

INSPIRED BY EFFICIENCY



INTERROLL HOLDING AG





H1/2022 Analyst Webcast

interroll.com



Agenda



-  Welcome
-  Group Overview
-  Financial Highlights H1/2022
-  Q & A

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INTERROLL HOLDING AG

Group Overview

Martin Regnet
Head of Communications & Investor Relations
Interroll Holding AG

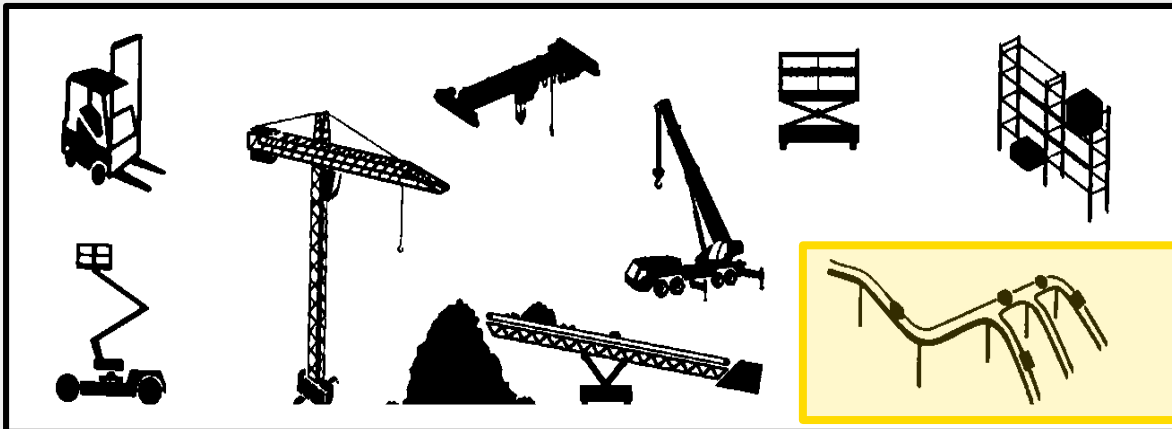
interroll.com



Internal Logistics Solutions are part of Material Handling Equipment Manufacturing



Material Handling Equipment Manufacturing (MHEM) Market
CHF 200 billion (2022), growing at a CAGR of 4-7% (2022-25)



Internal Logistics Solutions are a part of the MHEM Market.

Relevant market for Interroll products: CHF 6-8 billion worldwide.
Interroll market share: 8-11% worldwide.

