

INSPIRED BY EFFICIENCY



INTERROLL HOLDING AG

H1/2022 Analyst Webcast

[interroll.com](https://www.interroll.com)



Agenda



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

INSPIRED BY EFFICIENCY



INTERROLL HOLDING AG

Group Overview

Martin Regnet
Head of Communications & Investor Relations
Interroll Holding AG

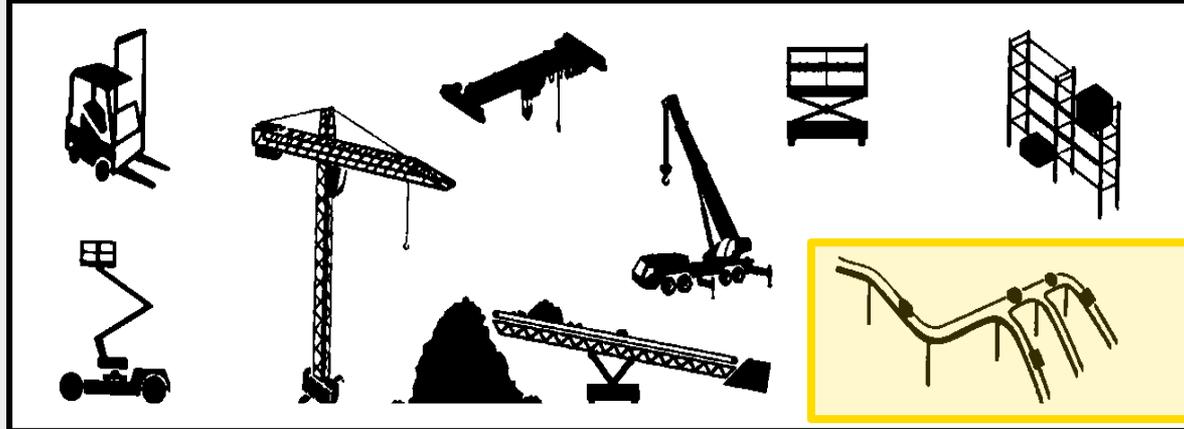
[interroll.com](https://www.interroll.com)



