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## **2011 Orders Received & Sales**

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Joris Gröflin, Chief Financial Office	er •	• •	•	•	•	-	•	•	•	•	•	•	•	•	•	•	

## Rieter – Summary orders received & sales 2011



#### Significant sales growth achieved against 2010

- Significant sales growth of 22% to 1'061 Mio CHF achieved, both business groups contributed
  - Sales in business group Spun Yarn Systems grown by 28% against 2010
  - Sales in business group Premium Textile Components increased by 4%
  - Sales growth year-on-year despite market slow-down and postponements in the second half-year of 2011
- Good order intake in 2011 at 958 Mio CHF across all important regions, down 34% versus peak intake in 2010
  - Business group Spun Yarn Systems with 775 Mio CHF orders received (-36% against 2010)
  - Business group Premium Textile Components with 183 Mio CHF orders received (-22% against 2010)
  - Market position strengthened with main order volume stemming from China, Turkey and India
  - Orders received in second half year impacted by cancellations of 113 Mio CHF, new order intake prior cancellations at 400 Mio CHF
  - Order backlog at year-end above 600 Mio CHF
- Outlook on results: confirmation of guidance given
  - Rieter expects to achieve a double-digit operational margin versus sales
  - Publication of results on March 21, 2012

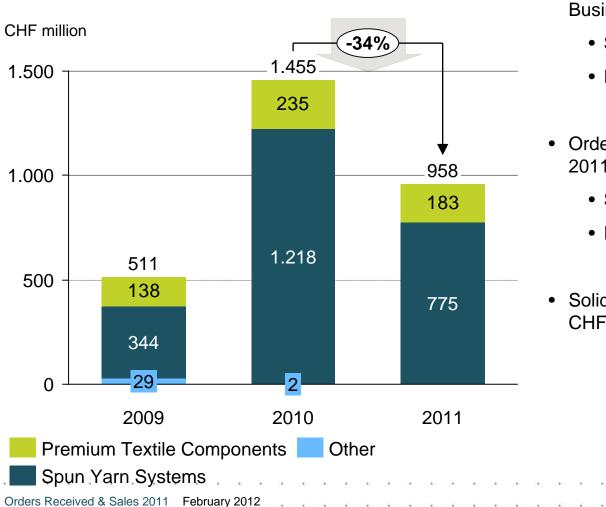
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Orders Received & Sales 2011	February 2012	24					2	÷	×	4			÷					•				×	2	2

### Orders by business group

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#### Good order intake in 2011, down versus peak in 2010 by 34%



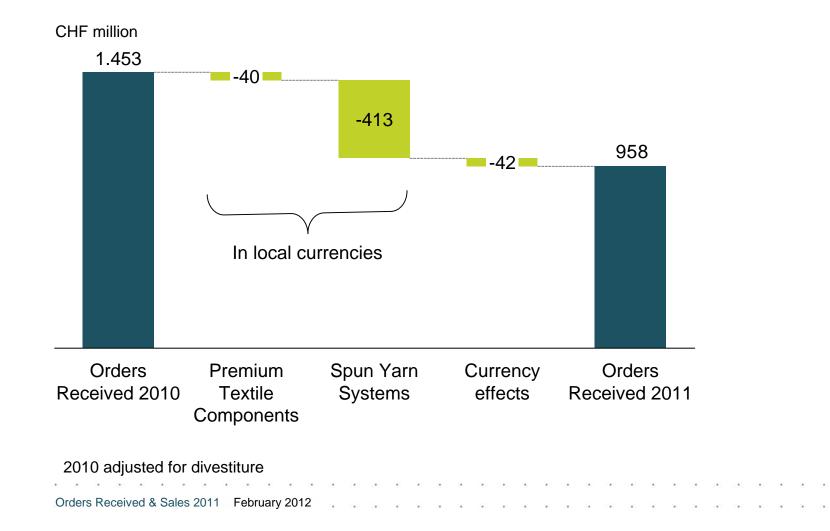
- 34% lower orders triggered by both Business Groups
  - SYS: -36% (local currency -34%)
  - PTC: -22% (local currency -17%)
- Order intake impacted by cancellations 2011 in HY2 113 Mio CHF there of
  - SYS: 108 Mio CHF
  - PTC: 5 Mio CHF
- Solid order backlog of above 600 Mio CHF at year-end

