



2021 Publication of Sales

Media and Investor Presentation, January 26, 2022

Dr. Norbert Klapper, CEO

Kurt Ledermann, CFO

Rieter Group – Key Messages

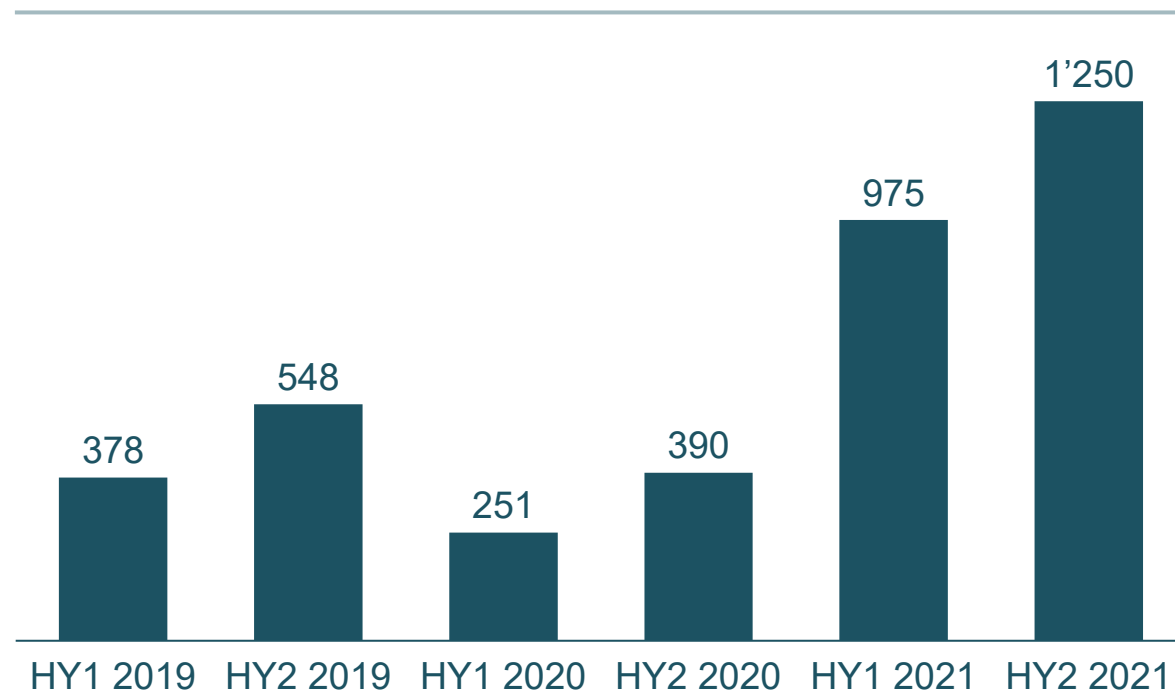
Order intake of CHF 2 225.7 million in financial year 2021

- Order intake of CHF 551.8 million in fourth quarter 2021
- Sales of CHF 969.2 million in financial year 2021
- Implementation of the acquisition of the three Saurer businesses on schedule
- EBIT margin of 4.5% to 5% of sales expected in financial year 2021

Order Intake by Half-Year

Rieter achieved a total order intake of CHF 2 225.7 million in the 2021 financial year.

CHF million



- Exceptionally high order intake is broadly supported at the global level.
- Orders came primarily from Turkey, India, Latin America, Uzbekistan, China and Pakistan.
- Order intake is based on a catch-up effect from the two prior years and a regional shift in demand.

