

## Press release / Main company information

### Binder+Co: marked order intake upturn, stable outlook

**While during the first three quarters of 2014, the Gleisdorf-based international specialist for processing, environmental and packaging technology was subject to a tangible decline in both sales revenues and results, new business showed a marked increase of 62% over the preceding year.**

Gleisdorf, November 12, 2014

In the third quarter of 2014, the upturn in Binder+Co order intake, which was already indicated during the second quarter, continued to gather strength. All in all, in the first nine months of the year new orders with a value of EUR 87.39 million were acquired, thus surpassing the figure for the comparable period of 2013 by 61.6%.

Karl Grabner, from the Binder+Co Management Board: *"With sales revenues of EUR 58.92 million, during the third quarter the negative EBIT of the first half-year was turned into a plus of EUR 0.49 million. This is less than we expected, but it does indicate a clear upward trend. At EUR 65.03 million, our order backlog is 157% higher than in the previous year and even though more than half of this total will first be recognized after 2014, the order backlog of relevance to 2014 amounts to some EUR 27.2 million. This underpins our goal of emulating the sales revenues and result figures achieved in 2013."*

#### **Segments: sales revenues and results down, but more orders across the board**

Although slightly weaker than in the preceding year, with EUR 32.11 million **Processing Technology** was again the strongest segment and provided the largest share of total sales revenues. As in the first half-year, segment EBIT remained negative due both to the losses of the young subsidiaries reported under the segment and the lack of contributions to the result on the part of the parent company. By contrast, order intake based on large plant projects rose by 74.5%.

Sales revenues in the **Environmental Technology** Segment, which focuses on classification machines for glass and plastics recycling, totalled EUR 13.85 million and were therefore below the level of the preceding year. As a consequence, segment EBIT fell considerably to EUR 0.38 million. The increase in new orders is based largely on high-volume systems business.

The **Packaging Technology** Segment, which is managed by the independent subsidiary Statec Binder GmbH, also showed a decline in sales revenues and results as compared to the above-average figures for the comparable period of 2013. Nonetheless, order intake in this segment was also up, rising by around 80%.

#### **Constant workforce numbers**

By the end of 2013, continuing internationalization had resulted in a considerable increase in the size of the Binder+Co Group workforce to 370. On September 30, 2014, own personnel numbered 373.

#### **Investments**

By the end of the third quarter of 2014, Binder+Co had invested a sum of EUR 6.00 million in expansion at the individual Group locations. The focus of this spending continued to be Gleisdorf and related mainly to the construction of the new Group headquarters, which commenced in 2012, and production modernization.

#### **The Binder+Co Group**

*Binder+Co 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 three fully owned subsidiaries Comec-Binder S.r.l., Bublon GmbH and Binder+Co Machinery (Tianjin) Ltd., as well as the Statec Binder GmbH joint venture (50.7%). In 2010, Binder+Co was awarded the Austrian National Innovation Prize for its successful implementation of inventive capacity. Moreover, in 2011 it received both the Austrian National Prize for Work Safety for its introduction of special safety measures for apprentices, and the Best Open Innovator Award of the Zeppelin University Friedrichshafen as the top SME in the D-A-CH region. In 2012, the company was also presented with the TRIGOS Styria in the Ecology category for its efforts in the resource conservation area.*