



## PRESS RELEASE

**The focused acquisition policy continues**

### **INTERPUMP GROUP ACQUIRES GANSOW IN GERMANY**

#### **ONE OF THE LEADING EUROPEAN MANUFACTURERS OF SCRUBBER-DRIERS**

Milan, 4<sup>th</sup> March 2002 - The Interpump Group has signed an agreement for acquisition of the Gansow Group's German business.

Founded in 1960, the Gansow Group is one of the main European manufacturers of floor sweepers and scrubbers for professional use. It has a factory close to Dortmund (Germany) and eight after-sales and service branches in Germany.

Since January 2002 the Gansow Group has gone into receivership, following a liquidity crisis emerging in the second half of last year. In 2000, the Group's consolidated sales totalled about €40 million.

Gansow's product range, brand and service network in Germany are strongly complementary to the Interpump Group's Cleaning sector.

The Gansow Group's sales in the period March-December 2002 are projected to be in the € 15-17 million range, with the objective of strongly increasing sales in subsequent years via both use of the Gansow brand and new product launches. There is substantial potential for commercial and production synergies with other Interpump Group companies, headed by Teknova and IP Floor. Interpump Group's investment totals €3.7 million.

*"For the Interpump Group the acquisition of Gansow's German business - stated Giovanni Cavallini, Interpump Group CEO - is a further major step towards strengthening its world leadership in the professional cleaning sector and will enhance more effective penetration of the main European market - Germany - and significant growth in the floor-care segment, one of the most promising segments of activity of Interpump Group. The full impact of this acquisition will emerge already as from 2003 and even more strongly thereafter, following rationalisation of the entire floor-care segment within the Interpump Group's business portfolio".*

In the last five years the Interpump Group has completed 11 acquisitions in Italy and abroad, for a total of €172 million.

For further information please contact: Moccagatta Associati - Tel.++39-02/86451419 Fax ++39-02/86452082