



Interroll Holding AG

Half year report 2023 Webcast

August 2nd, 2023

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PUBLIC



Agenda

- **Welcome**
- **Group Overview**
- **Financial Highlights H1/2023**
- **Q&A**



Interroll Holding AG

Group overview

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Internal Logistics Solutions are part of the Material Handling Equipment Manufacturing market

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.

*Source: Fortune Business Insights

Interroll

Leading global provider for material handling solutions

28,000
customers

2,400
employees

35
companies

Founded in
1959

16
main factories



Headquarters
in Switzerland



Interroll

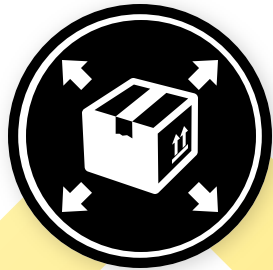
Focus on growth markets

Food & Beverage

Warehousing &
Distribution

Courier, Express & Parcel

Fashion & Retail



Airports

Tire & Automotive

Supermarket
Solutions

Industrial
Manufacturing

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Our business model as enabler

Market

- **Market environment:** increasingly dynamic
- **Material handling market** attractive for new entrants, consolidation



Interroll

- **Platform products** for globally consistent / proven solutions
- **Proximity to customers:** own network in key markets and industries
- **Technology partner** for global integrators and local players

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Platform Strategy

Rollers

- Roller platform

Drives & Controls

- Drum Motor Platform
- DC Platform

Pallet Handling

- Modular Pallet Conveyor Platform (MPP)
- Dynamic Storage Solutions

Conveyors & Sorters

- Modular & Light Conveyor Platform (MCP & LCP)
- Modular Hygienic Platform (MHP)
- Sorter Platform



HPP – High Performance Platform

Closing the gap



Platform solution

- Integration with Sorter and Conveyor Platforms



Multi Belt Switch

- Capacity: 6000 pcs/h on a conveyor



Interroll Layouter

- Proven in MCP and MPP
- Integration of 3rd Party solutions

***** Successful product launch @ the LogiMAT in April 2023 *****

AMR top module

AMR (Autonomous Mobile Robots) Top Module



Platform solution

- Connecting Conveyor and AMR solutions



Platform solution

- Integrated solution
- Flexible solution for handling solutions
- Scalable – add more AMR later on

*** Launch in September 2023 ***



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Financial Highlights H1/2023

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Performance summary H1/2023

Order intake: -0.8% decrease (previous year: -27.8%)

Local currency: +4.3%

EMEA shows a decrease in order intake, whereas the other regions grow

Sales: -17.6% increase (previous year: +14.3%)

Local currency: -13.5%

EMEA and Americas show a decrease in sales, whereas Asia-Pacific grows

EBIT: -29.7% decrease to CHF 28.7m (previous year: CHF 40.8m)

