Interroll Holding AG Media Conference on Financial Year 2024

QUALITY
SIMPLICITY
SPEED

March 13th, 2025

Zürich, SIX Convention Point (Auditorium)

PUBLIC

Interroll Group Analyst Conference on Financial Year 2024

Welcome & Group Overview	Markus Asch, CEO
Results 2024	Heinz Hössli, CFO
The Market and Focus on Customers	Maurizio Catino, CSO
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Achievements 2024

Gain new & recover lost customers

Service: Implementation USA

Entering new markets: India

Innovation
Small Wheel Vertical sorter, Destination Platform, MultiControl card

Defending pricing strategy

Continuous focus on cost fitness

Digitalization: SAP S/4HANA

Flexible production strategy

Key Figures for the Interroll Group (2024)

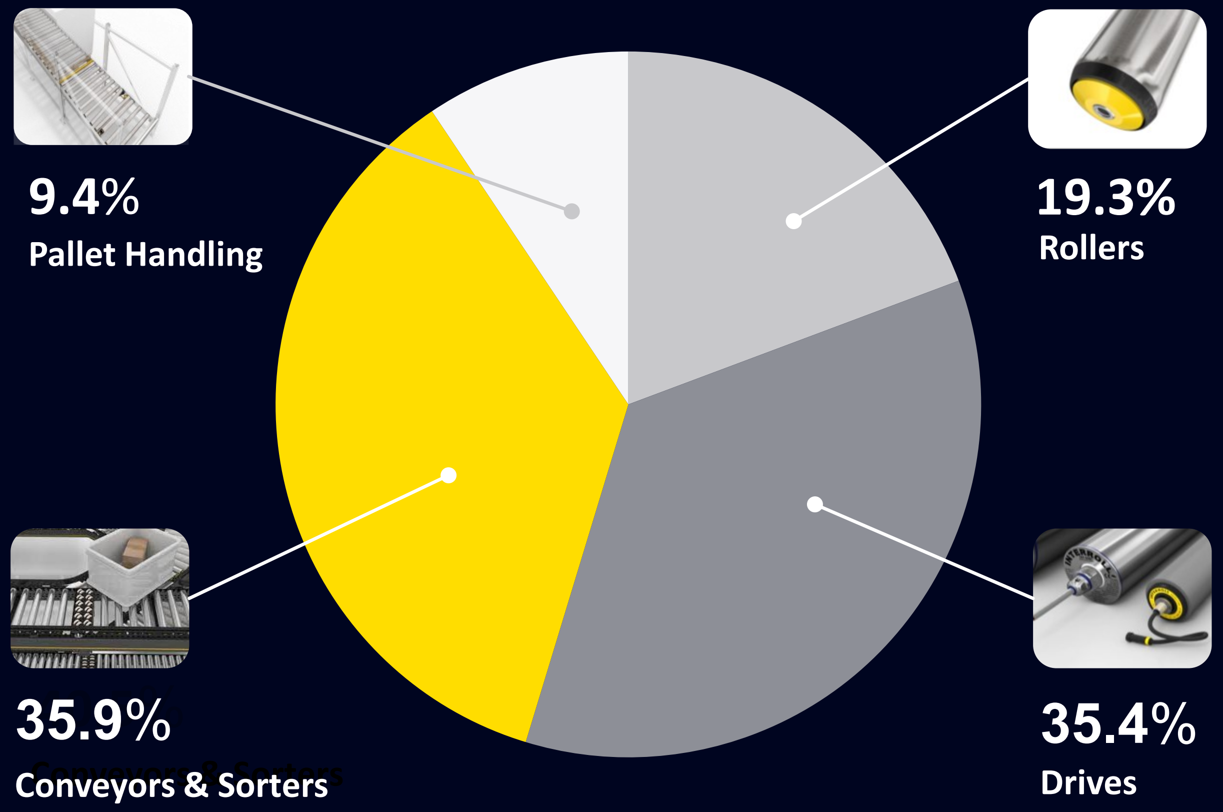
Interroll product areas

CHF **519.5 Mio. Order Intake**

CHF **527.1 Mio. Sales**

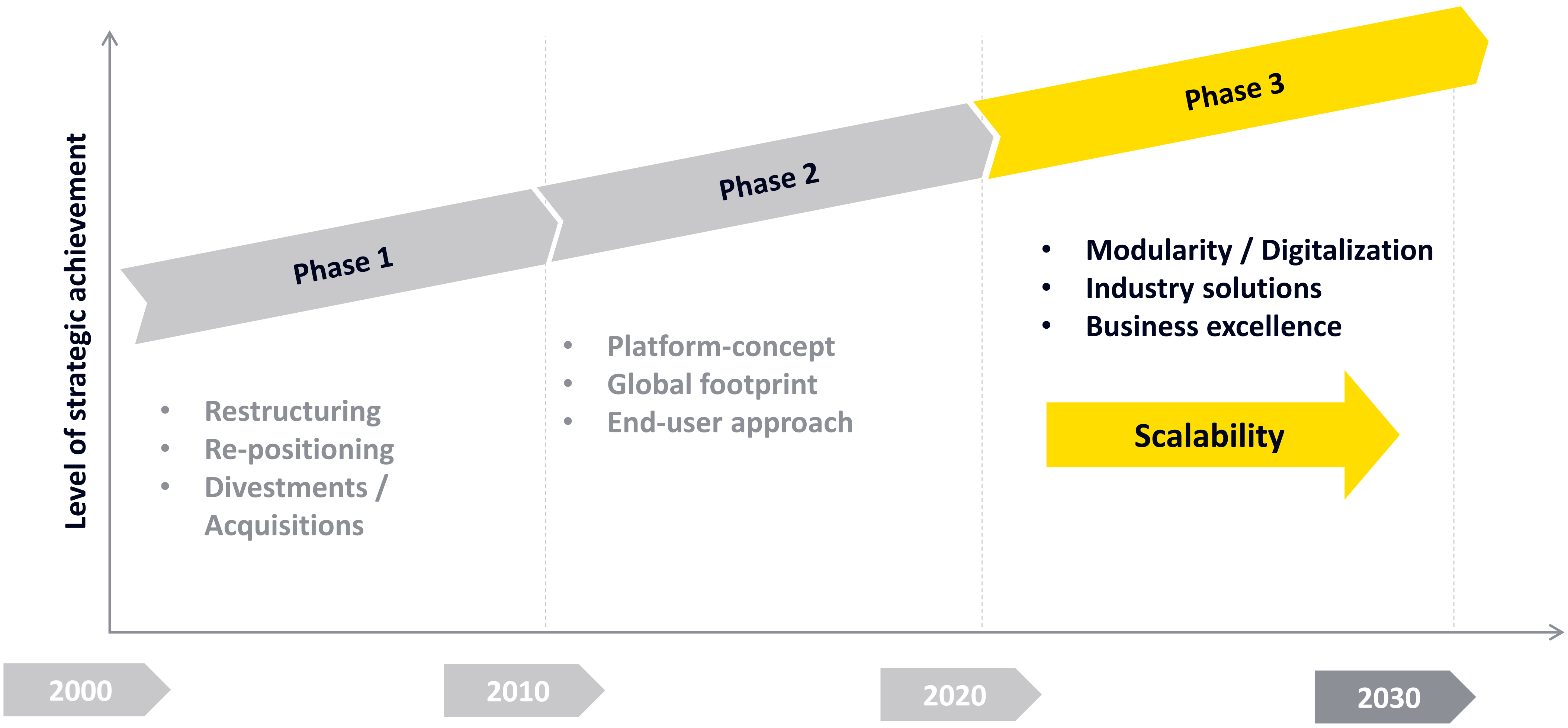
CHF **77.8 Mio. EBIT**

Distribution of Order Intake



Strategic Phases: the journey continues

2000-2030



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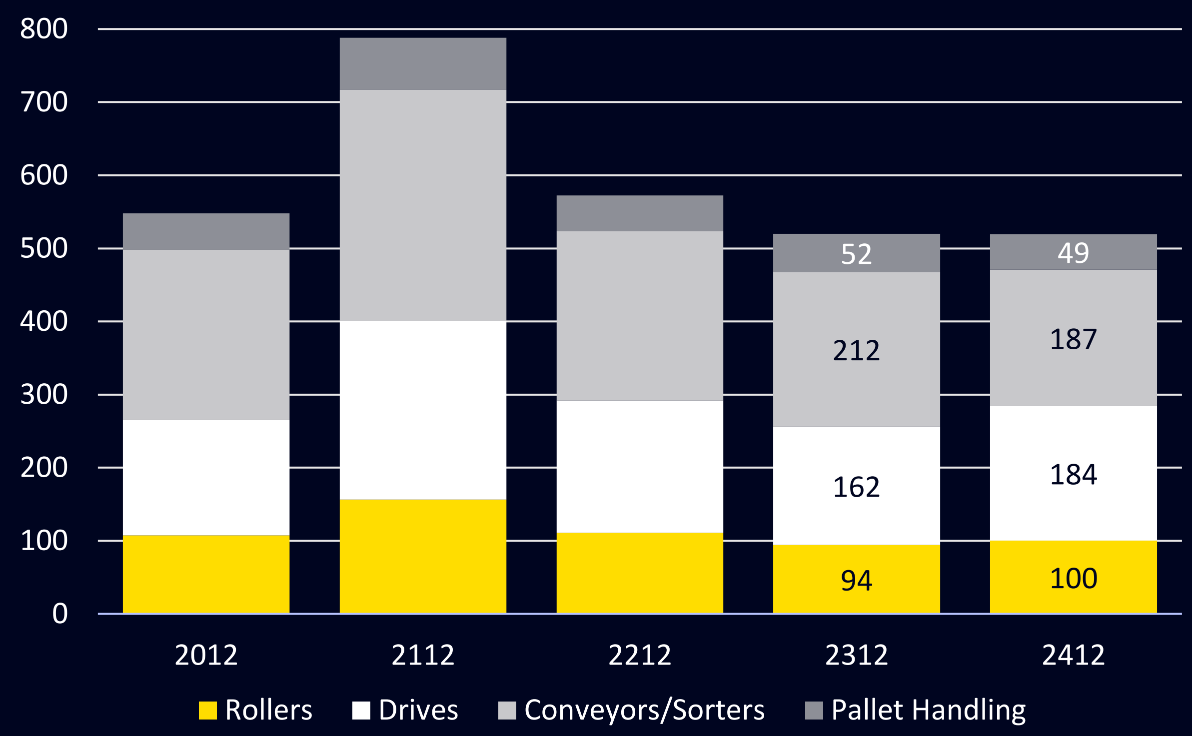
Order intake: CHF 519.5m (-0.0%)

