

IMA - FORTY-FIVE YEARS OF PASSION



The history of Ima Spa is built around the vision of its founder, Luciano Sardini, who today would have marked the 45th anniversary of the company with great pride and enthusiasm.

Establishing a successful company like Ima Spa, and taking it to a leadership position, having started out in an adverse market with the economic crisis of 2008, required great tenacity and stubbornness, as well as the intuition to make the right choices at the right times, and the vision and the ability to shape the future. This is the story of Luciano Sardini, who had created the Macpi Group 16 years earlier in 1961, and who founded Ima Spa, dedicating it to the development and production of technological solutions for the cutting room.

Ima Spa became independent in 2017, strengthening and borrowing an international vision and approach from the founder. Within a short time it became one of the most successful companies on a global level in the production of machinery for the cutting room, while also becoming a reference point for competitors.



Sardini had always been gifted on the commercial side, despite coming from a technical background. He succeeded perfectly in growing the business quickly and steadily, and his strategic vision soon led to the development of foreign markets with a sales network covering the entire world.

Customers were first and foremost big names in Italian and international fashion, and then prestigious global companies in other sectors such as furniture, home textiles, boating, automotive, and medical.

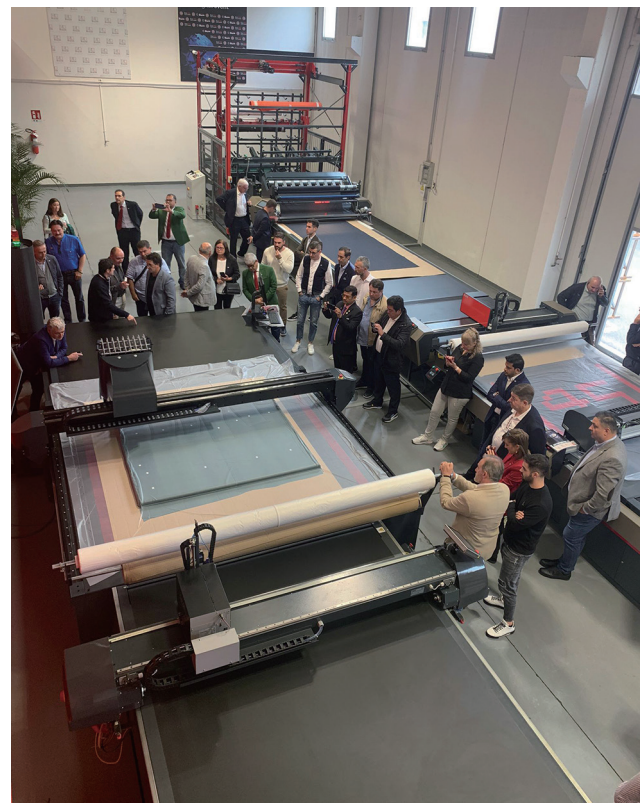




Luciano Sardini's pulse was indispensable when the subprime mortgage crisis spread from the United States. The years from 2008 to 2010 were crucial for Ima. Sardini took the reins of the company and decided to relaunch it and make it among the best in the industry globally. The values on which its growth is based are mainly those of innovation, with the technological development of new products, of proposing solutions to customers as the role of a technological partner and not just a supplier, and of having trust in people, especially in its young team, who had the ability to make a difference.

A long-term strategy, which has contributed to building a solid company with long-standing customers, and to a turnover of 9 million euros in 2021 (a result similar to that of 2019, with the pandemic at the door), and an expected 12 million euros in 2022.

Sardini passed away suddenly on December 31, 2019, but at Ima his presence can still be felt every day, especially in what he taught and passed on to his team. This year, three years later, he would certainly have been proud to celebrate Ima's 45th anniversary with his staff and with all of his collaborators in Italy and around the world. In this regard, the company organized a two-day event with presentations of new products at its headquarters at Palazzolo s/O – BS – Italy, including an overnight stay at Monte Isola on Lake Iseo. A very special moment, rather intimate, but definitely engaging where the spirit was that of a crazy party among friends celebrating an important milestone together, which made it possible first of all



to thank the people who have contributed to the growth of the company—employees and collaborators in Italy and all over the world.

“Over time we have always tried to create lasting relationships with collaborators, agents, and customers, together building relationships of trust” said Mirella Sardini, the current president of Ima Spa, which has led to repeat orders even after many years. Another fundamental aspect is the technological development of products, especially during these years of the pandemic and then with war, which have completely changed mindsets by accelerating the digitalization process. Thus, companies emerged, such as Ima, which had previously invested in Industry 4.0”. For example, Ima adopted digital technology as early as 2013 with the world's first fully digital spreader, which had its world premiere at the Texpress fair that year.