Missing contribution margin from sales decrease; high-cost discipline

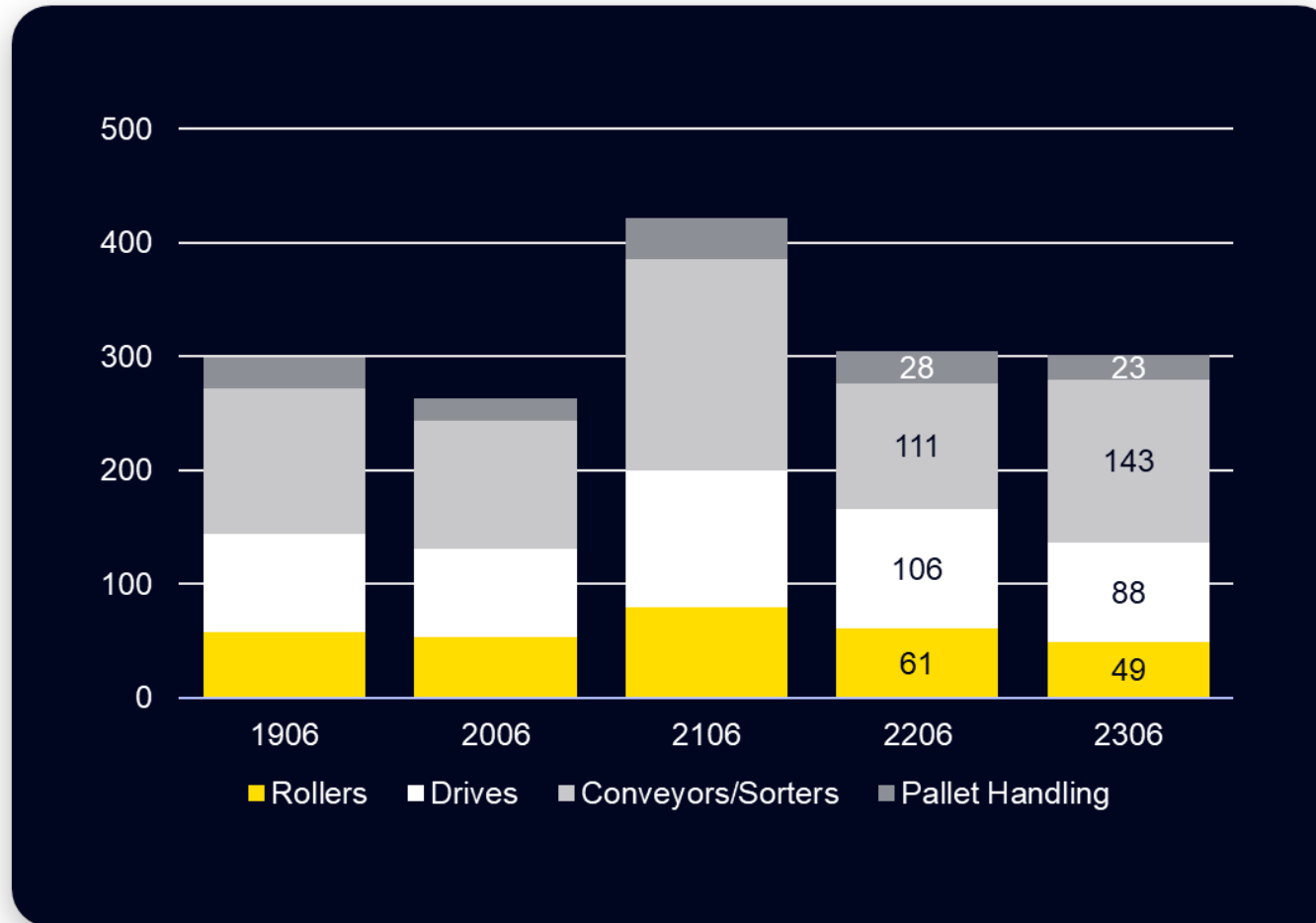
Operating cash flow: CHF 75.2m (previous year: CHF 1.2m)

High decrease in net working capital

Order intake: CHF 301.9m (-0.8%)