Interroll

Leading global provider for material handling solutions



2,600
employees

35
companies

16 main
factories

Headquarters
in **Switzerland**

28,000
customers

Founded in
1959

Interroll

Focus on growth markets



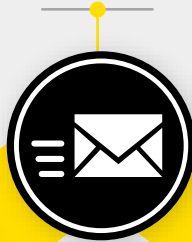
**FOOD &
BEVERAGES**



**WAREHOUSING
& DISTRIBUTION**



**COURIER, EXPRESS
& PARCEL**



**FASHION &
RETAIL**



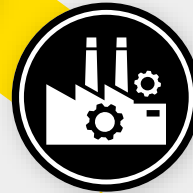
AIRPORTS



**TIRE &
AUTOMOTIVE**



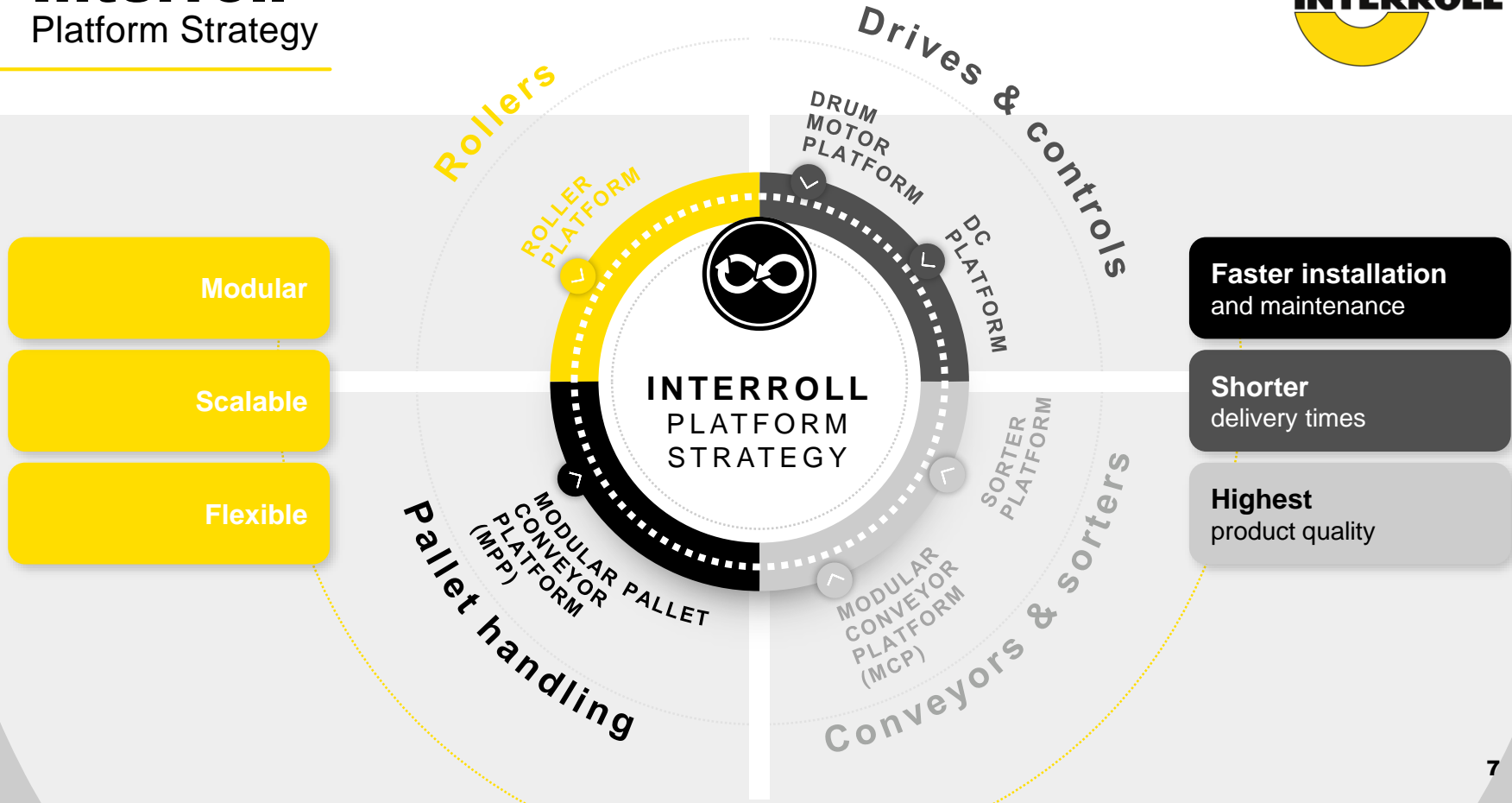
**SUPERMARKET
SOLUTIONS**



**INDUSTRIAL
MANUFACTURING**

Interroll

Platform Strategy



Highlights of our Growth Strategy

Three Pillars: Products, Markets, Service



**SERVICE
BUSINESS**

**GEOGRAPHICAL
EXPANSION**

**INNOVATIVE
PRODUCTS**



INNOVATIONS

- Smart Pallet Mover
- Sorter Platform completed
- Food Conveyor Platform
- Extended Controls Family

REGIONAL PRESENCE

EMEA

- New CoE Software & Electronics in Linz
- Extensions Germany (2023)
- Plant Digitalization (ongoing)

