

IMA's current situation in terms of the coronavirus disaster

Our support for the production of medical clothing and PPE

Message from Ms. Mirella Sardini, President of IMA Italy

I have to say that IMA, with its long experience of 42 years, is already involved in medical products, even if its market share has decreased.

So, we already have some customers producing medical products.

Of course, many of our Italian customers are now converting their production, so we are ready to supply them with our complete line for producing medical products. Flexibility is our philosophy and, with some special accessories, our machines can perfectly adapt even to this kind of production and reach the highest levels of quality and productivity.

For example, our cutting machines can be fitted with hardware (blade lubrication kit and blade air cooling) and software options in order to meet the needs of medical products.

Two weeks ago, for example, one of our technicians was requested by one of our customers to make an essential modification to his IMA automatic cutting machine, in order to be more productive in the manufacture of surgical masks. The customer had received a large order of masks for the Esselunga supermarket chain.

Concerning capacity, we can say that another customer in Iran is using our IMA cutting machine model for 30 cm compressed fabric to produce around 39,000 units in nine hours. That is not bad.

So, thanks to IMA's experience and flexibility we are able to supply a complete line of products for producing masks and PPE kit. The advantage is that our customers can now produce medical products at this particular moment without stopping production at their factories. And, when the emergency is over they can easily revert to their traditional production without changing machines, so there is not a big impact on their activities.

This is a big advantage. We also know all of the products produced in our factory perfectly and they are 100% under



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our control. Now, everyone is looking for specific machines for producing masks, which are usually produced in China. However, it is not easy when you have to pay in advance, you do not know the products, and you do not have guaranteed quality and functionality.

We hope that after the lockdown is over we can receive new orders from abroad. As you know, IMA has a presence in many countries and, of course, we are confident we can start business and transactions again.

I think that every country in the world must start production of masks and PPE equipment locally in order to keep their own citizens safe. So, I certainly think this kind of production will be requested even more over many months.

It is difficult from our side to do something to help the clothing industry. We are only technology suppliers. In many cases we are more partners than suppliers. We are obviously always available to our customers who need support, assistance, and maintenance, but not more than that at the moment. We do not have other weapons to support those who make clothing, and who in many cases have converted their production for PPE products. In Italy, the government has activated some funding and financing for converting the production of companies, so we are ready to provide cutting-edge technology. This is our role now and it will also be our role in the future with, of course, some changes at our side.

This virus has forced us to change our working habits. In a very short time we certainly had to react to adapt ourselves to the new situation of the lockdown. For example, the consultancy companies that follow us have already taken steps to offer us very interesting webinars in which we are already participating with great interest. We will certainly do the same and take advantage of our great flexibility, which has always distinguished us in being able to reorganize work in the right way, and also through such digital channels as webinar, tutorials, and video that can help our customers in their businesses.

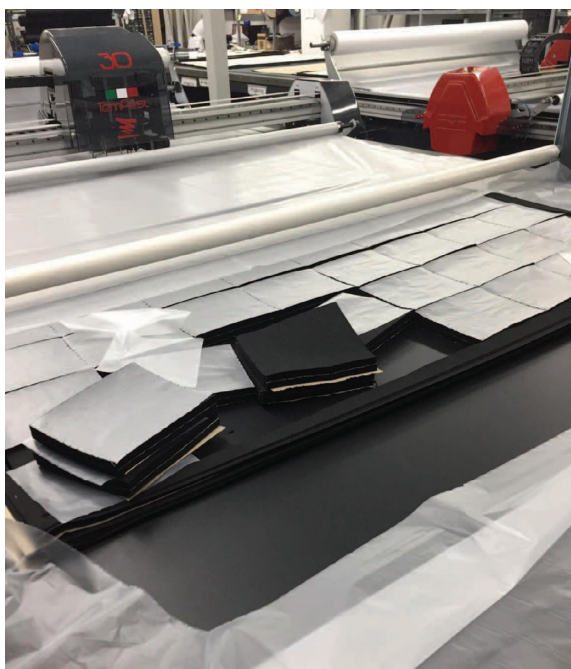
Of course, smart working has been activated and is very fruitful.



4 IMA spreading lines converted for the production of PPE in Russia by one of IMA very estimated customer



IMA 890 version B, spreading fabric for medical products (Russia)



IMA 919.30, Vortex model cutting protective masks for civil use by IMA estimated customer in Italy usually producing uniforms for very high level Hotels

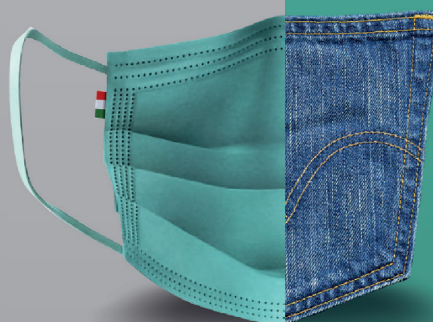
As written before, IMA already works with producers of medical products. So, we know the issues related to this kind of production. For example, gluing plies during the cutting phase is one of the problems we have solved with a special blade lubrication kit (hardware kit), which we have studied and developed also for military production (backpacks), in order to avoid and to reduce the impacts of this problem.

Concerning kinds of mask, we can confirm that with our line we can produce any kind of mask, the most popular of which is for civil use. Most of our Italian customers produce this kind. But, of course, we can also produce FFP2. This requires a subsequent process. After spreading and cutting there is a process to which masks are subjected that depends on the number of layers, for example, and other criteria for them to be certified ffp2 etc.

This process, of course, does not require IMA.

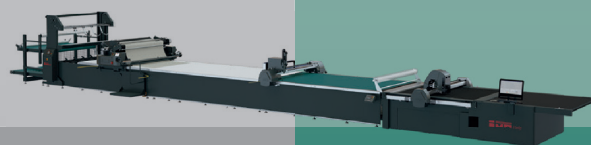
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