In local currency: +4.3%

In CHF million

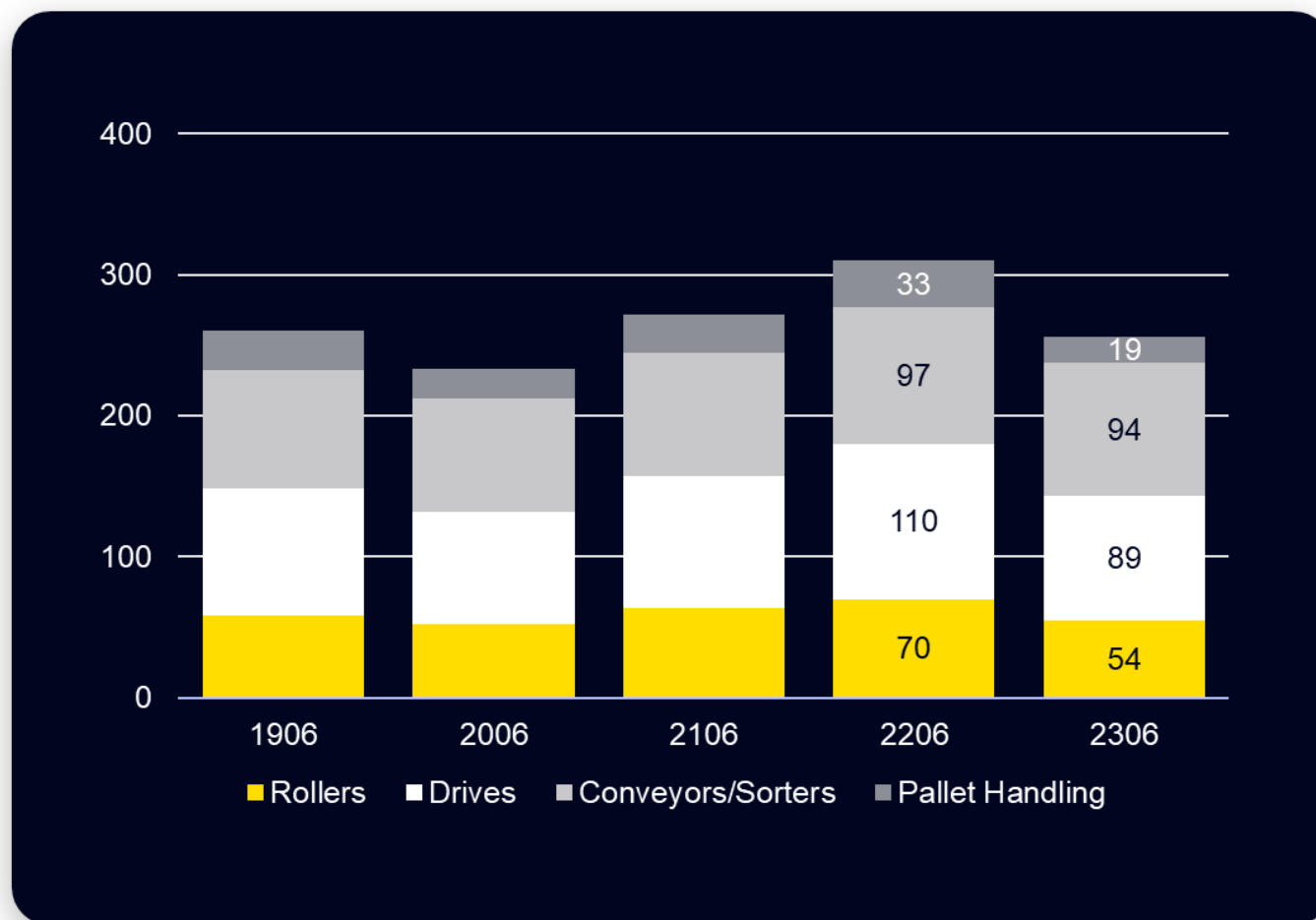


- **Rollers: -18.6%**
- **Drives: -17.0%**
- **Conveyors & Sorters: +28.8%**
- **Pallet Handling: -18.7%**
- **Book-to-bill Ratio: 1.18 (PY: 0.98)**

Sales: CHF 256.2m (-17.6%)

