

## GROWING PROJECT BUSINESS, STRONG DEMAND FOR PRODUCTS

Interroll has divided its service portfolio into the four product groups “Rollers,” “Drives,” “Conveyors & Sorters” and “Pallet Handling.” In the first half of 2021, all product groups developed above the previous year.



### ROLLERS PRODUCT GROUP

The “Rollers” product group forms the starting point of the Interroll portfolio. Interroll has been manufacturing conveyor rollers in Wermelskirchen, Germany, since 1959 and now at five other locations (Wilmington, USA; Suzhou, China; Newmarket, Canada; São Paulo, Brazil; and Bangkok, Thailand). Interroll is therefore the world’s leading supplier in this field. Conveyor rollers are used in numerous internal logistics applications.

To date, Interroll has manufactured over 500 million conveyor rollers. Driven and unpowered conveyor rollers from Interroll are the first choice for transporting containers and pallets in the distribution centers of postal and courier services, shipping companies, and in airports and production plants. But these products are also integral components of material-handling solutions in other industries such as the supermarket and e-commerce sectors. Interroll offers customers and users a choice of over 60,000 conveyor roller variants.

The “Rollers” product group recorded a strong recovery of +47.2% in incoming orders to CHF 79.7 million (prior-year period: CHF 54.2 million). This excellent performance was driven by highly efficient manufacturing processes, consistently high delivery performance, customer proximity and the high quality of Interroll products. However, Interroll also proactively anticipated and exploited the potential of market trends such as the continued strong development of e-commerce and user investments in modernization and outsourcing to third-party logistics (3PL) providers.

In the first half of 2021, the Americas region recorded year-on-year order growth of +50.6% in the “Rollers” product group. In the Europe, Middle East, Africa (EMEA) (+45.2%) and Asia-Pacific (+54.9%) regions, similarly high growth momentum was visible.

Consolidated net sales in the “Rollers” product group amounted to CHF 63.9 million, up +21.7% on the previous year’s figure of CHF 52.5 million. All regions contributed to the growth.



Interroll rollers stand for top quality in 60,000 variants.



## PRODUCT GROUP DRIVES

The portfolio of the “Drives” product group includes driven conveyor rollers (24-volt and 48-volt RollerDrive), control systems and drum motors. World-wide responsibility within the Interroll Group lies with the global Centers of Excellence in Baal, Germany, and in Hvidovre, Denmark, for Drum Motors and Wermelskirchen, Germany, for RollerDrive.

Internationally, Interroll takes a leading role with its compact, flexible and easy-to-install solutions.

Sales in the first half of 2021 amounted to CHF 93.2 million, up +17.8% on the prior-year period (CHF 79.1 million). Thanks to innovative products that are successful in the market, such as the EC5000 RollerDrive, order intake increased significantly to CHF 119.6 million compared to CHF 77.4 million in the same period of the previous year.

The innovative range of coordinated RollerDrive EC5000, controllers and power supply units now allows system integrators and plant engineers to meet their customers’ needs even more individually and with digital functionalities.

In addition, the bus interface enables the implementation of completely new control functions, such as those required in the automation environment. This means that not only can the acceleration, speed and braking of the conveyed goods in the system be influenced even more precisely, but the respective goods can also be positioned on the conveyor line with millimeter accuracy – a prerequisite for automating work processes through the seamless interaction of conveyor solutions with robots or packaging machines.

A major project (announced in September 2020) for a supermarket chain in Germany includes the largest number of the new and innovative EC5000 RollerDrive units of any Interroll installation worldwide to date: over a length of more than 9 kilometers.

The order at that time has a high single-digit volume in million euros. First deliveries are scheduled for November 2021, and final deliveries are expected by the end of March 2022.



The DC Platform (24-volt, 48-volt) consists of a range of coordinated RollerDrive, controllers and power supply units. It also offers Industry 4.0 functionalities.

## PRODUCT GROUP CONVEYORS & SORTERS



The “Conveyors & Sorters” product group comprises sorter and conveyor solutions developed by the global Centers of Excellence in Mosbach and Sinsheim (both in Germany), and Cañon City, USA. This product group includes crossbelt sorters, belt curves, and the Modular Conveyor Platform (MCP). With its products and solutions in this segment, Interroll holds a strong position in the market, most notably in equipping airports, postal and logistics distribution centers, and the e-commerce sector.

In order to meet the considerable potential demand in this area in the medium term, Interroll has commissioned a new plant in Mosbach in July 2021.

Modern material-handling systems can be planned quickly and efficiently with Interroll’s modular platform concept; adjustments remain possible and can even be made during assembly. In combination with Interroll drive solutions, state-of-the-art systems are created and are characterized by maximum availability, energy efficiency and very low operating and maintenance costs. This applies both to new plants and to the modernization of existing plants.

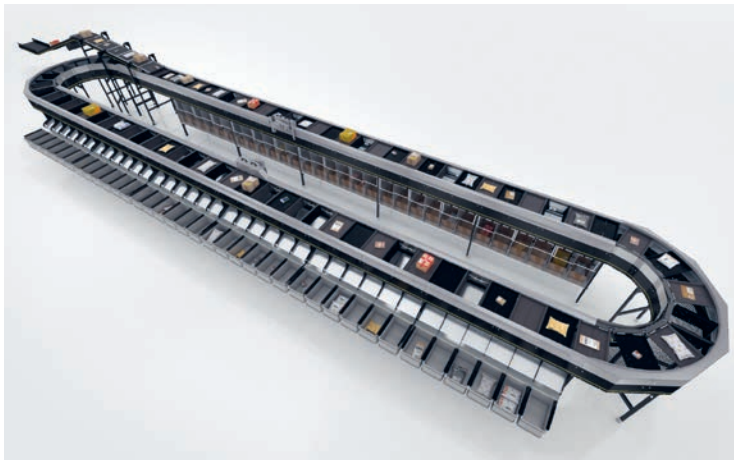
In March 2021, Interroll introduced a new Split Tray Sorter to the market, for which orders have already been received. For the automatic sortation of conveyed goods weighing up to 12 kilograms, the Split Tray Sorter ensures maximum availability and a high return on investment and provides customers with a high-performance solution with a small footprint.

