

# **Presentation of the Business Year 2003**

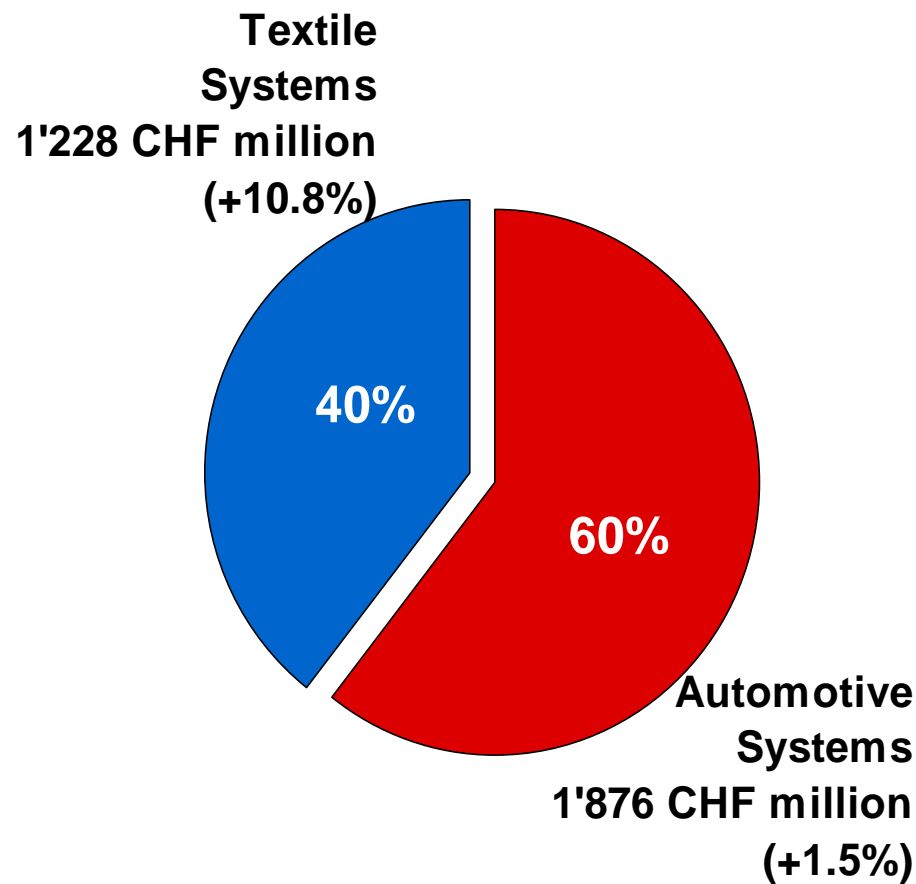
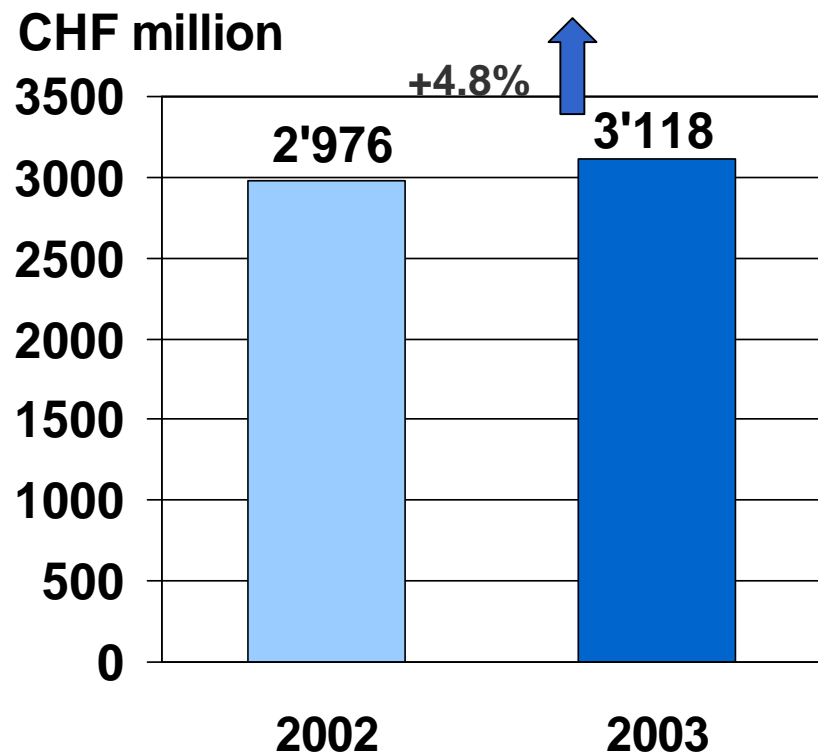
Hartmut Reuter  
Chief Executive Officer

- **Increase in sales, EBIT and net profit**
  - **Very good EBIT margin of Textile Systems**
  - **EBIT of Automotive Systems not satisfactory**
- **Financial stability of the Group**
- **Build-up and expansion of production facilities in China for Textile and Automotive Systems**
- **Wider distribution of shareholdings**

# Sales by division



## Sales



# Sales 2003 by countries



CHF million  
(rank 2002)

<b>1.</b>	<b>(1)</b>	<b>USA</b>	<b>578</b>
<b>2.</b>	<b>(5)</b>	<b>Turkey</b>	<b>300</b>
<b>3.</b>	<b>(2)</b>	<b>France</b>	<b>270</b>
<b>4.</b>	<b>(6)</b>	<b>China</b>	<b>253</b>
<b>5.</b>	<b>(3)</b>	<b>Germany</b>	<b>247</b>
<b>6.</b>	<b>(4)</b>	<b>Italy</b>	<b>238</b>
<b>7.</b>	<b>(7)</b>	<b>Great Britain</b>	<b>164</b>
<b>8.</b>	<b>(-)</b>	<b>Spain</b>	<b>126</b>
<b>9.</b>	<b>(8)</b>	<b>Canada</b>	<b>118</b>
<b>10.</b>	<b>(10)</b>	<b>Sweden</b>	<b>91</b>
<b>Total</b>			<b>3'118</b>