Rieter Group – Order Intake by Country

Top five ranking average 2011-2020 vs. 2021

Average 2011-2020

1. China
2. Turkey
3. India
4. Uzbekistan
5. USA

Total: CHF 939.7 million¹

Financial Year 2021

1. Turkey
2. India
3. Uzbekistan
4. China
5. Pakistan

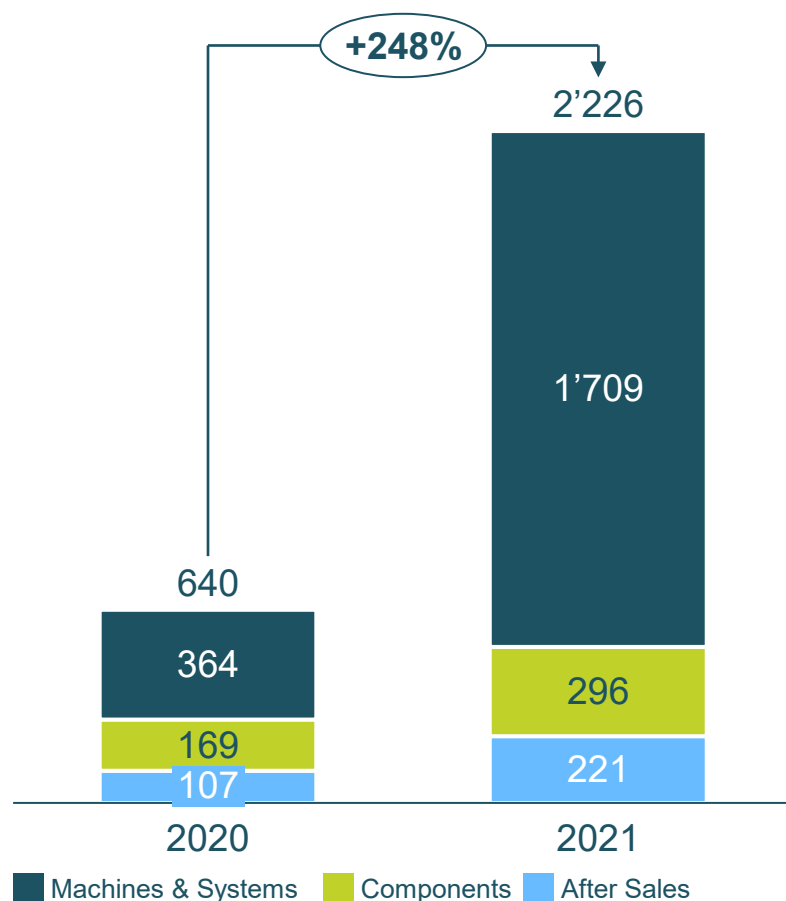
Total: CHF 2 225.7 million

¹ Average of the published annual order intake of the Rieter Group

Order Intake by Business Group

All three Business Groups benefited from the high level of demand thanks to their innovative product portfolios.

CHF million

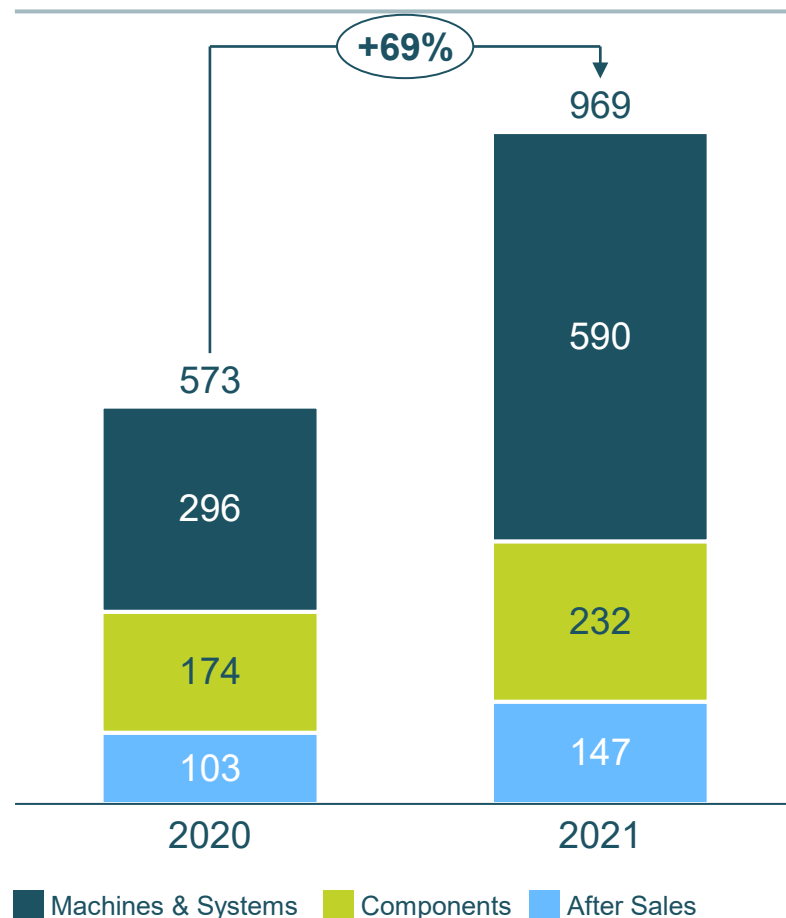


- Business Group **Machines & Systems**
Focus of demand was on ring and compact-spinning systems.
- Business Groups **Components** and **After Sales**
Main reason for the positive order intake in both business groups is the continuing increased demand for spare and wear parts in spinning mills.
- At the end of 2021, the company had an order backlog of around CHF 1 840 million (December 31, 2020: around CHF 560 million).

