

# Company results

## Innovative Automatic Machine System Solutions

INVESTOR RELATIONS



# IMA at a glance

- Founded in 1961, IMA is world leader in the manufacture of automatic machines for the processing and packaging of drugs, tea in filter bags and food
- Global pharmaceutical supplier with the widest range of state of the art processing and packaging systems
- More than 3,400 employees, more than 1,500 of them based abroad (YTD)
- In 2011 € 669.2 millions worldwide sales, of which more than 91% outside Italy
- World-wide sales and service network
- More than 1,000 patents worldwide
- Listed on the Milan Stock Exchange since 1995 and starting from 2001 at the STAR segment

# IMA: a Leading Group

Some of IMA's major customers

## Tea, Food & Other:



## Pharma:



# IMA: a Leading Group

## COMPETITIVE ADVANTAGES

- Cutting-edge R&D laboratories
- Continuous product innovation
- A winning business model
- High customer loyalty
- Excellent positioning thanks to an extensive customer service network and a full product range to offer
- High barriers to market entry

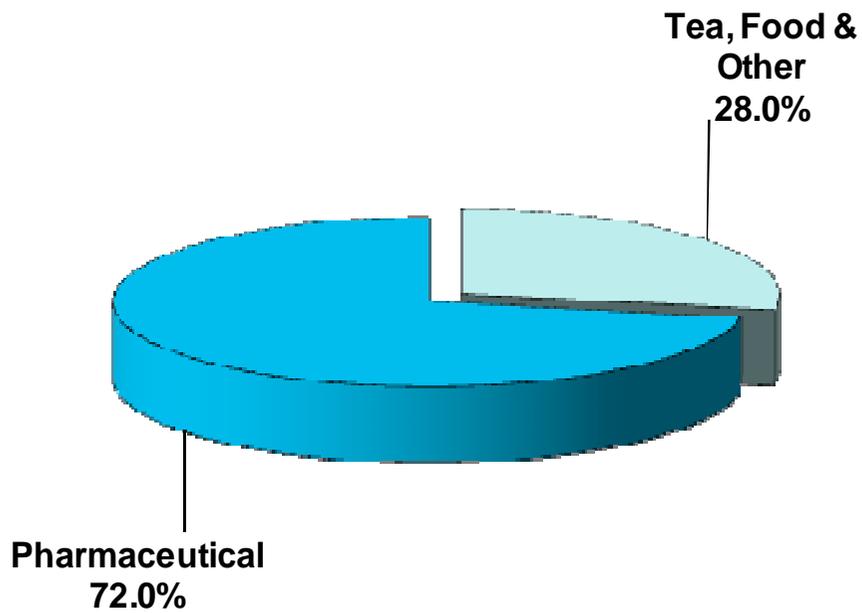
## INVESTMENT PROFILE

- Leading position in almost all of the segments in which the Group operates
- Low cyclical nature of demand
- High growth potential, both organic and through acquisitions
- Highly professional and strongly motivated management team
- *Superior* products commanding a *premium price*

