

INTERPUMP GROUP

3Q-3QYTD2023 FINANCIAL RESULTS

10th November 2023

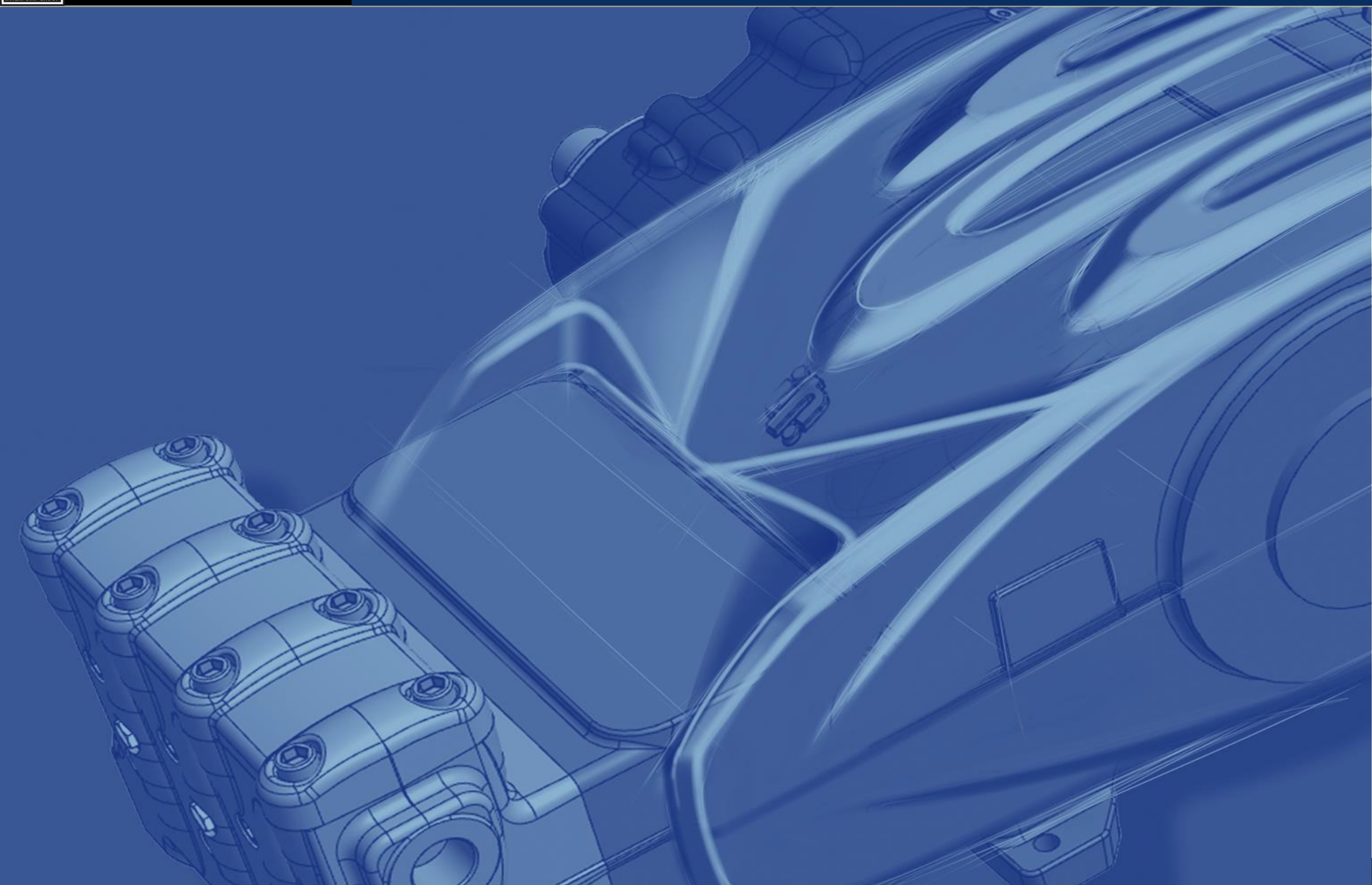


- **KEY HIGHLIGHTS**
 - **3Q-3Q2023YTD FINANCIAL RESULTS**
 - **GROUP SUSTAINABILITY PATH**
 - **OUTLOOK**
 - **ANNEX**
- 
- A detailed technical line drawing of a mechanical component, likely a pump or engine part, rendered in a light blue color against a dark blue background. The drawing shows various ports, bolts, and internal structures, with a perspective view of the component's housing.



