



2017 Orders Received & Sales

· Investor Presentation, January 31, 2018

· Dr. Norbert Klapper, Group CEO

· Joris Gröflin, Group CFO

Rieter Group – Key Messages



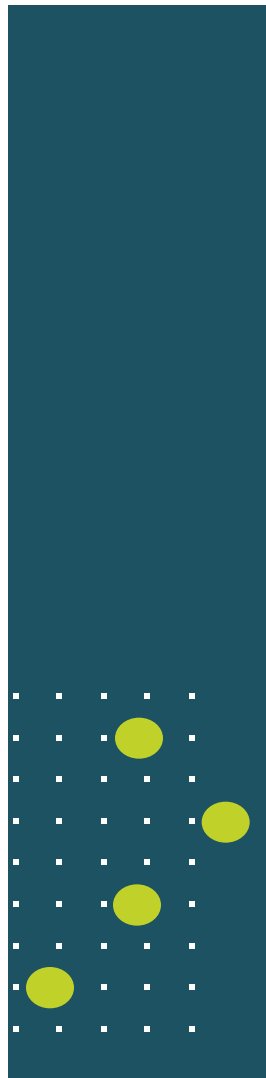
- Order intake increases by 16% to 1 051 million CHF
- Sales increases by 2% to 966 million CHF
- Order backlog rises by 100 million CHF to 540 million CHF (2016: 440 million CHF)
- EBIT margin before restructuring charges between 5% and 5.5% and net profit between 1% and 1.5% of sales expected for 2017