# Balanced Offer

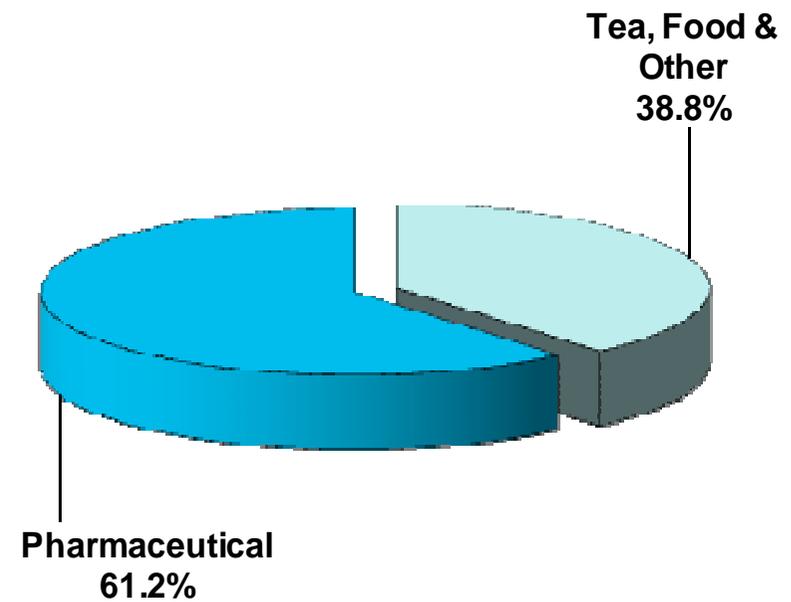
**2010**

Total sales: € 503.3 milion



**2011**

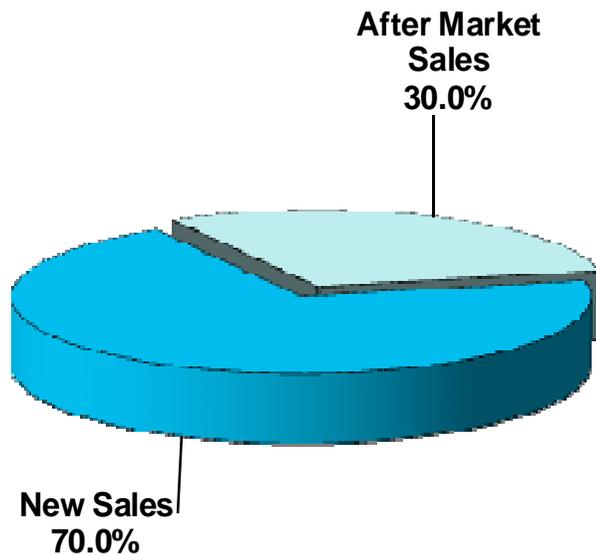
Total sales: € 669.2 milion



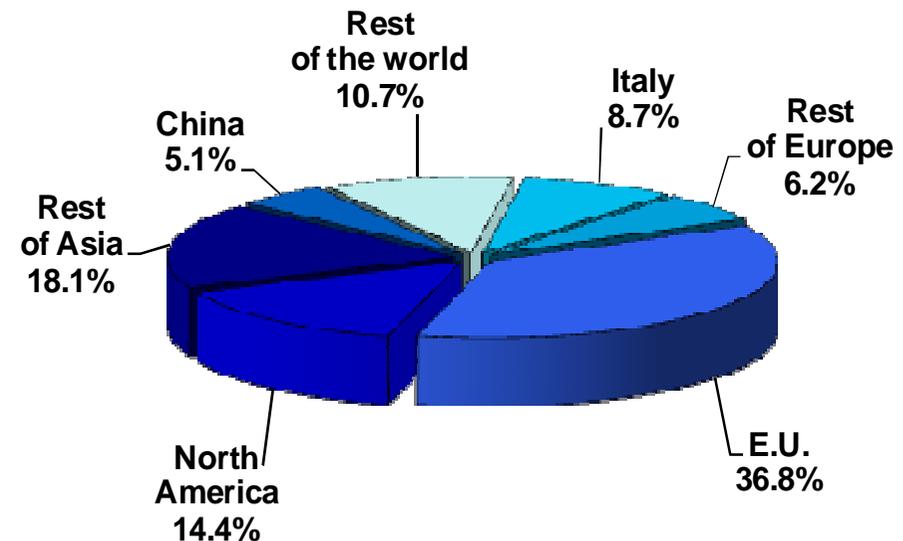
# Revenue Sources

- Significant share of the Group's earnings generated by after-sale services, spare parts and equipment, which are higher-margin and recurring in nature (30% of overall revenues)
- Geographically well diversified revenue sources

**Revenues by Nature  
2011**



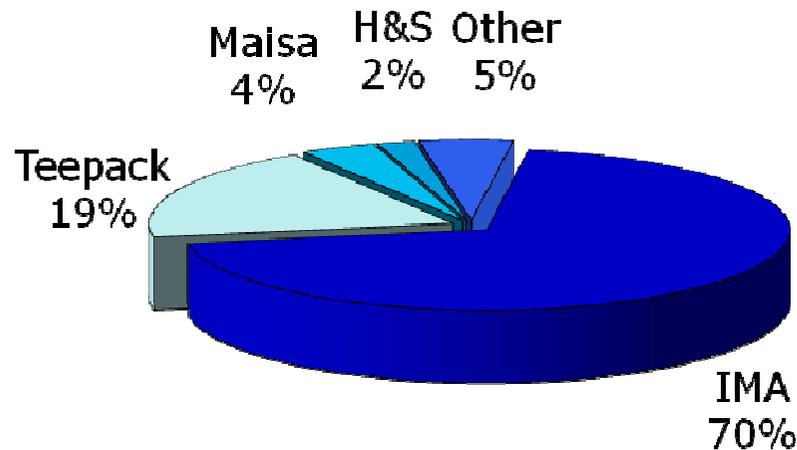
**Revenues by Geography  
2011**



# Machinery industry

## Tea-bag machinery sector

- The world market for tea bag machinery is estimated at Euro 120 million
- Tea bag machinery sector is characterised by an high level of concentration with first two players covering about 90% of the market
- IMA has a leading position with a market share of more than 70%
- The second player Teepack belongs to a Group (Teekanne) that produces and sells teabags (brand name: Teekanne, Pompadour, etc.)



Company estimates

# Machinery industry

## GIMA SpA

Long experience operating in food, confectionery, beverage, pharmaceutical and assembly packaging solutions.

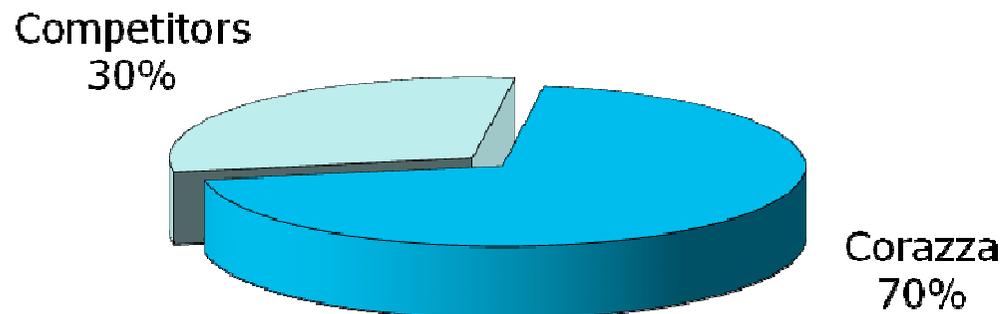
- Coffee single serve packaging machines for thermoformed or injected capsules
- Confectionary packaging solutions for medium and high speed lines for many types of packaging (sleeves, wallets, flip top cartons, push boxes, tin boxes, plastic bottles)
- Assembling technology designed to handle plastic products for all market sectors.

# Machinery industry

## Dairy and Convenience Food sector

- **Corazza SpA** is world leading manufacturer of packaging machines for Soup Cubes, Processed Cheese, Butter, Margarine and Yeast.
- The main competitors are German companies: Bosch Sapal, Oystar Benhil.

## Stock Cubes and Dairy Packaging market share



Company estimates

# Machinery industry

## Dairy and Convenience Food sector

- **Stephan Machinery GmbH** produces process machinery and engineering/ automation solutions for different fields of application, such as Dairy, Convenience Food, Meat and Confectionery.
  - Stephan export about 80% of our machines globally.
  - In the future we will focus on turnkey solutions to meet the high expectations of our customers in the food industry.
- The main competitors are GEA (Germany), ALFA LAVAL (Sweden) and several small companies in the world.