3Q-3Q2023YTD

KEY HIGHLIGHTS

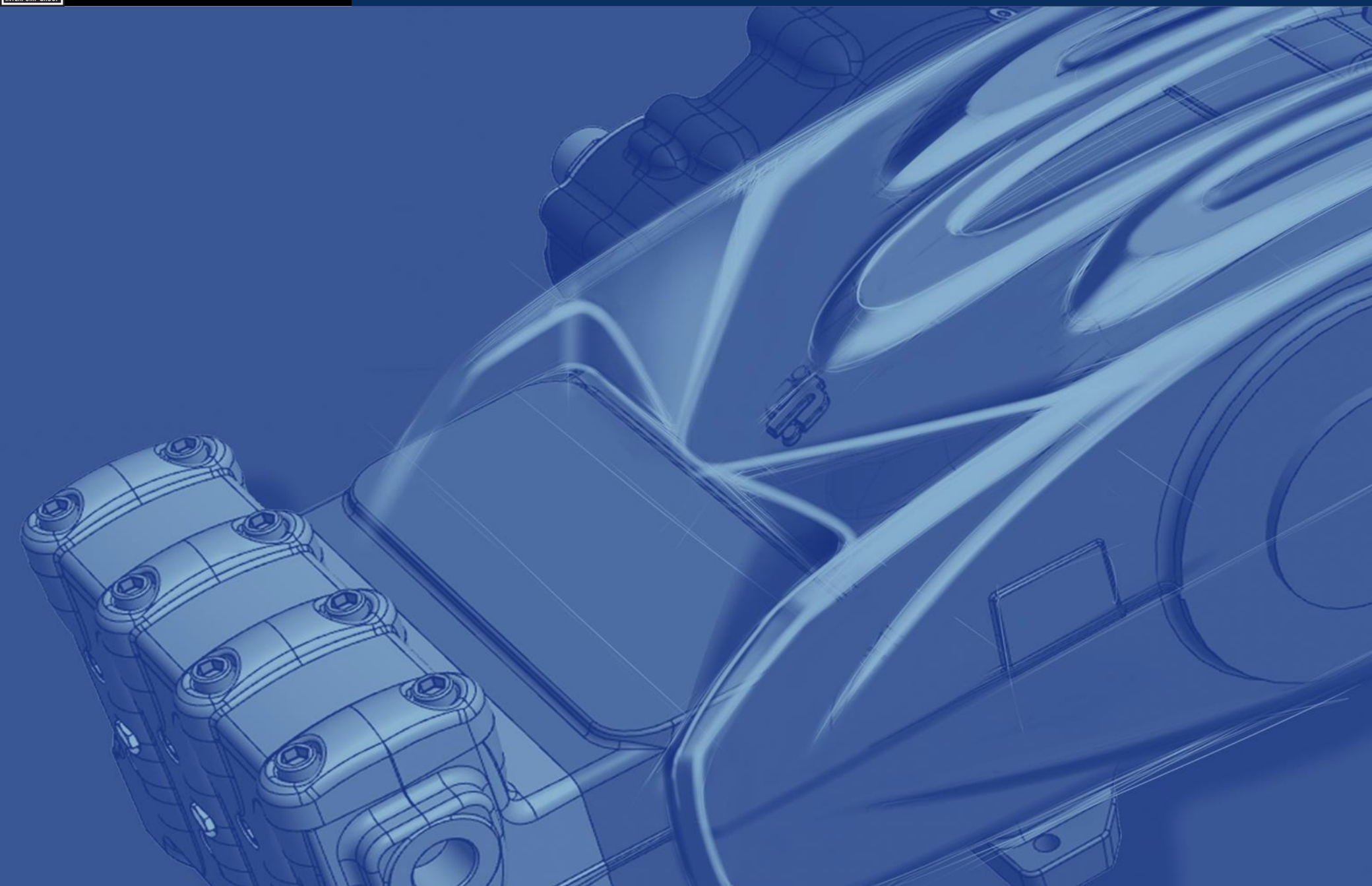


- 3Q-3Q2023YTD results: delivering on commitments
 - Financials: delivering on organic growth, margin increase and FCF improvement
 - Sales: growth on growth
 - Profitability: another step towards a new record
 - NFP: record profitability exploited in material cash generation improvement
 - 2023-2025 ESG Journey: after “Governance”, delivering on “Environment”
 - “Governance”: Chairman and CEO role separation in April, Succession Plan in November
 - “Environment”: 2023-32 Decarbonisation Strategy
- 2023 targets
 - Sales: organic high-single digit guidance confirmed
 - Profitability: new record confirmed
 - ESG: delivery of last 2023 actions
- 2024 focus
 - Profitability protection: business model flexibility and Water Jetting support
 - Cash flow improvement: further benefits from TWC and “Post COVID” CAPEX plan softening



3Q-3Q2023YTD

FINANCIAL RESULTS



■ 3Q-3Q2023YTD

- Sales: “diversification” drove growth on growth, +4% on top of almost +16% of 3Q2022
- Profitability: “Read the Market and adapt Operations” drove to 24.3%, best 3Quarter ever
- NFP: “convert Profitability in Cash” drove to cash release from TWC and to a “5x higher” FCF in 3Q2023

Million €	3QUARTER		3QUARTER YTD	
	2022	2023	2022	2023
Group Sales	518.6	535.9	1,544.9	1,720.4
Growth,		+3.3%		+11.4%
of which				
▪ Organic		+4.0%		+10.4%
▪ Perimeter change ⁽¹⁾		+3.2%		+2.5%
▪ FX impact		-3.8%		-1.6%
EBITDA ⁽²⁾	123.4	130.3	365.1	425.6
Growth		+5.6%		+16.6%
% on net sales	23.8%	24.3%	23.6%	24.7%
Net Income	75.2	72.1	214.7	240.6
NFP ⁽³⁾			603.8	526.1

⁽¹⁾ 2023 perimeter change: Draintech (consolidated since June 2022), Eurofluid (consolidated since November 2022) Mouldtech (consolidated from April 2023), I.Mec and Waikato (consolidated since May 2023) - ⁽²⁾ Related to May 2022 Romania fire: € 1.6m of inventory write-off in 3Q2022 and € 4m of one-gain in 3Q2022; € 9m of insurance reimbursement in 1H2023 - ⁽³⁾ Excluding € 75.1m and € 53.3m of subsidiaries purchase commitments in 3Q2023YTD and 3Q2022YTD respectively