In local currency: -13.5%

In CHF million

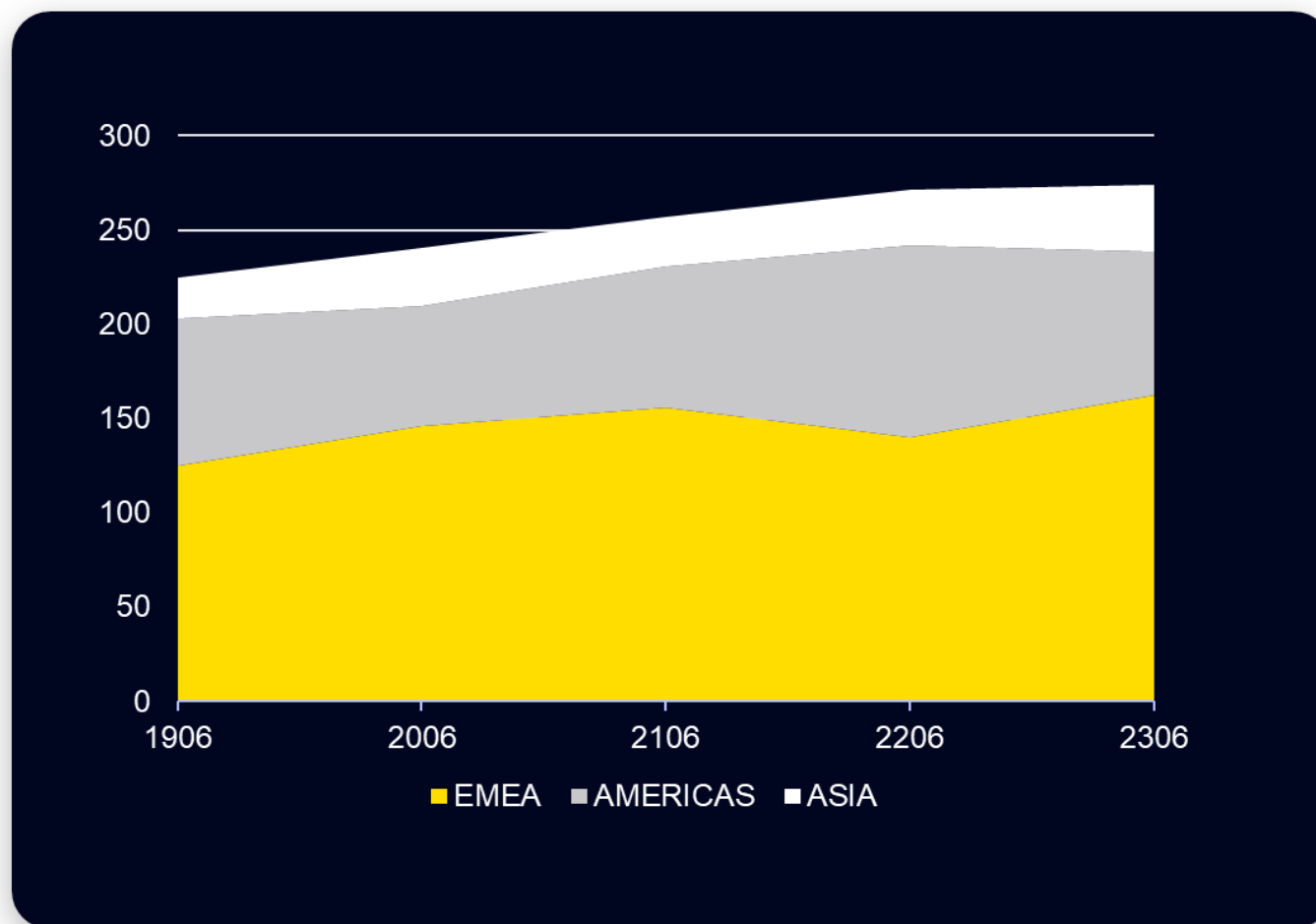


- **Rollers: -22.9%**
- **Drives: -19.4%**
- **Conveyors & Sorters: -2.9%**
- **Pallet Handling: -43.3%**
- **Book-to-bill Ratio: 1.18 (PY: 0.98)**

Sales by region: CHF 256.2m (-17.6%)

In local currency: -13.5%

In CHF million



Sales development:

