

PRODUCT GROUPS

Sales by product group

21.0%	Rollers
30.0%	Drives
39.7%	Conveyors & Sorters
9.3%	Pallet Handling

SALES (CHF MILLION) ROLLERS

134.6

References

Dematic
Knapp
SSI Schäfer
TGW
Vanderlande

SALES (CHF MILLION) DRIVES

191.6

References

Itab
Smiths Detection
Triumph International
Villeroy & Boch
Walmart

SALES (CHF MILLION) CONVEYORS & SORTERS

254.0

References

Amazon
Aokang
China Post
DHL
FedEx

SALES (CHF MILLION) PALLET HANDLING

59.8

References

Coca-Cola
Danone
Procter & Gamble
Yamaha

GROWTH IN ALL PRODUCT GROUPS

Interroll has divided its portfolio into four product groups: Rollers, Drives, Conveyors & Sorters, and Pallet Handling. In the reporting year 2021, all product groups developed above the previous year.



PRODUCT GROUP ROLLERS

The product group Rollers forms the solid basis of the Interroll portfolio. Interroll has been manufacturing conveyor rollers in Wermelskirchen, Germany, since 1959 and now at five other locations worldwide. Conveyor rollers are used in numerous internal logistics applications.

Interroll has already manufactured well over 500 million conveyor rollers. Driven and unpowered conveyor rollers from Interroll are the first choice for transporting containers and pallets in the distribution centers of postal and courier services, shipping companies, and in airports and production plants. But these products are also integral parts of material-handling solutions in other industries such as the supermarket and e-commerce sectors. Interroll offers a selection of over 60,000 conveyor roller variants. Products from the Rollers category are also used in other Interroll solutions from other product categories, for example in the Modular Conveyor Platform (MCP) and the Modular Pallet Conveyor Platform (MPP), as well as in flow storage solutions.

Highly efficient manufacturing processes, customer proximity, short delivery times and the high quality of Interroll products were key factors in this product group's continued success in 2021. This development was also supported by the continued increase in the level of automation of suitable processes at Interroll's manufacturing sites.

The potential of market trends such as the continuing strong development of e-commerce and the outsourcing of system integrators' own roller production to Interroll were anticipated and exploited. With the introduction of a web store and innovative customer-oriented tools, such as a roll configurator or a Layouter tool for larger projects, Interroll has significantly simplified and shortened the selection and ordering process.

Consolidated sales in the Rollers product group amounted to CHF 134.6 million, up 27.0% above the previous year's figure of CHF 106.0 million. Consolidated order intake increased by 45.4% to CHF 156.2 million and was thus significantly above the previous year's level of CHF 107.4 million.



Interroll rollers stand for top quality in 60,000 variants.

PRODUCT GROUP DRIVES

The product group Drives' portfolio includes control systems, driven conveyor rollers (24-volt and 48-volt RollerDrive) and drum motors. The worldwide responsibility within the Interroll Group is shared between the global Centers of Excellence in Baal, Germany, and in Hvidovre, Denmark, for drum motors, as well as Wermelskirchen, Germany, for RollerDrive and Linz, Austria, for Software & Electronics. Internationally, Interroll takes a leading role with its compact, flexible, energy-efficient and easy-to-install solutions.

Consolidated sales in fiscal 2021 amounted to CHF 191.6 million, up +22.4% above the same period of the previous year (CHF 156.5 million). Consolidated order intake increased by +55.2% to CHF 244.8 million compared to CHF 157.7 million in the previous year.

In the year under review, Interroll expanded the performance range of its synchronous Drum Motors. The new DM 0138 synchronous drum motor extends Interroll's proven range of high-performance synchronous motors upward to open up new applications for customers and users, particularly in highly dynamic logistics centers and in the food industry. Like the existing DM 0080 and DM 0113 series, the new DM 0138 offers maximum acceleration and braking performance with very low energy consumption and the ability to precisely position conveyed goods on a system without the use of additional sensors, greatly simplifying the integration of packaging and other processing machines into an automated flow of goods, for example.



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There was also strong demand for the Interroll RollerDrive in 2021. The innovative range comprising the coordinated RollerDrive EC5000, controllers and power supply units now allows system integrators and plant manufacturers to serve their customers' needs even more individually and with Industry 4.0 functionalities. Thanks to the data visibility offered by the EC5000, modern conveyor systems can also be maintained in a predictive manner.

