SIETES



Results 2015

•	Media / investor preser	ntati	ion,	Ma	arch	15	, 20	16				•	•	•	•	•	-
•	Dr. Norbert Klapper, Group CEO	•	•		•	•		•	•	•	•	•	•	•	•	•	-
_	Joris Gröflin, Group CFO			_			_		_				_	_			

Agenda



1. Introduction and summary of 2015

Dr. Norbert Klapper

2. Financial results 2015

Joris Gröflin

3. Outlook

Dr. Norbert Klapper

Rieter – Highlights 2015



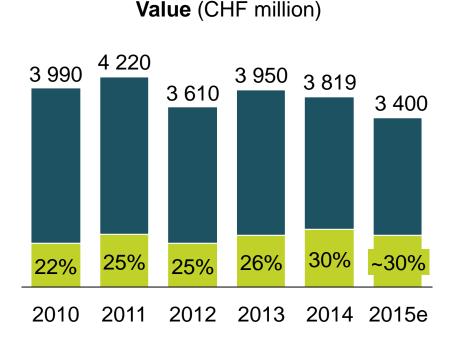
- Market share of ~ 30% on last year's level
- "STEP UP" program on track:
 - Innovation: R&D continued and in % of sales increased
 - 2. After sales: Sales growth of 10% in 2015
 - 3. Profitability:
 - EBITDA and net profit margins improved despite 10% lower sales
 - Free Cash Flow: CHF 65 million in 2015 (131% of net profit)
- Stable dividend proposed adjustment of dividend policy to at least 40% pay-out

Results 2015

Rieter position

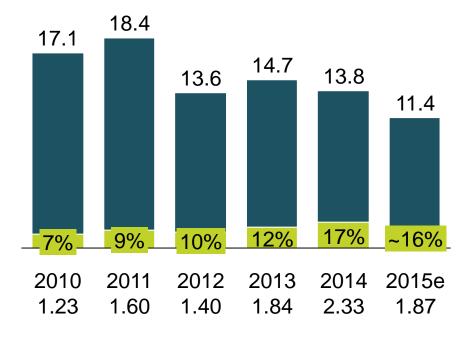


Market share held at 30% thanks to strong position





Spindle equivalents (in million)





Endspinning machines only

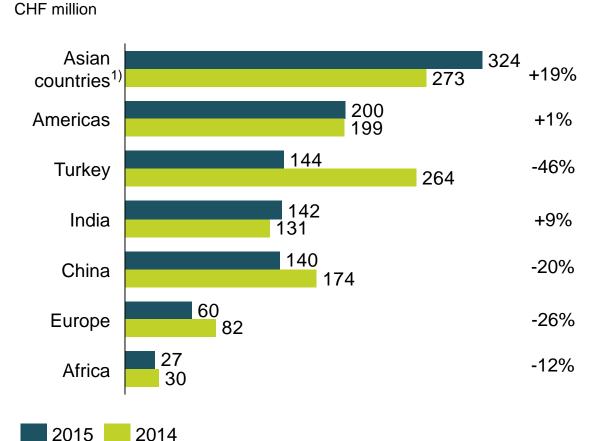
w/o Winder Source: Rieter estimates, ITMF, 2015 are preliminary estimates

Sales development by region



Growth in Asian countries as well as India





- Asian countries with 19% growth against 2014
- Americas on strong level thanks to large orders booked in 2014
- Turkey with lower sales (-46%) than in 2014, first signs of recovery at year-end
- Indian sales 9% over previous year's level
- China with recovery in the second half of the year
- Europe 26% lower than 2014 mainly due to divestment of Schaltag (-CHF 12 million)
- Share of sales to Asia at 72% (2014: 73%)

1) Without China, India and Turkey

esults 2015

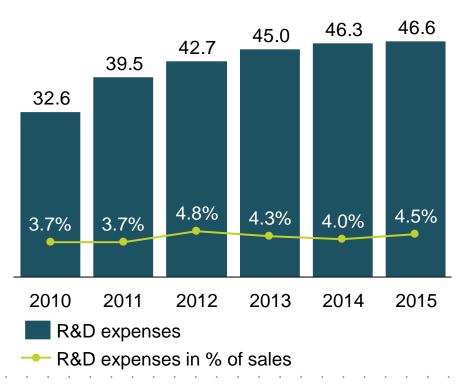
Innovative solutions



Strong R&D efforts with continued commitment for innovation

Rieter at ITMA Milan 2015

R&D expenses (CHF million / in % of sales)

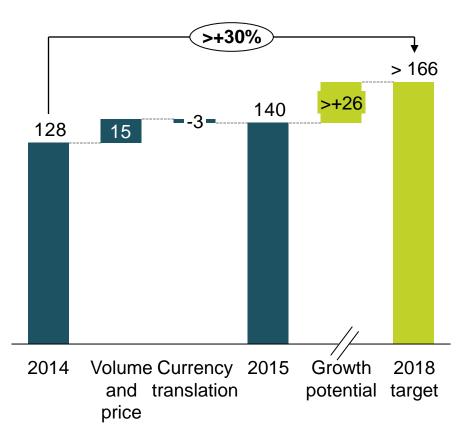


After Sales Excellence



Sales growth of 10% achieved against 2014 – initiative on track

Sales (CHF million)



Growth target and main growth drivers:

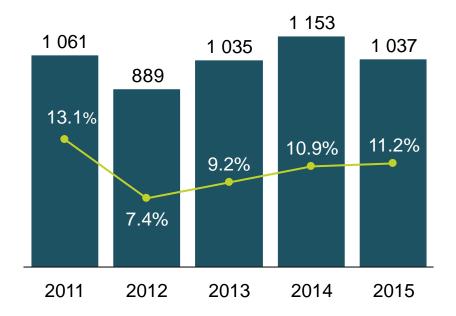
- In 2015 growth despite adverse currency translation effects in all areas (parts, service and installations)
- Growth target against 2014: >30% till 2018
- Increased focus through new organisational structure
- Growth of installed base and new product and service offerings starting to pay out
- Further potential through portfolio enlargement, penetration and share of wallet increase and delivery performance optimization

