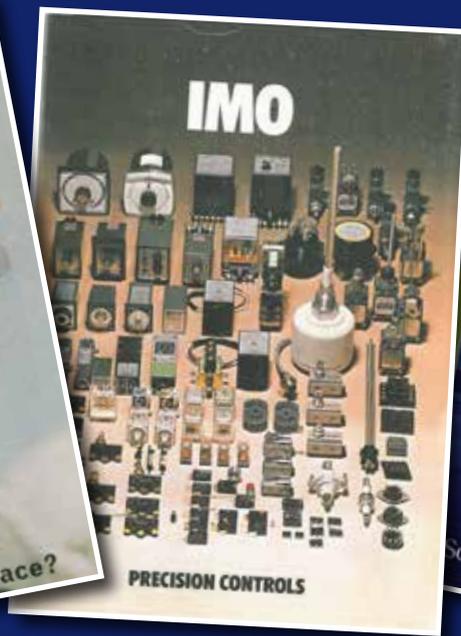




IMO

*We succeed through
the success of our customers*



A Brief History of IMO

Over 50 years of excellence...

IMO has been manufacturing and supplying control components for over 50 years, often leading the way in the introduction of innovative solutions to meet market needs. From the introduction of the first ever British Telecom Approved relay to the launch of the first compact AC variable speed drive, we have consistently broken barriers.

Half a century on from that first North London factory manufacturing plug-in power relays, the ethical values that have earned the trust and confidence of thousands of customers along the way remain as strong as ever and are engrained in our corporate culture.



Keyswitch Relay Manufacturing Ltd founded by Sir Maurice Hatter

1962



1970

IMO relay manufacturing joint venture founded



Launch of innovative test probe facility to PCB terminal block range

1980



Launch of the first compact Variable Speed Drive - The JAGUAR

1986

1984

Development and approval of the first BT Type 47 Telecom Relay





Launch of the first
BABT compliant
isolation relay for data
transfer

1990



1986

Launch of the first
Digital Variable
Speed Drive -
The JAGUAR CD



Launch of the first finger
print and RFID vehicle
security system

2005

1999

Launch of market
leading e-commerce
global fulfilment
agreement



Launch of the first
Drives Energy
Saving Self-
Funding Scheme

2012

2009

Launch of the first
TRUE DC solar isolator
with UL508 approval



Launch of the
iConnect
Remote M2M
Solution

2016

2013

Launch of the first
off-the-shelf Solar
Tracker -
the SOLAR CUBE





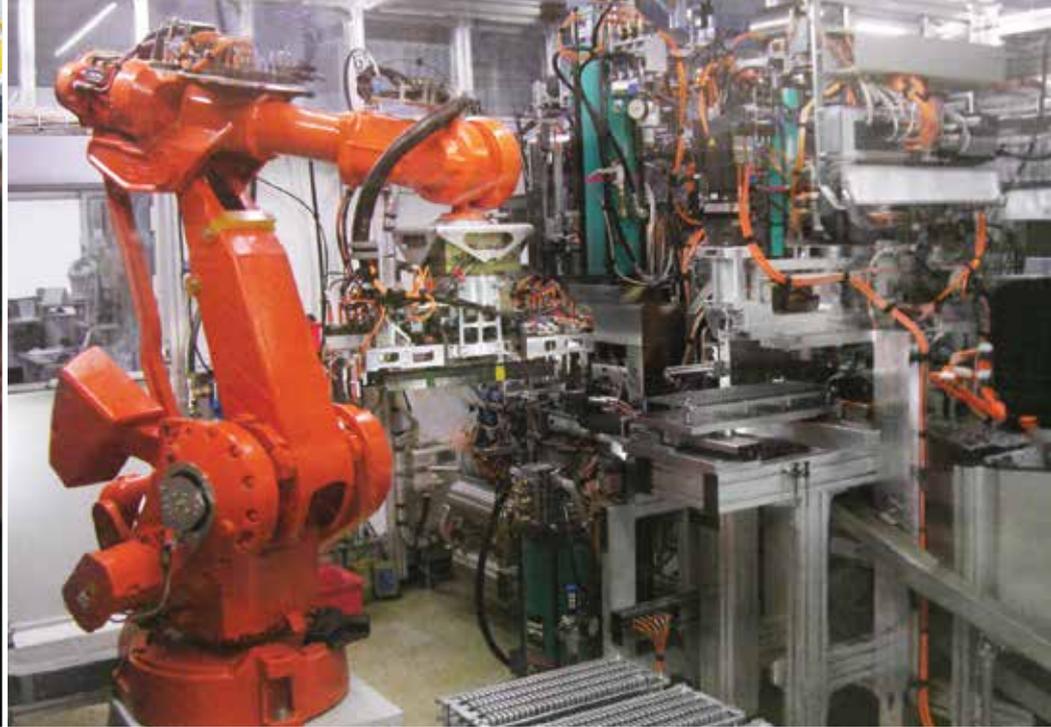
Manufacturing Excellence

From concept to creation...