In local currency: +3.2%

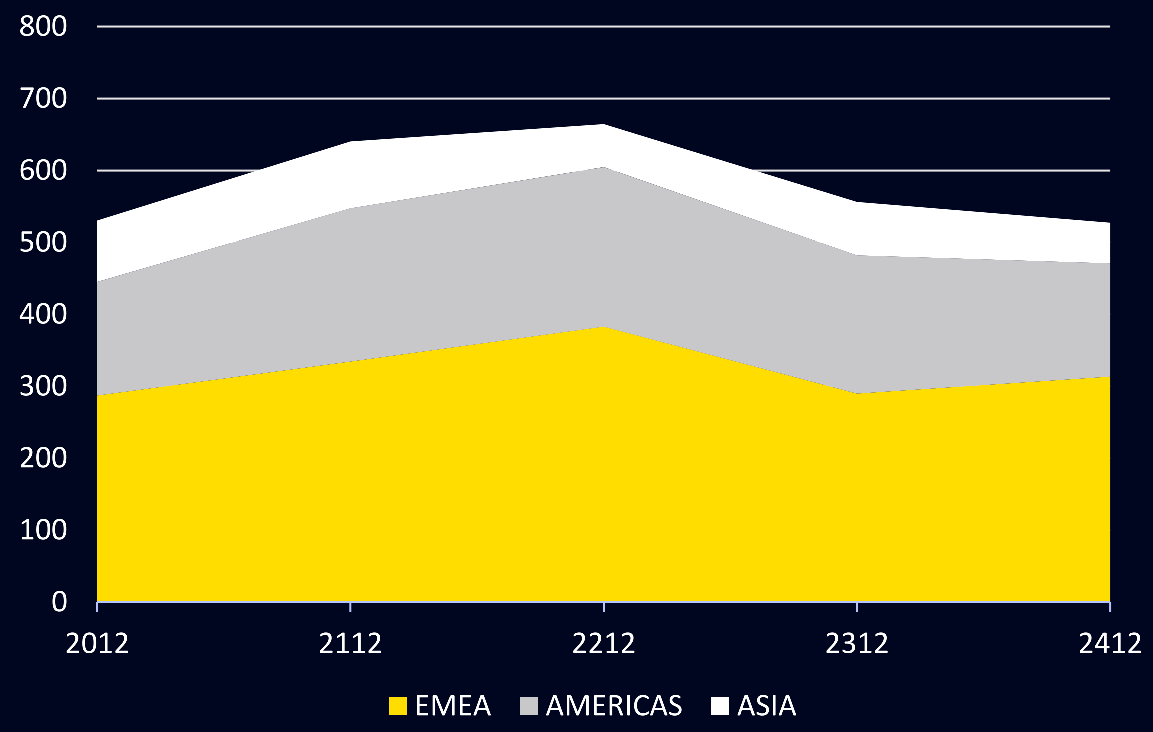


- **Rollers: +6.4%**
- **Drives: +13.6%**
- **Conveyors & Sorters: -11.9%**
- **Pallet Handling: -6.1%**
- **Book-to-bill Ratio: 0.99 (PY: 0.93)**

In million CHF

Sales by region: CHF 527.1m (-5.3%)

In local currency: -2.4%



Sales development:

- EMEA: +8.2%
- Americas: -18.2%
- Asia-Pacific: -24.2%

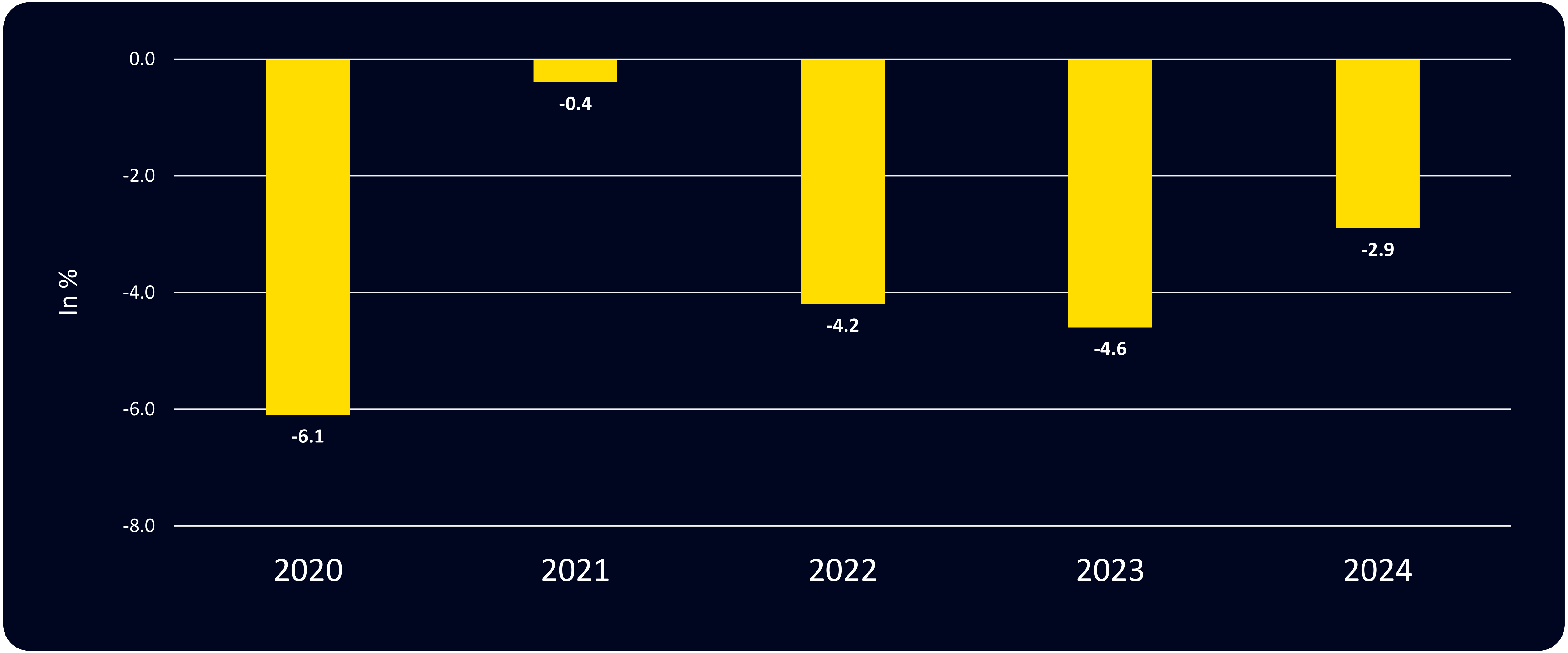
Sales by region:

- EMEA: 59% (PY: 52%)
- Americas: 30% (PY: 35%)
- Asia-Pacific: 11% (PY: 13%)

In million CHF

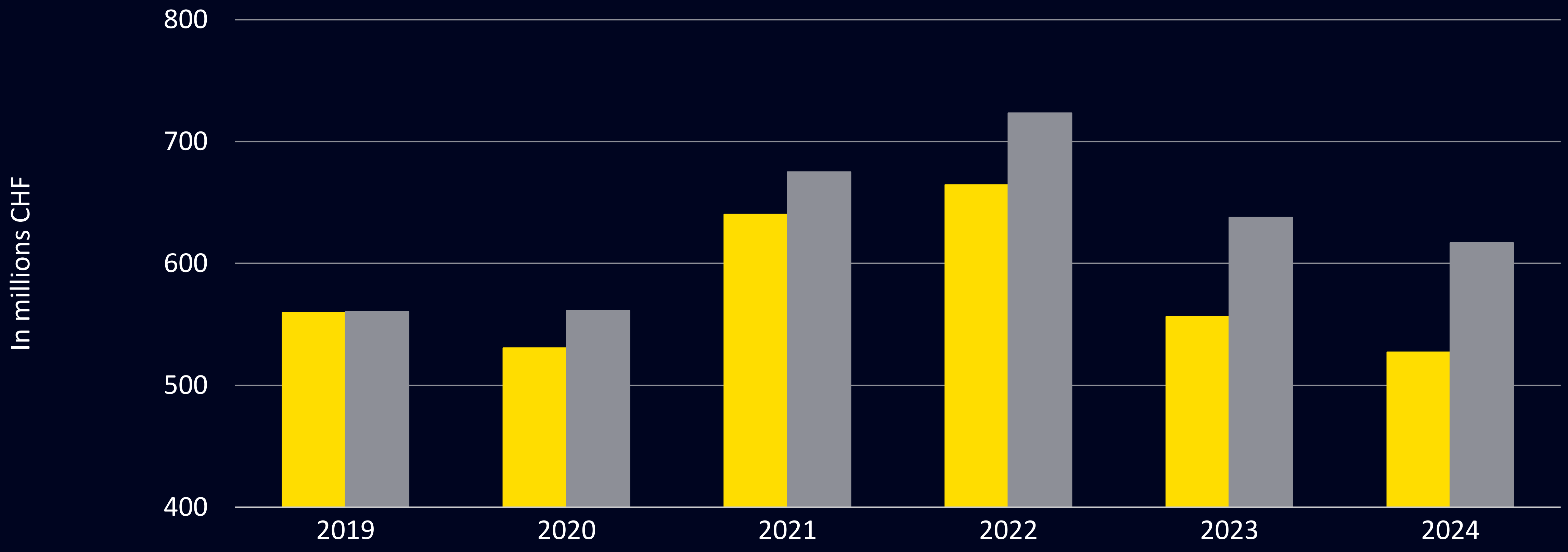
Sales: Unfavorable exchange rate effect

Currency-related loss of sales in %



Sales: CHF 527.1m (-5.3%)

Sales in constant FX rates since 2019



	2019	2020	2021	2022	2023	2024
Nominal Sales	560	531	640	664	556	527
FX neutral Sales	560	561	675	723	638	617

Note: In FX neutral sales, the FX effects from Turkey have not been considered due to hyperinflation.

