



# **2022 Publication of Sales**

**Media and Investor Presentation, January 25, 2023**

Dr. Norbert Klapper, Group CEO

Kurt Ledermann, Group CFO

## Rieter Group – Key Messages

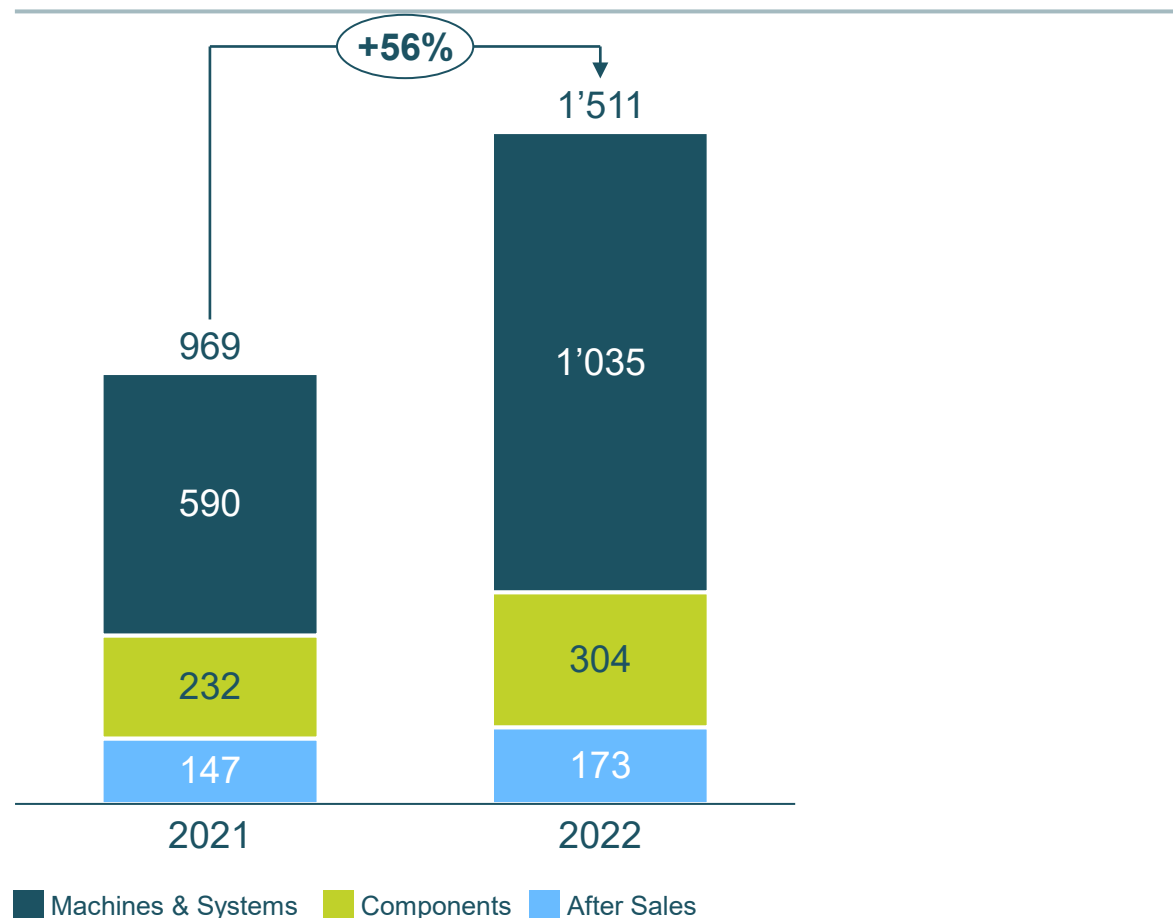
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- Sales of CHF 1 510.9 million in financial year 2022, CHF 890.3 million in second half-year 2022
- EBIT-margin of around 2% expected for full year 2022
- Order intake of CHF 1 157.3 million, order backlog of around CHF 1 540 million by year-end 2022
- Preparation for ITMA 2023 on schedule
- Implementation of action plan to increase sales and profitability ongoing
- Rieter site sales process on schedule

# Sales by Business Group

Sales conversion in the second half-year of 2022 developed better than expected.