# Machinery industry

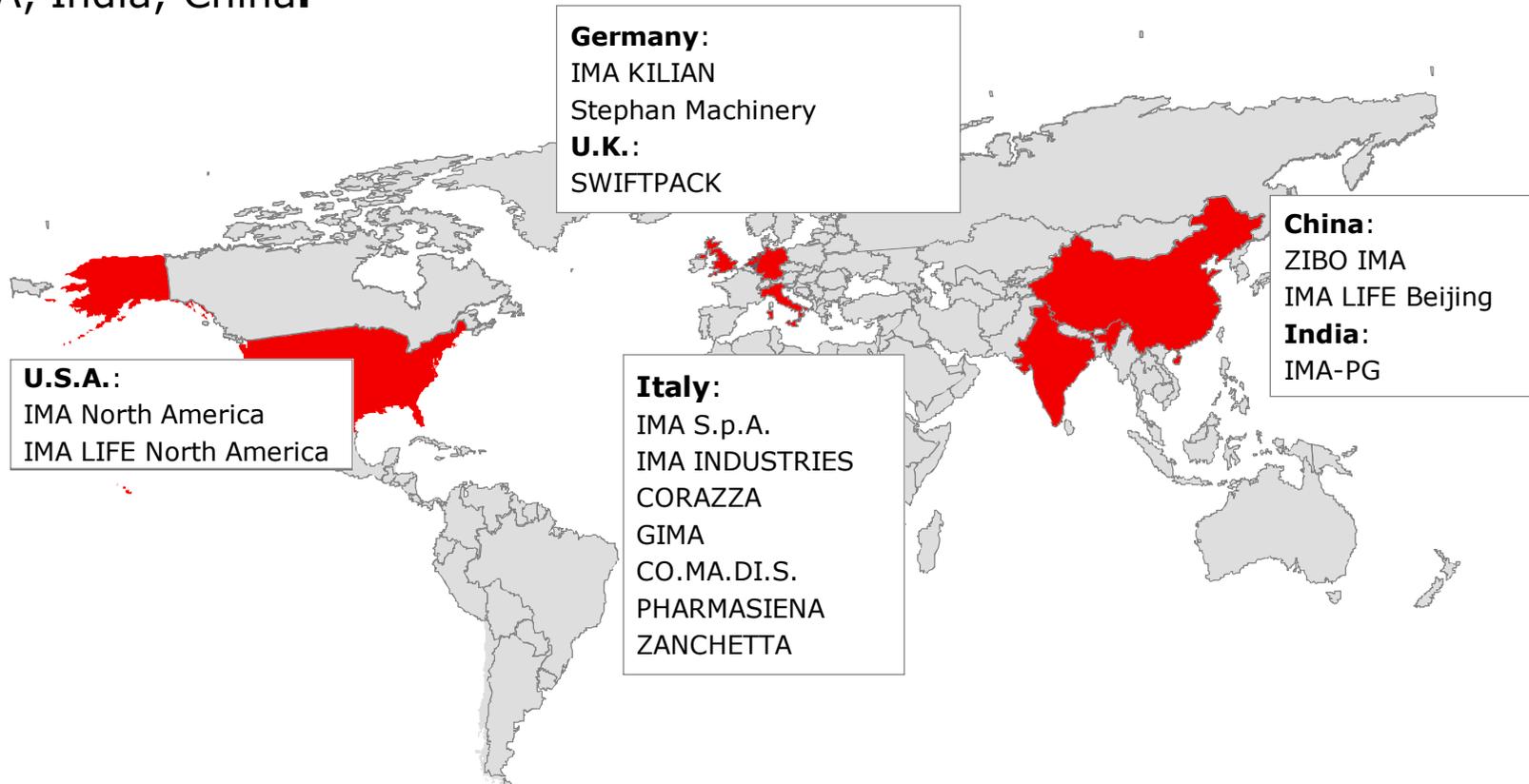
## Pharmaceutical sector

- A sector that's still fragmented and dominated by German and Italian firms
- Most firms are specialised in one product line
- Very much a "crafts-like" industry with a high degree of customisation
- Strong investments for innovation (R&D)
- Ever changing and increasingly severe regulatory agency standards
- Multinational customers call for an international presence

# IMA: a synthesis of industrial experiences from all over the world

## Production Facilities

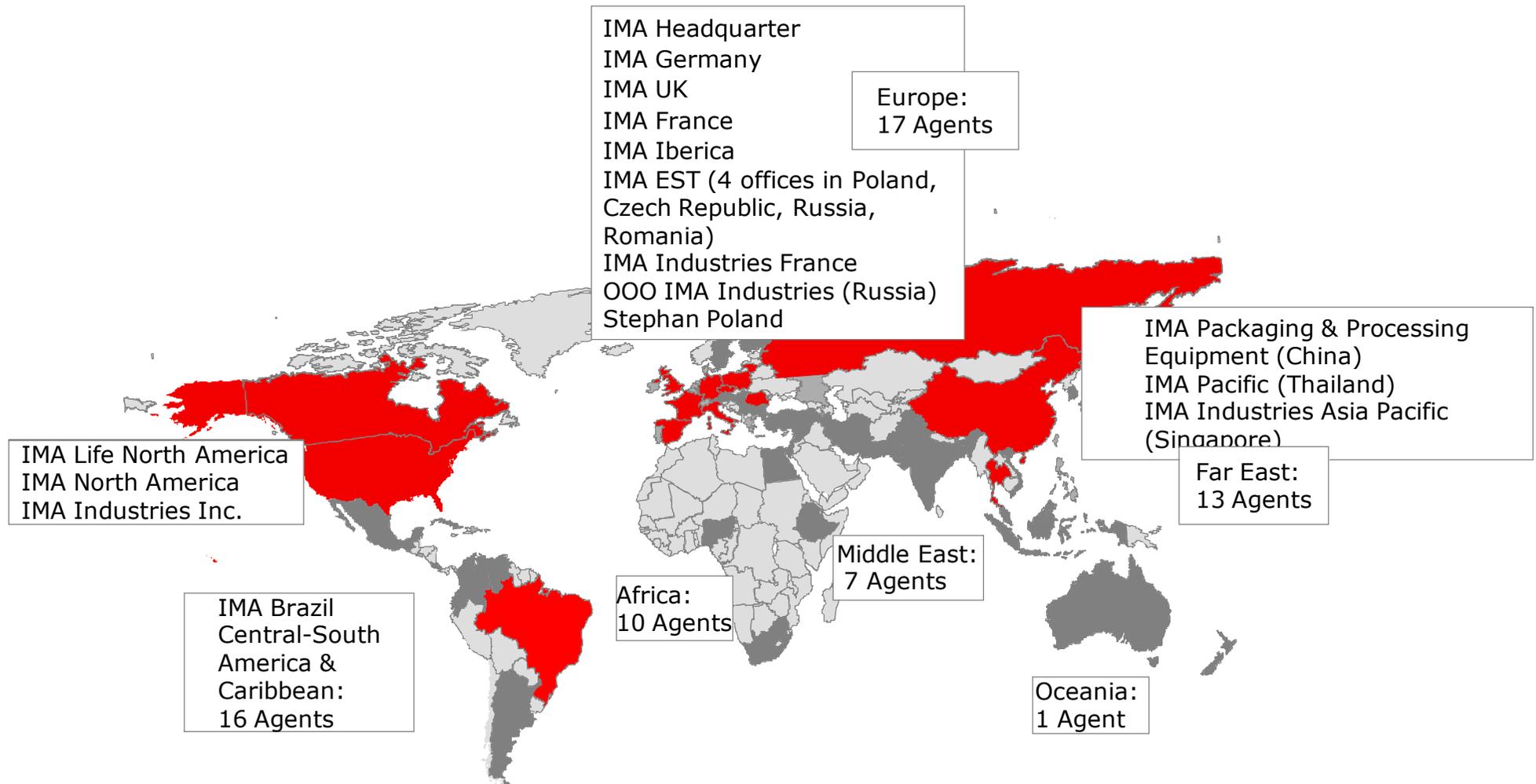
IMA manufactures equipment in 22 production facilities located in Italy, Germany, UK, USA, India, China.