Americas

- E-Commerce temporarily slower
- Upgrade Local Assembly Brazil
- New Sales Team Mexico

Asia Pacific

- New Factory in China (Q3/22)
- Focus Markets Vietnam & Philippines
- High Potential Australia & NZ

SERVICE

- New Setup Service Organization (Q3/21)
- Attractive Retrofit opportunities

Innovation in Practice: Hygienic Conveyor Platform



- Stainless steel platform to improve quality under cut up unit
- Clean in place station included
- Suitable for different cut ups
- Foodwaste reduction through ultrahygienic operation

FROM 2022
Ultra Hygienic
Transfer - UHT



**Poultry
processing**

**EHEDG*
hygienic
standards**

- Modular stainless - steel platform
- First system within food with ZPA**
- Smallest footprint for modular band curve

FROM 2022
Special Hygienic
Conveyor - SHC

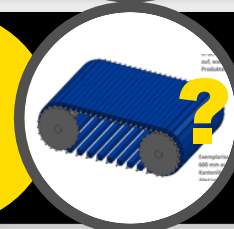


General use for
packed food

**EHEDG*
hygienic
standards**

- Global; standardized modular platform
- Conveyor surface unique in durability and hygienic behavior
- Ready for washdown process

2023
Ultra Hygienic
Conveyor - UHC



General use for
non-packed

**EHEDG*
hygienic
standards**

*European Hygienic Engineering and Design Group

** Zero Pressure Accumulation

Global Lifetime Service

Next Steps



Dedicated service organization:
EMEA from Q3/2021

Enlarged Service Team:
more than 100 ITRL
headcount & external partners



▼ **TODAY
AVAILABLE**

Spare parts & refurbishment

- Spare parts logistics and distribution.
- Parts Packages
- Parts/Products refurbishment



▼ **AVAILABLE
AND IN
SCALE-UP**

Maintenance & installations

- Installation und Supervisor
- On site repairs
- Service contracts (SLA)
- Preventive maintenance



▼ **LONGER-TERM
FUTURE:**

Consulting, training, Retrofit

- Optimization – Planning & Realization
- Retrofit, Upgrades
- Training (Academy or on site)
- Ramp up /Operation support

Strengthening Commitment to Corporate Responsibility



- > Long-term commitment to **ENVIRONMENTAL, SOCIAL, GOVERNANCE** standards (**ESG**)

- > Swiss Stock Exchange SIX selected Interroll to be part of the **SPI ESG & SPI ESG WEIGHTED INDEXES**, which went live in Feb 2021

- > A full **ESG REPORT** is to be published on FY 2022 (project initialized)

- > Sustainability report 2021 reflects some **SUSTAINABLE DEVELOPMENT GOALS (SDG's)** as intermediary step, besides the «Report on progress» for the **Global Compact**



Global Compact
Network Switzerland



- > The further development of the **COMPLIANCE MANAGEMENT SYSTEM (CMS)** in the entire group ensures Interroll's long-term competitiveness