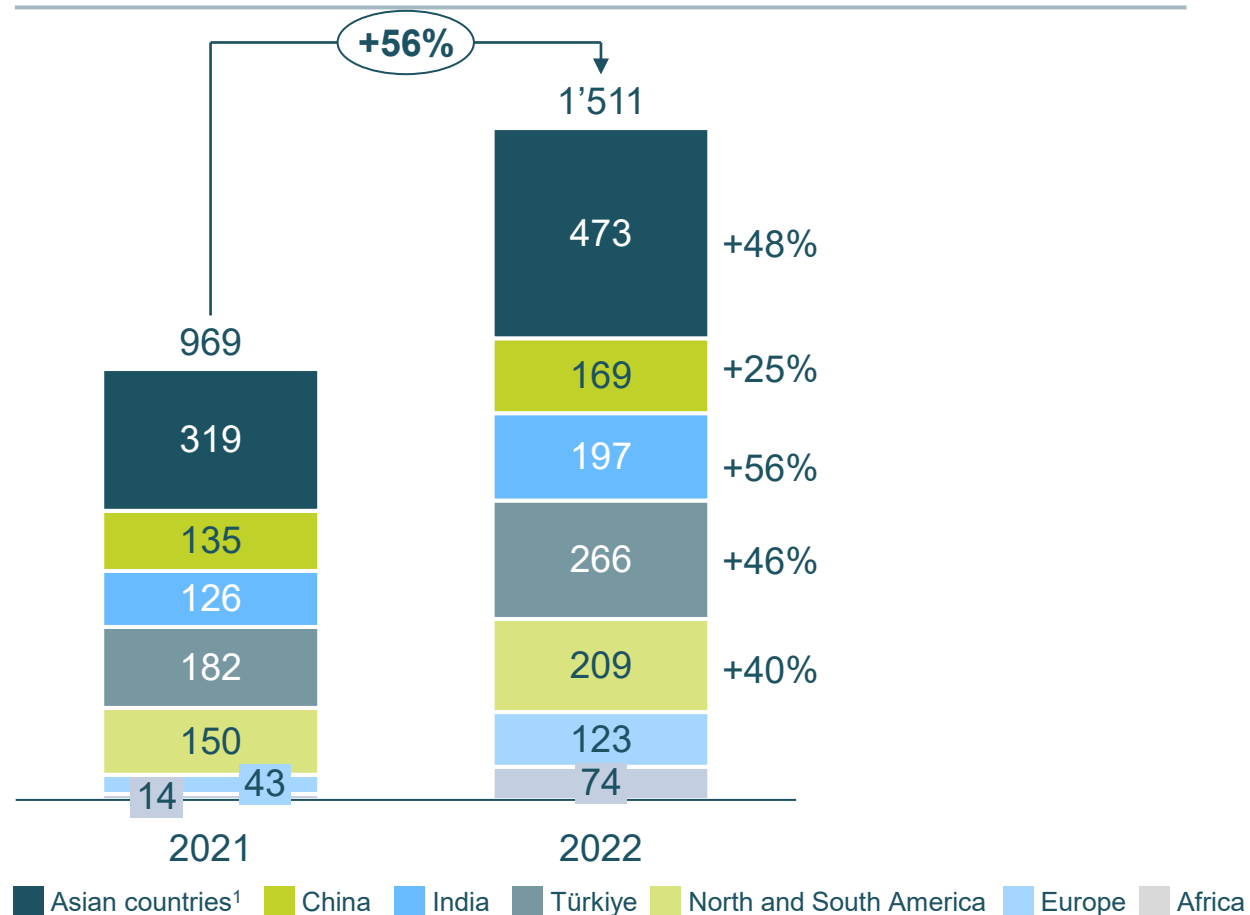
CHF million



- Expectation of CHF 1 400 million exceeded
- Progress in material supply debottlenecking