# IMA in the world

## Sales Representatives

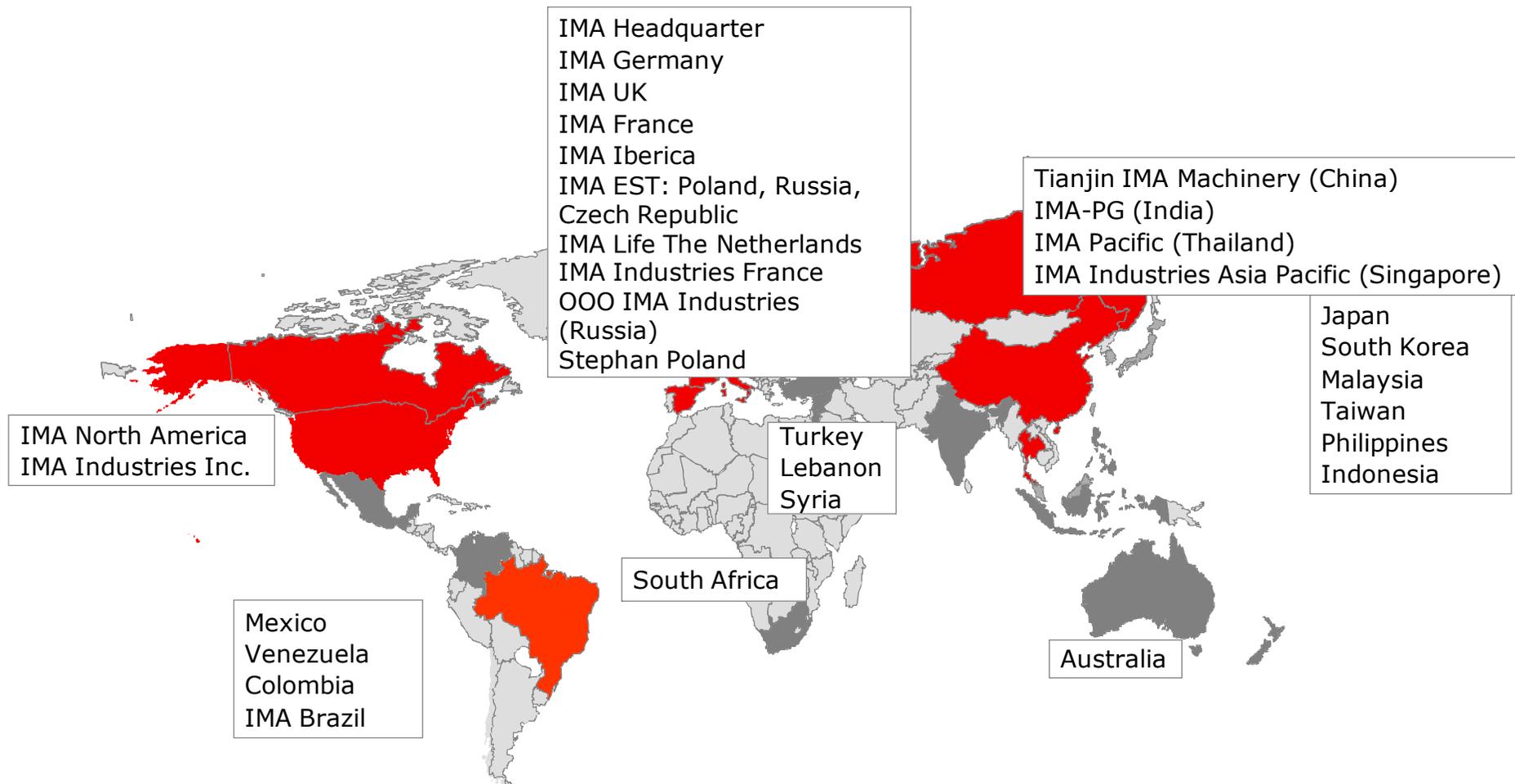
Presence in over 70 countries with headquarters in Italy, 16 branch offices in Europe, North America, South America and Asia, and more than 50 local agents.



