

Press Release

Gleisdorf, 21 March 2017

For Binder+Co, the 2016 financial year presented contrasting aspects

- At EUR 120.12 million, 2016 sales revenues were at a record high
- EBT of EUR 4.48 million failed to live up to expectations
- Order intake stood at the record level of EUR 122.44 million
- Order backlog of EUR 47.25 million provides a stable platform for 2017

Karl Grabner from the Binder+Co Management Board sums up the past financial year as follows: "We look back upon 2016 with mixed feelings because on the one hand, we made considerable gains with regard to sales revenues and order intake and achieved new record figures. However, on the other, EBT did not keep pace with this performance."

Generally hesitant growth

In 2016, the sales markets of the Gleisdorf-based machinery and plant builder Binder+Co presented a highly disparate picture, although overall there was tentative growth. While demand in the EU was stable, but at a low level, the situation in North America remained positive. The base materials industry continued to show increased demand and potash mining provided strong market impulses worldwide.

New sales record, EBT below expectations

With a 26% rise in consolidated sales revenues to EUR 120.12 million, Binder+Co crossed the EUR 100 million threshold for the first time (2015: EUR 95.50 million). However, owing to intensified competition and the related pressure on margins, EBT was well below expectations at EUR 4.48 million (2015: EUR 5.31 million).

With revenues of EUR 58.61 million (2015: EUR 47.08 million), **Processing Technology**, which covers the screening, wet and thermal processing, drying and comminution areas, was again the strongest sales segment. The **Environmental Technology Segment**, which focuses on machinery for the recycling of materials such as glass, paper and plastics, raised its sales to EUR 31.64 million (2015: EUR 23.23 million). Moreover, in 2016 the **Packaging Segment** was able to enlarge its sales revenues to EUR 29.87 million (2015: EUR 25.19 million).

High export quota

In 2016, Binder+Co obtained 93.0% of its sales revenues outside its domestic Austrian market. The EU (excluding Austria) constituted the largest sales market with 40.7% (2015: 36.7%) followed by Asia/Australia with 25.7% (2015: 27.0%). The Rest of Europe, including Russia provided 14.0% (2015: 15.1%), the Americas 7.4% (2015: 9.0%) and Africa 5.2 % (2015: 4.8%).

Outlook

Binder+Co assumes that in the coming years the contributions to sales revenues from the Asia/Australia, North and South American regions will increase. Order backlog of EUR 47.25 million at the end of 2016 provides a promising platform for the current financial year during which the company has set itself the target of improving result quality.

Binder+Co share

With the expiry of the last trading day on 29 July 2016, Binder+Co withdrew from the stock exchange. This move was the result of the tightening of the market abuse regulations, which for issuers in the Third Market of the Vienna Stock Exchange also means a substantial enlargement of the obligation to supply information.

Prior to this, the Binder+Co AG Annual General Meeting held on 12 April 2016 agreed to replace the company's bearer shares with registered shares and this resolution took effect with entry into the Binder+Co AG company register on 30 July 2016. Subsequently, the bearer shares were exchanged for registered share certificates and the names of the shareholders entered into the Binder+Co AG share register. Among other benefits, this now permits direct communications with all shareholders. Following the conclusion of the substitution and subsequent invalidation declaration process, at the beginning of February 2017 a total of 3,612 shares were declared null and void.

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 Binder+Co Group consists of Binder+Co AG, the four fully owned subsidiaries Comec-Binder S.r.l., Bublon GmbH and Binder+Co Machinery (Tianjin) Ltd. and und Binder+Co USA Inc., as well as the Statec Binder GmbH joint venture (50.7%).

Inquiries

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