

**IMA's Board of Directors approves
the draft 2019 financial statements**

**Revenue up to around 1.6 billion euros
Net profit up significantly**

Dividend of 2.0 euros per share proposed

Consolidated results at 31 December 2019

The consolidated results at 31 December 2019 are in line with the preliminary figures announced on 14 February 2020.

Millions of euros	31.12.19	31.12.18	Δ% 19/18
Revenue	1,595.5	1,500.4	6.3
Gross operating profit (EBITDA) before non-recurring charges	281.0	260.0	8.1
Gross operating profit (EBITDA)	273.4	253.6	7.8
Operating profit (EBIT)	192.5	210.1	(8.4)
Profit for the year	169.6	124.6	36.1
Group profit	169.2	104.0	62.7
Group order book	909.0	941.5	(3.5)
<i>Net financial position</i>	(637.1)	(184.6)	n.s.

The 2019 figures take into account the impact of the new accounting standard IFRS 16, which came into force on 1 January 2019. The net financial position includes higher indebtedness of 156 million euros due to this effect.

The financial and operating results at 31 December 2019 include the contribution of the newly acquired companies Spreafico and Tecmar, which were consolidated from April 2019, ATOP, which was consolidated from July 2019, and Perfect Pack, which was consolidated from August 2019.

Points discussed:

- Proposed dividend

At the Shareholders' Meeting called for 21 April 2020 the Board will propose a dividend of 2.0 euros per share (2.0 euros in 2019)

- Proposal to buy and sell treasury shares

- Proposal to approve the Remuneration Report

- 2019 Social Responsibility Report - Consolidated non-financial report

- Other resolutions

- Publication of IMA's presentation updated with the results at 31 December 2019

The Board of Directors of IMA S.p.A., world leader in the production of automatic packaging machines, met today under the chairmanship of **Alberto Vacchi** and approved the consolidated financial statements at 31 December 2019. In addition, the Board examined the draft statutory financial statements as of 31 December 2019, which will be submitted to the **Ordinary Shareholders' Meeting**, scheduled for **21 April 2020** at first and only calling.

The Board of Directors will propose to the Shareholders' Meeting the distribution of a **dividend of 2.0 euros per share**, in line with last year (2.0 euros), due for payment from **20 May 2020 (ex-coupon no. 27 on 18 May 2020)**. Proof of title, pursuant to art. 83-*terdecies* of the Consolidated Finance Act, to receive payment of the dividend will be based on the intermediary's records referred to in art. 83-*quater*, paragraph 3 of the Consolidated Finance Act, at the end of the record date, **19 May 2020**.

IMA Group results at 31 December 2019

The **IMA Group** has closed 2019 with **net revenue** of 1,595.5 million euros, an increase of 6.3% compared with 1,500.4 million at 31 December 2018. **Exports** accounted for about 90%, with growth in all the world, especially in European countries, North America and in other non-European countries.

The **gross operating profit (EBITDA) before non-recurring charges** has risen to 281 million euros (+8.1% compared with 260 million at 31 December 2018) and the **gross operating profit (EBITDA)** has risen to 273.4 million euros (+7.8% compared with 253.6 million at 31 December 2018). This figure has increased by 23.2 million euros due to the application of IFRS 16. **Operating profit (EBIT)** comes to 192.5 million euros (-8.4% compared with 210.1 million at 31 December 2018). There has been significant growth in **profit for the year**, which rose to 169.6 million euros (+36.1% compared with 124.6 million in 2018), as well as in the **Group profit** which reached 169.2 million euros (+62.7% compared with 104 million in 2018).

The **consolidated order book**, which stands at 909 million euros, is down slightly (-3.5%) on the figure of 941.5 million at 31 December 2018.

The IMA Group closed 2019 with better results than the previous year, thanks to the positive trend in sales of automatic machines and complete lines to the sectors of reference and the contribution of the newly acquired companies **Spreafico, Tecmar, ATOP** and **Perfect Pack**, consolidated respectively from April, July and August 2019.

In the period April-December 2019, **Spreafico, Tecmar, ATOP e Perfect Pack** generated total revenue of 75.3 million euros and EBITDA before non-recurring charges of 24 million euros. At 31 December 2019, they had net financial indebtedness of 29.7 million euros and an order book of 29.4 million euros.

