

Company results

Innovative Automatic Machine System Solutions

INVESTOR RELATIONS

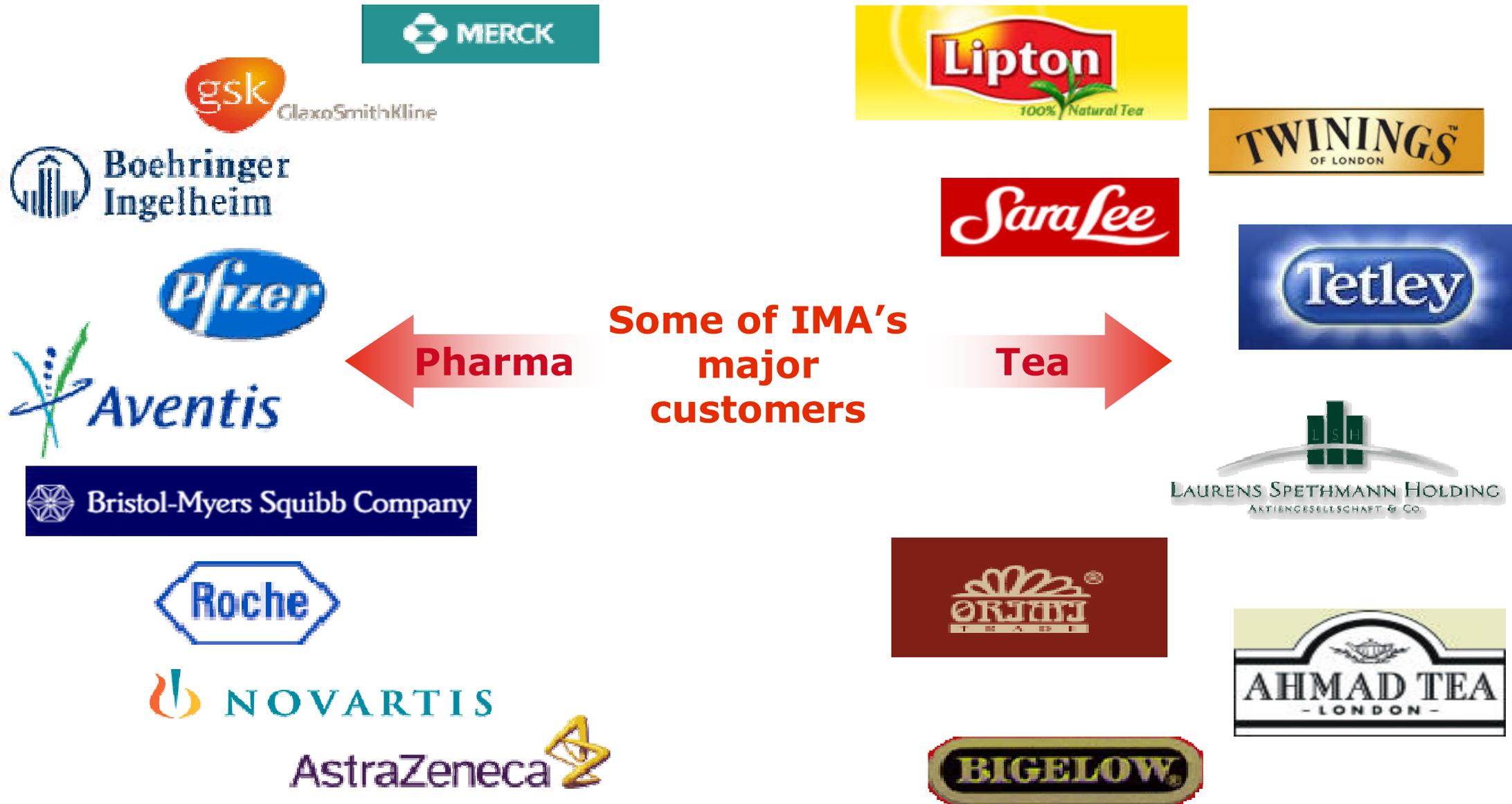


Star Conference London, October 4th 2011

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
- About 3,400 employees, 1,600 of them based abroad (YTD)
- In 2010 € 503.3 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



