



PRESS RELEASE

Interpump Group: First nine months results

NET CONSOLIDATED REVENUES : + 34% TO Lire 606.7 billion

(Net consolidated revenues for the full 1999: Lire 618.2 billion)

OPERATING PROFIT: +23% TO Lire 104.5 billion

(Operating profit for the full 1999: Lire 106.6 billion)

OPERATING CASH FLOW: +91% (Lire 97.3 billion)

Giovanni Cavallini, C.E.O. of the Group,:

“The first nine months’ results of 2000 confirm the strong potential for growth and profitability of Interpump Group and the high capacity of cash generation. Net consolidated revenues and operating profit are close to the results of the full 1999.

The next years strategy is to confirm our growth both internally and externally, by means of targeted acquisitions.”

Sant’Ilario d’Enza (RE), Novembre 8, 2000. The Board of Directors of Interpump Group, approves the third quarter final results.

Net consolidated revenues, as at September 2000, recorded a **34% growth to Lire 606.7 billion** over the Lire 451.2 billion of the first nine months of 1999 and a 6.5% growth like for like. Net consolidated revenues of the full 1999 amounted to Lire 618.2 billion .

EBITDA increased by 24% to Lire 121.8 billion (20.1% of net revenues), against Lire 98.6 billion as at September 1999.

EBIT reached Lire 104.5 billion (17.2% on net revenues as in the full 1999), **with a 23% growth** over the Lire 85.2 billion of the first nine months of 1999 (18.9% on net revenues). At constant perimeter the percentage of EBIT was 18.1%. The full 1999 EBIT was Lire 106.6 billion.

Consolidated profit before taxes and minority interests was **Lire 73.3 billion** with a 11% increase and **net consolidated profit** reached **Lire 27.1 billion** with a 10% growth over the first nine months of 1999.

Operating cash flow was Lire 97.3 billion over Lire 50.8 billion generated in the first nine months of 1999 (+91%) due to a cash flow from operations of 66.7 billion and to a decrease in net operating working capital of 30.6 billion. The free cash flow, after the ordinary dividends and capital expenditures, was Lire 62.8 billion (almost 2.5 times increase) against 26.1 billion generated as at September 30, 1999.

Net financial indebtedness was equal to Lire 337.5 billion compared to Lire 310.1 billion as at December 31, 1999, due to the payment of the special dividend of 65.4 billion, to acquisitions of 13,8 billion and to the



purchase of treasury stock of 5.4 billion. Net financial indebtedness, net of the carrying value of treasury stock, was Lire 291.7 billion.

Giovanni Cavallini, C.E.O. of Interpump Group, stated:

“The first nine months’ results of 2000 confirm the strong potential for growth and profitability of Interpump Group and the high capacity of cash generation. Net consolidated revenues and operating profit are close to the results of the full 1999 and the free cash flow was almost double if compared with 35 billion generated in 1999 full year.

The next years’ strategy is to confirm our growth both internally and externally by means of targeted acquisitions. The objectives are to strengthen of the leadership positions of the Group and to keep the high levels of profitability and cash generation, as in previous years and in the first nine months of 2000”.

Lire/ Billions	1997 (nine months)	1998 (nine months)	Growth 1998/ 1997	1999 (nine months)	Growth 1999/ 1998	2000 (nine months)	Growth 2000/ 1999	CAGR (97/00)	1999 (twelve months)
Net revenues	295.4	413.8	+40%	451.2	+9%	606.7	+34%	+27%	618.2
Operating profit	51.7	81.1	+57%	85.2	+5%	104.5	+23%	+26%	106.6
Net profit	12.6	24.9	+98%	24.6	-1%	27.1	+10%	+29%	42.9
Cash flow	33.9	52.9	+56%	57.1	+8%	66.7	+17%	+25%	87.0

Lire/billions Full year	Growth 1999/1996	CAGR (96/99)
Net revenues	+60%	+17%
Operating profit	+55%	+16%
Net profit	+190%	+43%
Cash flow	+100%	+26%
EPS adjusted	+156%	+37%