

We also look to targeted additions with regard to our **product range**. Irrespective of whether innovation or the further development of a proven product is involved, the objective is to offer the best possible solution for current market demands.

Focus on  
module-based  
Solutions

# products

In **2013**, the presentation of a **brand-new sensor technology** considerably expanded the possibilities for optical sorting applications. The basis for this sensor fusion, which can be employed in a diversity of branches, is our MINEXX sorting machine that has been supplemented with an additional NIR (near infrared range) recognition level. As a result, apart from classification according to colour, materials of the same shade but differing matrix structures can be efficiently and accurately sorted.

With our new BPM (Bag Placing Machine) product range in the **Packaging Technology** Segment, in **2013** an automation solution was employed successfully for the first time in the logistics area for an Internet retailer. This is a complementary branch with potential.

Good things <sup>Karl</sup>  
need time.

One focus of our **basic research** in **2013** was laser-induced fluorescence (LIF) and together with leading research institutes, we have developed a new method for the rapid assessment of the valuable content of ores and minerals. As a result, in future we will be able to considerably optimize the respective processing procedure.

## MASTERPLAN

Does this excerpt from our **MASTERPLAN** arouse your interest? If you would like to find out more about our concept for the future of Binder+Co, you can download the entire document at [>> www.binder-co.at >>](http://www.binder-co.at) **Investors >> Financial Reports** at any time. And if you desire to get a personal printed copy, you only need to send a short e-mail to [office@binder-co.at](mailto:office@binder-co.at). This is because transparency and open communications are top priorities for us.



# Binder+Co Group

## Key business development indicators – IFRS

		Q1/2014	Q1/2013
Sales revenues	EUR m	<b>16.73</b>	22.07
thereof Processing Technology	EUR m	<b>9.18</b>	10.95
thereof Environmental Technology	EUR m	<b>4.04</b>	5.93
thereof Packaging Technology	EUR m	<b>3.51</b>	5.19
EBIT	EUR m	<b>-0.74</b>	0.94
thereof Processing Technology	EUR m	<b>-0.70</b>	0.08
thereof Environmental Technology	EUR m	<b>-0.16</b>	0.40
thereof Packaging Technology	EUR m	<b>0.12</b>	0.46
EBIT margin	%	<b>-4.4</b>	4.3
EBT	EUR m	<b>-0.87</b>	0.86
Result for the period	EUR m	<b>-0.72</b>	0.59
Earnings per share (undiluted)	EUR	<b>-0.21</b>	0.11
Earnings per share (diluted)	EUR	<b>-0.21</b>	0.11
Investments	TEUR	<b>1.692</b>	1.049
Operating cash flow	TEUR	<b>3.810</b>	-686
Employees	Number on the reporting date	<b>367</b>	352
Sales revenues/employee	TEUR	<b>46</b>	63
EBIT/employee	TEUR	<b>-2</b>	3
Order intake	EUR m	<b>19.68</b>	19.37
thereof Processing Technology	EUR m	<b>10.09</b>	8.97
thereof Environmental Technology	EUR m	<b>3.89</b>	5.87
thereof Packaging Technology	EUR m	<b>5.70</b>	4.53
Order backlog	EUR m	<b>39.53</b>	37.43
thereof Processing Technology	EUR m	<b>29.53</b>	10.11
thereof Environmental Technology	EUR m	<b>3.09</b>	11.49
thereof Packaging Technology	EUR m	<b>6.91</b>	15.82

## Key balance sheet indicators – IFRS

		March 31, 2014	Dec. 31, 2013
Assets <sup>1)</sup>			
Non-current assets	EUR m	<b>42.06</b>	41.30
Current assets	EUR m	<b>37.78</b>	39.26
Liabilities and shareholders' equity <sup>1)</sup>			
Equity	EUR m	<b>27.03</b>	27.85
Non-current debt	EUR m	<b>19.97</b>	20.07
Current debt	EUR m	<b>32.84</b>	32.64
Total assets	EUR m	<b>79.84</b>	80.56
Equity ratio	%	<b>33.9</b>	34.6
Return on Equity (ROE) <sub>EBIT</sub>	%	<b>-2.7</b>	19.4

