

Press release / Main company information

Binder+Co sales revenues show a marked increase in Q1–3/2012

Gleisdorf, November 13, 2012. As compared to the same period of the preceding year, during Q1–3/2012, Binder+Co, the international specialist for processing, environmental and packaging technology, which has its headquarters in Gleisdorf/Austria, was able to raise its sales revenues by 10.2%. EBIT and order intake remained stable at the level of the preceding year, totalling EUR 4.98 million and EUR 64.90 million respectively. Order backlog at the end of September 2012 was slightly lower at EUR 34.80 million.

Karl Grabner, from the Binder+Co Management Board: "Our sales revenues in the first three quarters of 2012 showed clear expansion and despite the scheduled losses of our new subsidiaries, EBIT remained stable. We continue to assume that growth will be achieved for the year as a whole, even though order intake in the summer months slowed slightly."

The tangible upward trend in Binder+Co order intake that commenced in mid-2010 lost some of its momentum during the summer of 2012. Therefore, following the growth of the first half-year, Binder+Co order intake in Q1–3 amounted to EUR 64.90 million and thus remained at the level of the preceding year (Q1–3/2011: EUR 65.07 million). Nonetheless, the solid order intake from the beginning of the year formed the basis for sales revenues of EUR 58.89 million and thus an increase of 10.2% (Q1–3/2011: EUR 53.43 million). Moreover, EBIT remained steady at a solid EUR 4.98 million in spite of the scheduled initial losses at the Comec-Binder S.r.l. and Bublon GmbH subsidiaries, which specialize in comminution technology and the marketing of an innovative technology for the production of a pure and natural base composite for construction materials with outstanding insulation and soundproofing. Order backlog as at September 30, 2012 amounted to EUR 34.8 million, which was 2.3% lower than the 2011 value (September 30, 2011: EUR 35.61 million) and reflected the general economic situation in Europe.

Processing Technology sales revenues and order intake both considerably higher

In the first three quarters of 2012, **Processing Technology** again provided the largest share of sales revenues with an increase of 23.4% to EUR 28.06 million. This Segment supplies the construction materials, stone and earth industries with machinery for the comminution, screening, thermal treatment and sorting of bulk goods. Due to initial losses at the Group's newest subsidiaries (Comec-Binder S.r.l., taken over in July 2011 and Bublon GmbH, founded in January 2012), which are both allotted to the Processing Technology Segment, as compared to the preceding year the EBIT contribution fell from EUR 2.26 million to EUR 1.72 million. However, order intake improved markedly, rising to EUR 33.74 million (Q1–3/2011: EUR 19.84 million).

Environmental Technology sales revenues and EBIT both higher

Sales revenues in the **Environmental Technology** Segment, which focuses on classification machines for glass and plastics recycling, totalled EUR 20.59 million and therefore showed a small increase (Q1–3/2011: EUR 19.96 million). EBIT improved tangibly, rising to EUR 2.25 million (Q1–3/2011: EUR 1.66 million). The marked fall in order intake to EUR 18.66 million (Q1–3/2011: EUR 32.26 million) was the result of delayed decisions regarding the allocation of several large-volume systems contracts.

Packaging Technology remains solid

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 nine months of 2012, its sales revenues remained stable at the solid level of the preceding year and amounted to EUR 10.24 million (Q1–3/2011: EUR 10.74 million). However, at EUR 1.01 million EBIT fell just short of the good comparative figure for 2011 (Q1–3/2011: EUR 1.06 million). Order intake also developed satisfactorily, for although at EUR 12.50 million it was slightly lower than the EUR 12.97 million of 2011, third quarter business in the spare part and services sector, which offers sizeable margins, remained constant at a high level and was thus responsible for the strong EBIT margin of 9.9%.

Positive outlook for the year as a whole

In spite of the fact that, as compared to the value of the previous year (September 30, 2011: EUR 35.61 million) order backlog as at September 30, 2012 fell marginally by 2.3% to EUR 34.80 million, in view of the stable situation with regard to single machine order receipts and the expectation of large volume systems orders in the near future, the management continues to assume that the overall sales revenues for 2012 will exceed those of the preceding year.

Workforce enlarged

Binder+Co's expansion strategy also had an effect on employee numbers. As at September 30, 2012, the workforce totalled 342, which was roughly 10% up on the figure for September 30, 2011.

Sizeable investments at the Gleisdorf location

The new and rebuilding projects commenced at the Gleisdorf location in 2011 continued during the first three quarters of 2012 with investment amounting to EUR 5.50 million. The focus of this spending was on a new entrance area, the general renovation of a 5,000 m² production hall and the purchase of a new laser cutting system.

The Binder+Co share makes considerable gains

Having commenced the year at a level of EUR 21.32, by September 30, 2012 the price of the Binder share, which is traded on the mid

market of the Vienna Stock Exchange, had risen by 26.6% to EUR 27.00.

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.