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INTERROLL HOLDING AG

Financial Highlights H1/2022

Heinz Hössli
Chief Financial Officer
Interroll Holding AG

interroll.com



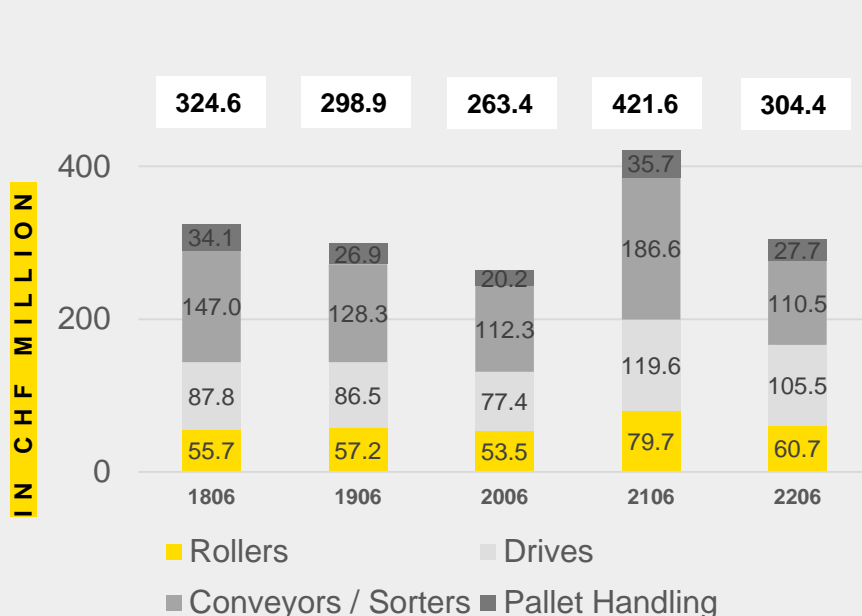
Performance summary H1/2022



- ☉ **-27.8% order intake decrease** (previous year: +60.1%)
Local currency: -24.8%
All regions show a decrease in order intake
- ☉ **+14.3% sales increase** (previous year: +16.7%)
Local currency: +18.5%
Regions EMEA and Amerika show an increase *in sales*
- ☉ **-9.2% EBIT decrease to CHF 40.8m** (previous year: CHF 45.0m)
Material price increases and backlog with old prices; high cost discipline
- ☉ **Operating cash flow: CHF 1.2m** (previous year: CHF 25.3m)
High increase in inventories

Order intake: CHF 304.4m (-27.8%)

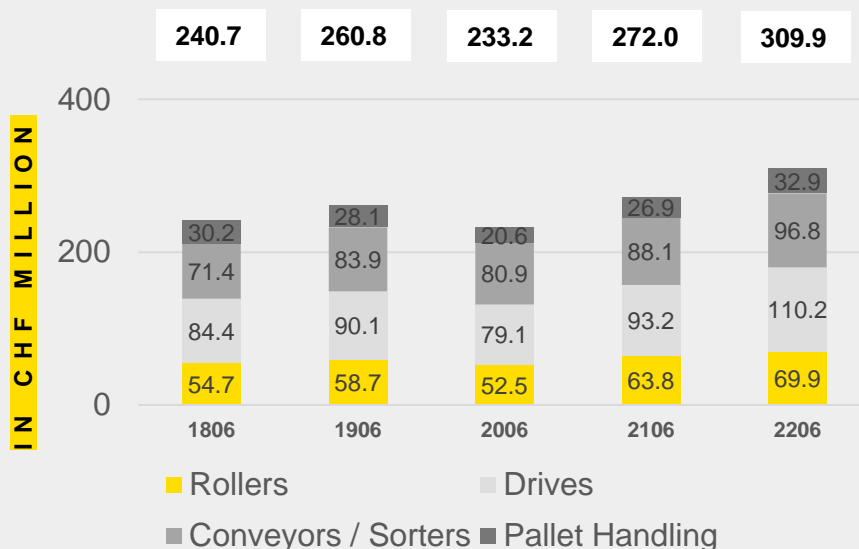
In local currency: -24.8%



- Rollers: -23.9%
- Drives: -11.8%
- Conveyors & Sorters: -40.7%
- Pallet Handling: -22.4%
- Book-to-bill Ratio: 0.98 (PY: 1.55)

Sales: CHF 310.9m (+14.3%)

In local currency: +18.5%



- Rollers: +11.1%
- Drives: +18.3%
- Conveyors & Sorters: +9.9%
- Pallet Handling: +22.4%
- Book-to-bill Ratio: 0.98 (PY: 1.55)

Sales by region: CHF 310.9m (+14.3%)

In local currency: +18.5%



Sales development:

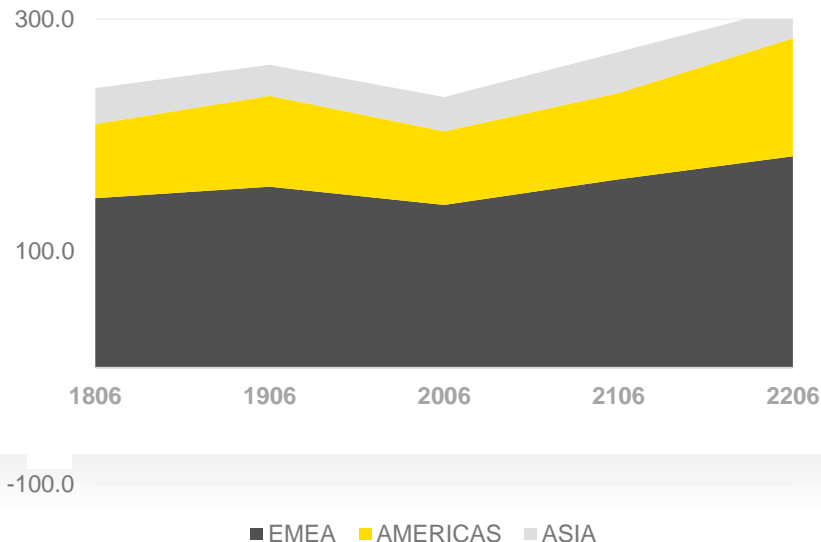
- EMEA: +12.3%
- Americas: +36.4%
- Asia-Pacific: -23.0%



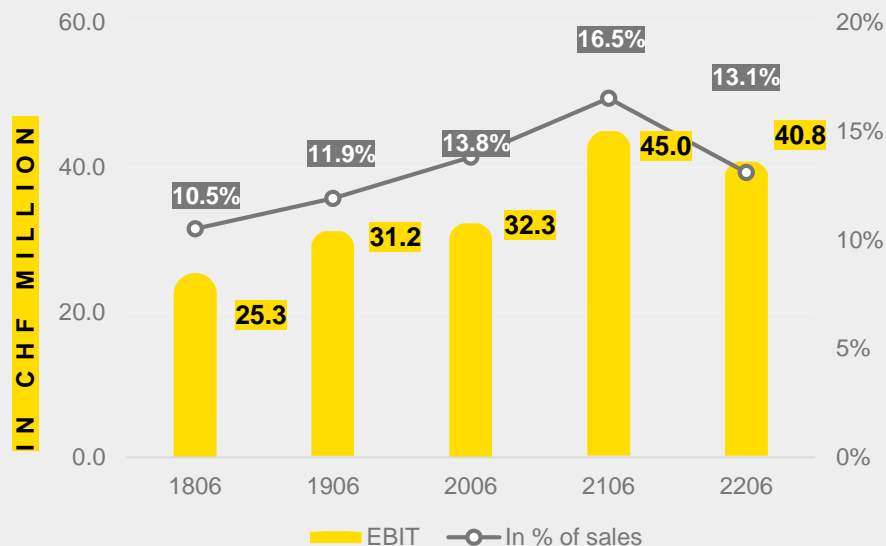
Sales by region:

- EMEA: 58% (PY: 60%)
- Americas: 33% (PY: 27%)
- Asia-Pacific: 9% (PY: 13%)

IN CHF MILLION



EBIT: CHF 40.8m (-9.2%)



- Material price increases and supply chain issues
- High cost discipline

EBITDA CHF 52.4m (-6.9%)

In % of sales 16.9% (PY: 20.7%)

- Depreciation & amortization almost unchanged

EBIT CHF 40.8m (-9.2%)

In% of sales 13.1% (PY: 16.5%)