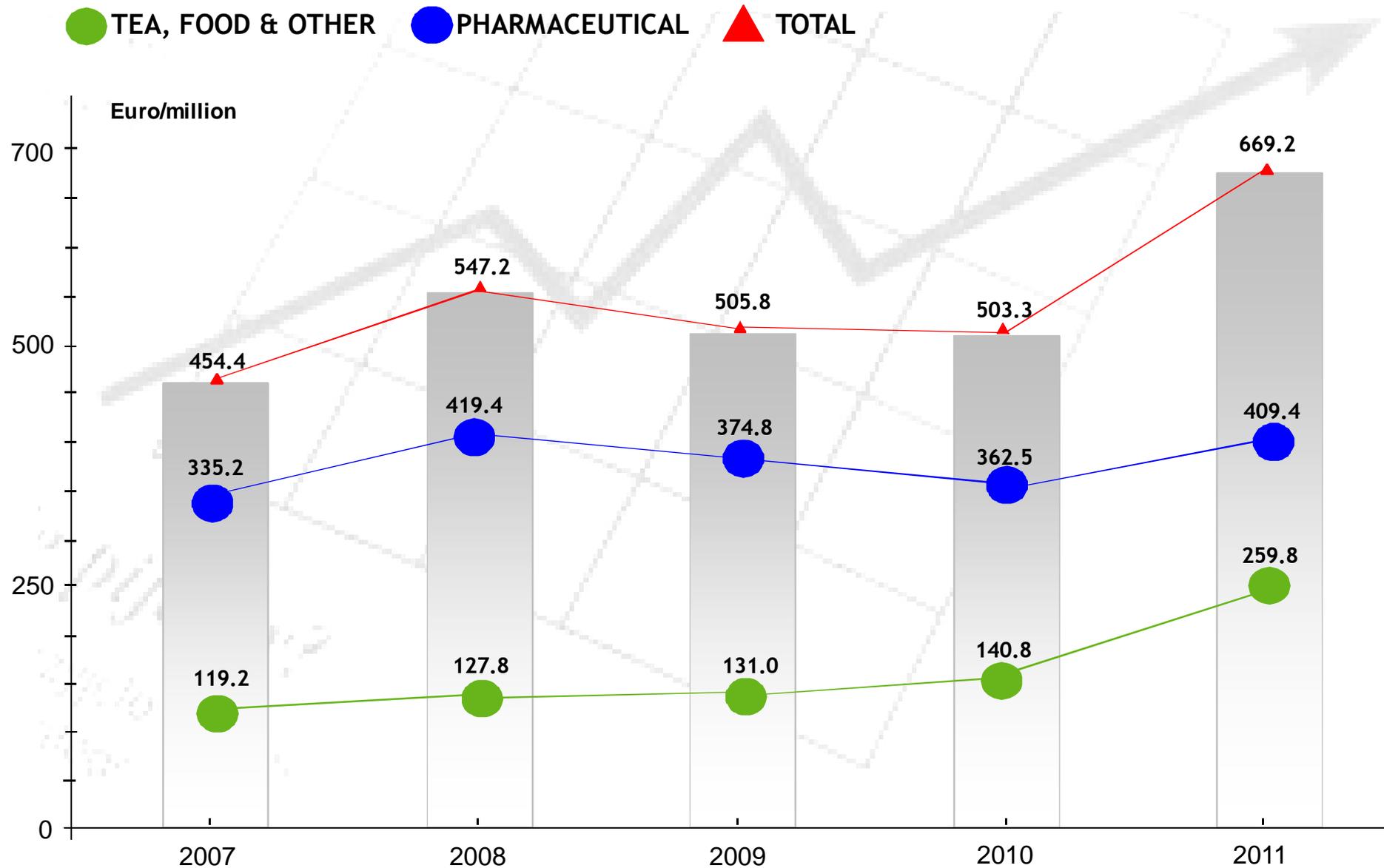
# IMA in the world: a global network for high technology selling

## After Sales Assistance

IMA provides world-wide technical assistance through its headquarters in Italy, branch offices in Europe, North America, South America and Asia and 15 local agents.

