

CREATING SUSTAINABLE GROWTH



Ingo Steinkrüger, Chief Executive Officer

Dear shareholders, valued customers, employees and business partners,

In a dynamic but also challenging fiscal year 2021, we were able to build on our strengths and fully achieved our growth targets.

Interroll increased sales significantly to CHF 640.1 million (+20.6% year-on-year, +21.0% in local currencies). Order intake climbed significantly to CHF 788.4 million (+43.9% year-on-year, +44.2% in local currencies).

Based on the positive order development in 2021 as a whole, the Group is cautiously optimistic about the fiscal year 2022. In order to be able to take advantage of the demand momentum, we are also expanding our production network in 2022: With a new plant in Suzhou, China, which will start operations in the third quarter of 2022, we are increasing our capacities in Asia for all product groups. In addition, we will also expand at the Hückelhoven-Baal site in Germany to manufacture new solutions for the food sector there from the beginning of 2023.

In the year under review, we further expanded our leading position in material flow: Our innovative solutions for smart logistics, such as the RollerDrive EC5000, once again made a growing contribution to our market success. In addition, we expanded our sorter platform with the Split Tray Sorter in the basic segment and the new Vertical Sorter in the mid-range segment, and developed our own sorter controls in the new Center of Excellence Software & Electronics in Linz, Austria. We added powerful options to our drum

motor platform and won prestigious awards with the Smart Pallet Mover (SPM).

Earnings before interest, taxes, depreciation and amortization (EBITDA) increased again to CHF 122.5 million (previous year: CHF 115.4 million). The EBITDA margin decreased to 19.1% (previous year: 21.7%). Earnings before interest and taxes (EBIT) reached CHF 99.3 million (+5.6% above previous year with CHF 94.1 million).

Net profit again rose strongly by 12.3% to CHF 80.6 million (previous year: CHF 71.7 million). The net profit margin reached 12.6% (previous year: 13.5%). Gross capital expenditures amounted to CHF 51.1 million (previous year: CHF 51.3 million). Cash flow decreased to CHF 47.3 million (previous year: CHF 122.9 million). Uncertainty in the availability of materials and the associated warehousing contributed significantly to this.

Supply chains proved to be a major challenge throughout the industry in the year under review, particularly in the second half of the year, both in terms of material availability and price increases, as well as massively longer delivery times. Interroll countered this development with a task force that was mostly able to achieve good solutions for our customers. However, delivery delays could not be completely avoided.

SUSTAINABLY STRENGTHENING CUSTOMER TRUST

With our road show, Truckloads of Inspiration, we further deepened our relationships with our customers in Europe in 2021 and will continue to do so in



Paul Zumbühl, Active Chairman

2022. Our Rolling On Interroll partner network also expanded with new members in the reporting year and offered numerous opportunities for our partners to exchange ideas.

Our solution sales approach helps us to better understand success stories in our target industries. We use these insights where we can create added value in order to integrate them as products into our solution platform in the long term. So far, this approach has proven particularly successful in the food industry and production logistics, where Interroll is aiming for a greater presence, especially with pallet-handling solutions.

ADDED VALUE THROUGH DIGITIZATION

With digitalization, we increase customer convenience through high transparency, more simplicity in handling or an increase in the performance of a material flow solution. In doing so, we systematically improve our digital tools for the planning and design stage (e.g., with 3D layouts and simulations) to achieve significant time and cost savings for system integrators and users. We use digitalization wherever we can to accelerate their applications and processes, make them easier to manage, more efficient, safer and more sustainable.

At the same time, we are pushing ahead with our cost discipline and productivity programs. We are continuing to press ahead strongly with our substantial investments of recent years in the global networking of our information technology (IT) infrastructure and the harmonization of our digital production and business processes.

In the year under review, the Interroll team grew to more than 2,600 employees. It is important to us to be a highly attractive employer in our industry. This claim applies to our current employees as well as to our future employees. That is why we take a targeted, long-term approach to career development.

With our Interroll Academy, we are intensively involved in the training and development of our employees and are convinced that, in addition to our excellent corporate culture, good, regular training is the prerequisite for outstanding motivation. We are also systematically expanding our cooperation with universities.

MATERIAL FLOW: AN IMPORTANT FACTOR IN THE ECONOMY OF THE FUTURE

By 2050, the world's population will grow to around 10 billion people. Supplying people and the economy with the necessary goods and food is a key challenge for the future. Logistics plays a crucial role in optimizing the necessary processes: Only with well-thought-out concepts and technologies will it be possible to manage the increasing complexity and volume in supply chains in a demand-oriented and sustainable manner. This applies in particular to our industry, intralogistics: It will take on a great deal of social importance and attention in terms of speed, increased efficiency, networking and individualization, but also in terms of resource conservation, environmental friendliness and food safety. We are facing up to this responsibility. It is important to us to make this contribution even more sustainable in the future, and from March 2023 we will publish a sustainability report that will meet the standards of the Global Reporting Initiative. This report will focus on the three topics of environment, social and governance (together referred to as ESG). We are also ensuring internal transparency here with new management systems in order to be able to improve continuously and comprehensively in this area.

Shareholders participate in our positive business development. A dividend of CHF 31.00 per share will be proposed to the Annual General Meeting on May 13, 2022 (+15%; previous year: CHF 27.00 per share).

Sant'Antonino, March 17, 2022

Paul Zumbühl
Active Chairman

Ingo Steinkrüger
Chief Executive Officer