<sup>1)</sup> Balance sheet figures for 2013 at the reporting date of December 31, 2013 – refer to IAS 34/20 (a)

## Key share indicators

		Q1/2014	Q1/2013
Highest price	EUR	<b>23.60</b>	28.00
Lowest price	EUR	<b>21.40</b>	23.02
Closing price as at March 31	EUR	<b>22.79</b>	25.19
Market capitalization as at March 31	EUR m	<b>85.44</b>	94.46

## Highlights Q1/2014

- **Order intake of EUR 19.68 million at the prior-year level**
- **Sales revenues down 24.2% from the first quarter of 2013 to EUR 16.73 million**
- **EBIT negative at minus EUR 0.74 million**
- **Second order for a BUBLON facility**

## Ongoing difficult market conditions, success of Bublon GmbH

The prevailing sideways movement observed in 2013 with respect to the order intake of Binder+Co could also not be stopped in the first quarter of 2014. During the period under review, order intake at Binder+Co, the Gleisdorf-based specialist for processing, environmental and packaging technology, totaled EUR 19.68 million, only slightly higher than in the prior-year quarter. Sales revenues fell considerably from the previous year, decreasing by 24.2% to EUR 16.73 million (Q1/2013: EUR 22.07 million). This drop can be mainly attributed to the weak order intake in the first quarter of 2014 as well as the fact that the order backlog of EUR 36.56 million at the beginning of the year included a large multi-year project which will not yet have a positive impact on sales revenues in the 2014 financial year. The negative EBIT of minus EUR 0.74 million reflected the weak development of sales revenues. The negative earnings are primarily due to losses incurred by the subsidiaries Comec-Binder S.r.l. and Binder+Co Machinery (Tianjin) Ltd. as well as the lack of a corresponding earnings contribution up until now by the parent company Binder+Co AG itself. Above all, in light of the current market situation, the orders generated at Binder+Co AG in 2013 featured weak contribution margins. Binder+Co immediately adjusted its own and leasing capacities to the low level of sales revenues. In terms of new business, demand in all three segments continued to mainly focus on single machines. However, one positive development is the order to supply another BUBLON facility which was received by Bublon GmbH right at the beginning of the year. As at March 31, 2014, the order backlog amounted to EUR 39.53 million, up 5.6% from the previous year (March 31, 2012: EUR 37.43 million).

## Segment development

Traditionally the strongest segment, the **Processing Technology** Segment generated sales revenues of EUR 9.18 million during the period under review (Q1/2013: EUR 10.95 million), comprising 54.9% of total sales revenues. In addition to the losses incurred by the subsidiaries Comec-Binder S.r.l. and Binder+Co Machinery (Tianjin) Ltd. assigned to this segment, the losses generated by low-margin contracts acquired by the parent company in 2013, were the main factors accounting for the negative segment EBIT of minus EUR 0.70 million in the first quarter of 2014 (Q1/2013: EUR 0.08 million). The segment's order intake totaling EUR 10.09 million in the first three months of the year (Q1/2013: EUR 8.97 million) continued to be dominated by the single machine, service and spare part business.

Sales revenues in the **Environmental Technology** Segment at EUR 4.04 million declined by 31.9% from the previous year (Q1/2013: EUR 5.93 million) owing to the weak demand. As a result of the lower sales revenues, segment EBIT also fell to minus EUR 0.16 million, significantly below the comparable prior-year figure (Q1/2013: EUR 0.40 million). Similar to Process Technology, new orders in the Environmental Technology segment to the amount of EUR 3.89 million in the first quarter of 2014 (Q1/2013: EUR 5.87 million) related exclusively to single machines, spare parts and services.