# Sales by Region

CHF million



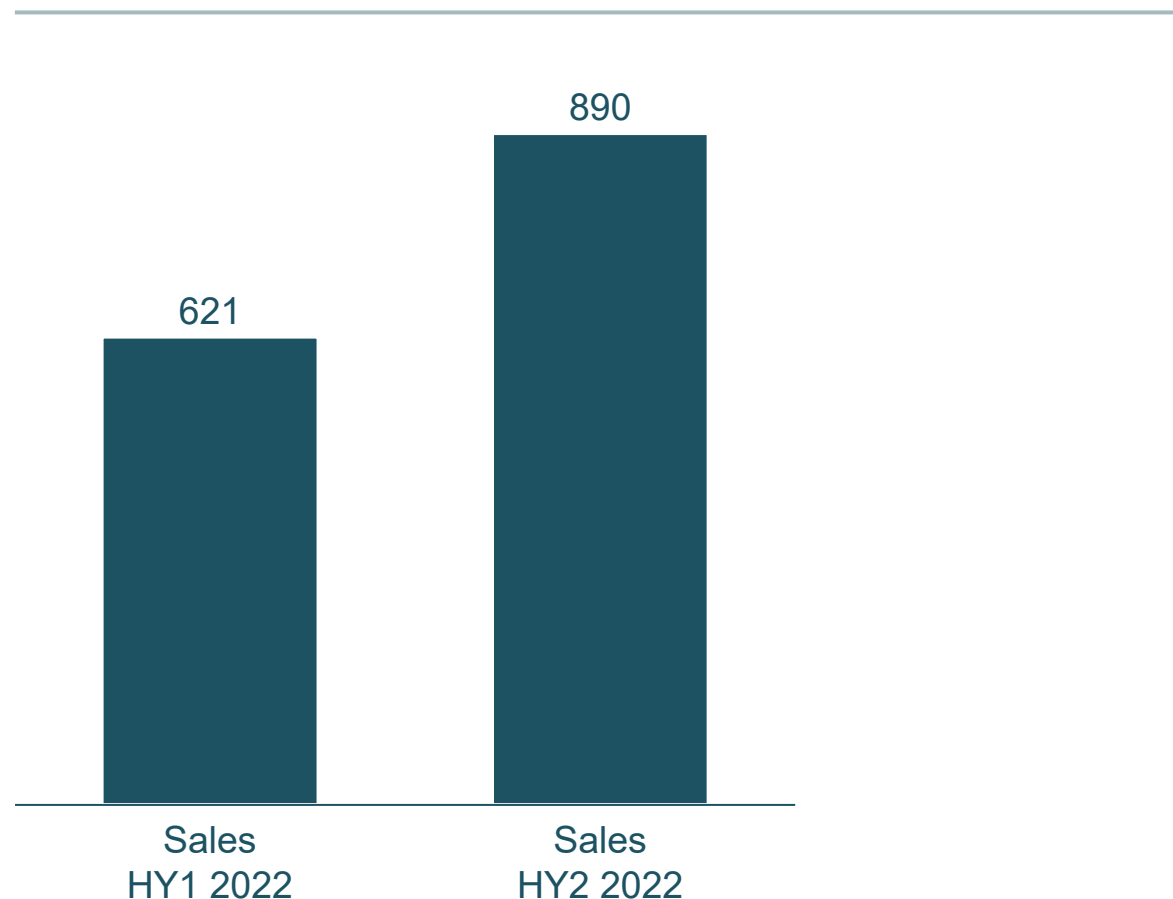
- Growth rates show combination of regional shift away from China and investment of customers in China to stay competitive

<sup>1</sup> Excluding China, India, Türkiye

# First Half-Year 2022 – Second Half-Year 2022

In the second half-year of 2022, higher sales volume and gross profit improvements kicked in.

