

REGIONS

SHARE OF
GLOBAL SALES
EMEA

52%

SHARE OF
GLOBAL SALES
AMERICAS

33%

SHARE OF
GLOBAL SALES
ASIA-PACIFIC

15%

INTERROLL IS ACTIVE WORLDWIDE VIA ITS OWN GROUP COMPANIES,
AGENTS AND DISTRIBUTORS.

SUCCESSFUL GROWTH STRATEGY

Interroll expanded significantly in 2021. Globally, an increase in sales of +20.6% was recorded compared to the previous year, in local currency an increase of +21.0%. Sales increased in all three regions. As in the previous year, the Americas region recorded the strongest growth with +34.6%. The Europe, Middle East, Africa (EMEA) region increased sales by +16.8% and the Asia region by +8.6%.

Consolidated order intake increased strongly by +44.2% in local currency and +43.9% on a consolidated basis compared with the previous year. In the second half of the year, the markets continued to show strong business momentum. Interroll's share of sales in the year under review was 52% in EMEA, 33% in the Americas and 15% in Asia-Pacific.



EMEA

EUROPE, MIDDLE EAST, AFRICA (EMEA) STRONG DELIVERY PERFORMANCE

The EMEA region recorded significant organic growth in 2021. Sales amounted to CHF 334.4 million, 16.5% higher than in the previous year (CHF 287.0 million). Order intake increased significantly by 38.9% compared to the previous year (CHF 299.9 million) and reached CHF 416.7 million.

In the product business, the region achieved particular increases. In terms of order intake, RollerDrive grew by 92.5%, Rollers by 50.6% and Drum Motors by 28.9%.

With a share of 52% of Interroll's total sales, EMEA remains the most economically significant region within the Group. The demands placed on suppliers in internal logistics are high. In addition to close customer relationships, industry knowledge and technical solution expertise, they require innovative responses to increasing complexity and new market trends.

A new plant in Mosbach, Germany, was commissioned in the middle of the year. Likewise, the expansion of capacities at the site in Baal, Germany, was announced for 2022. Thus, capacities are available for Interroll's future growth in the EMEA region.



With the new plant in Mosbach, Interroll has once again significantly increased its production capacity in EMEA.



Intensive exchange between partners of the Rolling On Interroll network during an event in Miami, USA.



AMERICAS

AMERICAS REGION WITH GROWTH MOMENTUM

Sales in the Americas region amounted to CHF 212.8 million and were thus 34.6% higher than in the previous year (CHF 158.1 million). With growth of 57.9% in order intake to CHF 261.5 million (previous year: CHF 165.6 million), strong impulses were noticeable. In particular, sorters (+65.4%) saw another significant increase in order intake, which also included orders for the new innovative High-Performance Crossbelt Sorter (HPCS). These included two major orders from a leading e-commerce platform and from a large fashion company in North America. The orders cover the supply of horizontal and vertical crossbelt sorter solutions for a total of five sites and have a volume in the lower double-digit million range in Swiss francs. Demand for the Modular Conveyor Platform (MCP) showed very encouraging growth (+98.1%).

Strong growth in sales and order intake was recorded in the United States and Canada. Brazil also recorded a very pleasing growth spurt of +53% compared to the previous year. A second plant in Hiram (near Atlanta, Georgia, United States), went into operation in mid-2020. This enabled further capacity to be utilized for medium-term growth in the Americas region in 2021. In addition to the consistent application of the Group-wide Interroll Production System (IPS) and the zero-defect strategy, the continued automation of production processes was further advanced in the United States in 2021.

ASIA-PACIFIC REGION RICH IN OPPORTUNITIES

Sales in the Asia-Pacific region grew by 8.6% to CHF 92.9 million (previous year: CHF 85.5 million).

Order intake rose sharply by 33.8% to CHF 110.2 million (previous year: CHF 82.3 million).