3Q2023

– Hydraulics

- Sales: market normalisation ongoing
- Profitability: Group actions stronger than normalisation

– Water-Jetting

- Sales: business “late-cyclical” nature strengthened by “complete solution” products
- EBITDA: dilution driven only by perimeters changes, sales mix effect successfully managed

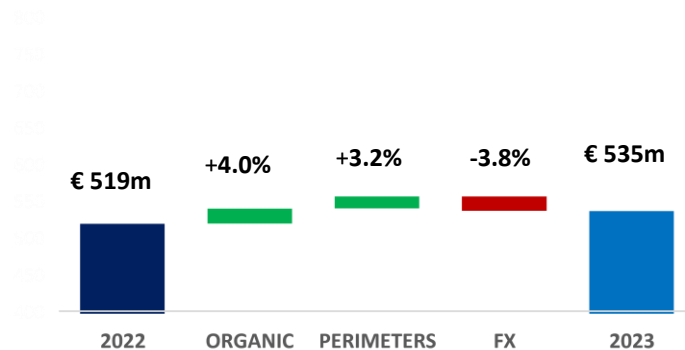
		3QUARTER		3QUARTER YTD	
Million €		2022	2023	2022	2023
HYDRAULIC	SALES	382.3	384.9	1,148.5	1,268.6
	Growth		+0.4%		+10.5%
	EBITDA ⁽¹⁾	83.5	86.8	250.8	298.5
	Growth		+3.9%		+19.0%
	% on net sales	21.8%	22.6%	+21.8%	23.5%
		From 20.8% to 22.6% excluding 3Q2022 one-off gain			
WATER-JETTING	SALES	136.3	152.0	396.5	451.8
	Growth		+11.5%		+14.0%
	EBITDA	39.9	43.5	114.3	127.2
	Growth		+9.0%		+11.2%
	% on net sales	29.1%	28.4%	28.6%	27.9%
		From 29.1% to 30.1% excluding acquisitions			

2023 perimeter change: Draintech (consolidated since June 2022), Eurofluid (consolidated since November 2022) and Mouldtech (consolidated from April 2023) in Hydraulics; I.Mec and Waikato (consolidated since May 2023) in Water Jetting - ⁽¹⁾ Related to May 2022 Romania fire: € 1.6m of inventory write-off in 2Q2022 and € 4m of one-gain in 3Q2022; € 9m of insurance reimbursement in 1H2023

- 3Q2023: organically, +4% on top of almost +16% of 3Q2022
 - Almost +18% in 3Q2021
- Evolution consistent with division nature and Group yearly expectation
 - Hydraulic: market normalisation, with “PTO’s & cylinders” balancing “orbital motors”
 - Water Jetting: late-cycle” nature exploitation, “high pressure pumps” on top