Sales by Business Group

Despite bottlenecks in material supplies and freight capacities, sales performance was better than expected.

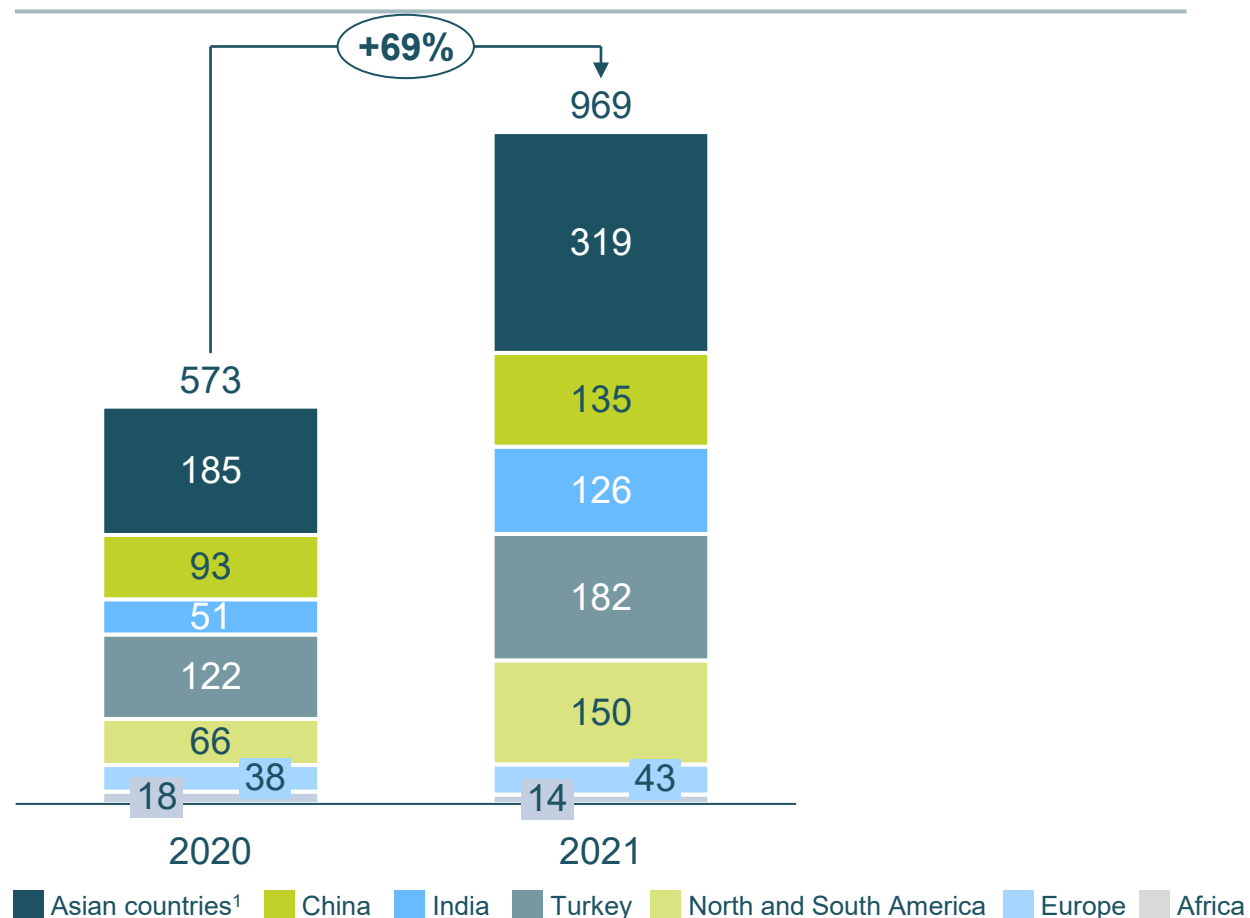
CHF million



- Despite the challenges in the supply chain, the Business Group **Machines & Systems** achieved sales of CHF 590.3 million, double the previous year's figure (2020: CHF 295.8 million).
- Sales of the Business Group **Components** increased to CHF 231.5 million (2020: CHF 174.3 million).
- The Business Group **After Sales** achieved sales of CHF 147.4 million (2020: CHF 102.9 million).