**Sales Europe: 47% (45%)**  
**Sales EU: 42% (41%)**  
**Sales Nafta: 22% (28%)**

**In 20 countries 90% of total sales**

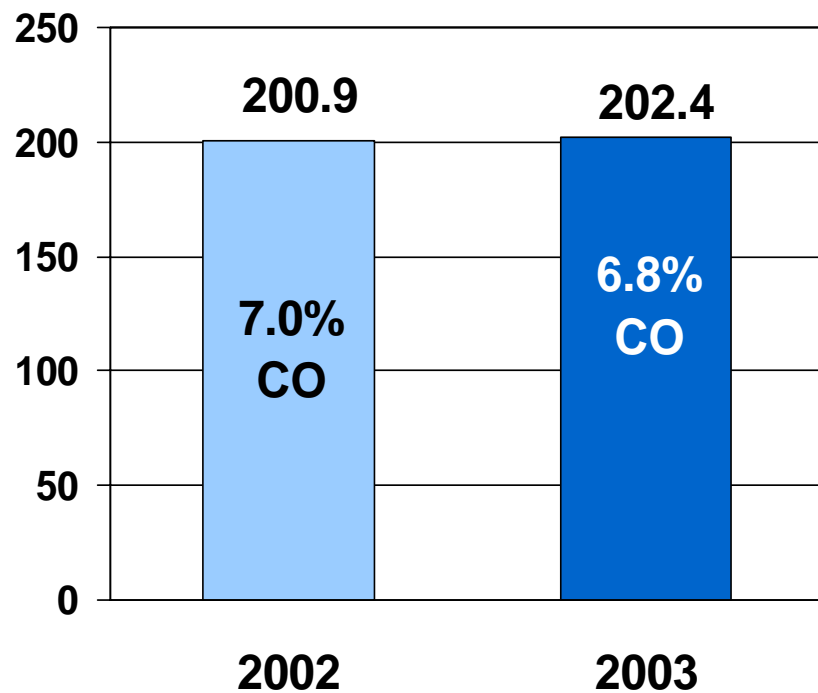
- 13 industrial countries and
- 7 emerging countries

# EBIT and net profit



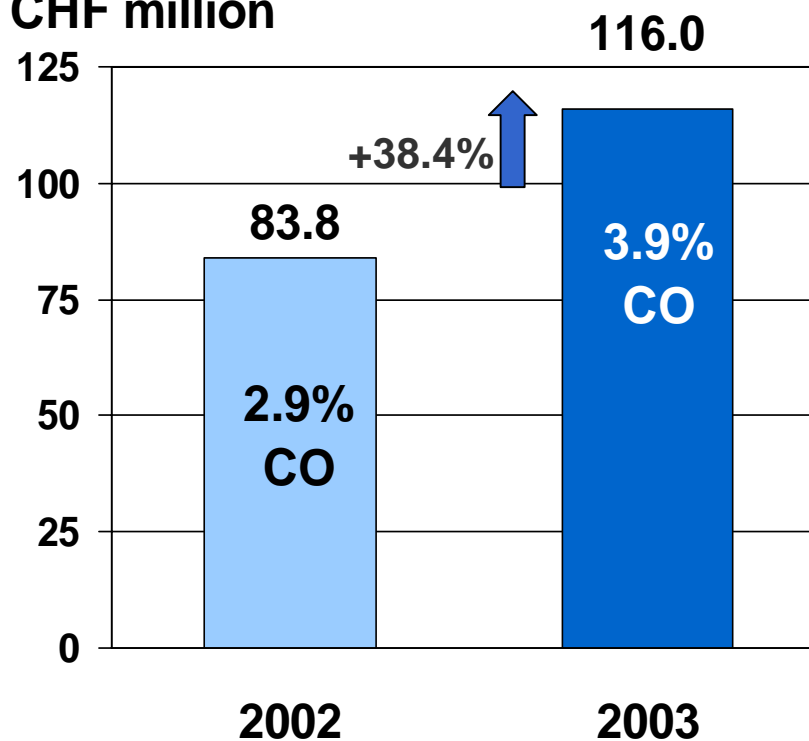
## EBIT

CHF million



## Net profit

CHF million



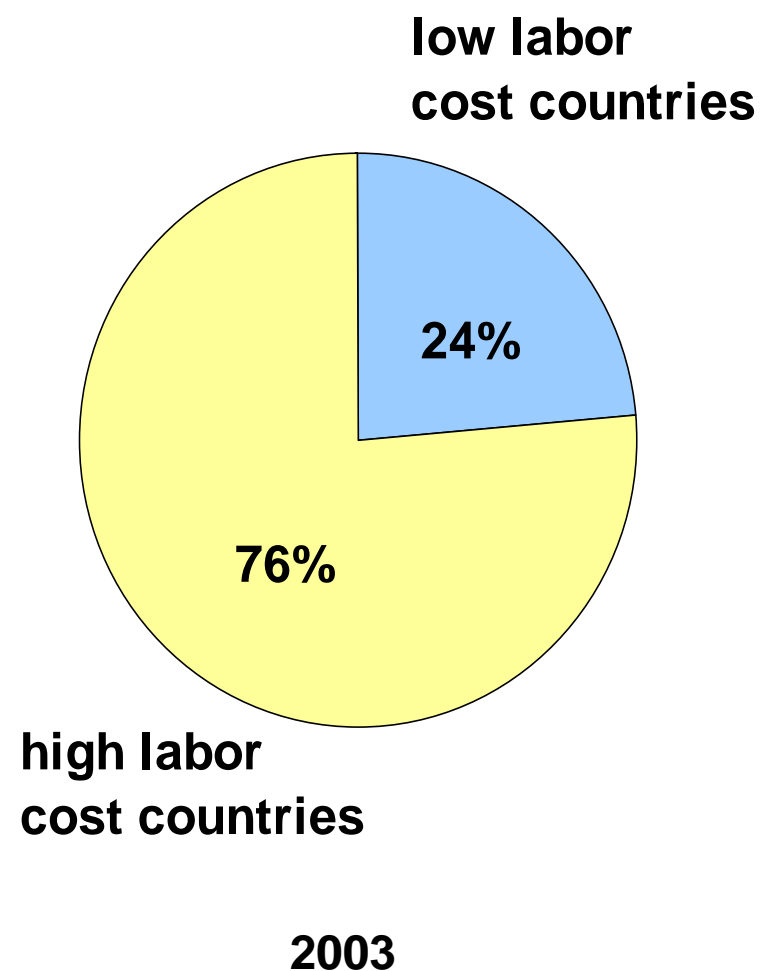
CO = Corporate output

# Number of employees by countries



(rank 2002)