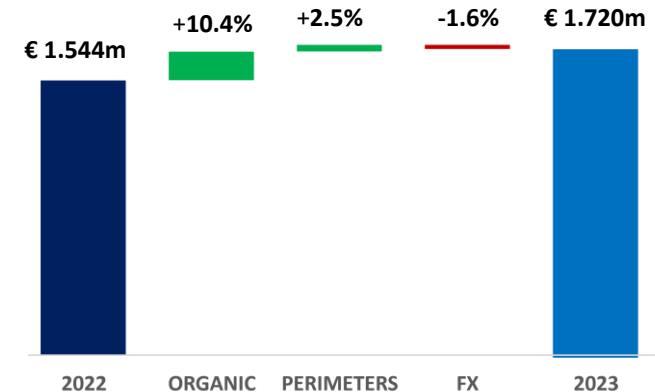
3Q2023 GROUP SALES EVOLUTION

+3.3%



3Q2023YTD GROUP SALES EVOLUTION

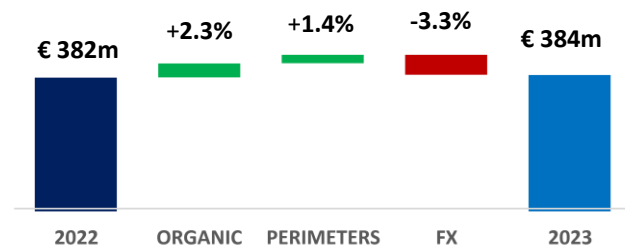
+11.4%



HYDRAULIC

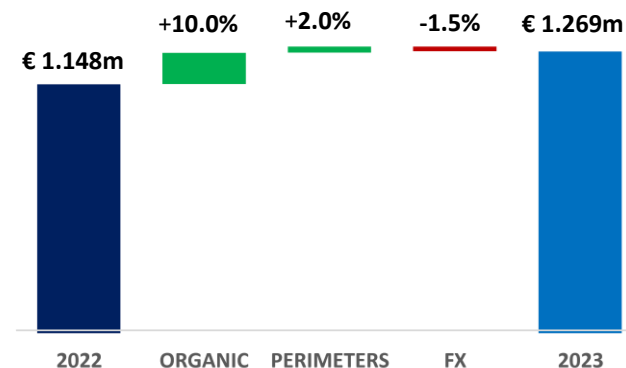
3Q2023 SALES EVOLUTION

+0.4%



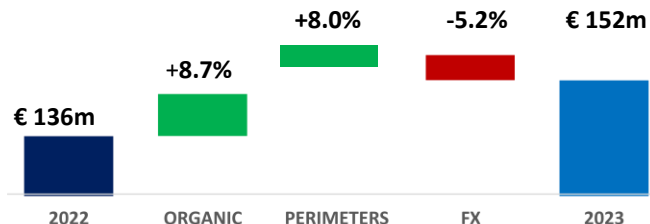
3Q2023YTD SALES EVOLUTION

+10.5%

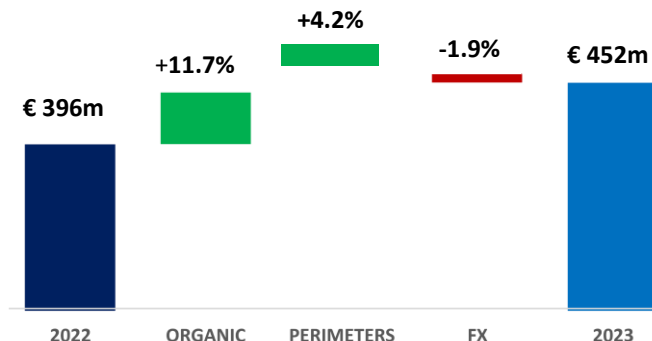


WATER-JETTING

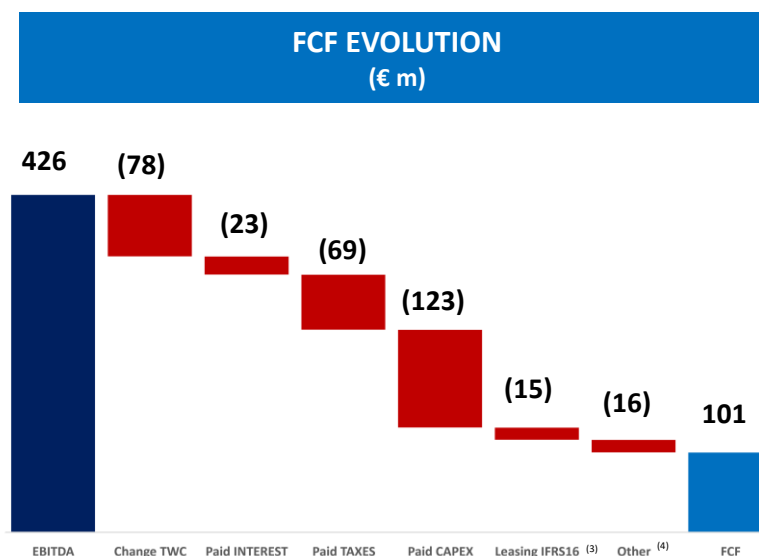
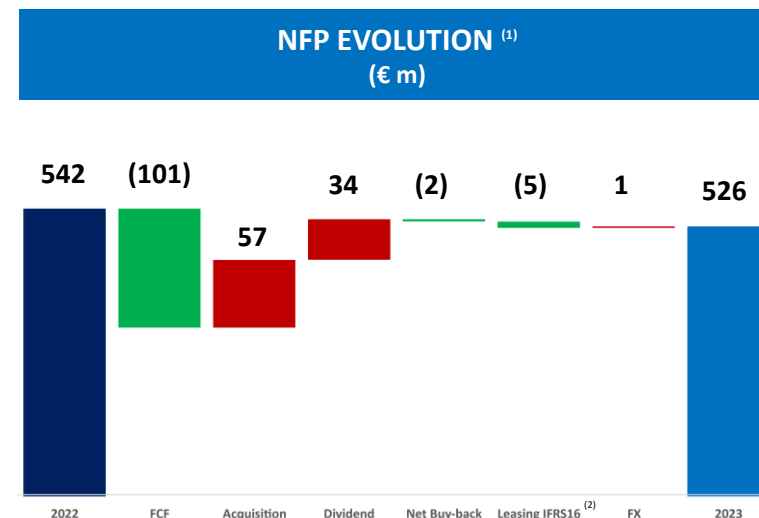
+11.5%



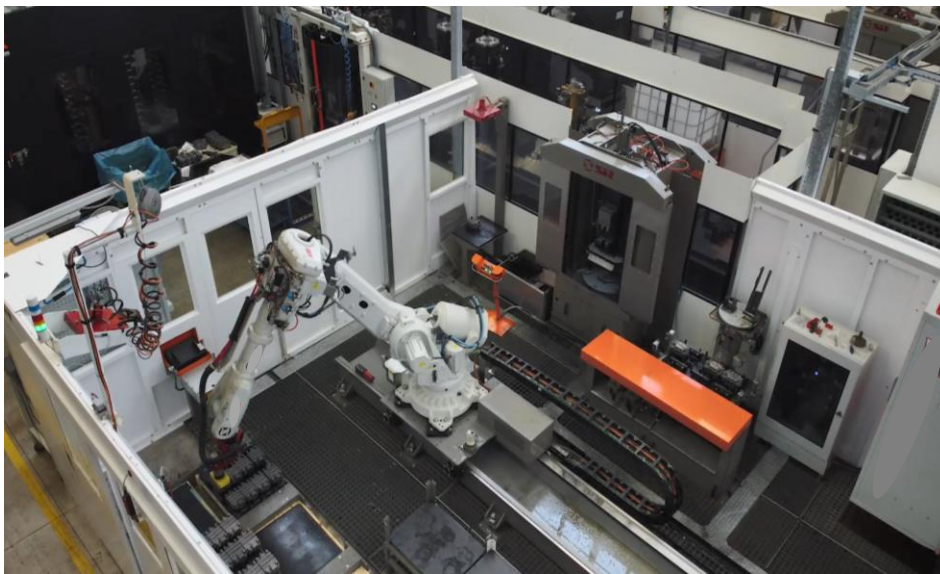
+14.0%



- NFP was € 526m compared to € 542m of December 2022⁽¹⁾
- FCF from € 22m to € 101m, delivering improvement commitment
 - TWC: leveraging on 3Quarter cash generation, cash absorption was reduced by almost 60% notwithstanding double-digit sales growth
 - CAPEX: € 123m, from “construction” to “machinery&equipment” phase in “Post COVID” expansion plan