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

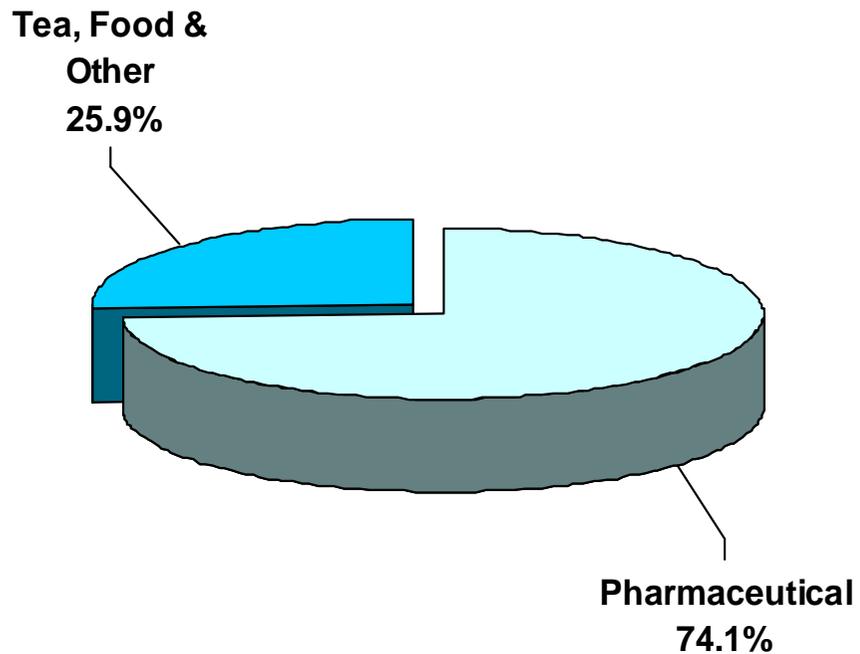
INVESTMENT PROFILE

- 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

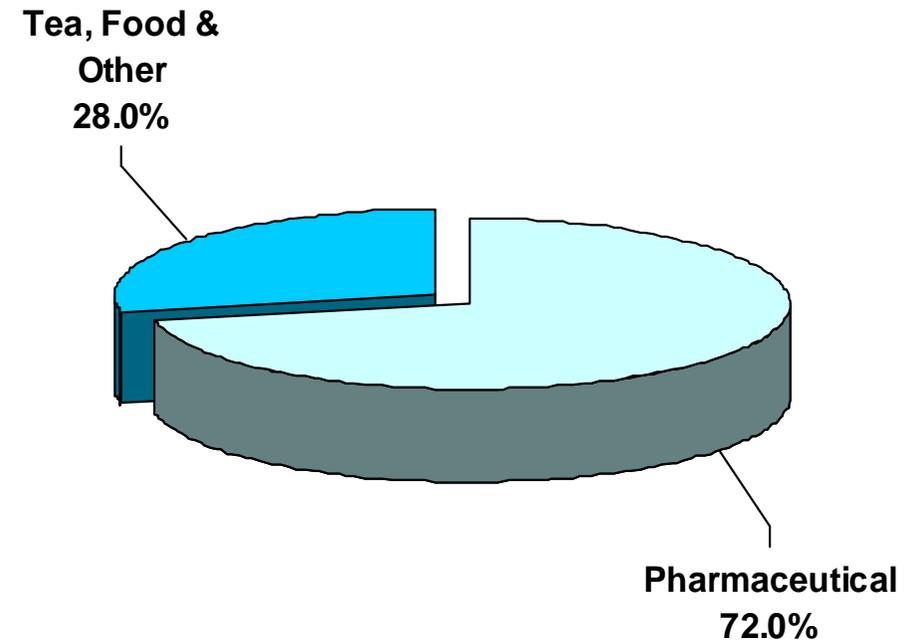
2009

Total sales: € 505.8 milion



2010

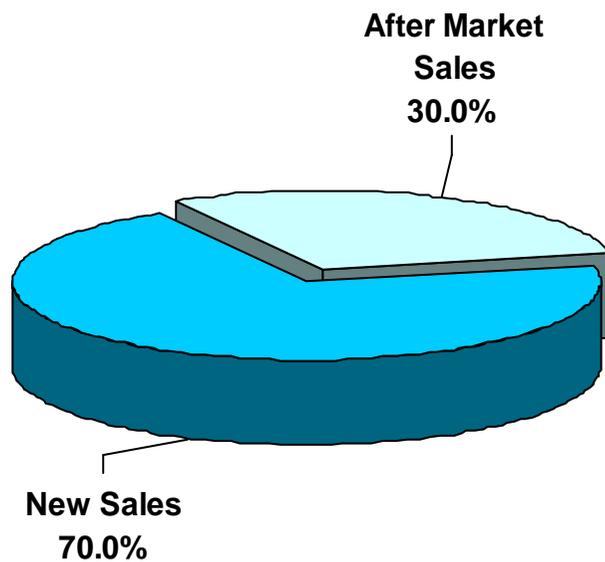
Total sales: € 503.3 milion