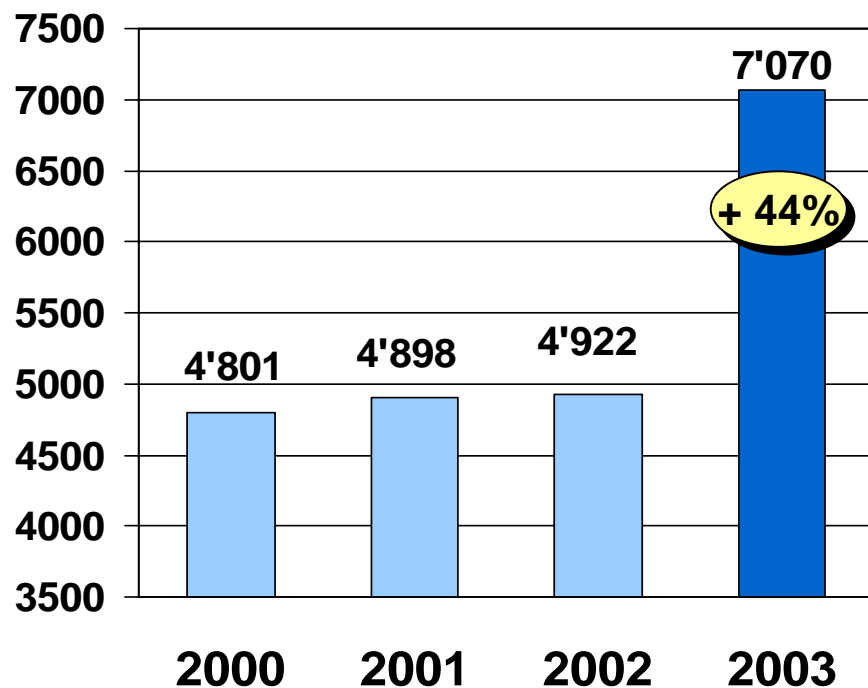
1.	(1)	<b>USA</b>	<b>2'353</b>
2.	(2)	<b>Switzerland</b>	<b>1'779</b>
3.	(4)	<b>France</b>	<b>1'617</b>
4.	(3)	<b>Czech Republic</b>	<b>1'592</b>
5.	(5)	<b>Germany</b>	<b>1'445</b>
6.	(6)	<b>Italy</b>	<b>1'165</b>
7.	(8)	<b>Great Britain</b>	<b>630</b>
8.	(7)	<b>Brazil</b>	<b>609</b>
9.	(9)	<b>Canada</b>	<b>409</b>
10.	(-)	<b>Spain</b>	<b>308</b>
11.	(10)	<b>India</b>	<b>305</b>
12.	(-)	<b>China</b>	<b>299</b>
<b>Total</b>			<b>13'316</b>