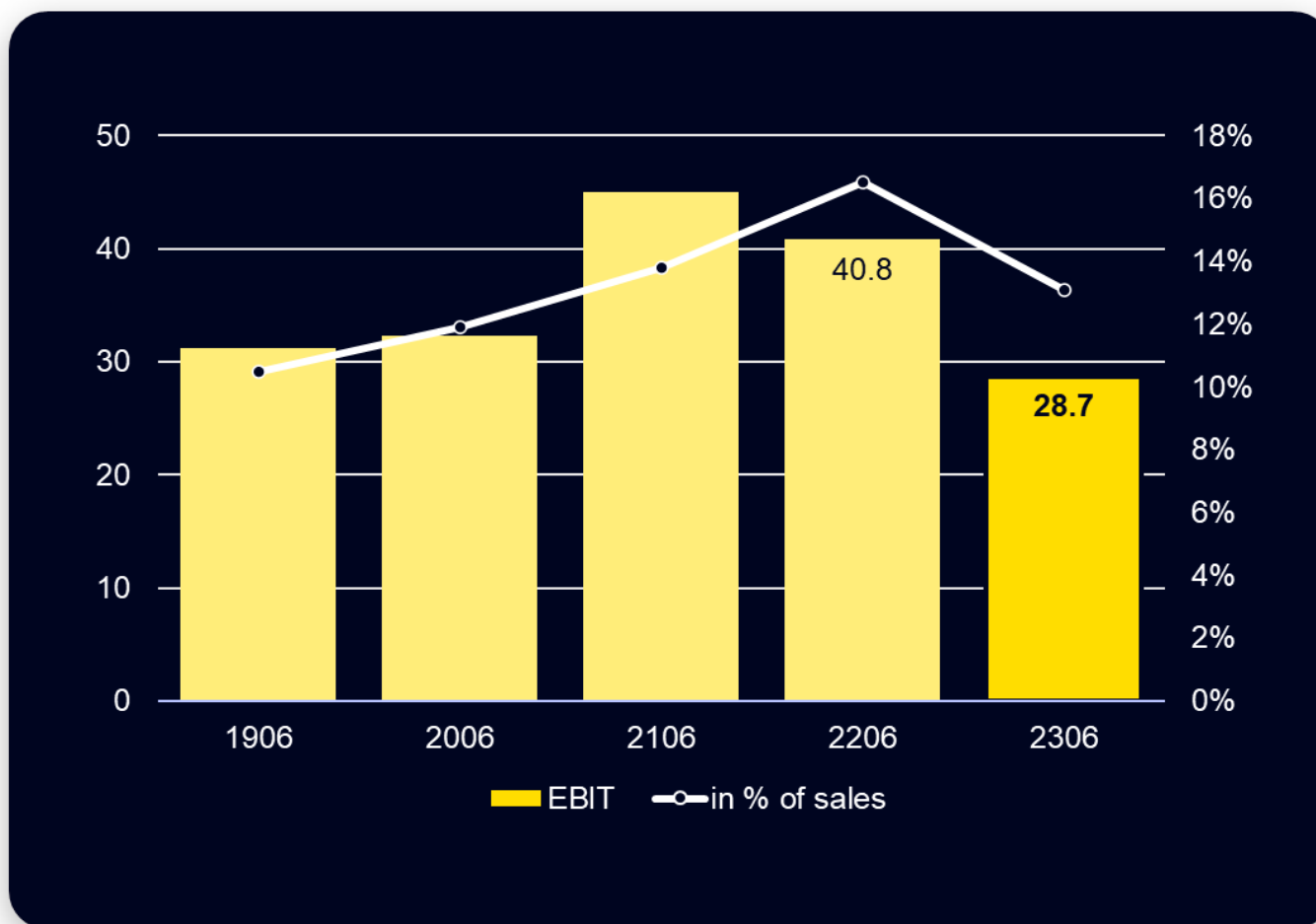
- EMEA: -23.0%
- Americas: -24.9%
- Asia-Pacific: +46.0%

Sales by region:

- EMEA: 55% (PY: 58%)
- Americas: 30% (PY: 33%)
- Asia-Pacific: 15% (PY: 9%)

EBIT: CHF 28.7m (-29.7%)

In CHF million



EBITDA CHF 39.9m (-23.9%)

In % of sales 15.6% (PY: 16.9%)

