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H1/16 Analyst Presentation Web Cast, 5 August 2016

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Highlights H1/16



- **9.2% Net Sales growth in the Group** (Previous Year: 9.1%)
- **11.2% Net Sales growth in the Asia-Pacific region**
Large Pallet & Carton Flow project billed
- **13.6% Net Sales growth in the Americas region**
First Brazil Post Sorters billed
- **25.1% EBIT increase to CHF 22.0 million** (PY: CHF 17.5m)
EBIT-Margin 11.7% (PY: 10.2%)
- **23.4% Net Income increase to CHF 15.8 million** (PY: 12.8m)
Net Income-Margin 8.4% (PY: 7.5%)
- **23.3% Plus in Operational Cash Flow: CHF 14.2 million** (PY: CHF 11.6m)
7.6% from Net Sales (PY: 6.7% from Net Sales)

Internal Logistics Solutions are part of Material Handling Equipment Manufacturing

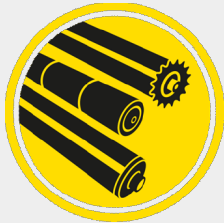


Material Handling Equipment Manufacturing (MHEM) is a market > CHF 100 billion growing at a CAGR of 4-5% worldwide.



Internal Logistics Solutions are a part of MHEM.
Relevant market for Interroll products: CHF 4-6 billion worldwide.
Interroll market share: 7-10% worldwide.