**CHF million**



Three major challenges:

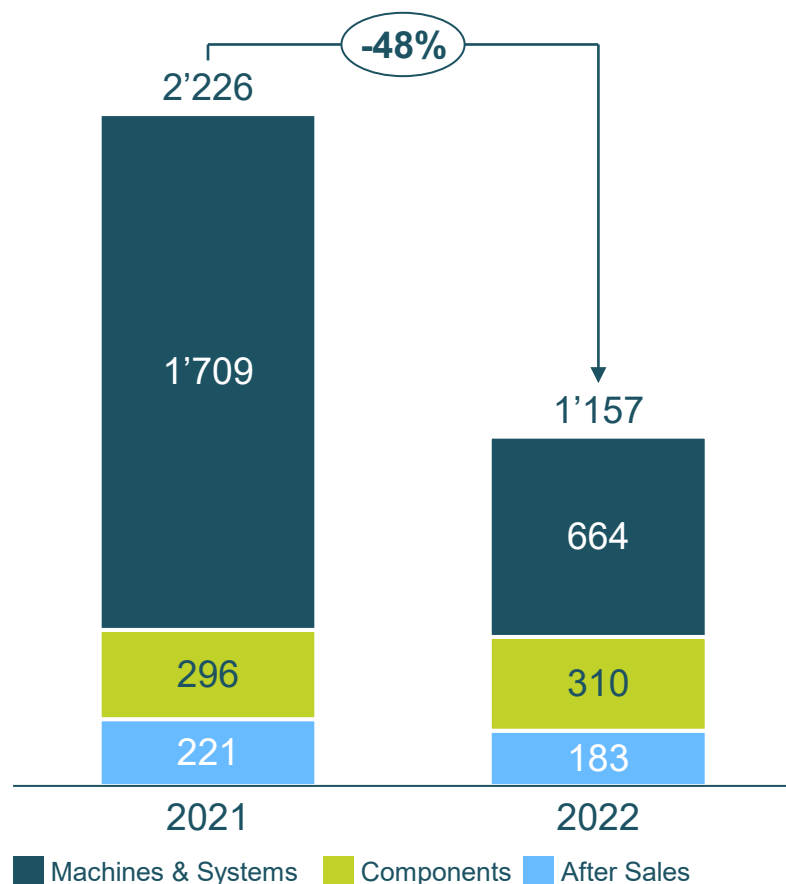
- Order backlog had to be executed at much higher cost
- Shortages in material supply
- Expenses in connection with acquired businesses

Countermeasures:

- Price increases
  - Improvements of backlog margins
  - Alternative technical solutions
  - Cost reductions
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- EBIT margin first half-year 2022 -1.6%
  - EBIT margin full year 2022 expected at around 2%