Sales Development by Region

CHF million



¹ Excluding China, India, Turkey

2021 Publication of Sales . January 26, 2022

- Sales increased in all regions, with the exception of the region Africa.
- The highest year-on-year growth of 148% was achieved in India, followed by North and South America (+126%) and the Asian countries (+72%), excluding China, India and Turkey.

Margin Protection

- **Components and After Sales** ✓
- **Machines & Systems** – backlog going into 2023/2024
 - Price increases so far >10%
 - Additional price increases – single machine business
 - Renegotiations customers/suppliers
 - Efficiency improvements, e.g. in logistics

Implementation of the Acquisition of the Three Saurer Businesses



Accotex and Temco

- Consolidation effective from December 1, 2021
- With the acquisition of Accotex (elastomer components for spinning machines) and Temco (bearing solutions for filament machines), Rieter is strengthening the market position in the components business.
- Incorporated into the results for the 2021 financial year: order intake includes CHF 2.1 million and sales include CHF 3.3 million.
- The two businesses contributed a total of around CHF 27 million to the order backlog at the end of 2021.



Implementation of the Acquisition of the Three Saurer Businesses

RIETER

Automatic Winder

- Acquisition of Saurer's third business (automatic winder) leads to a significant increase in the attractiveness of Rieter's ring and compact-spinning systems and is expected to be completed in the first half of 2022.
- Accordingly, order intake and sales are not included in the figures for the 2021 financial year.



Disclaimer



Rieter is making great efforts to include accurate and up-to-date information in this document, however we make no representations or warranties, expressed or implied, as to the accuracy or completeness of the information provided in this document and we disclaim any liability whatsoever for the use of it.

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.

Appendix

Order Intake by Business Group

CHF million (unaudited)	2021	2020	Difference	Difference in local currency
Rieter	2 225.7	640.2	248%	247%
Machines & Systems	1 708.6	363.9	370%	369%
Components	296.0	169.1	75%	74%
After Sales	221.1	107.2	106%	108%

CHF million (unaudited)	HY2 2021	HY1 2021	Difference	Difference in local currency
Rieter	1 250.4	975.3	28%	28%
Machines & Systems	993.8	714.8	39%	39%
Components	141.1	154.9	-9%	-9%
After Sales	115.5	105.6	9%	10%

Sales by Business Group

CHF million (unaudited)	2021	2020	Difference	Difference in local currency
Rieter	969.2	573.0	69%	69%
Machines & Systems	590.3	295.8	100%	99%
Components	231.5	174.3	33%	32%
After Sales	147.4	102.9	43%	45%
CHF million (unaudited)	HY2 2021	HY1 2021	Difference	Difference in local currency
Rieter	568.7	400.5	42%	42%
Machines & Systems	371.4	218.9	70%	69%
Components	119.1	112.4	6%	6%
After Sales	78.2	69.2	13%	13%

Sales by Regions



CHF million (unaudited)	2021	2020	Difference	Difference in local currency
Rieter	969.2	573.0	69%	69%
Asian countries ¹	318.7	184.8	72%	72%
China	135.3	92.8	46%	41%
India	126.0	50.8	148%	151%
Turkey	182.3	122.0	49%	50%
North and South America	149.9	66.4	126%	128%
Europe	43.3	38.4	13%	13%
Africa	13.7	17.8	-23%	-23%

¹ Excluding China, India, Turkey

Key Data by Share



Rieter registered shares of CHF 5 nominal value Bloomberg: RIEN SW, Thompson Reuters: RIEN.S		31/12/2021	30/06/2021	31/12/2020
Shares outstanding excluding own shares (end of period)		4 494 024	4 504 419	4 466 303
Average shares (of period)		4 496 214	4 491 418	4 479 637
Share price (end of period)	CHF	177.0	180.8	96.7
Market capitalization (end of period)	CHF million	795	814	432

Financial Calendar



Deadline for proposals regarding the agenda of the Annual General Meeting

February 18, 2022

Results Press Conference 2022

March 9, 2022

Annual General Meeting 2022

April 7, 2022

Semi-Annual Report 2022

July 19, 2022