

2024 NEW YEAR'S GREETINGS

customers. With the "KSL" brand in particular, we will expand our technological leadership in robot-supported production and automation technology. Combined with our unique expertise in joining technical and non-technical materials, leather and composites, we are ideally positioned to meet the challenges of the industry and the demands of our customers.

I wish you all the best - happiness, strength and good health for 2024. I would be delighted to welcome you to the TEXPROCESS trade fair in Frankfurt.



Ms. Mirella Sardini **President** **IMA SpA**

Welcome to 2024 with a new hashtag!

Working together makes us stronger: staying together remains the primary goal for 2024!

With a view to team spirit and the ability to network at an international level, we wish you an even more intense 2024 than the past one!

So, **#StrongerTogether** is the motto selected by us, thinking about our network and interconnection and therefore absolutely in line and suitable for the coming 2024.

In past years we have placed emphasis on technological development, on the ability to innovate and introduce new highly technological products to the market and on the digitalization process which was accelerated during the Covid period and then carried forward by us with determination to try to optimize every form of contact with our customers and collaborators.

For this year we would like instead to focus our attention on the aspect of the network that we have managed to build, on the ability that we have strengthened to form a group, to expand our network, establishing important and lasting collaborations that allow us to explore new markets and new sectors, creating many more opportunities, and at the same time strengthen-

ing our international character. Today we can count on new collaborations, in the last period we have acquired new resellers who we thank, together with all the others, who have been with us for some time, and who have allowed us to strengthen our presence on the international market. Also thanks to the various moments of conviviality that we have promoted, I must say that we have managed to interact better and therefore to make our relationships with the outside world more profitable and lively.

This aspect is certainly particularly important in this historical moment; in a market, in a sector and in an international scenario where it is increasingly difficult to act and operate. It means that this year, more than ever, synergies must be exploited to the fullest and therefore it is truly essential that your network is optimized to minimize costs and waste.

Only together is it possible to be stronger!

Last year we had a great start in terms of orders portfolio, but now we find ourselves again in a fairly complicated situation where the moment of great uncertainty, due to wars and beyond, must stimulate us to go in a different direction that of 360 degree collaboration, if we want to continue to be on the crest of the wave. This will allow us to grow further, to do so successfully, to be able to provide new answers to our customers through full collaboration with all our partners.

So #StrongerTogether will be our hashtag for this year.

I really want to underline this aspect because everyone's work really makes us stronger and will allow us to survive and show ourselves to the world in a more conscious and organized way. I think this will be the key to a profitable 2024!

This change will also impact our after-sales service which is always among our top priorities and on which we constantly focus. Not only for our internal staff, but also and above all for the technicians of our collaborators who are slowly growing and becoming true experts and who give us a great hand on site in all those countries where it is becoming increasingly difficult to go for obvious reasons.

To conclude and as usual we thank all the readers of JSN and all our customers and collaborators who read us and place their trust in us.