Profitability improvement



Continued improvement of EBITDA margin

Sales and profitability development (CHF million)



Sales — EBITDA margin (in % of sales)

Profitability improvement measures:

- Value-based pricing
- Improvement of product mix and margins
- Measures to decrease Swiss Franc appreciation impact in implementation:
 - Order backlog secured and delivered
 - Purchasing volume renegotiated
 - Streamlining of Winterthur production ongoing and on track
 - Further shift of purchasing volume abroad
- Reduction of structural costs and optimized utilization of existing capacity

Results 2015

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Results 2015

Rieter – Financial highlights 2015



Increase in profit margin and net liquidity – dividend on prior year level

CHF million, except dividend

Orders received	801.6	Stronger HY2	Strong Components, stable After Sales, positive trend of Machines & Systems in HY2
Sales	1 036.8	- 10%	Order backlog delivered despite currency turbulences
EBITDA	115.9	Margin improved	Effective cost measures throughout year
Net profit	49.8	Margin improved	Improved net profit margin thanks to better tax rate and financial result
Free Cash Flow	65.0	+32%	Capex below levels of depreciation / amortization and improvement in net working capital
Net liquidity	212.4	+24%	Boosted by strong Free Cash Flow
Dividend (proposal)	CHF 4.50 / share	stable	Dividend yield of 2.4%

Rieter – Financial key figures



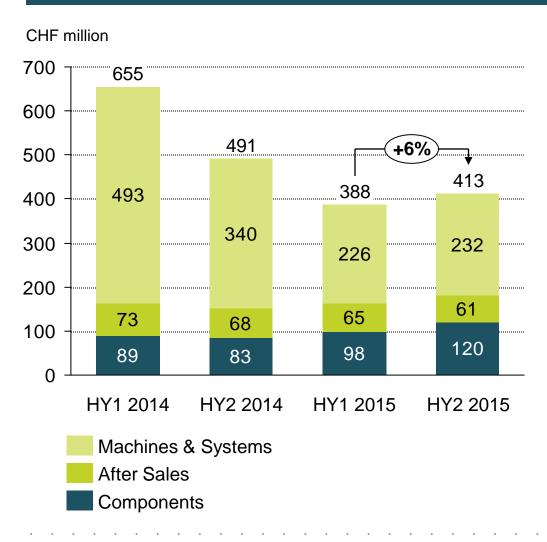
Improvement of EBITDA profitability despite lower sales

CHF million	FY 2015	HY2 2015	HY1 2015	FY 2014
Orders received	801.6	413.3	388.3	1 146.1
Sales	1 036.8	482.9	553.9	1 153.4
EBITDA	115.9	49.9	66.0	125.4
EBITDA margin (of sales)	11.2%	10.3%	11.9%	10.9%
EBIT	73.1	27.0	46.1	84.6
EBIT margin (of sales)	7.0%	5.6%	8.3%	7.3%
Net profit	49.8	20.7	29.1	52.9
R&D expenditures	46.6	23.7	22.9	46.3
Capital expenditure	31.6	24.3	7.3	42.2
Free Cash Flow	65.0	70.1	-5.1	49.1

Orders by business group



Orders received at CHF 801.6 million – increase in HY2 by 6%



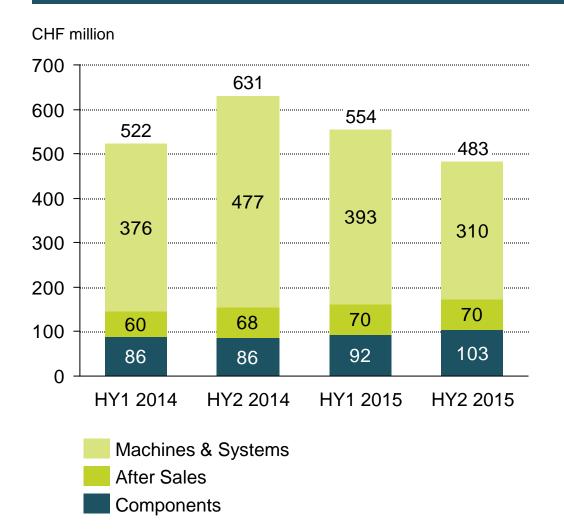
- Machines & Systems with CHF 457.6 million orders: -45% vs. 2014 with low point in the third and upward trend in the last quarter
- After Sales with CHF 126.3 million:

 10% vs. 2014 (-8% in local currencies)
 due to lower installation volume from machine business
- Components with CHF 217.7 million:
 +26% vs. 2014 (in local currencies
 +36%) due to strong demand in record second half-year
- Order backlog at year-end at around CHF 470 million

Sales by business group



Sales at CHF 1 036.8 million – increase at After Sales and Components



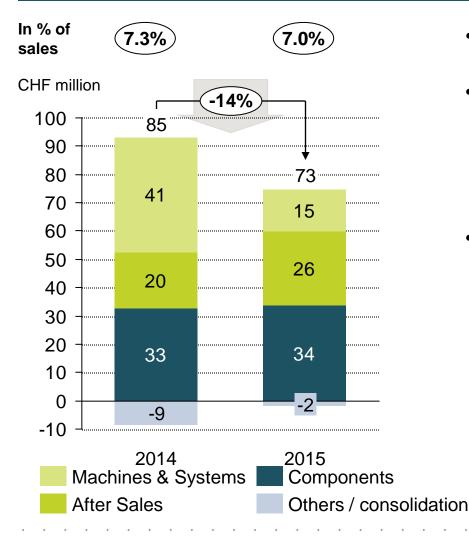
- After Sales: 10% growth in 2015 (CHF 139.8 million sales)
- Components: 13% growth in 2015 (CHF 194.7 million sales)
- Machines & Systems: 18% decline in 2015 (CHF 702.3 million sales) reflecting cyclical demand weakness
- Absolute and relative share of After Sales and Components with growth to prior year

29ults 2015

Operating result (EBIT)