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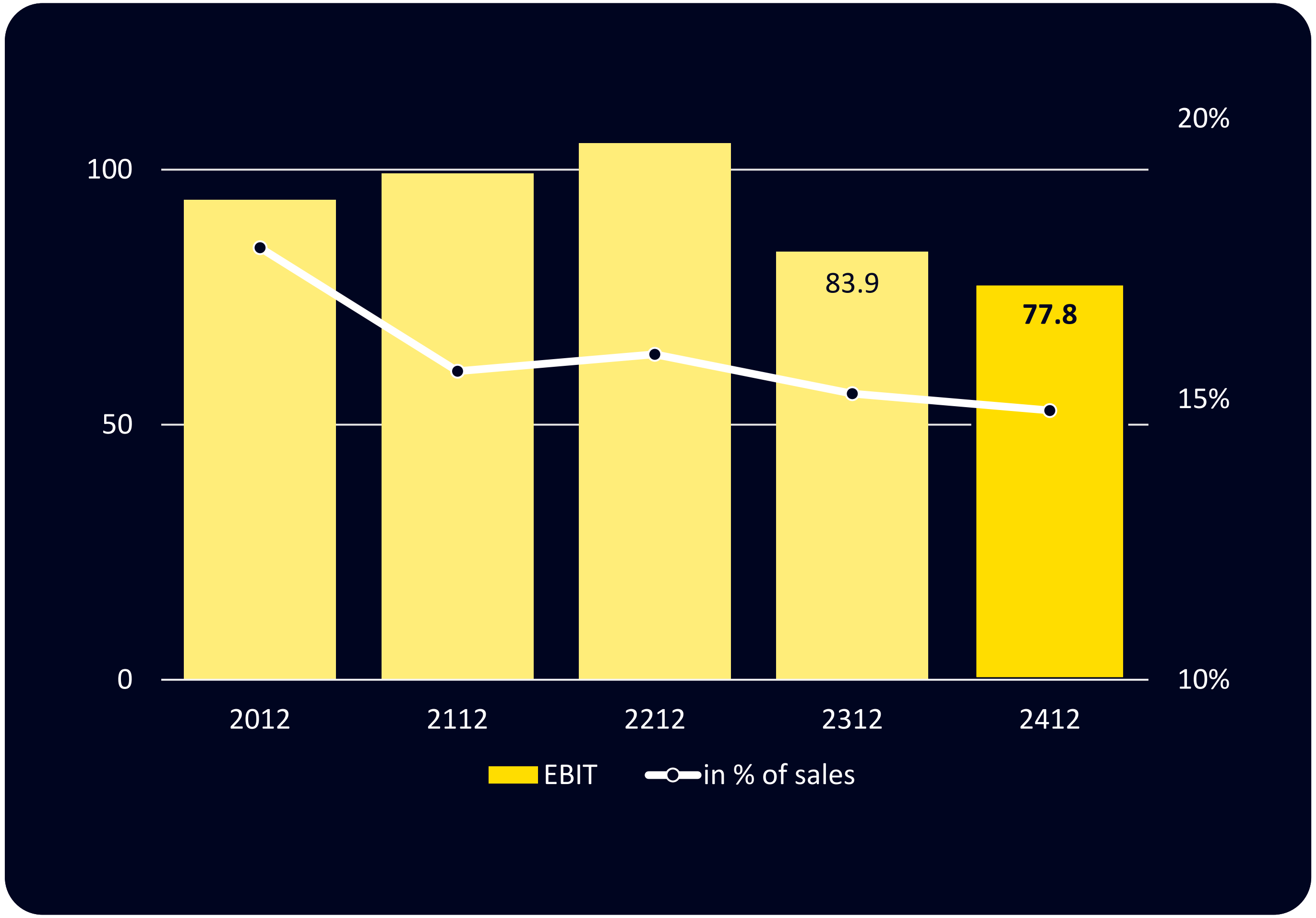
EBIT: CHF 77.8m (-7.3%)



In million CHF

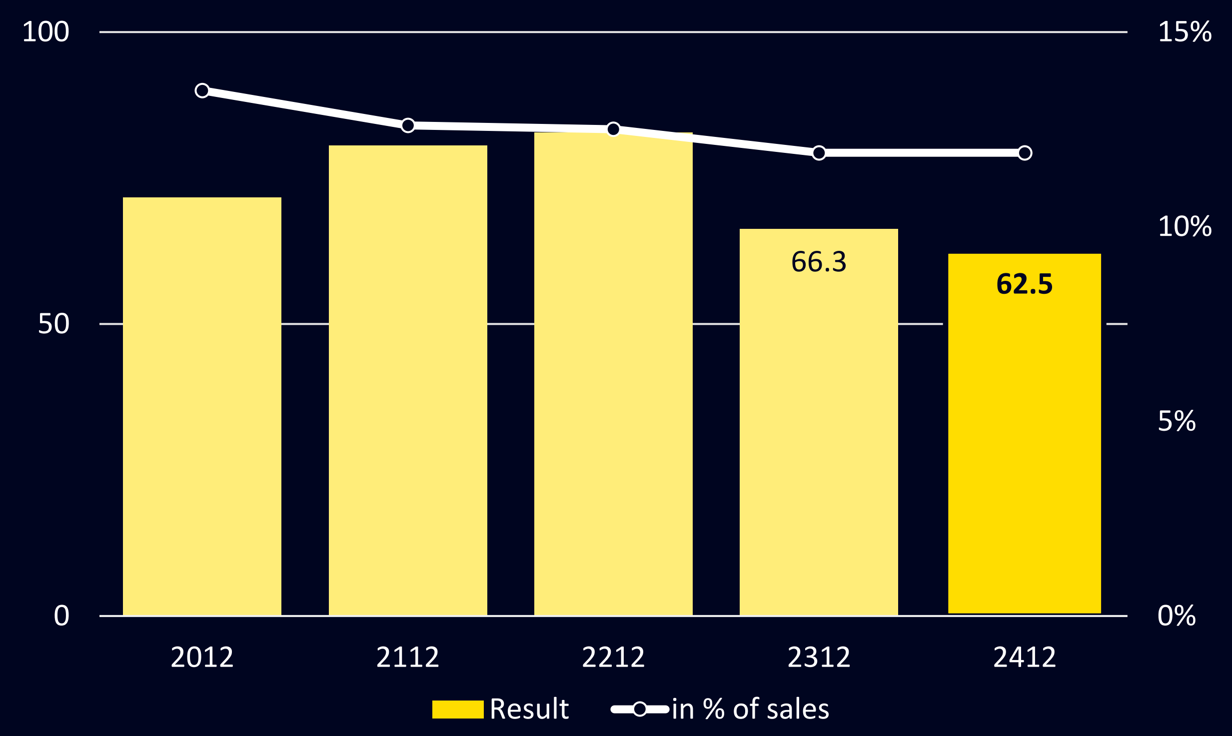
EBITDA CHF 100.4m (-5.6%)
in % of sales 19.1% (PY: 19.1%)

- Pricing adjustments with minimal concessions
- Impact of raw material prices and purchasing savings
- Maintaining high-cost discipline

EBIT CHF 77.8m (-7.3%)
in % of sales 14.8% (PY: 15.1%)

- Depreciation and amortization remained stable, but increased as a percentage of sales

Result: CHF 62.5m (-5.7%)