1. Orders Received & Sales 2017

Joris Gröflin

2. Profit Outlook 2017

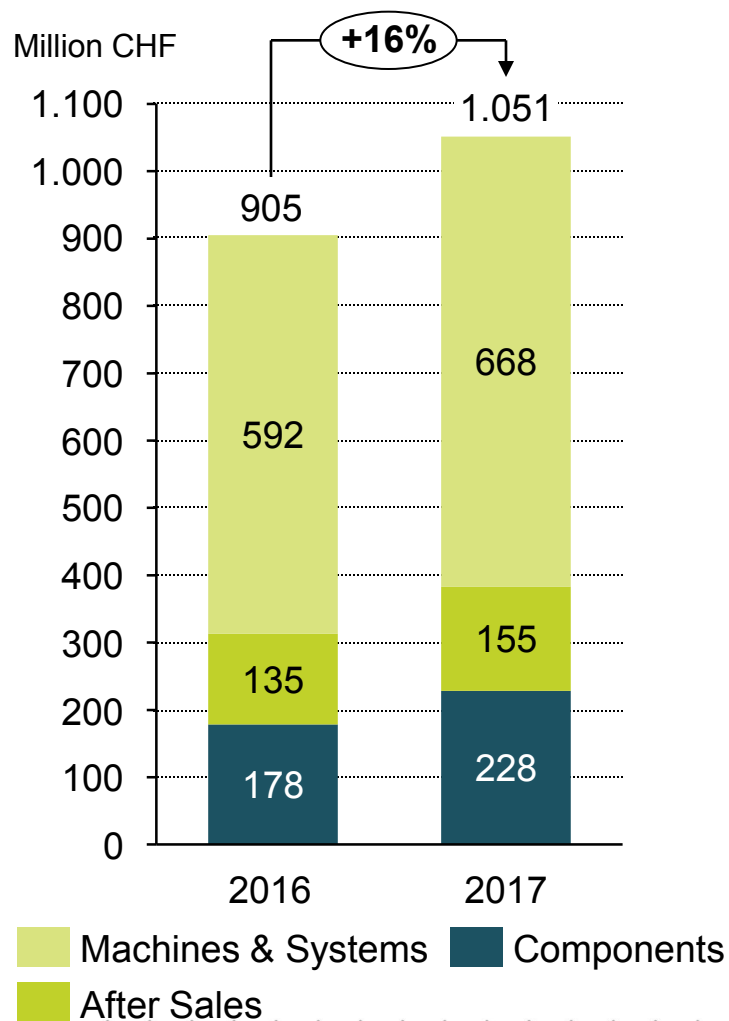
Dr. Norbert Klapper



Order Intake by Business Group



Order intake increased by 16% in 2017



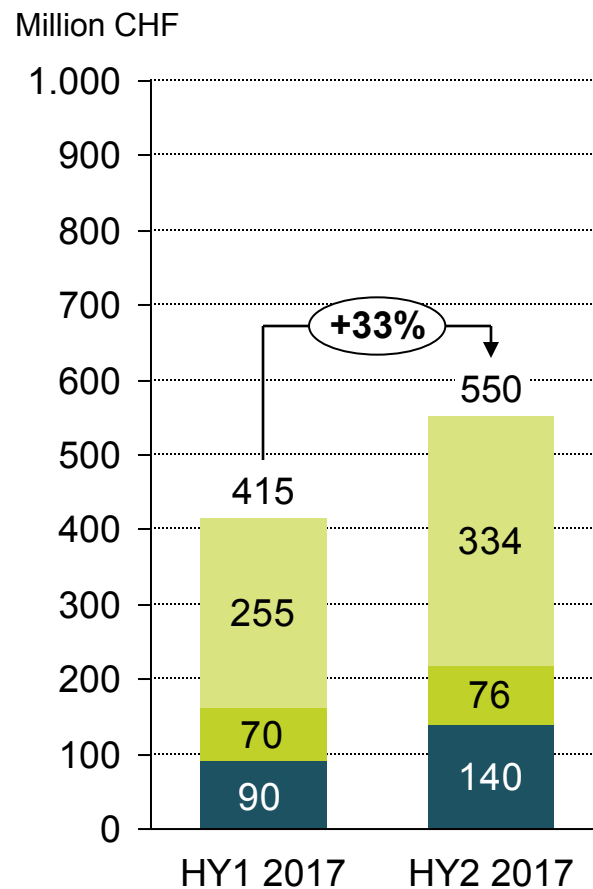
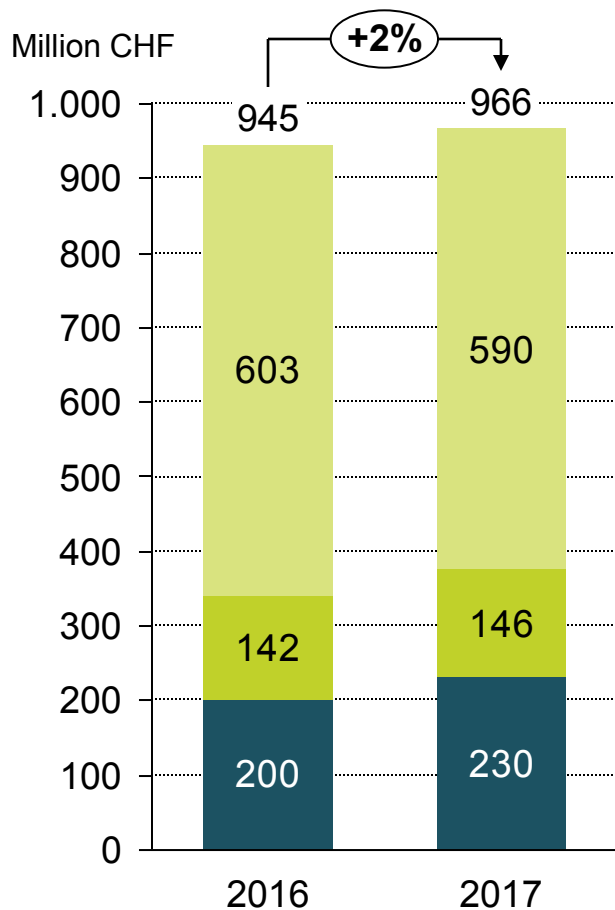
- Order intake amounted to 1 051.5 million CHF (2016: 905.2 million CHF)
- Increasing dynamic in demand started in HY1 2017 (495.2 million CHF) and continued in HY2 2017 (556.3 million CHF)
- Business Group Machines & Systems received 668.2 million CHF orders (+13% vs. 2016). Growth in order intake in Asian countries¹, mainly from Uzbekistan, Bangladesh and Indonesia
- Business Group After Sales progressed well with 154.8 million CHF orders in 2017 (+14% vs. 2016). Growth achieved in spare parts, services and installation of new machines
- Business Group Components with 228.5 million CHF orders (+28% vs. 2016). Acquisition of SSM Textile Machinery (SSM) contributed 42.5 million CHF in HY2 2017. Without SSM, Components increased order intake by 3% in 2017

