

Press release / Main company information

Binder+Co moves up another gear in H1 2012

Gleisdorf, August 14, 2012. In the first half of 2012, Binder+Co, the international specialist for processing, environmental and packaging technology, which has its headquarters in Gleisdorf/Austria, was able to raise its order intake by 8.8% over the comparable period of 2011. At EUR 37.46 million sales revenues were also up by 11.5%, while at EUR 3.01 million, EBIT remained at the positive level of the preceding year. Order backlog at the end of the first half-year improved by 14.1%.

Karl Grabner, from the Binder+Co Management Board: "We have completed a highly satisfactory first half of 2012 and as we assume that positive demand is set to continue in the coming months, both sales revenues and the result for the entire year should surpass the levels of 2011. In addition, during the current year, business is picking up at both Comec-Binder S.r.l. and Bublon GmbH, our two newest subsidiaries."

The tangible upward trend in Binder+Co order intake that commenced in mid-2010 continued in the first half of 2012, although its pace was somewhat more moderate than in the preceding year. All in all, Binder+Co acquired new orders worth EUR 46.85 million, which constituted a rise of 8.8% over the comparative period of 2011. On the basis of the solid order intake at the beginning of the year, sales revenues of EUR 37.46 million were obtained and the good figure of EUR 33.59 million for 2011 was thus surpassed by 11.5%. EBIT also remained stable at EUR 3.01 million (H1/2011: EUR 3.03 million), in spite of initial losses at the Group's two newest subsidiaries comprised by Comec-Binder S.r.l. and Bublon GmbH, which specialize in comminution technology and the marketing of an innovative technology for the production of a pure and natural base composite for construction materials with outstanding insulation and soundproofing characteristics. Order backlog as at June 30, 2012 amounted to EUR 38.19 million, which was 14.1% higher than the value for June 30, 2011 and 32.5% up on the 2011 year-end figure.

Processing Technology makes sizeable gains

In the first half of 2012, **Processing Technology** again provided the largest share of sales revenues with an increase of 18.6% to EUR 19.27 million. This Segment supplies the construction materials, stone and earth industries with machinery for the comminution, thermal treatment, screening and sorting of bulk goods. Due to initial losses at the Group's newest subsidiaries (Comec-Binder S.r.l., taken over in July 2011 and Bublon GmbH, founded in January 2012), which are both allotted to the Processing Technology Segment, as compared to the preceding year the EBIT contribution fell from EUR 1.72 million to EUR 1.41 million. However, order intake improved markedly, rising to EUR 24.71 million (H1/2011: EUR 13.92 million).

Environmental Technology sales revenues and EBIT both higher

Sales revenues in the **Environmental Technology** Segment, which focuses on classification machines for glass and plastics recycling, totalled EUR 12.72 million and were therefore 6.9% up on the level of the preceding year. This facilitated an improvement in EBIT to EUR 1.33 million (H1/2011: EUR 1.10 million). New order volume also increased to EUR 13.83 million (H1/2011: EUR 19.30 million) and not only derived from single machine, spare part and service business, but also systems sales.

Packaging Technology remains solid

The **Packaging Technology** Segment manufactures high-performance open mouth bagging machinery for free flowing bulks such as fertilizers, plastic granulate, seeds, foods, feedstuffs and salts, and is managed by the independent subsidiary Statec Binder GmbH. In the first half of 2012, its sales revenues remained stable at the level of the preceding year and amounted to EUR 5.47 million. However, EBIT was raised to EUR 0.27 million (H1/2011: EUR 0.21 million). Order intake also developed satisfactorily. Although at EUR 8.31 million it was lower than the EUR 9.86 million of 2011, during the second quarter business in the spare part and services sector, which offers sizeable margins, remained constant at a high level.

Good order backlog provides a positive outlook

Order backlog as at June 30, 2012 stood at EUR 38.19 million, which was 14.1% up on the comparable value of the previous year (June 30, 2011: EUR 33.46 million). The Binder+Co management assumes that this stable demand trend will continue in the coming months and therefore sales revenues and the result for 2012 will exceed those of the preceding year.

Workforce enlarged

The positive business trend resulted in an increase in employee numbers. As at June 30, 2012, the workforce totalled 327, which was 1.6% up on the year-end figure for 2011.

Sizeable investments at the Gleisdorf location

The new and rebuilding projects commenced at the Gleisdorf location in 2011 continued during H1/2012 with investment amounting to EUR 4.03 million.

Binder+Co share price gains almost a third

Having commenced the year at a level of EUR 21.32, by June 30, 2012 the price of the Binder share, which is traded on the mid market of the Vienna Stock Exchange, had risen by 31.3% to EUR 28.00.

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 screen-

ing 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 two fully owned subsidiaries Comec-Binder S.r.l. and Bublon GmbH, and the Statec Binder GmbH joint venture. In 2010, Binder+Co was awarded the Austrian National Innovation Prize for its successful implementation of inventive capacity and in 2011 received the Best Open Innovator Award of the Zeppelin University Friedrichshafen as the top SME in the D-A-CH region.