



Press release

Bologna, 22 December 2016

## **IMA: agreement signed for the acquisition of an 80% interest in Mapster and a minority stake in Petroncini**

### **The IMA Group strengthens its offering in machinery for the Single Serve Coffee and Coffee Production sectors**

**IMA**, through its subsidiary GIMA, today signed an agreement to buy an 80% interest in **Mapster S.r.l.** The company, which is based in Parma and owned by Messrs. Rolleri and Renda, is a major player in the design, manufacture and marketing of **automatic machines for the filling and packaging of capsules for the "single serve" coffee sector.**

Again through GIMA, IMA at the same time signed an agreement with the Giberti family for the acquisition of 49% of **Petroncini Impianti S.p.A.**, with operations based in Ferrara, which is market leader in **machinery for the production of coffee.**

These acquisitions represent a significant strengthening of the IMA Group in the coffee sector, a market that is expected to see strong growth over the coming years. This in addition to the commercial and manufacturing synergies expected from integrating these companies into the commercial network and subcontracting system of the IMA Group.

The **Mapster** deal involves a financial contribution due at the time of the closing (expected in the first quarter of 2017) of 2.4 million euros for its equity value. In 2016, the business is expected to generate a consolidated turnover of about 7.5 million euros and an EBITDA of 0.5 million euros, with about 15 employees.

**Petroncini**, the parallel deal, involves a financial investment of 2.5 million euros that will give GIMA 49% of the company's shares and an option to purchase a further 31%, to be exercised by the date of approval of the financial statements at 31 December 2017 and no later than 31 August 2018. In 2016, the business should generate a turnover of around 8 million euros and an EBITDA of 0.9 million euros, with 46 employees.

Commenting on this operation **Alberto Vacchi, IMA's Chairman and CEO**, declared: *"IMA already has a long-standing presence in the coffee sector through GIMA, its subsidiary: the simultaneous entry of **Mapster** and **Petroncini** will lead to the creation of a homogeneous group of companies, each of which is a leader in its own segment. This will be unique anywhere in the world for a sector where a broad range of products is considered a key competitive factor. Thanks to these deals, IMA will become the only supplier able to offer solutions for complete systems ranging from green coffee to the final packaging of roasted coffee in capsules and pods, in a bag containing a complete range of products, including secondary packaging, sharing customers and, above all, potential opportunities in the provision of technology. IMA is continuing in its growth policy based on the*

*enhancement of market-leading brands in order to achieve the appropriate size, in both industrial and financial terms, to meet the challenges that technological innovation requires of us."*

During these deals, IMA was advised by Poggi&Associati.

**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 5,000 employees, more than 2,600 of whom overseas, and can count on 38 production plants in Italy, Germany, France, Switzerland, Spain, the United Kingdom, the United States, India, Malaysia and China. 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, Co.ma.di.s. S.p.A., Corazza S.p.A., Delta Systems & Automation Inc., Erca S.A., Erca-Formseal Ibérica S.A., Fillshape S.r.l., Gasti Verpackungsmaschinen GmbH, Gima S.p.A., Gima TT S.p.A., G.S. Coating Technologies S.r.l., Hamba Filltec GmbH & Co. KG, 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 Medtech Switzerland S.A., IMA North America Inc., IMA-PG India Pvt. Ltd., PharmaSiena Service S.r.l., Revisioni Industriali S.r.l., Shanghai Tianyan Pharmaceutical Machinery Co. Ltd., Swiftpack Automation Ltd., Teknoweb Converting S.r.l., Telerobot S.p.A.

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