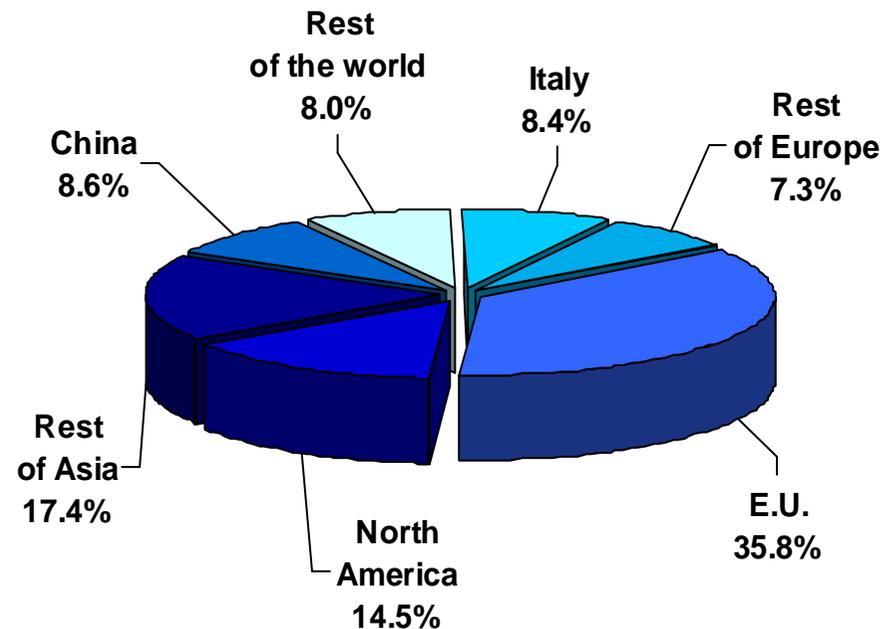
Revenue Sources

- 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 2010



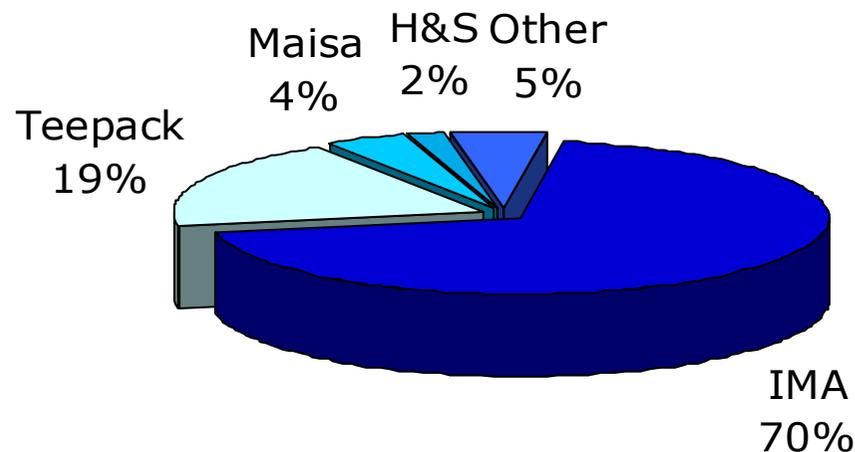
Revenues by Geography 2010



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 more than 80% 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