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



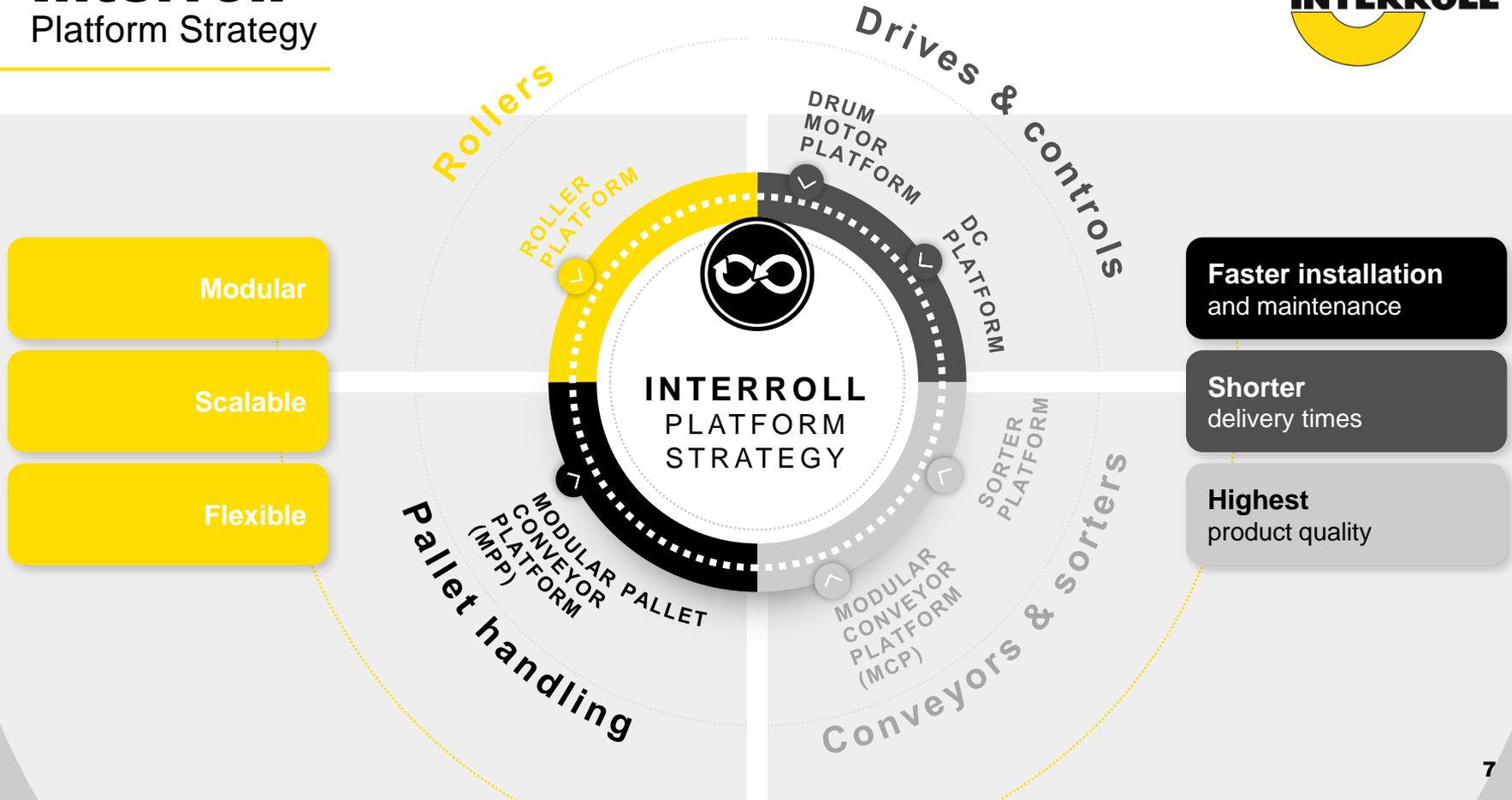
SUPERMARKET
SOLUTIONS



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

*Modular Pallet Conveyor Platform

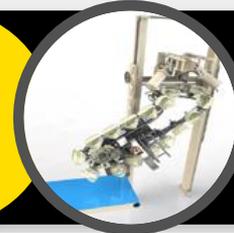
**CoE= Center of Excellence

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

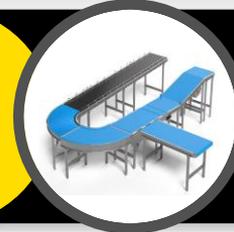


**Poultry
processing**

**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

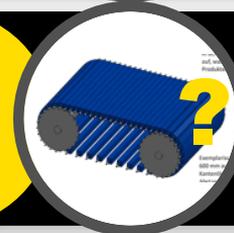


General use for
packed food

**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

INSPIRED BY EFFICIENCY



INTERROLL HOLDING AG

Financial Highlights H1/2022

Heinz Hösli
Chief Financial Officer
Interroll Holding AG

[interroll.com](https://www.interroll.com)



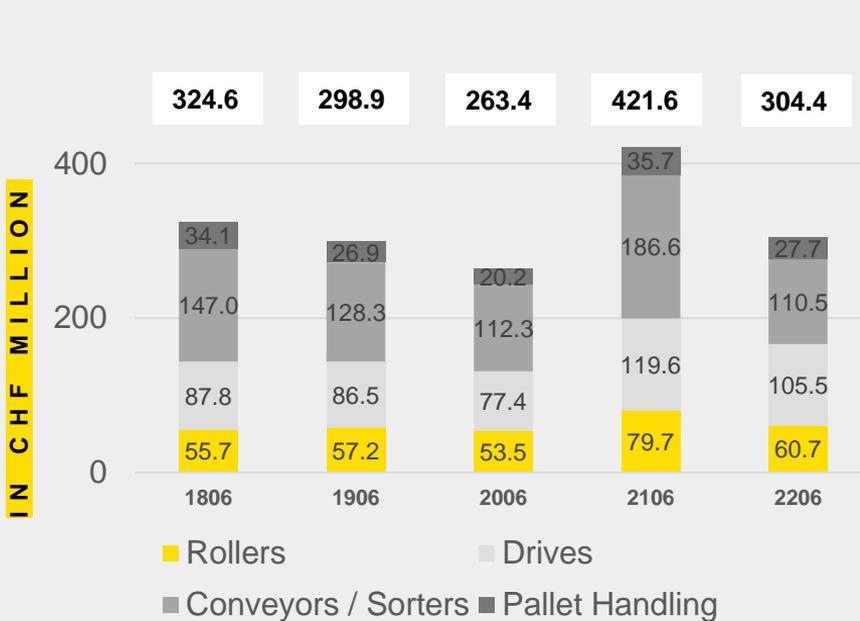
Performance summary H1/2022



- 🕒 **-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%)

