

## **IMA's Board of Directors approves the periodic financial information at 30 September 2018**

**Revenues +12.8%, Profit before tax +27.7%**

### **The Group foresees growth in 2018**

**IMA: agreement for the sale of 60% of the Filling business of the companies  
ERCA, HASSIA, HAMBAGASTI and IMA Dairy & Food USA**

### **Consolidated results of the period January-September 2018**

Millions of euros	30.09.18	30.09.17	Δ% 18/17
Revenues	1,075.5	953.6	12.8
Gross operating profit (EBITDA) before non-recurring charges	134.6	125.4	7.3
Gross operating profit (EBITDA)	130.7	116.7	12.0
Operating profit (EBIT)	92.9	87.3	6.4
Profit before tax	98.6	77.2	27.7
<i>Group order book</i>	1,047.6	923.3	13.5
<i>Net financial position</i>	(358.3)	(292.4)	22.5

*The financial and operating results at 30 September 2018 include the contribution of the newly acquired companies Petroncini and TMC, consolidated respectively from April and May 2018.*

### **IMA Group forecasts for the whole of 2018**

**Revenues:** more than 1.5 billion euros

**Gross operating profit (EBITDA):** more than 250 million euros

### **Publication of periodic financial information at 30 September 2018**

**Publication of the IMA presentation updated with the results  
at 30 September 2018**

**IMA: agreement for the sale of 60% of the Filling business of the companies  
ERCA, HASSIA, HAMBAGASTI and IMA Dairy & Food USA**

## **Consolidated results at 30 September 2018**

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 **periodic financial information at 30 September 2018**.

The IMA Group has closed the first nine months of 2018 with **consolidated revenues** of 1,075.5 million euros, showing growth of 12.8% compared with 953.6 million euros at 30 September 2017.

There has also been an increase in **gross operating profit (EBITDA) before non-recurring charges** to 134.6 million euros (125.4 million at 30 September 2017), **gross operating profit (EBITDA)** to 130.7 million euros (116.7 million at 30 September 2017), **operating profit (EBIT)** to 92.9 million euros (87.3 million at 30 September 2017) and **profit before tax** to 98.6 million euros (77.2 million at 30 September 2017).

The **Group order book** has reached 1,047.6 million euros (923.3 million at 30 September 2017), thanks to the closing of numerous negotiations in the various business areas of the Group.

In the first nine months of 2018 **orders acquired** amounted to 1,216.8 million euros, an increase of 10% compared with the same period last year.

The IMA Group has closed the first nine months of 2018 with good results in the various business areas, thanks to the positive trend in sales of automatic machines and complete lines to the reference sectors. The results for the first nine months of 2018 include the contribution of the newly acquired companies **Petroncini** and **TMC**, consolidated respectively from April and May 2018.

In the period April-September 2018, **Petroncini** and **TMC** generated total revenues of 34.9 million euros and EBITDA before non-recurring charges of 1.1 million euros. At 30 September 2018, they had net financial debt of about 18.4 million euros and an order book of 39.1 million euros.

The IMA Group's **net debt** at 30 September 2018 amounts to 358.3 million euros (292.4 million at 30 September 2017), net of the outlay for acquisitions of about 100.8 million euros.

**IMA: agreement for the sale of 60% of the Filling business of the companies ERCA, HASSIA, HAMBGA-GASTI and IMA Dairy & Food USA**

Today, IMA has entered into a binding agreement with a Newco owned by Mr. **Thomas Becker**, to sell the 60% of the investment in **the Filling business of the companies ERCA, HASSIA, HAMBGA-GASTI and IMA Dairy&Food USA**.

At the same time, Mr. **Thomas Becker**, who has a strong experience in the industry with an exceptional track record in turning around businesses, has been appointed as **Managing Director of HASSIA GmbH**.

**The Filling business**, through the companies **ERCA, HASSIA, HAMBGA-GASTI and IMA Dairy & Food USA**, design, manufacture and market machines, lines and systems for forming, filling and sealing products dedicated to the food and dairy market, with production facilities in Germany and France. The business has in 2018 revenues of around 130 million euros and more than 500 employees.

The equity value of the investment is 18 million euros and the transaction is expected to be completed by the end of 2018. The disposal of this business will generate the deconsolidation of the business starting from 1 January 2018, a write off in IMA financial report of approximately 5 million euros and a material improvement of contribution margin, Ebitda and Net Financial Position.

The companies **Benhil GmbH** (Germany), market leader in wrapping for processed cheese and butter, and **Hassia Packaging Pvt. Ltd.** (India), involved in the flexisachet multiline machines business, will be fully and directly owned by IMA S.p.A. and are not part of the transaction.

Commenting on the deal, **Alberto Vacchi, Chairman and CEO of IMA**, declared: *“IMA experienced in the last couple of years many issues in trying to reorganize and improve the profitability of the Filling business represented by Erca, Hassia, Hamba-Gasti and IMA Dairy & Food USA. We believe that Mr. Becker, thanks to his strong personal commitment, reputation and experience in the industry will be able to lead this business into a successful future where IMA will remain a minority shareholder. Thanks to this disposal IMA will be more focused on other interesting acquisitions to wide the product range in pharma, food and automation with the aim to become even a stronger player in the packaging machinery industry”*.