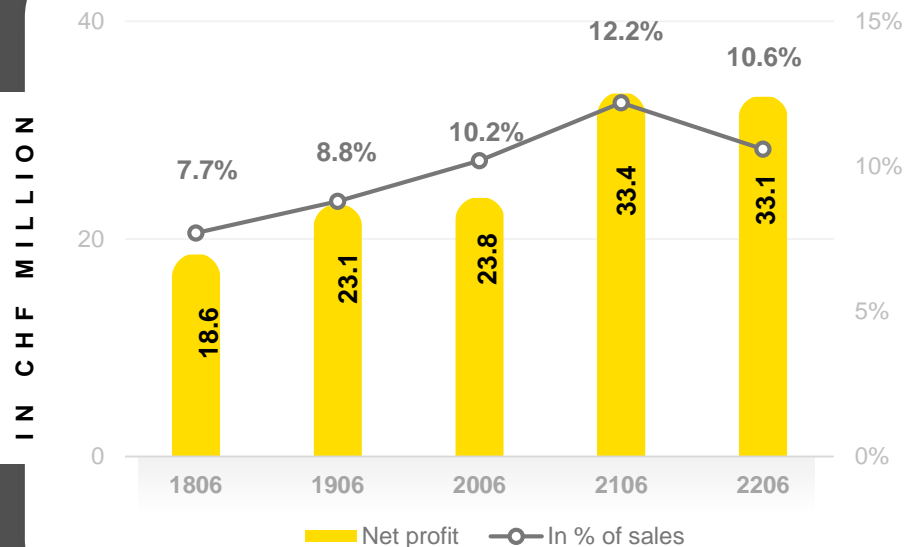
Result: CHF 33.1m (-0.9%)



- Positive financing result from FX currency gain
- Lower tax rate

Result CHF 33.1m (-0.9%)

In % of sales 10.6% (PY: 12.2%)



Operating cash flow: CHF 1.2m



- Much higher inventories (+52.0m)

Operating cash flow CHF 1.2m

In % of sales: 0.4% (PY: 9.3%)

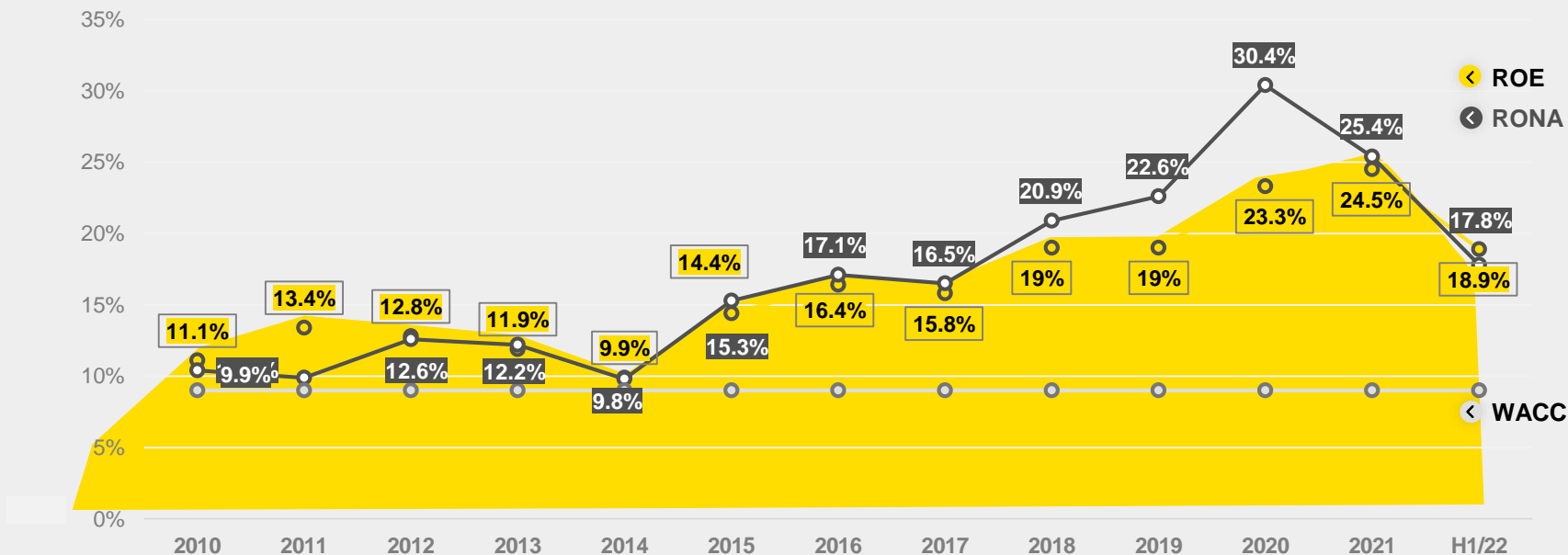
Investments CHF 12.4m (PY: CHF 32.0m)

