



Press release

Bologna, 1 July 2013

## **IMA: agreement signed for the sale of the investment in IMA Kilian GmbH & Co. KG**

IMA, through its subsidiary IMA Germany GmbH, signed an agreement, subject to a condition precedent, to sell the entire investment in **IMA Kilian GmbH & Co. KG** (KILIAN) to the German Romaco Group, a portfolio investment of the leading German private equity company Deutsche Beteiligungs AG (DBAG).

KILIAN, which manufactures **tablet press machines for the pharmaceutical, chemical and food industries**, closed 2012 with revenues of around 45 million euros, an EBITDA of 4.5 million euros and a negative net financial position of 9.2 million euros.

The equity value of the investment is 21 million euros, to be settled at the closing for 17 million euros and for the outstanding amount within 2014, and the transaction will be subject to the authorisation by the Antitrust Authorities. Following completion of this operation, net financial debt of the IMA Group will be reduced by 30,2 million euros.

Commenting on the deal, **Alberto Vacchi, IMA's Chairman and CEO**, declared: *“We are pleased with the agreement completed today which is part of a programme for the optimisation of the geographical distribution of production and product development facilities of IMA, which will continue to offer selected tablet press machines manufactured at other Group plants in Italy and in compliance with 2 years non competition agreement granted to the buyer. Following this operation, we expect to complete a number of transactions that would ensure that we meet our targets for 2013.”*

In this regard **Paulo Alexandre, CEO of the Romaco Group**, declared: *“Kilian possesses leading-edge tablet press technology and a strong worldwide reputation in a key area of pharma and food processing. Pharma and food markets are growing stable with a faster growth in emerging countries. The acquisition of Kilian will amplify Romaco Group's equipment and service portfolio considerably and ideally supports our growth strategy”.*

For the above transaction, IMA was advised by UniCredit as financial advisor and Poggi&Associati, whereas IPPT was advised by the law firm CMS.

**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 3,300 employees, more than 1,400 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 15 branches which provide sales and service in France, the United Kingdom, Germany, Austria, Spain, Poland, Russia, the United States, China, 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., Gima TT S.r.l., 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., Shanghai Tianyan Pharmaceutical Machinery Co. Ltd., Swiftpack Automation Ltd.

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