In the first quarter of 2014, sales revenues in the **Packaging Technology** Segment of Binder+Co also decreased and were down by 32.4% year on year to EUR 3.51 million (Q1/2013: EUR 5.19 million.). Due to the revenue situation, EBIT generated by the segment was lower at EUR 0.12 million (Q1/2013: EUR 0.46 million). In contrast, the order intake developed satisfactorily, rising by 25.8% from the previous year to EUR 4.53 million. In particular, the contribution made by the spare part and service businesses remained at a high level during the reporting period.

### Primary segment development

EUR m	Sales revenues		EBIT	
	Q1/ 2014	Q1/ 2013	Q1/ 2014	Q1/ 2013
Processing Technology	<b>9.35</b>	10.95	<b>-0.70</b>	0.08
Environmental Technology	<b>4.04</b>	5.93	<b>-0.16</b>	0.40
Packaging Technology	<b>4.06</b>	5.91	<b>0.12</b>	0.46
External sales revenues	<b>17.45</b>	22.79	–	–
Internal sales revenues	<b>-0.72</b>	-0.72	–	–
Binder+Co Group	<b>16.73</b>	22.07	<b>-0.74</b>	0.94
			Q1/ 2014	Q1/ 2013
Segment operating earnings (EBIT)			<b>-0.74</b>	0.94
Financial result			<b>-0.13</b>	-0.08
Earnings before tax (EBT)			<b>-0.87</b>	0.86
Income tax expense			<b>-0.15</b>	0.27
Result for the period			<b>-0.72</b>	0.59
thereof parent company shareholders			<b>-0.76</b>	0.40
thereof non-controlling interests			<b>0.04</b>	0.19

## Outlook

As previously mentioned, the order backlog of Binder+Co amounted to EUR 39.53 million as at March 31, 2014, a rise of 5.6% from the comparable prior-year figure of EUR 37.43 million on March 31, 2013. However, the order volume includes a large-scale multi-year contract in the Processing Technology Segment valued at EUR 18 million which will not make a contribution to sales revenues in the current financial year. On the basis of the relevant order backlog of about EUR 21 million, the Binder+Co management aims to maintain sales revenues in 2014 at approximately the same level as in 2013. However, it expects earnings margins to decline due to the difficult economic conditions in Europe. Nevertheless, earnings in 2014 should remain at the previous year's level due to the disproportionately high share of the business with single machines.

## Slight reduction of the workforce

The increasing internationalization of Binder+Co led to an increase in the number of employees to 370 as per the end of 2013, the highest level to date. The workforce declined slightly to 367 as at March 31, 2014, and should continue to decrease slightly in the upcoming quarterly periods.

## Investments

In the first quarter of 2014 Binder+Co invested a total of EUR 1.692 million. The focus of this spending continued to be the construction of the new Group headquarters at the Gleisdorf site.

## The Binder+Co share – Share price maintained

The share price of the Binder+Co share traded on the mid market of the Vienna Stock Exchange increased by 6.5% in the first quarter of 2014 from EUR 21.40 to EUR 22.79. Most recently the Binder+Co share was traded at a price ranging between EUR 22 and EUR 23.

The dividend of EUR 0.80 per share for the 2013 financial year approved at the 15<sup>th</sup> Annual General Meeting held on April 9, 2014 (dividend for 2012: EUR 1.10) reflects the earnings development of the company in 2013.

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We have prepared this Interim Notification with the greatest possible care and have scrutinized the data. Nevertheless, rounding, typographical and printing errors cannot be excluded. The use of automatic calculating devices can result in rounding-related differences during the addition of rounded amounts and percentages. This Interim Notification also contains future-oriented estimates and statements, which have been made on the basis of the information currently available. As a rule, terms such as "expect", "anticipate", "intend" and "await", etc. are used to paraphrase such statements. We wish to point out that the actual facts, and hence the actual development of the company, could deviate from the reported expectations for a diversity of reasons. This Interim Notification is published in German and English. In cases of doubt, the German version shall take precedence.

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