



PRESS RELEASE

INTERPUMP GROUP: RESULTS FOR THE FIRST QUARTER OF 2005

Net revenues in the first quarter of 2005: 139.6 million euro (down 10.6%)
EBITDA: 23.2 million euro (down 12.1%)

INDEBTEDNESS: DOWN 11.6 MILLION EURO

Giovanni Cavallini, Chairman of Interpump Group, stated:

“With the acquisition of Hammelmann, the leading company in very-high-pressure pumps, and the planned sale of the Cleaning sector, Interpump Group focuses its attention exclusively on the high-tech sectors. The impact of this strategic choice is expected to be seen already during the next quarter. Decrease in revenues and subsequently in margins result from a fully contingent situation, which is now rapidly recovering.”

Milan, Friday 13 May 2005 - The Interpump Group Board of Directors met today in Milan to approve the Quarterly Report as at 31 March 2005.

In the first quarter of 2005 **net revenues considerably increased** in the Group's core business, in particular in the **Hydraulic Sector** (up 14.3% to 36.8 million euro) and in the **Industrial Sector** (up 13.2% to 23.1 million euro). The Cleaning sector (with a turnover of 71.0 million euro, down 24.5% against the first quarter of 2004) feels the impact of the market slowdown, above all in the consumer segment, yet being recovered. In the first quarter of 2005 **consolidated net revenues of Interpump Group** amounted to **139.6 million euro**, down 10.6% against 156.2 million euro in the first quarter of 2004.

Revenues broken down by geographic area recorded a **strong growth in Europe**, excluding Italy (up 19.7% to 48.5 million euro) and the Pacific Area (up 8.3% to 6.5 million euro); in Italy they decreased (down 6.2% to 26,8 million euro), as well as in North America (down 32.1% to 49.5 million euro), above all due to the decrease in sales in the consumer segment of the Cleaning sector, against the strong growth recorded by this segment in the first quarter of 2004, thanks to the exceptional order execution times in that period. The second half 2005 is forecasted in strong growth, compared to the second half 2004. In the first quarter of 2005 the dollar average exchange rate fell by 4.9% against the first quarter of 2004, with a further impact on the revenues spread.

The **Hydraulic Sector** reported the highest growth in the first quarter of 2005, especially in North America (up 23.5% in local currency; up 17.7% in euro). However, the **Industrial Sector**, which feels the impact of the different classification against the previous year as a result of the sale of the Cleaning Sector announced on 18 April, grows by 13.2% to 23.1 million euro. The Industrial Sector includes today high-pressure and very-high-pressure pumps, the sector's core business (up 20.5% during the quarter, reaching 17.8 million euro), and the cleaning equipment and machinery previously classified in the Cleaning sector. In particular, as far as the Industrial Sector is concerned, it is necessary to remember the acquisition on 5 April 2005 of the German company **Hammelmann**, leader in high-pressure and very-high-pressure pumps up to 4,000 bar, with 2004 revenues equal to 49.0 million euro and a high profitability: this will involve a consolidation of revenues since 1 April 2005 and the access of Interpump Group to very-high-tech market segments, in which previously the Group was not present, with a subsequent strengthening in strategic and highly profitable areas. Therefore, it is necessary to look at the results of the first quarter of 2005 in the

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light of these important extraordinary operations, which deeply modified the business model and features of Interpump Group.

Interpump Group revenues in the first quarter of 2005

Interpump Group's **consolidated gross operating margin (EBITDA) reached 23.2 million euro (down 12.1%** against 26.4 million euro in the first quarter of 2004). The turnover/EBITDA ratio was **16.6%** (16.9% in the first quarter of 2004). This fall is due to the decrease in turnover in the consumer segment, as previously explained.

Consolidated operating profit (EBIT) reached 18.7 million euro (22.4 million euro in the first quarter of 2004), down 17.7%, equal to **13.4% of net revenues** (14.4% in the first quarter of 2004).

Consolidated net earnings was equal to 6.4 million euro (down 25.0% against 8.5 million euro in the first quarter of 2004). Operating **cash flow** amounted to 13.5 million euro (16.5 million euro in the first quarter of 2004).

Net earnings per share (**EPS**), adjusted for the amortization of goodwill and calculated on the number of outstanding shares net of own shares, was equal to 0.118 euro, against 0.143 euro in the first quarter of 2004. It is necessary to remember the cancellation of 4,106,240 company treasury shares on 2 February 2005, following the meeting resolution dated 19 October 2004, in order to maximize the Shareholders' value and optimize the company's capital structure, by decreasing the cost of capital. This operation involved the reduction of net equity by 16.8 million euro. **Consolidated net equity** reached 164.4 million euro, against 184.3 million euro as at 31/12/2004.

The net financial position shows 200.0 million euro in debt, **down 11.6 million euro** against 31/12/2004.

Commenting on the results for the first quarter of 2005, the Chairman of Interpump Group, Giovanni Cavallini stated:

"With the acquisition of Hammelmann, the leading company in very-high-pressure pumps, and the planned sale of the Cleaning sector, Interpump Group focuses its attention exclusively on the high-tech sectors. The impact of this strategic choice is expected to be seen already during the next quarter. Decrease in revenues and subsequently in margins result from a fully contingent situation which is now rapidly recovering."

