

# PRODUCT GROUPS

## Sales by product group

20.0%	Rollers
29.5%	Drives
41.7%	Conveyors & Sorters
8.8%	Pallet Handling

### SALES (CHF MILLION) ROLLERS

106.0

#### References

Dematic  
Knapp  
SSI Schäfer  
TGW  
Vanderlande

### SALES (CHF MILLION) DRIVES

156.5

#### References

Itab  
Smiths Detection  
Triumph International  
Villeroy & Boch  
Walmart

### SALES (CHF MILLION) CONVEYORS & SORTERS

221.5

#### References

Amazon  
Aokang  
China Post  
DHL  
FedEx

### SALES (CHF MILLION) PALLET HANDLING

46.6

#### References

Coca-Cola  
Danone  
Procter & Gamble  
Yamaha



## PRODUCT GROUP ROLLERS

The Rollers product group 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 or 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 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.

In 2020, very short delivery times, highly efficient manufacturing processes, customer proximity and the high quality of Interroll products made a significant contribution to further success in this area and the company was able to gain market shares. This development was also supported by the increase in the level of automation of suitable processes at Interroll's production sites.

The potential of market trends such as the continuing strong development of e-commerce and the outsourcing of manufacturing processes for previously self-produced rollers by system integrators were anticipated and exploited. With innovative customer-oriented tools, such as a roll configurator or a Layouter tool for larger projects, which significantly shorten the selection and ordering process.

At CHF 106.0 million, consolidated sales in the Rollers product group were -3.8% below the previous year's figure of CHF 110.1 million. At CHF 107.5 million, consolidated order intake was -0.3% slightly below the previous year's level of CHF 107.8 million.



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

## SOLID PROJECT BUSINESS, POTENTIAL WITH THE PRODUCT DEMAND

Interroll has divided its portfolio into four product groups: Rollers, Drives, Conveyors & Sorters and Pallet Handling. In the reporting year 2020, all product groups developed differently.



### PRODUCT GROUP DRIVES

The portfolio of the Drives product group includes control systems, driven conveyor rollers (24-volt and 48-volt RollerDrive) and drum motors. The global Centers of Excellence in Baal, Germany, and Hvidovre, Denmark, for drum motors and Wermelskirchen, Germany, for RollerDrive, are responsible for the Interroll Group worldwide. In this context, Hvidovre was renamed Center of Excellence Commercial Belt Drives & Conveyors as of March 1, 2020. The decision underlines the fact that Interroll's overall portfolio is ideally suited for both supermarket and other retail material-handling applications.

Internationally, Interroll takes a leading role with its compact, flexible and easy-to-install solutions.

Consolidated sales in the 2020 financial year amounted to CHF 156.5 million, down -9.2% on the same period of the previous year (CHF 172.4 million). Consolidated order intake decreased by -6.9% to CHF 157.6 million compared to CHF 169.2 million in the previous year.

The innovative range consisting of 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 transparency that the RollerDrive EC5000 offers, modern conveyor systems can also be maintained proactively.

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 improving work processes through the seamless automated interaction of conveyor solutions with robots or packaging machines.

The brushless drive of the RollerDrive EC5000 also features energy recovery in braking mode. Conveyor systems thus manage without pneumatics or conventional drives that have to be operated continuously.

The RollerDrive EC5000 is already being used in numerous projects. For example, Interroll and Teknokon, an innovative system integrator for complete warehouse automation solutions, have set up an automated picking flow system for Cookplus in Istanbul, Turkey. Key elements of the new material flow solution are Interroll's RollerDrive EC5000, MultiControl and Modular Conveyor Platform (MCP).



The new DC Platform is designed to meet the highest efficiency requirements.

