



2023 Publication of Sales

Media and Investor Presentation, January 24, 2024

Thomas Oetterli, Group CEO

Oliver Streuli, Group CFO

Rieter Group – Key Messages

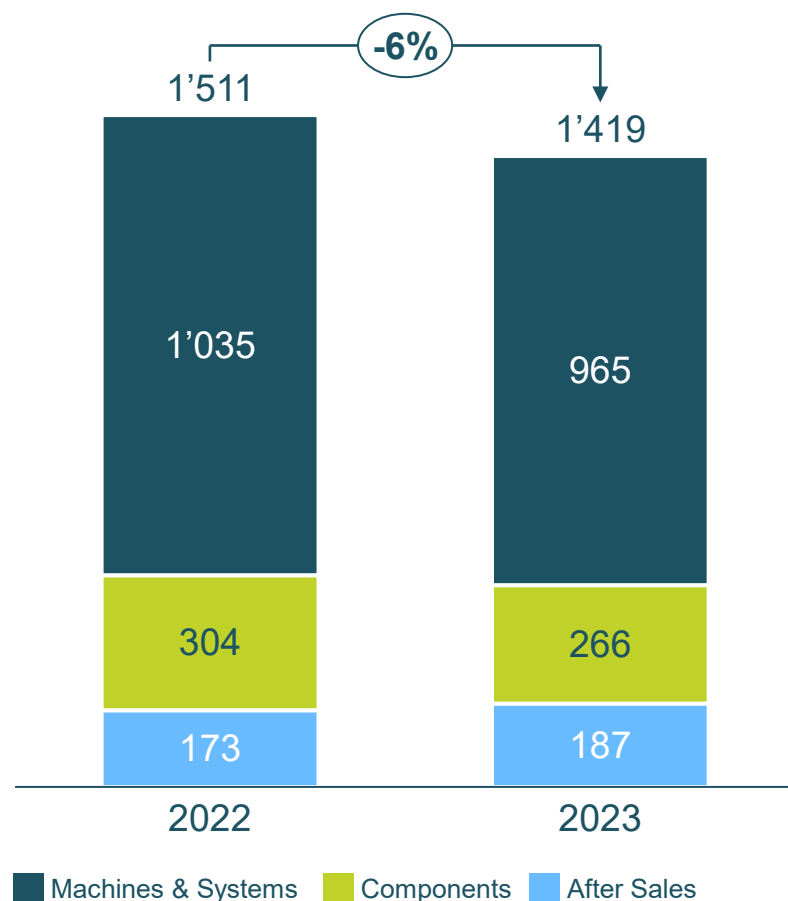
Rieter – solid sales in the 2023 financial year despite challenging market environment

- Sales of CHF 1 418.6 million in financial year 2023
- Order intake of CHF 541.8 million in the financial year 2023; order backlog of around CHF 650 million as of December 31, 2023
- EBIT-margin of around 7% expected for the full year 2023 at the upper end of the guidance
- Market remains challenging