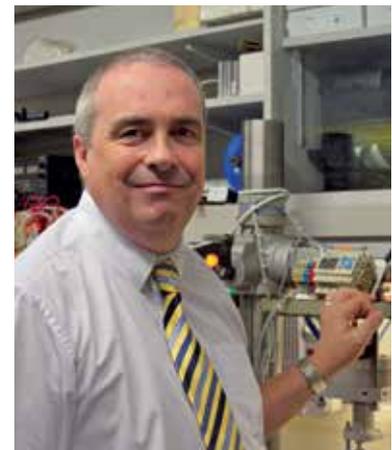
Quality and reliability will always be the foundations on which our business is based and the reason we have the trust of our customers. In the search for continued competitiveness, quality can often be the first compromise unless rigid manufacturing standards and processes remain in place whatever the external pressures.

IMO products are designed and manufactured in-house or in partnership with centres of R&D and manufacturing excellence around the world. The rigorous standards of development, reliability testing and production quality control always remain the same and are never open to compromise. IMO means quality.

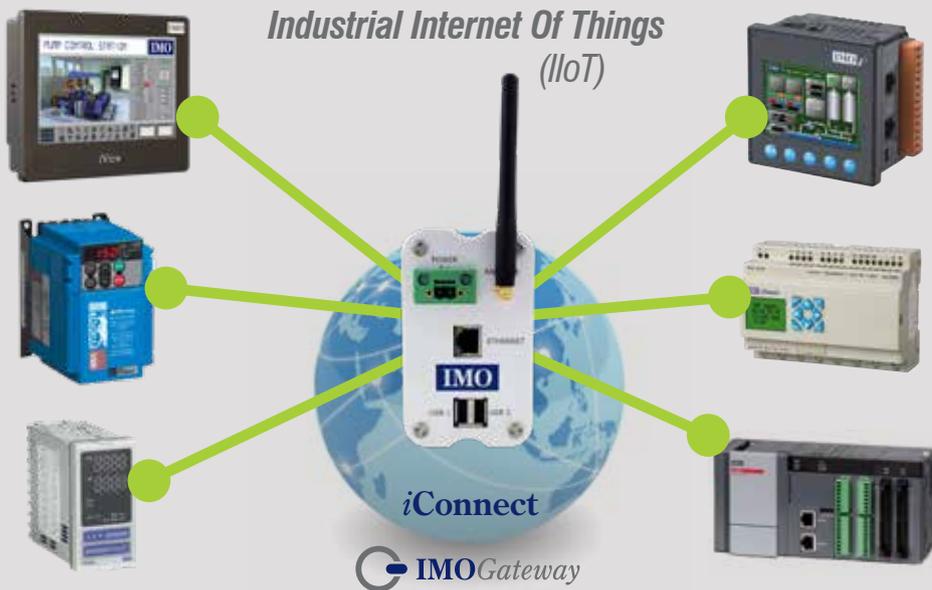




“For 25 years I have helped IMO grow and develop in its journey to be a provider of smart and reliable solutions for our customers. I am very proud of what we have achieved together.”



Graham Viney
Quality Manager



Product Solutions

Innovation in control & automation...

From panel components such as relays, timers and terminal blocks to PLC, HMI and AC Drive based automation systems that operate sophisticated machine processes, customers around the world rely on our product solutions to perform as integral parts of their business. This is no small responsibility and one which we take very seriously.