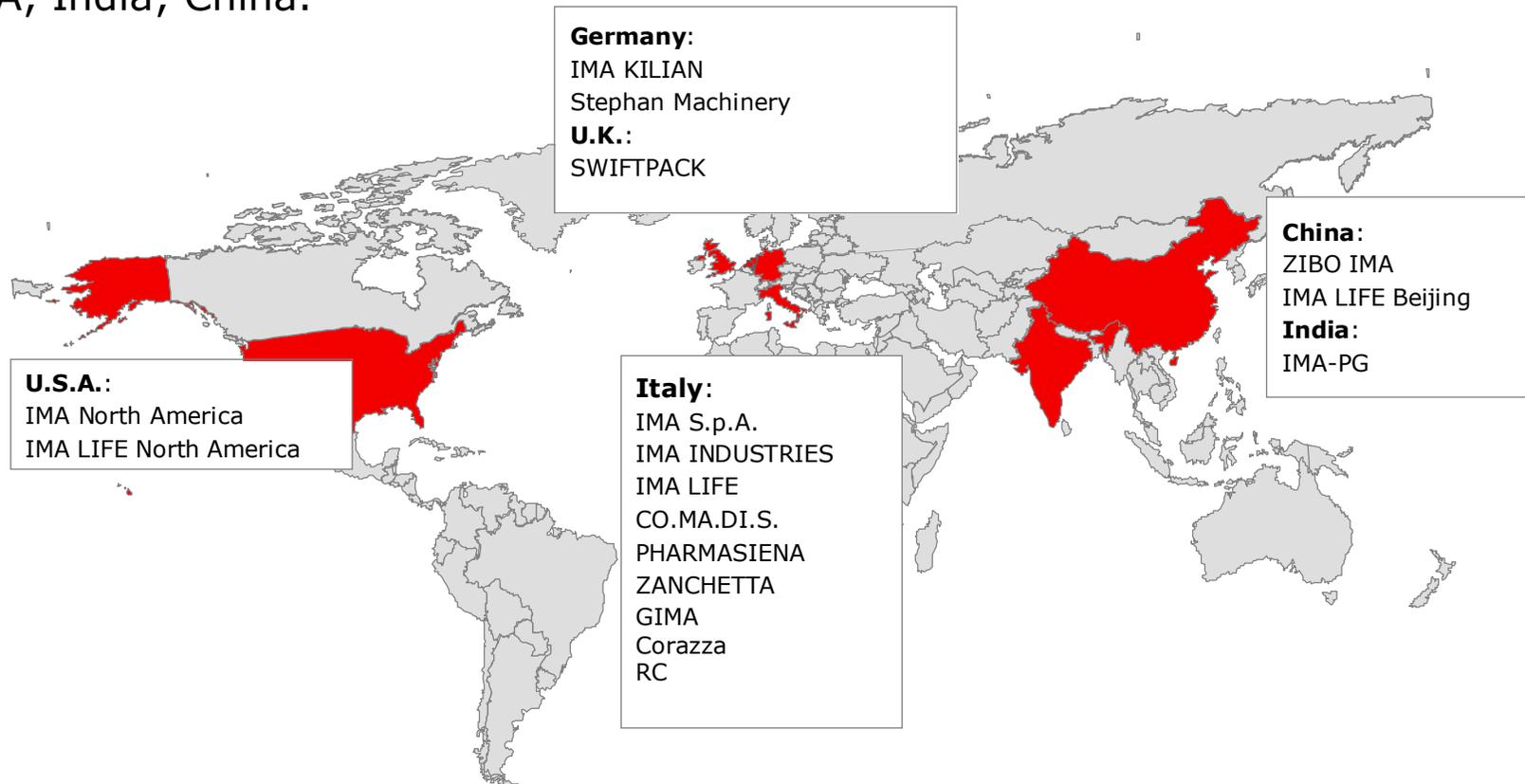
Pharmaceutical sector

- 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

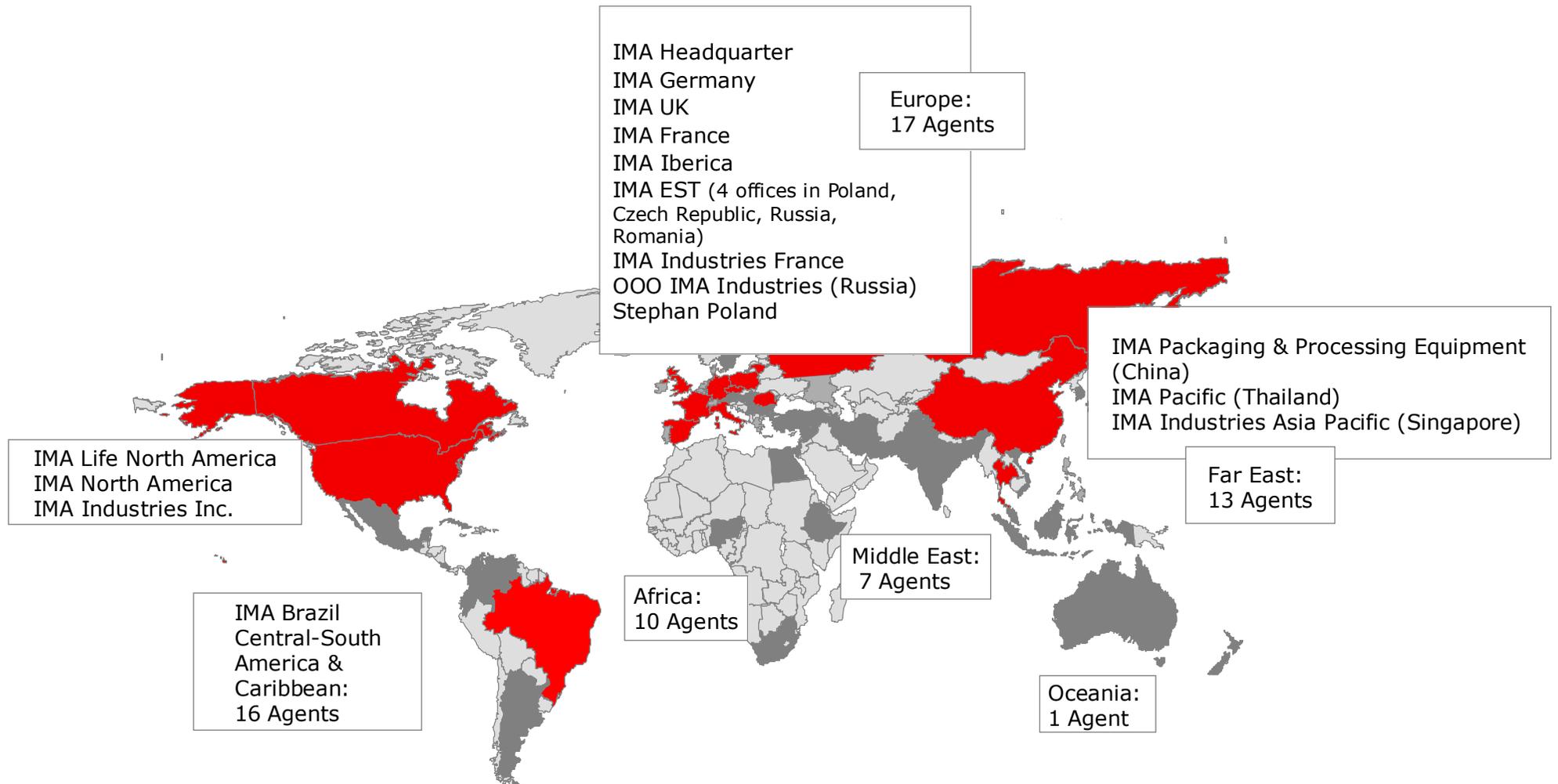
IMA manufactures equipment in 22 production facilities located in Italy, Germany, UK, USA, India, China.