- Missing contribution margin from sales decrease
- High-cost discipline

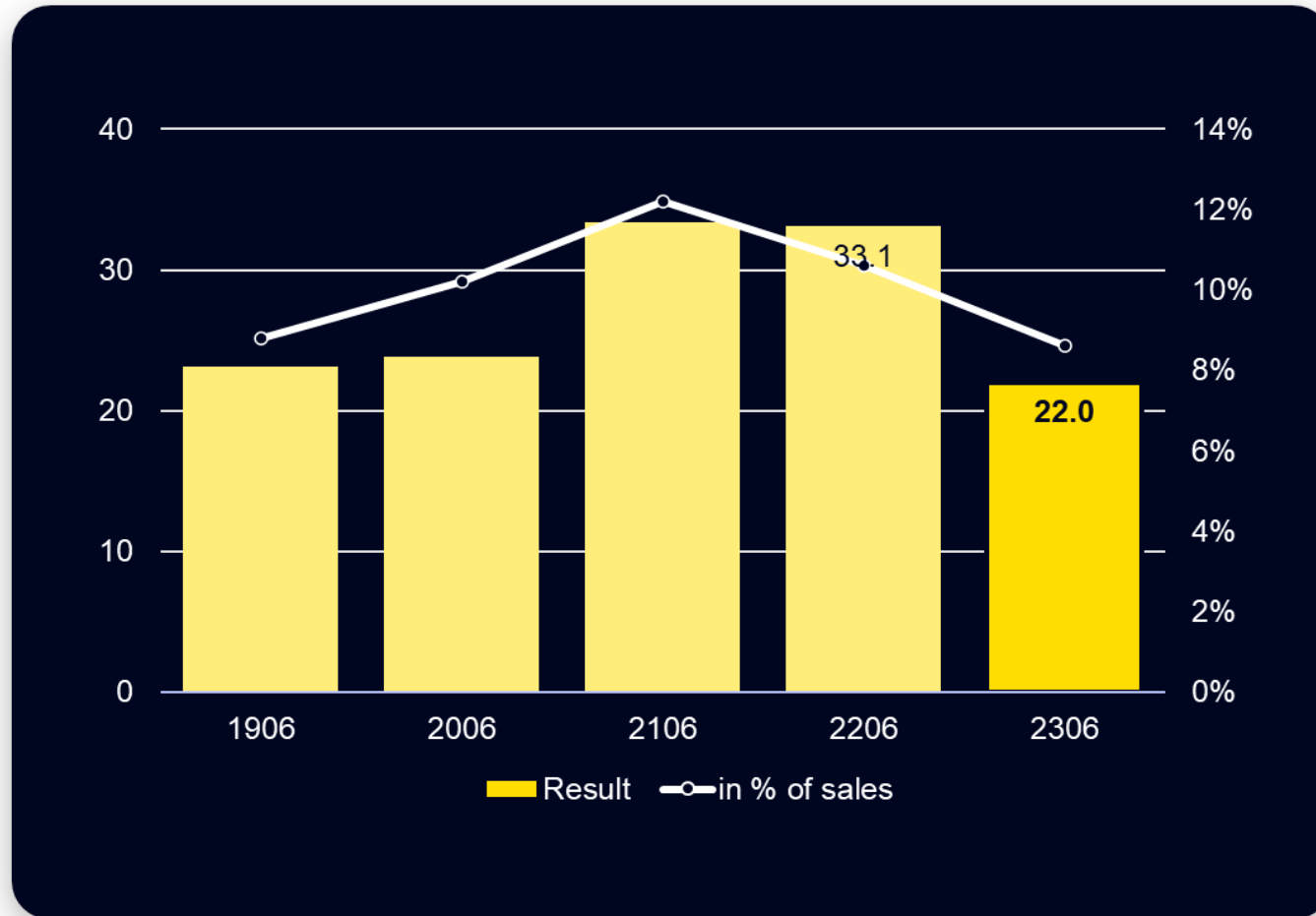
EBIT CHF 28.7m (-29.7%)

In % of sales 11.2% (PY: 13.1%)

- Depreciation & amortization almost unchanged

Result: CHF 22.0m (-33.5%)