EBIT margin at 7.0% of sales

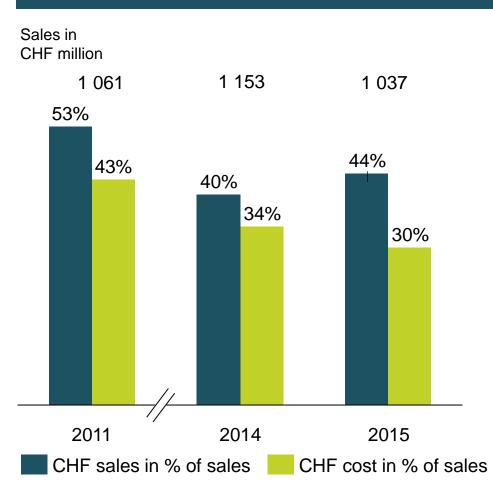


- EBITDA margin increase to 11.2% (2014: 10.9%) of sales
- EBIT margin of 7.0% of sales stems from
 - Strong development at Components and After Sales
 - Machines and Systems EBIT following lower volume
- One-off items 2015 include
 - Disposal gain property sales (+CHF 5.0 million)
 - Positive impact from derivatives financial instruments (+CHF 2.4 million)
 - Disposal gain on Schaltag divestment (+CHF 3.4 million)
 - Impairment on equipment Winterthur (-CHF 2.7 million)

Rieter's Swiss franc challenge



Further reduction of Swiss franc cost base in 2015



- Swiss franc exposure further reduced since 2014
- Investments in China and India as well as Czech Republic allow for greater flexibility
- Measures have been initiated successfully after "Swiss Franc Shock" in January 2015
- In addition, Rieter has released the streamlining of production at the location in Winterthur and reduces the purchasing volume in Switzerland

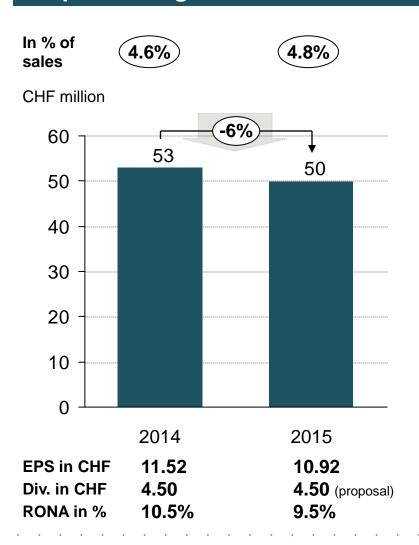
Note: Sales currency denomination in 2015 was as follows: 44% of sales in Swiss francs, 33% in euros and 23% in US dollars and local currencies

esults 2015

Net profit and RONA



Net profit margin increased to 4.8%

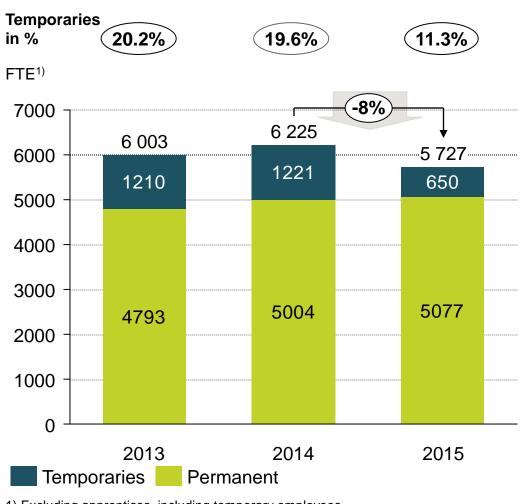


- Financial result is with –CHF 7.9 million better than previous year (-CHF 13.7 million)
- Tax rate improved to 23.6% (previous year 25.8%)
- Earnings per share decreased to CHF 10.92
- Board of Directors proposes a dividend of CHF 4.50 per share out of the reserve from capital contributions – this corresponds to 41% of earnings per share distribution ratio (previous year 39%)
- RONA decreased to 9.5%, thereby exceeding cost of capital

Changes in workforce



Total workforce decreased by 8%



- Reduction of workforce by 8% mainly through reduction of temporaries following the 10% decrease of sales
- Higher permanent employees are mainly in Czech Republic and China

1) Excluding apprentices, including temporary employees

Balance sheet



Net liquidity increased to CHF 212.4 million and equity ratio to 44%

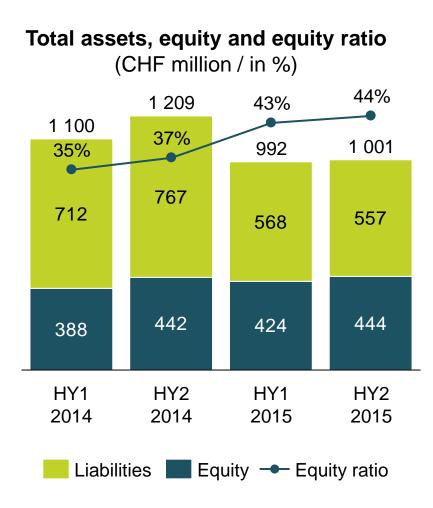
			:
CHF million	31.12. 2015	30.06. 2015	31.12. 2014
Total assets	1 001.4	991.6	1 209.4
Non-current assets	370.1	361.2	387.3
Net working capital	5.2	62.1	24.6
Liquid funds	334.0	265.2	445.6
Net liquidity	212.4	139.0	171.7
Short-term financial debt	14.1	19.6	168.1
Long-term financial debt	107.5	106.6	105.8
Shareholders' equity	443.8	423.9	441.9
in % of total assets	44%	43%	37%

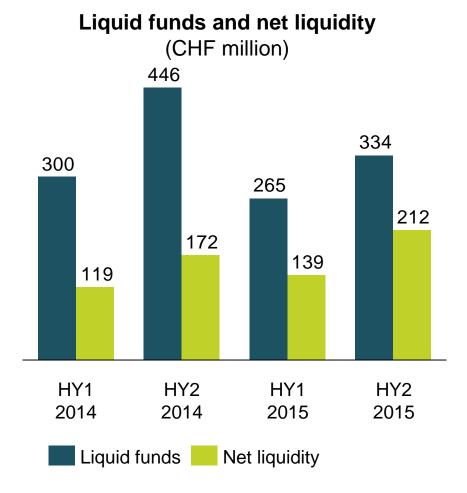
- Net working capital reduced to CHF 5.2 million
- Net liquidity increased to CHF 212.4 million boosted by strong Free cash flow
- Dividend of CHF 20.6 million (CHF 4.50 per share) paid out in April 2015
- Short-term financial debt reduced by repayment of CHF 151.9 million bond (2010 – 2015, 4.5%)
- Long-term financial debt includes bond issued in 2014 (CHF 100.0 million, 2014 – 2020, 1.5%)
- Shareholders' equity ratio increased to 44.3%

