

THE IMA GROUP

Alberto Vacchi, Chairman.

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IMA at a glance

Innovation, awareness, ability

- **Founded 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.
- **Global pharmaceutical supplier** with the widest range of state-of-the-art processing and packaging systems.
- More than **5,100 employees**, more than 2,600 of them based abroad.
- The IMA Group closed 2016 with **consolidated revenues of 1,310.8 million euros**, an increase of 18.1% on 2015.
- More than **86%** of turnover is destined for **export**.
- **Worldwide sales and service network.**
- Cutting-edge R&D laboratories and **continuous product innovation** with more than **1,400 patents and patent applications in the world.**
- **Listed on the Milan Stock Exchange** since 1995 and starting from 2001 on the **STAR segment**. The **Vacchi family** is the largest shareholder, who **holds 57% stake of IMA.**



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Vision and Mission

- **IMA's philosophy is based on research and innovation.** For more than 50 years, the company has produced hi-tech automatic machines for the pharmaceutical, cosmetics, tea, coffee and food industries.
- **Its position of leadership is the result of significant investment in R&D,** regular and constructive dialogue with the end users in its sectors and the Group's ability to expand internationally, conquering new markets.
- **IMA's work is based on the responsibility towards the community** and awareness of the important economic and social impact that may result from the decisions and choices made.
- **IMA fosters an environmentally friendly attitude** with a view to achieving sustainable development.



IMA's approach to Sustainability

- In planning its strategies the IMA Group takes account of the **economic, social and environmental impact** of its operations, adhering to the principles of sustainable growth and of Corporate Social Responsibility recognized internationally.
 - Underlying IMA's approach to sustainability there is the concept of **transparent Governance**. In this regard, since 2012 IMA regularly publishes its Sustainability Report and it was one of the first Italian companies in the industry to adopt a Code of Ethics.
 - IMA's strategy aims to create **economic value** for all of its stakeholders.
 - The Group is committed to minimize any direct impact on the **environment**: adherence to the Carbon Disclosure Project and working methods that maximize energy savings are just some of the commitments towards the environment.
 - The Group is also committed to **society**, promoting a culture of quality, innovation, welfare, professional development and contributing to various types of charitable, cultural and social initiatives.
 - Since March 2013, IMA joined the **SAVE FOOD initiative**, signing in 2015 an agreement with **FAO** for the execution of the project "**Improving food packaging for small and medium agro-enterprises in Sub-Saharan Africa**" in order to intervene on food waste with appropriate technologies.
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FAO and IMA together for the Project
***“Improving food packaging for Small and Medium
Agro-Enterprises in Sub-Saharan Africa”***

IMA participated in the initiatives promoted during the Interpack at the Messe Düsseldorf, and in March 2013 the company started supporting the SAVE FOOD initiative to give a concrete contribute against food waste. Starting from the SAVE FOOD initiative and the work done by the FAO and the NGOs, it is possible to confirm that the areas of the world that are mostly affected by food loss and waste need new proposals, able to envisage the production and distribution of livelihoods and foodstuffs.



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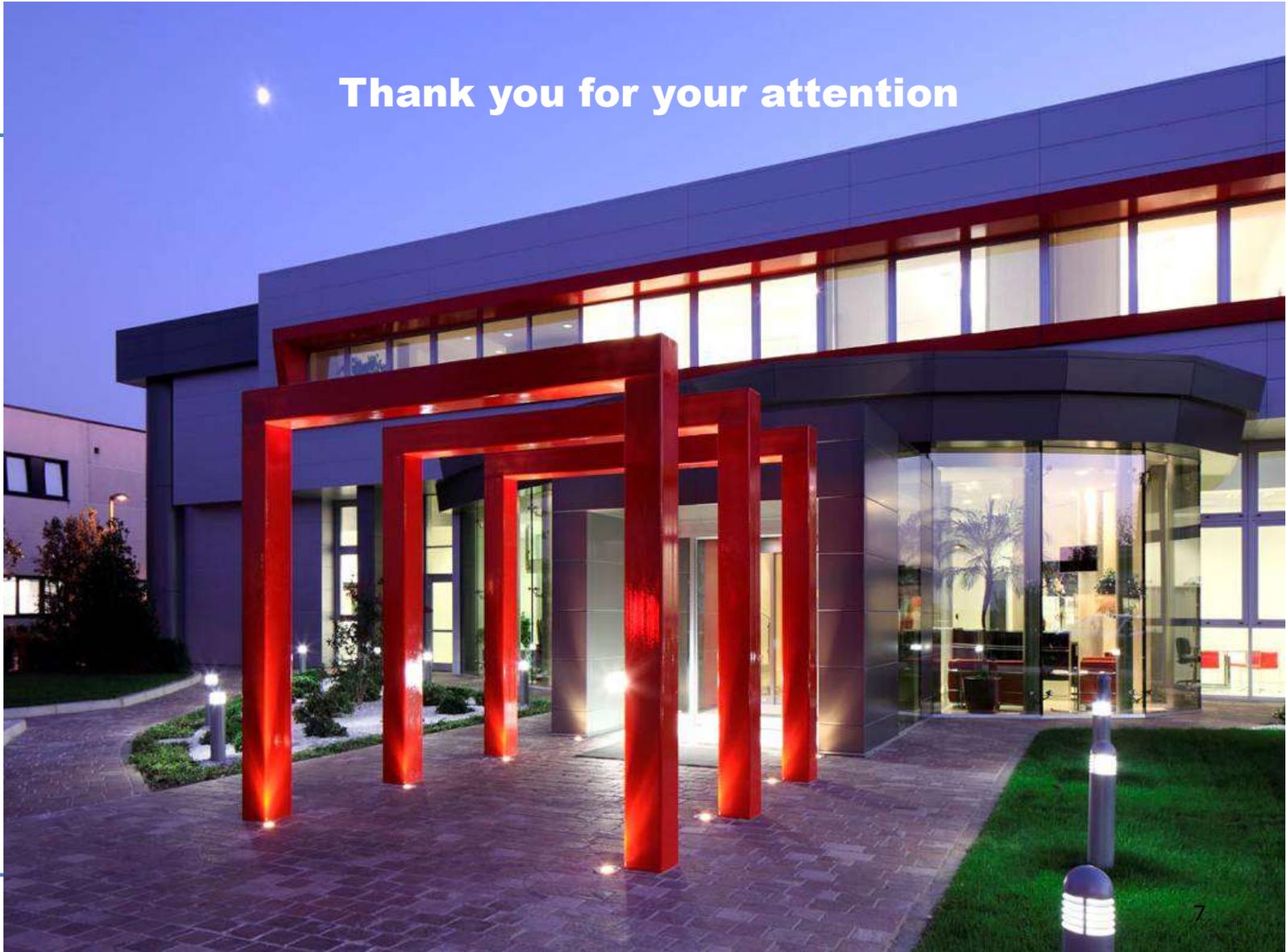