Sales by Business Group

Solid sales below previous year in a challenging market environment

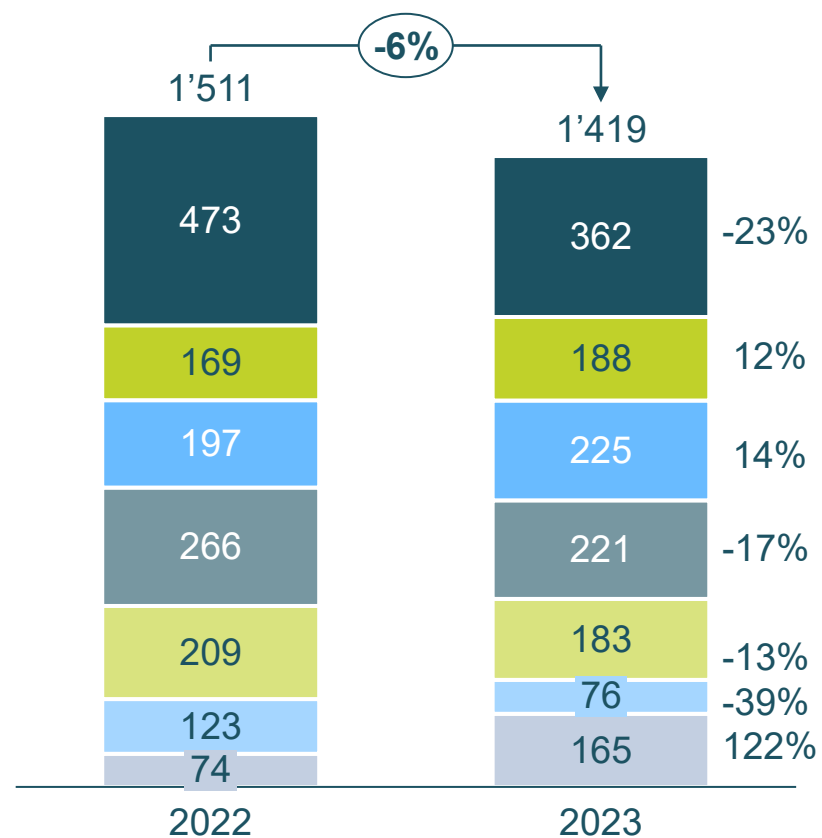
CHF million



- Business Group Machines & Systems sales impacted by shifts of delivery into 2024
- Business Group Components recorded negative sales growth as a result of the low demand for consumables, wear & tear and spare parts
- Business Group After Sales with y-o-y growth of 9%
- Negative foreign currency development impacted sales across the entire group

Sales by Region

CHF million



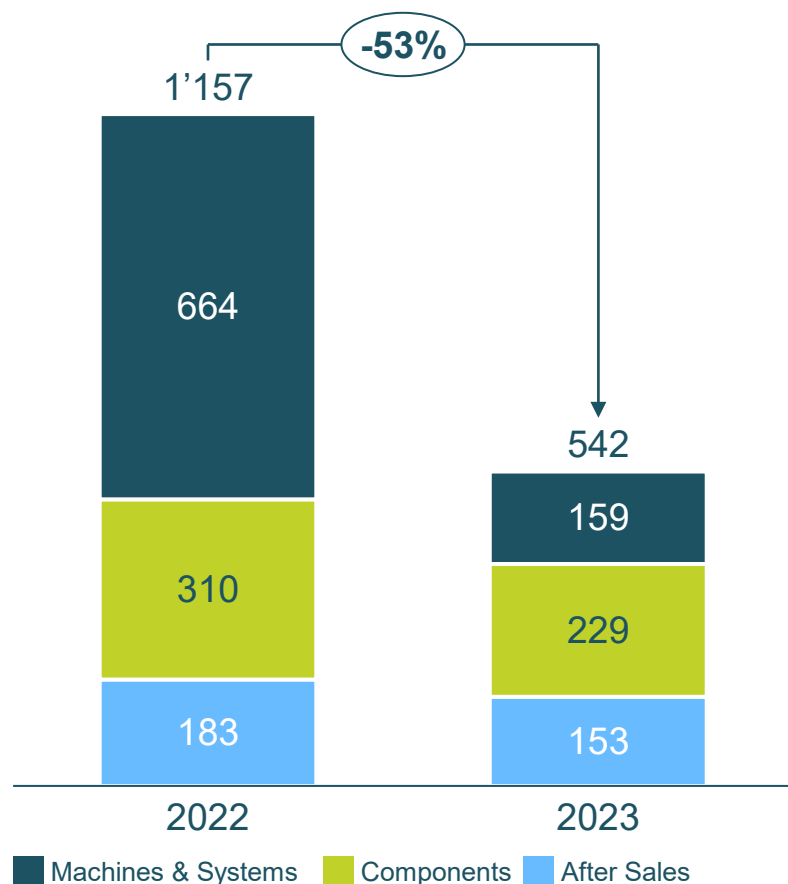
- Growth rates in China show investment of customers in local market to stay competitive
- Deliveries to Egypt positively impacted sales level of the region Africa
- Lower sales volume in the Turkish market due to earthquake impact

■ Asian countries¹
■ China
 ■ India
 ■ Türkiye
 ■ North and South America
 ■ Europe
 ■ Africa

