

Press release / Main company information

Binder+Co Group Q1/2015 – Improvements in all group key indicators

As compared to the previous year, in the first quarter of 2015 Binder+Co, the Gleisdorf-based, international specialist for processing, environmental and packaging technology, was able to register a slight improvement in all its group key indicators. The Binder+Co management therefore assumes that sales revenues and income for the year as a whole will be higher than the values for 2013 and 2014.

Gleisdorf, 13 May 2015

The positive trend with regard to Binder+Co order intake that has been apparent since the middle of 2014 continued in the first quarter of 2015 due to the more favourable market climate in the USA and intensive marketing activities in Europe. All in all, in Q1/2015, Binder+Co acquired new orders worth EUR 21.52 million and thus surpassed the figure for the comparable period of 2014 by 9.3%.

Karl Grabner, from the Binder+Co. Management Board: "With sales revenues of EUR 21.09 million in the first quarter of 2015, we are 26% up on the past year and have been able to turn negative EBIT of minus EUR 0.74 million into a positive figure of EUR 0.35 million. Especially pleasing however is the order situation and thus our medium-term outlook. As at 31 March 2015, our order backlog stood at EUR 58.23 million and on the basis of the roughly EUR 29.5 million of relevance to 2015, it is our declared aim to raise both sales revenues and income to levels above those of 2013 and 2014."

The strengths of the Binder+Co Group – Three different segments

Sales revenues in the **Processing Technology Segment**, which covers the screening, wet processing, drying and comminution areas amounted to EUR 8.54 million, which represented a 40.5% share of total sales. The 7% decline in sales revenues as compared to the preceding year can be traced to the fact that no large-volume plant projects were cleared in the first quarter of 2015. As was the case last year, segment EBIT was negative at minus EUR 0.46 million and once again this related to the losses made by the subsidiaries allocated to the segment, which in 2015 still failed to develop as anticipated. Order intake at EUR 9.18 million was 9% lower than in the previous year.

Sales revenues in the **Environmental Technology Segment**, which focuses on sorting machines for glass, paper and plastics recycling, were a notable 29.2% up on those of the previous year at EUR 5.22 million. Nonetheless, segment EBIT remained slightly negative at minus EUR 0.10 million owing to weaker result margins on the plant projects undergoing completion. The bulk of order intake of EUR 6.70 million, which was higher than in the preceding year, consisted of strong single machines, spare parts and services business.

The **Packaging Technology Segment**, which is managed by the independent subsidiary Statec Binder GmbH, showed the best development, more than doubling its sales revenues in the first quarter of 2015 as opposed to the comparative period of 2014 to EUR 7.33 million. The segment's EBIT contribution also rose by EUR 0.12 million to EUR 0.91 million, while at EUR 5.64 million, order intake remained at the level of Q1/2014.

Workforce slightly larger

Workforce numbers as at 31 March 2015 totalled 378, having risen marginally from the 2014 year-end figure of 373. This was due largely to the strengthening of the sales structures in all group companies.

Investments

The long-term investment programme at group headquarters in Gleisdorf was largely completed in 2014. Therefore, at EUR 0.74 million (Q1/2014: EUR 1.69 million), Binder+Co Group investments in Q1/2015 were considerably lower than in the comparable period of 2014.

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%).