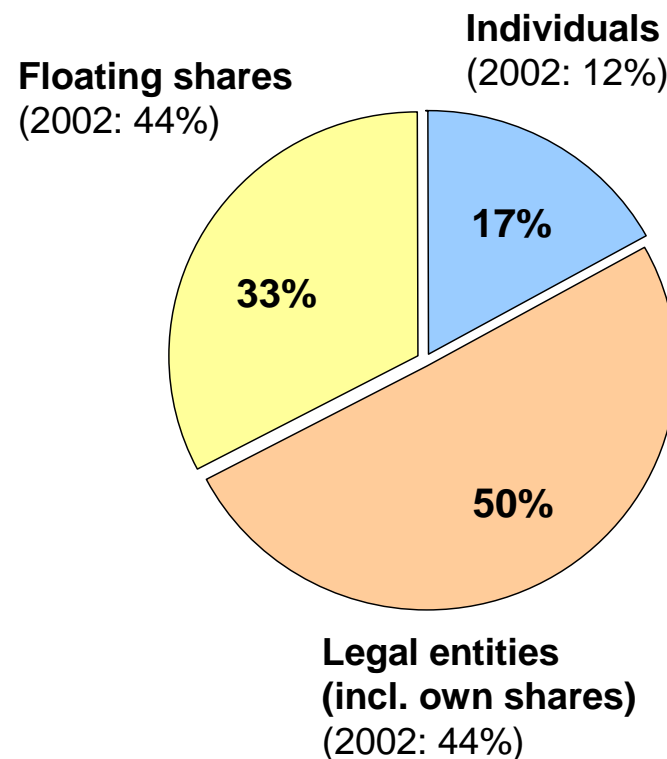
# Wider distribution of shareholdings



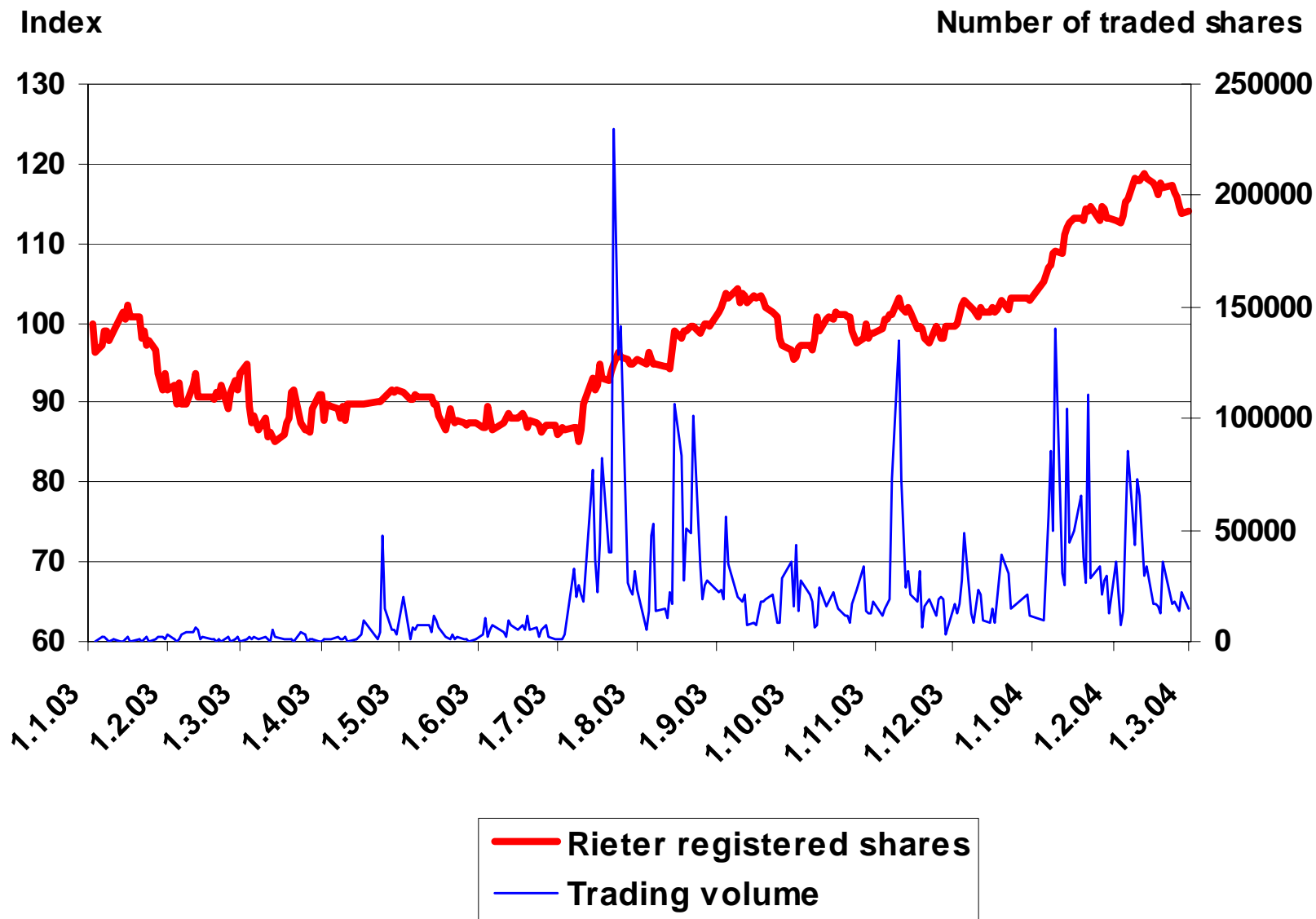
### Number of Shareholders



### Share holdings (Shares in %)

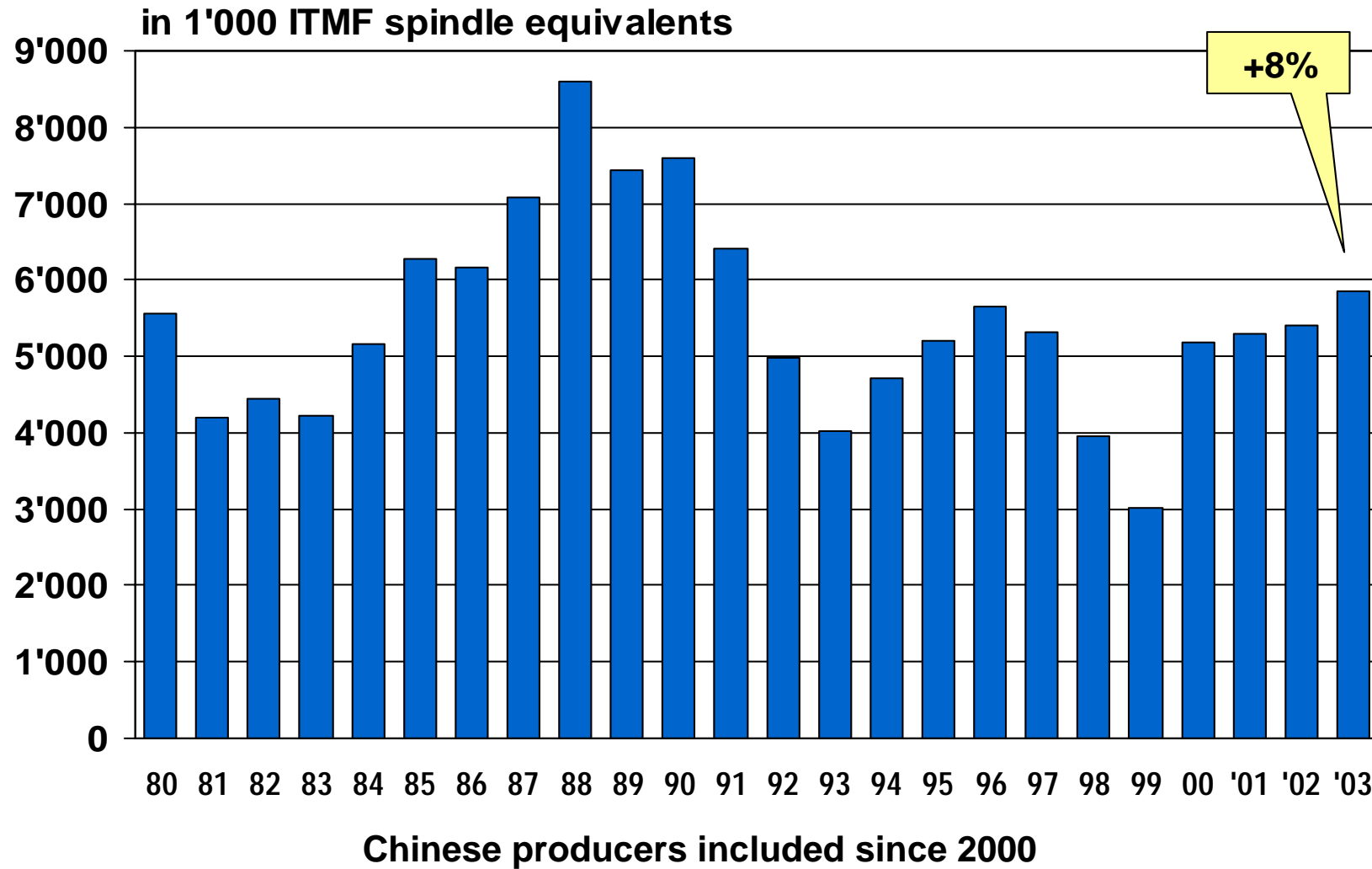


# Share price development 2003/2004





# Market – shippings of staple fibre machinery

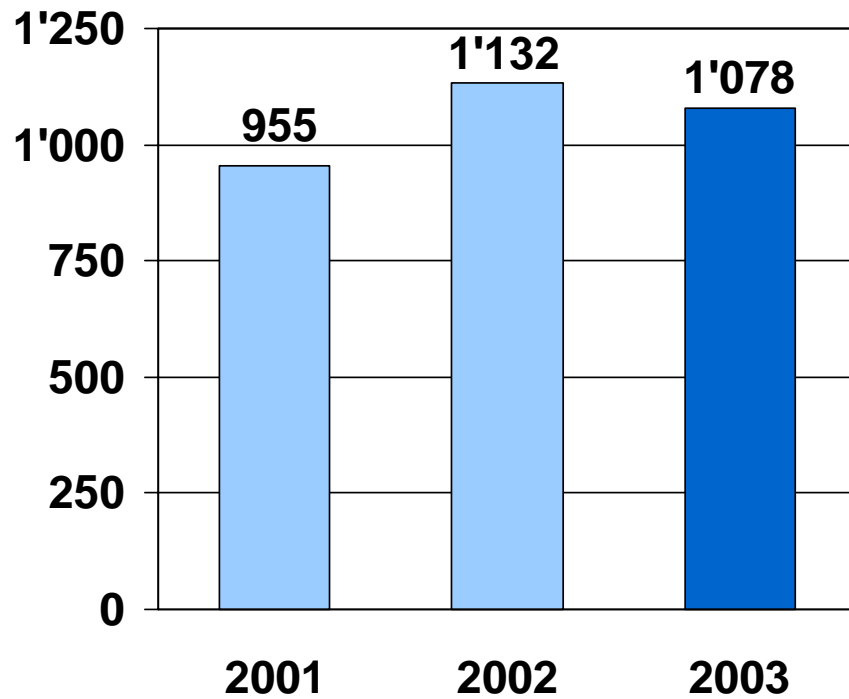


Source: ITMF - International Textile Machinery Shipment Statistics 1980-2002, Rieter Estimate 2003