**With our key products and services
we want to further expand the global leadership
in Internal Logistics Solutions**



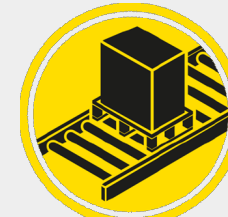
Rollers



Drives



**Sorters,
Conveyors**



**Pallet,
Carton Flow**

Value Drivers

People

**Global
Platforms**

**Financial
Strengths**

Services

Innovation



Courier, Express, Parcel



Airport



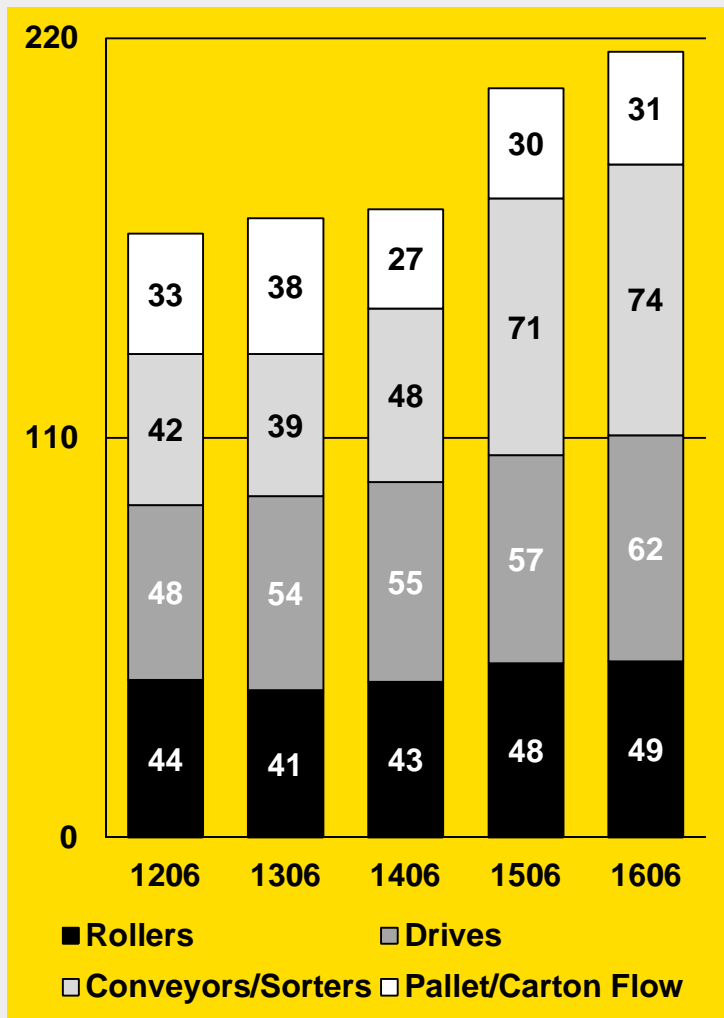
Food, Beverage



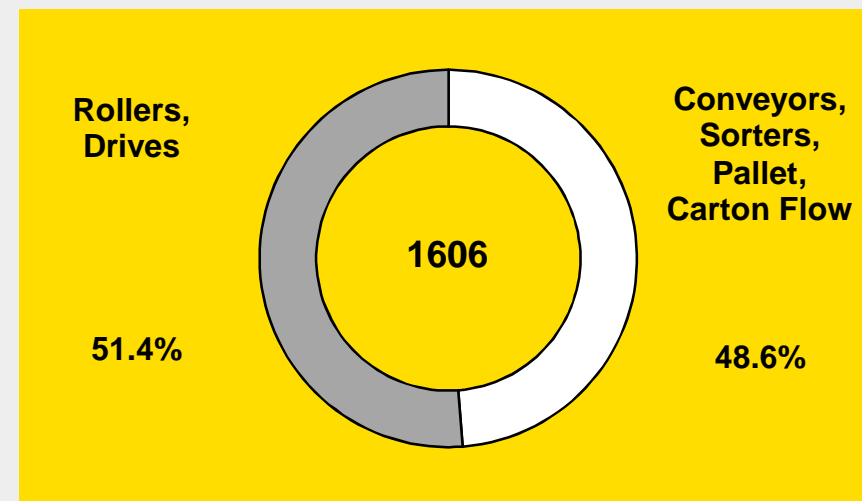
Distribution, Warehouse

Global growth based on end markets with current and future high potential

Order Intake CHF 216.3m (PY: CHF 206.3m) By Product Groups in CHF million



- Record Order Intake: CHF 216.3 million (+4.8%)
- In local currency +1.8%
- Topped already strong H1/15

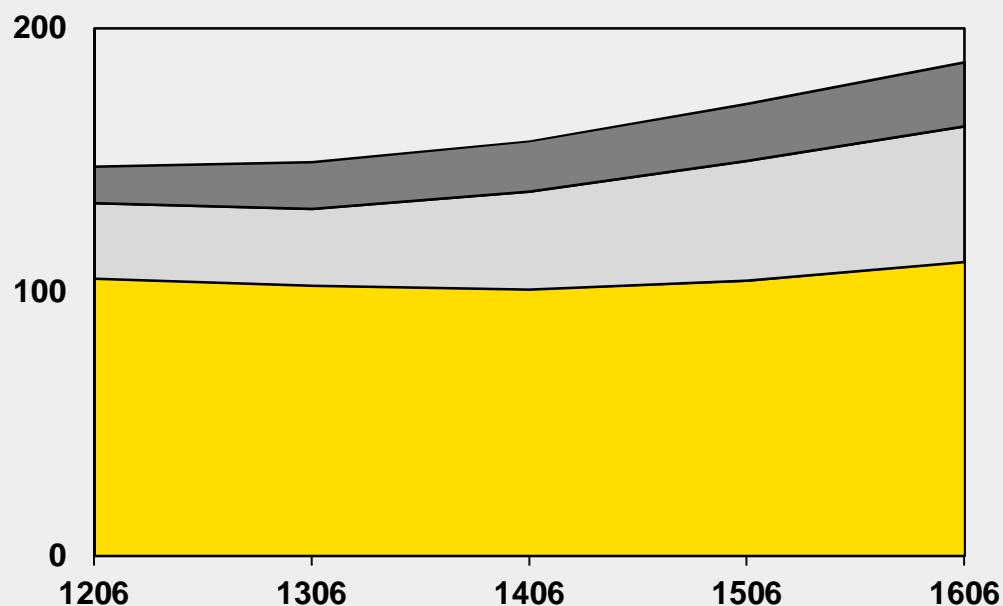


Order Intake: Products and Projects shares

Net Sales CHF 187.1m (PY: CHF 171.3m) By Regions in CHF million



- Record Net Sales of CHF 187.1 million
- Shift from an «European» to a «Global» provider, without diluting the European business



