



## PRESS RELEASE

### **Interpump Group confirms growth targets**

### **SALES DOUBLED IN NEXT FIVE YEARS**

### **MAINTENANCE OF VERY STRONG PROFITABILITY INDICATORS:**

**ROE: 19% +/- 2**

**ROCE: 20% +/-2**

Interpump Group's CEO, **Giovanni Cavallini**:

*“Despite the uncertainties of the global economy, our company's target is to double sales in the next five years whilst maintaining high profitability – and continuing to create value for our shareholders”.*

Milan, 27th February 2003 – During the event held today - organised by Borsa Italiana SpA and dedicated to companies listed in the STAR (high quality, small-medium caps) segment, - **Giovanni Cavallini, CEO of the Interpump Group**, will give a presentation commenting on preliminary FY2002 results and illustrating the Interpump Group's strategies for the future

The Interpump Group will in fact confirm its target to grow faster than the market average, **projecting doubling of its size within the next five years**, despite the protraction of uncertainty in world markets. **One third of achievement will come from organic growth and two thirds from a focused acquisition strategy** in sectors complementary to the group's core business.

Since going public in December 1996 to date, the company has grown from sales revenues of some € 200 million to € 492.9 million as at the end of 2002, growing at 16% CAGR. Similarly, EBITDA in the same period has grown at 13% CAGR. In addition, since 1997 to date ROE has always been within the 16.8-20.4% range, whilst ROCE (EBIT on capital employed net of own shares) has held firm in the 17.4%-23.3% range – thus confirming the group's exceedingly strong profitability. In the last six years the Interpump Group has completed as many as 11 acquisitions in Italy and abroad, for a total value of €176 million.

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It is projected that, in the next five years, the Interpump Group's sales growth will continue to be accompanied by strong profitability. ROE is projected to remain at around 19% (+/-2) whilst ROCE should remain at around 20% (+/- 2).

The Interpump Group's preliminary FY2002 figures confirm a positive trend – as regards both **consolidated net sales revenue, up by 15.7% YoY to € 429.9 million** (€426.1 million in 2001) and **pre-tax profit, which grew by 11.3% YoY to €49.3 million**.

These results were achieved notwithstanding the fact that 2002 featured an extremely difficult macroeconomic scenario – particularly for markets in the largest Western Hemisphere economies, which are the historical targets of the Interpump Group. **Sales based on comparable consolidation also showed robust growth, increasing by 11.6% to €475.5 million**.

**Consolidated EBITDA in 2002 grew by +3.9% to € 84.5 million** (vs. € 81.3 million in 2001). **Consolidated EBIT progressed by 2.5% to €69.2 million** (vs. €67.6 million reported for 2001).

**2002 consolidated net profit amounted to € 21.1 million** with a slight YoY reduction (-1.6% vs. € 21.4 million in 2001) caused solely by an 8.6-point **increase in the effective tax rate**.

**Consolidated net equity grew to € 193.4 million (+5.8%)** as compared with € 182.8 million reported at 2001 year-end.

**Net debt** totalled € 175.4 million vs. € 176.4 million in 2001. This successful restraint was made possible by **high operating cash flow, i.e. € 55.9 million, +18.1% vs. 2001** (when it amounted to € 47.3 million).

**EPS**, adjusted for goodwill amortisation and calculated on the weighted average number of shares outstanding, was in line with the 2001 level, at **€0.398**.

The Board of Directors is scheduled to meet on March 13th 2003 to approve definitive FY2002 results.

Interpump Group's CEO, **Giovanni Cavallini** commented: "Despite the uncertainties of the global economy, our company's target is to double sales in the next five years whilst maintaining high profitability – and continuing to create value for our shareholders".

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