

## Results for 2006 – Binder+Co maintains its successful course

- > 2006 – one of the most successful financial years in company history
- > Sales up by 7.8% at EUR 42.7 million
- > Result from ordinary business activities 25% higher at EUR 4 million
- > Order backlog increase of 26% over the preceding year to EUR 16 million
- > Further successes in the CEE, south-east Asian and Indian markets
- > 37% of stock sold to investors via private placement
- > Inclusion in the “other listings.at” segment of the Vienna Stock Exchange in December 2006

### Improvement in all key indicators

Gleisdorf/Vienna, March 5, 2007. With an increase in sales of 7.8% to EUR 42.7 million (2005: EUR 39.6m), Binder+Co AG was able to markedly raise its 2006 EBIT by 21.9% to EUR 3.9 million (2005: EUR 3.2m). The profit per share rose by 60.4% to EUR 0.91 (2005: EUR 0.55).

At year-end 2006, Binder+Co order backlog amounted to EUR 16 million, which was 26% higher than the comparable figure for 2005. Order intake in the past financial year was also up, rising by 13% to EUR 46 million.

Company profitability also improved during the past year, as indicated by an increase in ROS (return on sales) from 8.1% to 9.4% and EBIT per employee of EUR 18,400 (2005: EUR 15,500). At year-end 2006, the equity ratio stood at a notable 39.5%, which underlined the solid balance sheet structure of the company.

According to Member of the Board, Karl Grabner, “These figures show that Binder+Co has maintained its impressive progress of recent years. Since 2003, on average, increases of 5% and 25% p.a. have been achieved in sales and EBIT respectively.”

### Excellent sales trend

Apart from systematic improvements in efficiency and cost discipline, the basis for this positive development was provided by market success. In 2006, Binder+Co equipment was sold to over 50 countries and the export quota of the Gleisdorf specialists remained practically unchanged at a high level of 76.1% (2005: 76.7%).

Binder+Co business activities are divided into three business segments consisting of **Processing, Environmental and Packaging Technology**. Under the motto, “From bulk material to the pallet”, the company covers every area of comminution, screening, sorting and washing, as well as the drying and bag filling of granular and powdered, primary and secondary raw materials ready for palletising. These capabilities also extend to the foods and foodstuffs sector. Accordingly, Binder+Co systems can handle coal, ore, industrial minerals, plastic granulate, rice, salt, glass, paper, plastic waste and electronic scrap.

### Processing Technology – special screening technology from Gleisdorf in global demand

In the Processing Technology Business Segment, BIVITEC®, the special Binder+Co machine for the screening of difficult-to-screen bulk goods, has become an international sales hit. In 2006, Binder+Co delivered the 900th machine of this type to a customer in the UK. In combination with a variety of in-house developed products, BIVITEC®, which was designed by the engineering experts in Gleisdorf, is employed in the iron and steel, mining, stone, ore, chemicals and valuable material recycling industries around the world.

Binder+Co sees good opportunities for growth in the processing technology sector in the markets of Central and Eastern Europe and has therefore been creating its own regional sales network since mid-2003. Agencies have already been established in the Czech Republic, Slovakia and Poland. Moreover, intensive activities are presently continuing with regard to sales co-operations in Romania and Russia.

### Environmental Technology – the world leader in glass recycling

During the past financial year, Binder+Co sales in the Environmental Technology Business Sector consisted primarily of deliveries of glass recycling machinery to all parts of the world.

In particular the CEE states developed into a burgeoning market for the sale of high-quality recycling technology. At the same time, a positioning in the Asian region was established through the sale of a glass recycling system to Malaysia. This means that Binder+Co has further consolidated its global leadership and with its CLARITY product line is currently the number one supplier of used glass recycling systems. It should be added that Binder+Co also provides solutions for paper and plastics sorting.

### Packaging Technology – excellent successes with top speeds

As the manufacturer of the world’s fastest packaging machines for the industrial open bag sector, Binder+Co delivers to the foods, foodstuffs, chemicals and petrochemicals and building materials industries. In addition to current markets in Austria, Germany, the Benelux countries, Spain, Sweden, Ireland, Turkey, India, Korea, South Africa and the USA, the aim in 2007 is to step up activities in the CEE markets.

**After-sales services – a key to success**

Binder+Co activities are supplemented by a product-superordinated, after-sales service. As CSO Jörg Rosegger explains, "All the experience derived from our ongoing contacts with customers flows into product improvement measures and new and further machine technology developments. Accordingly, the after-sales service provides a valuable platform for our continuous improvement process (CIP). The reward is regular repeat orders from our customers."

**Targeted strategic expansion**

Further development at Binder+Co is clearly subject to the objective of targeted expansion. On the basis of its strong market position, the company is looking for regional growth through increased penetration of the CEE states, which is an area of considerable economic dynamism. South-east Asia also continues to be another interesting target.

At the same time, Binder+Co is looking for growth in the Environmental Technology Business Segment and in this regard the product range is the object of ongoing development in the direction of new applications and the opening up of additional markets.

**Focal point innovation – international partner networks secure technological leadership**

A major contribution to such expansion derives from constant efforts aimed at retaining and consolidating the company's technological leadership. In the field of environmental technology, Binder+Co is co-operating with a number of organisations including the Institute of Information and Data Processing at the Fraunhofer Company in Karlsruhe, various European sensor suppliers, Austrian universities and development companies.

**Technological leadership secures employment**

In the current financial year, Binder+Co intends to strengthen its know-how leadership by means of R&D investment of around EUR 1 million. Karl Grabner, "In this way, we can not only secure our technological pole position and hence our leading rankings in world markets, but also valuable jobs in Gleisdorf."

**Research breakthrough in the heat-resistant glass identification sector**

Impressive evidence of the company's successful development activities is provided by a process for the identification of special glass qualities, e.g. heat-resistant glass, which was registered for a patent in 2005. In the fourth quarter of 2006, the process was successfully presented to glass recycling plant operators and global glass producers and the first equipment series was placed in the market within a very short space of time.

**Binder+Co returns to the stock market**

The sustained, solid performance of recent years created the preconditions for a stock exchange float, which represents an important strategic step for the company and is of special significance with regard to its future growth course.

By the end of 2006, the parent company, Waagner-Biro AG, which previously exercised exclusive ownership, had already sold 37% of Binder+Co AG to financial investors within the scope of a private placement. At the same time, the company was re-listed on the Vienna Stock Exchange as of December 27, 2006, in the other listings.at segment.

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