



Press release

Bologna, 20 October 2001

**For 2001 the IMA Group is forecasting net sales +11%  
and higher earnings**

**The Group is putting its money on process equipment  
and packaging machinery for pharmaceutical and cosmetics products**

During the course of a meeting with financial analysts, the management of IMA, world leader in the production of automatic packaging machines for the pharmaceutical and tea industries, explained the Group's half-year results and their forecasts for the third quarter and the year as a whole.

The IMA Group closed the first half of 2001 with consolidated net sales of 240.9 billion lire (+17.8% compared with June 30, 2000) and operating income, prior to amortization of goodwill on acquisitions, rising to 10.1 billion lire (4.4 billion in the first half of 2000).

Preliminary figures as of September 30, 2001 show consolidated net sales of around 359 billion lire (+16% on the first nine months of 2000) and an order backlog of around 390 billion lire (+9.5% on September 30, 2000). These figures make it possible to foresee strong growth for the Group during the current year: IMA's management is in fact looking for consolidated net sales for the whole of 2001 of around 630 billion lire (+11% on 2000) and even higher growth in operating income and net income.

IMA's growth strategy is to expand the Group's range with innovative products in order to strengthen the Group's presence both in process equipment and in packaging machines for the pharmaceutical and cosmetics industries.

*"We are optimistic in our forecasts for the current year - declared the General Manager of the IMA Group, Stefano Visentini - because of the size of the order book and the number of negotiations currently in progress. The Pharmaceuticals and Cosmetics Open House that has just taken place at IMA's new premises, inaugurated recently as part of the Company's 40th Anniversary celebrations, attracted more than 1,000 customers from all over the world, confirming the Group's strong capacity for innovation. Indeed, the Company successfully launched various new products, including machines and complete lines for the pharmaceutical and cosmetics industries, which today represent almost 85% of IMA's total sales. Strong rates of growth in the pharmaceutical industry, which is barely affected by cyclical fluctuations in the economy, combined with the Group's innovative skills - concluded Visentini - are the best guarantee that IMA will continue expanding in the years to come."*