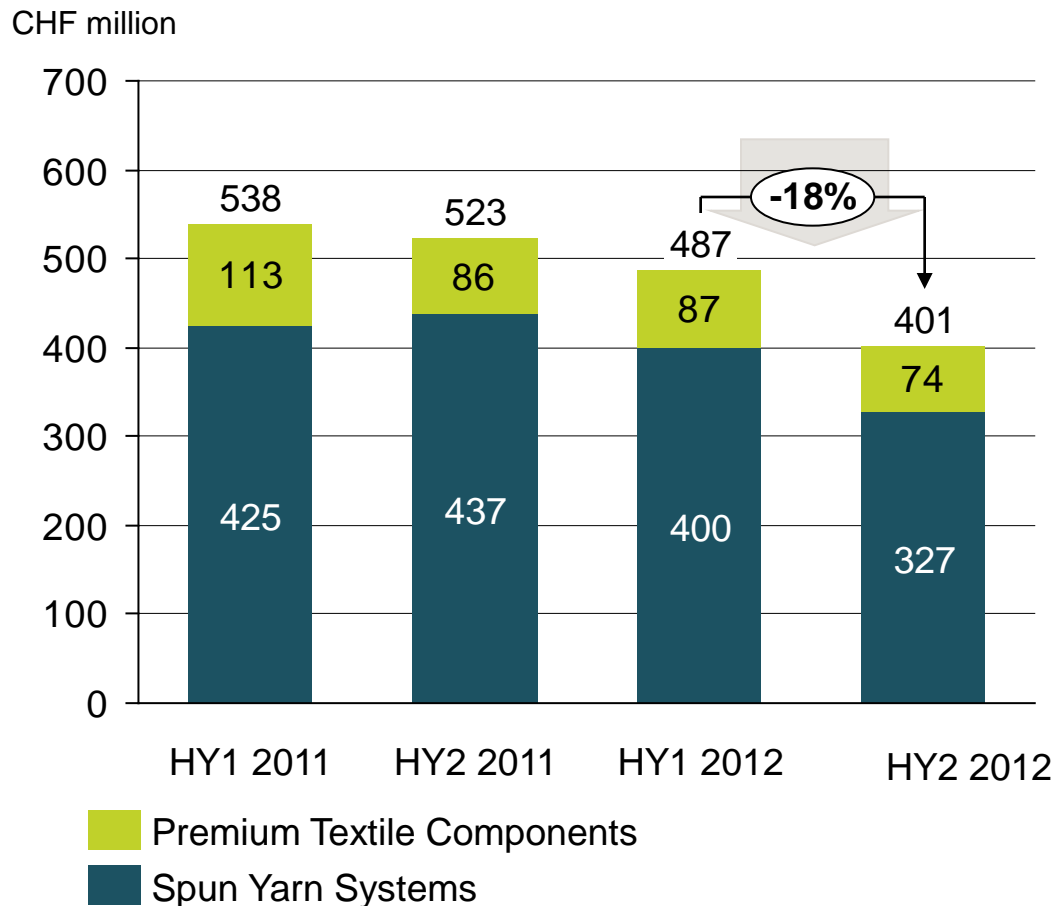
Decline in both business groups due to lower volumes

