



Press release

Bologna, May 14, 2003

**IMA Group: sales have risen to 56.7 million euro
in the 1st quarter**

**For 2003 management confirms its forecast of
growth in both sales and profitability**

The Board of Directors of IMA S.p.A., world leader in the production of automatic packaging machines for the pharmaceutical and tea industries, has reviewed and approved the Group's results for the first quarter to March 31, 2003.

The timing of deliveries, typical of the sector, traditionally sees a relatively low proportion of the year's sales in the period January - March; this means that the 1st quarter results are not very meaningful in terms of extrapolating the results for the whole of the year.

The IMA Group closed the first quarter of 2003 with **consolidated revenues** of 56.7 million euro (44.7 million at March 31, 2002) and an **order book** of 179.6 million (198.8 million at the end of March 2002).

The **operating result** for the period amounts to -4 million euro (-4.8 million at 31 March 2002) while the **pre-tax result** comes to -5.8 million (-5.7 million at 31 March 2002).

Net debt at March 31, 2003 has fallen to 81.6 million euro despite a rise in inventories to cope with upcoming deliveries (67.2 million at December 31, 2002).

After a number of months that featured a slowdown in the conclusion of the numerous negotiations that were pending, the pharmaceutical industry now seems to have decided on a distinct acceleration in its investment plans, driven partly by rising demand and partly by the launch of new drugs. This gives us reason to believe that the Group will continue to grow during 2003 in terms of both sales and profitability. 2003 looks like being an extremely good year for us in the field of tea-bagging machines.



*“The unfavorable economic and political scenario that characterized the first quarter of 2003 - declared the Managing Director **Alberto Vacchi** - does not prevent us from looking forward with confidence to the rest of the year. This confidence comes in part from the fact that the pharmaceutical industry appears at long last to have speeded up its investment plans, and in part from the excellent performance by the tea-bagging machine sector. This merely confirms that when times get really hard the companies that do well are the ones that have invested the most in innovation. Over the next few days, there will be the Achema exhibition in Frankfurt. This specializes in machinery for the pharmaceutical industry, and we will be there with a number of new products. This will give us another chance to verify the solidity of this apparent recovery in investment by the pharmaceutical industry”.*

The Board of Directors has also approved the merger plan which will involve IMA S.p.A. absorbing **I.T. S.r.l.**, the Communication agency of the Group, 100% owned by IMA S.p.A. The plan, being part of the company reorganization plan, will be submitted for approval by an Extraordinary Shareholders' Meeting that is still to be convened.

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. The Group has more than 2,300 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 nine branches which provide sales and service in France, United Kingdom, Germany, Austria, Spain, Portugal, the United States, China and Japan, 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 has entered the **STAR** segment in 2001. The following companies are part of the IMA Group: Co.ma.di.s. SpA, Kilian & Co. GmbH, Libra Pharmaceutical Technologies Srl, Precision Gears Ltd. Visit our web site: **www.ima.it** (Investor Relations section).