In CHF million

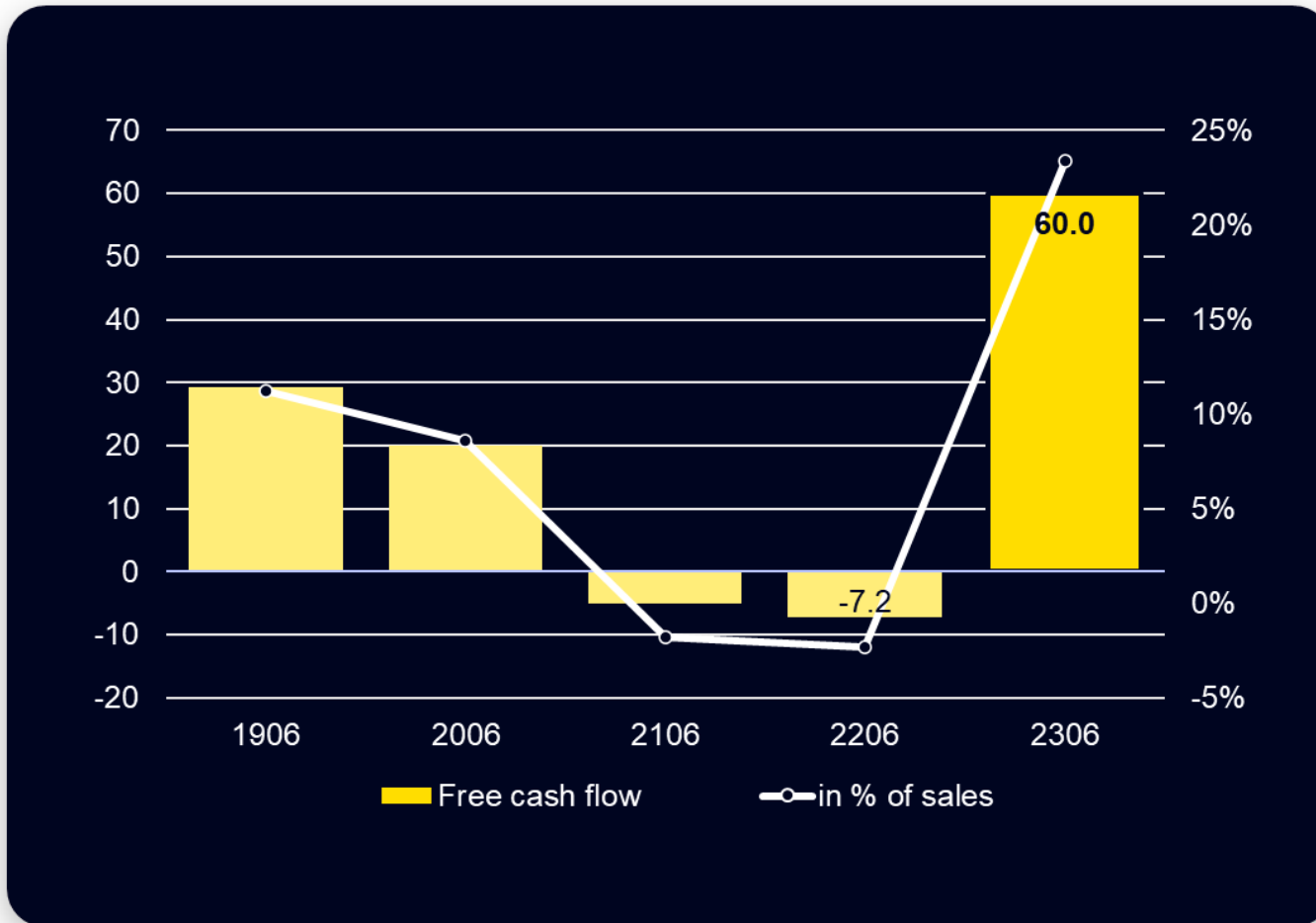


Results CHF 22.0m (-33.5%)
In % of sales 8.6% (PY: 10.6%)

- Negative financing result from FX currency losses
- Slightly higher tax rate

Free cash flow: CHF 60.0m

In CHF million



Operating cash flow CHF 75.2m
In % of sales: 29.4% (PY: 0.4%)