# Order Intake by Business Group

CHF million

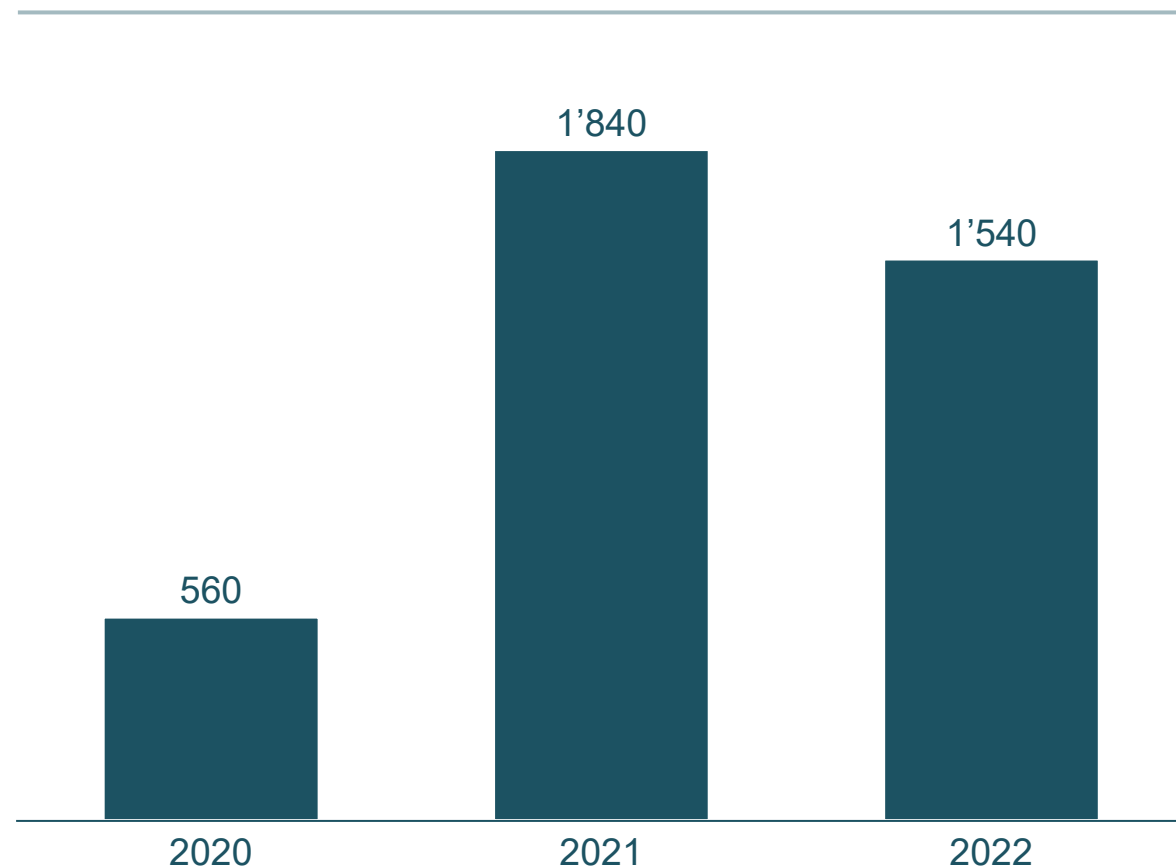


- Investment sentiment impacted by geopolitical uncertainties, higher financing cost and low consumer spending in important markets
- Capacity utilization of spinning mills below normal levels

## Order Backlog at Year-End

High order backlog reaches far into 2023/2024.