Packaging plays an important role to reduce food loss and waste, and the right access to packaging is essential for the right access to healthy food, and healthy nutrition.

IMA strongly believes in the role of FAO and considers this UN agency as the most appropriate for promoting food preservation, safety and shelf life extension, and this is why the idea of the Project “*Improving food packaging for Small and Medium Agro-Enterprises in Sub-Saharan Africa*” was born.

This Project represents a very important ethical component for its activities, given that IMA’s mission is to promote economic activities.

Thank you for your attention





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IMA Food Packaging project in Africa

Frederic Couty

ITC, Senior Adviser, Export Packaging

Interpack – May 8, 2017



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Why a project on food packaging?

- In most countries in sub-Saharan Africa, poor quality packaging is one of the main reasons for the failure of locally manufactured food products to compete with imported ones
- Improving food packaging addresses a number of challenges including reduction of post-harvest damage and loss, and improving quality, shelf-life and food safety



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Demographic trends in Africa

Strong and growing demand for processed and packaged food products driven by:

- Big and growing potential market: population projected to double from 1.2 billion in 2015 to 2.4 billion by 2050
- Rapid urbanization: projected from 39% in 2015 to 60% by 2050
- Emerging middle class: greater spending power, more conscious about food quality and safety

These demographic trends are creating a dietary transformation, and consequently, a transformation in Africa's agri-food systems



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Role of small and medium agro-enterprises

SMAEs play critical role in the ongoing transformation of Africa's agri-food system

- Contribute more than 45% to employment
 - Contribute more than 33% to GDP
 - Key role in developing modern, innovative food value chain
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Constraints for SMAEs

- Lack of investment in packaging systems
- Unavailability of quality materials and equipment





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Constraints for SMAEs

- High import costs
- Inconsistent government policies
- Inadequate qualified human resources



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What will this project do?

- Provide guidance to actors in the agri-food sector and governments on appropriate food packaging systems including:
 - Packaging materials and packaging equipment
 - Policy and regulatory framework
 - Business models and investment options
 - Training/capacity building
-



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FAO-ITC country visits

Visits have just been completed to Cote d'Ivoire, Ghana, Kenya, Senegal, Tanzania and Zambia to:

- Prioritize food products for improved packaging
- Identify needs of SMAEs relative to food packaging
- Discuss with governments and the private sector their ideas, roles and contributions for setting up national food packaging centres



Prioritized food products

Include:

Roots and tubers (potato, cassava)

Cereals (maize)

Fruits and vegetables (tomato, mango, banana)

Fish, poultry and meat

1 → 4

	Total	small holder sourcing	impact of reform	app. status	processing	Exporting sub-sect present
1. Maize	12	4	2*	2	2	2
2. Green grams	11	3	3	3	1	1
3. ¹ Potatoes	17	4	2	4	3	2
4. Cassava	10	2	1*	1*	3	1
5. 3 Mango	15	4	2	2	2	2
6. ⁴ Banana	15	4	2	4	4	1
7. ² Tomatoes	16	4	3	4	4	1
8. ³ F x C	15	4	4	3	3	1



Packaging needs of SMAEs

- Unavailability of packaging materials and equipment
- Quality of packaging materials
- Cost of packaging materials
- Lack of knowledge on packaging technologies
- Lack of awareness on product standards and certification
- Lack of product development stagnates packaging development
- Impending bans on plastic packaging in some countries – readily-available alternatives ?



Concept for national food packaging centre

- Very relevant concept – strong demand by all actors
- Offer multi-services e.g. sale of packaging materials, contract packing, testing of packaging materials, training, incubation, mobile packaging unit etc.
- Various business models depending on country context
- Roles of government and private sectors in management, infrastructure, financing and governance?
- To be clarified through feasibility studies



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Ex: Tanzania, ITC 2016





Ex: Tanzania, ITC 2016

4 New:

- Stand up pouches
- Vacuum packaging

2 New:

- Plastic material: better quality plastic film to preserve and protect the product
- Quality and consistent sealing



3 New:

- Stand up pouches
- Reclosable
- High product protection
- Much longer shelf-life
- Hanging hole for the shelves
- Quality and consistent sealing

1 Original: Weak plastic film and sealing



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Next Steps

- Complete needs assessment and feasibility studies in the target countries
- Regional trainings on improved food packaging systems
- Regional workshop to share findings from the various studies and based on these, develop an action plan for improving food packaging systems in sub-Saharan Africa



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Thank you

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