

GROWTH STRATEGY BEARS FRUIT

High demand for Interroll products and solutions in the first half of the year underlines the success of Interroll’s growth strategy. Globally, the company recorded an increase in sales of +16.7% compared to the previous year, and an increase of +16.3% in local currency. The Europe, Middle East, Africa (EMEA) (+13.1% in local currency, +15.7% consolidated) and Asia (+17.3% in local currency, +19.8% consolidated) regions saw strong revenue growth in reporting currency. The Americas region (+23.1% in local currency, +17.4% consolidated) also recorded rising sales.

Consolidated order intake increased very significantly year-on-year by +61.0% in local currency and +60.1% on a consolidated basis. In the year under review, Interroll’s share of sales in EMEA was just under 60%, in the Americas 27% and in Asia-Pacific 13%



EMEA

EUROPE, MIDDLE EAST, AFRICA (EMEA)

STRONG REBOUND

Following a difficult prior-year period due to the pandemic, the EMEA region recovered strongly in the first half of 2021.

Sales amounted to CHF 162.2 million, 15.7% above the previous year (CHF 140.2 million). Order intake increased by 53.3% compared to the previous year (CHF 144.2 million) and reached CHF 221.1 million.

All product groups recorded growth. With a 60% share of Interroll’s total sales, EMEA remains the most economically significant region within the Group. The demands placed on suppliers in internal logistics are high. In addition to close customer relationships, industry knowledge and technical solution expertise, they require innovative responses to increasing complexity and new market trends.

Construction of the new plant in Mosbach, Germany, was completed. This provides further capacity for future growth in the EMEA region.



Interroll launched its European “Truckloads of Inspiration” in May 2021. Truck and trailer are on the move until October 2021 with the roadshow team covering around 40 stopovers in Europe.



Interroll recorded larger sorter orders from the USA in June 2021. The mechanical design of the Interroll Crossbelt Sorter enables fast installation times for the customer. Around 500 Interroll sorters have been installed worldwide so far.



AMERICAS

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REGION WITH GROWTH PROSPECTS

Sales in the Americas region amounted to CHF 74.5 million, 17.4% higher than in the previous year (CHF 63.5 million). With growth of 95.8% in order intake to CHF 151.3 million (previous year: CHF 77.3 million), very strong momentum was evident. New orders for sorters doubled, including orders for the new High-Performance Crossbelt Sorter (HPCS) and two major projects. New orders for conveyors almost tripled after weak demand in the prior-year period. All product groups recorded growth.

The majority of the growth was in the United States market. A second plant in Hiram (Atlanta, USA) has been in operation since mid-2020. Further capacities are thus available for medium-term growth in the Americas region.



ASIA-PACIFIC

ASIA-PACIFIC

REGION RICH IN OPPORTUNITIES

Sales in local currency grew by 17.3%, and in reporting currency achieved a significant increase of 19.8% to CHF 35.3 million (previous year: CHF 29.5 million).

Order intake in the reporting currency increased by 17.3% to CHF 49.1 million (previous year: CHF 41.9 million). Rollers and RollerDrive in particular recorded an increase in demand. Sorter demand recovered strongly, but demand for conveyors declined.

As in previous years, China was the most important market for Interroll in the region. Very positive impetus came from Australia, where Interroll recorded a strong increase in sales. Demand in Thailand, on the other hand, was down due to the pandemic.

The region is increasingly benefiting from the globalization of the Interroll Group and the expansion and modernization of its own local production facilities. In 2019, a new and larger plant in Thailand started operations. The Shenzhen, China, plant moved to a new, more modern location at the beginning of the year, and in 2022 the new plant in Suzhou, China, will come onstream, which will increase production capacity for the Asia-Pacific region.



Interroll continues to implement its growth strategy in Asia consistently. By 2022, a new fully owned plant in Suzhou will open and production capacities will double.