Balance sheet



Stronger and shorter balance sheet





Net working capital



Significant decrease of net working capital to CHF 5.2 million

CHF million	30.12. 2015	30.06. 2015	31.12. 2014
Inventories	191.5	207.8	253.1
Trade receivables	63.7	101.9	73.5
Other receivables	42.1	55.5	49.9
Trade payables	-86.3	-63.3	-107.6
Advance payments	-71.5	-90.1	-104.4
Other current liabilities	-134.3	-149.7	-139.9
Net working capital	5.2	62.1	24.6

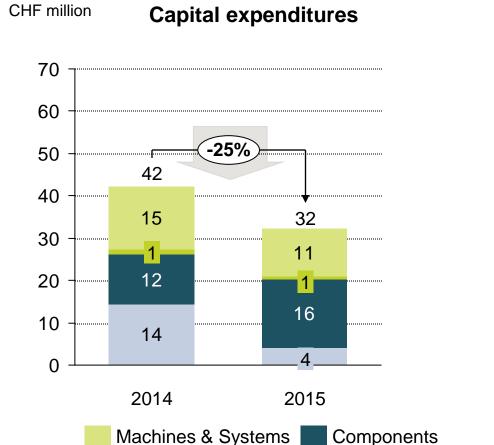
- Significant net working capital decrease achieved in HY2 due to lower inventories and receivables as well as higher payables
- Advance payments at lower level due to decrease of order-backlog mainly at Machines & Systems

Depute 2015

Capital expenditures / D&A

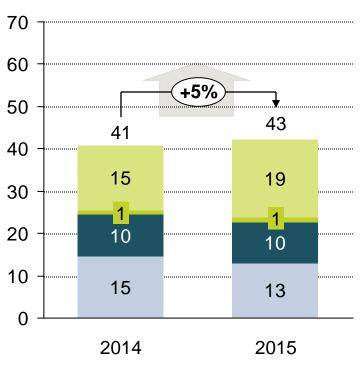


Capital expenditures below the level of depreciation / amortization



After Sales

Depreciation & Amortization



Corporate Functions

Free cash flow



Strong free cash flow of CHF 65.0 million

CHF million	2015	2014
Net profit	49.8	52.9
Interest expense (net)	5.9	10.7
Tax expense	15.4	18.4
Depreciation and amortization	42.8	40.8
+/- Non-cash items / disposal gains	-3.3	4.9
+/- Change in NWC and provisions	5.4	-13.2
+/- Interest paid / received (net)	-8.8	-6.2
+/- Taxes paid	-18.2	-18.7
+/- Capital expenditure, net	-25.6	-41.1
+/- Change in other financial assets	1.6	0.6
Free cash flow	65.0	49.1

Free cash flow prior divestment positively impacted by

- Change of NWC
- Lower capital expenditure

Pesults 2015

RONA



Return on net assets (RONA) of 9.5% slightly above cost of capital

370.1 297.3 334.0 1 001.4	387.3 376.5 445.6	
334.0	445.6	
1 001.4	4 000 4	
	1 209.4	
-143.9	-141.7	
-292.1	-351.9	
565.4	715.8	601.6
		49.8
		7.4
		57.2
		9.5%

^{* 12} month average

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Strategic focus



RIETER is the world's leading supplier of short staple spinning systems offering the full range of machines, parts and components

- Creating customer value through
 - system expertise
 - innovative solutions
 - after sales excellence
 - global presence
- Generating profitable growth and value for shareholders over the cycle
- Enabling employees to achieve superior results and to enjoy work

Actions 2016



- Innovation: Focus on MMF (Man-Made Fibre) offering at ITMA Shanghai
- India: Local availability of full compacting system
- China: Expanded sales and service presence in Xinjiang province
- After Sales: Continued focus on growth
- Profitability improvement: Implementation of production streamlining in Winterthur

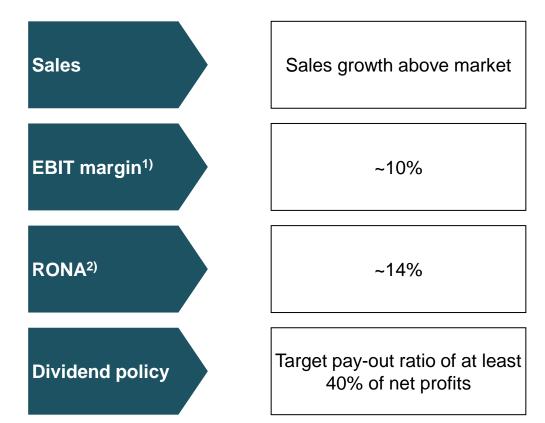
Outlook



- The year 2015 was characterized by a healthy demand for products and services provided by the business groups After Sales and Components. By contrast, spinning mill owners were reluctant to invest into new equipment.
- In the first semester, sales will be impacted by the cyclically lower order backlog in the Machines & Systems business group. Rieter has initiated capacity adjustment measures to cope with the lower utilization at Machines & Systems. As a consequence, Rieter expects in the first semester a lower net profit compared to the previous year's period.
- The improvement of market demand for spinning machines since late 2015 has continued in the first two months of 2016. Due to the more positive order intake momentum in the Machines & Systems business group in combination with a good development in the After Sales and Components business groups, Rieter expects a stronger second semester both in sales and profitability. For the full year 2016, Rieter currently envisages sales and net profit below 2015 levels.
- Rieter will continue to focus on implementing its programs on innovation, growing the after sales business and profitability improvement in order to reach its mid-term targets.

