



Press release

Bologna, 13 November 2001

IMA Group: the figures for the first nine months confirm the forecast of strong growth in 2001

The Board of Directors of IMA S.p.A., world leader in the production of automatic packaging machines for the pharmaceutical and tea industries, met today to review and approve the Group results for the nine months to September 30, 2001.

Our sector's usual concentration of sales in the last quarter, with 40% of annual deliveries being made in the last three months of the year, means that there is little point in calculating key financial ratios for periods of less than twelve months. As we have said on various occasions, it is more meaningful to compare like periods.

Consolidated net sales to September 30, 2001 come to 186,467 thousand euro, up 16.8% on the same period last year (159,589 thousand euro). The difference between production value and production cost is positive for 6,428 thousand euro compared with 2,693 at the end of September 2000, while the pre-tax result is also positive to the tune of 1,264 thousand euro (at September 30, 2000 it was negative for 926 thousand euro).

The consolidated order backlog at the end of September 2001 comes to 201,418 thousand euro, up 9.5% on the end of September 2000 (184,013 thousand euro).

Despite the strong increase in work in progress, which is typical for this time of year September 30 comes to 105,836 thousand euro, with a slight increase on the end of June (+ 6.834 thousand euro).

For Alberto Vacchi, IMA's Managing Director, *"the way things have gone for the Group over the last three months allows me to confirm the forecasts of strong growth in both sales and profitability over the entire year that we indicated in our half-year report. At the same time, the excellent trend in new orders received in October - more than 30 million euro - as well as the high number of negotiations nearing completion allows us to look forward with optimism to the coming year as well."*