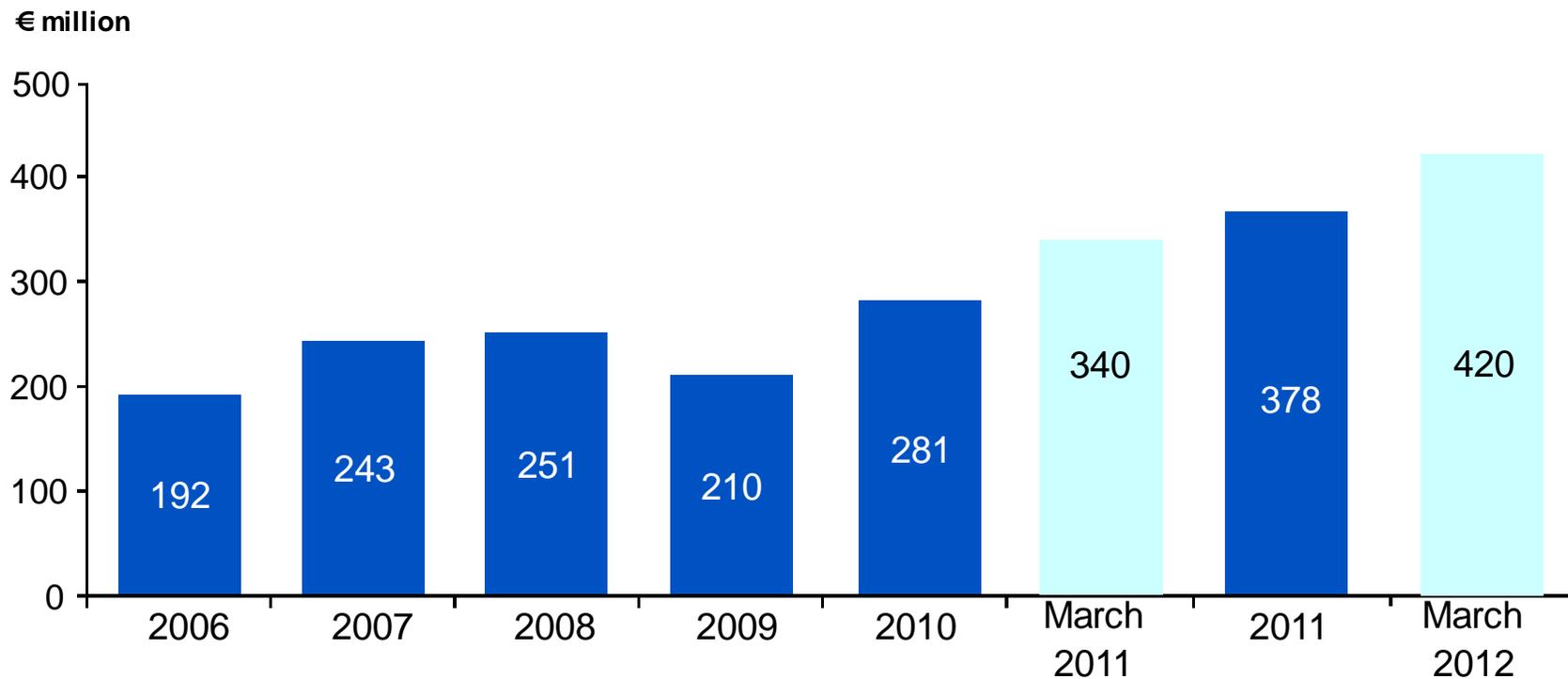


# Trend of the sales



# Historical Order Book

- Strong trend of order acquisition continued also in the 1Q of 2012 in both pharmaceuticals and food, with a considerable number of negotiations currently underway
- The order book at March 31, 2012 is at € 420 million that compares to € 340 million at March 31, 2011, for a 23.5% increase



# 1ST QUARTER 2012 RESULTS

# Consolidated income statement

**31.03.2012 vs. 31.03.2011**

IMA	1st Quarter 2012	%	1st Quarter 2011	%
<i>Euro/million</i>				
<b>Revenues</b>	<b>145.00</b>	<b>100.0%</b>	<b>95.50</b>	<b>100.0%</b>
Cost of sales	(85.40)	-58.9%	(58.90)	-61.7%
<b>Gross industrial income</b>	<b>59.60</b>	<b>41.1%</b>	<b>36.60</b>	<b>38.3%</b>
R&D costs	(8.40)	-5.8%	(7.20)	-7.5%
Sales costs	(20.20)	-13.9%	(14.90)	-15.6%
General and administrative costs	(24.30)	-16.8%	(18.40)	-19.3%
<b>EBIT</b>	<b>6.70</b>	<b>4.6%</b>	<b>(3.90)</b>	<b>-4.1%</b>
Net financial income (expense)	(2.30)	-1.6%	(2.60)	-2.7%
Profit (loss) from investments accounted for using the equity method	0.30	0.2%	0.00	0.0%
Income taxes	(2.20)	-1.5%	2.60	2.7%
Profit (loss) pertaining to minority interests	(0.30)	-0.2%	(0.10)	-0.1%
<b>GROUP RESULT</b>	<b>2.20</b>	<b>1.5%</b>	<b>(4.00)</b>	<b>-4.2%</b>
<b>EBITDA</b>	<b>11.20</b>	<b>7.7%</b>	<b>(0.40)</b>	<b>-0.4%</b>

# Consolidated balance sheet

**31.03.2012 vs. 31.03.2011**

IMA	31/03/2012	%	31/03/2011	%	31/12/2011	%
<i>Euro/Million</i>						
Trade receivables	134.10		107.30		145.70	
Inventories	230.60		182.10		201.80	
Trade payables	(199.80)		(147.60)		(209.90)	
Other, net	(53.80)		(35.70)		(55.00)	
<b>Working capital</b>	<b>111.10</b>	<b>33.4%</b>	<b>106.10</b>	<b>33.0%</b>	<b>82.60</b>	<b>27.0%</b>
Property, plant and equipment	30.90		27.00		31.10	
Intangible assets	187.00		121.50		189.60	
Investments	23.00		76.20		23.40	
<b>Non-current assets</b>	<b>240.90</b>	<b>72.5%</b>	<b>224.70</b>	<b>69.9%</b>	<b>244.10</b>	<b>79.7%</b>
Provision for severance indemnities and other provisions	(19.80)		(9.20)		(20.30)	
<b>Net capital employed</b>	<b>332.20</b>	<b>100.0%</b>	<b>321.60</b>	<b>100.0%</b>	<b>306.40</b>	<b>100.0%</b>
Net debt	181.90	<b>54.8%</b>	174.10	<b>54.1%</b>	157.50	<b>51.4%</b>
Minority interests	4.10		2.60		3.80	
Group equity	146.20	<b>44.0%</b>	144.90	<b>45.1%</b>	145.10	<b>47.4%</b>
<b>Total sources of financing</b>	<b>332.20</b>	<b>100.0%</b>	<b>321.60</b>	<b>100.0%</b>	<b>306.40</b>	<b>100.0%</b>

# 1st Quarter 2012

## Revenues

<b>Euro/Million</b>	<b>1st Quarter 2012</b>	<b>1st Quarter 2011</b>	<b>Change</b>	<b>%</b>
Tea, Food & Other	60.6 (*)	32.4	28.2	87.0%
Pharmaceutical	84.4	63.1	21.3	33.8%
<b>Total Revenues</b>	<b>145.0</b>	<b>95.5</b>	<b>49.5</b>	<b>51.8%</b>

(\*) € 24.4 million contribution by Corazza Group (not consolidated in the first quarter of 2011)

# 1st Quarter 2012

## Order trends

<b>Euro/Million</b>	<b>1st Quarter 2012</b>	<b>1st Quarter 2011</b>	<b>Change</b>	<b>%</b>
Tea, Food & Other	69.1 (*)	46.2	22.9	49.6%
Pharmaceutical	118.0	108.7	9.3	8.6%
<b>Total Order trends</b>	<b>187.1</b>	<b>154.9</b>	<b>32.2</b>	<b>20.8%</b>

(\*) € 27.4 million contribution by Corazza Group (not consolidated in the first quarter of 2011)