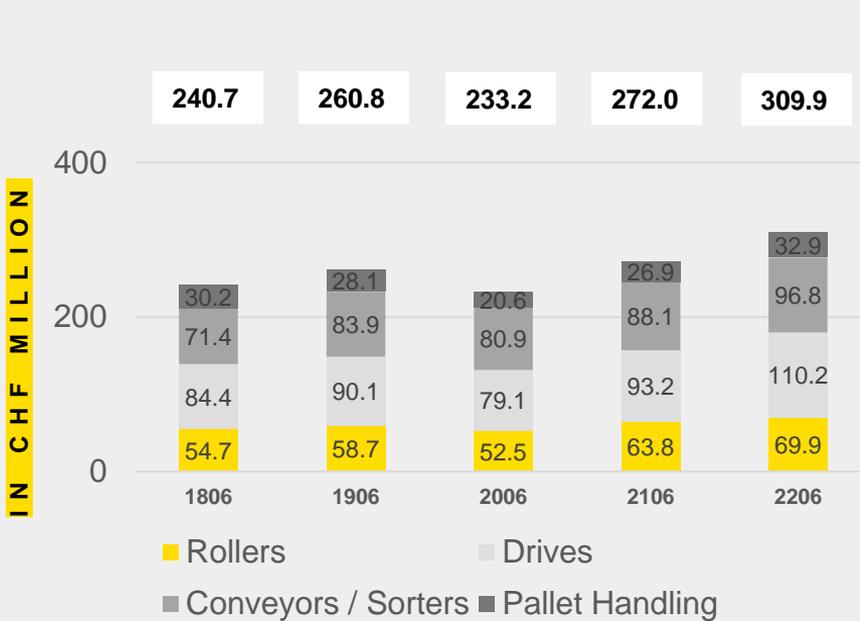
In local currency: -24.8%



- 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:

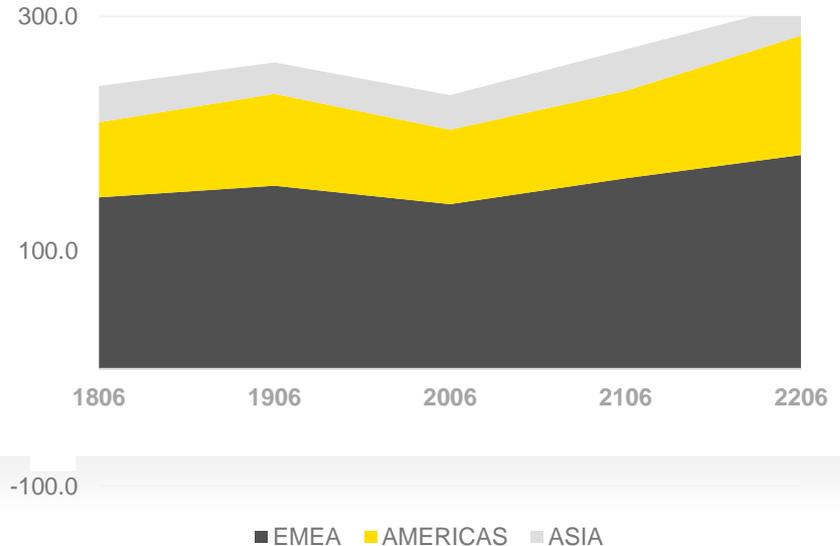
- EMEA: +12.3%
- Americas: +36.4%
- Asia-Pacific: -23.0%