⁽¹⁾ Excluding € 75.1m and € 62.8m of subsidiaries purchase commitments in 1H2023 and 2022 respectively - ⁽²⁾ Principal portion of finance lease installments +/- new leasing contracts arranged +/- remeasurement and early close-out of leasing contracts - ⁽³⁾ “Investment in property, plant & equipment” less “Proceeds from the sales of property, plant & equipment + Investment in other intangible assets” - ⁽⁴⁾ Principal portion of finance lease installments



Walvoil Corte Tegge - Robotic machining center of directional valve bodies'

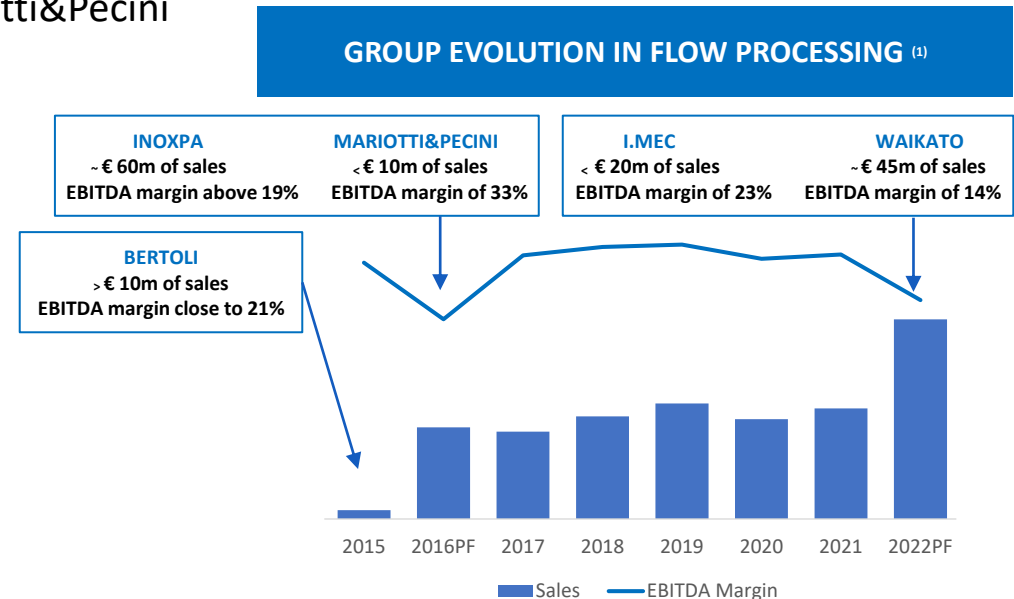
Reggiana Riduttori San Polo d'Enza - Automated warehouse



- 3 acquisitions to support Group strategic growth path
- Mouldtech, key piece to enhance cast iron supply chain
 - A fundamental raw material for Group “valves” sector
 - An increase “production&facility” plan already in place to gradually supply other Group companies
- I.Mec and Waikato in Flow Processing, to address F&B, pharma and cosmetics sector applications
 - In 2015 Bertoli AND in 2017 Inoxpa and Mariotti&Pecini Integration activities undergoing
 - I.Mec already plugged in
 - For Waikato, new kind of activity demands more efforts, started strong collaboration with Inoxpa