■ ASIA

□ AMERICAS

■ EMEA

Sales Share

Gross Margin

13%



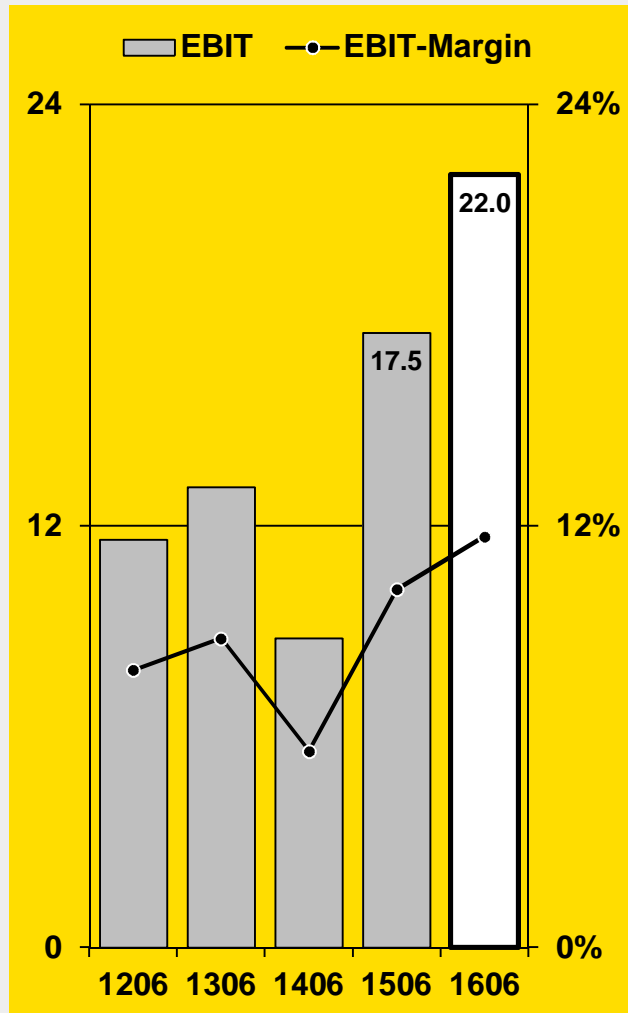
28%



59%



EBIT CHF 22.0m (PY: 17.5m) In CHF million



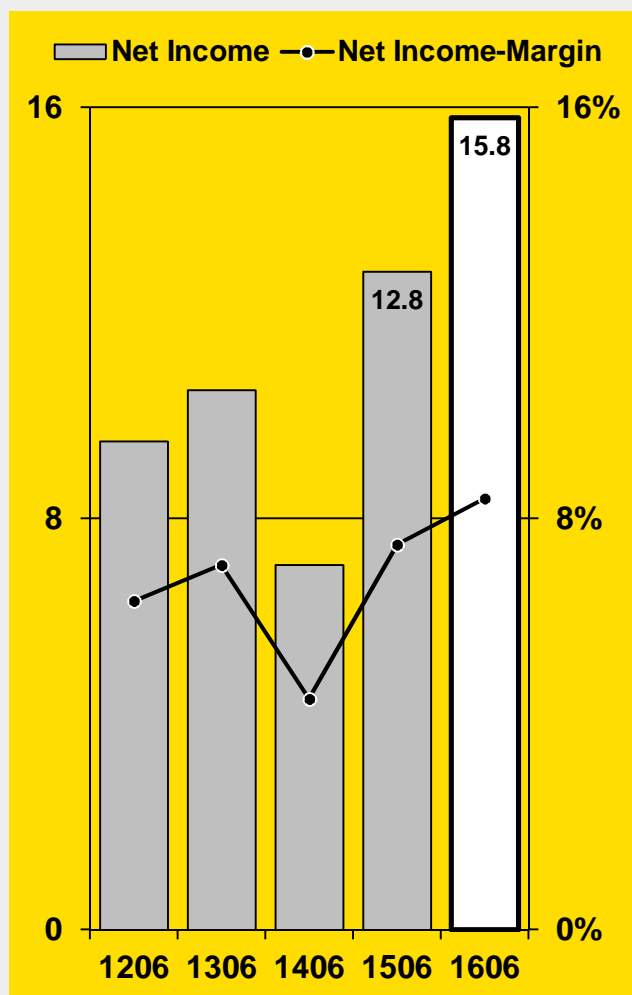
- 9.2% higher Net Sales
- Economies of scale
- Productivity increase