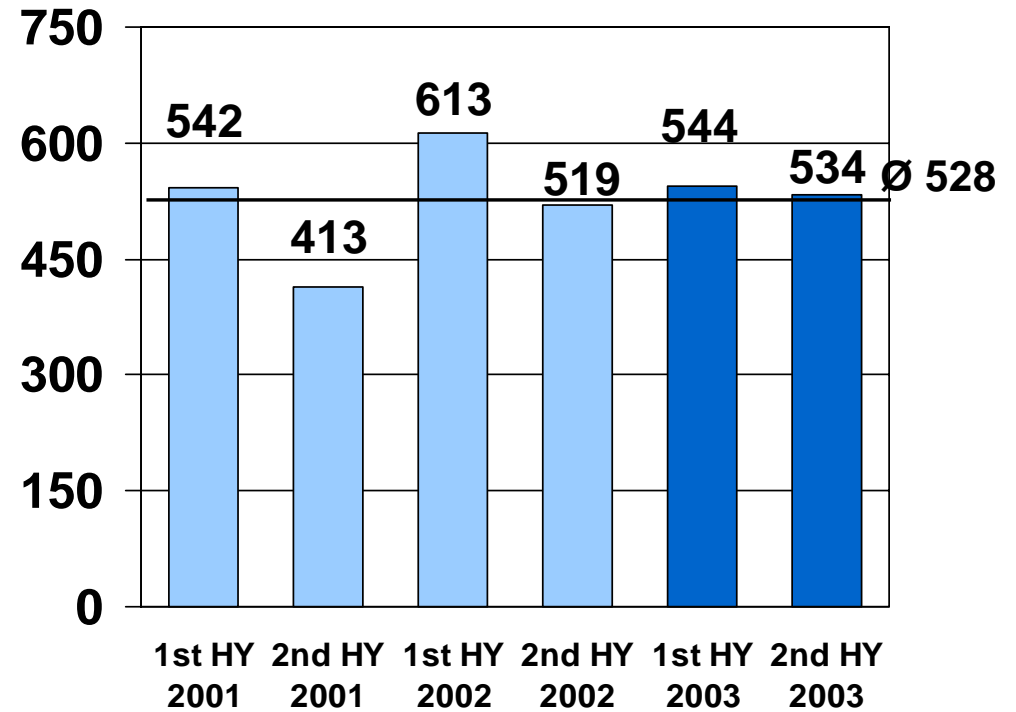
# Textile Systems: Orders received



CHF million



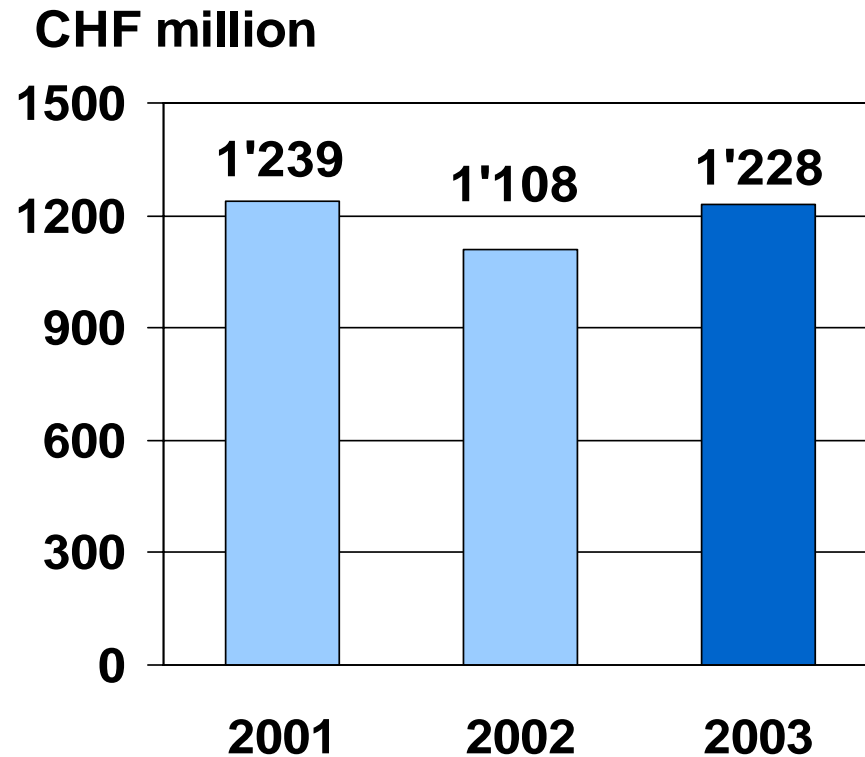
CHF million



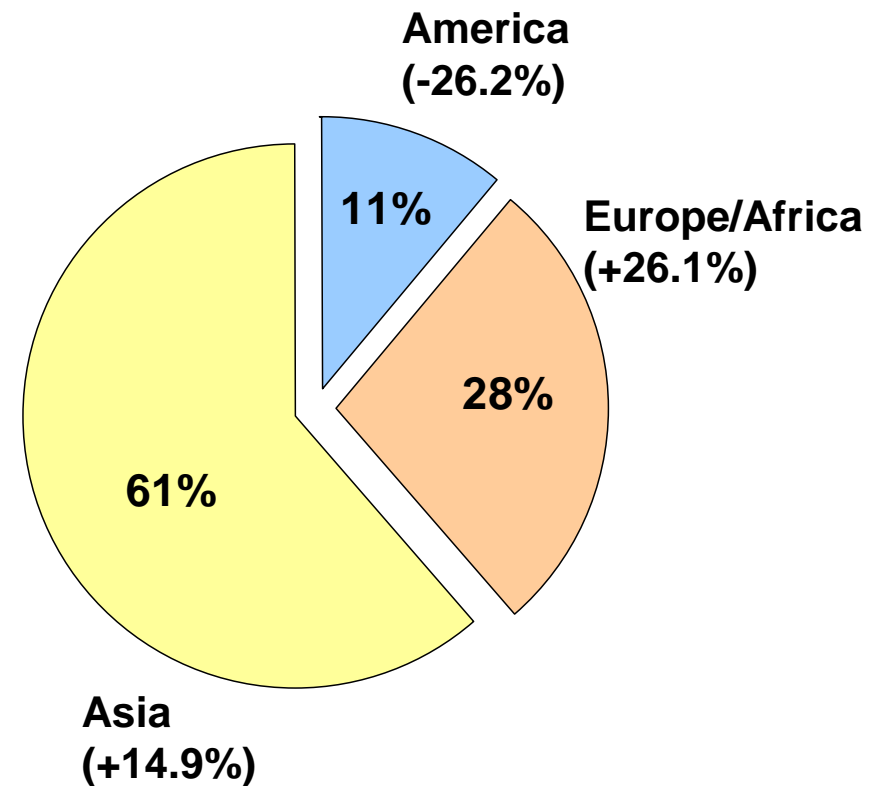
# Textile Systems: Sales



## Sales



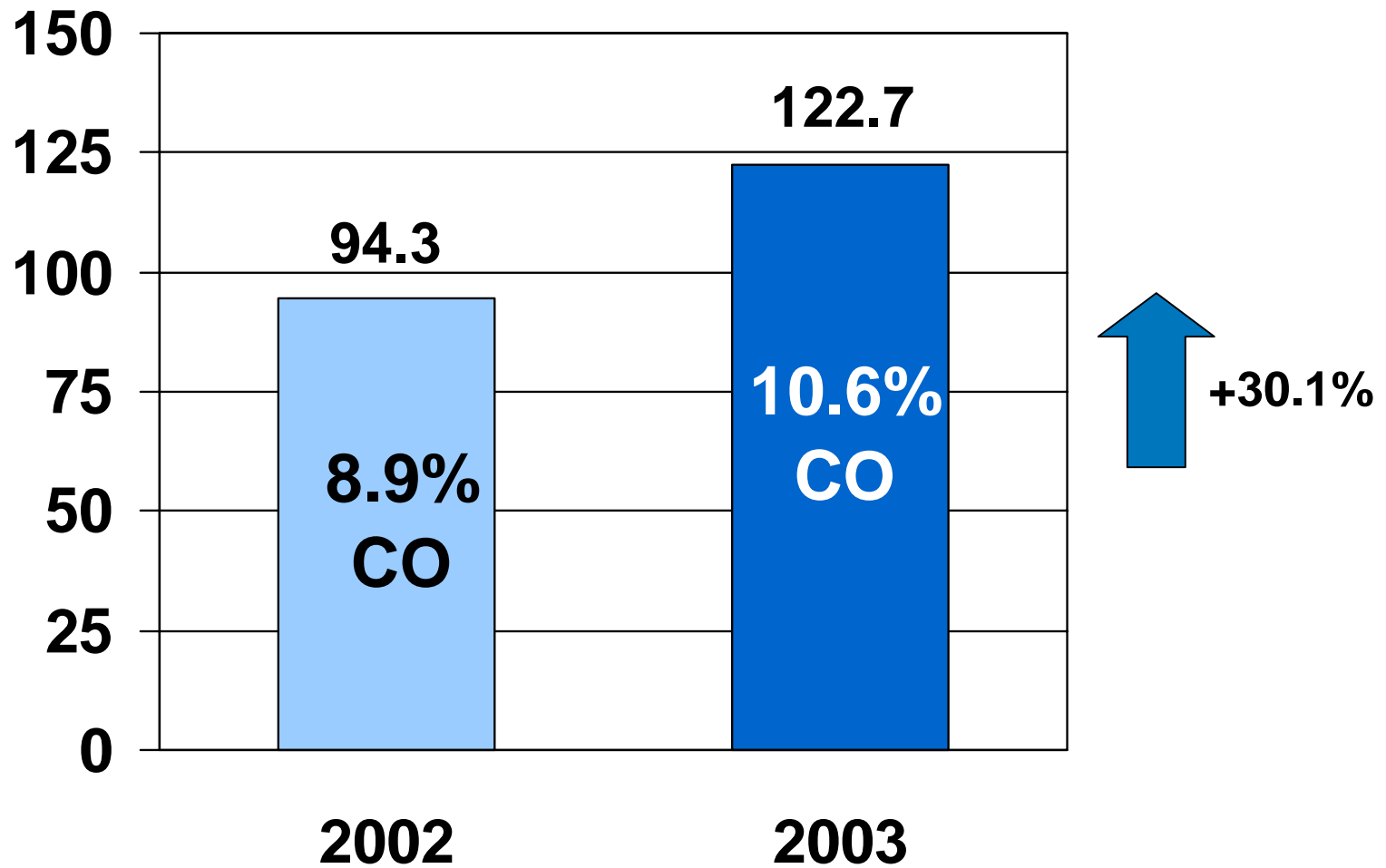
