

## **The Board of Directors of GIMA TT has approved the periodic financial information as of 30 September 2017**

### **Growth in revenues and profits in the first nine months**

#### **Results for the period January-September 2017**

Million euros	<b>30.09.17</b>	<b>30.09.16</b>	<b>Δ% 17/16</b>
Revenue	107.3	61.5	74.5
Gross operating profit (EBITDA)	45.8	23.5	94.9
Operating profit (EBIT)	45.4	23.1	96.5
Profit before tax	45.4	23.2	96.1
<i>New orders</i>	111.5	97.6	14.2
<i>Order book</i>	92.1	93.2	(1.2)
<i>Net financial position</i>	29.6	14.4	105.3

#### **Publication of periodic financial information as of 30 September 2017**

#### **Publication of GIMA TT's presentation updated with the results as of 30 September 2017**

#### **Results for the period January-September 2017**

The Board of Directors of GIMA TT S.p.A., leader in the field of automatic packaging machines for tobacco products, met today under the chairmanship of **Sergio Marzo** and approved the **periodic financial information as of 30 September 2017**.

GIMA TT closed the first nine months of 2017 with revenues of 107.3 million euros, an increase of 74.5% compared with 61.5 million euros at 30 September 2016.

The **gross operating profit (EBITDA)** rises to 45.8 million euros (23.5 million euros at 30 September 2016), the **operating profit (EBIT)** to 45.4 million euros (23.1 million euros at 30 September 2016) and **profit before tax** to 45.4 million euros (23.2 million euros at 30 September 2016).

In the first nine months of 2017, **new orders acquired** come to 111.5 million euros, an increase of 14.2% with respect to the same period last year.

The **order book** at 30 September 2017 amounts to 92.1 million euros, substantially in line with the figure at 30 September 2016 (93.2 million euros).

The **net financial position** of GIMA TT at 30 September 2017 is positive for 29.6 million euros, an increase compared with 14.4 million euros at 30 September 2016. The figure includes the total outlay of 27 million euros for the distribution of dividends for 2016.

Commenting on the Company's results of the first nine months of 2017, **Sergio Marzo, GIMA TT's Chairman**, declared: *“The results achieved by the Company in the first nine months confirm GIMA TT's ability to keep on growing and creating value. The significant increase in revenues (+74.5%) and profit before tax (+96.1%) was achieved thanks to the high demand for complete lines for the packaging of tobacco products and after-sales services, which demonstrates the extent to which our customers appreciate our innovative solutions. The high level of the order book at 30 September and the significant increase in new orders received (+14.2% compared with the same period of last year) allow us to expect strong growth in the current year compared with 2016, with good prospects for 2018 as well”.*

### **Publication of periodic financial information as of 30 September 2017**

Notice is hereby given that the periodic financial information as of 30 September 2017 is available to the public at the head office in Via Tolara di Sotto 121/A, Ozzano dell'Emilia (BO) and published on the Company's website (**[www.gimatt.it](http://www.gimatt.it)**) in the Investor Relations (Financial reports) section and on the authorized storage system eMarket STORAGE (**[www.emarketstorage.it](http://www.emarketstorage.it)**).

### **Publication of GIMA TT's presentation updated with the results as of 30 September 2017**

**GIMA TT's presentation** updated with the **results as of 30 September 2017** has also been published on the website **[www.gimatt.it](http://www.gimatt.it)** in the Investor Relations section (Presentations) and on the authorized storage system eMarket STORAGE (**[www.emarketstorage.it](http://www.emarketstorage.it)**).

\* \* \*

The Manager responsible for the preparation of the Company's accounting documents, Marco Savini, declares in accordance with article 154 bis paragraph 2 of the Consolidated Finance Act that the accounting information contained in this periodic financial information as of 30 September 2017 agrees with the books of account, the accounting entries and supporting documentation.

Founded in 2012, **GIMA TT** is a leader in the design and assembly of electronics-based automatic machines for the packaging of tobacco products and, in particular, of new-generation, reduced-risk products.

GIMA TT is held 60.084% by IMA S.p.A.

The Company, based in Ozzano dell'Emilia (Bologna), Italy, has over 100 employees and ended 2016 with revenues rising to 100.4 million euros and an export quota of 63%. At 30 June 2017 it has generated revenues of 76.2 million euros.

GIMA TT debuted on the STAR segment of the Borsa Italiana's Telematics Stock Market on 2 October 2017.

