## **Rieter Group**



# 1st Half Year 2001:

www.rieter.com





by

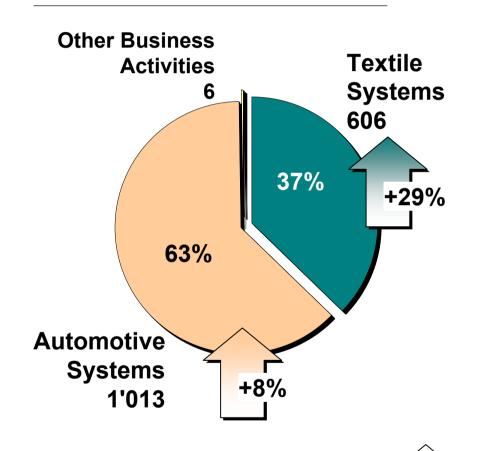
**Dr. Hans Rudolf Widmer**Chief Financial Officer

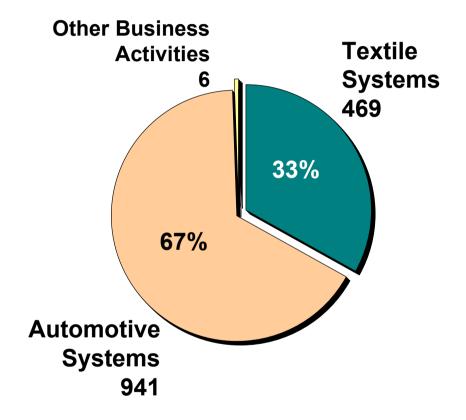
August 24, 2001

### **Sales by Division**



#### 1st Half Year Sales



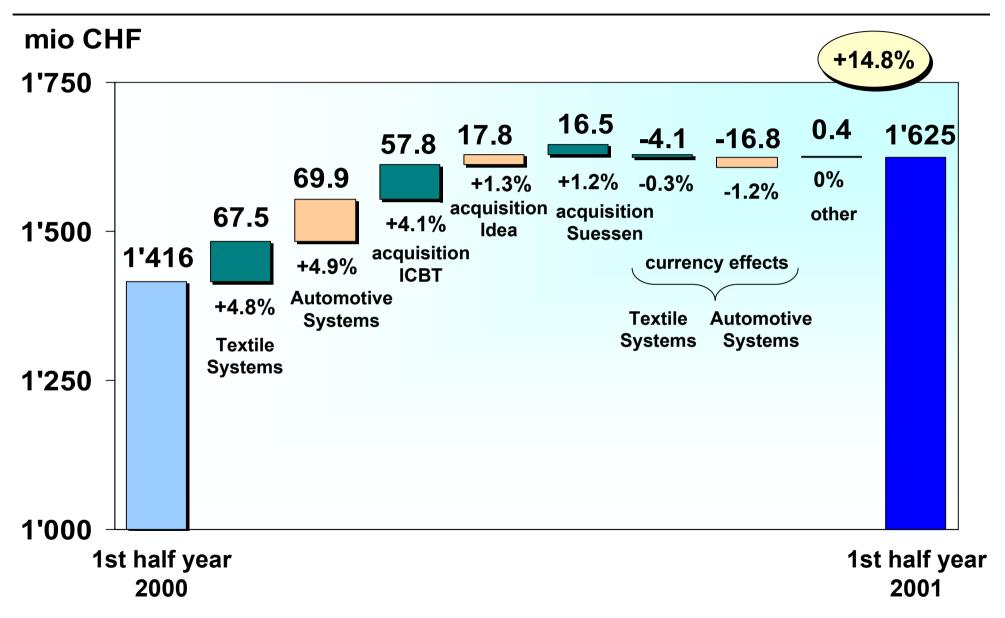


2001: 1'625 mio CHF +15%

2000: 1'416 mio CHF

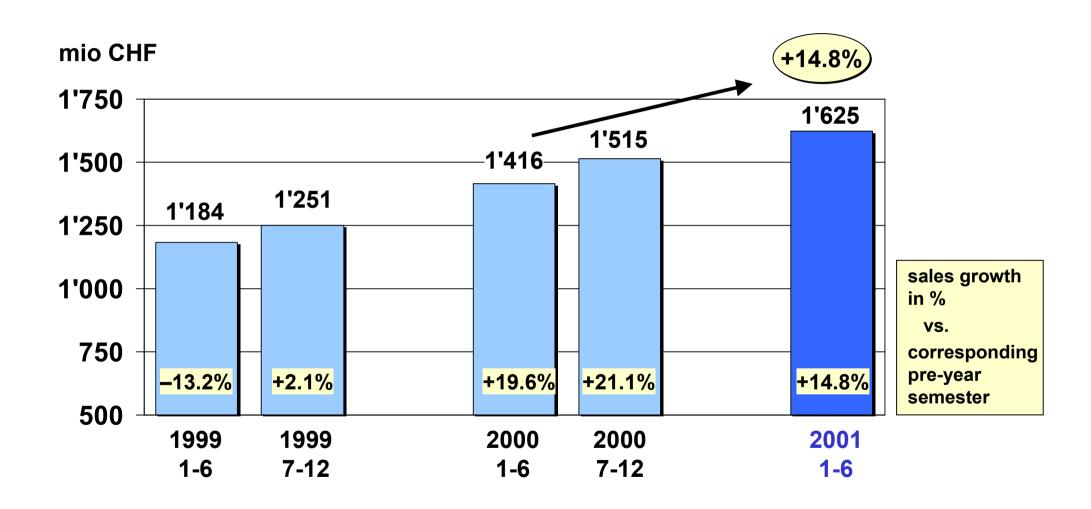
# 1st Half Year 2001: 14.8% Sales Increase Supported by Both Core Activities