The IMA Group's **net financial indebtedness** at 31 December 2019 amounts to 637.1 million euros (184.6 million at 31 December 2018), net of the outlay for acquisitions of 281.9 million euros. This figure has increased by 156 million euros due to the introduction of IFRS 16 from 1 January 2019. Net financial indebtedness at the end of 2019 has benefited from a significant improvement in cash generation compared with the previous year.

Results of IMA S.p.A., the Parent Company, at 31 December 2019

The **Parent Company IMA S.p.A.** closed 2019 with higher **net revenue** of 836.4 million euros (715.7 million at 31 December 2018). **Operating profit (EBIT)** rose to 118.1 million euros (89 million in 2018), whereas **net profit** came to 91.3 million euros (62 million in 2018). **Net financial indebtedness** at the end of 2019 was 528.6 million euros (179.4 million euros in 2018) and reflects the acquisitions of **Spreafico, Tecmar, ATOP** and **Perfect Pack** and the payment of a dividend of 78.3 million euros. This figure has increased by 71.1 million euros due to the introduction of IFRS 16 from 1 January 2019.

IMA Group forecasts for the whole of 2020

Having turned in an excellent economic and financial performance, the Group closed 2019 with an order book that guarantees good visibility on the current year, in both quantitative and qualitative terms. In view of the actions taken to cope with the current situation of considerable uncertainty due to the diffusion of (COVID-19) Coronavirus, we believe that 2020 should not deviate significantly from the previous year; we will issue updates during the current year to disclose any variances from this forecast.

In commenting on the Group's performance at 31 December 2019, **Alberto Vacchi, IMA's Chairman and CEO**, declared: *“The year has closed with revenue growth of around 1.6 billion euros and a considerable increase in net profit. The results are to be attributed to the strong commitment to digitisation, the excellence of our technology and the contribution of the acquisitions made in 2019, including ATOP which reported excellent results in terms of turnover and profitability in its first year as part of the IMA Group. The significant amount of cash flow generated in 2019 allows us to make both routine and strategic investments, increasing the value of the Group and at the next Shareholders' Meeting a dividend will be proposed in line with the previous year. In this phase of unexpected emergency - continued the Chairman - we are working with all possible tools to respond to our customers' requests all over the world. Our production and service activities in Italy continue, in full compliance with the rules and regulations that have been issued to prevent contagion. Our companies in Europe are all operating at full speed: we have applied, even strengthened, all of the recommendations of the national and European health authorities, to reduce the possibility of contagion. I would like to emphasise that many of our productions as well as the commercial network are located in different*

geographical areas where the presence of the virus is still limited. At the moment, in light of the very recent growth in diffusion in Italy, it is not possible to quantify what repercussions there might be on the business and our results, also because the IMA Group has the ability to recover any slowdowns in the acquisition of orders or services during the year that might occur in the coming weeks if further restrictions are imposed by the authorities. In any case, as has been said on various occasions, their intention is to safeguard the country's productive and industrial activities. Should this situation continue for a long time, we will be able to assess the possible impacts on the basis of the results that the Group will achieve in the first and second quarter of the current year, which will be promptly disclosed to the financial markets. In the current situation, in light of the order book that exists at the end of 2019 and on the basis of the orders acquired in the first two months of the current year, we have no negative signals to highlight or elements that could significantly impact our results, not having at the moment full visibility on the current year and on how the situation will develop in 2020”.

Proposal to buy and sell treasury shares

At the Shareholders' Meeting called for 21 April 2020, a proposal will be made to renew the authorisation to buy and sell treasury shares up to the maximum limit permitted by law. The proposed purchase price is equal to the average stock price during the previous five days (+/-10%), while the proposed selling price will be at least the average purchase cost of the shares. As of today, IMA owns 107,000 treasury shares.

Proposal to approve the Remuneration Report

The approval of the Remuneration Report will be proposed to the Shareholders' Meeting convened for 21 April 2020, with a vote on the remuneration policy, on the items that make up the remuneration, as well as on the compensation paid during the year of reference.

