

INSPIRED BY EFFICIENCY

A photograph of a modern building with a curved glass facade. In the foreground, there is a large, dark bronze statue of a human figure. The sun is shining brightly behind the statue, creating a lens flare effect. The sky is a clear, deep blue.

H1/19 Analyst Presentation Webcast, 5 August 2019

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Interroll Holding AG

interroll.com

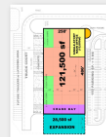
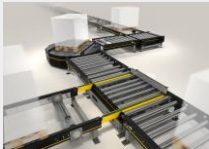
Our Growth Strategy



Innovative Products

Geographic Expansion

Service Business



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

EMEA	Americas	Asia-Pacific
<ul style="list-style-type: none"> - New plant in Southern Germany - "Cell division" in a Sorter plant and a Conveyors plant - CapEx EUR 40m - Launch in late 2020 	<ul style="list-style-type: none"> - Second plant in Atlanta, fourth plant in the USA - CapEx USD 11m - Launch in late 2019 	<ul style="list-style-type: none"> - First own plant in Southeast Asian market - New factory in Thailand launched in April 2019

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)



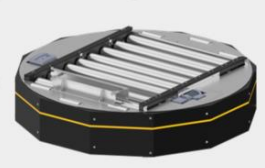
- New modular system for Pallet Conveyor Technology (MPP) similar to the Modular Conveyor Platform (MCP)
- Control system: Similar to Conveyor Technology for light loads
- Optimal addition to the Pallet Flow Storage product group



Roller Conveyor



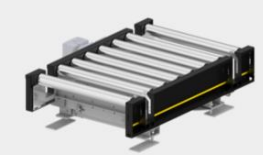
Chain Transfer



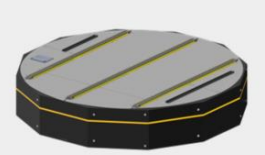
Roller Turntable



Chain Conveyor



Roller Transfer



Chain Turntable

Performance summary H1/19

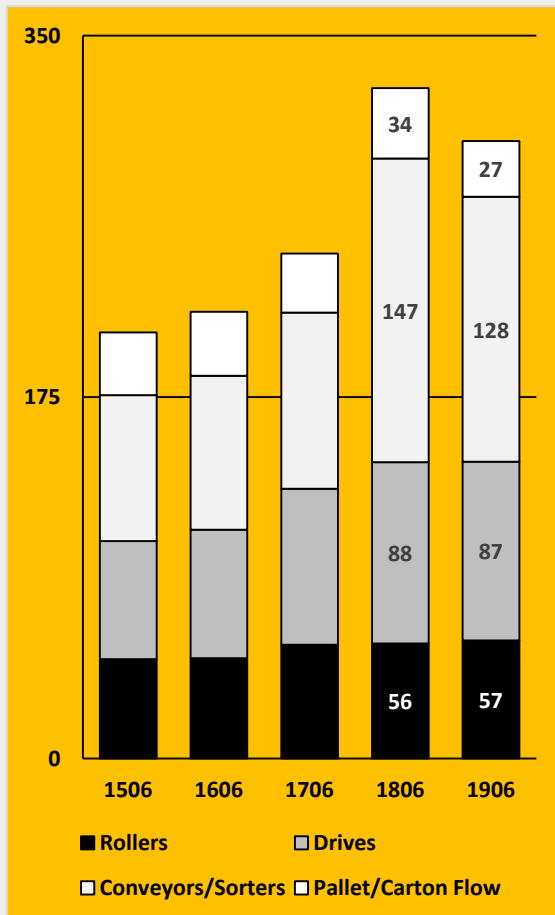


- **-7.9% Order intake decline** (Previous Year: +32.8%)
Local currency: -6.0%
All regions show a decline in order intake
- **+8.4% Net sales growth** (Previous Year: +18.4%)
Local currency: +10.4%
Conveyors & Sorters (+17.5%) and Rollers (+7.3%) show record levels
- **+23.3% EBIT growth to CHF 31.2m** (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%



