Highlights H1/16

- **9.2% Net Sales growth in the Group** (Previous Year: 9.1%)
- **11.2% Net Sales growth in the Asia-Pacific region**
  Large Pallet & Carton Flow project billed
- **13.6% Net Sales growth in the Americas region**
  First Brazil Post Sorters billed
- **25.1% EBIT increase to CHF 22.0 million** (PY: CHF 17.5m)
  EBIT-Margin 11.7% (PY: 10.2%)
- **23.4% Net Income increase to CHF 15.8 million** (PY: 12.8m)
  Net Income-Margin 8.4% (PY: 7.5%)
- **23.3% Plus in Operational Cash Flow: CHF 14.2 million** (PY: CHF 11.6m)
  7.6% from Net Sales (PY: 6.7% from Net Sales)
Internal Logistics Solutions are part of Material Handling Equipment Manufacturing (MHEM).

Material Handling Equipment Manufacturing (MHEM) is a market > CHF 100 billion growing at a CAGR of 4-5% worldwide.

Internal Logistics Solutions are a part of MHEM.

Relevant market for Interroll products: CHF 4-6 billion worldwide. Interroll market share: 7-10% worldwide.
With our key products and services we want to further expand the global leadership in Internal Logistics Solutions.

Value Drivers

People
Global Platforms
Financial Strengths
Services
Innovation

Global growth based on end markets with current and future high potential.
Order Intake CHF 216.3m (PY: CHF 206.3m)
By Product Groups in CHF million

➢ Record Order Intake:
  CHF 216.3 million (+4.8%)
➢ In local currency +1.8%
➢ Topped already strong H1/15
Record Net Sales of CHF 187.1 million

Shift from an «European» to a «Global» provider, without diluting the European business
EBIT CHF 22.0m (PY: 17.5m)
In CHF million

- 9.2% higher Net Sales
- Economies of scale
- Productivity increase

EBITDA CHF 30.9m (+16.4%)
EBITDA-Margin 16.5% (PY: 15.5%)

- Depreciation slightly up
- 2006 BDL acquisition fully amortised

EBIT CHF 22.0m (+25.1%)
EBIT-MARGIN 11.7% (PY: 10.2%)
Net Income CHF 15.8m (PY: 12.8m)
In CHF million

- Positive foreign currency result
- Higher tax quote

Net Income CHF 15.8m (PY: 12.8m)
Net Income-Margin 8.4% (PY: 7.5%)
Operat. Cash Flow CHF 14.2m (PY: CHF 11.6m) In CHF million

- 23.4% higher Net Income
- Operational Cash Flow CHF 14.2m (+23.3%) Margin 7.6% (PY: 6.7%)
- Investments CHF 6.3m (PY: CHF 12.3m)
- Free Cash Flow CHF 8.3m (PY: CHF -0.6m) Margin 4.4% (PY: -0.4%)
RONA 15.1%, ROE 15.0%, ROIC 9.4%
Interroll creates values

ROE > WACC of 9.0% in 9 out of 10 years
Progress Modular Conveyor Platform (MCP) and Business Outlook

- MCP roll-out realised in Europe (Q2/14) and in Asia (Q4/15). Customer expectations are exceeded.
- Gradual MCP launch in the Americas Region started Q2/16.

Based on its strong market position, its innovative products and the fast growing end markets served (E-Commerce, Airports, Food & Beverage, Distribution & Industry), **Interroll sees significant potential long term.**

In view of its good performance in H1/16 and the record order intake as per 30 June 2016, **Interroll is looking positively into H2/16.**
Thank you for your attention
Do you have any questions?
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