IMA in the world

Sales Representatives

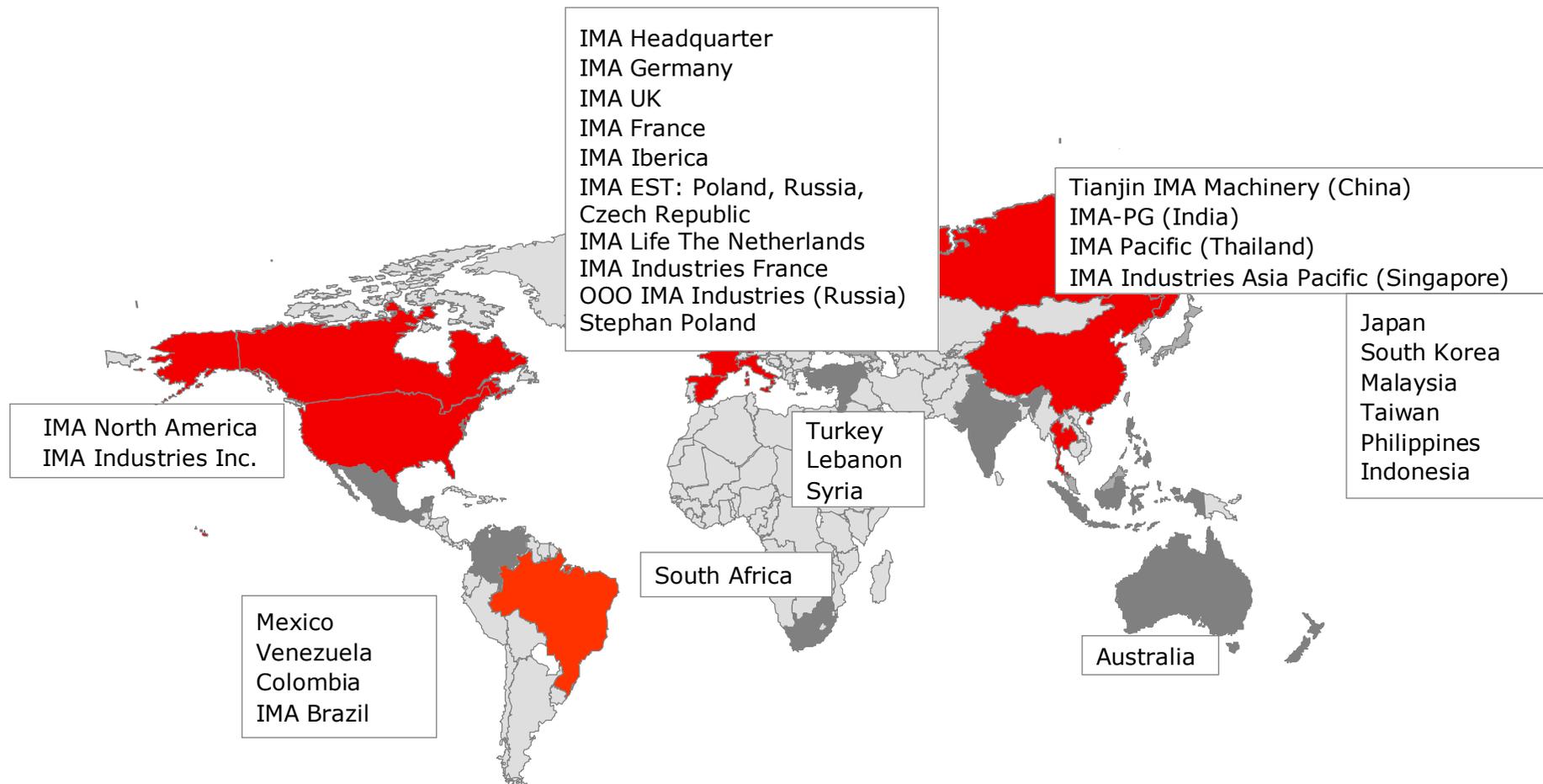
Presence in over 70 countries with headquarters in Italy, 16 branch offices in Europe, North America, South America and Asia, and 50 local agents.