Mouldtech factory after Group refurbishment

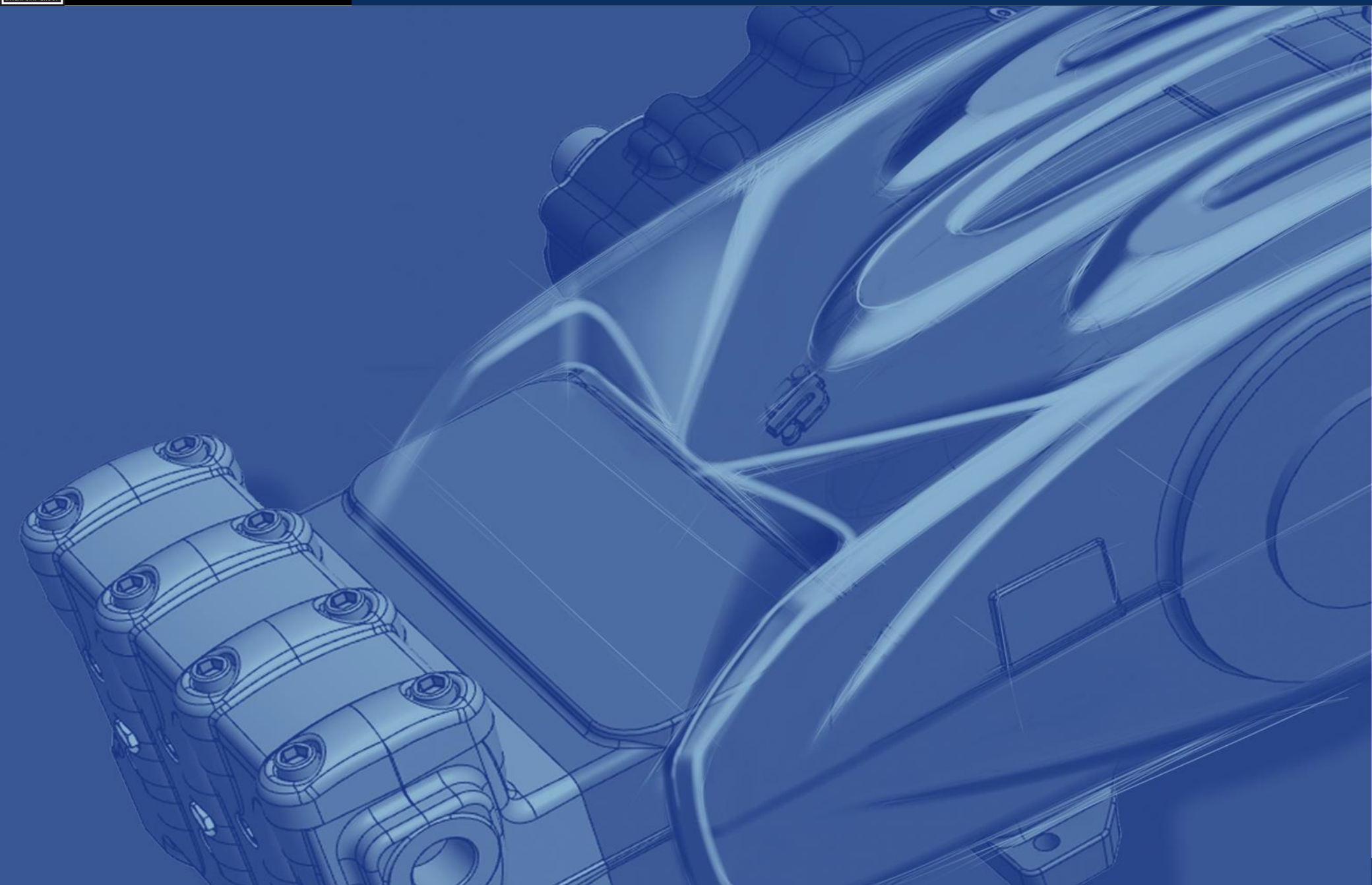


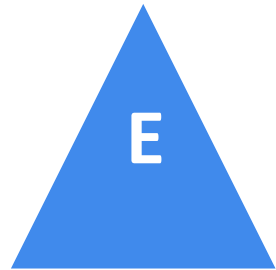
⁽¹⁾ Proforma 2016 and 2022 = acquisitions consolidate as of year start at 100% - For Bertoli and Mariotti&Pecini, after merger in Interpump S.p.A. the “net industrial margin” represents the profitability KPI



3Q2023YTD

GROUP SUSTAINABILITY PATH





2023-2025 KEY TARGETS

- Definition of Group “Carbon neutrality” strategy
- Reduction of Group “Carbon intensity”
- Increase of renewed electricity consumption

2023

2025

2025

- Injury rate improvement
- ESG supply chain evaluation
- ISO 45001 extension

2024

2023

2027

- Establishment of Board ESG Committee
- Succession plan formalisation
- Tax compliance consolidation

2023

2023

2024

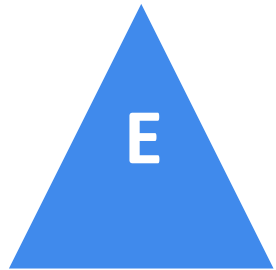
SUPPORTED GRI
and SDG

305-1 and 2
302-1

403-9
308-1 / 414-1


207-1, 2 and 3





2023-2025 KEY TARGETS

- Definition of Group “Carbon neutrality” strategy
- Reduction of Group “Carbon intensity”
- Increase of renewed electricity consumption

2023

2025

2025

SUPPORTED GRI
and SDG

305-1 and 2
302-1


- Targets
 - Achievement of Group 2025 Emission reduction target
 - Enhancement of “2030 Emission reduction target” road map
- Emission focus: Scope 1&2 emissions
- Levers: photovoltaic plants, renewable energy certificates and corporate power purchase agreement
- Costs: around € 3m of CAPEX and less than € 6m of OpEX spread over the next 10 years ⁽²⁾

⁽¹⁾ See please on Group web site a presentation dedicated to “2023-32 Decarbonisation Strategy”

⁽²⁾ Total resources dedicated to Group ESG evolution (2023-25 ESG Journey and 2023-32 Decarbonisation Strategy): around € 13m of CAPEX and around € 9m of OpEX until 2032

- Consistently with Group commitment to improve ESG approach, “2023-32 Decarbonisation Strategy” factors some important improvements compared to “2023-25 ESG Journey”
- Higher number of Group companies included in the calculation sample
 - From 25 to 29: almost 90% of turnover and of Scope 1&2 emissions

2023-2025 ESG JOURNEY 5 October 2022 ⁽¹⁾

- 25 companies included in the calculation sample
 - 16 and 9 in the Hydraulic and Water-Jetting division respectively
- Almost 65% of 2021 sales covered
- Around 50% of top Group productive sites ⁽²⁾ and around 70% of Group employees
- Close to 80% of Group total Scope 1&2 emissions