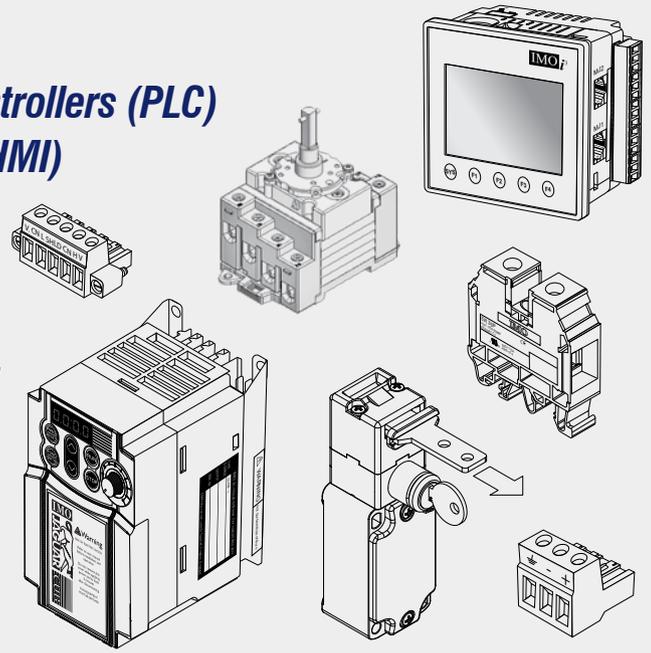
The first company in the world to do so, we guarantee our quality with warranty periods of up to 3 years on our electronic based control components and up to 5 years on our AC variable speed drives.

With certification to most of the relevant independent standards, you can rest safe in the knowledge that, when you buy IMO, you buy no-compromise excellence.





AC Drives
Programmable Controllers (PLC)
Graphic Displays (HMI)
Intelligent Relays
Sensors
Limit Switches
Motor Control Gear
Switchgear
Terminal Blocks
Relays
Power Supplies



“We succeed because we provide technology, support and competitiveness with a personal service that you cannot get anywhere else. Everybody in the company understands that we must never lose sight of that cultural advantage.”



Stuart McMinn
Product Manager



Our Customers

Your success is our success...

Our customers' competitive challenges are of paramount importance to our own success so we work tirelessly to help our customers differentiate their product, improve their service offering and grow their market share. Our approach has allowed us to enjoy long-term relationships with some of the largest blue-chip companies in the world and to help tomorrow's success stories on their journey to prominence.

With customer relationships that, in some cases, go back over 30 years we are proud to have earned and maintained the trust of so many of our customers for so long. Regardless of the evolution of technology and market forces, the basic principles at the heart of our business relationships always remain constant.



“When our customers grow, we grow, so we cannot think or act independently. Our customers determine our future and we recognise that we can have an important part to play in theirs.”



Fausto Furlotti
Chief Executive



*50,000 square feet of inventory
...across five global locations*



On-site commissioning service

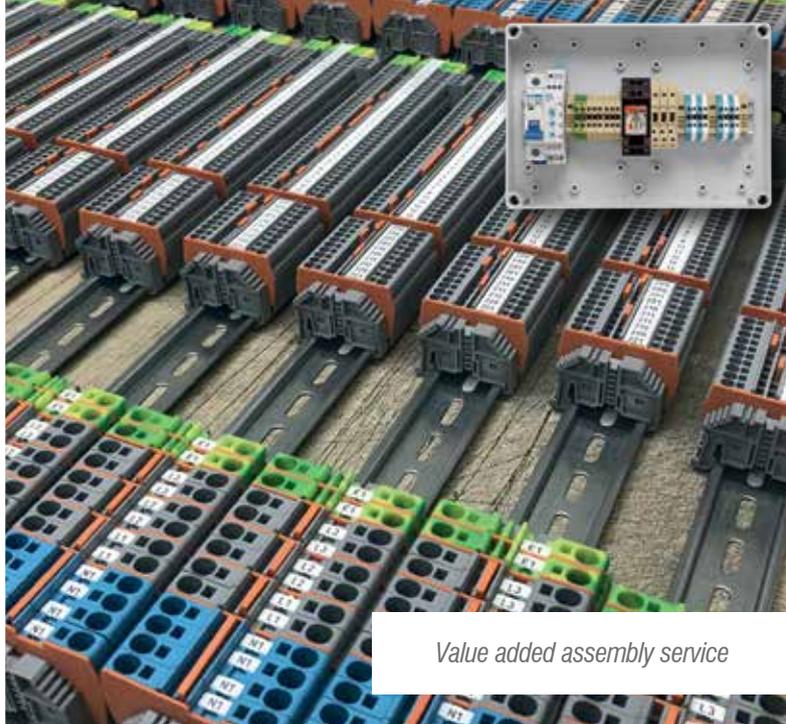
Service & Support

Always putting the customer first...

When you become an IMO customer you become part of our extended family and we care. A lot.