¹ Excluding China, India, Türkiye

Order Intake by Business Group

CHF million

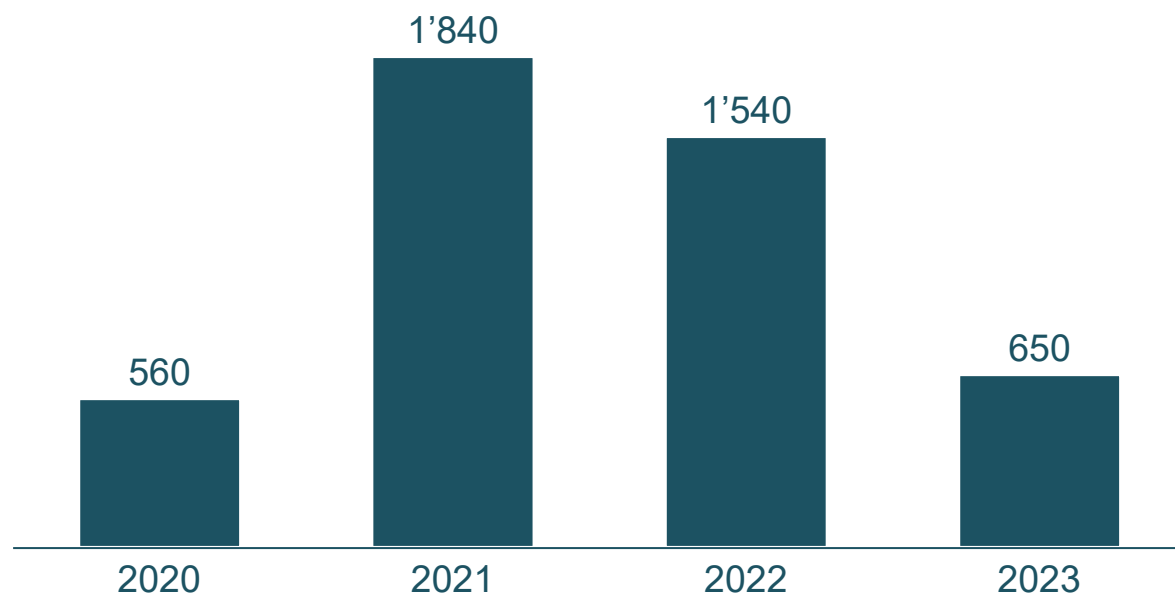


- Investment sentiment impacted by geopolitical uncertainties, higher financing cost and low consumer spending in important markets
- Capacity utilization of spinning mills below normal levels, slightly below 70% for 2023

Order Backlog at Year-End

Order backlog still extends well into 2024

CHF million



- Order cancellations 2023 on a normal level
- Backlog margins improved (price increases and cost reductions)
- Order backlog by the end of 2023 counts for more than half of a low scenario sales volume

Market Remains Challenging

- Rieter is operating in a challenging market environment due to the economic and geopolitical conditions as well as the continuing weak demand.
- There are initial signs of a market recovery visible for the financial year 2024.
- Rieter will present an outlook for the financial year 2024 at the annual results press conference on March 13, 2024.



Financial Calendar



Deadline for proposals regarding the agenda of the Annual General Meeting

February 23, 2024

Results press conference 2024

March 13, 2024

Annual General Meeting 2024

April 17, 2024

Semi-Annual Report 2024

July 18, 2024

Investor Update 2024

October 23, 2024

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Appendix

Order Intake by Business Group

CHF million (unaudited)	2022	2023	Difference	Difference in local currency
Rieter	1 157.3	541.8	-53%	-51%
Machines & Systems	663.9	159.4	-76%	-74%
Components	310.1	229.0	-26%	-25%
After Sales	183.3	153.4	-16%	-12%

CHF million (unaudited)	HY1 2023	HY2 2023	Difference	Difference in local currency
Rieter	325.0	216.8	-33%	-31%
Machines & Systems	111.4	48.0	-57%	-55%
Components	131.0	98.0	-25%	-24%
After Sales	82.6	70.8	-14%	-11%

Sales by Business Group

CHF million (unaudited)	2022	2023	Difference	Difference in local currency
Rieter	1 510.9	1 418.6	-6%	-4%
Machines & Systems	1 034.7	965.0	-7%	-5%
Components	303.5	266.2	-12%	-11%
After Sales	172.7	187.4	9%	13%

CHF million (unaudited)	HY1 2023	HY2 2023	Difference	Difference in local currency
Rieter	758.2	660.4	-13%	-12%
Machines & Systems	521.9	443.1	-15%	-14%
Components	143.9	122.3	-15%	-14%
After Sales	92.4	95.0	3%	5%

Sales by Regions

CHF million (unaudited)	2022	2023	Difference	Difference in local currency
Rieter	1 510.9	1 418.6	-6%	-4%
Asian countries ¹	472.6	361.8	-23%	-23%
China	168.5	188.0	12%	21%
India	196.8	224.5	14%	20%
Türkiye	266.1	221.3	-17%	-16%
North and South America	209.2	182.5	-13%	-12%
Europe	123.3	75.7	-39%	-37%
Africa	74.4	164.8	122%	122%

¹ Excluding China, India, Türkiye

Key Data by Share

Rieter registered shares of CHF 5 nominal value Bloomberg: RIEN SW, Thompson Reuters: RIEN.S	31/12/2022	30/06/2023	31/12/2023
Shares outstanding excluding own shares (end of period)	4 479 635	4 491 814	4 491 814
Average shares (of period)	4 491 246	4 487 113	4 489 283
Share price (end of period)	CHF 105.0	92.9	90.1
Market capitalization (end of period)	CHF million 470	417	405