EBITDA CHF 30.9m (+16.4%)
EBITDA-Margin 16.5% (PY: 15.5%)

- Depreciation slightly up
- 2006 BDL acquisition fully amortised

EBIT CHF 22.0m (+25.1%)
EBIT-MARGIN 11.7% (PY: 10.2%)

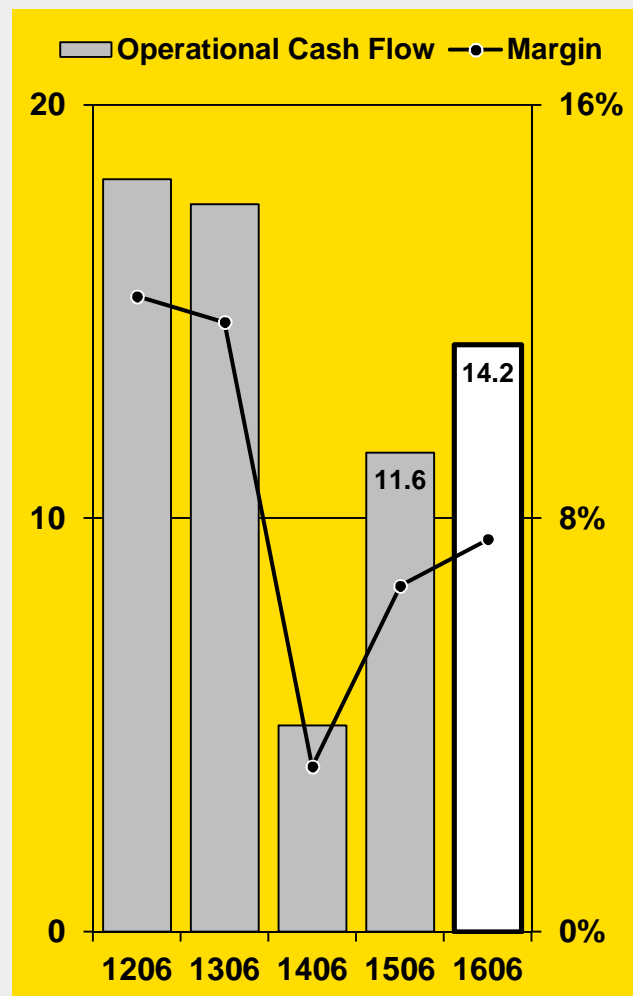
Net Income CHF 15.8m (PY: 12.8m) In CHF million



- Positive foreign currency result
- Higher tax quote

Net Income CHF 15.8m (PY: 12.8m)
Net Income-Margin 8.4% (PY: 7.5%)

Operat. Cash Flow CHF 14.2m (PY: CHF 11.6m) In CHF million



➤ 23.4% higher Net Income

Operational Cash Flow CHF 14.2m (+23.3%)
Margin 7.6% (PY: 6.7%)