¹ Not including China, India and Turkey

Sales by Business Group



Sales at 966 million CHF – thanks to strong second semester



Machines & Systems
 After Sales
 Components

Change in Sales and Currency Impact



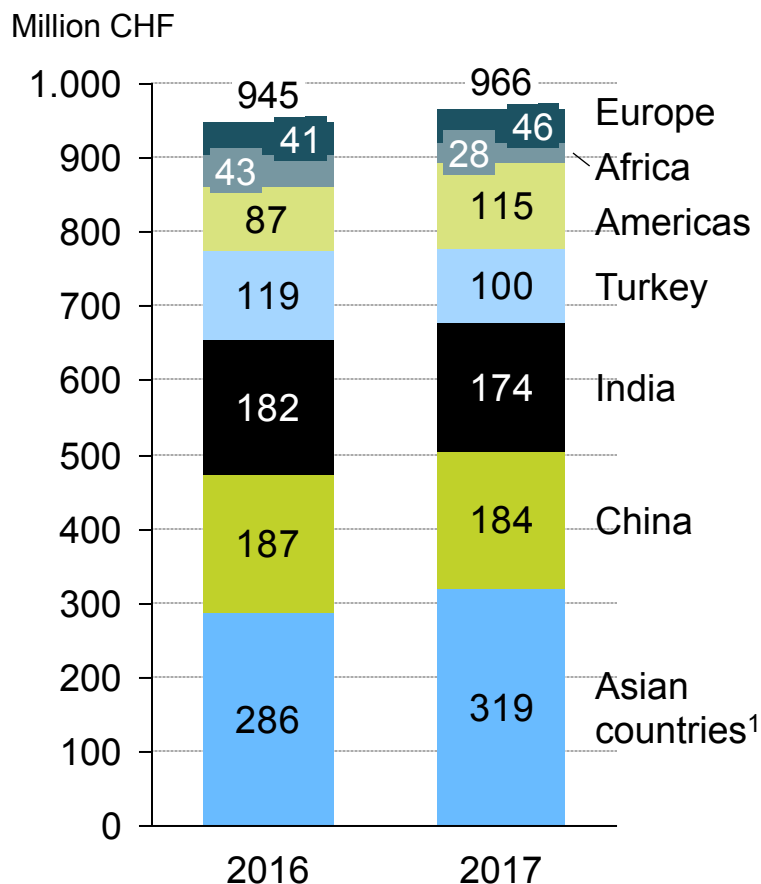
Sales impacted by the acquisition of SSM as well as by volume and price

| Million CHF | Machines & Systems | After Sales | Components | Rieter |
|----------------------|--------------------|--------------|--------------|--------------|
| Sales 2016 | 603.4 | 141.6 | 200.0 | 945.0 |
| Volume and price | -11.4 | 4.1 | -21.5 | -28.8 |
| Currency translation | -2.5 | 0.6 | 2.2 | 0.3 |
| Acquisition | | | 49.1 | 49.1 |
| Sales 2017 | 589.5 | 146.3 | 229.8 | 965.6 |

Sales Development by Region



Growth in Asian countries and Americas – solid demand from China



- In Asian countries¹, Rieter increased sales to 319.1 million CHF (+11% vs. 2016)
- Sales of 184.0 million CHF in China at a good level (-1% vs. 2016)
- In India, sales decreased to 173.8 million CHF compared to previous year (-5% vs. 2016), particularly due to lower sales of technology components
- Sales in Turkey declined to 100.1 million CHF (-16% vs. 2016), mainly due to subdued demand for new machinery in HY1 2017
- In North and South America, sales rose to 114.7 million CHF (+32% vs. 2016) due to orders from the US and Brazil
- Share of sales to Asia at 80% in 2017 (2016: 82%)