Strategic focus – mid-term targets





- 1) At sales of ~1.3 CHF bn
- RONA is calculated as net result before interest costs and write-off of financial assets divided by net assets excl. financial debt

Disclaimer



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The information provided in this document is not intended nor may be construed as an offer or solicitation for the purchase or disposal, trading or any transaction in any Rieter securities. Investors must not rely on this information for investment decisions.

All statements in this report which do not reflect historical facts are forecasts for the future which offer no guarantee whatsoever with respect to future performance; they embody risks and uncertainties which include – but are not confined to – future global economic conditions, exchange rates, legal provisions, market conditions, activities by competitors and other factors outside the company's control.

Values and principles

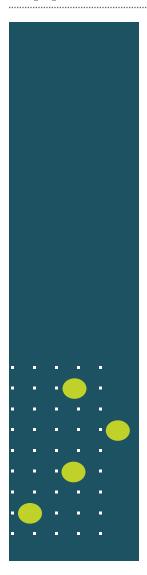




Rieter is a publicly-listed Swiss industrial group providing innovative solutions for the global industry.

Appendix

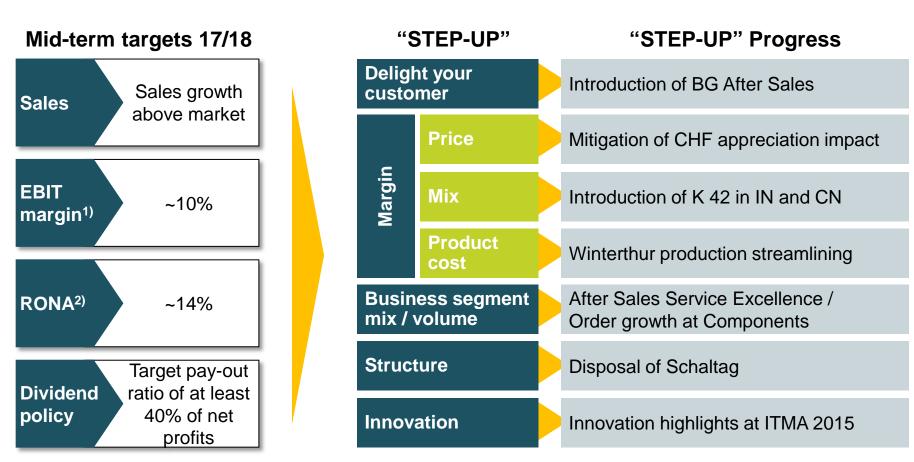




Rieter's progress towards the mid-term targets



Committed execution of "STEP-UP" initiatives since October 2014

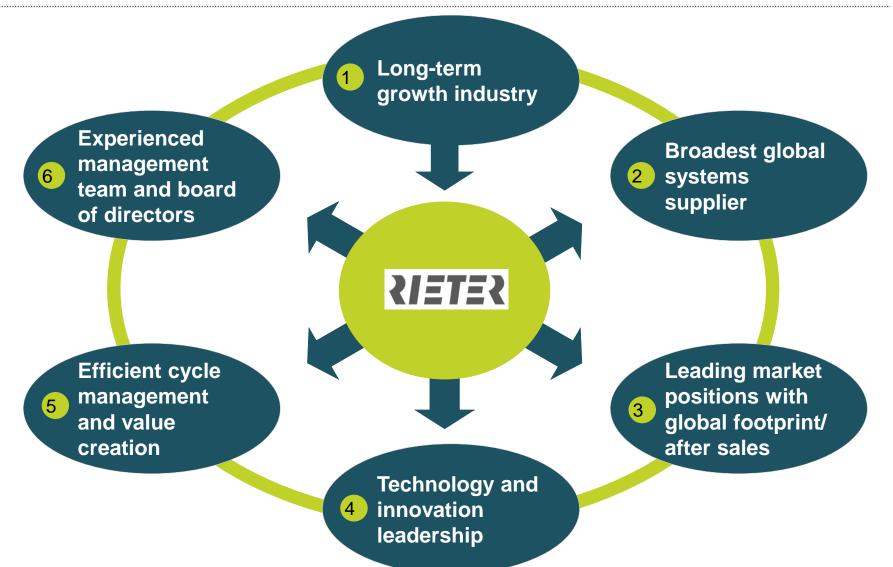


At sales of ~1.3 CHF bn

²⁾ RONA is calculated as net result before interest costs and write-off of financial assets divided by net assets excl. financial debt

Key investment highlights of Rieter



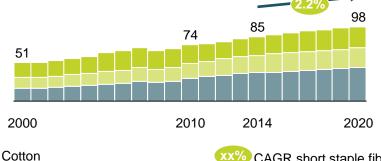


1 – Long-term growth industry



Rieter will profit from market drivers and shifts

Textile mill consumption (in million tons)



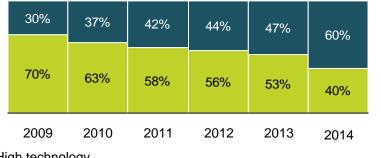
Manmade staple fibres

Manmade filaments

CAGR short staple fibers Source: PCI Red Book 2013,

excl. secondary fibers

Performance shift (in %)



High technology

Standard technology

Source: ITMF, Rieter

Market drivers

- Fiber consumption (population, standard of living)
- Short staple vs. filaments (raw material availability, cost, functionality)
- No disruptive technology shift expected