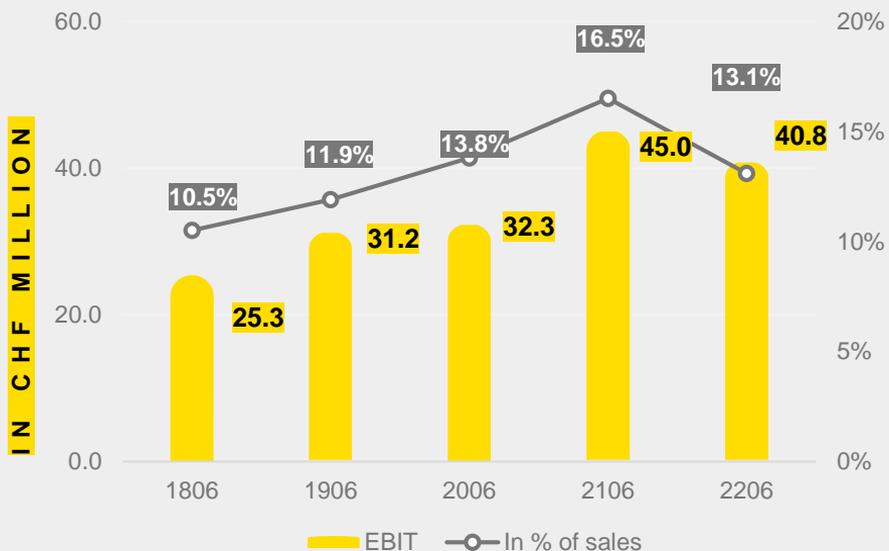
Sales by region:

- 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%)

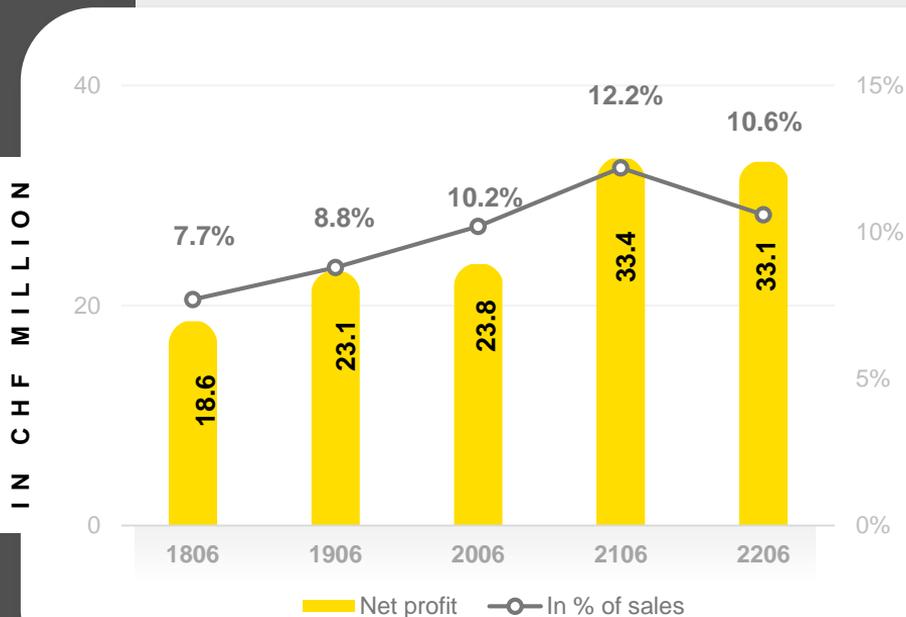
Result: CHF 33.1m (-0.9%)



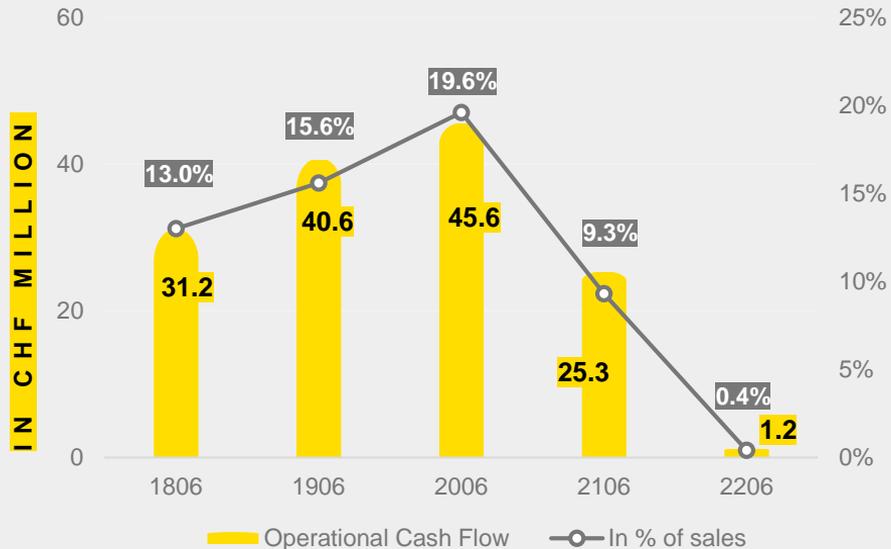
- Positive financing result from FX currency gain
- Lower tax rate