Whether you are dealing with an IMO sales representative at your site or speaking by telephone to our technical support team or checking pricing with our customer services team, our service to you is personal. Our people are trained to quickly learn your requirements and to concentrate on the one thing that brings you back to IMO each time; ensuring that you love working with us.

With customer application labs, technical training suites, guaranteed same day dispatch, buffer stock facilities, even consignment stock locations, everything is thought through and delivered with a care and attention that simply isn't available anywhere else.



Value added assembly service



Technical support at the end of a telephone

“My team is IMO’s Race Pit Crew. Our job is to change a customer order into a door-step delivery in the fastest possible time and with no mistakes.”



Artan Bakalli
Warehouse & Logistics Manager



Exceeding Expectations Handing control to our customers...

Our focus on technology extends well beyond our products to the infrastructure and systems that help us deliver unrivalled service to our customers. With a custom developed IT software platform and integrated Customer Relationship Management system, our customers' needs guide our IT development - not the other way round.

A personalised online customer portal provides unrivalled visibility from the moment an order is placed to the moment it is received on site. Our unique Pack'N'Track system is seamlessly integrated to our primary carrier enabling later delivery cut-off times and faster turnaround. Even our web-site exceeds expectations by allowing customers to download the software to all of our automation products from anywhere in the world - absolutely free.

www.imopc.com



**Use Your Dedicated Portal To
Check Order Progress**



**Track Your Shipment Progress
Globally Over Land Or Sea**

“Developing our Pack’N’Track system made me think very hard about ways to improve our customer experience by eliminating errors and speeding up responsiveness.”



Jorge Mahecha
Software Developer



Global Presence

Increasingly recognised around the world...

The IMO brand is increasingly recognised around the world for quality, reliability and cost efficiency. From our traditional UK base, we now derive 50% of our revenue from overseas sales and we continue to invest in our growth in both home and international markets in order to best meet the expectations of our customers.

Our expanding international sales network is backed by inventory locations in 5 continents around the world so IMO support is never far away. Our distribution partners in nearly 30 countries across the globe extend our reach even further and are on-hand to ensure that our customers receive IMO style personal care and attention wherever they may reside.

IMO Global Office Locations:

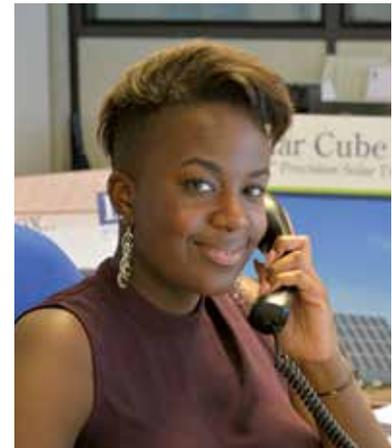
***UK, France, Italy, USA, Canada,
South Africa, Australia***

IMO Global Distribution Network:

***Austria, Brazil, Bulgaria, China, Cyprus,
Denmark, El Salvador, Finland, Germany,
Greece, Hungary, Ireland, Mexico,
Netherlands, Pakistan, Portugal, Romania,
Russian Federation, Spain, Switzerland,
Tunisia, Vietnam***



“My role in developing our overseas business is critical to the company’s continued success and watching our international sales partners grow gives me an enormous sense of satisfaction.”



Michelle Kasujja
Overseas Business Development

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France

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Email: imo-fr@imopc.com
Web: www.imojeambrun.fr

IMO Automazione

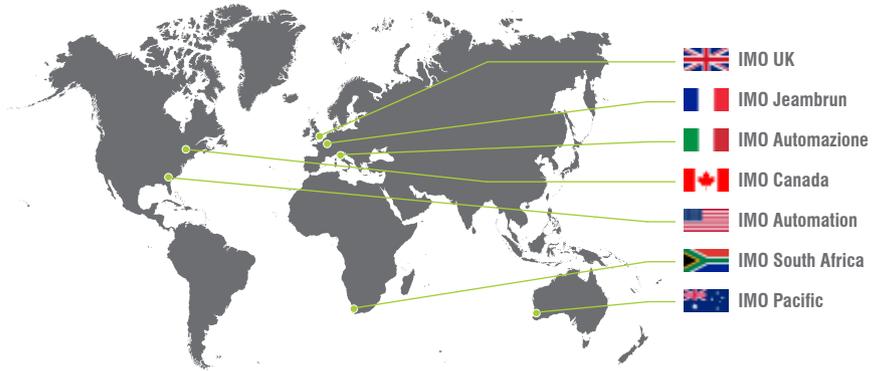
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