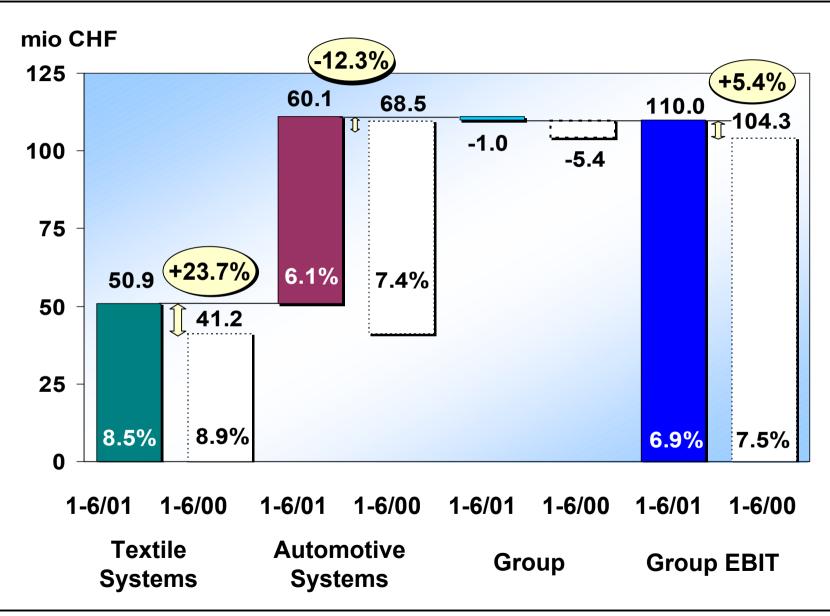






# 1st Half Year 2001: Group EBIT Up 5% Driven by 24% Textile Division EBIT Growth and Increased Sales

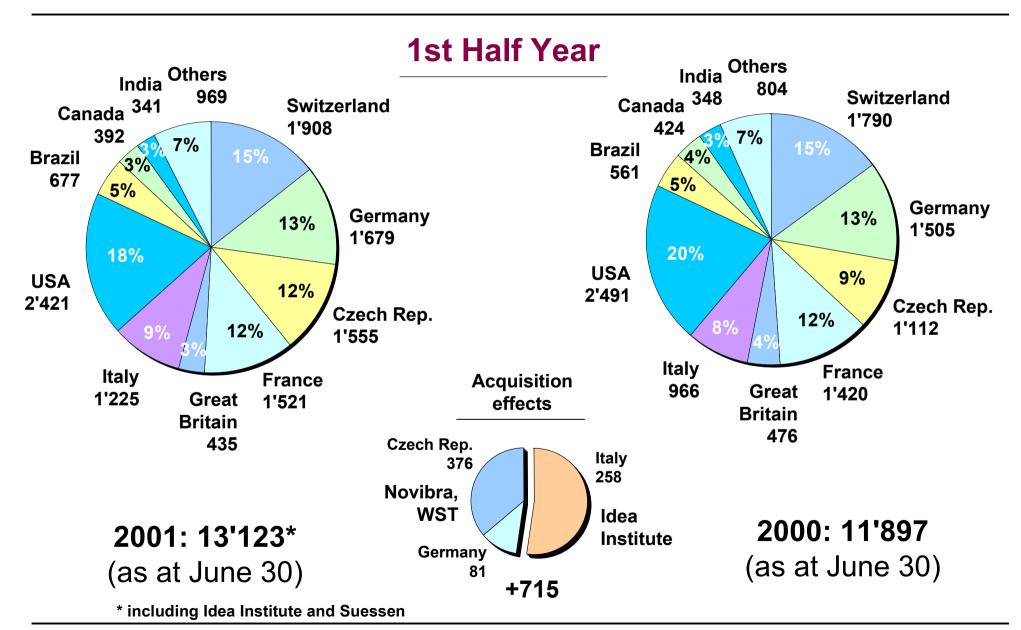




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# Global Presence Employees by Countries

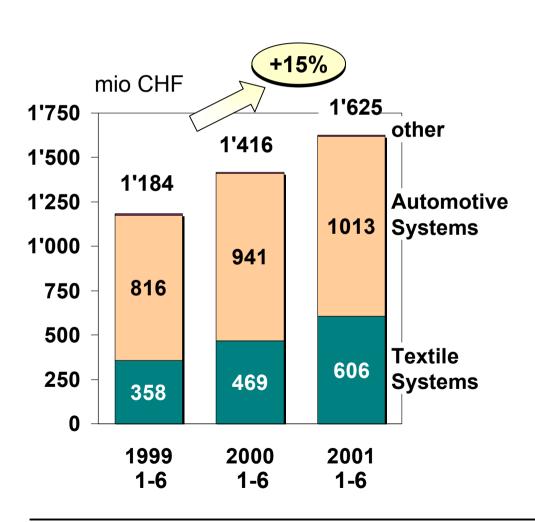




# 1st Half Year 2001: Strong Sales Growth and Efficient Cost Management

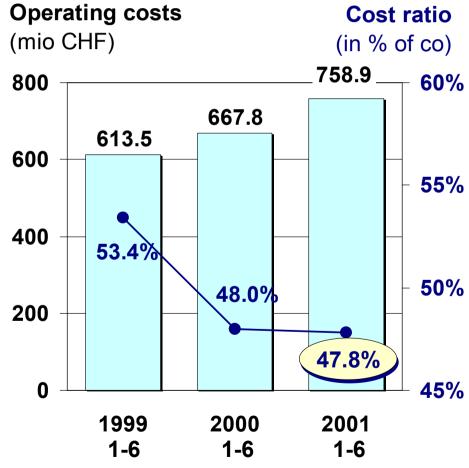


### Sales up



### **Operating Costs down**

(employee costs, operating costs, depreciation)



# 1st Half Year 2001: Material Cost Influenced by Outsourcing and Price Increases



#### **Material Costs**

0

1999

1-6

#### mio CHF in % of co 800 720.5 **− 50%** 618.3 600 48% 45.3% 475.7 400 45% 44.5% 200 43% 41.4%

2000

1-6

### **Source of EBIT Development**

			Change	
in %	1-6 2001	1-6 2000	in Basis Points	
Corporate output	100	100	_	
Material costs	<b>-45</b> .3	-44.5	-80	
Operating costs	<b>-47.8</b>	-48.0	+20	
Operating profit (EBIT)	6.9%	7.5%	-60	