2019 Social Responsibility Report Consolidated non-financial report

The Board of Directors also approved the 2019 Social Responsibility Report - Consolidated non-financial report, pursuant to Legislative Decree 254/2016, which will be made available to the public along with IMA's financial statements.

Other resolutions

Lastly, the Board of Directors approved the **Report on Corporate Governance** pursuant to art. 123-*bis* CFA.

The notice convening the Ordinary Shareholders' Meeting will be published today on the Company's website (www.ima.it) in the Investor Relations section (Shareholders Meetings), as well as on the authorized storage system IINFO (www.iinfo.it). All the documents relevant to the Shareholders' Meeting will be made available to the public in accordance with applicable laws and regulations.

**Publication of IMA's presentation
updated with the results at 31 December 2019**

IMA's presentation updated with the results at 31 December 2019 has also been published on the Company's website (www.ima.it) in the Investor Relations section (Presentations) and on the authorized storage system IINFO (www.iinfo.it). It will be distributed during the **Milan STAR Conference** on **26 and 27 May 2020**.

Significant events after the end of 2019

Absorption of the wholly-owned subsidiaries **GIMA S.p.A., G.S. Coating Technologies S.r.l., Mapster S.r.l. and Revisioni Industriali S.r.l.** by IMA S.p.A. on 1 January 2020.

The manager responsible for the preparation of the Company's accounting documents, Sergio Marzo, declares in accordance with article 154 bis paragraph 2 of the Consolidated Finance Act that the accounting information contained in this press release agrees with the books of account, the accounting entries and supporting documentation.

The 2019 financial statements, including the directors' report on operations and the report on corporate governance and the ownership structure, are currently being checked by the Independent Auditors.

Disclaimer

This press release contains forward-looking declarations, especially in the section "IMA Group forecasts for the whole of 2020". These declarations are based on current expectations and projections of the Group regarding future events which, by their very nature, are subject to an intrinsic element of uncertainty. They are declarations that relate to events and depend on circumstances that may or may not happen or come about in the future and, as such, should not be relied on excessively. The effective results could differ from those contained in these declarations due to a wide range of factors, including the volatility and deterioration of markets, variations in raw material prices, changes in macroeconomic conditions, growth rates and other business conditions, amendments to legislation and the institutional context (both in Italy and abroad) and various other factors, most of which are totally outwith the Group's control.

Founded in 1961, IMA is a world leader in the design and manufacture of automatic machines for the processing and packaging of pharmaceuticals, cosmetics, food, tea and coffee. The Group has approximately 6,200 employees, of which approximately 2,400 abroad, and has 45 production plants in Italy, Germany, Switzerland, the United Kingdom, the United States, India, Malaysia, China and Argentina. IMA has an extensive sales network consisting of 29 branches with sales and service in Italy, France, Switzerland, the United Kingdom, Germany, Austria, Spain, Poland, Israel, Russia, the United States, India, China, Malaysia, Thailand and Brazil, representative offices in Central and Eastern European countries and more than 50 agencies covering a total of approximately 80 countries. **IMA S.p.A. has been listed on the Italian Stock Exchange since 1995 and in the STAR segment since 2001.** The following industrial companies are part of the Group: Atop S.p.A., Benhil GmbH, Ciemme S.r.l., Co.ma.di.s. S.p.A., Corazza S.p.A., Delta Systems & Automation Inc., Eurosicma S.p.A., Eurotekna S.r.l., Hassia Packaging Pvt. Ltd., Ilapak International SA, Ilapak Italia S.p.A., Ilapak (Beijing) Packaging Machinery Co. Ltd., IMA Automation Malaysia Sdn. Bhd., IMA Automation USA Inc., IMA Life North America Inc., IMA Life (Beijing) Pharmaceutical Systems Co. Ltd., IMA Life (Shanghai) Pharmaceutical Machinery Co. Ltd., IMA MAI S.A., IMA Medtech Switzerland S.A., IMA North America Inc., IMA-PG India Pvt. Ltd., IMA Swiftpack Ltd., Perfect Pack S.r.l., Petroncini Impianti S.p.A., PharmaSiena Service S.r.l., Spreafico Automation S.r.l., Tecmar S.A., Teknoweb Converting S.r.l., Telerobot S.p.A., Tissue Machinery Company S.p.A., Valley Tissue Packaging Inc.

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