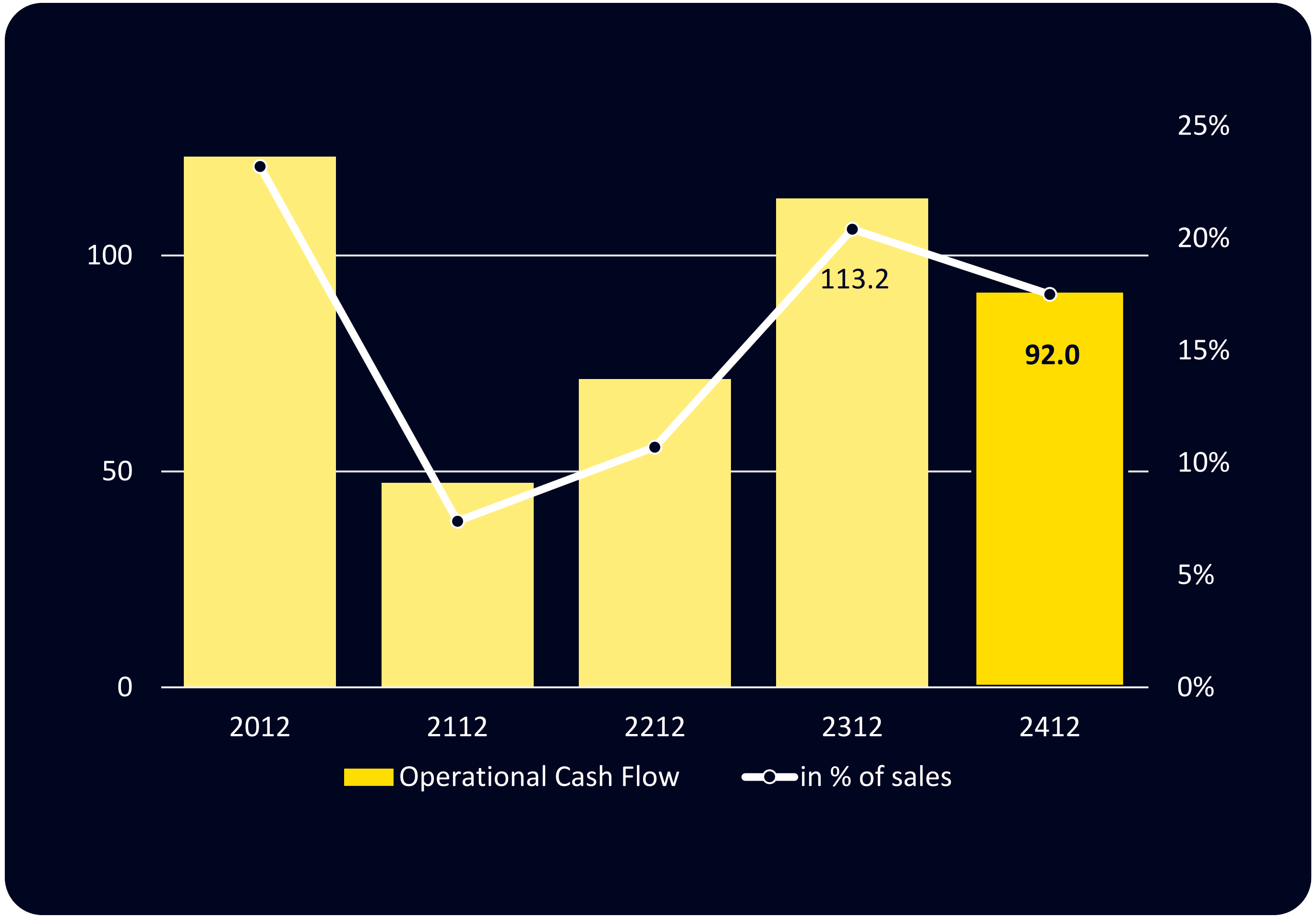


Result CHF 62.5m (-5.7%)
in % of sales 11.9% (PY: 11.9%)

- Positive financing result of 3.1m; higher interest income and FX currency gain
- Higher tax rate of 22.7% (PY 20.9%)

In million CHF

Operating cash flow: CHF 92.0m (-18.7%)



In million CHF

Operating cash flow CHF 92.0m (-18.7%)
in % of sales: 17.5% (PY: 20.4%)

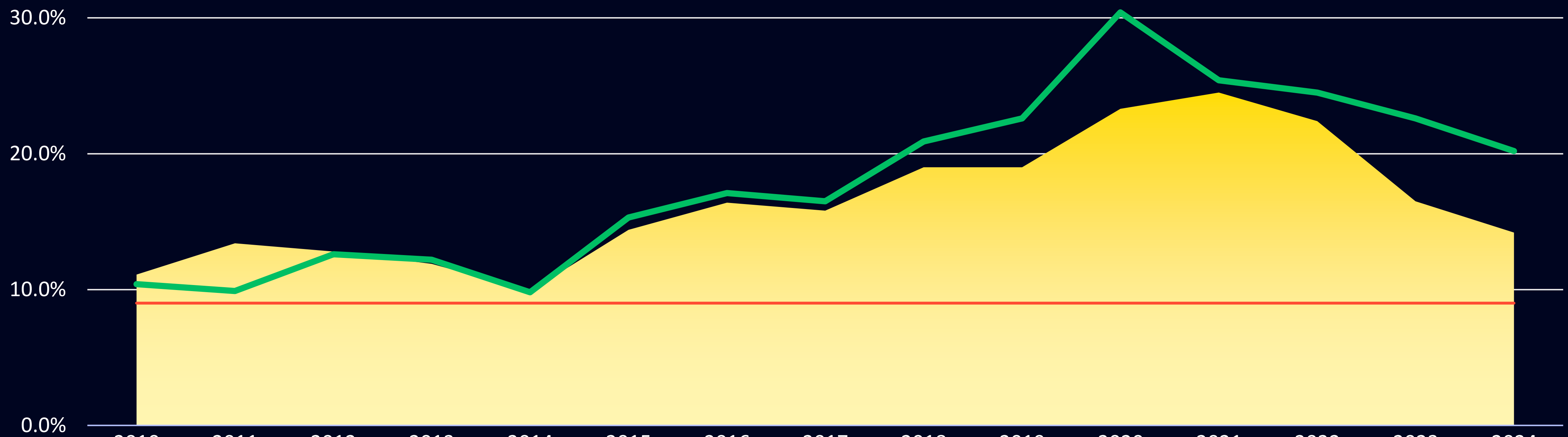
- Reduction of inventories CHF 11.5m (PY CHF 25.5m)
- Higher income tax paid CHF 28.1m (PY CHF 20.0m)

Free cash flow CHF 77.4m (-15.0%)
in % of sales: 14.7% (PY: 16.4%)

- Investments CHF 20.7m (PY: CHF 25.1m)

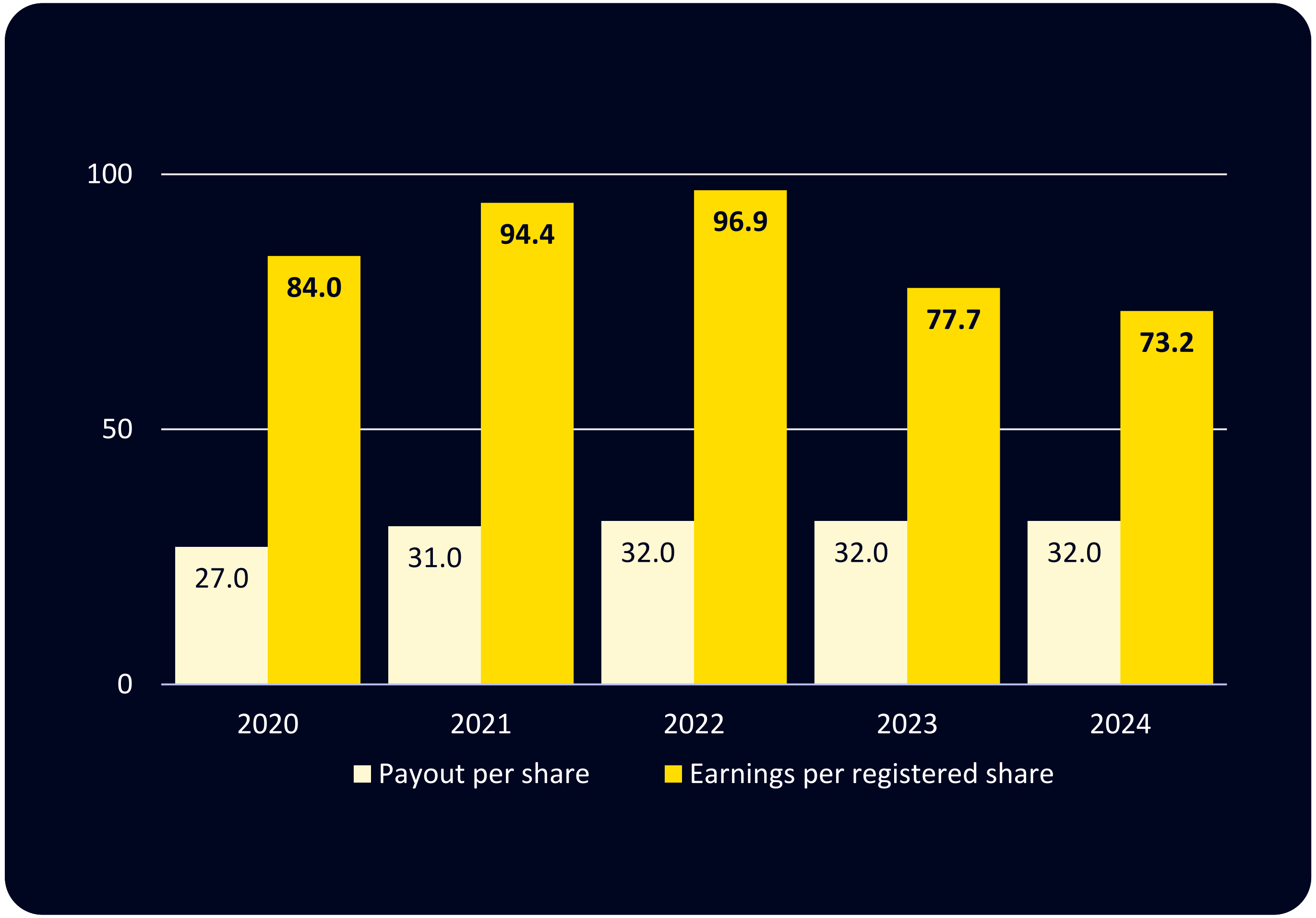
Value creation:

ROE 14.2% and RONA 20.2%



	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
ROE	11.1%	13.4%	12.8%	11.9%	9.9%	14.4%	16.4%	15.8%	19.0%	19.0%	23.3%	24.5%	22.4%	16.5%	14.2%
RONA	10.4%	9.9%	12.6%	12.2%	9.8%	15.3%	17.1%	16.5%	20.9%	22.6%	30.4%	25.4%	24.5%	22.6%	20.2%
WACC	9.0%	9.0%	9.0%	9.0%	9.0%	9.0%	9.0%	9.0%	9.0%	9.0%	9.0%	9.0%	9.0%	9.0%	9.0%

Dividend stable at CHF 32.00 per share proposed



In CHF

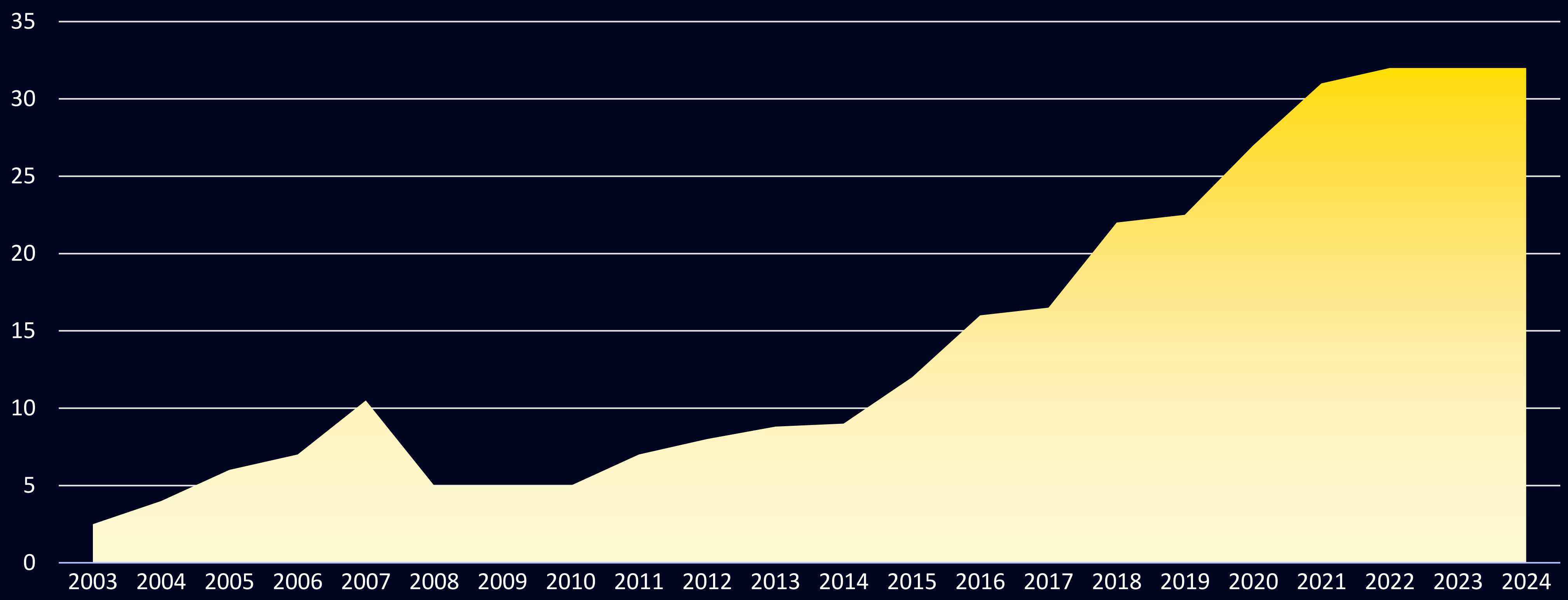
For the General Assembly on June 6th, 2025, it is proposed:

A dividend of CHF 32.00 per share
(PY: CHF 32.00)

The payout ratio reaches 43.7%
(PY: 41.2%)

Dividend Development

Period from FY 2003-2024

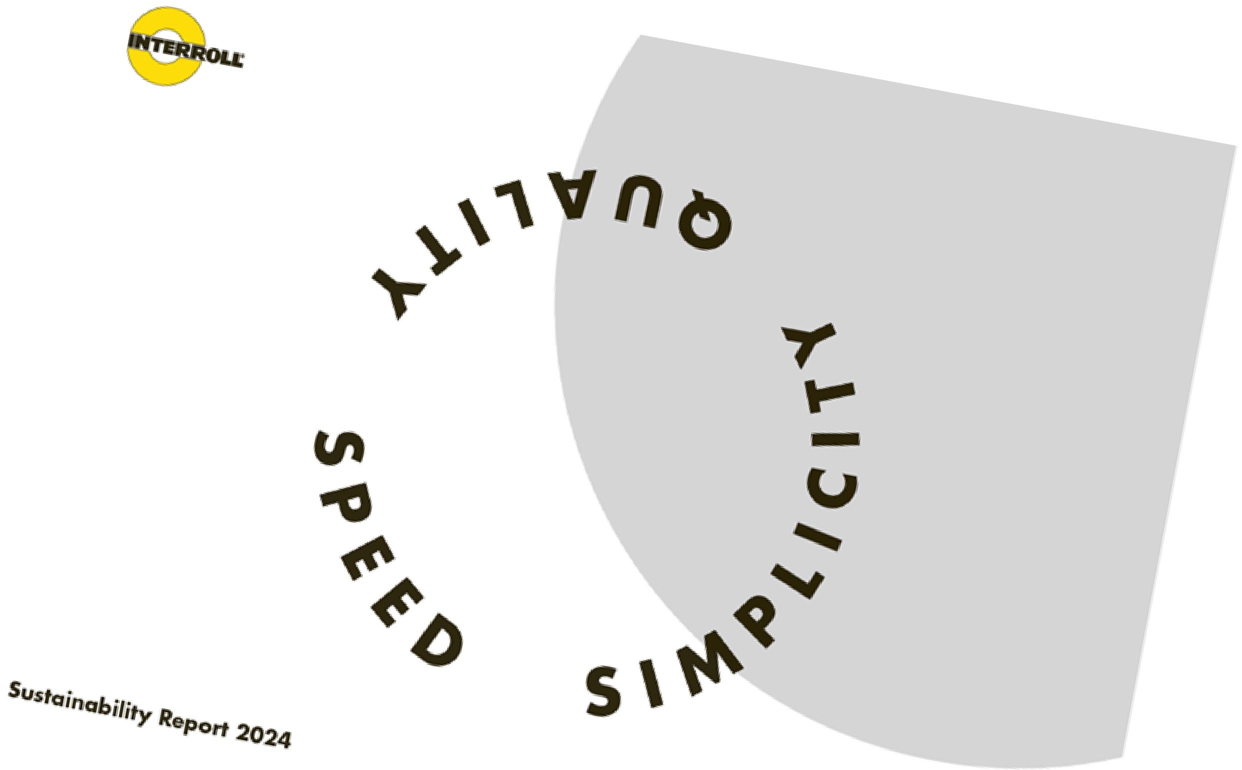


	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Dividend per share	2.50	4.00	6.00	7.00	10.50	5.00	5.00	5.00	7.00	8.00	8.80	9.00	12.00	16.00	16.50	22.00	22.50	27.00	31.00	32.00	32.00	32.00

In CHF

Sustainability Report 2024

Report on non-financial matters 2024



Publication date: May 16th, 2025

Fulfilling reporting obligations

- Report on non-financial matters acc. to Art. 964 Swiss Code of Obligations
- Integrated with sustainability report acc. to GRI Standards

Sustainability Report 2024

Report on non-financial matters 2024

Great achievements in EcoVadis assessments – All twenty entities rated earned a medal