40%

2001

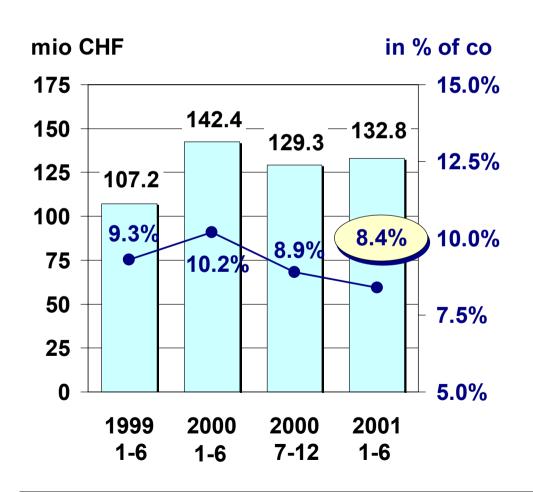
1-6

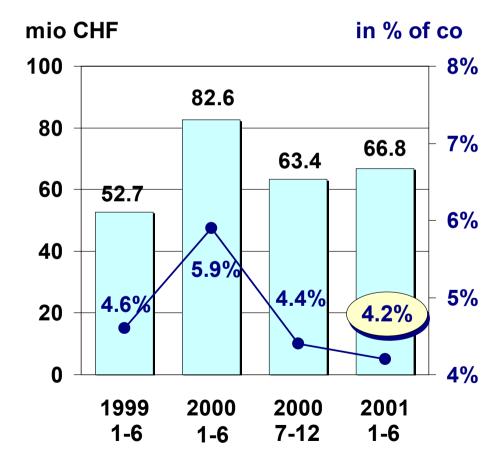
# 1st Half Year 2001: Cash Flow and Net Profit Below Comparable 2000 Levels But Above 2nd Half Year 2000



#### **Cash flow**

### **Net Profit**





#### 1st Half Year 2001 Achievements



#### **Rieter Group**

		1
mio CHF	1-6 2001	Change in %
Sales	1'625	15
EBIT	110.0	5
- in % of		
corporate output	6.9	
Net profit	66.8	<b>–</b> 19
EPS (in CHF)	14.62	<b>–</b> 16
<b>Employees</b>	13'123	10
		J

- Continued growth in both divisions with group sales up 15%
- EBIT margin of 6.9% driven by strong performance of Textile division (8.5%)
- Automotive EBIT of 6.1% improved vs 2nd half year 2000 (4.6%) but below record levels of 1st semester 2000 (7.4%)

#### 1st Half Year 2001 Achievements



### **Rieter Textile Systems**

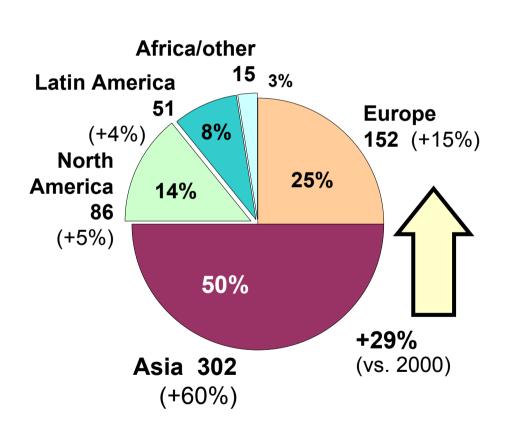
mio CHF	1-6 2001	Change in %
Orders	541	<b>- 12</b>
Sales	606	29
EBIT	50.9	24
- in % of		
corporate output	8.5	<b>-</b> 5
Employees	<mark>4'6</mark> 80	17

- Strong sales (+29%) and EBIT (+24%) growth achieved
- Above target performance of 8.5% EBIT realized despite integration costs for ICBT / Suessen units
- Newly acquired Suessen units strengthen parts and service business

