

GROWTH STRATEGY CONTINUES TO BEAR FRUIT, MORE CAUTIOUS OUTLOOK IN THE SHORT TERM

Rising sales of Interroll products and solutions in the first half of the year underline the success of Interroll's growth strategy. Globally, the company recorded a year-on-year increase in revenue of +14.3%, or +18.5% in local currency terms. In the Europe-Middle East-Africa (EMEA) region, revenue increased by 12.3% (+21.4% in local currency) and in the Americas region by +36.4% (+31.6% in local currency). In Asia, sales declined significantly by -23.0% (-22.5% in local currency) due to lockdowns in China.

After record growth in the previous year, consolidated order intake was significantly lower than in the previous year at -27.8% (-24.8% in local currency). The decline was particularly significant in the Americas region at -41.2% and in Asia-Pacific at -36.5% due to a substantial decrease in the number of major projects. In EMEA, the decline was less pronounced at -16.7%.

It should be noted that, compared with the exceptional period in the previous year, the decision-making processes for major projects are now taking longer, resulting in more postponements overall, but only very few cancellations have been made.

In the year under review, the regions' contributions to Interroll revenues were: EMEA, 58%; Americas, 33%; and Asia-Pacific, 9%.



EMEA

EUROPE, MIDDLE EAST, AFRICA (EMEA)

SOLID SALES DEVELOPMENT

Nach After a strong recovery in the prior-year period, revenue growth in the EMEA region remained very robust in the first half of 2022, due in part to a high order backlog from the previous year.

Sales amounted to CHF 182.1 million, up 12.3% on the previous year (CHF 162.2 million). Order intake fell by -16.7% to CHF 183.9 million compared to the previous year (CHF 220.8 million).

All product groups except Pallet Handling recorded revenue growth. With a 58% share of Interroll's total revenue, 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 increasingly complex material flows as well as new market trends. The new plant in Mosbach, Germany, provides further capacity for future growth in the EMEA region.



The Interroll team was able to welcome numerous customers and interested parties to its booth at MODEX 2022 at the end of March.



AMERICAS

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REGION WITH GROWTH PROSPECTS

Sales in the Americas region amounted to CHF 101.6 million, 36.4% higher than in the previous year (CHF 74.5 million). After record growth in order intake in the previous year, the region recorded a significantly lower order intake of CHF 89.0 million (previous year: CHF 151.3 million), down -41.2%. The

receipt of major projects in the e-commerce sector was lower in the period under review than in the previous year, which had a negative impact on the Conveyors & Sorters product group in particular. Most of the growth in sales was attributable to the United States market, which also recorded the sharpest decline in incoming orders in the region.



With a 58% share of Interroll's total sales, EMEA (here a production scene from Wermelskirchen, Germany) remains the most economically significant region within the Group.



ASIA-PACIFIC

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REGION WITH MEDIUM-TERM OPPORTUNITIES BUT SHORT-TERM GLOOM

Sales fell by -23.0% to CHF 27.2 million (previous year: CHF 35.3 million). Order intake declined significantly by -36.6% to CHF 31.2 million (previous year: CHF 49.1 million).

As in previous years, China was the region's most important market for Interroll, although COVID-related lockdowns caused problems in supply chains and consumption. Demand was correspondingly lower. Following strong growth in the same period last year, Sales in Australia, Japan and Korea also declined significantly, mainly due to a lack of projects.

The region increasingly benefits 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 commenced operations. The Shenzhen, China, plant moved to a new, more modern location at the beginning of 2021, and in the third quarter of 2022 the new plant in Suzhou (China) will be fully commissioned, which will increase production capacity for the Asia-Pacific region.



The new plant in Suzhou will go into full operation in the third quarter of 2022.