

Positive development maintained – Binder+Co 3rd quarter sales 33% up on the previous year

Gleisdorf, November 19, 2007. In the third quarter, Binder+Co maintained the momentum of its positive development. In particular, the markets in Western and Eastern Europe showed high levels of dynamism, which had a positive effect in the company's individual product segments.

Marked rise in sales and the result

In the first nine months of the year, sales were well up on those of the preceding year at EUR 37.57 million (+33% as compared to Q1-Q3/2006). The decisive factor in this notable rise was the order intake of several major plant projects in all three product segments. With EUR 19.76 million, the Processing Technology Segment again provided the bulk of sales (52.6%). The Packaging Technology Segment also saw the clearing of several machine and system projects in the period under review, which led to a total sales volume of EUR 9.99 million. Sales of Environmental Technology Segment reached EUR 7.82 million and were down on the level of the previous year.

On the basis of this positive sales trend, as compared to the corresponding period of the previous year, Binder+Co was able to roughly double its EBIT from EUR 1.45 million to EUR 2.55 million. The largest contribution to this figure derived from the Processing Technology Segment with EUR 2.69 million, followed by Packaging Technology with EUR 0.11 million. By contrast, due to the clearing of reference projects with lower profitability levels, EBIT in the Environmental Technology Segment remained somewhat below the value of the previous year at minus EUR 0.25 million. However, these projects have led to the opening up of important markets and customer segments.

Cash flow from operating activities in the period under review amounted to EUR 0.86 million and was therefore also well above the level of the first nine months of 2006 (EUR 0.03 million).

Strong international sales

During the period under review, foreign sales amounted to 82% (Q1-Q3/2006: 80%) of total sales. Europe (Western and Eastern Europe, excluding Austria) continued to be the main market with a share of 66%. The positive economic climate in the West and increasing order intakes from CEE markets had a major effect on the orders situation. Indeed, total order intake amounted to EUR 40.45 million, which was EUR 9.35 million, or 40%, up on the figure for the previous year. Order intake in the Processing Technology Segment was mainly characterised by contracts for single machines and totalled EUR 19.21 million. Order intake in the Environmental Technology Segment attained a volume of EUR 11.75 million and to date, 2007 order intake was also very dynamic in the Packaging Technology Segment, where by the end of September, new projects worth EUR 9.49 million had been captured.

Outlook

On the basis of the positive performance in the first three quarters, the Binder+Co management anticipates that overall sales and EBIT for the 2007 financial year will be above the 2006 level. In order to ensure that this trend continues in future, the company is pushing forward the rapid realisation of current development projects, the further expansion of the sales network in the CEE region and continuous increases in productivity at the Gleisdorf location.

Steady price trend for the Binder+Co share

During the period under review, the price of the Binder+Co AG share, which since May 2007 has been listed on the newly created mid market segment of the Vienna Stock Exchange, showed a positive trend. On the basis of a price of EUR 10.30 at the beginning of 2007, on September 30, the share stood at EUR 11.75 (+14.0%).

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Binder+Co

Binder+Co AG specialises in processing, environmental and packaging technology and is the world market leader in the field of screening technology (for problematic materials) and glass recycling. The company has been listed on the Vienna Stock Exchange since the end of 2006 and in the meantime has been admitted to regulated free trading in the newly created mid market segment. With an average of 208 employees, in 2006 Binder+Co achieved sales of EUR 42.7 million and hence EBIT of EUR 3.9 million. Accordingly, ROSEBIT amounted to 9.1%.