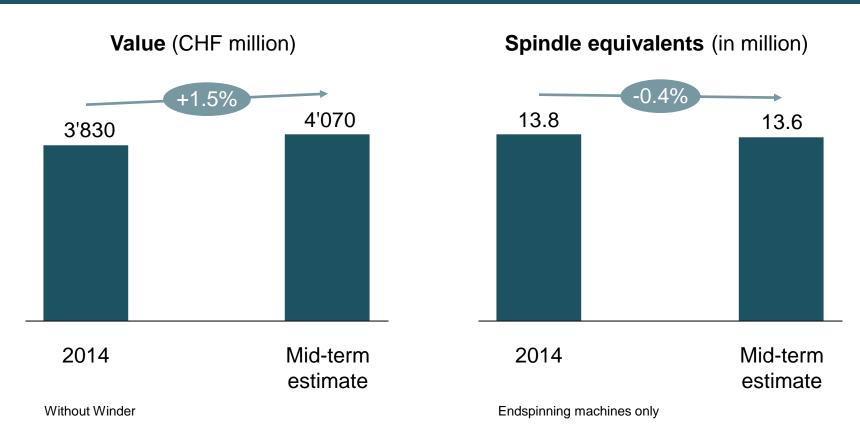
Market shifts

- Performance
- Regional
- Spinning technology

1 – Long-term growth industry



Market for short staple spinning equipment is assumed to grow in value



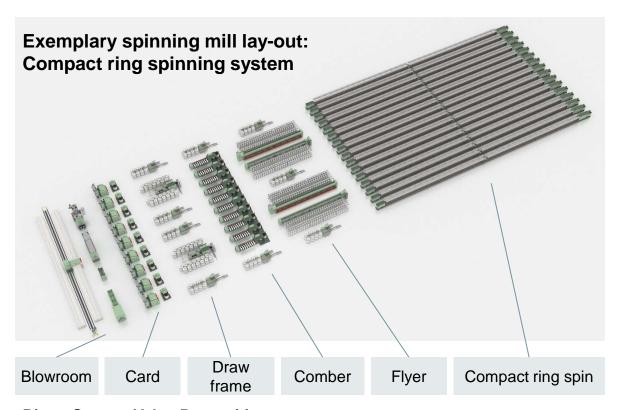
Market growth is driven by performance shift into high tech segment mainly in China

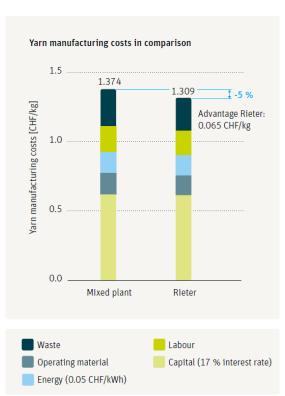
X.X% CAGR Source: Rieter estimates, ITMF

2 – Rieter systems with superior customer value



Higher total value of ownership for Rieter systems customers





Rieter System Value Proposition

- One-stop-shop: providing customer specific systems solutions from bale to yarn; supporting customer throughout the full life-cycle – from mill planning to installation, performance optimization, repair and after sales service
- Systems competence: leading to superior total value of ownership for customers vs. mixed plant solutions
- End-to-end mill management system (SPIDERweb): digital integration offering enhanced mill operation and optimization

Results 2015

2 – Rieter: Business Groups



Strong business model serving a global market







Customer focus

Spinning mills

Rieter installed base

Parts, Services &

Installation

26.5 (19.0%)

Rieter

139.8

3rd party installed base and 3rd party OEM's

Products

Machines & Systems (Capital Goods)

Parts & Components

Brand(s)

Rieter

Four separate brands

Sales 2015

702.3

194.7

CHF million EBIT 2015 CHF

14.8 (2.1%)

33.7 (17.3%)

million (% sales)

Priorities:

• System expertise

Cycle management

 Profitable growth on Rieter installed base

Differentiation

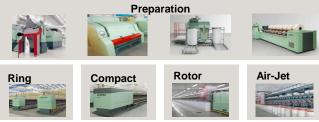
 Profitable growth on third-party installed base

2 - Rieter: Business Groups



Machines & Systems

- Leading position in high-end segment for all fields of activity
- Recognized as an innovation leader with superior products





After Sales

- Best support to leverage customers' investment in Rieter machinery over the entire product life cycle
- Worldwide presence, close to markets









Components

- Supply to 3rd party OEMs underlines position in textile components
- By far largest supplier of textile components for spinning machines







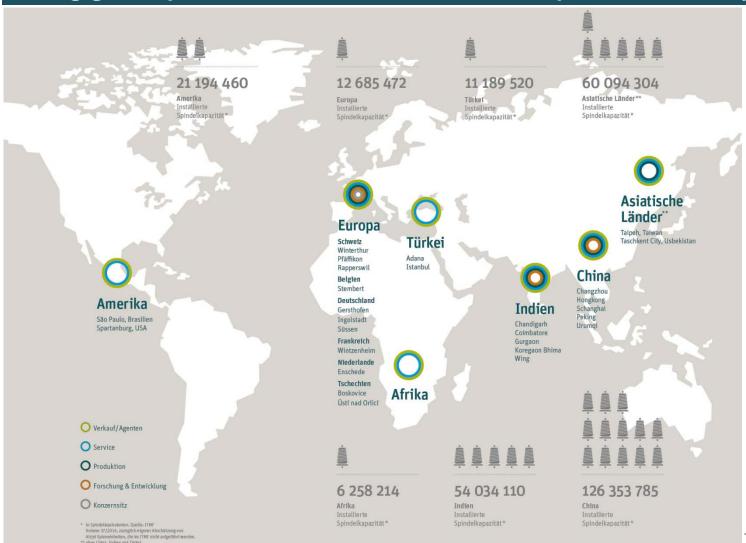




3 – Leading market positions with global footprint



Strong global production, sales and service footprint to serve key markets



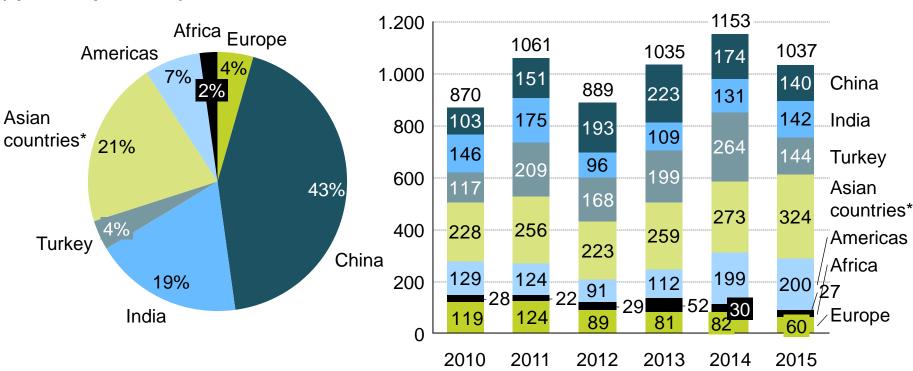
3 – Leading market positions with global footprint



Continuous increase of sales in Asia

World-wide installed capacity (spindle equivalents) in %

Rieter sales in CHF million



Source: ITMF 2014

*without China, India, Turkey

4 - Technology and innovation leadership



Past break-through examples prove technology and innovation leadership

Machines & Systems

Widest, self sharpening card



2001

OMEGAlap (combing prep.)