CHF million



# Sales by business group

Sales declining by 16% to 889 million CHF

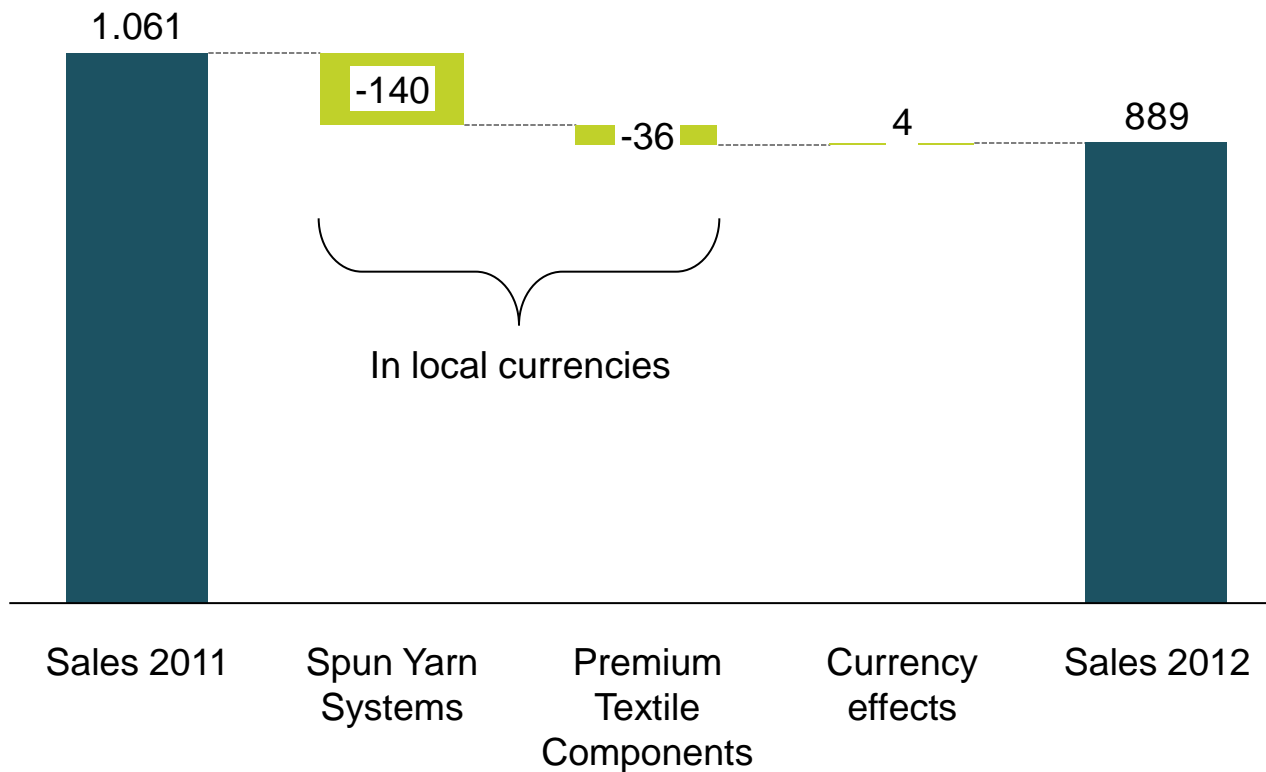


- Decline in both business groups
  - SYS: – 16% (local currency – 16%)
  - PTC: – 19% (local currency – 18%)
- Downturn more pronounced in the second half of 2012
- Heterogenous development across the regions – Business Group Spun Yarn Systems with substantial increase in sales in China compared to the previous year

# Sales development and currency impact

## Decline in both business groups driven by volume

CHF million



# Outlook on results 2012

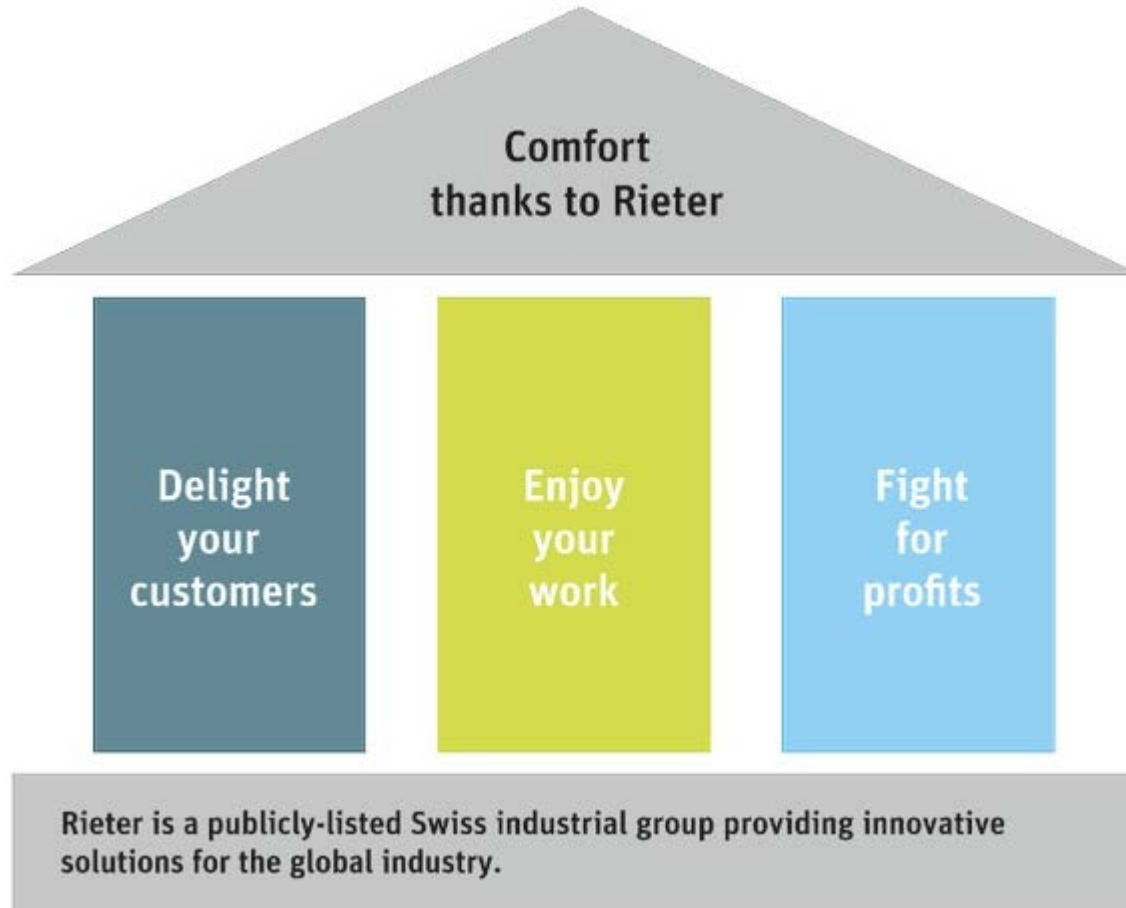


## Confirmation of guidance given

- Rieter confirms the outlook for the 2012 financial year announced on October 30, 2012
- Publication of results 2012 on March 21, 2013
- Annual General Meeting on April 18, 2013

# Values and principles

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# Key data per share



|  |             | <b>31.12.2012</b> | 30.06.2012 | 31.12.2011 |
|--|-------------|-------------------|------------|------------|
| Rieter registered shares of 5 CHF nominal value<br>Bloomberg: RIEN; Reuters: RITZn |             |                   |            |            |
| Shares outstanding excl. own shares<br>(end of period)                             |             | <b>4'621'425</b>  | 4'583'544  | 4'629'335  |
| Average shares (of period)   |             | <b>4'609'778</b>  | 4'616'917  | 4'625'281  |
| Share price (end of period)  | CHF         | <b>159.40</b>     | 140.50     | 141.10     |
| Market capitalization<br>(end of period)   | million CHF | <b>737</b>        | 644        | 653        |

# Disclaimer

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