

Press Release / Main Company Information

Glaisdorf, March 8, 2012. Binder+Co grows further in 2011: Sales revenues up by 29%, EBIT by 18%, order intake increased by 25%

Karl Grabner, from the Binder+Co Management Board:

"2011 was a year of growth for Binder+Co. We not only considerably improved all our key indicators, but we also greatly boosted our product portfolio and market presence with our two new subsidiaries Comec-Binder S.r.l. and Bublon GmbH."

An inconsistent but nonetheless generally positive market environment

All in all the economic environment for Binder+Co's mechanical engineering business in 2011 was most positive, although segment development differed greatly. System and plant business in the Environmental and Packaging Technology Segments picked up considerably, while demand remained stable in the Processing Technology Segment, but was limited to single machine and spare part business.

Sales revenues and EBIT well up on the preceding year

Healthy order backlog at the beginning of the financial year and strong order intake of EUR 86.58 million resulted in a 29% increase in sales revenues to EUR 81.71 million (2010: EUR 63.25 million). Decisive in this improvement were large-volume system and plant business in the Environmental Technology Segment, the marked rise in single machine sales in the Packaging Technology Segment, and solid single machine and spare part business in the Processing Technology Segment. EBIT also surged, gaining 18% to stand at EUR 8.54 million (2010: EUR 7.22 million) and owing to a virtually balanced financial result, EBT amounted to EUR 8.54 million (ROSEBT: 10.5%).

Strong EBIT growth in the Processing Technology Segment

In 2011, the **Processing Technology Segment**, which specializes in drying, screening and sorting for the construction materials, stone and earth industries, was again characterized by single machine business offering solid margins. All in all, Segment order intake amounted to EUR 31.99 million and its sales revenues in the past year to EUR 30.74 million. The resultant EBIT contribution totalled EUR 3.79 million.

During 2011, demand in the **Environmental Technology Segment**, which focuses on classification machines for glass and plastics recycling, developed in a particularly satisfactory manner. New order intakes totalling EUR 38.39 million were obtained and the recently developed sensor units for the identification of the lead content in cullet and the sorting of heat-resistant special glass helped to secure Binder+Co's technological market leadership. Segment sales revenues amounted to EUR 35.98 million and EBIT to EUR 3.29 million.

The **Packaging Technology Segment**, which manufactures high-performance open mouth bagging machinery for free flowing bulks such as fertilizers, plastic granulate, seeds, foods, feedstuffs and salts, is managed by the independent subsidiary Statec Binder GmbH. In 2011, Binder+Co's extensive know-how in this sector created a sizeable leap in demand, which was mirrored by a marked improvement in both sales revenues and income. Orders worth a total of EUR 16.20 million were obtained worldwide and at the same time, Segment sales revenues rose to EUR 14.99 million and the EBIT contribution to EUR 1.46 million.

Export business continues to be of major significance

The consolidated, international sales revenues of the Binder+Co Group in 2011 represented 88.9% (2010: 87.4%) of total sales revenues, which underlined the massive importance of export business. With a share of sales revenues of 40.5%, western Europe (excluding Austria) was again the largest sales market, followed by central and eastern Europe (CEE and CIS) with 17.8%, Asia and Australia with 17.5%, the Americas with 7.8% and Africa with 5.3%.

Demand in 2011 at a high level

Following a somewhat difficult period due to the economic crisis, Binder+Co started the 2011 financial year in a markedly strengthened position with order backlog of EUR 24.01 million. The company was then able to maintain the positive trend that commenced in 2010 with strong order intakes in all four quarters. All in all, order intake in 2011 amounted to EUR 86.58 million, which was well above the figure for the preceding year (2010: EUR 69.34 million). As at December 31, 2011, Binder+Co had secured an order backlog of EUR 28.83 million.

Good possibilities for growth overseas

The Binder+Co management sees the stepping up of its overseas activities and the continued, intensive support of the key European market as providing good, medium-term opportunities for growth. Of special importance in this regard are Binder+Co's leadership in the area of sensor technology for the sorting of diverse raw materials, and the thermal treatment of perlite for purposes including the manufacture of top quality insulation and soundproofing materials. Accordingly, the achievement of growth and result quality that are well above the branch average remains one of Binder+Co's declared managerial objectives.

The Binder+Co share price shows a positive trend

During the period under review the price of the Binder+Co share rose markedly, which was in contrast to the ATX. Starting from a level of EUR 15.90, in the first half of 2011 the share made sizeable gains before demonstrating considerable volatility in the third quarter. At year-end 2011 it stood at EUR 21.32 and as a consequence was 34.1% up on the figure at the beginning of the year and 113.2% above the value of the initial quotation on December 27, 2006. If the dividend payments made are added to this figure, a total shareholder return of 143.6% results.

The Binder+Co Group

Binder+Co AG is a specialist in the field of processing, environmental and packaging technology and the world market leader in the screening and glass recycling segments. The company was listed on the Vienna Stock Exchange at the end of 2006 and is now part of the Third Market in the mid market segment. The Binder+Co Group consists of Binder+Co AG, the two fully owned subsidiaries Comec-Binder S.r.l. and Bublon GmbH, and the Statec Binder GmbH joint venture. In 2010, Binder+Co was awarded the Austrian National Innovation Prize for its successfully implemented inventiveness and in 2011 received the Best Open Innovator Award of the Zeppelin University Friedrichshafen as the most outstanding SME in the D-A-CH region (Germany, Austria, Switzerland).