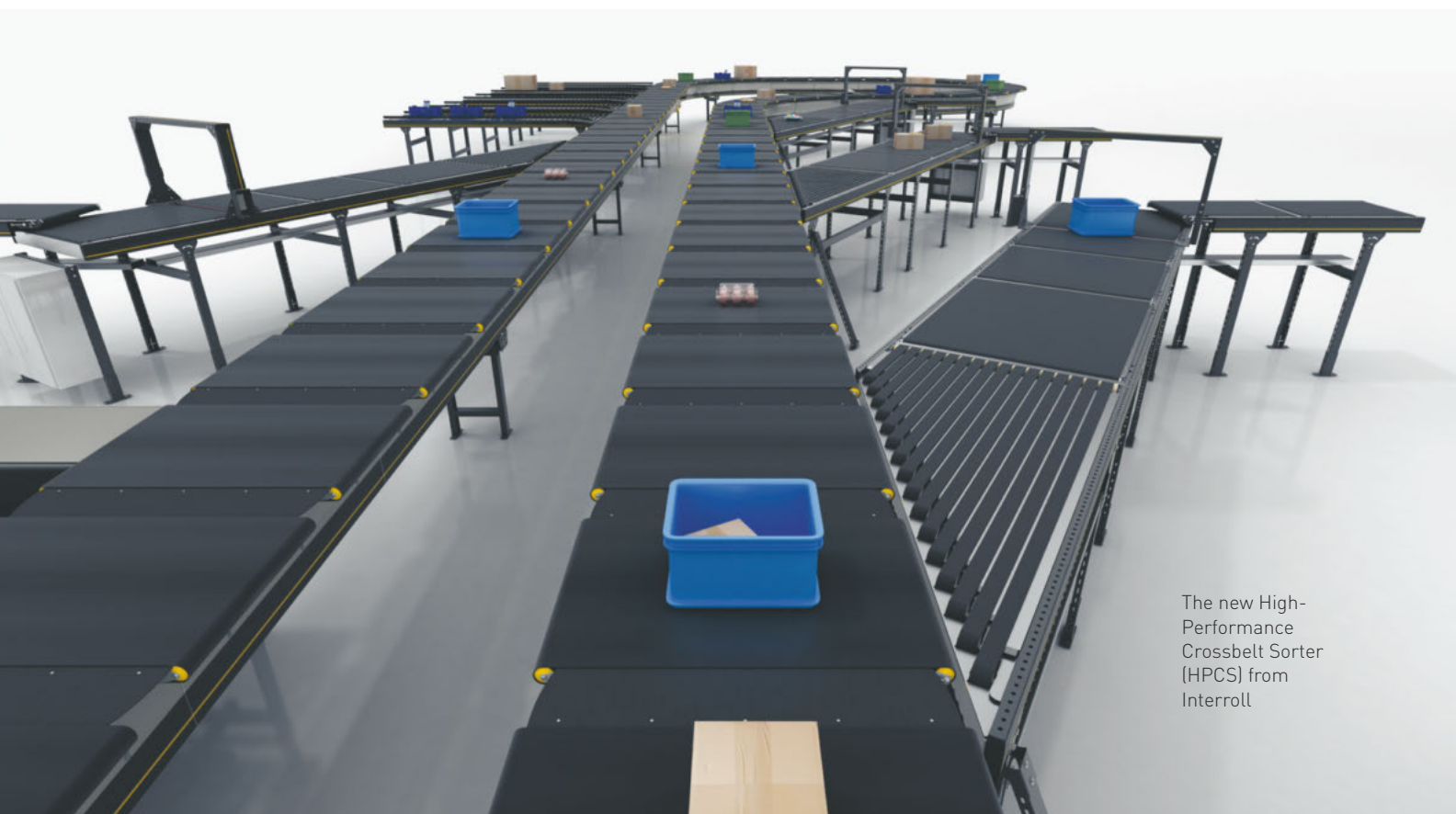


## PRODUCT GROUP CONVEYORS & SORTERS

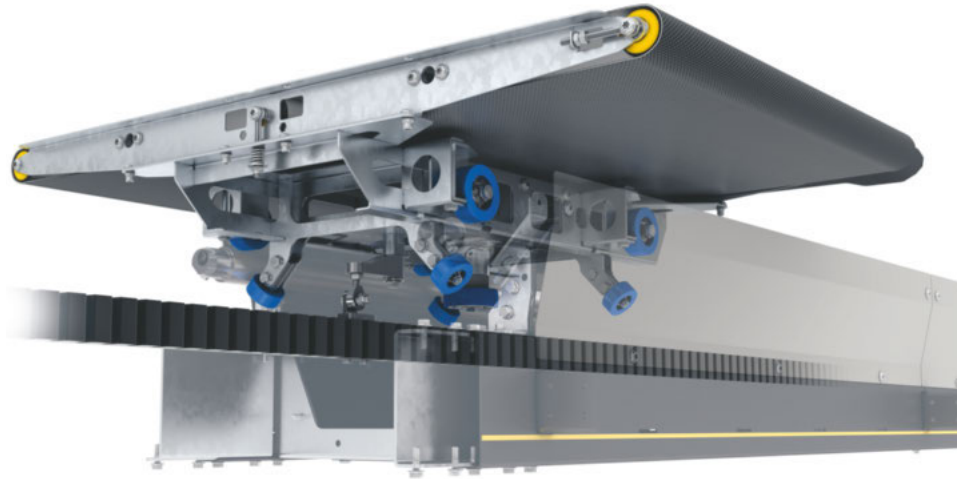
The product group Conveyors & Sorters includes conveyor and sorter solutions that are developed by the global Centers of Excellence in Sinsheim, Germany, and Cañon City, United States. This product group includes crossbelt sorters, belt curves as well as the Modular Conveyor Platform (MCP). With its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

Due to the considerable potential demand in this area in the medium term, Interroll announced in December 2018 the expansion of production in southern Germany. A new plant in Mosbach will go into operation there in the first half of 2021.

