

TRADING PERFORMANCE UPDATE FOR YEAR ENDING 31 MARCH 2010

JUNE 21st 2010 (London) - Environmental Business Products (EBP), Europe's largest remanufacturer of inkjet printer cartridges, announces that turnover grew by 50% in the last financial year and that the company expects further growth ahead.

- Turnover increased by 50%
- Top-line growth translating into increased profits
- Number of suitable-for-remanufacturing inkjet cartridges collected rose by 45%
- Growth aided by expanding reseller base across Europe
- Reseller brands include well known high-street retailers, grocery channel brands, mail order and web based brands such as Office Depot, Viking Direct, WH Smith, and Worten
- EBP continually expanding product range and now producing more than 100,000 cartridges per week
- Company increasing its presence in end-of-life electronic goods market

Patrick Stead, founder, owner and chief executive of EBP, said:

“We are extremely proud of what we have achieved, particularly in light of the challenging economic environment across Europe during the last financial year. Refilling, cleaning and testing a used cartridge and bringing it back to market is immeasurably better for the environment than using an industrial process to break it down to its component parts and recycling those parts in different products. Combined with this huge environmental upside is a significant cost saving for consumers. These factors make our product range extremely attractive.”

Statement

EBP announces that it recorded an extremely strong operational and financial performance in the financial year 2009-2010. Revenues were up 50% on the prior year.

Headquartered in London, the company's growth across all of its European operations, served by additional offices and distribution centres in France, Portugal and Holland, confirmed its status as the undisputed market leader in European remanufacturing of inkjet cartridges.

Patrick Stead commented:

“We have undoubtedly been beneficiaries of the current economic situation, as price sensitive consumers look to save money without compromising on quality. That consumer demand has translated into increased business levels from our existing resellers as well as new business opportunities for those companies looking to enter the green space with a compelling value proposition.”

During the year, EBP launched 117 new inkjet and laser printer cartridge products to its clients, which include leading high-street retailers, grocery channel brands, mail order and web based brands, including Office Depot, Viking Direct, WH Smith and Worten.

EBP was able to satisfy reseller demand thanks to a 45% increase in the number of empty cartridges retrieved from the market and graded suitable for remanufacturing. Driving this increase was the continued success of the company's collection schemes, including Each One Counts (www.eachonecounts.co.uk) which uses a financial payment to charities to incentivise donors to send empty cartridges and end-of-life mobile phones to EBP instead of to landfill. Twenty-three more charities in the UK alone signed up to participate in Each One Counts, including Mencap, Samaritans and Carers UK, opening up large databases of supporters who are happy to continue to support their favourite charities, particularly at a time when money is tighter than usual and charity receipts are at a decline.

March also saw the launch of a new UK collection scheme, Support Your School, which applies the same financial incentives as Each One Counts but with primary and secondary schools being the beneficiaries.

Along with inkjet cartridge remanufacturing, the company's retrieval of unwanted mobile phones for re-use grew by 15% and EBP predicts its presence in the end-of-life electronic goods market will grow markedly in 2010. Margins on these products are larger than on the very mature printer cartridge business, which is also reflected in EBP's performance over the year.

Stead commented:

“It has been an excellent 12 months but, as pioneers of the remanufacturing industry, we have never rested on our laurels. Its estimated that up to seven out of every 10 inkjet cartridges will still end up in landfill showing the potential for the industry as a whole to grow further which, as the market leader, we are best placed to exploit.

“The advance of technology also creates further opportunities. As sat-navs, mp3 players and other electronic products reach the end of their useful life, so growth areas open up for Environmental Business Products.”

EBP has begun the consolidation of its UK headquarters, formerly split across two premises, into a new 65,000 sq ft site in west London, which will bring immediate efficiency savings while providing the company with additional capacity to expand its operations.

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About Environmental Business Products

Environmental Business Products, headquartered in London, England, is Europe's largest collector and remanufacturer of used inkjet cartridges. The company pioneered the green industry of collecting, cleaning and refilling empty ink cartridges. The company has diverted at least 50m inkjet printer cartridges from needlessly being sent to landfill, where they would take 1,000 years to break down. The process of remanufacturing can be repeated up to six times depending on the cartridge type and condition. Product unfit for remanufacturing falls within the company's green ethics policy of 'zero landfill' and is recycled in the traditional way.

EBP pioneered many different printer cartridge collection and retrieval schemes and were the first company to link charities and their donors to recycling schemes such as the current scheme Each One Counts (www.eachonecounts.co.uk) and newly launched Support Your School (www.supportyourschool.co.uk).

For more details, visit www.ebpgroup.com.

Enquiries

Allison Parkes +44 (0) 208 838 6888 - Allison.Parkes@ebpgroup.com