2004

Double-head autolevel. draw frame



2009

New Air-Jet Machine



2010

Compact spinning machine K 46



2013

Rotor spinning machine R 66



2015

After Sales

IGS classic



1995

Flow+



2008

AC Servocombi



2009

R 1 / R 20 Clip-on OR



2012

Suction tube ECOrized



2013

Wobble disk



2015

Components

TITAN ring



1997

EliTe® compacting unit



2002

Primacomb®



2009

Spinbox S 60



2011

Spinbox S 35



2013

CROCOdoff forte



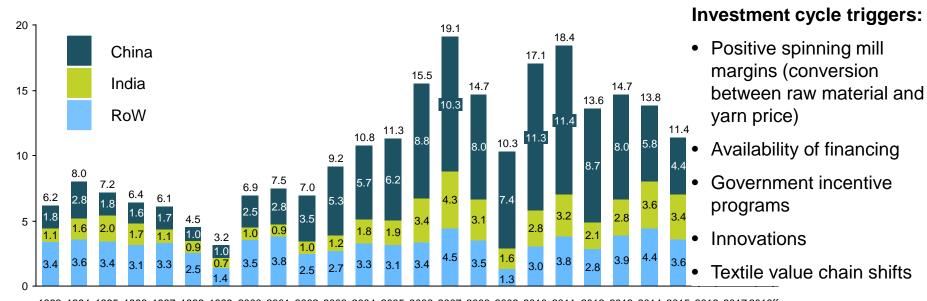
2015

5 - Efficient cycle management and value creation



Rieter's market is characterized by cyclical fluctuations

Spindle equivalents (shipments) - in million



1993 1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018ff

Future growth drivers

Growing fiber demand calls for additional capacity beyond productivity gains

Trend to increasing quality, fineness and automation

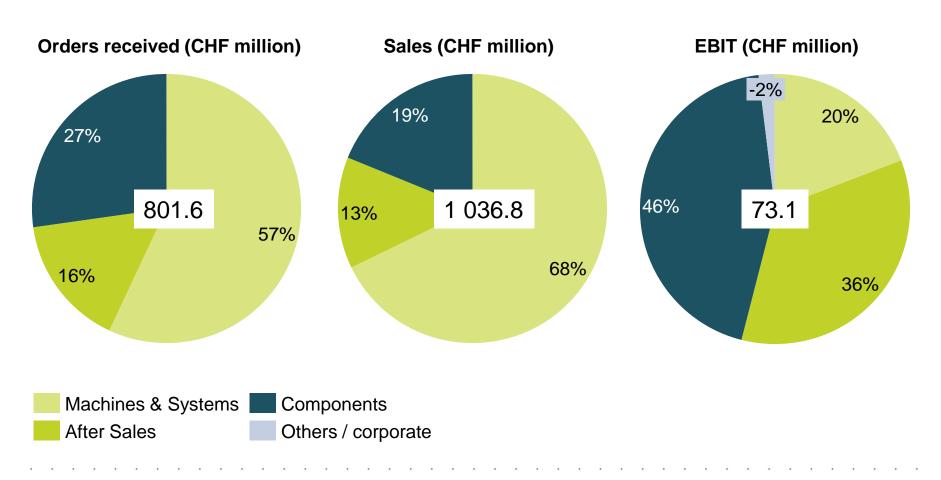
Replacement of installed capacity

Source: ITMF 2014, Rieter

5 – Efficient cycle management and value creation



Significant share of EBIT stems from After Sales and Components

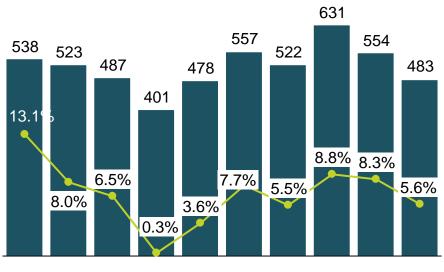


5 – Efficient cycle management and value creation



Focus on profitability

Sales and profitability development (CHF million)



HY1 HY2 HY1 HY2 HY1 HY2 HY1 HY2 HY1 HY2 2011 2011 2012 2012 2013 2013 2014 2014 2015 2015



Profitability improvement measures:

- Value-based pricing
- Optimized utilization of existing capacity
- Improvement of product margins
- Reduction of structural costs
- Priorities adjusted to master challenges of new currency scenario