In CHF million

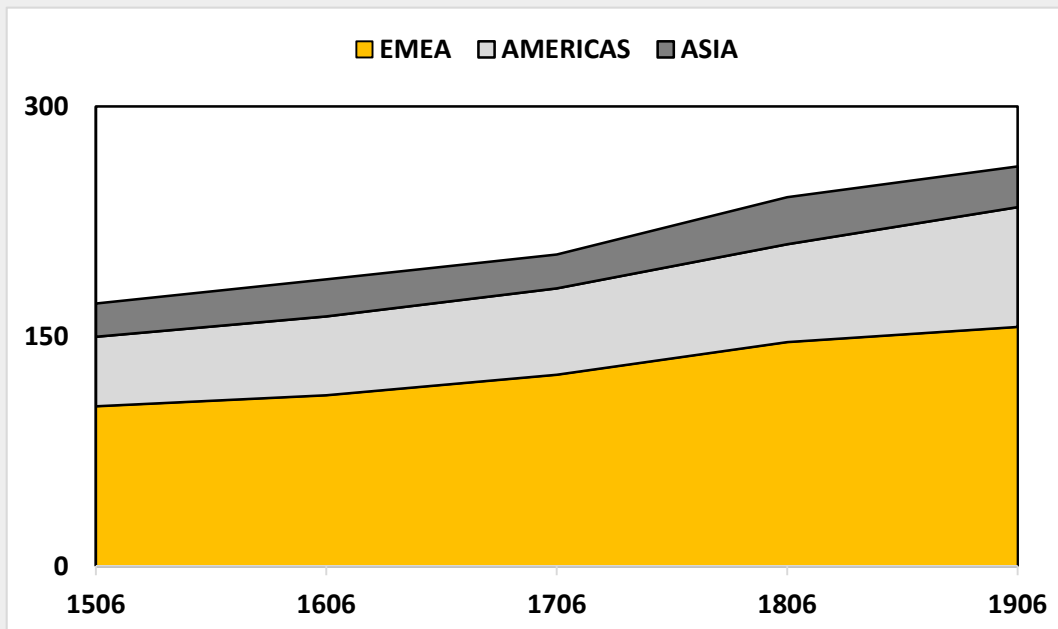


- Earlier announced large project order in South Korea included
- Solution business slowed in H1/19:
Pallet & Carton Flow: -21.0%
Conveyors & Sorters: -12.7%
- Book-to-bill Ratio: 1.15 (PY: 1.35)

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%

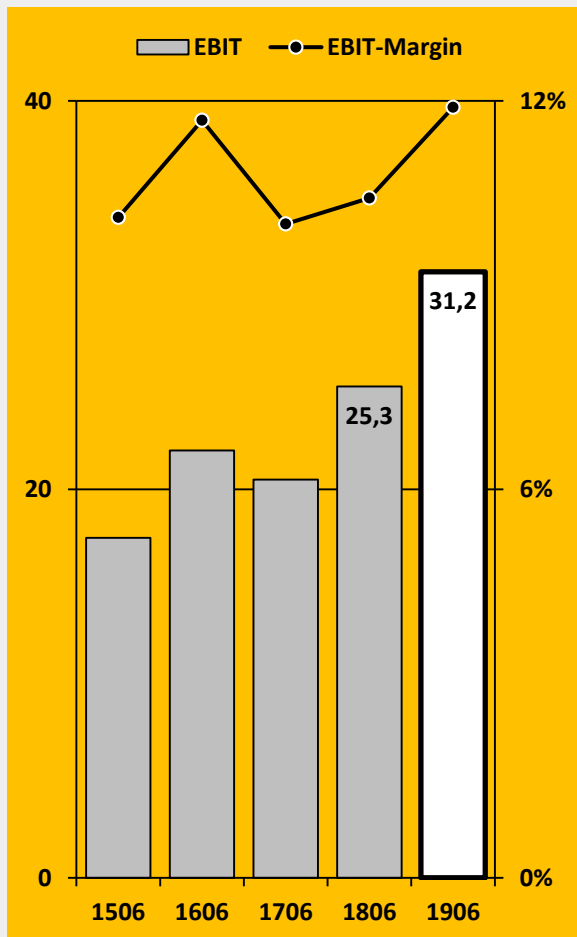


Net sales in CHF million

EBIT: CHF 31.2m (+23.3%)