**CHF million**

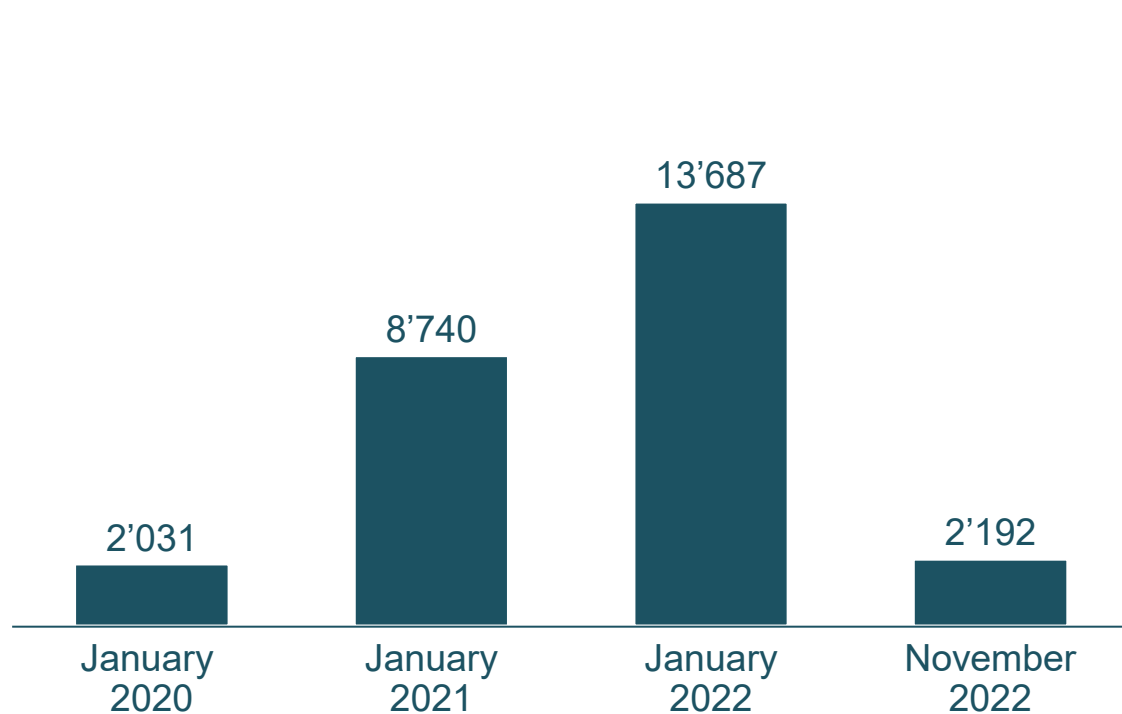


- Order cancellations 2022 below 10%
- Backlog margins improved (price increases and cost reductions)
- Implementation of action plan will continue

# Cost Development

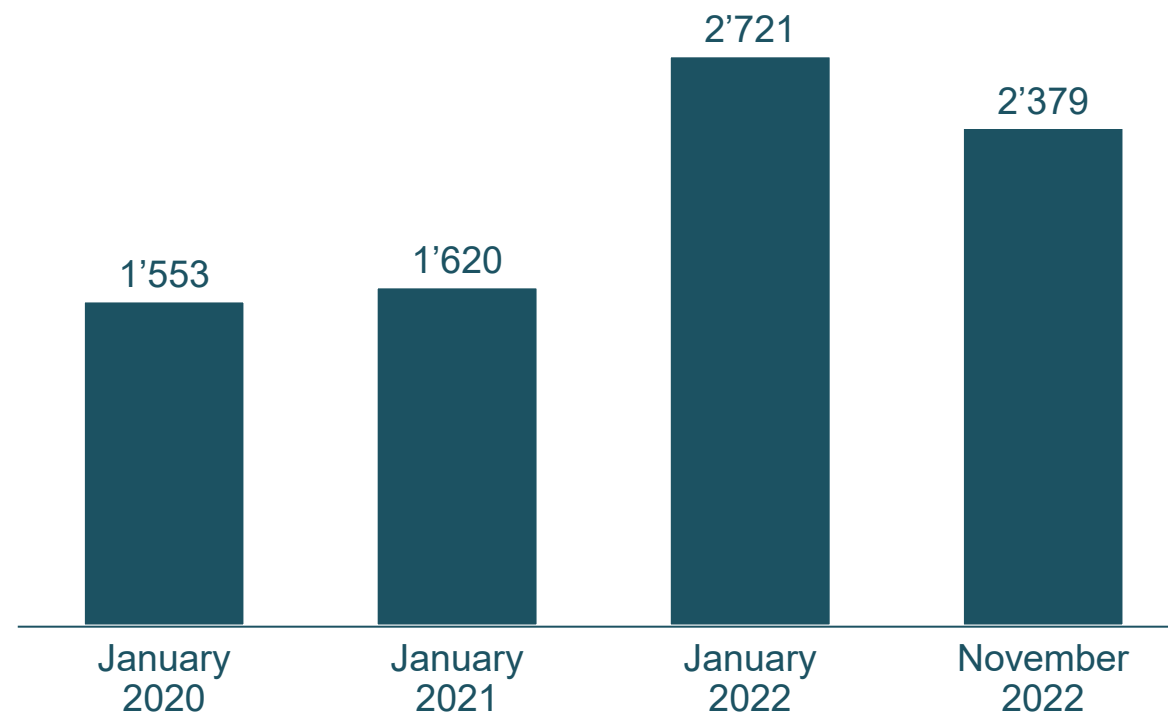
Logistic costs are returning to normal.

## Container Freight Index Shanghai to Rotterdam (in US\$)



Source: Statista  
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## Aluminum (US\$/per ton)



Source: Boerse.de



## ITMA 2023 Innovations on Schedule

- Innovative solutions supporting technology leadership
- Focus on cost per kg yarn:
  - Raw material
  - Energy consumption
  - Automation
- System integration through digitization
- Recycling
  
- Investor event on June 12, 2023



## Rieter Site Sales Process on Schedule

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- The process for the sale of the remaining Rieter site in Winterthur (Switzerland) is proceeding according to plan.
- In total, around 75 000 m<sup>2</sup> of land will be sold.
- The Rieter CAMPUS is not part of this transaction.



