



Press release

Bologna, 20 October 2000

The IMA Group expects revenues and operating income to be up on last year

Next objectives include opening a branch in Spain and strengthening the US market

During the course of a meeting with financial analysts, the management of IMA explained the 1st half 2000 results and made forecasts for the rest of the current year.

The first half closed with consolidated revenues of 202.3 billion lire (199.7 as of June 30, 1999) and operating income of 1.7 billion lire (21.6 as of June 30, 1999). This decline is due to a fall in revenues compared with '99, if taken on a truly comparative basis, because of delays in the delivery of some important contracts and a lower order backlog at the start of the year.

On the other hand, the flow of new orders in the period January-September 2000 has been very dynamic. Margins are also better than last year as a percentage of sales, helped by the strong dollar. The Group's order backlog in the period July-September 2000 is up 53% on the same period in '99. The Company is therefore reasonably optimistic about the rest of this year and 2001.

IMA management is forecasting higher consolidated revenues in 2000 with operating income around 13% of sales. The two newly acquired companies, Kilian and GS, should contribute about 85 billion lire to total Group revenues in 2000.

"These forecasts are very positive - said the General Manager Stefano Visentini - and they are bolstered by the high level of our order book and the fact that a lot of new contracts are currently being negotiated. Our new machines for the pharmaceutical industry were presented at the Achema Fair and were very well received by our customers, confirming IMA's traditional talent for innovation. 2001 will see the opening of a branch office in Spain, a market with huge potential for the Group, especially after our acquisition of Kilian and GS; we will also reinforce our presence in the USA, another strategic market for IMA. In addition - concluded Visentini - we will continue the Group's strong commitment to R&D with a view to renovating all of our product lines."