Free cash flow CHF -7.2m

In % of sales: -2.3% (PY: -1.8%)

Value creation:

ROE 18.9% and RONA 17.8%



ROE & RONA VS. WACC OF 9%

Profitable growth – now and in the future



- Due to a time horizon that is difficult to assess with regard to a normalization of the situation, Interroll currently refrains from providing an outlook for the financial year 2022
- Based on its strong market position, its innovative products, available capacities for growth and the fast-growing end-markets served (E-Commerce, CEP, Food & Beverage, Distribution & Industry), **Interroll sees significant long-term potential.**



Long-Term thinking

HALBJAHRESBERICHT 2022

INTERROLL

**QUALITY
SPEED
SIMPLICITY**

REPORT BY THE BOARD OF DIRECTORS
4

**SETTING THE RIGHT
COURSE FOR
OUR GROWTH**

Dear shareholders, valued customers,
employees and business partners,

The strong demand for Interroll products is not slowing
in a dramatic market downturn in the first half of 2022.
We are thus continuing to build the foundation for
future growth.

Order intake reached a record level, rising by 40.7% to
CHF 423.2 million (previous year: CHF 300.6 million).
This includes all new projects with longer lead times. In
total, inventory order intake increased by 51.0%.

New orders increased to CHF 272.0 million (16.7% com-
pared to CHF 233.2 million in the same period of the
previous year), as total inventory growth was only
slightly more moderate at 14.3%.

The consistent continuation of our investments, even
through the COVID-19 pandemic, has paid off and
Interroll is excellently positioned for further growth.

This can be seen in the further expansion of our sales
platforms, the further deepening of our sales
structure, and the high importance of innovation of our
products. For example, with the 10th Day Series, the
modular conveyor system for the warehouse and the new
1000T normal series, we have successfully introduced
new offerings in the e-Commerce and parcel and
mail sectors.

The Interroll Roll Curve (RC) has also been an out-
standing product milestone, with which we are

well
positioned
to
address
already an
increasing
number of
customers.

We have further
strengthened our
financial ability to adapt
to 2022.

With the plant in China
since the beginning of
growth has been secured
and, Germany and a new job
facility in 2022.

With a significant order backlog
for the second half of 2022 with a
forecast of 1.1 billion CHF, we
are very well positioned to
cope with the challenges of the new market
regard to availability and possibly price increases.

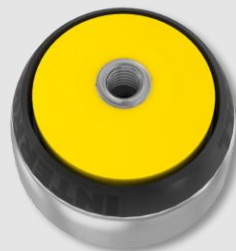
In the first half of the year, we can look back on record
revenue. In the second half of the year, we expect a
further increase in revenue. The 2022 revenue target is
CHF 450 million (previous year: CHF 300.6 million).
The 2022 revenue target is CHF 450 million (previous
year: CHF 300.6 million). The 2022 revenue target is
CHF 450 million (previous year: CHF 300.6 million).

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Questions?



Contact details



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