# 1st Quarter 2012

## EBIT

<b>Euro/Million</b>	<b>1st Quarter 2012</b>	<b>1st Quarter 2011</b>	<b>Change</b>	<b>%</b>
Tea, Food & Other	6.0 (*)	3.1	2.9	93.5%
Pharmaceutical	0.7	(7.0)	7.7	(110.0)%
<b>Total EBIT</b>	<b>6.7</b>	<b>(3.9)</b>	<b>10.6</b>	<b>(271.8)%</b>

(\*) € 1.0 million contribution by Corazza Group (not consolidated in the first quarter of 2011)

# Appendix

# 2011 RESULTS

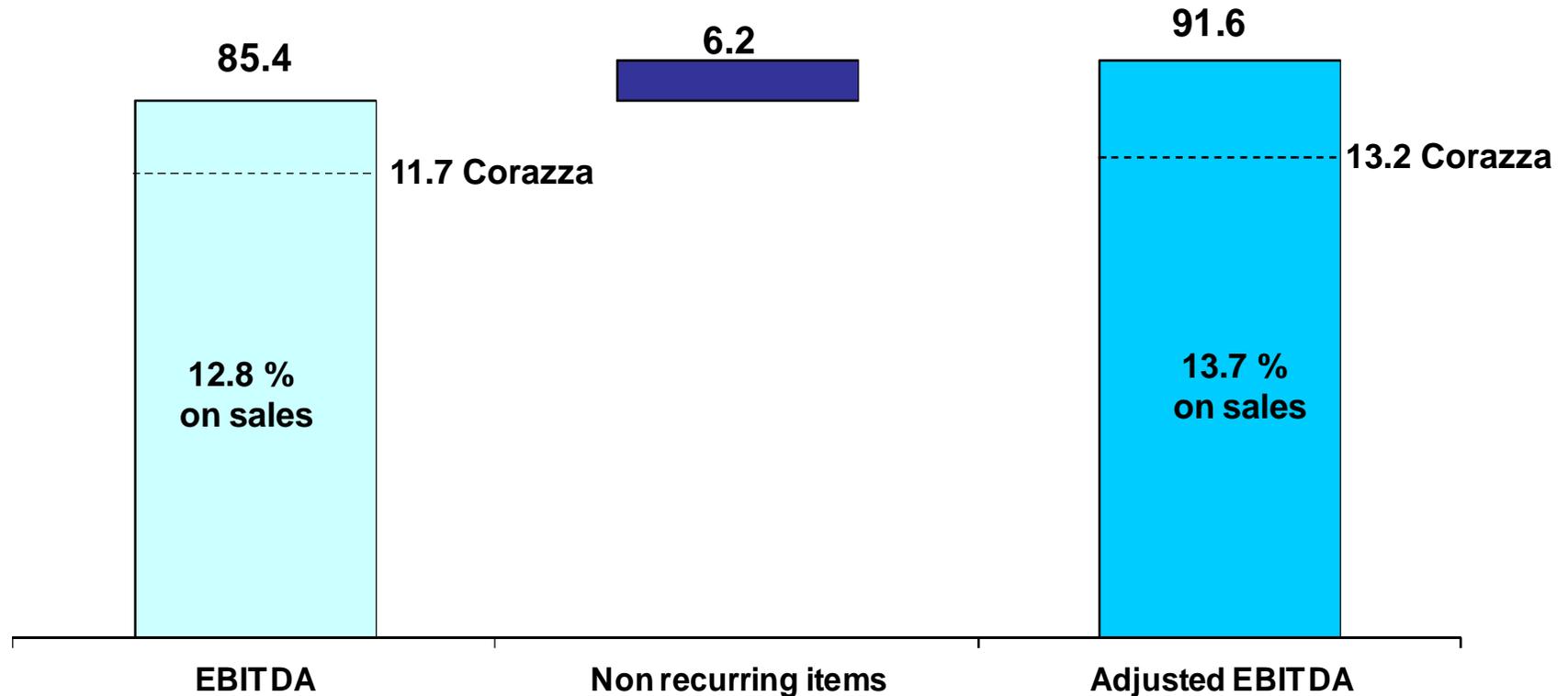
# Consolidated income statement

## 31.12.2011 vs. 31.12.2010

IMA	2011	%	2010	%	change %
<i>Euro/million</i>					
<b>Revenues</b>	<b>669.21</b>	<b>100.0%</b>	<b>503.27</b>	<b>100.0%</b>	<b>33.0%</b>
Cost of sales	(399.10)	-59.6%	(301.03)	-59.8%	32.6%
<b>Gross industrial income</b>	<b>270.11</b>	<b>40.4%</b>	<b>202.24</b>	<b>40.2%</b>	<b>33.6%</b>
R&D costs	(29.07)	-4.3%	(26.42)	-5.2%	10.0%
Selling costs	(80.32)	-12.0%	(62.52)	-12.4%	28.5%
General and administrative costs	(87.53)	-13.1%	(64.62)	-12.8%	35.5%
<b>EBITA</b>	<b>73.19</b>	<b>10.9%</b>	<b>48.68</b>	<b>9.7%</b>	<b>50.3%</b>
Writedowns/impairment of goodwill	(0.43)	-0.1%	(2.79)	-0.6%	-84.6%
Non-recurring items	(6.26)	-0.9%	(2.69)	-0.5%	132.7%
<b>EBIT</b>	<b>66.50</b>	<b>9.9%</b>	<b>43.20</b>	<b>8.6%</b>	<b>53.9%</b>
Net financial income (expense)	(10.94)	-1.6%	(7.13)	-1.4%	53.4%
Profit (loss) from investments accounted for using the equity method	0.38	0.1%	0.23	0.0%	65.2%
Income tax for the year	(24.11)	-3.6%	(17.38)	-3.5%	38.7%
Prior year taxes	(2.70)	-0.4%	(1.48)	-0.3%	82.4%
Profit (loss) pertaining to minority interests	(1.14)	-0.2%	(0.44)	-0.1%	159.1%
<b>GROUP PROFIT</b>	<b>27.99</b>	<b>4.2%</b>	<b>17.00</b>	<b>3.4%</b>	<b>64.6%</b>
<b>EBITDA BEFORE NON RECURRING CHARGES</b>	<b>91.63</b>	<b>13.7%</b>	<b>62.31</b>	<b>12.4%</b>	<b>47.1%</b>
<b>EBITDA</b>	<b>85.37</b>	<b>12.8%</b>	<b>59.62</b>	<b>11.8%</b>	<b>43.2%</b>