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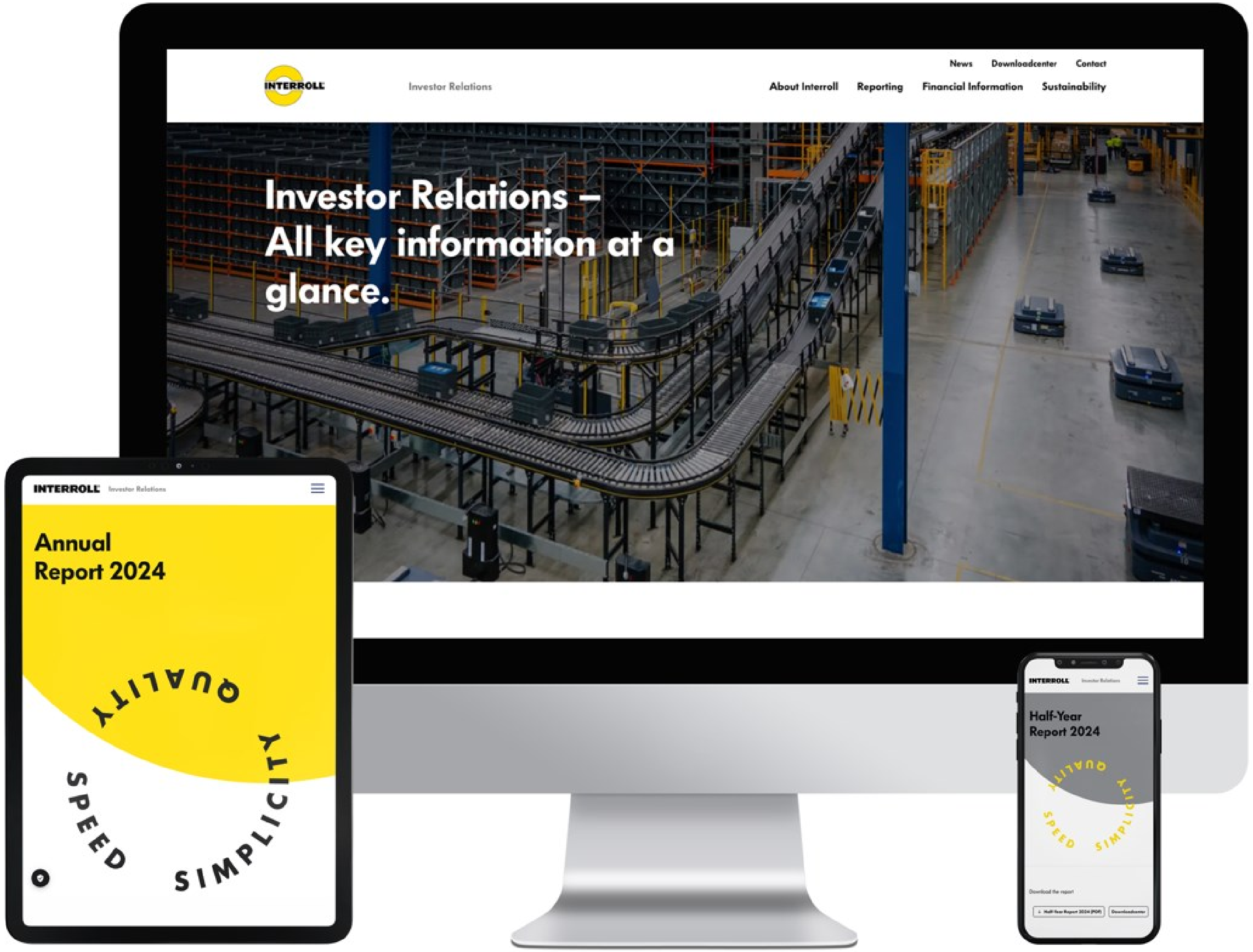
Australia
Austria
Brazil
France
Switzerland
Spain

6

Interroll Group

Investor Relations webpage



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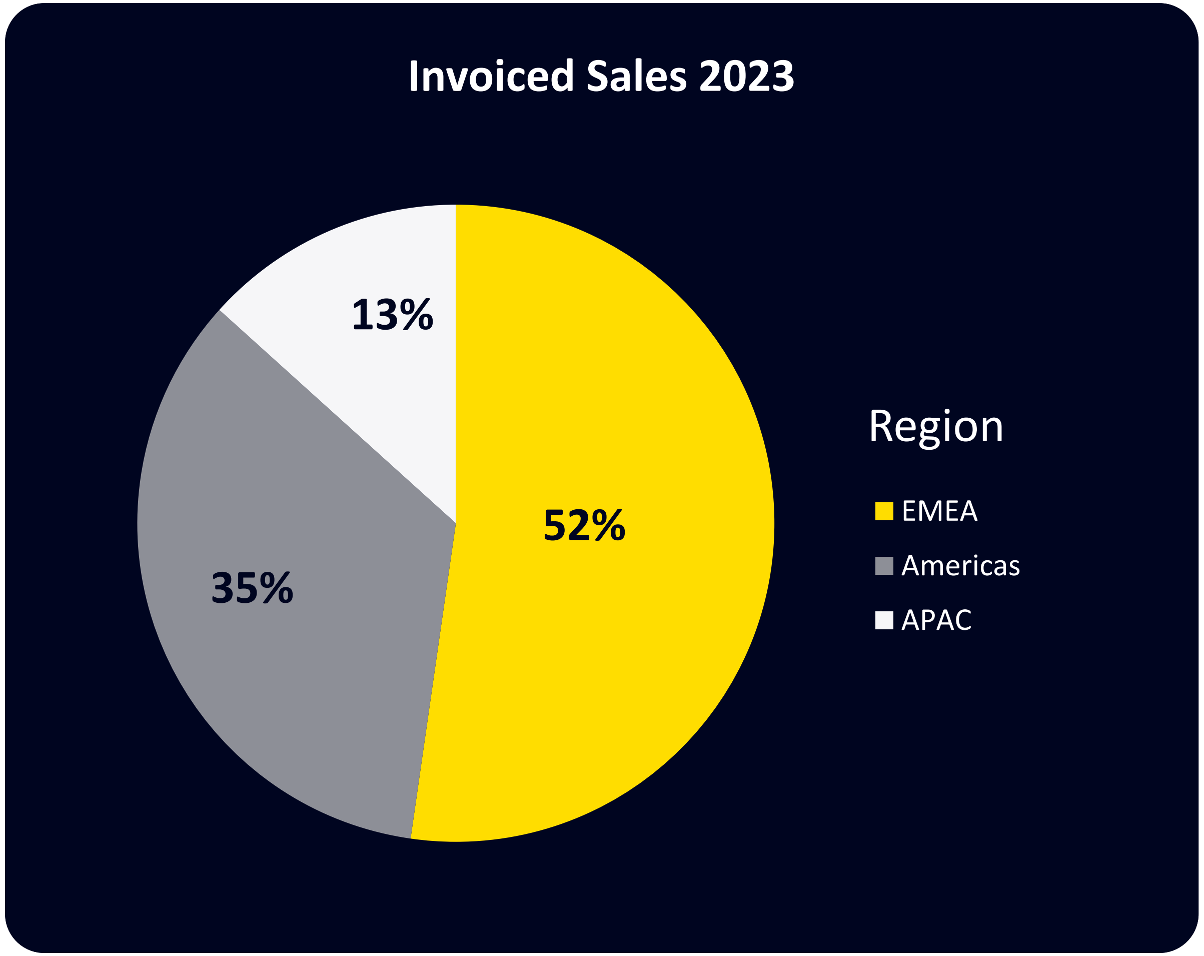
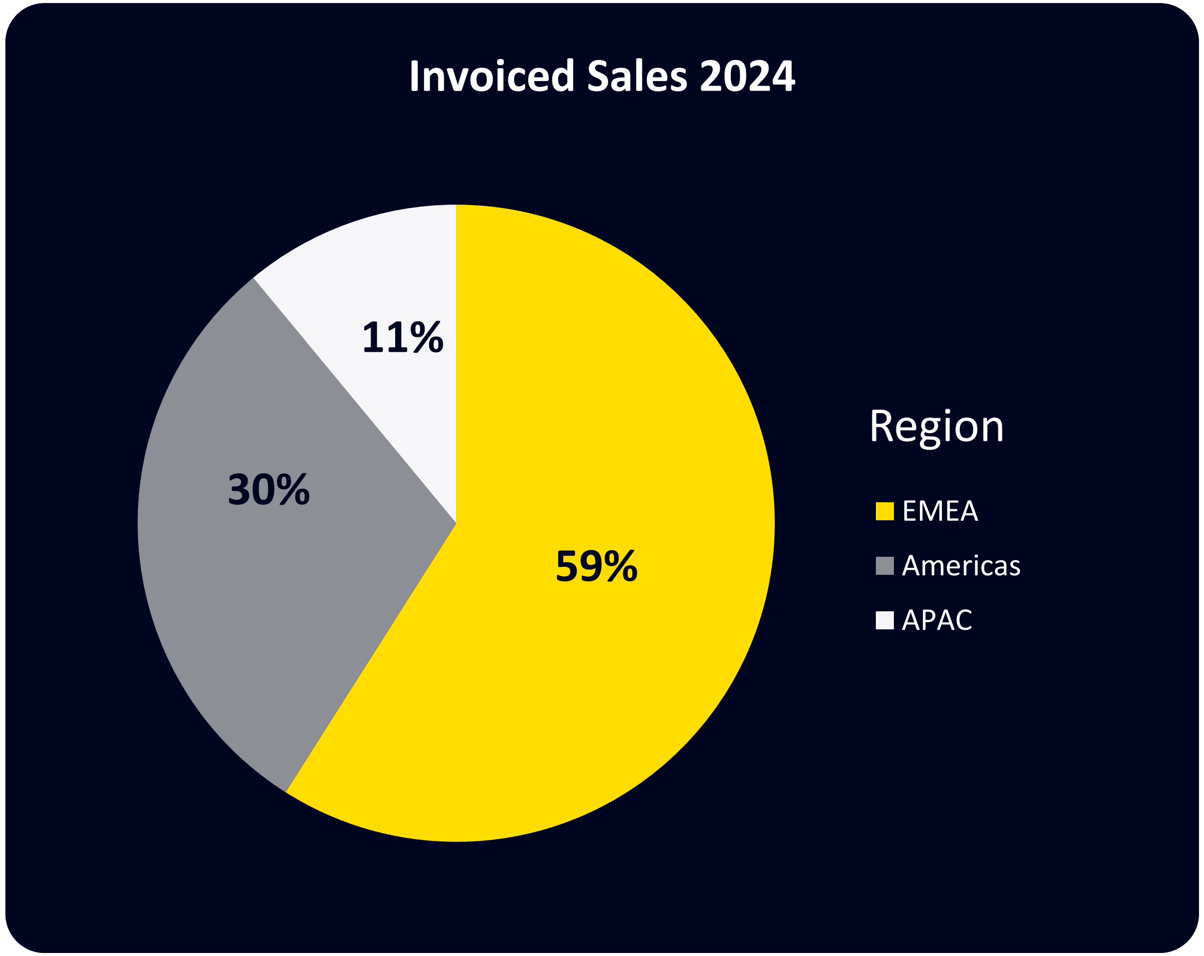
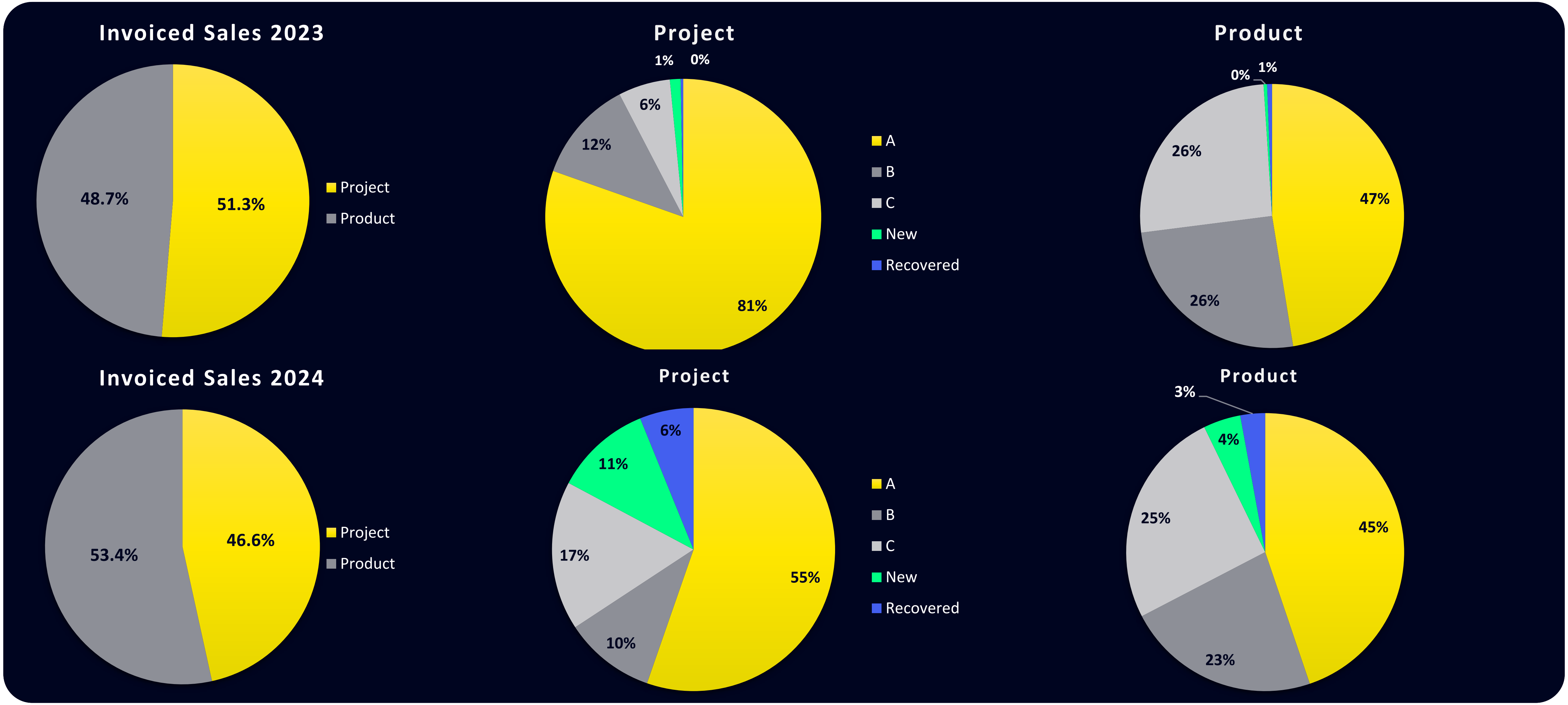
Invoiced Sales 2024 – Results by region