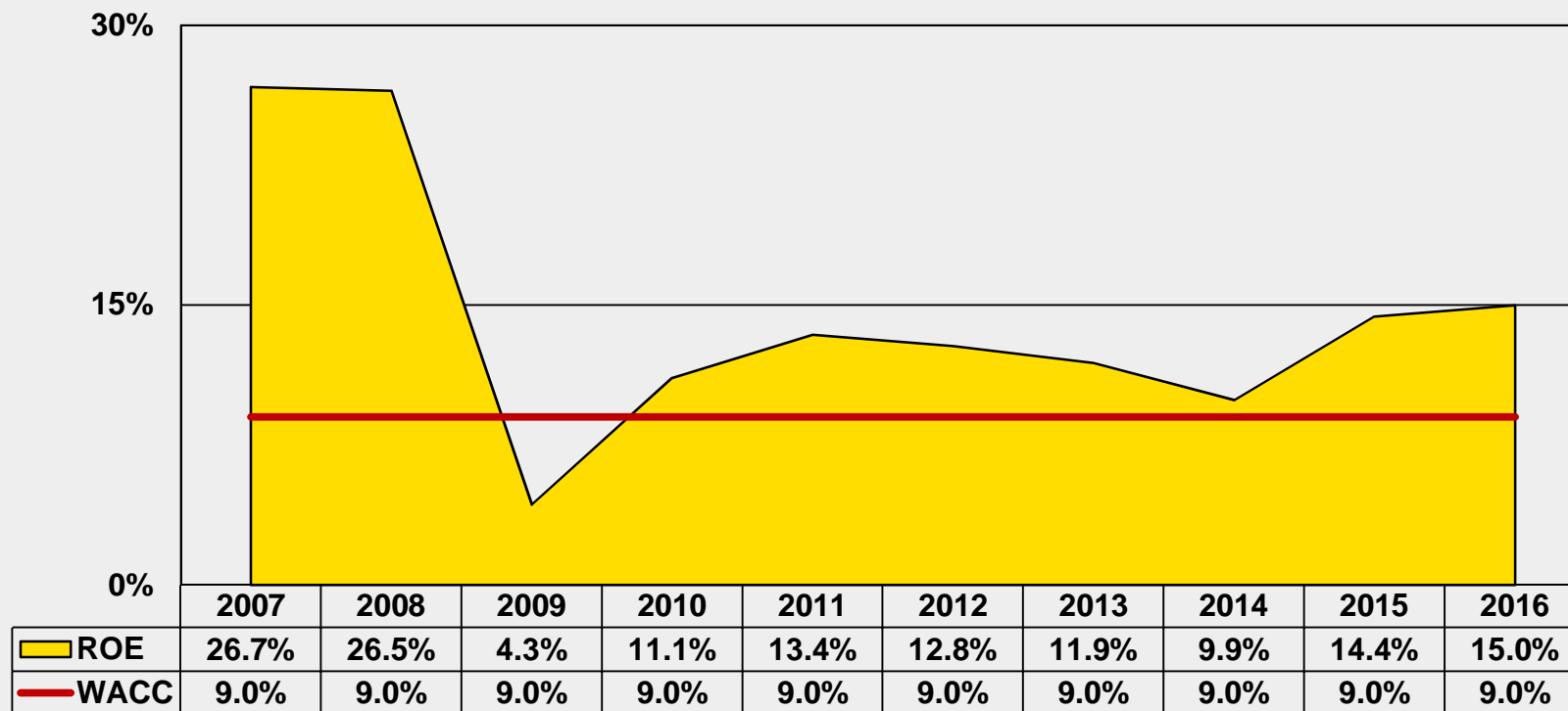
➤ Investments CHF 6.3m (PY: CHF 12.3m)

Free Cash Flow CHF 8.3m (PY: CHF -0.6m)
Margin 4.4% (PY: -0.4%)

RONA 15.1%, ROE 15.0%, ROIC 9.4%
Interroll creates values



ROE > WACC of 9.0%
in 9 out of 10 years



Progress Modular Conveyor Platform (MCP) and Business Outlook



- **MCP roll-out realised in Europe (Q2/14) and in Asia (Q4/15)**
Customer expectations are exceeded.
- **Gradual MCP launch in the Americas Region started Q2/16**



Based on its strong market position, its innovative products and the fast growing end markets served (E-Commerce, Airports, Food & Beverage, Distribution & Industry), **Interroll sees significant potential long term.**

In view of its good performance in H1/16 and the record order intake as per 30 June 2016, **Interroll is looking positively into H2/16.**

**Thank you for your attention
Do you have any questions?**



Contacts



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