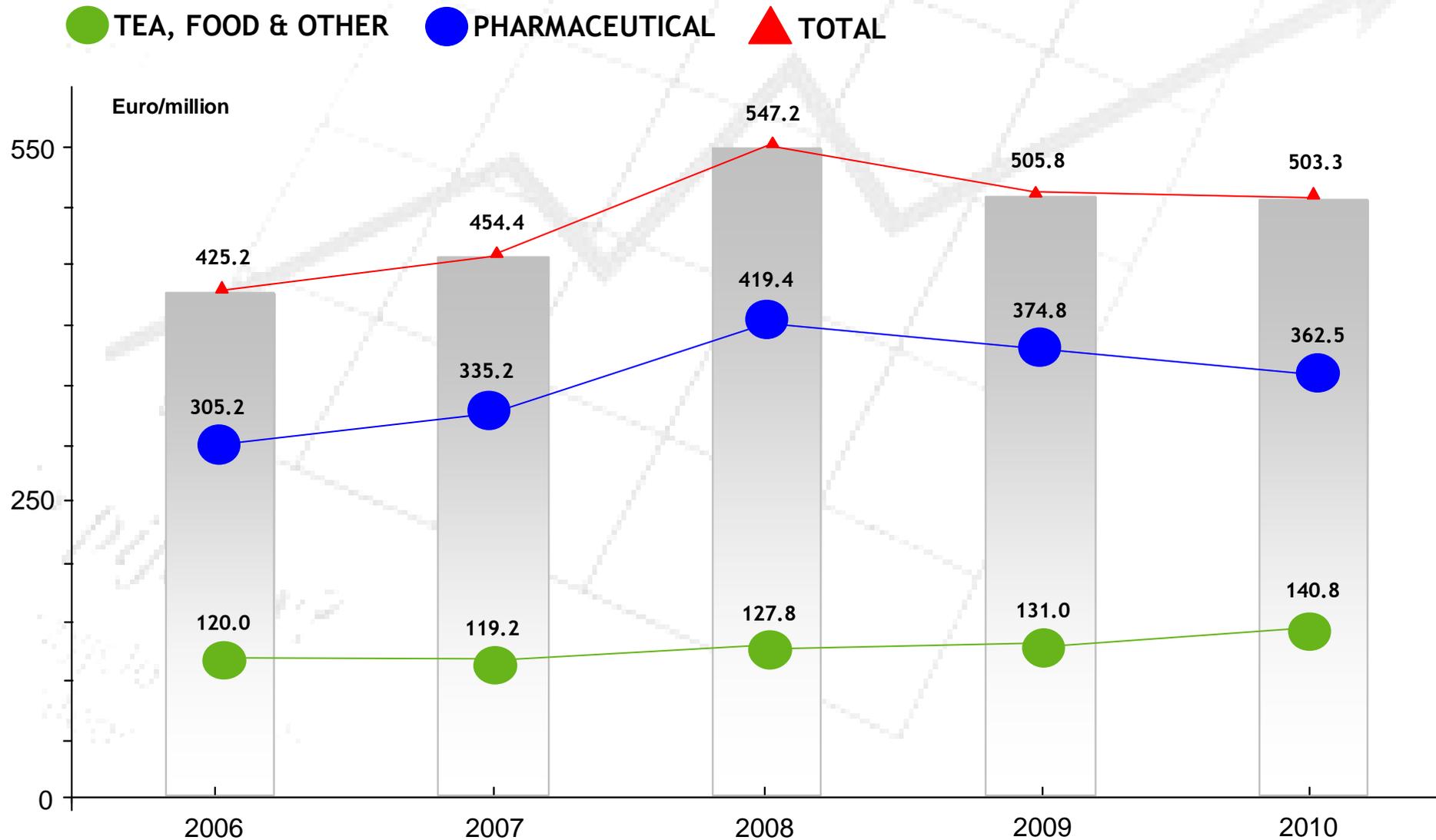
IMA in the world: a global network for high technology selling

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.