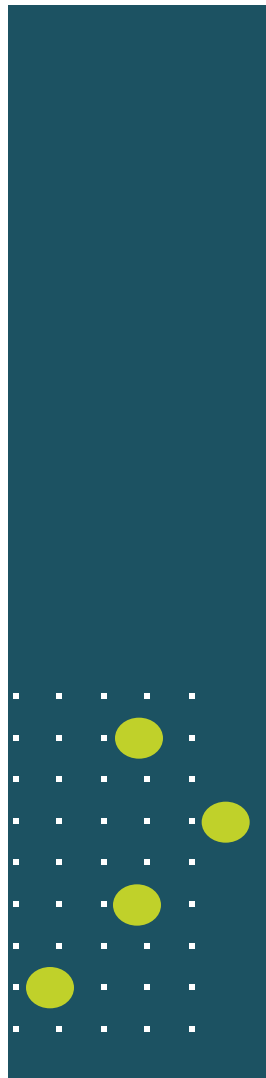
¹ Not including China, India, Turkey

1. Orders Received & Sales 2017

Joris Gröflin

2. Profit Outlook 2017

Dr. Norbert Klapper



Profit Outlook 2017



- Rieter expects to achieve an EBIT margin before restructuring charges between 5% and 5.5% and a net profit between 1% and 1.5% of sales in the 2017 financial year.
- Rieter's full annual financial statements for 2017 and the annual report will be published on March 13, 2018, at the results press conference and presentation to analysts in Winterthur.
- The Annual General Meeting will be held on April 5, 2018.

Financial Calendar



| | |
|--|-------------------|
| Deadline for proposals regarding the agenda of the Annual General Meeting: | February 22, 2018 |
| Results press conference 2018: | March 13, 2018 |
| Annual General Meeting 2018: | April 5, 2018 |
| Semi-annual report 2018: | July 19, 2018 |