In addition, the bus interface enables the implementation of completely new control functions, such as those required in the automation environment. This means that not only can the acceleration, speed and braking of the conveyed goods in the system be influenced more precisely, but the respective goods can also be positioned on the conveyor line with millimeter accuracy – a prerequisite for automating work processes through the seamless interaction of conveyor solutions with robots or packaging machines. The brushless drive of the EC5000 also features energy recovery in braking mode. Conveyor systems thus manage without pneumatics or conventional drives that have to be operated continuously.

The EC5000 is already being used in numerous projects. Measurements carried out independently by customers in real operation have shown energy savings of up to almost 50% when retrofitting with the EC5000. Interroll is thus actively contributing to lower energy consumption and significantly higher productivity for the user.

The Center of Excellence Software & Electronics in Linz, Austria, established in January 2021, will assume global and cross-product responsibility for controls, software and electronics solutions. With a stronger focus on software and electronics, Interroll will take on greater responsibility in supporting system integrators. To this end, Interroll will offer an even more sophisticated technology platform in the future.

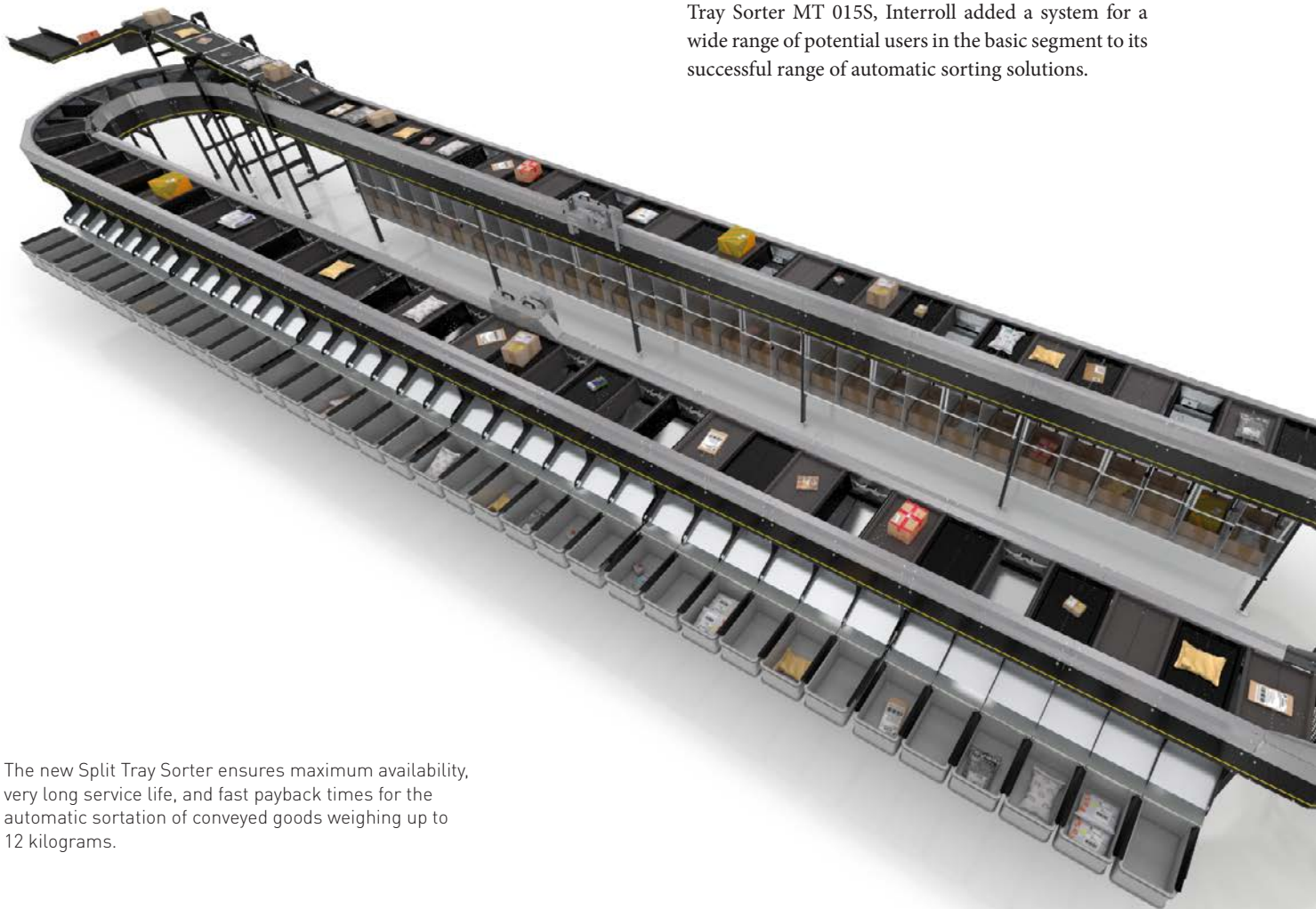


PRODUCT GROUP CONVEYORS & SORTERS

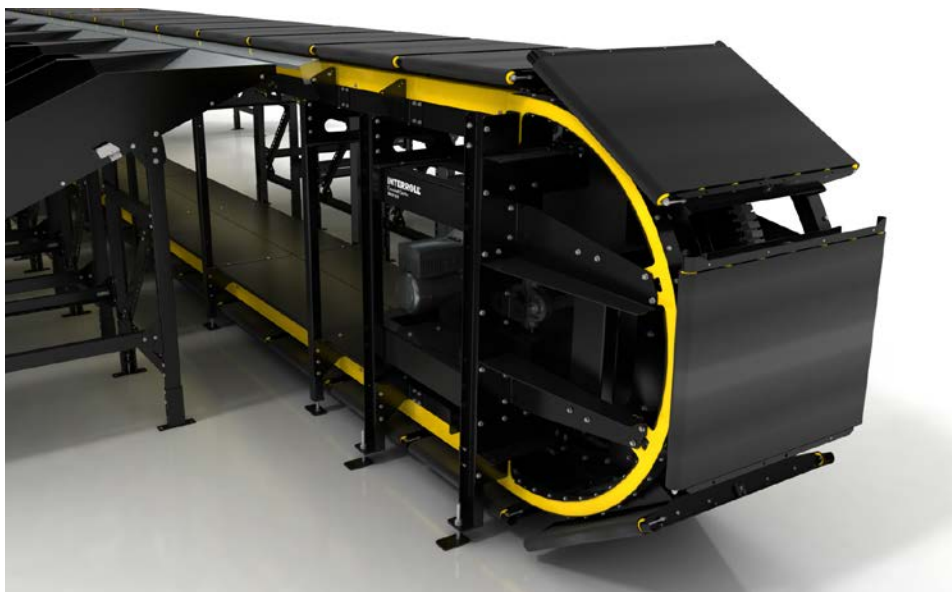
