



Press release

Cologne, 28 May 2004

**Opening today in Cologne of the new factory of
the IMA Group German company Kilian**

IMA reinforces its position in Germany

A new **Kilian GmbH & Co. KG** factory was opened today in Cologne by the Italian Consul General in the city, **Bernardino Mancini**, accompanied by **Josef Müller**, on behalf of the burgomaster, by IMA Group's President, **Marco Vacchi**, and Kilian's Financial Director, **Peter Råde**.

The Berlin-based company was established in 1875 and boasts a long and prestigious tradition in the design and production of tablet press machines for the pharmaceutical industry. Acquired by **IMA** in early 2000, the sale of **Kilian** products has since boomed thanks to product innovation and integration with IMA's extensive sales network. The 230 employee company now exports worldwide, boasting a considerable share of the U.S. market.

The new factory covers an area of about 43 thousand square meters and will be finally completed in October 2004, after only twelve months of the works being first undertaken.

The new factory is intended to improve production by rationalising and adopting innovative logistic and production systems. Although chiefly aimed at the pharmaceutical industry, the new tablet press machines that will come off this factory's production will also be suitable for other applications in the chemical and confectionary industries. Featuring the most advanced cutting-edge technology currently available, these machines can reach a production speed of up to a million tablets an hour. The wide range of IMA tablet press machines are more complete thanks to the Kilian products.

IMA's President, **Marco Vacchi** declared at the opening to be "*especially proud of this event. It not only rewards our decision taken four years ago to acquire Kilian but it also witnesses to the Group's capacity to successfully take over and manage non-Italian companies*".

Kilian's financial director, **Peter Råde**, commented that *“the move to a new factory was indispensable to meet the requirements set by Kilian's strong growth over the last three years, a growth we are confident will continue in the future.”*

Established in **1961**, IMA is today the world leader in the manufacture of automatic machines for the packaging of pharmaceutical products and of tea in filter bags.

In 2003 the Group's **consolidated turnover** amounted to 351.3 million euro, more than 91% accounted for by exports, with a **net profit** of 19 million euro.

The Group has 2,400 employees, 800 of whom overseas, and can count on five production plants in Italy, one in **Germany** and two in India. IMA has an extensive sales network comprising eight branches which provide sales and service in France, UK, Germany, Austria, Spain, Portugal, USA and China, representative offices in Central and East European countries and over 50 agencies covering a total of more than 70 countries. IMA is also participating in two joint ventures in China for production and service. IMA SpA has been listed on the Milan Stock Exchange since 1995 and in 2001 joined the **STAR** segment. The following companies in the pharmaceutical and cosmetics sectors are part of the IMA Group: Co.ma.di.s. SpA, **Kilian GmbH & Co. KG**, Precision Gears.

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