

Press release / Main company information

Binder+Co shows dynamic development in Q1–3

Gleisdorf, November 16, 2011. **Binder+Co, the specialist for innovative machinery and plants in the fields of processing, environmental and packaging technology from Gleisdorf in Austria, completed Q1–3/2011 with marked increases in both sales revenues and EBIT. Order intake developed in an equally dynamic manner and workforce numbers also rose. Moreover, solid order backlog points to a satisfactory result for the year as a whole.**

Karl Grabner, from the Binder+Co Management Board is clearly pleased: *“The dynamism of recent months continued during the third quarter of 2011. As a consequence, up to now the current financial year has proceeded in a more than satisfactory manner. On the basis of the positive order situation, we anticipate a marked improvement in sales revenues and results for the year as a whole.”*

For the internationally successful Binder+Co, the first three quarters of 2011 were characterized by a continuing upward trend with regard to order intake. The orders received in 2011 with a volume of EUR 65.07 million represent an increase of 33.0% over the comparable period of 2010. In addition, owing to positive order backlog at the beginning of the year and solid order intake, sales revenues were 31.2% higher at EUR 53.43 million (Q1–3/2010: EUR 40.71 million). On this basis, EBIT improved to EUR 4.98 million (Q1–3/2010: EUR 4.08 million).

While the Processing and Packaging Technology Segments were characterized by a growing number of single machine projects, the bulk of order intake in the Environmental Technology Segment consisted of longer-term plant and system business. All in all, order backlog as at September 30, 2011, stood at EUR 35.61 million and was therefore up by more than a third on the figure of EUR 26.14 million from the previous year.

Strong growth in all production segments

In Q1–3/2011, the **Processing Technology** Segment, which specializes in drying, screening and sorting machinery for the construction materials and minerals industries, again provided the largest share of total sales revenues with EUR 22.73 million (Q1–3/2010: EUR 19.33 million). On the back of strong single machine and spare part business, the Segment's EBIT contribution amounted to EUR 2.26 million and was thus markedly higher than the value of the preceding year (Q1–3/2010: EUR 1.63 million). As at September 30, 2011, order intake stood at EUR 19.84 million (Q1–3/2010: EUR 19.99 million) and continued to derive entirely from single machine, spare part and service business.

At EUR 19.96 million, sales revenues in the **Environmental Technology** Segment, which focuses on sorting machines for glass and plastics recycling, were clearly up on those of the preceding year (Q1–3/2010: EUR 15.01 million). However, the EBIT total of EUR 1.66 million was down on the preceding year (Q1–3/2010: EUR 2.12 million) as a result of the fact that an increasing number of complete plant projects with lower margins were cleared. New contracts worth EUR 32.26 million (Q1–3/2010: EUR 20.61 million) also consisted largely of complete systems and numerous projects involving the upgrade of existing plant capacity.

During the first three quarters of 2011, Binder+Co's **Packaging Technology** Segment, which manufactures high-performance open mouth bagging machinery, achieved sales revenues of EUR 10.74 million (Q1–3/2010: EUR 6.37 million) and thereby again confirmed its positive development since 2008. The Segment's EBIT contribution rose to EUR 1.06 million, which was treble the EUR 0.33 million of the previous year. Order intake improved in an equally positive manner, rising to EUR 12.97 million and thus exceeding the EUR 8.32 million of the preceding year by roughly 56%.

Solid demand ensures a positive outlook for 2011

Binder+Co order backlog as at September 30, 2011, stood at EUR 35.61 million, which was 36.2% higher than the comparable value of the previous year (September 30, 2010: EUR 26.14 million). On the basis of this positive demand trend, the executive management anticipates that the sales revenues and result for the current financial year will clearly surpass the 2010 values.

Workforce numbers boosted considerably

The upturn in the key financial indicators was reflected by a major increase of 33.5% in employee numbers to 311 as at September 30, 2011.

The Binder+Co share price demonstrates a positive trend overall

Following a clearly upward trend in the first half of 2011, in the third quarter of the year, the shares traded in the mid market of the Vienna Stock Exchange demonstrated great volatility. Having commenced 2011 at a level of EUR 15.90, by September 30, the Binder+Co share price had risen to EUR 19.90, which corresponded with an increase of around 25%. To date, the high for the year amounted to EUR 24.90.

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. In 2010, Binder+Co was awarded the Austrian National Innovation Prize for its development of the world's first industrially mature system for the sorting of heat-resistant special glass from recycling cullets. Moreover, the Binder+Co Group recently expanded its product range in the comminuting technology area through the incorporation of Comec-Binder S.r.l.