



2018 Order Intake & Sales

· Media and Investor Presentation, January 30, 2019

· Dr. Norbert Klapper, Group CEO

· Joris Gröflin, Group CFO

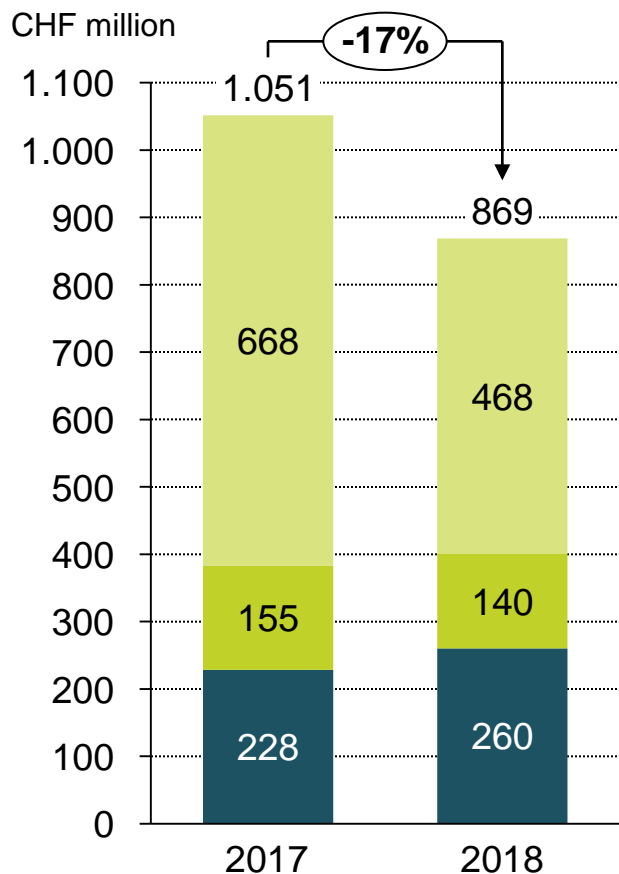
Rieter Group – Key Messages



- Weak market environment leads to decline in order intake of 17%
- Sales increase by 11% to 1 075 million CHF
- Order backlog on December 31, 2018, of 325 million CHF
- EBIT margin of around 4% and net profit margin of around 3% of sales expected
- Net liquidity increases to 150 million CHF
- Kurt Ledermann new Chief Financial Officer of Rieter Group