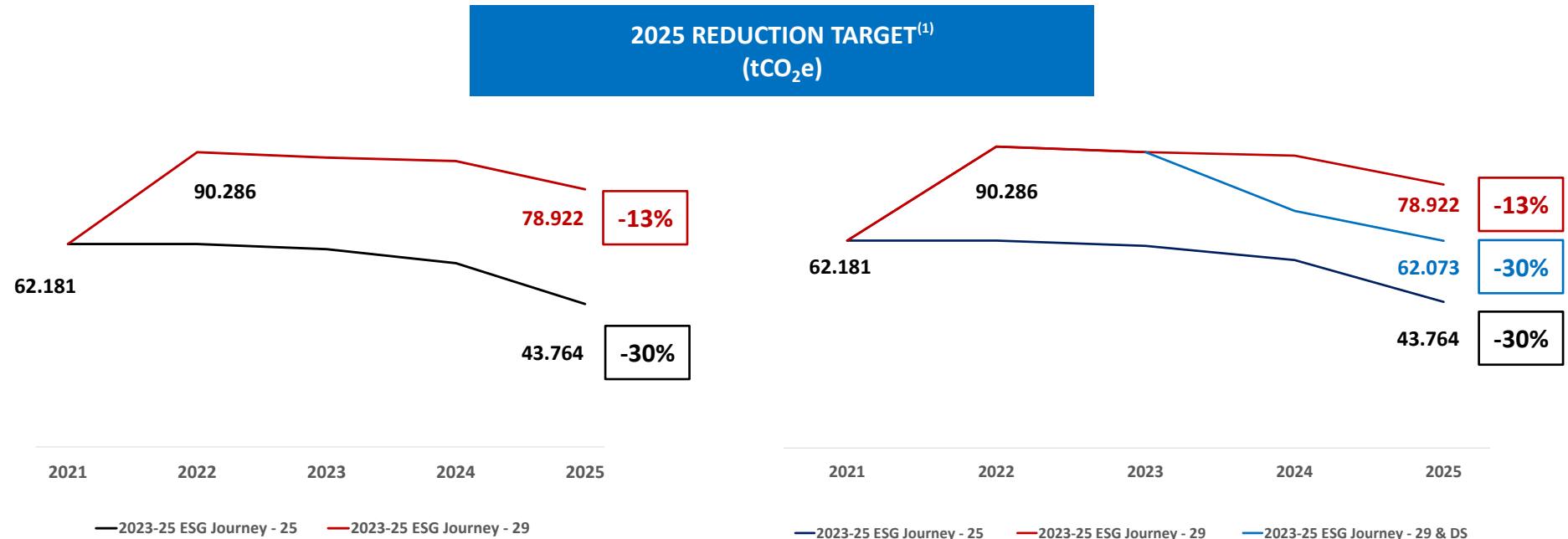
2023-32 DECARBONISATION STRATEGY ⁽³⁾

- 29 companies included in the calculation sample
 - 17 and 12 in the Hydraulic and Water-Jetting division respectively
- Almost 80% of 2022 sales covered
- Around 65% of top Group productive sites ⁽²⁾ and around 80% of Group employees
- Close to 90% of Group total Scope 1&2 emissions

- Scope 3 data collection and analysis
 - Cat. 11, Cat. 1, Cat. 9 and Cat. 4 are the most important Scope 3 categories
- M&A sensitivity exercise to evaluate Group acquisition strategy impact
 - ESG parameters will start to be considerED in the due diligence process of material manufacturer targets

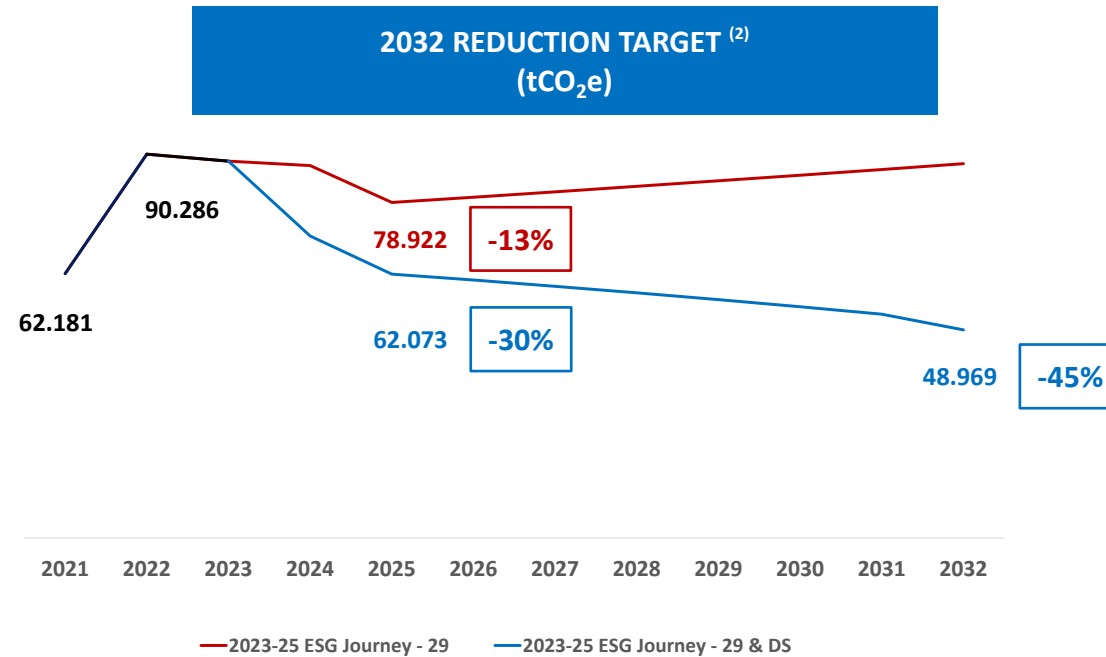
⁽¹⁾ See please 2021 Non-Financial Statements - ⁽²⁾ Perimeter: factories above 1.000sq - ⁽³⁾ See please 2022 Non-Financial Statements

