



Press release

Bologna, 14 November 2012

IMA's Board of Directors approves the interim report on operations at 30 September 2012

Strong growth in revenues and profits in the first nine months

Consolidated results for the period January-September 2012

In millions of euros	30.09.12	30.09.11	Δ% 12/11
Revenues	496.6	437.3	13.6
Gross operating profit (EBITDA)	55.2	44.3	24.6
Operating profit (EBIT)	41.9	25.5	64.3
Profit before tax	35.5	18.3	94.0
<i>Group order book</i>	432.7	408.9	5.8
<i>Net financial position</i>	(225.6)	(227.5)	(0.8)

IMA Group estimates for 2012

Revenues: over 700 million euros

Gross operating profit (EBITDA): around 95 million euros

Publication of the interim report on operations at 30 September 2012

Consolidated results at 30 September 2012

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 Group's interim report on operations at 30 September 2012.

The IMA Group closed the first nine months of 2012 with **consolidated revenues** of 496.6 million euros, an increase of 13.6% compared with 437.3 million at 30 September 2011.

Gross operating profit (EBITDA) has risen significantly to 55.2 million euros (44.3 million at 30 September 2011), **operating profit (EBIT)** to 41.9 million euros (25.5 million at 30 September 2011) and the **profit before tax** to 35.5 million euros (18.3 million at 30 September 2011).

The **Group order book** has reached 432.7 million euros (408.9 million at 30 September 2011) thanks to the completion of various negotiations in the Group's core businesses (pharmaceutical and food).

The excellent results achieved by the Group in the first nine months are attributable to the very positive trend in sales to the pharmaceutical and food industries and to an increase in the margins earned by the various business areas.

Group net debt at 30 September 2012 amounts to 225.6 million euros (227.5 million at 30 September 2011).

IMA Group estimates for 2012

The high consolidated order book at 30 September 2012 (+5.8% compared with the same period last year) and the good trend in orders in October, allow us to foresee a year of further growth compared with 2011.

In 2012, based on the same scope of consolidation, we are looking for **revenues** to rise to more than 700 million euros (669.2 million in 2011) with a **gross operating profit (EBITDA)** of around 95 million euros (91.6 million in 2011).

Commenting on the Group results at 30 September 2012, **Alberto Vacchi, IMA's Chairman and CEO**, declared: *"The excellent results achieved by the Group in the first nine months confirm IMA's ability to continue on its path of growth and value creation. The strong increase in revenues (+13.6%) and profits has been achieved thanks to high demand for machines and complete lines for the pharmaceutical industry, where IMA can claim a long-standing world leadership, and for the food industry, in which the Group has invested heavily in the last two years, given that it has good growth prospects. The high level of the consolidated order book at 30 September and the good performance of orders in October (+14% compared with the same month last year) allow us to confirm our previous estimates for 2012, namely a further increase over last year, with good prospects for 2013 as well".*

Publication of the interim report on operations at 30 September 2012

Notice is hereby given that the **interim report on operations at 30 September 2012** is available to the public at the Company's head office in Via Emilia 428/442, Ozzano dell'Emilia (Bologna) and at the administrative offices in Via Tosarelli 184, Castenaso (Bologna) and published in the Investor Relations section (Financial reports) of the Company's website (www.ima.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 estimates for 2012". 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, tea, coffee and foods. The Group has more than 3,400 employees, more than 1,500 of whom overseas, and can count on 22 production plants in Italy, Germany, the United Kingdom, the United States, India and China. IMA has an extensive sales network comprising 16 branches which provide sales and service in France, the United Kingdom, Germany, Austria, Spain, Portugal, Poland, Russia, the United States, China, Singapore, Thailand and Brazil, 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 one joint-venture in China for production and service. **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: Co.ma.di.s. S.p.A., Corazza S.p.A., Gima S.p.A., IMA Industries S.r.l., IMA Kilian GmbH & Co. KG, IMA Life North America Inc., IMA Life (Beijing) Pharmaceutical Systems Co. Ltd., IMA North America Inc., IMA-PG India Pvt. Ltd., PharmaSiena Service S.r.l., Stephan Machinery GmbH, Swiftpack Automation Ltd., Zanchetta S.r.l.

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