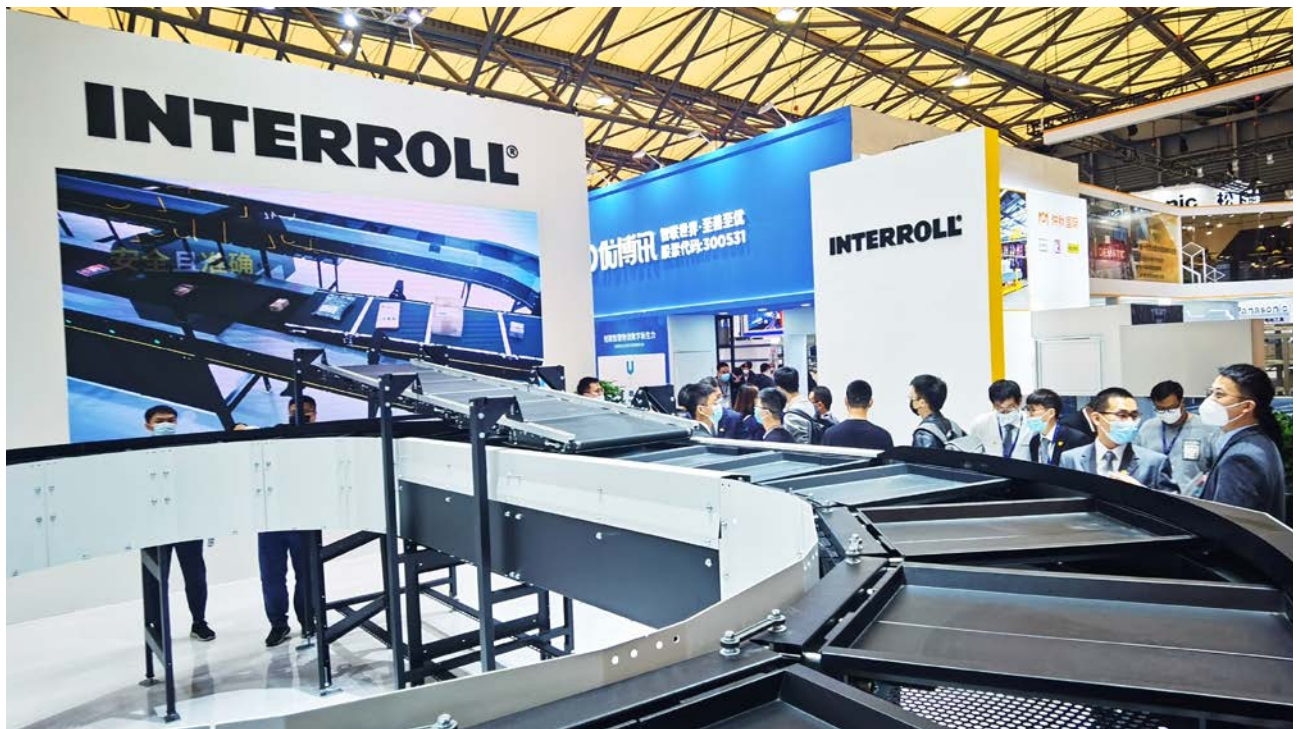
RollerDrive recorded a very pleasing increase in order intake in the region (+80.0%). Demand for the Modular Conveyor Platform (MCP) also increased significantly (+18.2%).

As in previous years, China was the most important market for Interroll in the region. Very positive impetus came particularly from Australia and South Korea, where Interroll recorded a strong increase in sales. From South Korea, Interroll received a major order in December 2021 in the low double-digit million Swiss franc range for the delivery of the Modular Conveyor Platform (MCP) to an e-commerce company. The new order followed further large orders from the same customer in 2018 and 2019, as well as an initial, smaller order in 2017. The project is scheduled to be completed by the end of June 2022.

The region increasingly benefits from the globalization of the Interroll Group as well as the expansion and modernization of its own production facilities. A new Interroll-owned plant in Suzhou (China) is under construction. Commissioning is scheduled for mid-2022. This will again significantly increase production capacities for the Asia-Pacific region.



ASIA-PACIFIC



At the Cemat Asia 2021 fair in Shanghai, Interroll was visible with its sorters.