Disclaimer

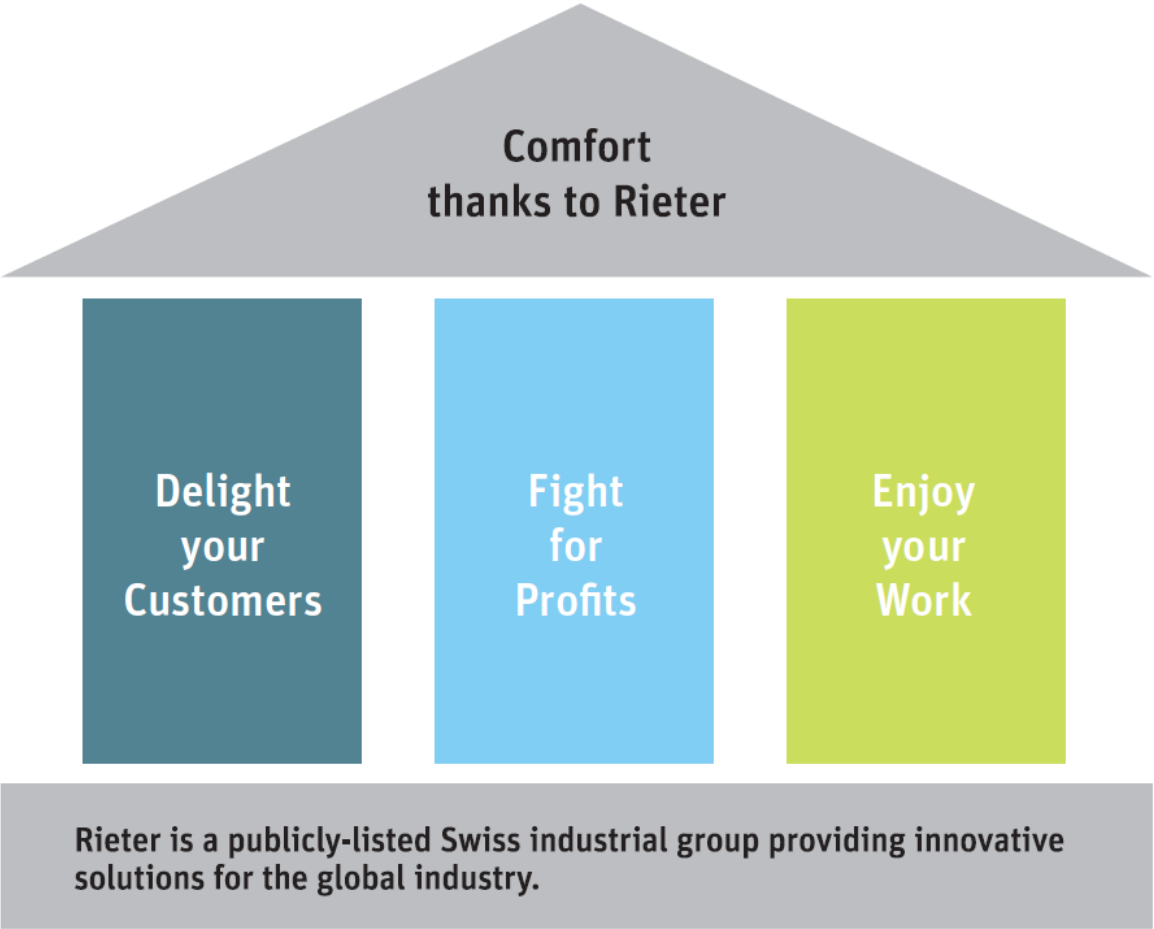


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Order Intake by Business Group



| CHF million (unaudited) | 2017 | 2016 | Difference | Difference in local currency | Difference without acquisition |
|----------------------------|----------------|--------------|------------|------------------------------------|--------------------------------------|
| Rieter | 1 051.5 | 905.2 | 16% | 16% | 11% |
| Machines & Systems | 668.2 | 591.6 | 13% | 13% | 13% |
| After Sales | 154.8 | 135.2 | 14% | 14% | 14% |
| Components | 228.5 | 178.4 | 28% | 27% | 3% |

| CHF million (unaudited) | HY2 2017 | HY1 2017 | Difference | Difference in local currency | Difference without acquisition |
|----------------------------|--------------|--------------|------------|------------------------------------|--------------------------------------|
| Rieter | 556.3 | 495.2 | 12% | 11% | 3% |
| Machines & Systems | 343.0 | 325.2 | 5% | 5% | 5% |
| After Sales | 77.1 | 77.7 | -1% | -2% | -2% |
| Components | 136.2 | 92.3 | 48% | 44% | -2% |

Sales by Business Group



| CHF million (unaudited) | 2017 | 2016 | Difference | Difference in local currency | Difference without acquisition |
|----------------------------|--------------|--------------|------------|------------------------------------|--------------------------------------|
| Rieter | 965.6 | 945.0 | 2% | 2% | -3% |
| Machines & Systems | 589.5 | 603.4 | -2% | -2% | -2% |
| After Sales | 146.3 | 141.6 | 3% | 3% | 3% |
| Components | 229.8 | 200.0 | 15% | 14% | -11% |

| CHF million (unaudited) | HY2 2017 | HY1 2017 | Difference | Difference in local currency | Difference without acquisition |
|----------------------------|--------------|--------------|------------|------------------------------------|--------------------------------------|
| Rieter | 550.4 | 415.2 | 33% | 32% | 20% |
| Machines & Systems | 334.4 | 255.1 | 31% | 31% | 31% |
| After Sales | 76.2 | 70.1 | 9% | 8% | 8% |
| Components | 139.8 | 90.0 | 55% | 52% | -2% |

Sales by Region



| CHF million (unaudited) | 2017 | 2016 | Difference | Difference in local currency | Difference without acquisition |
|------------------------------|--------------|--------------|------------|------------------------------------|--------------------------------------|
| Rieter | 965.6 | 945.0 | 2% | 2% | -3% |
| Asian countries ¹ | 319.1 | 286.3 | 11% | 12% | 6% |
| China | 184.0 | 186.5 | -1% | 0% | -3% |
| India | 173.8 | 182.1 | -5% | -7% | -9% |
| Turkey | 100.1 | 119.4 | -16% | -16% | -22% |
| North and South America | 114.7 | 86.6 | 32% | 32% | 25% |
| Europe | 46.2 | 40.9 | 13% | 12% | -10% |
| Africa | 27.7 | 43.2 | -36% | -36% | -39% |

¹ Not including China, India, Turkey

Key Data per Share



| Rieter registered shares of CHF 5 nominal value Bloomberg: RIEN SW; Thompson Reuters: RIEN.S | 31/12/2017 | 30/06/2017 | 31/12/2016 |
|---|-------------------|-------------------|-------------------|
| Shares outstanding excl. own shares (end of period) | 4 524 754 | 4 528 326 | 4 515 015 |
| Average shares (of period) | 4 524 273 | 4 523 565 | 4 515 861 |
| Share price (end of period) CHF | 237.8 | 218.9 | 177.10 |
| Market capitalization (end of period) million CHF | 1 076 | 991 | 800 |