The product group Conveyors & Sorters comprises sorter and conveyor solutions developed by the global Centers of Excellence in Mosbach and Sinsheim, Germany, and Cañon City, United States. This product group includes crossbelt sorters, belt curves, and the Modular Conveyor Platform (MCP). With its products and solutions in this segment, Interroll holds a strong position in the market, particularly in equipping postal and logistics distribution centers, as well as airports and e-commerce.

Due to the considerable demand potential, Interroll opened a new plant in Mosbach, Southern Germany in mid-2021. Modern material-handling systems can be planned quickly and efficiently with Interroll's modular platform concept; adjustments remain possible and can even be made during assembly. In conjunction with the Interroll drive solutions, ultra-modern plants are created and are characterized by maximum availability, energy efficiency and very low operating and maintenance costs. This applies to both new plants and for the modernization of existing plants.

With the March 2021 market launch of the new Split Tray Sorter MT 015S, Interroll added a system for a wide range of potential users in the basic segment to its successful range of automatic sorting solutions.



The new Split Tray Sorter ensures maximum availability, very long service life, and fast payback times for the automatic sortation of conveyed goods weighing up to 12 kilograms.



The new MX 018V Vertical Crossbelt Sorter offers a maximum extension length of 180 meters and a conveying speed of 1.8 m/s.

