Our Growth Strategy

**Innovative Products**
- New Interroll DC Platform (launched 19 February)
- New Modular Pallet Conveyor Platform (MPP) (launched 19 February)
- More new products in preparation

**Geographic Expansion**

<table>
<thead>
<tr>
<th>EMEA</th>
<th>Americas</th>
<th>Asia-Pacific</th>
</tr>
</thead>
<tbody>
<tr>
<td>- New plant in Southern Germany</td>
<td>- Second plant in Atlanta, fourth plant in the USA</td>
<td>- First own plant in Southeast Asian market</td>
</tr>
<tr>
<td>- “Cell division” in a Sorter plant and a Conveyors plant</td>
<td>- CapEx USD 11m</td>
<td>- New factory in Thailand launched in April 2019</td>
</tr>
<tr>
<td>- CapEx EUR 40m</td>
<td>- Launch in late 2019</td>
<td></td>
</tr>
<tr>
<td>- Launch in late 2020</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Service Business**
- High growth potential
- Installed base greatly expanded
- Further expansion of service organisation
- New business models in development
Innovative Solutions:
The new Interroll DC Platform

- A versatile modular direct current (DC) platform consisting of three elements: A new RollerDrive, the EC5000, new control cards and new power supplies.
- The new Interroll DC Platform is a decisive step into the digital world, enabling the use in an Industry 4.0 context, M2M Communication and Predictive Maintenance.
Innovative Solutions: The new Modular Pallet Conveyor Platform (MPP)

- New modular system for Pallet Conveyor Technology (MPP) similar to the Modular Conveyor Platform (MCP)
- Control system: Similar to Conveyor Technology for light loads
- Optimal addition to the Pallet Flow Storage product group
Performance summary H1/19

- **-7.9% Order intake decline** (Previous Year: +32.8%)
  *Local currency:* -6.0%
  All regions show a decline in order intake

- **+8.4% Net sales growth** (Previous Year: +18.4%)
  *Local currency:* +10.4%
  Conveyors & Sorters (+17.5%) and Rollers (+7.3%) show record levels

- **+23.3% EBIT growth to CHF 31.2m** (Previous Year: CHF 25.3m)
  High cost discipline underlined

- **+29.9% Plus in Operational Cash Flow: CHF 40.6m** (PY: CHF 31.2m)
  15.6% from Net sales (PY: 13.0% from Net sales)
Order intake: CHF 299.0m (-7.9%)
Local currency: -6.0%

- Earlier announced large project order in South Korea included
- Solution business slowed in H1/19:
  - *Pallet & Carton Flow*: -21.0%
  - *Conveyors & Sorters*: -12.7%
- Book-to-bill Ratio: 1.15 (PY: 1.35)
Record net sales: CHF 260.8m (+8.4%)
Local currency: +10.4%

- Net sales development: EMEA +6.8%, Americas +22.4%, Asia -13.3%
- Shares from total Net sales: EMEA: 60%, Americas: 30%, Asia: 10%

Net sales in CHF million
EBIT: CHF 31.2m (+23.3%)

- Gross margins worldwide under pressure
- Less R&D compared to PY

EBITDA CHF 43.5m (+22.4%)
EBITDA-Margin 16.7% (PY: 14.8%)

- Depreciation up
- Amortisation slightly up

EBIT CHF 31.2m (+23.3%)
EBIT-MARGIN 11.9% (PY: 10.5%)
Net income: CHF 23.1m (+24.2%)

- Slightly negative foreign currency result
- Higher tax quote

Net income CHF 23.1m (+24.2%)
Net income-Margin 8.8% (PY: 7.7%)
Operational Cash Flow: CHF 40.6m (+29.9%)

- Higher Net income, depreciation, amortisation
- More downpayments received from customers

Operational Cash Flow CHF 40.6m (+29.9%)
Margin 15.6% (PY: 13.0%)

- Investments CHF 11.7m (PY: CHF 15.6m)

Free Cash Flow CHF 29.2m (+62.6%)
Margin 11.2% (PY: 7.5%)
Creating value:
RONA 18.1% and ROE 16.3%
Interroll is expecting the **business dynamics to slow down in H2/19.**

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.**

Click into the respective picture to start any of these videos
Thank you for your attention
Do you have any questions?
Daniel Bättig, MBA, CPA
Chief Financial Officer

Interroll Holding AG
Via Gorelle 3
6592 Sant’Antonino
Switzerland

d.baettig@interroll.com
Phone +41 91 850 25 44
This presentation contains certain future-oriented statements. Future-oriented statements include all statements which do not relate to historical facts and events and contain future-oriented expressions such as “believe”, “estimate”, “assume”, “expect”, “forecast”, “intend”, “could” or “should” or expressions of a similar kind. Such future-oriented statements are subject to risks and uncertainties since they relate to future events and are based on the company’s current assumptions, which may not in the future take place or be fulfilled as expected.

Even if the actual results for Interroll Holding AG, including its financial position and profitability and the economic and regulatory fundamentals, are in accordance with such future-oriented statements in this presentation, no guarantee can be given that this will continue to be the case in the future as development in the economic and regulatory frameworks may vary substantially from those explicitly or implicitly assumed or described in this presentation.