

# REGIONS

SHARE OF  
GLOBAL SALES  
EMEA

**54%**

SHARE OF  
GLOBAL SALES  
AMERICAS

**30%**

SHARE OF  
GLOBAL SALES  
ASIA-PACIFIC

**16%**

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

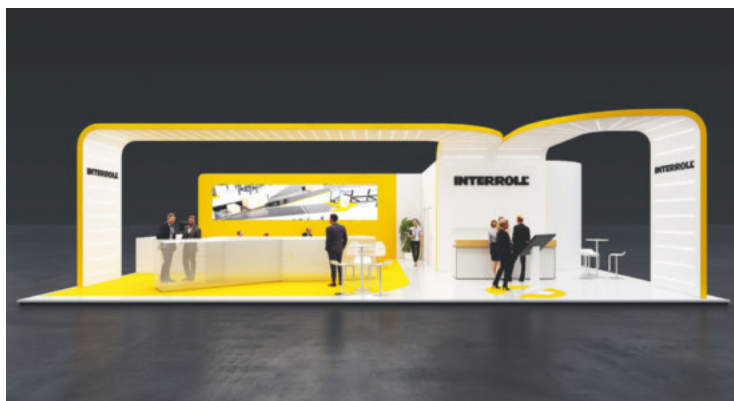
## SUCCESSFUL GLOBALIZATION STRATEGY

Interroll successfully continued its globalization strategy in 2020 by entering new markets and gaining new customers. Globally, Interroll recorded an increase of +0.9% in local currency, but a decline in consolidated sales of -5.2% compared to the previous year. In the Europe, Middle East, Africa (EMEA) region (-5.1% in local currency, -10.6% consolidated) and Asia (+1.7% in local currency, -4.6% consolidated), sales declined in reporting currency due to the COVID-19 pandemic. The Americas region (+16.5% in local currency, +6.1% consolidated) recorded growing sales.

Consolidated order intake increased by +6.6% in local currency and +0.3% on a consolidated basis compared to the previous year. Interroll's share of sales in the year under review was just under 54% in EMEA, 30% in the Americas and 16% in Asia-Pacific.



EMEA



Interroll immediately prepared its own virtual trade show for customers after the cancellation of LogiMAT participation due to the COVID-19 pandemic.

## EUROPE, MIDDLE EAST, AFRICA REGION (EMEA): STRONG DELIVERY PERFORMANCE

In the EMEA region, the organic growth of previous years did not continue in 2020 due to the pandemic. In addition, approximately half of the decline is attributable to the strong Swiss franc.

Sales amounted to CHF 287.0 million, 10.6% below the previous year (CHF 321.0 million). Order intake decreased by -3.9% compared to the previous year (CHF 312.0 million) and reached CHF 299.9 million.

In the Conveyors & Sorters business, the region recorded an increase in order intake. In Rollers and

Drives, market share was gained due to strong delivery capabilities. With a share of just under 54% 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.

With the construction of a new plant in Mosbach, Germany, Interroll is preparing for future growth in the EMEA region.

## AMERICAS REGION WITH GROWTH PROSPECTS

Sales in the Americas region amounted to CHF 158.1 million, 6.1% higher than in the previous year (CHF 149.0 million). With growth of 13.0% in incoming orders to CHF 165.6 million (previous year: CHF 146.6 million), strong impulses were noticeable. There were numerous new orders for sorters in particular (+83.8%), including orders for the new High-Performance Crossbelt Sorter (HPCS). Conveyor rollers and drives also saw pleasing growth.

With a very good local presence and the long-term customer relationships, we were able to significantly increase profit and sales in local currency in Brazil despite considerable restrictions due to the pandemic. Interroll considers the Brazilian market to be full of opportunities.

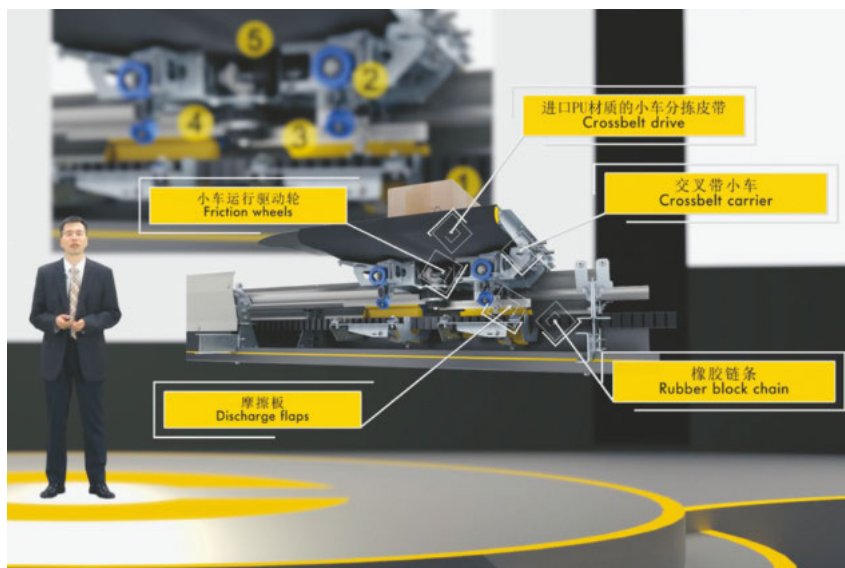
A second plant in Hiram (near Atlanta, Georgia, United States), went into operation in mid-2020. This means that further capacity is available for medium-term growth in the Americas region. In addition to the consistent application of the Group-wide Interroll Production System (IPS) and the zero-defect strategy, the automation of production processes was also driven forward in a targeted manner in the United States in 2020. The customer focus was underscored with a new showroom at the Hiram site, where numerous solutions from the Interroll technology platform are on display.



### AMERICAS



The extensively equipped new showroom in Hiram underscores the customer experience at the site.



The launch of the new sorter MX 025H also took place virtually in Asia.



ASIA-PACIFIC

## ASIA-PACIFIC REGION RICH WITH OPPORTUNITIES

Despite the absence of major orders due to COVID-19, sales grew by 1.7% in local currency, but fell by 4.6% in reporting currency to CHF 85.5 million (previous year: CHF 89.6 million).

Order intake remained at the previous year's level in local currency but was down -6.3% in reporting currency to CHF 82.3 million (previous year: CHF 87.9 million).

Belt curves recorded very pleasing sales and order intake in the region. Following major projects in the previous year, demand for the Modular Conveyor Platform (MCP) was somewhat more subdued.

As in previous years, China was the most important market for Interroll in the region. Very positive impetus came from Southeast Asia and especially from Australia, where Interroll recorded a strong increase in sales.

The region is increasingly benefiting from the globalization of the Interroll Group as well as the expansion and modernization of its own local production facilities. In 2019, a new and larger plant in Thailand started operations. The Shenzhen (China) plant moved to a new, more modern and larger site at the beginning of the year, and a dedicated new plant is planned for Suzhou (China) in 2022, which will increase production capacity for the Asia-Pacific region.