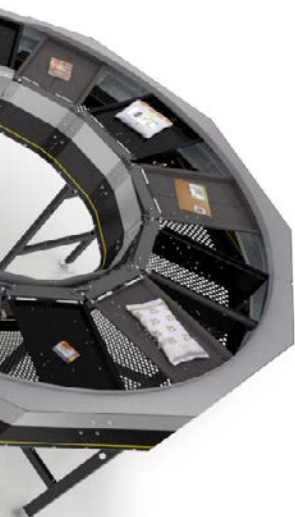
The new product makes it easier for companies to enter the e-commerce market or can be used as a flexible addition to existing sortation solutions – for example in the fashion industry, the pharmaceutical industry or for parcel service providers.

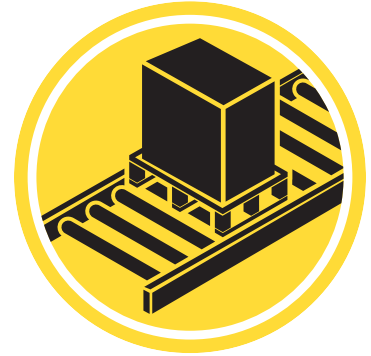
With the new MX 018V Vertical Crossbelt Sorter, which was launched in June 2021 and has replaced the previous ST 6130 vertical crossbelt sorter, the conveying speed of unit loads has been increased to up to 1.8 meters per second compared to 1.6 meters per second. In addition, the maximum extension length has been increased from 80 meters to 180 meters. With the new sorter, high throughput rates of up to 14,000 unit loads per hour can be achieved and goods weighing up to 35 kg can be transported. In the process, the sorter handles a wide variety of different sorted goods, from cartons, parcels, maxi letters, and mailing bags to polybags and more. The mechanical concept and the use of energy-efficient gearmotors enable very low energy consumption compared to conventional sorter drives while ensuring smooth running.

The product group achieved consolidated sales of CHF 254.0 million in fiscal 2021, which was +14.7% above the previous year (CHF 221.5 million). At CHF 315.9 million, order intake was +35.7% above the level of the prior-year period (CHF 232.8 million).

More than 500 Interroll sorters are installed worldwide. The growing installed base offers interesting prospects for increased service activities for Interroll.

With the acquisition of Mitmacher GmbH and the start of the new global Center of Excellence Software & Electronics, Interroll took a further step into its digitalization journey. In 2021, new control solutions for sorters were developed, besides cabinet engineering and production.





PRODUCT GROUP PALLET HANDLING

The product group Pallet Handling includes the Modular Pallet Conveyor Platform (MPP), the Smart Pallet Mover (SPM), and flow storage solutions.

In the year under review, Interroll recorded an increase in consolidated sales of +28.3% to CHF 59.8 million (previous year: CHF 46.6 million) in this product group. Consolidated order intake increased by +43.2% to CHF 71.5 million (previous year: CHF 49.9 million).

In the year under review, Interroll won the prestigious IFOY AWARD 2021 in the Special of the Year category as well as the Red Dot Design Award with its new Smart Pallet Mover (SPM). The new solution for the automation of pallet transport in the areas of production machinery and order picking impressed the IFOY jury with its high degree of innovation, among other things.

Manual activities in safety-critical areas can be avoided and the pallet flow can be controlled by buffering, sorting, sequencing, and transporting as required. In this way, a significant reduction in machine downtimes and improved profitability of machine production cells are achieved. This enables productivity increases of up to 30% compared to manual operation and eliminates the risk of accidents during operation.



Depending on the customer's requirements, system integrators can use the MultiControl to implement a wide range of automated applications, from autonomous plug-and-play pallet conveyors without a programmable logic controller (PLC) to complex applications in the Industry 4.0 environment.



Flexible, easy and quick to install: the Smart Pallet Mover (SPM) is an innovative approach to increase productivity when it comes to manufacturing logistics.

For warehouses with high turnover frequencies, flow storage solutions prove to be particularly energy-efficient, cost-effective and space-saving in the long run. Flow storage systems are based on the principle of the inclined plane: Pallets or packages are stored in flow channels composed of a series of roller conveyor modules arranged one behind the other. Since these are mounted at an angle of 4%, goods move automatically from the input to the output point by using gravity.

By complementing the range with semi- or fully automated solutions such as its own stacker crane and MPP, Interroll continues to see high sales potential for flow storage solutions. Further innovations in the area are currently being driven forward. A 2019 Interroll survey of automated pallet transport processes at manufacturing companies in Germany confirmed high demand potential for Interroll solutions.