## Sales by geographical region



# Textile Systems: EBIT

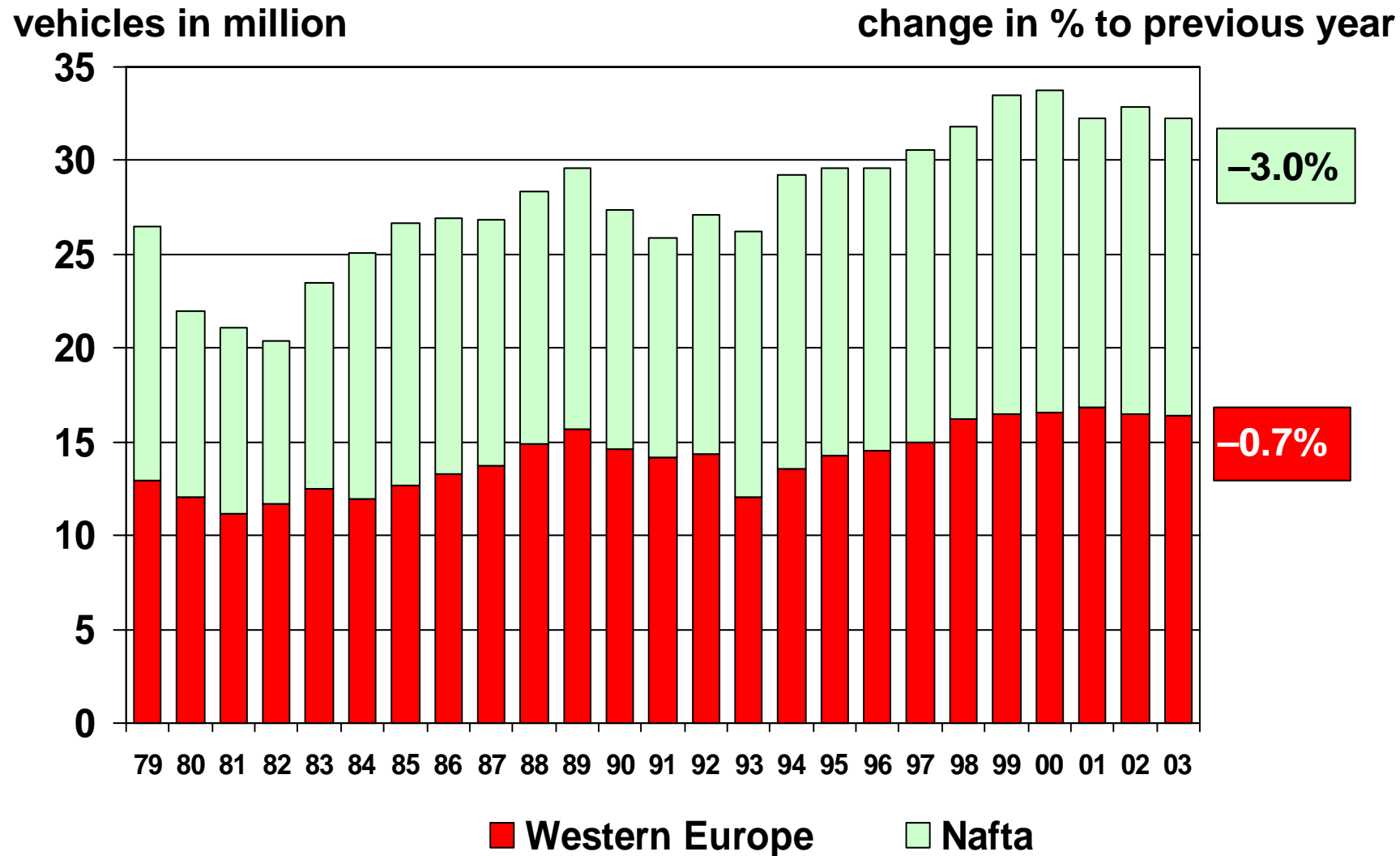


CHF million



CO = Corporate output

# Car market – Light vehicle production



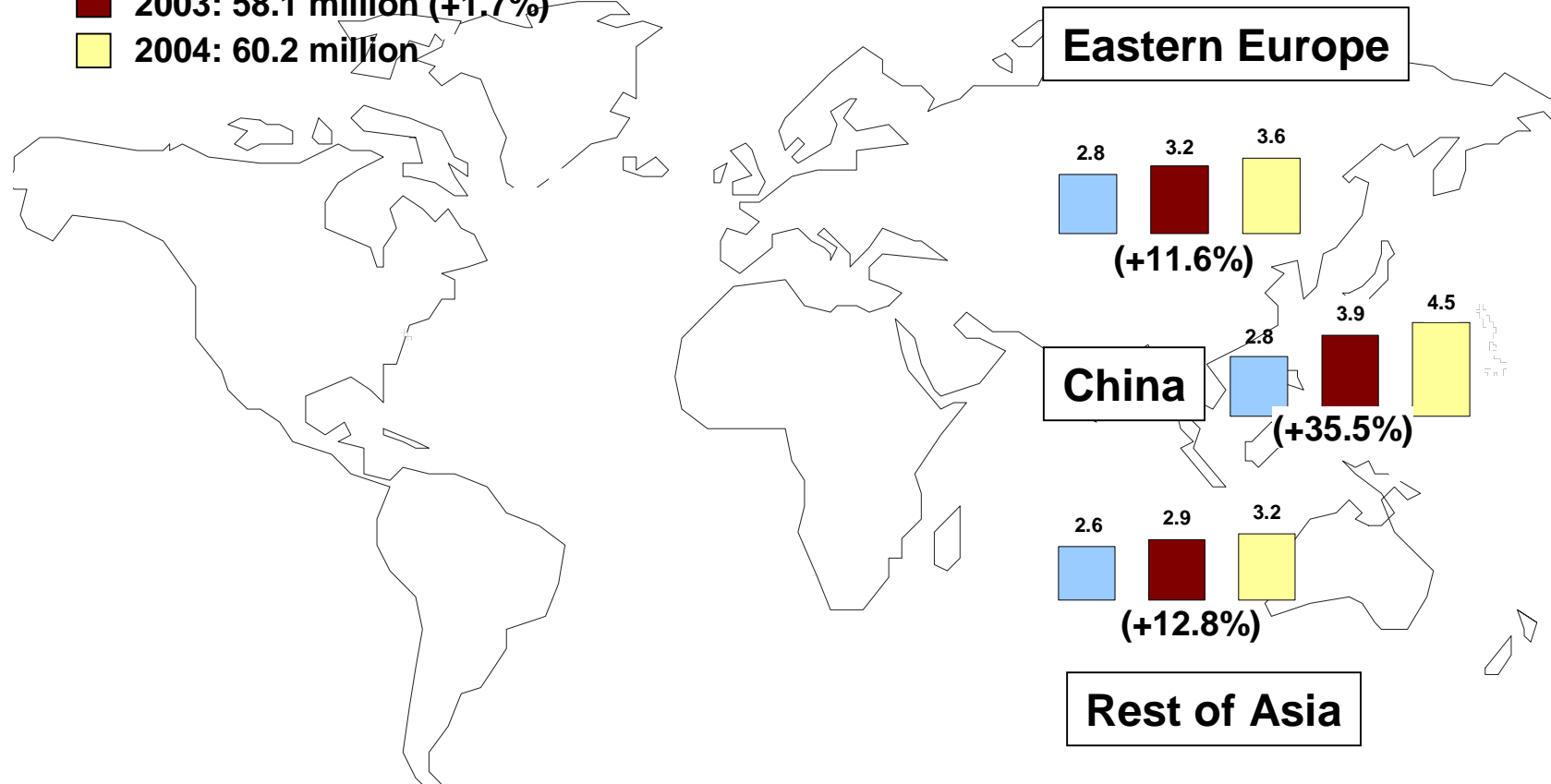
Source: DRI World Car Industry Forecast, March 2004