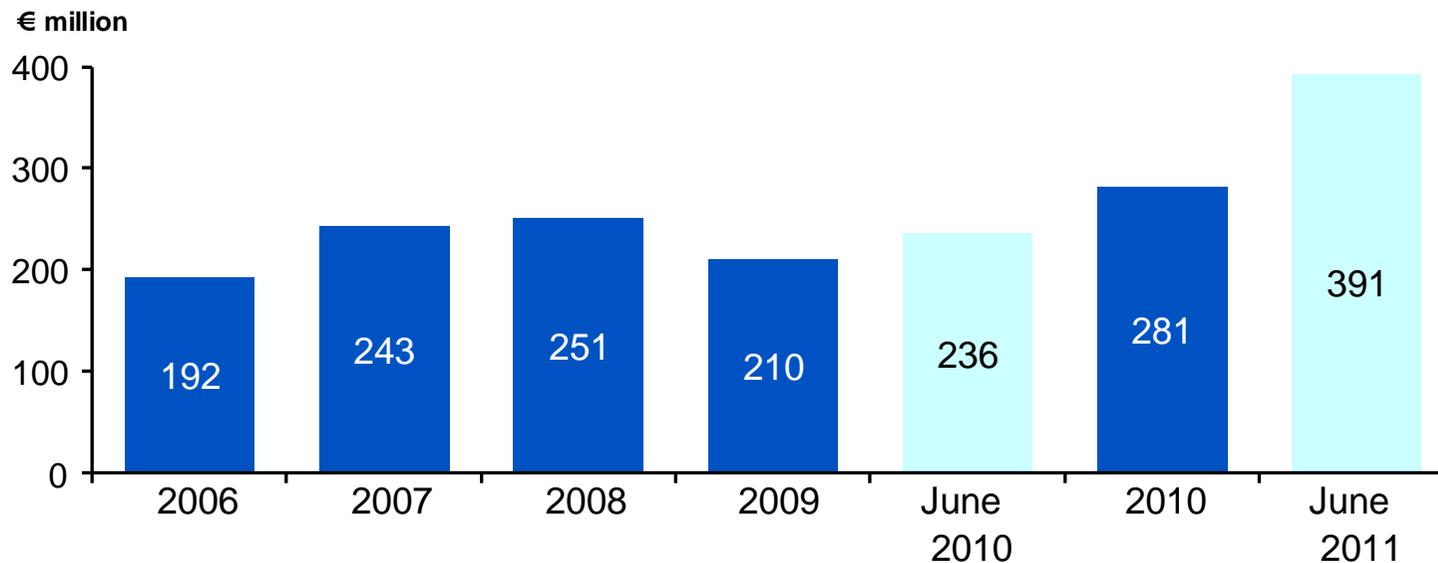


Trend of the sales



Historical Order Book

- Trend of order acquisition is continuing in the first half of 2011 in both pharmaceuticals and food, with a considerable number of negotiations currently underway
- The order book at June 30, 2011 is at € 391 million that compares to € 236 million at June 30, 2010, for a 66% increase



1ST HALF 2011 RESULTS

Consolidated income statement

30.06.2011 vs. 30.06.2010

IMA	1st Half 2011	%	1st Half 2010	%
<i>Euro/million</i>				
Revenues	278.00	100.0%	196.10	100.0%
Cost of sales	(168.10)	-60.5%	(116.80)	-59.6%
Gross industrial income	109.90	39.5%	79.30	40.4%
R&D costs	(15.10)	-5.4%	(13.70)	-7.0%
Sales costs	(38.90)	-14.0%	(30.10)	-15.3%
General and administrative costs	(41.90)	-15.1%	(32.30)	-16.5%
EBITA	14.00	5.0%	3.20	1.6%
Non-recurring items	(5.00)	-1.8%	(1.50)	-0.8%
EBIT	9.00	3.2%	1.70	0.9%
Net financial income (expense)	(5.00)	-1.8%	(3.00)	-1.5%
Profit (loss) from investments accounted for using the equity method	0.50	0.2%	0.20	0.1%
Income taxes	(3.20)	-1.2%	(0.20)	-0.1%
Profit (loss) pertaining to minority interests	(0.30)	-0.1%	0.00	0.0%
GROUP PROFIT	1.00	0.4%	(1.30)	-0.7%
EBITDA BEFORE NON-RECURRING ITEMS	22.90	8.2%	9.60	4.9%
EBITDA	17.90	6.4%	8.10	4.1%

Consolidated balance sheet

30.06.2011 vs. 30.06.2010

IMA	30/06/2011	%	30/06/2010	%	31/12/2010	%
<i>Euro/Million</i>						
Trade receivables	135.00		94.90		115.60	
Inventories	212.00		165.10		157.80	
Trade payables	(203.00)		(110.40)		(158.70)	
Other, net	(52.70)		(45.60)		(40.60)	
Working capital	91.30	29.6%	104.00	41.9%	74.10	32.3%
Property, plant and equipment	29.10		28.50		26.70	
Intangible assets	192.00		115.00		122.80	
Investments	18.40		17.00		17.40	
Non-current assets	239.50	77.7%	160.50	64.6%	166.90	72.8%
Provision for severance indemnities and other provisions	(22.40)		(16.10)		(11.60)	
Net capital employed	308.40	100.0%	248.40	100.0%	229.40	100.0%
Net debt	190.60	61.8%	150.20	60.5%	113.50	49.5%
Minority interests	2.80		1.90		2.50	
Group equity	115.00	37.3%	96.30	38.8%	113.40	49.4%
Total sources of financing	308.40	100.0%	248.40	100.0%	229.40	100.0%

1st Half 2011

Revenues

Euro/Million	1st Half 2011	1st Half 2010	Change	%
Tea, Food & Other	114.5 (*)	59.7	54.8	91.8%
Pharmaceutical	163.5	136.4	27.1	19.9%
Total Revenues	278.0	196.1	81.9	41.8%

(*) € 58.8 million contribution by GIMA, Naturapack e Corazza

1st Half 2011

Order trends

Euro/Million	1st Half 2011	1st Half 2010	Change	%
Tea, Food & Other	129.5 (*)	36.6	92.9	253.8%
Pharmaceutical	227.5	184.8	42.7	23.1%
Total Order trends	357.0	221.4	135.6	61.2%

(*) € 75.3 million contribution by GIMA, Naturapack e Corazza

1st Half 2011

EBIT

Euro/Million	1st Half 2011	1st Half 2010	Change	%
Tea, Food & Other	10.4	12.8	(2.4)	(18.8)%
Pharmaceutical	(1.4)	(11.1)	9.7	(87.4)%
Total Ebit	9.0	1.7	7.3	429.4%