Order Intake by Business Group

Order intake declined by 17% in 2018



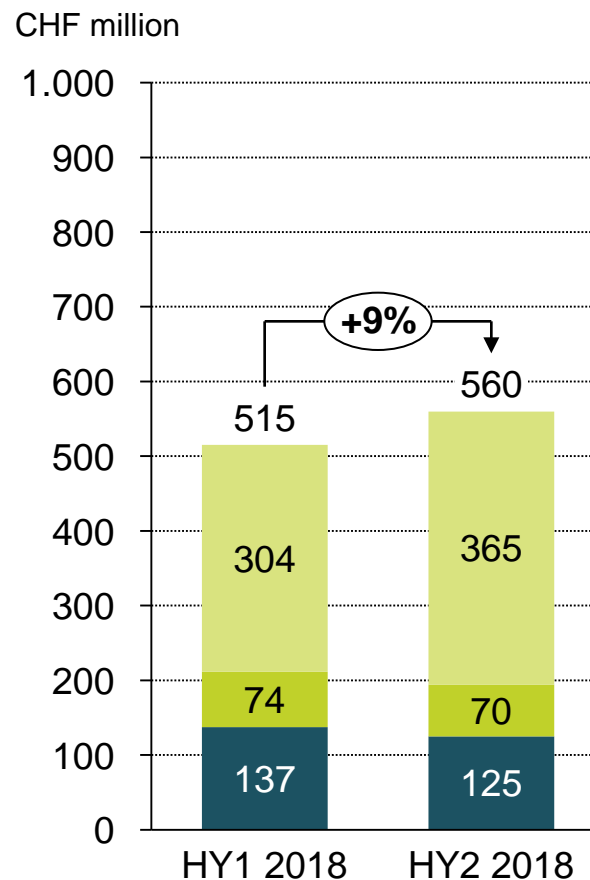
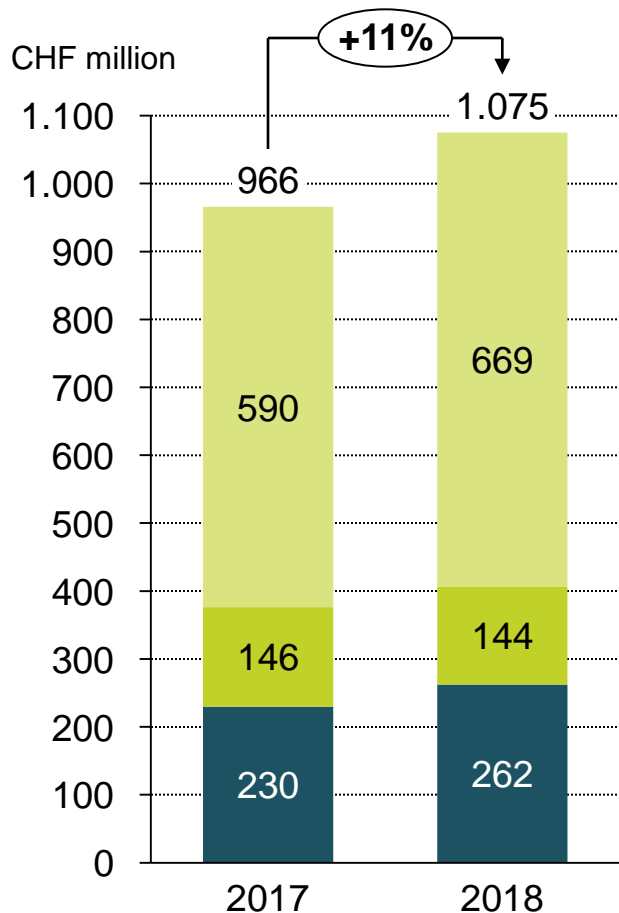
- Order intake declined to 868.8 million CHF (2017: 1 051.5 million CHF)
- Business Group Machines & Systems received 468.3 million CHF orders (-30% vs. 2017)
- Business Group After Sales with 140.4 million CHF orders in 2018 (-9% vs. 2017)
- Business Group Components progressed well – thanks to acquisition of SSM – with 260.1 million CHF orders (+14% vs. 2017)

Machines & Systems After Sales Components

Sales by Business Group



Sales at 1 075 million CHF – stronger second semester



Machines & Systems
 After Sales
 Components

Change in Sales and Currency Impact



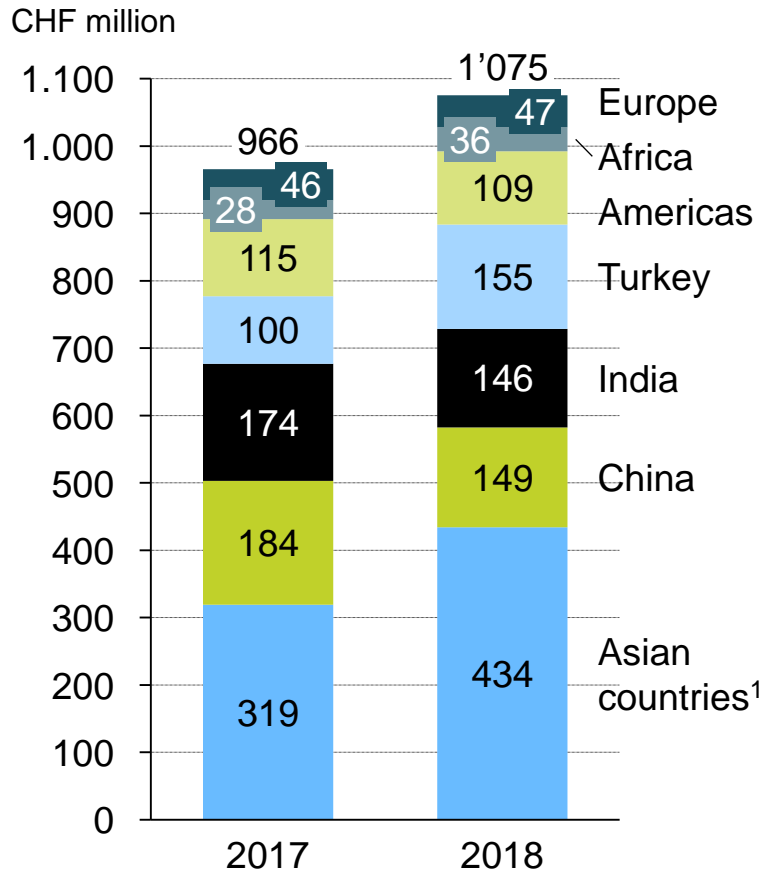
Organic growth of Machines & Systems strongly impacted sales 2018