# 2011 Ebitda

Sales: € 669.2 million (€ 90 million Corazza)



Non recurring items are mainly related to restructuring charges for the subsidiaries Zanchetta, IMA France and IMA Kilian and costs of acquisition of the Corazza Group

# Consolidated balance sheet

## 31.12.2011 vs. 31.12.2010

IMA	2011	%	2010	%
<i>Euro/Million</i>				
Trade receivables	145.68		115.57	
Inventories	201.80		157.79	
Trade payables	(209.85)		(158.69)	
Other, net	(54.98)		(40.60)	
<b>Working capital</b>	<b>82.65</b>	<b>27.0%</b>	<b>74.07</b>	<b>32.3%</b>
Property, plant and equipment	31.11		26.71	
Intangible assets	189.56		122.78	
Investments	23.40		17.42	
<b>Non-current assets</b>	<b>244.07</b>	<b>79.7%</b>	<b>166.91</b>	<b>72.8%</b>
Provision for severance indemnities and other provisions	(20.30)		(11.59)	
<b>Net capital employed</b>	<b>306.42</b>	<b>100.0%</b>	<b>229.39</b>	<b>100.0%</b>
Net debt	157.50	<b>51.4%</b>	113.51	<b>49.5%</b>
Minority interests	3.86		2.56	
Group equity	145.06	<b>47.3%</b>	113.32	<b>49.4%</b>
<b>Total sources of financing</b>	<b>306.42</b>	<b>100.0%</b>	<b>229.39</b>	<b>100.0%</b>

# Consolidated Net Working Capital

IMA	2011	%	2010	%
<i>Euro/Million</i>		<i>on sales</i>		<i>on sales</i>
Trade receivables	145.68	21.8%	115.57	23.0%
Inventories	201.80	30.2%	157.79	31.4%
Trade payables	(141.13)	(21.1%)	(107.27)	(21.3%)
Advances from customers	(68.73)	(10.3%)	(51.43)	(10.2%)
<b>N.O.W.C.</b>	<b>137.62</b>	<b>20.6%</b>	<b>114.66</b>	<b>22.8%</b>

The increase of Trade receivables and Inventories is due to the different timing of the revenues, the higher order backlog and the consolidation of Corazza Group.

The increase in Trade payables is related to higher inventory as consequence of the order backlog and to the consolidation of Corazza Group.

Advances from customers are linked to the increased year-end backlog, to different timing of order intake and to the consolidation of Corazza Group.

# Consolidated Cash Flow

**31.12.2011 vs. 31.12.2010**

<b>IMA - CASH FLOW</b>	<b>2011</b>	<b>2010</b>
<i>Euro/Million</i>		
EBIT	66.51	43.20
Depreciation and amortization	18.87	13.92
Impairment of goodwill	0.00	2.50
Capital expenditure	(14.13)	(9.99)
Change in working capital	(17.96)	33.72
Change in other assets/liabilities	5.20	(13.98)
<b>Operating cash flow</b>	<b>58.49</b>	<b>69.37</b>
Net financial charges	(10.56)	(6.92)
Income taxes	(26.81)	(18.86)
<b>Cash flow from operations</b>	<b>21.12</b>	<b>43.59</b>
Acquisitions	(58.10)	(11.93)
<b>Cash flow from extraordinary operations</b>	<b>(58.10)</b>	<b>(11.93)</b>
Dividends	(33.15)	(30.69)
Other changes in net equity	1.18	(4.60)
Change in scope of consolidation	(10.90)	0.00
Treasury Shares	(0.30)	3.55
Capital increase	36.16	0.00
<b>Change in net financial position</b>	<b>(43.99)</b>	<b>(0.08)</b>
Opening net financial position	113.51	113.43
Closing net financial position	157.50	113.51

# Financial Highlights by segment

<i>Euro/Million</i>	<i>Tea, Food &amp; Other</i>		<i>Pharmaceutical</i>		<i>Unallocated</i>		<i>Total</i>	
	<i>2011</i>	<i>2010</i>	<i>2011</i>	<i>2010</i>	<i>2011</i>	<i>2010</i>	<i>2011</i>	<i>2010</i>
<b>Sales</b>	259.8	140.8	409.4	362.5			<b>669.2</b>	<b>503.3</b>
<b>EBITDA before non-recurring charges</b>	45.5	31.3	46.1	31.0			<b>91.6</b>	<b>62.3</b>
<i>% on sales</i>	<i>17.5%</i>	<i>22.2%</i>	<i>11.3%</i>	<i>8.6%</i>			<i>13.7%</i>	<i>12.4%</i>
<b>Ebit</b>	36.2	28.6	30.3	14.6			<b>66.5</b>	<b>43.2</b>
<i>% on sales</i>	<i>13.9%</i>	<i>20.3%</i>	<i>7.4%</i>	<i>4.0%</i>			<i>9.9%</i>	<i>8.6%</i>
<b>Net Invested capital (*)</b>	105.3	20.2	189.4	194.3	11.7	14.9	<b>306.4</b>	<b>229.4</b>
<b>Order Backlog</b>	131.2	82.9	246.9	197.7			<b>378.1</b>	<b>280.6</b>
<b>Orders</b>	276.5	133.6	458.5	419.4			<b>735.0</b>	<b>553.0</b>

(\*) *Unallocated assets and liabilities are mainly related to investments which cannot be allocated accurately to the above divisions*

# Disclaimers

This document has been prepared by IMA for information purposes only and for use in presentations of the Group's results and strategies. The data and information contained herein have not been independently verified.

For further details on IMA Group reference should be made to publicly available information, including the Annual Report and the Semi-Annual and Quarterly Reports.

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