For further information:

Marco Savini - Investor Relator - tel. +39 051 6525111 - e-mail: [savinim@gimatt.it](mailto:savinim@gimatt.it)

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

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

## Statement of financial position

Unaudited data

	30.9.2017	31.12.2016
€ millions	Amount	Amount
<b>NON-CURRENT ASSETS</b>		
<i>Property, plant and equipment</i>	1.1	0.7
<i>Intangible assets</i>	2.4	0.6
<i>Receivables</i>	0.0	0.0
<i>Deferred tax assets</i>	0.8	0.6
<b>TOTAL NON-CURRENT ASSETS</b>	<b>4.3</b>	<b>1.8</b>
<b>CURRENT ASSETS</b>		
<i>Inventories</i>	23.4	18.2
<i>Trade and other receivables</i>	42.6	28.9
<i>Financial assets</i>	0.0	7.6
<i>Cash and cash equivalents</i>	29.6	37.6
<b>TOTAL CURRENT ASSETS</b>	<b>95.5</b>	<b>92.3</b>
<b>TOTAL ASSETS</b>	<b>99.9</b>	<b>94.1</b>
€ millions	Amount	Amount
<b>SHAREHOLDERS' EQUITY</b>		
<i>Share capital</i>	0.4	0.1
<i>Reserves</i>	0.1	0.2
<i>Net profit for the period</i>	32.7	27.2
<b>TOTAL SHAREHOLDERS' EQUITY</b>	<b>33.2</b>	<b>27.5</b>
<b>NON-CURRENT LIABILITIES</b>		
<i>Liabilities for employees' benefits</i>	0.1	0.1
<i>Other payables</i>	0.2	0.0
<i>Deferred tax liabilities</i>	0.0	0.0
<b>TOTAL NON-CURRENT LIABILITIES</b>	<b>0.3</b>	<b>0.1</b>
<b>CURRENT LIABILITIES</b>		
<i>Trade and other payables</i>	53.2	60.0
<i>Income tax payables</i>	11.4	5.3
<i>Provision for product warranty</i>	1.7	1.2
<b>TOTAL CURRENT LIABILITIES</b>	<b>66.4</b>	<b>66.5</b>
<b>TOTAL LIABILITIES</b>	<b>66.7</b>	<b>66.7</b>
<b>TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES</b>	<b>99.9</b>	<b>94.1</b>

## Income statement

Unaudited data

	1.1.2017- 30.9.2017	1.1.2016- 30.9.2016
€ millions	Amount	Amount
<b>REVENUE</b>	<b>107.3</b>	<b>61.5</b>
OTHER REVENUE	2.1	0.0
<b>OPERATING COSTS</b>		
<i>Change in inventories of work in progress, semifinished and finished products</i>	5.5	10.8
<i>Change in inventories of raw, ancillary and consumable goods</i>	(0.3)	(0.8)
<i>Cost of raw, ancillary and consumable materials and goods for resale</i>	(39.2)	(29.1)
<i>Services, rentals and leases</i>	(18.8)	(12.0)
<i>Personnel costs</i>	(10.3)	(6.5)
<i>Depreciation, amortization and writedowns</i>	(0.3)	(0.4)
<i>Provisions for risks and charges</i>	(0.5)	(0.4)
<i>Other operating costs</i>	(0.1)	(0.1)
<b>TOTAL OPERATING COSTS</b>	<b>(64.0)</b>	<b>(38.4)</b>
<b>OPERATING PROFIT</b>	<b>45.4</b>	<b>23.1</b>
<b>FINANCIAL INCOME AND EXPENSE</b>		
<i>Financial income</i>	0.1	0.1
<i>Financial expense</i>	(0.1)	(0.1)
<b>TOTAL FINANCIAL INCOME AND EXPENSE</b>	<b>(0.0)</b>	<b>0.0</b>
<b>PROFIT BEFORE TAX</b>	<b>45.4</b>	<b>23.2</b>
INCOME TAXES	(12.7)	(7.3)
<b>NET PROFIT FOR THE PERIOD</b>	<b>32.7</b>	<b>15.8</b>
<b>AVERAGE NUMBER OF SHARES OUTSTANDING</b>	88,000,000	88,000,000
<b>BASIC AND DILUTED EARNINGS PER SHARE (in €)</b>	<b>0.37</b>	<b>0.18</b>

## Riclassified income statement

Unaudited data

€ millions	1.1.2017-30.9.2017		1.1.2016-30.9.2016	
	Amount	%	Amount	%
Revenue	107.3		61.5	
Cost of sales	(53.3)	49.7	(32.8)	53.4
<b>Industrial gross profit</b>	<b>54.0</b>	<b>50.3</b>	<b>28.7</b>	<b>46.6</b>
R&D costs	(1.7)	(1.6)	(1.5)	(2.4)
Sales costs	(3.0)	(2.8)	(1.7)	(2.7)
General and administrative costs	(3.9)	(3.7)	(2.4)	(3.9)
<b>Operating profit (EBIT)</b>	<b>45.4</b>	<b>42.3</b>	<b>23.1</b>	<b>37.6</b>
Net financial income (expense)	(0.0)	(0.0)	0.0	0.1
<b>Profit before tax</b>	<b>45.4</b>	<b>42.3</b>	<b>23.2</b>	<b>37.6</b>
Income taxes for the period	(12.7)	(11.9)	(7.3)	(11.9)
<b>Net profit for the period</b>	<b>32.7</b>	<b>30.4</b>	<b>15.8</b>	<b>25.7</b>
<b>Gross operating margin (EBITDA)</b>	<b>45.8</b>	<b>42.6</b>	<b>23.5</b>	<b>38.2</b>