# Rieter Textile Systems: Strong Sales Growth Across All Main Markets

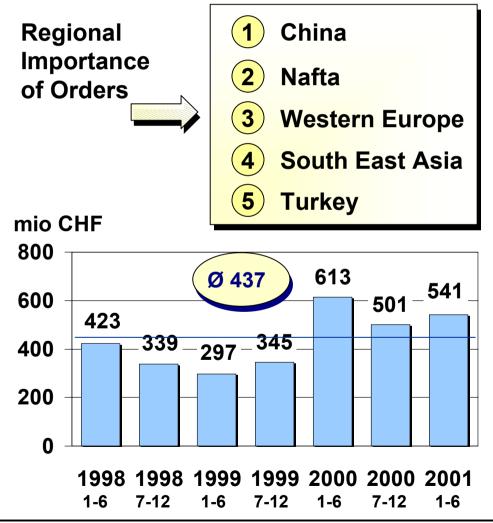


#### 1st Half Year Sales



2001: 606 mio CHF

#### Half Year Orders 1-6 2001



#### 1st Half Year 2001 Achievements



### **Rieter Automotive Systems**

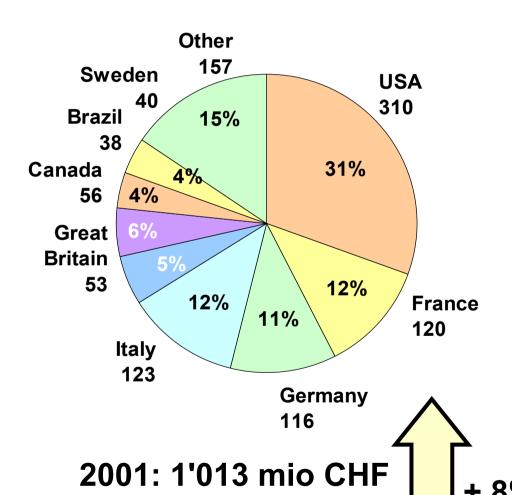
mio CHF	1-6 2001	Change in %
Sales	1'013	8
EBIT	60.1	-12
- in % of		
corporate output	6.1	
Employees	8'325	7

- 8% sales increase (above market) driven by start up of new projects (Chrysler Minivan, Ford Mondeo)
- EBIT of 6.1% well above 2nd half 2000 (4.6%), but below preperiod (7.4%)

# Rieter Automotive Systems Sales Up by 8%



#### 1st Half Year Sales



#### **Car Production**

#### 1st Half Year

in	1–6 2001 in 1'000 units	
Western Europe	7'942	+0.2%
North America	8'295	-13.3%

#### Forecast 2001

	in mio units	% change
Western Europe	16.4	-1%
North America	15.4	<b>-12</b> %
Eastern Europe	3.1	0
Latin America	2.2	+10%





January-June 2001	January-June 2000	Change in %
1'625 <sup>2</sup>	1'416 <sup>1</sup>	15
110.0	104.3	5
66.8	82.6	<b>– 19</b>
-7.0	-9.7	- 28
2'673.4	2'381.9	12
930.5	878.8	6
13'123	11'897	10
	1'625 <sup>2</sup> 110.0 66.8 -7.0 2'673.4 930.5	1'625 <sup>2</sup> 1'416 <sup>1</sup> 110.0 104.3 66.8 82.6 -7.0 -9.7 2'673.4 2'381.9 930.5 878.8

<sup>&</sup>lt;sup>1</sup> 2000: includes 2 months of ICBT acquisition

<sup>&</sup>lt;sup>2</sup> 2001: includes 6 months Suessen, 6 months ICBT

### **Key Data Per Share**



Rieter registered shares of 10 CHF nominal value Bloomberg: RIEN, Reuters: RITZn	2001	2000	Change in %
Shares outstanding with dividend rights (per June 30)	4'061'427	4'205'526 <sup>1</sup>	- 3.4
Average shares (of period)	4'092'7531	4'205'526 <sup>1</sup>	- 2.7
Earnings per share <sup>2</sup> CHF after minorities	14.62	17.33	<b>– 15.6</b>
Cash flow per share CHF after minorities	30.76	31.55	-2.4
Share price (high/low) CHF	493/409	571/461	

<sup>&</sup>lt;sup>1</sup> Adjusted for share split 2 for 1 in June, 2000.

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<sup>&</sup>lt;sup>2</sup> Not included 348'900 <sup>1</sup> potential shares ex convertible bond issue, due October 2002.

# Price Rieter Registered Shares Earnings per Share