# Growing markets are Asia and Eastern Europe



## World production of light vehicles

- 2002: 57.1 million
- 2003: 58.1 million (+1.7%)
- 2004: 60.2 million

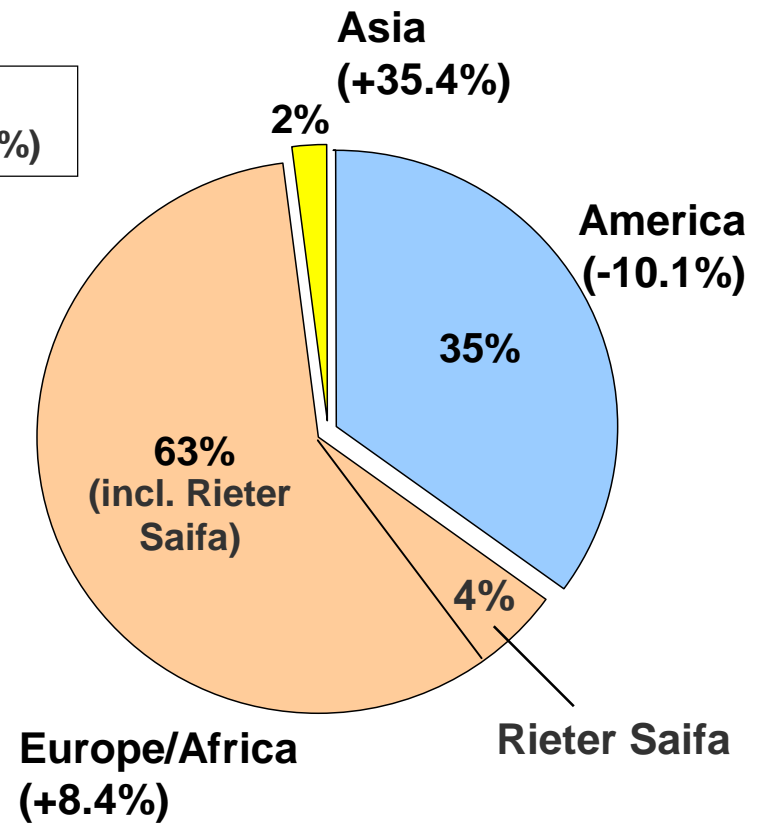
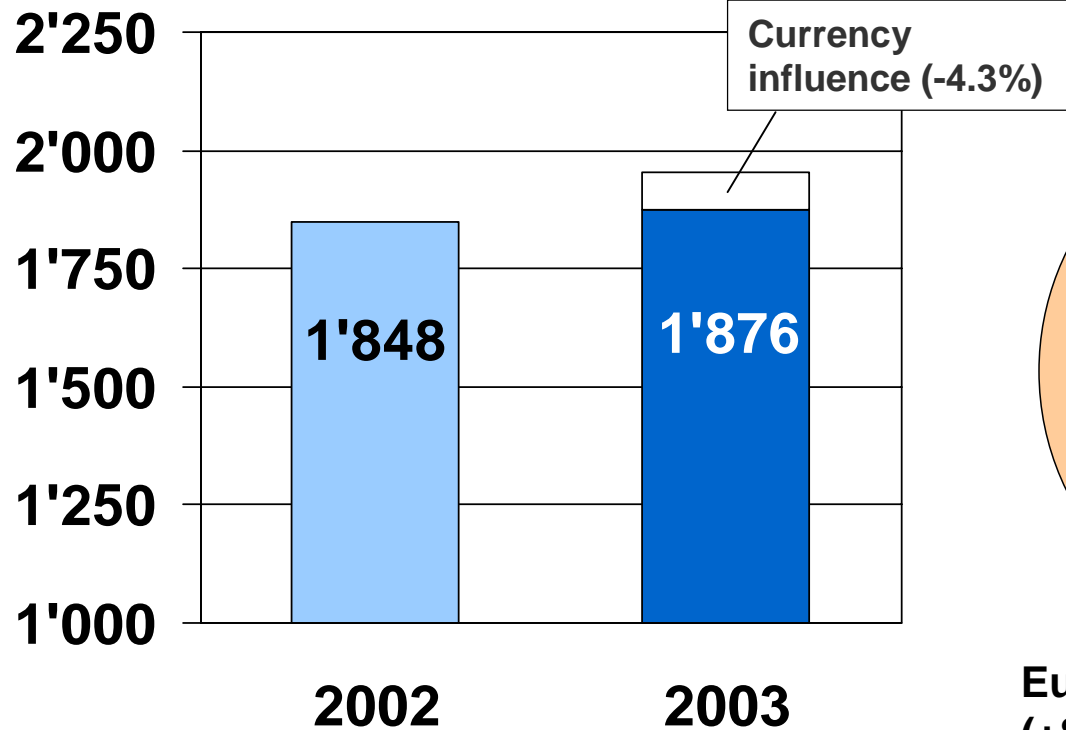