Adjustment as compared to the international accounting standards (IAS/IFRS)

Interpump Group concluded the process of transition to the international accounting standards IAS/IFRS. On the basis of the new laws, Interpump Group expects to present the first-half report as at 30 June 2005 by making reference to the IAS 34. In this context the company announces the decision to use the derogation provided for by the new Stock Exchange Regulation, that allows not to publish the second quarter 2005 report if the company publishes the first-half report by adopting the IAS/IFRS accounting standards by 26 September 2005; on this date the company will announce the results for the first half of the year, in compliance with the international accounting standards (I.F.R.S.).

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Reclassified consolidated income statements - quarterly	<i>1st quarter 2005 €/000</i>	<i>%</i>	<i>1st quarter 2004 €/000</i>	<i>%</i>
Net revenues	139,595	100.0	156,192	100.0
Purchases, net of changes in inventories	<u>(65,102)</u>		<u>(72,806)</u>	
Gross industrial margin	74,493	53.4	83,386	53.4
Personnel expenses	(22,587)		(22,154)	
Other operating costs	<u>(28,738)</u>		<u>(34,869)</u>	
Gross operating profit (EBITDA)	23,168	16.6	26,363	16.9
Operating depreciation and amortization and allowance to provisions	<u>(4,480)</u>		<u>(3,927)</u>	
Operating profit (EBIT)	18,688	13.4	22,436	14.4
Amortization and impairment of goodwill	(2,395)		(2,512)	
Amortization of the consolidation difference allocated to buildings	(52)		(52)	
Financial income (charges), net	(2,112)		(1,764)	
Exchange-rate differences	(38)		162	
Financial discounts granted to customers	(585)		(763)	
Adjustment of value of investments according to the equity method	40		136	
Extraordinary income (charges), net	<u>761</u>		<u>(29)</u>	
Profit for the period before taxes and minority interests	14,307	10.2	17,614	11.3
Income taxes	<u>(7,075)</u>		<u>(8,277)</u>	
Net profit before minority interests	7,232	5.2	9,337	6.0
Minority interests	<u>(874)</u>		<u>(856)</u>	
Net consolidated profit for the period	<u>6,358</u>	4.6	<u>8,481</u>	5.4

RECLASSIFIED CONSOLIDATED BALANCE SHEETS

	31/03/2005	%	31/03/2004	%	31/12/2004	%
	€000		€000		€000	
Trade receivables	114,389		112,768		96,200	
Inventories	115,139		104,146		107,344	
Prepayments and accrued income within one year	2,773		3,266		2,514	
Other receivables, net of deferred tax assets	13,750		14,522		13,075	
Trade payables	(94,862)		(107,633)		(75,035)	
Tax payables due within one year	(10,410)		(13,318)		(6,054)	
Other current liabilities, net of payables for the acquisition of equity investments	(15,582)		(13,621)		(15,154)	
Accrued expenses, net of interest charges	<u>(281)</u>		<u>(658)</u>		<u>(302)</u>	
Opening net operating working capital	<u>124,916</u>	34.3	<u>99,472</u>	26.1	<u>122,588</u>	31.9
Tangible fixed assets	103,648		106,883		105,928	
Goodwill	119,210		134,417		121,605	
Treasury stock	17,606		33,253		33,253	
Other financial fixed assets	5,760		10,602		5,548	
Other non current assets	22,840		21,952		24,404	
Provisions	(12,341)		(7,930)		(12,225)	
Staff severance indemnities	(16,872)		(16,041)		(16,838)	
Payables for the acquisition of equity investments	-		(258)		-	
Other non current liabilities	<u>(321)</u>		<u>(549)</u>		<u>(253)</u>	
Total net fixed assets	<u>239,530</u>	65.7	<u>282,329</u>	73.9	<u>261,422</u>	68.1
Total capital employed	<u>364,446</u>	100.0	<u>381,801</u>	100.0	<u>384,010</u>	100.0
Financed by:						
Share capital	41,559		43,694		43,694	
Retained earnings	98,206		115,067		103,034	
Profit for the period	<u>6,358</u>		<u>8,481</u>		<u>8,396</u>	
Total shareholders' equity for the Group	146,123		167,242		155,124	
Minority interests	<u>18,288</u>		<u>17,079</u>		<u>17,242</u>	
Total consolidated shareholders' equity	<u>164,411</u>	45.1	<u>184,321</u>	48.3	<u>172,366</u>	44.9
Cash on hand	(133,086)		(53,376)		(22,390)	
Payables to banks within one year	55,626		36,977		47,173	
Current portion of medium/long term financing	60,189		53,933		61,673	
Accrued interests	<u>816</u>		<u>851</u>		<u>967</u>	
Total short term indebtedness	(16,455)		38,385		87,423	
Medium/long-term indebtedness	<u>216,490</u>		<u>159,095</u>		<u>124,221</u>	
Total net indebtedness	<u>200,035</u>	54.9	<u>197,480</u>	51.7	<u>211,644</u>	55.1
Total sources of financing	<u>364,446</u>	100.0	<u>381,801</u>	100.0	<u>384,010</u>	100.0