CHF million	Machines & Systems	After Sales	Components	Rieter
Sales 2017	589.5	146.3	229.8	965.6
Volume and price	83.5	-2.5	-6.1	74.9
Currency translation	-3.7	-0.2	3.7	-0.2
Acquisition			34.9	34.9
Sales 2018	669.3	143.6	262.3	1 075.2

Sales Development by Region



Growth in Asian countries and Turkey



- In Asian countries¹ (Uzbekistan with strong sales 144.1 Mio. CHF), Rieter increased sales to 433.9 million CHF (+36% vs. 2017)
- Sales in China fell to 148.6 million CHF (-19% vs. 2017)
- In India, sales decreased to 146.2 million CHF compared to previous year (-16% vs. 2017),
- Sales in Turkey increased to 154.8 million CHF (+55% vs. 2017)
- In North and South America, sales declined to 108.6 million CHF (-5% vs. 2017)

¹ excluding China, India, Turkey

Kurt Ledermann – new CFO of Rieter Group



The Board of Directors of Rieter Holding AG has appointed Kurt Ledermann to the Group Executive Committee of Rieter Group as Chief Financial Officer, effective June 1, 2019.

Kurt Ledermann started his career with SIKA AG in the area of finances after having graduated from ETH Zurich with a degree in electrical engineering and from St. Gallen University with a degree in business administration. He has been working at Schaffner Holding AG in Luterbach (Switzerland) as Chief Financial Officer since 2008. Kurt Ledermann was born in 1968 and is a Swiss citizen.

Profit Outlook 2018



- Rieter expects to achieve an EBIT margin of around 4% and a net profit of around 3% of sales.
- Rieter's full annual financial statements for 2018 and the annual report will be published on March 13, 2019, at the results press conference and presentation to analysts in Winterthur.
- The Annual General Meeting will be held on April 4, 2019.