In CHF million



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

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

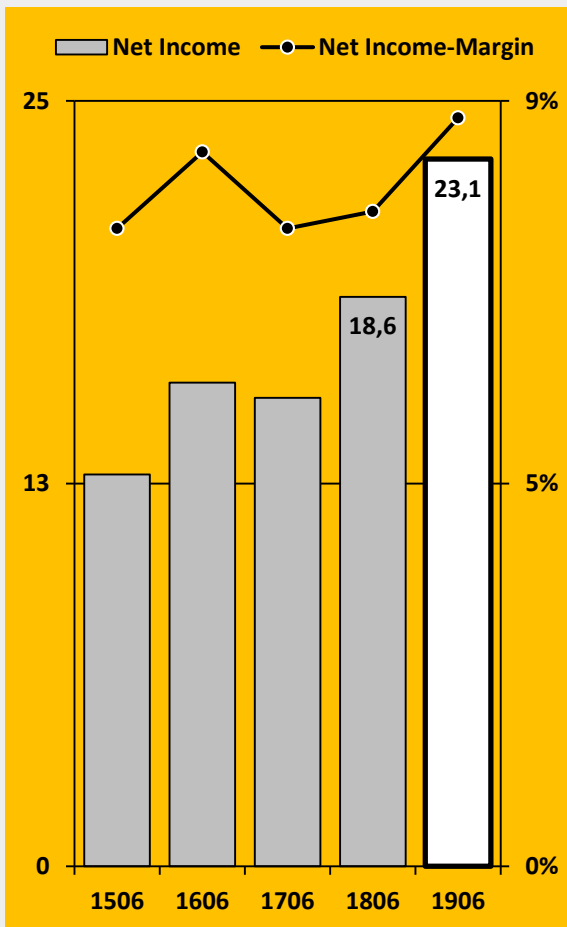
- Depreciation up
- Amortisation slightly up

EBIT CHF 31.2m (+23.3%)
EBIT-MARGIN 11.9% (PY: 10.5%)

Net income: CHF 23.1m (+24.2%)



In CHF million



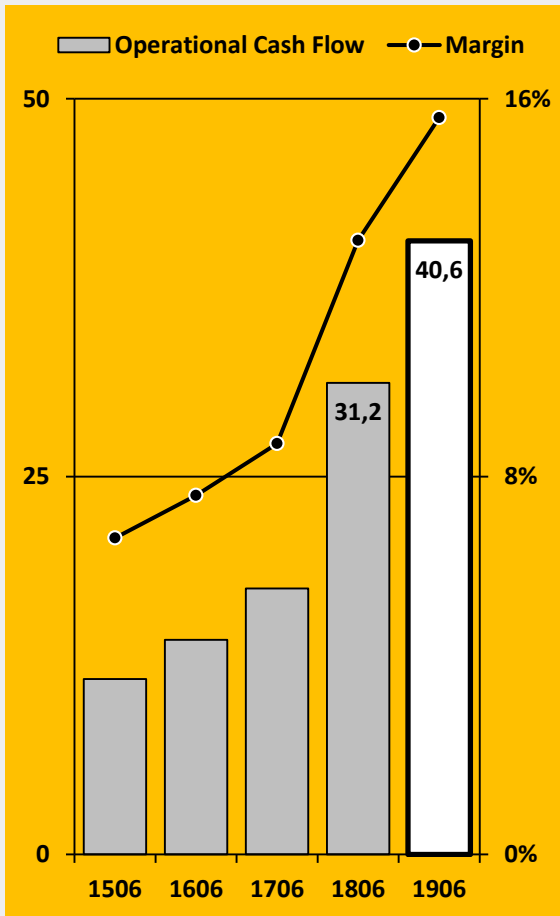
- Slightly negative foreign currency result
- Higher tax quote