In this regard **Thomas Becker** declared: *“I am very pleased about this partnership with IMA and of course in particular with the owner family Vacchi. The Filling business represented by Erca, Hassia, Hamba-Gasti and IMA Dairy & Food USA continues to have a strong market position in the area of form, fill- and seal-technology and all businesses within the group have strong brands in this market segment with attractive future growth opportunities. I am considering this investment as a commitment to further develop this business and of course also as a challenge which I will accompany with passion and ambition”*.

## Pro-forma consolidated results of the period January-September 2018

In light of the agreement signed today for the sale of 60% of the investment in **the Filling business of the companies ERCA, HASSIA, HAMBAGASTI and IMA Dairy&Food USA**, excluding the contribution of the companies being sold, **the pro-forma consolidated results at 30 September 2018, with comparatives at 30 September 2017**, are as follows:

Millions of euros	<b>30.09.18</b>	<b>30.09.17</b>	<b>Δ% 18/17</b>
Revenues	993.8	873.8	13.7
Gross operating profit (EBITDA) before non-recurring charges	145.0	133.7	8.4
Gross operating profit (EBITDA)	141.3	131.4	7.5
Operating profit (EBIT)	110.3	108.7	1.5
Profit before tax	116.9	99.1	18.1
<i>Group order book</i>	1,011.1	849.1	19.1
<i>Net financial position</i>	(331.0)	(292.4)	13.2

### IMA Group forecasts for the whole of 2018

The positive results for the first nine months and the high level of the order book at 30 September 2018, together with the positive trend in orders, also confirmed in the month of October, allow us to forecast further growth with respect to last year.

For 2018, if the current conditions are confirmed in the coming months and with the contribution of the newly acquired companies TMC, Petroncini and Ciemme, the IMA Group foresees **revenues** of more than 1.5 billion euros and a **gross operating profit (EBITDA)** of more than 250 million euros.

In commenting on the Group's performance at 30 September 2018, **Alberto Vacchi, Chairman and CEO of IMA**, declared: *“We are pleased with the results of the first nine months that testify to the IMA Group's ability to continue to grow, innovate and create value. The increase in revenues (+12.8%) and profits was achieved thanks to high demand for machines and complete lines from the pharmaceutical industry, where IMA has strengthened its position as world leader, as well as from the tea, coffee and automation sectors. The acceleration of the Group in the third quarter - Alberto Vacchi continued - confirms the validity of the investments we have made both in product innovation, with a focus on the IMA Digital programme, and in targeted acquisitions, such as TMC, Petroncini and Ciemme, which will help us achieve the growth targets that we set for the end of 2018. The high level of the consolidated order book at 30 September and the steady growth in order acquisition, which continued in October, allow us to confirm the estimates already announced for a 2018 of further growth, with good prospects for 2019 as well”*.

## **Publication of periodic financial information at 30 September 2018**

Please note that the **periodic financial information at 30 September 2018** is available to the public at the registered office in Via Emilia 428/442, Ozzano dell'Emilia (Bologna), as well as being published on the website **www.ima.it** in the Investor Relations section (Financial Reports), and on the authorised storage system IINFO (**www.1info.it**).

## **Publication of the IMA presentation updated with the results at 30 September 2018**

**IMA's presentation** updated with the **results at 30 September 2018** has also been published on the website **www.ima.it** in the Investor Relations section (Presentations) and on the authorised storage system IINFO (**www.1info.it**).

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.

### **Disclaimer**

This press release contains forward-looking declarations, especially in the section “IMA Group forecasts for the whole of 2018”. 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.

**Established in 1961, IMA is 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 more than 6,000 employees, about 2,800 of whom overseas, and can count on 45 production plants in Italy, Germany, France, Switzerland, Spain, the United Kingdom, the United States, India, Malaysia, China and Argentina. IMA has an extensive sales network comprising 29 branches which provide 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 East European countries and over 50 agencies covering a total of about 80 countries. **IMA S.p.A. has been listed on the Milan Stock Exchange since 1995 and in 2001 joined the STAR segment.** The following manufacturing companies are part of the IMA Group: Benhil GmbH, Ciemme S.r.l., Co.ma.di.s. S.p.A., Corazza S.p.A., Delta Systems & Automation Inc., Erca S.A.S., Erca-Formseal Ibérica S.A., Eurosicma S.p.A., Eurotekna S.r.l., Fillshape S.r.l., Gima S.p.A., Gima TT S.p.A., G.S. Coating Technologies S.r.l., Hamba Filltec GmbH & Co. KG, Hamba-Gasti GmbH, Hassia Packaging Pvt. Ltd., Hassia Verpackungsmaschinen GmbH, 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 MAI S.A., IMA Medtech Switzerland S.A., IMA North America Inc., IMA-PG India Pvt. Ltd., IMA Swiftpack Ltd., Mapster S.r.l., Petroncini Impianti S.p.A., PharmaSiena Service S.r.l., Revisioni Industriali S.r.l., Shanghai Tianyan Pharmaceutical Machinery Co. Ltd., Teknoweb Converting S.r.l., Telerobot S.p.A., Tissue Machinery Company S.p.A., Valley Tissue Packaging Inc.

For further information:

Andrea Baldani - Investor Relator - tel. +39 051 783111 - e-mail: [baldania@ima.it](mailto:baldania@ima.it)

Maria Antonia Mantovani - Press Office - tel. +39 051 783283 - e-mail: [antonia.mantovani@ima.it](mailto:antonia.mantovani@ima.it)

[www.ima.it](http://www.ima.it) (Investor Relations section)