Profitability improvement mid-term: 10% EBIT margin



Key initiatives lead to the profitability improvement

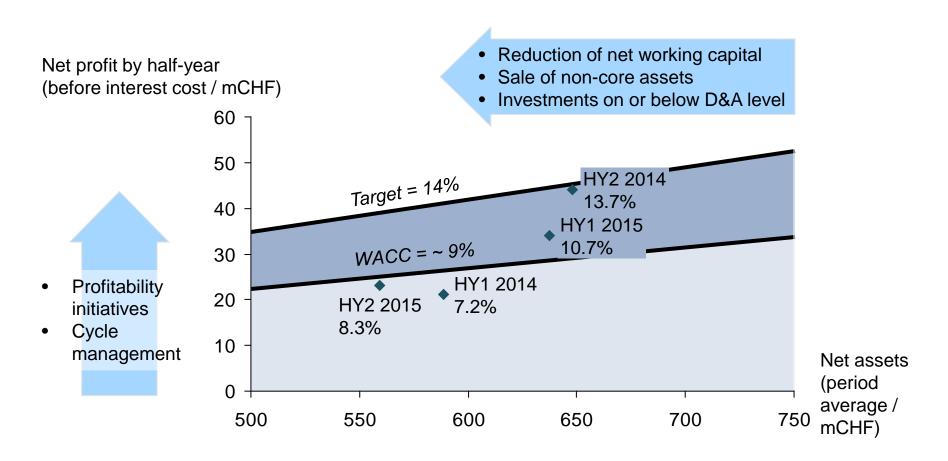
		HY1 2014	HY2 2014	HY1 2015	HY2 2015	Key initiatives	Mid- term Target ¹⁾
Sales (mCHF)	Machines & Systems	376.1	477.4	392.7	309.6	Innovations / CN,IN / Pricing	
	After Sales	59.6	67.9	69.6	70.2	After Sales Excellence	>166
	Components	86.4	86.0	91.6	103.1	Innovations / Market presence	
	Rieter Group	522.1	631.3	553.9	482.9		~1300
EBIT (mCHF)	Machines & Systems	10.6	30.0	17.2	-2.4	Winterthur production / structural cost	
	After Sales	8.5	11.5	13.6	12.9	Follows topline growth	
	Components	14.1	18.4	16.0	17.7	Follows topline growth	
	Others / corporate	-4.4	-4.1	-0.7	-1.2	Cycle management	
	Rieter Group	28.8	55.8	46.1	27.0		130
EBIT in %	Rieter Group	5.5	8.8	8.3	5.6		10

Results 2015 1) per annum

Profitability improvement mid-term: 14% RONA



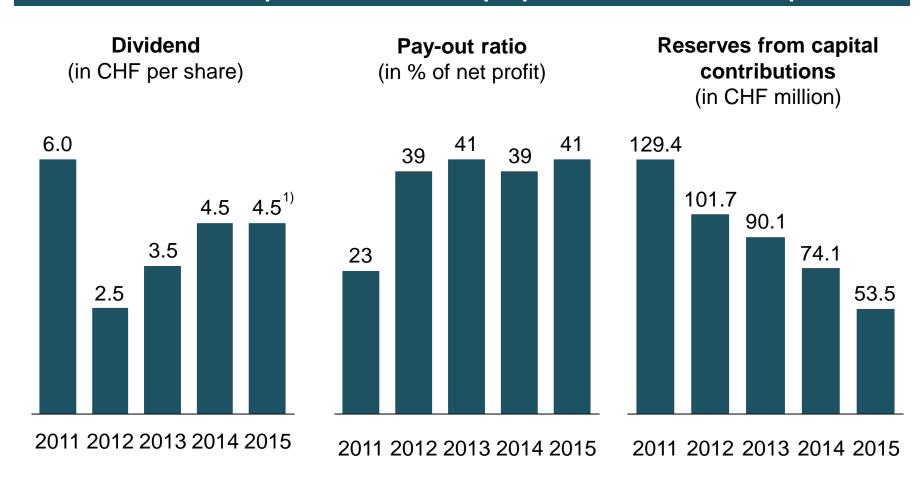
Reduction of net assets with increased profitability in order to achieve target



5 – Efficient cycle management and value creation



Dividend of CHF 4.50 paid out for 2014 – proposal 2015 at CHF 4.50 per share



1) Proposal

6 - Experienced management team and BoD



BoD and management team in 2015

Board of Directors



Michael Pieper Member of the Board

Peter Spuhler
Member of the Board

Erwin Stoller President

This E. Schneider Vice President

Dr. Jakob Baer Member of the Board

Hans-Peter Schwald Member of the Board

Dr. Dieter SpältiMember of the Board

Management team



Thomas Anwander General Counsel and Company Secretary

Werner Strasser Head Business Group Components

Dr. Norbert Klapper CEO and Head Business
Group Machines & Systems

Carsten Liske Head Business Group After Sales

Joris Gröflin Chief Financial Officer

6 - Changes as of April 2016



Board of Directors (proposed)



Roger Baillod

- Swiss national
- Degree in Business Economics FH. certified Public Accountant
- As of October 2016: self-employed, professional Member of the Board
- Since 1996 until September 2016: Bucher Industries AG, Chief Financial Officer, Member of Group Management
- 1995: Benninger AG, Uzwil, Head of **Corporate Services**
- 1993: Dietsche Holding AG, Zug, Head of Finance and Accounting
- 1984: ATAG Ernst & Young AG, Zurich
- Other appointments: Member of the Board of Migros-Genossenschafts-Bund, Zurich and Member of the Board of BKW AG, Bern



- Swiss national
- Master of Science in Electrical Engineering. ETH Zürich
- Since 2016: President Europe Region, Member of the Group Executive Committee
- 2006 to 2015: President Power Products Division, Member of the Group Executive Committee
- Bernhard Jucker 2003 to 2005: Country Manager ABB Germany and since 2006 Chairman of the Board of ABB AG, Germany
 - 2002: Head of Automation Technology Products Division, Member of the Group **Executive Committee**
 - Until 2001: various management positions accross ABB Automation businesses
 - With ABB (BBC) since 1979

Management Team



Jan Siebert **Head Business Group** Machines & Systems

- German national.
- Master of Aerospace Technology
- 2012 to 2015 KraussMaffei Group, Munich, Germany, Chief Executive Officer
- 2005 to 2011 GEA Group AG, Dusseldorf (Germany), in his last function Chief Executive Officer of GEA-HX and Member of the Executive Council of GEA Group
- 1999 to 2004 Deutsche Nickel AG, Schwerte (Germany), member of the management board
- 1999 to 2001 Compañia Europea de Cospeles S.A., Madrid (Spain), Managing Director
- 1996 to 1999 Vereinigte Deutsche Nickelwerke AG, Dusseldorf (Germany), Assistant to the board / supervisory board
- 1992 to 1995 Vaillant GmbH & Co KG, Remscheid (Germany), Product Manager

Share price



Rieter registered shares of 5 CHF nominal value Bloomberg: RIEN SW; Thomson Reuters: RIEN.S	31.12.2015	30.06.2015	31.12.2014
Shares outstanding excl. own shares (end of period)	4'511'075	4'581'585	4'575'484
Average shares (of period)	4'550'650	4'577'017	4'583'909
Share price (end of period)	HF 188.00	147.80	165.50
Market capitalization (end of period) CHF mil	848	677	757