Net income CHF 23.1m (+24.2%)
Net income-Margin 8.8% (PY: 7.7%)

Operational Cash Flow: CHF 40.6m (+29.9%)



In CHF million



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

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

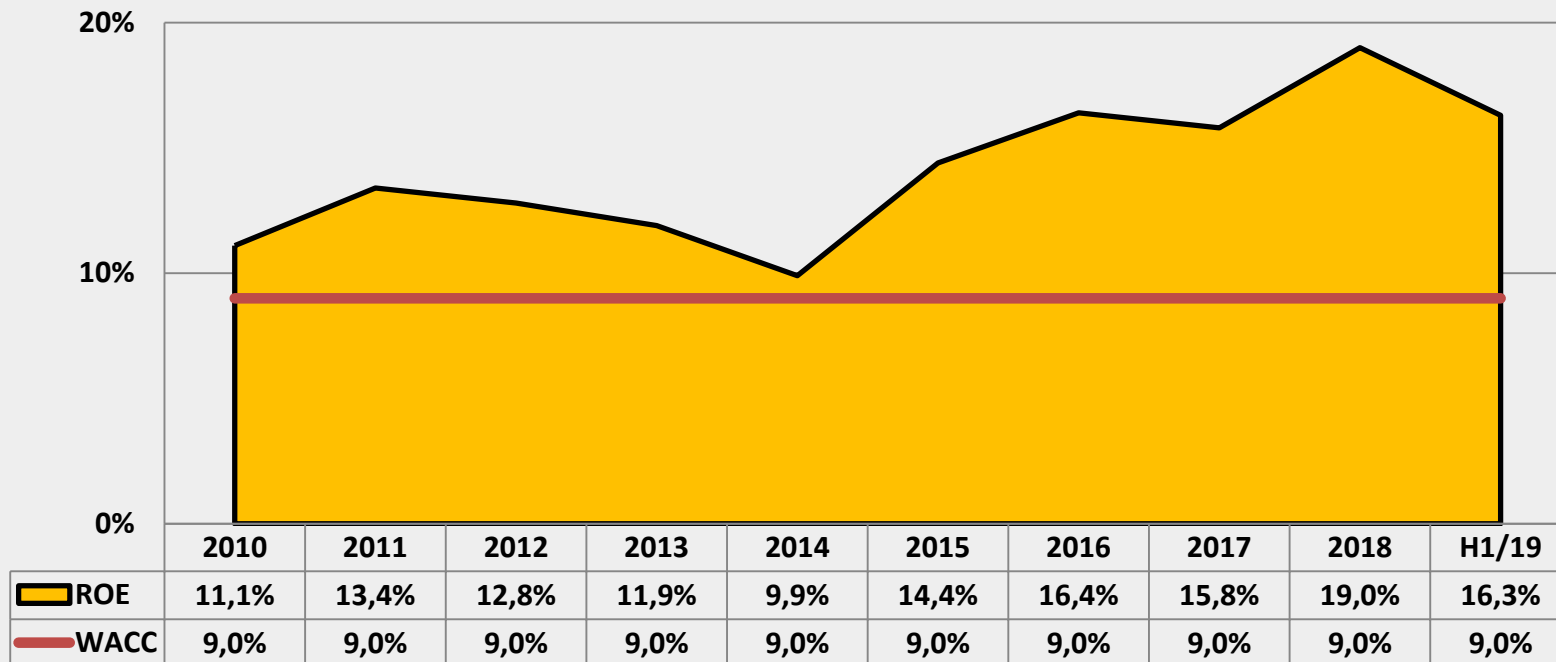
- Investments CHF 11.7m (PY: CHF 15.6m)

Free Cash Flow CHF 29.2m (+62.6%)
Margin 11.2% (PY: 7.5%)

Creating value: RONA 18.1% and ROE 16.3%



ROE vs. WACC of 9%



Profitable growth – now and in future



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.**



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**Thank you for your attention
Do you have any questions?**



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