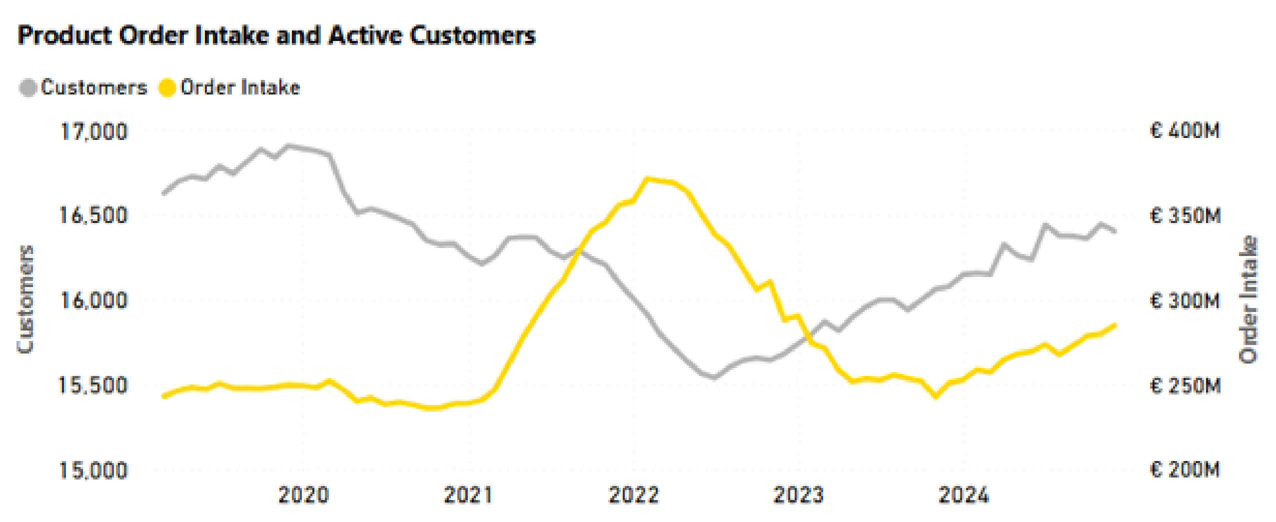


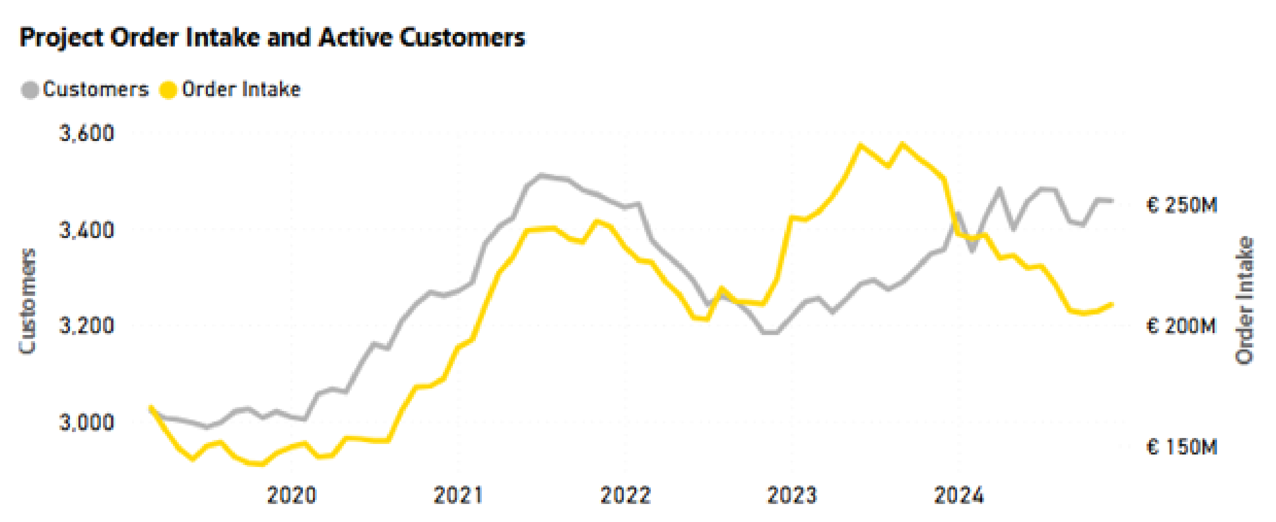
ABC Development Analysis



Customer Development

Rolling 12 months

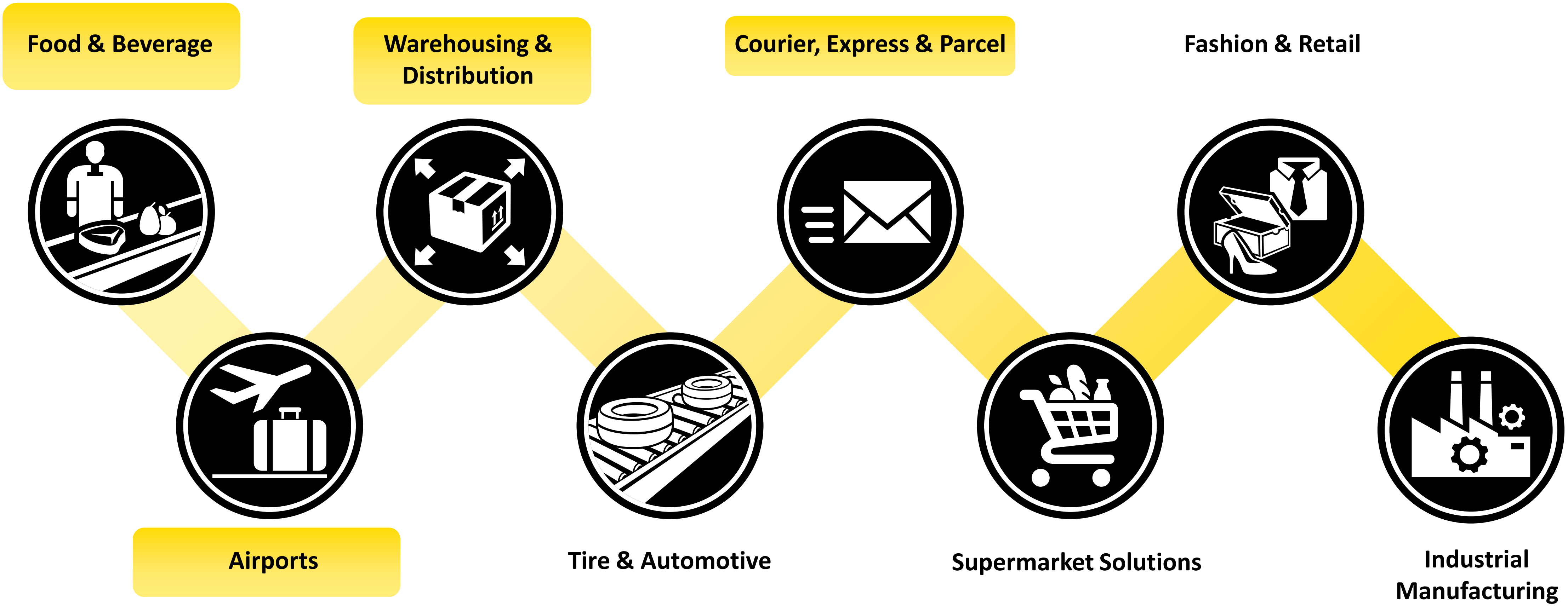




*Non-SAP excluded | Data Source: SAP-BI Report | Figures in €

Interroll

Market focus



Rolling On Interroll (ROI) Program 2024

Business analysis

11%

ROI Community **contribution** to Interroll Group revenue (from 10% in 2023)

48%

of ROI partners with **increase in annual spend** (vs PY)

18

new matchmakers, i.e., ROI partners with first collaborations

15 millionaires

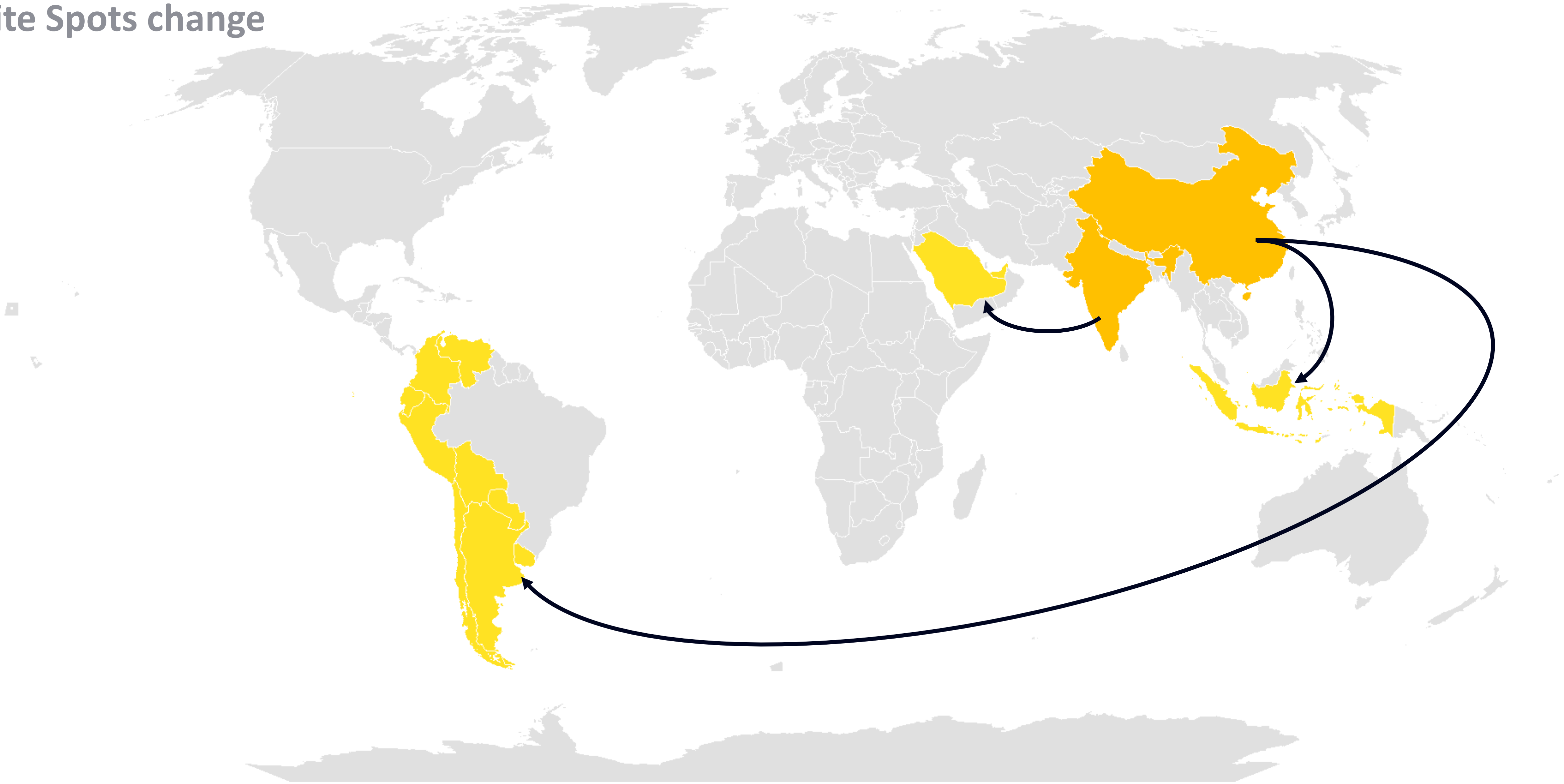
i.e., ROI partners with 2024 **annual spend > € 1M**

1st

Multi-Belt Switch (MBS) installation & MCP PLAY (beta test)
(**early adoption** of new Interroll technology)

Strategic Initiatives

White Spots change



End users Experience: Maersk Melbourne

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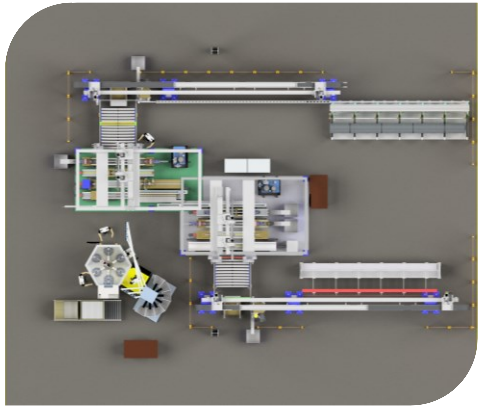
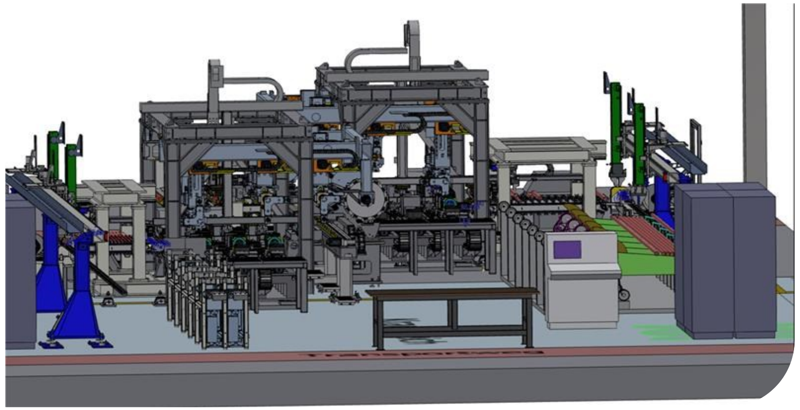
Operations

- **Investments for additional growth**: fully automated roller assembly machine and highly automated shift manufacturing put into operation in 2024

- **ISO-certifications:** Various production facilities have successfully obtained different ISO certifications in 2024

- **Implementation of new Interroll Production System (IPS)**: initiated in 2024





Innovations

MCP PLAY empowers system integrators to build complex systems with ease while delivering greater energy savings and system longevity for end customers.

- Simplified planning, installation and operations
- Optimized throughput and energy efficiency
- Faster project timelines