- Much lower net working capital

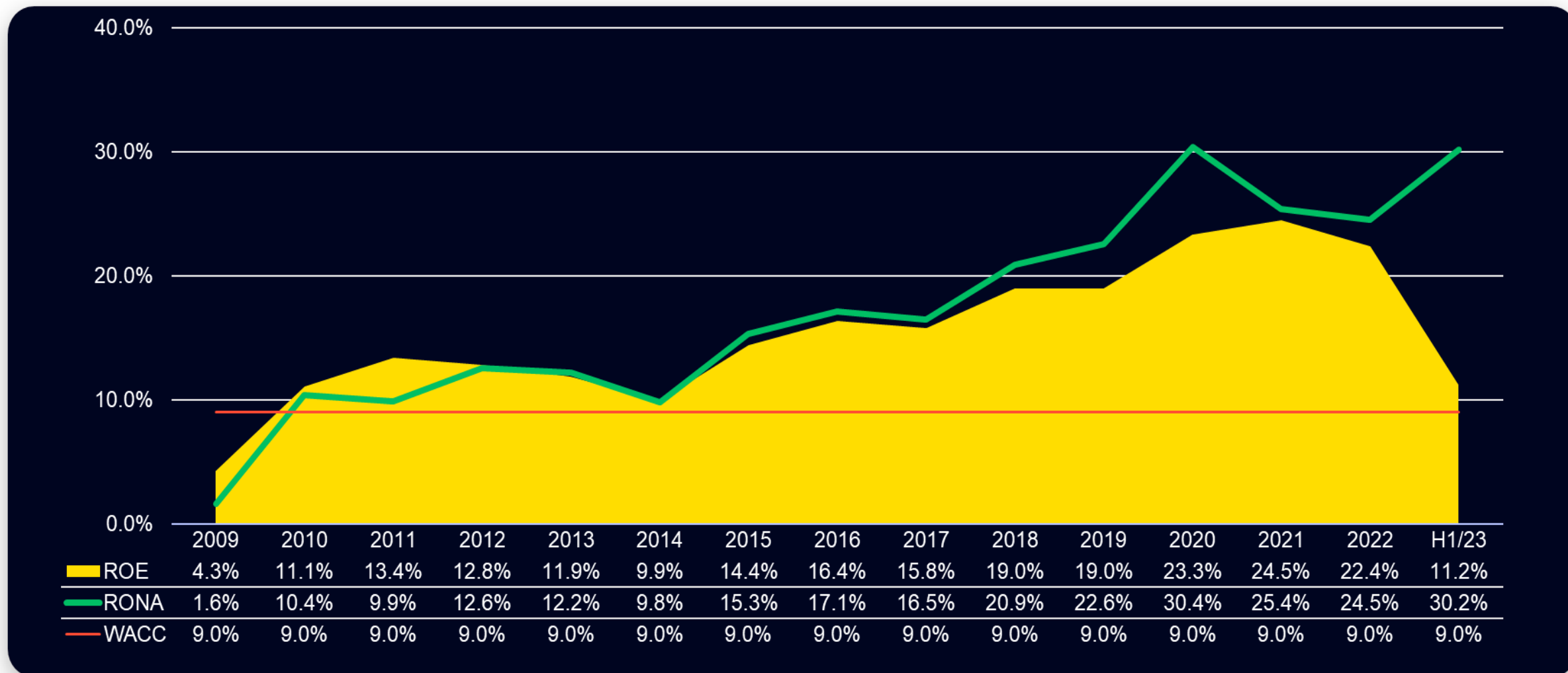
Free cash flow CHF 60.0m
In % of sales: 23.4% (PY: -2.3%)

- Investments CHF 17.1m (PY: CHF 12.4m)

Value creation:

ROE 11.2% and RONA 30.2%

Q1/2023



Outlook

We continue to focus on our long-term growth

We currently see positive developments in Americas. In Europe the product sales volumes are expected to increase as destocking is over. In Asia Pacific we expect moderate growth.

Interroll is strongly positioned and well prepared to benefit from our leading technology platform and capacities at any given moment in time when the market rebounds.

In the medium term, we believe that all fundamental trends for global demand for material flow solutions remain intact and have even strengthened as labor shortage increases the demand for further automation.



Long-Term thinking

Digital half year report 2023

2023



<https://www.interroll.com/investor-relations/reports-and-publications>

Questions?



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Appendix

Slide 4 image – Image Macrovector on Freepik