# Financial Calendar

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Deadline for proposals regarding the agenda of the Annual General Meeting

February 17, 2023

Results press conference 2023

March 9, 2023

Annual General Meeting 2023

April 20, 2023

Semi-Annual Report 2023

July 20, 2023

Investor Update 2023

October 20, 2023





# **2022 Change of Leadership at Rieter**

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Bernhard Jucker

Chairman of the Board of Directors of Rieter Holding AG

# Change of Leadership at Rieter

Board of Directors appoints Thomas Oetterli as new CEO

## Thomas Oetterli

Born 1969, Swiss national

Education: Lic. oec. University of Zurich (Switzerland)

- 2022 CEO Nokera Group, Rüslikon Zurich (Switzerland)  
Member of Executive Committee
- 2016 – 2022 CEO Schindler Group, Ebikon (Switzerland)  
Member of Executive Committee
- 2013 – 2016 CEO of Schindler Group China, Shanghai (China)  
Member of Executive Committee
- 2010 – 2013 President of Schindler Europe North & East, Ebikon (Switzerland)  
Member of Executive Committee
- 2006 – 2009 Managing Director of Schindler Switzerland, Ebikon (Switzerland)
- 2003 – 2006 CFO of Schindler Germany, Berlin (Germany)





# Disclaimer

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# Appendix

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## Order Intake by Business Group

CHF million (unaudited)	2022	2021	Difference	Difference in local currency
<b>Rieter</b>	<b>1 157.3</b>	<b>2 225.7</b>	<b>-48%</b>	<b>-47%</b>
Machines & Systems	663.9	1 708.6	-61%	-61%
Components	310.1	296.0	5%	8%
After Sales	183.3	221.1	-17%	-16%

CHF million (unaudited)	HY2 2022	HY1 2022	Difference	Difference in local currency
<b>Rieter</b>	<b>287.9</b>	<b>869.4</b>	<b>-67%</b>	<b>-66%</b>
Machines & Systems	84.7	579.3	-85%	-85%
Components	129.2	180.9	-29%	-27%
After Sales	74.0	109.2	-32%	-32%

## Sales by Business Group

CHF million (unaudited)	2022	2021	Difference	Difference in local currency
<b>Rieter</b>	<b>1 510.9</b>	<b>969.2</b>	<b>56%</b>	<b>58%</b>
Machines & Systems	1 034.7	590.3	75%	76%
Components	303.5	231.5	31%	35%
After Sales	172.7	147.4	17%	19%

CHF million (unaudited)	HY2 2022	HY1 2022	Difference	Difference in local currency
<b>Rieter</b>	<b>890.3</b>	<b>620.6</b>	<b>43%</b>	<b>45%</b>
Machines & Systems	650.9	383.8	70%	71%
Components	143.6	159.9	-10%	-8%
After Sales	95.8	76.9	25%	26%

## Sales by Regions

CHF million (unaudited)	2022	2021	Difference	Difference in local currency
<b>Rieter</b>	<b>1 510.9</b>	<b>969.2</b>	<b>56%</b>	<b>58%</b>
Asian countries <sup>1</sup>	472.6	318.7	48%	49%
China	168.5	135.3	25%	27%
India	196.8	126.0	56%	59%
Türkiye	266.1	182.3	46%	48%
North and South America	209.2	149.9	40%	39%
Europe	123.3	43.3	185%	201%
Africa	74.4	13.7	443%	443%

<sup>1</sup> Excluding China, India, Türkiye

## Key Data by Share

Rieter registered shares of CHF 5 nominal value Bloomberg: RIEN SW, Thompson Reuters: RIEN.S	31/12/2022	30/06/2022	31/12/2021
Shares outstanding excluding own shares (end of period)	4 479 635	4 492 731	4 494 024
Average shares (of period)	4 491 246	4 494 683	4 496 214
Share price (end of period)	CHF 105.0	109.6	177.0
Market capitalization (end of period)	CHF million 470	492	795