With the modular platform concept from Interroll, modern material-handling systems can be planned quickly and efficiently; adjustments remain possible and can be made even during assembly.



The new High-Performance Crossbelt Sorter (HPCS) from Interroll



The MX 025H has enlarged and more robust carriers. As a result, it is now possible to pick up larger and heavier items (up to 50 kg).

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.

In March 2020, Interroll introduced the MX 025H, a new High-Performance Crossbelt Sorter (HPCS), adding a new high-performance system capable of handling up to 20,000 conveyed goods per hour to its innovative portfolio of automated sortation solutions. This new solution can also sort significantly heavier (up to 50 kg) and larger goods. As a result, even the most demanding users now have the opportunity to benefit from the performance, cost-efficiency and availability advantages as well as the energy-efficiency offered by mechanically driven horizontal crossbelt sorters from Interroll. The first applications of the HPCS are already in daily use at well-known customers in the market.

As of January 1, 2020, the Modular Pallet Conveyor Platform (MPP) was assigned to the newly designated product group Pallet Handling; it was previously assigned to Conveyors & Sorters.

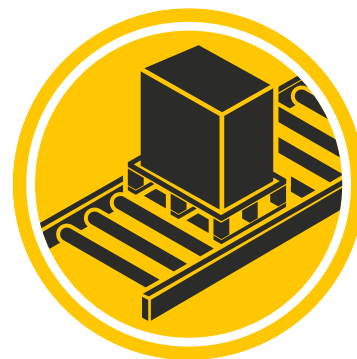
The new Interroll High-Performance Crossbelt Sorter (HPCS) was presented to the public for the first time during a livestream in March 2020. The HPCS is the first time that an Interroll solution has been launched simultaneously on all three continents. First applications of the HPCS are already used by well-known customers in the market on a daily basis.

The product group Conveyors & Sorters achieved consolidated sales of CHF 221.5 million within the 2020 financial year, which was slightly down by -0.7% compared to the previous year (CHF 223.2 million). At CHF 233.2 million, order intake was 8.5% above the level of the prior-year period (CHF 214.9 million).

A temporary downward trend in the first half of the year was noticeable here. In the second half of the year, Interroll was able to report a major order for a leading supermarket chain for the delivery of more than 9 kilometers of Interroll Modular Conveyor Platform (MCP), including a record number of RollerDrive EC5000 units for a new building project in Germany.

By the end of 2020, more than 400 installed Interroll sorters would be in operation worldwide, some of them for many years.

The growing installed base offers interesting prospects for increased service activities for Interroll.



## PRODUCT GROUP PALLET HANDLING

With the Modular Pallet Conveyor Platform (MPP) launched in 2019 and more recently extended by a stacker crane and a transfer car, Interroll has linked solutions for processes that support automated storage and retrieval.

Therefore, the company since January 1, 2020 has combined the previous product group Pallet & Carton Flow with the MPP pallet conveyor solution under the new name Pallet Handling.

In the year under review, Interroll recorded a decline in consolidated sales of -13.7% to CHF 46.6 million in this product group (previous year: CHF 54.0 million).

Consolidated order intake decreased by -9.2% to CHF 49.5 million (previous year: CHF 54.5 million). During the COVID-19 crisis, important warehousing sector projects were postponed, but not cancelled through-out.

For warehouses with high turnover frequencies, flow storage solutions have proven to be particularly cost-effective in the long term. Dynamic flow storage

systems are based on the principle of inclined planes: pallets or packages are stored in flow channels that consist 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 adding semi- or fully automated solutions such as the MPP to the range, Interroll continues to offer high sales potential for flow storage solutions. In the reporting year, the MPP has been introduced to the markets in the Americas and in the Asia-Pacific region. A first larger order has been received from Australia.

Further innovations in the area are currently being driven forward.

A survey conducted by Interroll in Germany in 2019 of automated pallet transport processes carried out at manufacturing companies, confirmed a high demand potential for Interroll.



Stacker cranes and transfer cars as an extension of the MPP enable the continuous linking of automated conveying with automated warehouse processes.