For the new MX018V Vertical Crossbelt Sorter, which will be launched in June 2021 and replace the previous ST6130 Vertical Crossbelt Sorter, the maximum extension length has been increased from 80 meters to 180 meters. The new sorter can achieve up to 12.5% higher throughput rates of up to 14,000 conveyed goods per hour and transport goods weighing up to 35 kilograms.

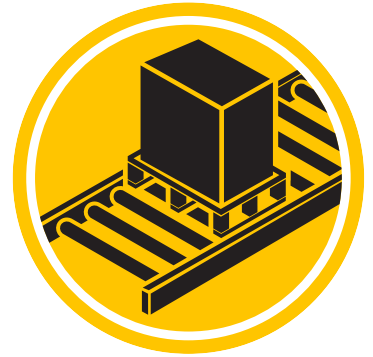
Together with the MX025H, a new High-Performance Crossbelt Sorter (HPCS) launched in 2020, Interroll now offers a complete innovative portfolio of automated sortation solutions that includes complete subsystems and controls.

Launched in March 2021, the Interroll Belt Curve 1200 offers all the quality and economic benefits of a frictionless and low-maintenance drive concept while improving the conveying performance and transportability of smaller goods. For example, cylindrical deflection rollers have been integrated here for the first time, significantly reducing the distance between the connection and the following conveyor. In addition, a variant with a welded endless belt is now also available on request.

The “Conveyors & Rollers” product group generated consolidated sales of CHF 88.1 million in the first half of 2020, 8.9% higher than in the same period of the previous year (CHF 80.9 million). Order intake rose significantly to CHF 186.6 million, an increase of 67.4% (prior-year period: CHF 111.4 million).



The new Split Tray Sorter ensures maximum availability, very long service life, and fast payback times for the automatic sortation of conveyed goods weighing up to 12 kilograms.



## PRODUCT GROUP PALLET HANDLING

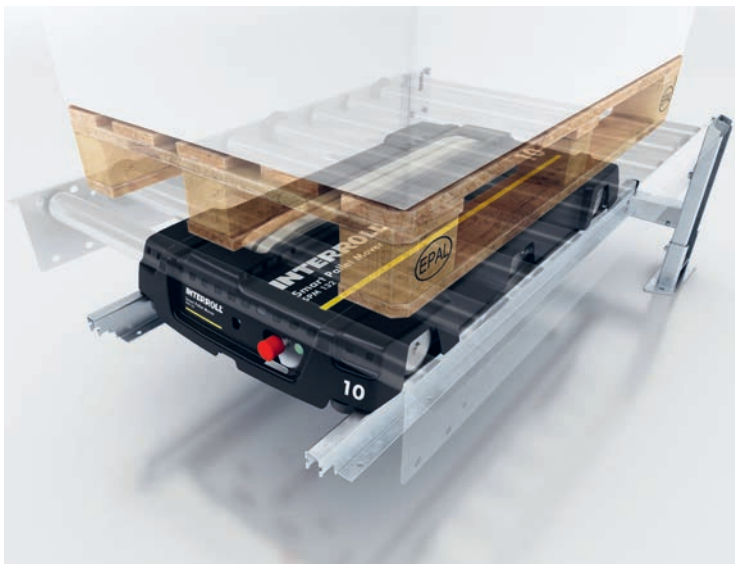
The “Pallet Handling” product group consists of fl w storage and carton fl w solutions, which are manufactured in La Roche-sur-Yon, France, and the Modular Pallet Conveyor Platform (MPP), which was previously manufactured in Kronau, Germany, and will be produced in Mosbach, Germany, from July 2021. With Atlanta, USA, and Suzhou, China, two further MPP production sites were added in the fi st half of the year.

In the fi st half of 2021, Interroll generated consolidated sales of CHF 26.9 million with this product group, which is 30.6% higher than in the same period of the previous year (CHF 20.6 million). Consolidated order intake increased by 74.7% to CHF 35.7 million (previous year: CHF 20.4 million).

For warehouses with high turnover frequencies, fl w storage solutions prove to be particularly cost-effective in the long run. Interroll fl w storage systems are tested at the Interroll Test Center in La Roche-sur-Yon, France. After 50,000 test cycles under extreme conditions, Interroll guarantees a long service life and maximum safety.

By complementing the range with semi- or fully automated solutions such as the Modular Pallet Conveyor Platform (MPP), Interroll continues to see high sales potential for fl w storage solutions. With an additional storage and retrieval unit and a transfer car, users are given the opportunity to implement the material fl w with pallets end-to-end – for example, between incoming and outgoing goods or between the warehouse, production and order picking – based on a technology offering from a single source. System integrators and plant engineers can thus expand their business fi ld with cost-effi t, plug-and-play pallet conveyor solutions that can also be planned very easily and in a user-friendly manner using Interroll’s Layouter tool.

With the new Smart Pallet Mover (SPM), Interroll will be offering a solution that has already won two awards (IFOY Award and Red Dot Design Award) on the market from September 2021. As a flexible and modular pallet management system, it can be adapted as needed to meet a wide range of material-fl w requirements in industrial companies.



Flexible, easy and quick to install: the Smart Pallet Mover (SPM) is an innovative approach to increase productivity when it comes to manufacturing logistics.