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%)

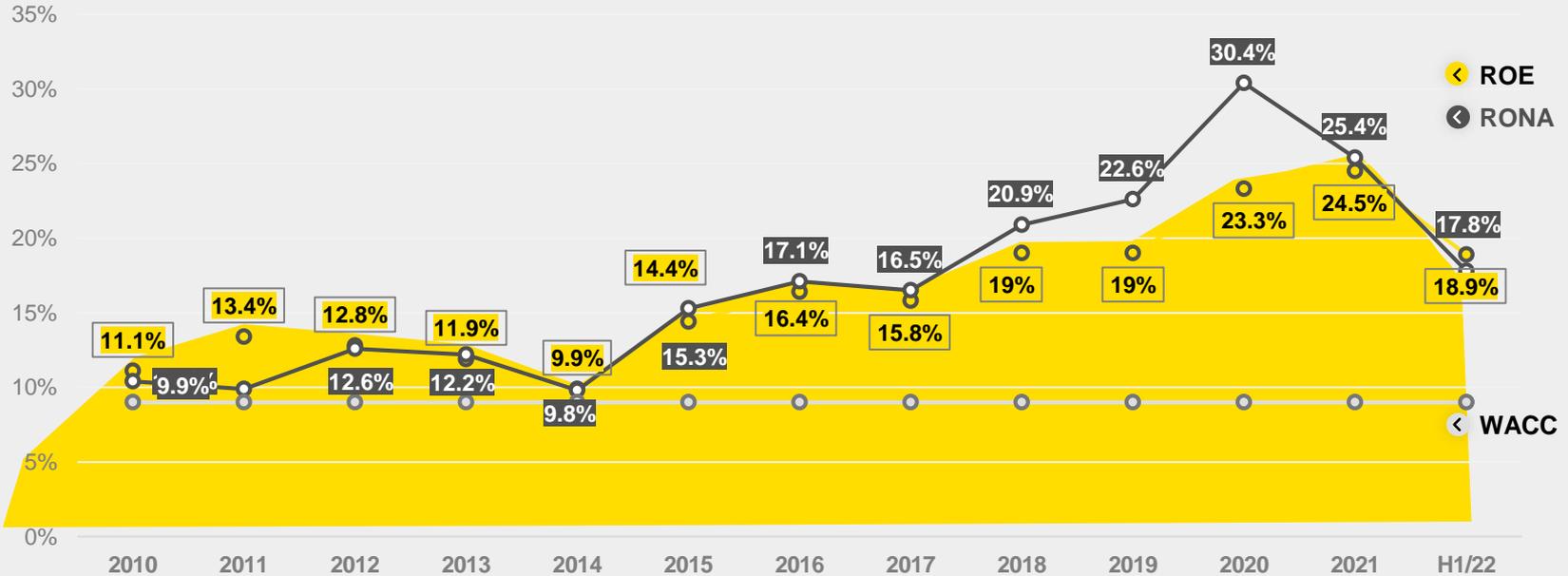
Investments CHF 12.4m (PY: CHF 32.0m)

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.**



Questions?



Contact details



Interroll Holding AG
Via Gorelle 3
6592 Sant'Antonino
Switzerland

Heinz Hössli

Chief Financial Officer
h.hoessli@interroll.com
Phone +41 91 850 25 44

Martin Regnet

Head of Communications & Investor Relations
m.regnet@interroll.com
Phone +41 91 850 25 21