Appendix

2010 RESULTS

Consolidated income statement

31.12.2010 vs. 31.12.2009

IMA	2010	%	2009	%	change %
<i>Euro/million</i>					
Revenues	503.27	100.0%	505.77	100.0%	-0.5%
Cost of sales	(301.03)	-59.8%	(288.30)	-57.0%	4.4%
Industrial gross profit	202.24	40.2%	217.47	43.0%	-7.0%
R&D costs	(26.42)	-5.2%	(25.95)	-5.1%	1.8%
Selling costs	(62.52)	-12.4%	(59.63)	-11.8%	4.8%
General and administrative costs	(64.62)	-12.8%	(60.31)	-11.9%	7.1%
EBITA	48.68	9.7%	71.58	14.2%	-32.0%
Writedowns/impairment of goodwill	(2.79)	-0.6%	(0.97)	-0.2%	187.6%
Non-recurring items	(2.69)	-0.5%	0.53	0.1%	-607.5%
EBIT	43.20	8.6%	71.14	14.1%	-39.3%
Net financial income (expense)	(7.13)	-1.4%	(10.09)	-2.0%	-29.3%
Profit (loss) from investments accounted for using the equity method	0.23	0.0%	0.01	0.0%	2200.0%
Income taxes	(18.86)	-3.7%	(23.55)	-4.7%	-19.9%
Profit pertaining to minority interests	(0.44)	-0.1%	(0.65)	-0.1%	-32.3%
GROUP PROFIT	17.00	3.4%	36.86	7.3%	-53.9%
EBITDA BEFORE NON-RECURRING ITEMS	62.35	12.4%	85.45	16.9%	-27.0%
EBITDA	59.62	11.8%	85.98	17.0%	-30.7%

Consolidated balance sheet

31.12.2010 vs. 31.12.2009

IMA	2010	%	2009	%
<i>Euro/Million</i>				
Trade receivables	115.57		100.94	
Inventories	157.79		140.02	
Trade payables	(158.69)		(92.58)	
Other, net	(40.60)		(49.45)	
Working capital	74.07	32.3%	98.93	40.6%
Property, plant and equipment	26.71		28.04	
Intangible assets	122.78		115.37	
Investments	17.42		18.00	
Non-current assets	166.91	72.8%	161.41	66.3%
Provision for severance indemnities and other provisions	(11.59)		(16.71)	
Net capital employed	229.39	100.0%	243.63	100.0%
Net debt	113.51	49.5%	113.43	46.6%
Minority interests	2.56		3.39	
Group equity	113.32	49.4%	126.81	52.1%
Total sources of financing	229.39	100.0%	243.63	100.0%

Consolidated Net Working Capital

IMA	2010	%	2009	%
<i>Euro/Million</i>		<i>on sales</i>		<i>on sales</i>
Trade receivables	115.57	23.0%	100.94	20.0%
Inventories	157.79	31.4%	140.02	27.7%
Trade payables	(107.27)	(21.3%)	(68.52)	(13.5%)
Advances from customers	(51.43)	(10.2%)	(24.05)	(4.8%)
N.O.W.C.	114.66	22.8%	148.39	29.3%

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

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

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

Consolidated Cash Flow

31.12.2010 vs. 31.12.2009

IMA - CASH FLOW	2010	2009
<i>Euro/Million</i>		
EBIT	43.20	71.14
Depreciation and amortization	13.92	14.84
Impairment of goodwill	2.50	0.00
Capital expenditure	(9.99)	30.45
Change in working capital	33.72	(33.82)
Change in other assets/liabilities	(13.98)	7.80
Operating cash flow	69.37	90.41
Net financial charges	(6.92)	(5.48)
Income taxes	(18.86)	(23.36)
Cash flow from operations	43.59	61.56
Acquisitions	(11.93)	(9.98)
Cash flow from extraordinary operations	(11.93)	(9.98)
Dividends	(30.69)	(30.50)
Other changes in net equity	(4.60)	1.00
Treasury Shares	3.55	(0.72)
Change in net financial position	(0.08)	21.37
Opening net financial position	113.43	134.80
Closing net financial position	113.51	113.43

Financial Highlights by segment

<i>Euro/Million</i>	Tea, Food & Other		Pharmaceutical		Unallocated		Total	
	2010	2009	2010	2009	2010	2009	2010	2009
Sales	140.8	131.0	362.5	374.8			503.3	505.8
EBITDA	31.1	38.1	28.5	47.9			59.6	86.0
<i>% on sales</i>	22.1%	29.1%	7.9%	12.8%			11.8%	17.0%
Ebit	28.6	36.0	14.6	35.1			43.2	71.1
<i>% on sales</i>	20.3%	27.5%	4.0%	9.4%			8.6%	14.1%
Net Invested capital (*)	20.2	29.8	207.2	223.6	2.0	-9.8	229.4	243.6
Order Backlog	82.9	69.4	197.7	140.9			280.6	210.3
Orders	133.6	119.5	419.4	344.0			553.0	463.5

(*) Unallocated assets and liabilities mainly comprise current and deferred income taxes, which cannot be allocated accurately to the above divisions.

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