## Order intake development and currency impact



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#### Premium Textile Components business in general less cyclical

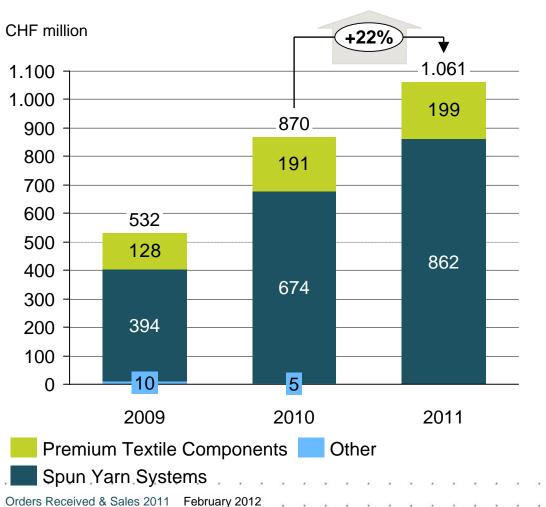


### Sales by business group

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#### Sales significantly increased by 22% against 2010



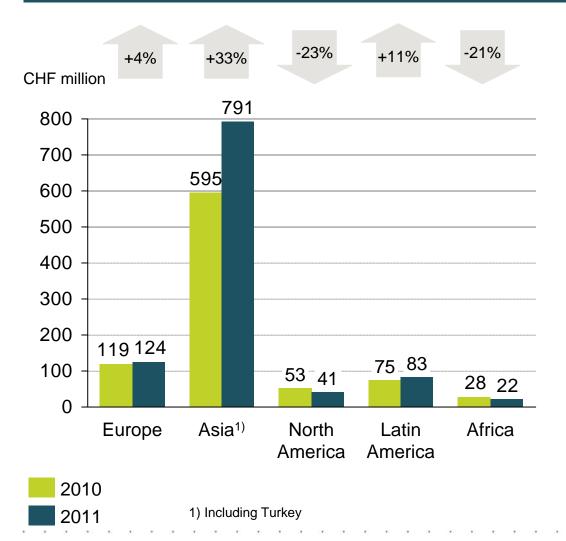
- Rieter increased sales by 22%
- SYS substantially increased sales by 28% (in local currency +32%)
- PTC increased sales against already good previous year by +4% (in local currency +11%)

## Sales development by region

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#### Increase has been driven by +33% sales to Asia



Orders Received & Sales 2011 February 2012

- Overall sales increase of +22% is triggered by growth in Asia with +33% against previous year
- Asian growth is due to
  - Turkey: +78% to 209 Mio CHF
  - China: +46% to 151 Mio CHF
  - India: +20% to 175 Mio CHF

### Sales development and currency impact

## **SIELES**

7.

#### **Currency impacted sales by -5%**

Orders Received & Sales 2011 February 2012

CHF million

1.061 -42 217 865 21 In local currencies Sales 2010 Premium Spun Yarn Currency Sales 2011 Textile **Systems** effects Components 2010 adjusted for divestiture

### **Outlook on results 2011**

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#### Confirmation of guidance given

- Rieter expects to achieve a double-digit operational margin for the year as a whole
- Publication of results on March 21, 2012
- Annual General Assembly on April 18, 2012

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Rieter registered shares of 5 CHF nominal value Bloomberg: RIEN; Reuters: RITZn	31.12.2011	30.06.2011	31.12.2010
Shares outstanding excl. own shares (end of period)	4'629'335	4'629'445	4'618'869
Average shares (of period)	4'625'281	4'621'782	4'640'220
Share price (end of period) CHF	141.10	219.50	242.95*
Market capitalization (end of period) million CHF	653	1'016	1'122*

\* Source: Bloomberg – adjusted for distribution of special dividend (separation of Autoneum – AUTN)

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