HPP – High Performance Conveyor Platform HPP meets the demanding requirements of Courier, Express, Parcel (CEP) service provider.

- Powerful, adaptable & build to last
- Highly scalable to meet diverse needs
- Quiet operation for better working environment

Interroll's Digital Transformation

Focus: added value for customers

✓

ERP transformation to the Cloud:
accelerated business processes, simplified data processing and increased flexibility

SAP S/4 HANA

On going

Digital Transformation

✓

Global Platforms

Well-established foundation:
SAP R/3, Interroll production system

Leveraging Interroll's position as neutral player

+ **Increased speed & simplicity** to meet expectations of tomorrow's buyers (Gen Z, Alpha, ...)
+ **Seamless customer experience** based on connected, data-driven processes
+ **Added value for customers** through smart products and digital services & tools

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Outlook 2025

Customers and Markets

- Strategic partnerships with key end users and system integrators
- Vertical focus on airports, e-Commerce, Courier Express Parcels
- Focus on emerging markets
- Easiness of doing business with

Market driven innovation

- Regain strength in innovation
- Launch MCP Play
- Rollout Multibelt Switch
- Focus on China and its influence on Southeast Asia and Latin America

Operational excellence

- Cost fitness along the entire value chain
- Further roll-out of new Interroll Production System (IPS)
- Quality initiative
- Deepening supply chain localization

Q&A session

Contact details

Interroll Holding AG
Via Gorelle 3
6592 Sant'Antonino
Switzerland
www.interroll.com

