

Press release / Main company information

Binder+Co sees positive demand in Q1/2012

Gleisdorf, May 10, 2012

In the first quarter of 2012, Binder+Co, the Gleisdorf-based specialist for processing, environmental and packaging technology received 8.6% more orders than in the comparable period of 2011. Sales revenues and EBIT remained at the level of the preceding year. Order backlog rose by 24.1%.

Karl Grabner, from the Binder+Co Management Board:

"We can be satisfied with the first quarter of 2012 and assume that the coming months will continue to show solid demand. If so, sales revenues and the result for the year should exceed those of 2011. In addition, this year business will get under way at both our new Comec-Binder S.r.l. and Bublon GmbH subsidiaries."

The upward trend in Binder+Co order intake that commenced in mid-2010 continued in the first quarter of 2012, although the increase was somewhat more moderate than in the preceding year. All in all, in the period under report, Binder+Co acquired new orders worth EUR 21.57 million, which corresponded with a rise of 8.6% over the comparative period of 2011. The solid order intake at the beginning of the year enabled the attainment of sales revenues of EUR 17.47 million and thus the retention of the positive level of the previous year (Q1/2011: EUR 17.34 million). In spite of the initial losses at both the new Comec-Binder S.r.l. and Bublon GmbH subsidiaries, EBIT remained stable at EUR 1.03 million (Q1/2011: EUR 1.10 million). Order backlog as at March 31, 2012 amounted to EUR 32.91 million, which represented a 24.1% increase over the value for the previous year and a rise of 14.2% since year-end 2011.

Processing Technology remains the strongest source of sales revenues

In the first quarter of 2012, **Processing Technology** again provided the largest share of sales revenues with an increase of 16.5% to EUR 9.33 million. This Segment supplies the construction materials, stone and earth industries with machinery for the comminution, thermal processing, screening and sorting of bulk goods. Due to initial losses at the new Comec-Binder S.r.l. and Bublon GmbH subsidiaries, which are both allotted to the Processing Technology Segment, as compared to the preceding year the EBIT contribution fell from EUR 0.67 million to EUR 0.43 million. However, order intake was up at EUR 11.86 million (March 31, 2011: EUR 9.03 million)

Environmental Technology shows an increase in EBIT

Sales revenues in the **Environmental Technology Segment**, which focuses on sorting machines for glass and plastics recycling, were well below the EUR 7.04 million of the previous year at EUR 5.11 million. This was due to a decline in large volume system and plant orders. However, single machine, spare part and service business, which offers solid margins, facilitated a 23.1% improvement in EBIT to EUR 0.48 million. The volume of new orders also increased, rising to EUR 6.22 million (March 31, 2011: EUR 6.04 million).

Packaging Technology continues to make sizeable progress

The **Packaging Technology** Segment manufactures high-performance open mouth bagging machinery for free flowing bulks such as fertilizers, plastic granulate, seeds, foods, feedstuffs and salts, and is managed by the independent subsidiary Statec Binder GmbH. In the first quarter of 2012, its sales revenues rose by 32.3% to EUR 3.03 million and EBIT trebled to EUR 0.12 million. Moreover, owing to the fact that segment order intake contains a large percentage of contracts in the spare part and services sector, which offers sizeable margins, this figure also developed satisfactorily and amounted to EUR 3.49 million (Q1/2011: EUR 4.80 million).

Good order backlog provides a positive outlook

Order backlog as at March 31, 2012 stood at EUR 32.91 million, which was 24.1% up on the comparable value of the previous year (March 31, 2011: EUR 26.52 million). The management assumes that this stable demand trend will continue in the coming months and therefore sales revenues and the result for 2012 will exceed those of the preceding year.

Workforce enlarged

The positive business trend resulted in an increase in employee numbers. As at March 31, 2012, the workforce totalled 328, which was 1.9% up on the year-end figure for 2011.

Sizeable investments at the Gleisdorf location

The new and rebuilding projects commenced at the Gleisdorf location in 2011 continued during Q1/2012 with investment amounting to EUR 1.66 million.

Binder+Co share gains 43%

Having commenced the year at a level of EUR 21.32, by March 31, 2012 the price of the Binder+Co share, which is traded on the mid market of the Vienna Stock Exchange, had risen by 43.1% to EUR 30.50.

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 successful implementation of inventive capacity and in 2011 received the Best Open Innovator Award of the Zeppelin University Friedrichshafen as the top SME in the D-A-CH region.