Disclaimer

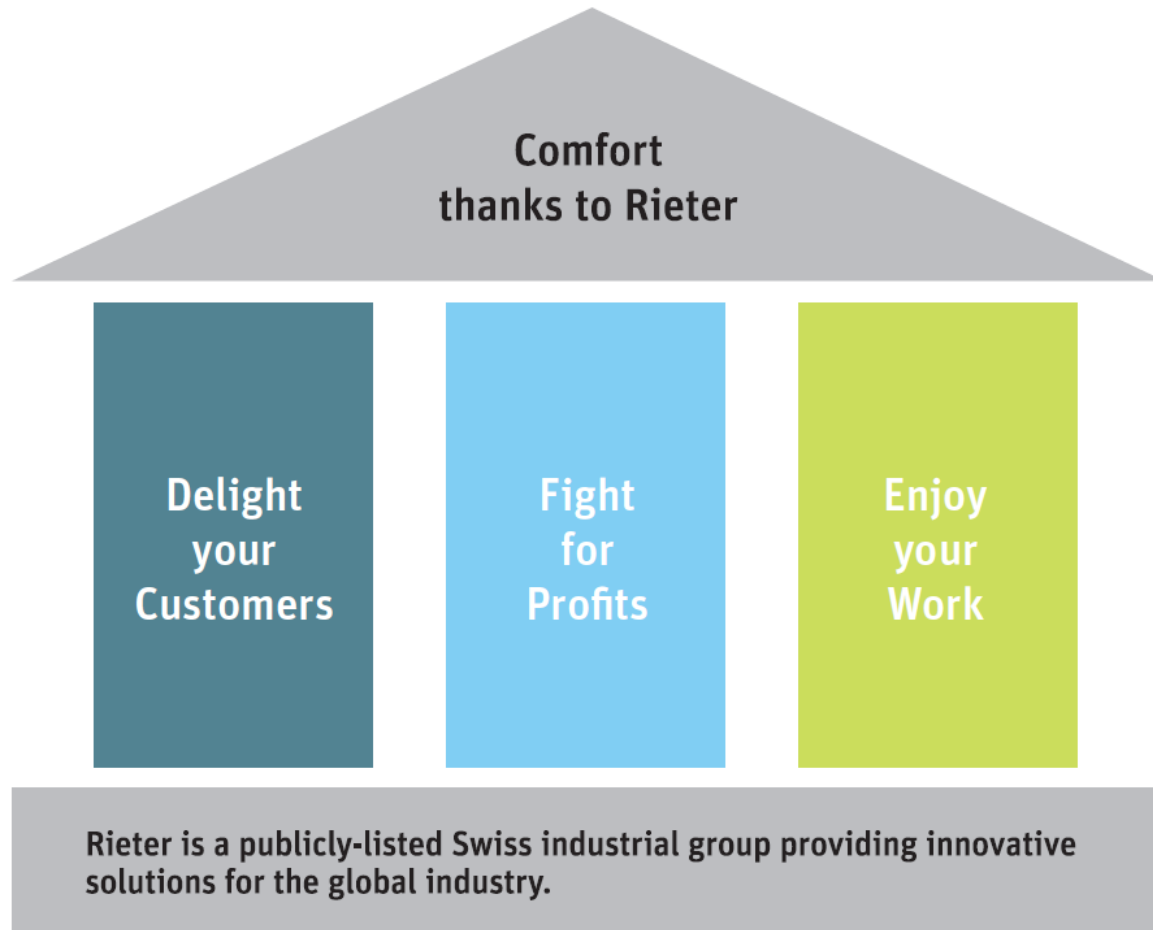


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Order Intake by Business Group



CHF million (unaudited)	2018	2017	Difference	Difference in local currency	Difference without acquisition
Rieter	868.8	1 051.5	-17%	-17%	-22%
Machines & Systems	468.3	668.2	-30%	-29%	-29%
After Sales	140.4	154.8	-9%	-9%	-9%
Components	260.1	228.5	14%	13%	-6%

CHF million (unaudited)	HY2 2018	HY1 2018	Difference	Difference in local currency	Difference without acquisition
Rieter	357.0	511.8	-30%	-29%	-30%
Machines & Systems	170.6	297.7	-43%	-41%	-41%
After Sales	65.4	75.0	-13%	-12%	-12%
Components	121.0	139.1	-13%	-12%	-8%

Sales by Business Group



CHF million (unaudited)	2018	2017	Difference	Difference in local currency	Difference without acquisition
Rieter	1 075.2	965.6	11%	11%	8%
Machines & Systems	669.3	589.5	14%	14%	14%
After Sales	143.6	146.3	-2%	-2%	-2%
Components	262.3	229.8	14%	13%	-3%

CHF million (unaudited)	HY2 2018	HY1 2018	Difference	Difference in local currency	Difference without acquisition
Rieter	559.9	515.3	9%	10%	11%
Machines & Systems	365.4	303.9	20%	21%	21%
After Sales	69.5	74.1	-6%	-5%	-5%
Components	125.0	137.3	-9%	-8%	-8%

Sales by Region



CHF million (unaudited)	2018	2017	Difference	Difference in local currency	Difference without acquisition
Rieter	1 075.2	965.6	11%	11%	8%
Asian countries ¹	433.9	319.1	36%	36%	35%
China	148.6	184.0	-19%	-20%	-26%
India	146.2	173.8	-16%	-14%	-16%
Turkey	154.8	100.1	55%	55%	55%
North and South America	108.6	114.7	-5%	-5%	-11%
Europe	47.3	46.2	3%	0%	-9%
Africa	35.8	27.7	29%	29%	31%

¹ excluding China, India, Turkey

Key Data per Share



Rieter registered shares of CHF 5 nominal value Bloomberg: RIEN SW; Thompson Reuters: RIEN.S	31/12/2018	30/06/2018	31/12/2017
Shares outstanding excl. own shares (end of period)	4 480 956	4 526 037	4 524 754
Average shares (of period)	4 514 846	4 526 055	4 524 273
Share price (end of period) CHF	128.8	171.5	237.8
Market capitalization (end of period) CHF million	577	776	1 076

Financial Calendar



Deadline for proposals regarding the agenda of the Annual General Meeting	February 22, 2019
Results press conference 2019	March 13, 2019
Annual General Meeting 2019	April 4, 2019
Semi-Annual Report 2019	July 18, 2019