Source: DRI-WEFA Forecast Report, March 2004  
(Change in % per year based on absolute DRI-WEFA values)

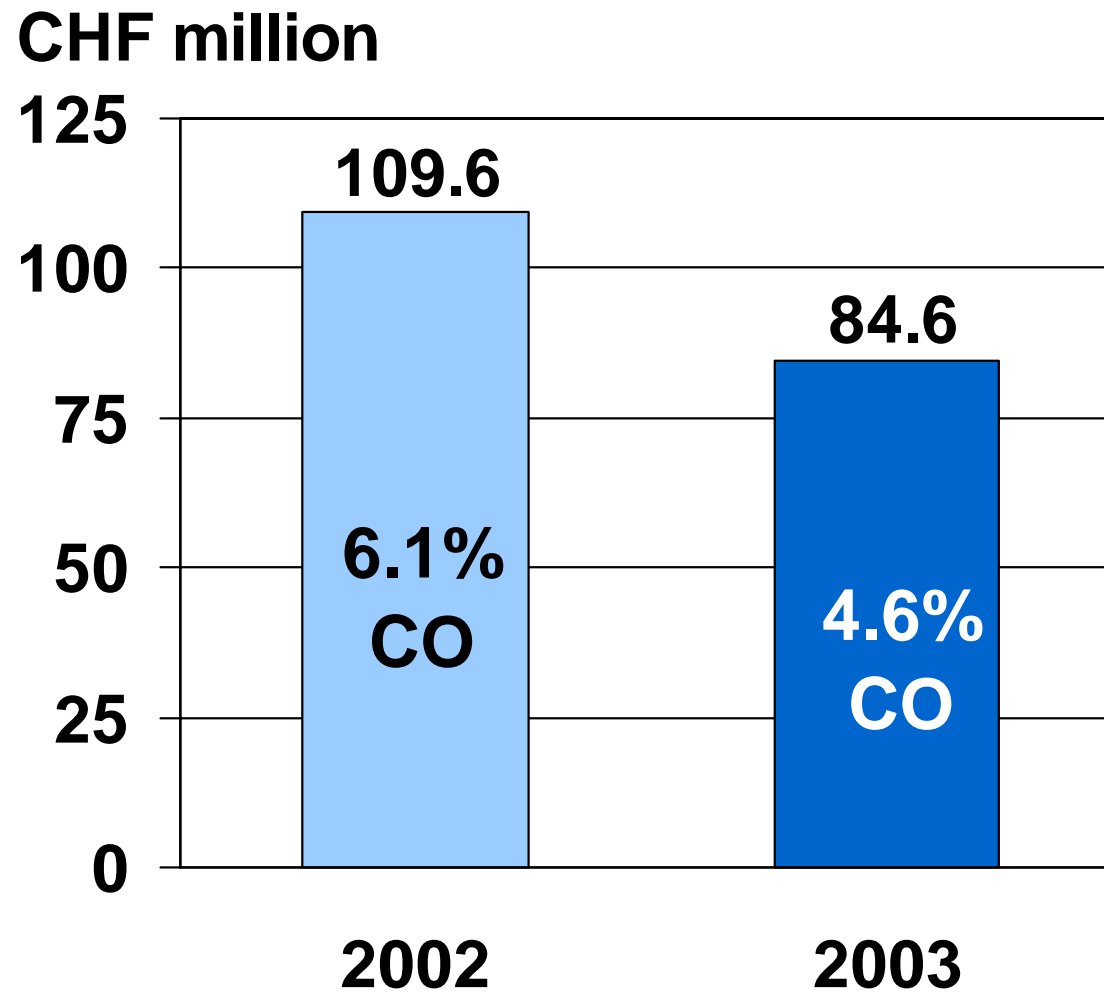
## Sales

## Sales by geographical region

CHF million



# Automotive Systems: EBIT



CO = Corporate output



# New models with Rieter components

---

**RIETER**



**Maserati Quattroporte**

**Concept car  
Fiat Marrakech by  
Idea Institute**





## Advantages:

- Weight reduction
- Improved aerodynamics
- Reduction of fuel consumption
- Integrated acoustics and thermal management functions

# Outlook 2004

Hartmut Reuter  
Chief Executive Officer

- **Profitable growth**

---
- **Financial stability**

---
- **Independence of the Rieter Group**

---
- **Dual strategy to be continued**

**Highly profitable and flexible textile business with the following main focus:**

- **Presence in the growing markets of Asia**
- **Extension of the business for components, conversions and services to compensate volatility**
- **Strengthening of the nonwovens machinery business**

**Extend and improve the Automotive business with the following main focus:**

- **Internal growth through innovative products and systems**
- **Optimal cost position through continuous improvement of productivity and utilisation of low cost locations**
- **External growth only to close gaps (regional, products, know-how)**



# 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 document 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 not confined to - future global economic conditions, exchange rates, legal provisions, market conditions, activities by competitors and other factors which are outside the company's control.

Copyright 2004, Rieter Holding Ltd., All rights reserved.