- Achievement of Group 2025 Emission reduction target
 - “2023-32 Decarbonisation Strategy” will allow Group to reach the 30% emission reduction



⁽¹⁾ 25 = Calculation sample composed by 25 companies - 29 = Calculation sample composed by 29 companies - DC = 2023-32 Decarbonisation Strategy

- Enhancement of “2030 Emission reduction target”⁽¹⁾ road map
 - “2023-32 Decarbonisation Strategy” will allow Group to reach a 45% emission reduction in 2032



⁽¹⁾ 2015 Paris agreement - ⁽²⁾ 29 = Calculation sample composed by 29 companies - DC = 2023-32 Decarbonisation Strategy



2023-2025 KEY TARGETS

- Establishment of Board ESG Committee
- Succession plan formalisation
- Tax compliance consolidation

2023

2023

2024

SUPPORTED GRI
and SDG


207-1, 2 and 3

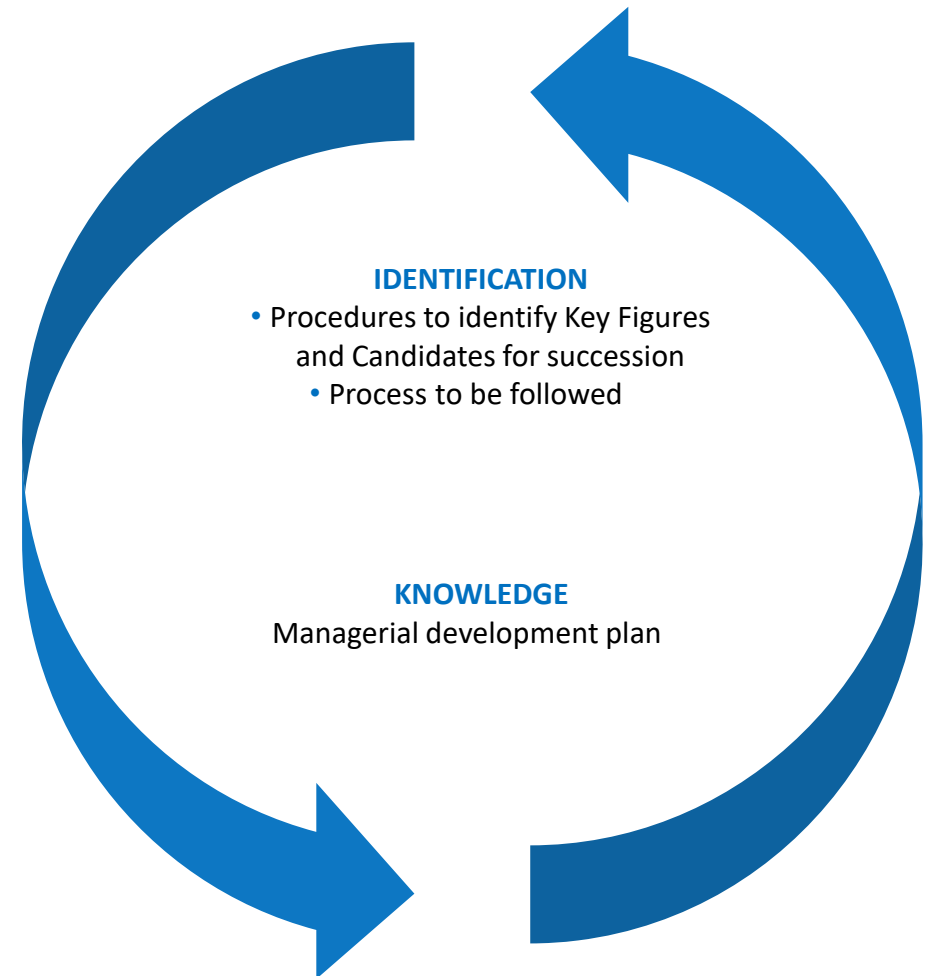


- Establishment of Board ESG Committee ⁽¹⁾
 - Strong ESG competence of independent directors
 - Powerful connection with organisational structure assured by Group CEO as a member
- Succession plan formalisation
 - Separation between Chairman and CEO role already at 2023 annual AGM ⁽¹⁾
 - Two processes: identification and knowledge
- Ethic Code review ⁽¹⁾
 - Integration of Group Sustainability commitments undertaken with 2023-25 ESG Journey

⁽¹⁾ See please the Annex section for additional slides on “Establishment of Board ESG Committee” and “Ethic Code review” actions

- Interpump Succession Plan
 - Protect Group organizational stability and continuity in case of temporary or lasting inability of “key managerial figures”

- Two interconnected processes
 - Identification
 - Procedures to identify both key managerial figures and candidates ready for succession
 - Process to be followed in case of inability
 - Knowledge
 - Elaborate a managerial development plan to enhance Group managerial resources



ANALYSIS AND MEASUREMENT

BUILDING GROUP ESG FOUNDATIONS

LEADING TO 2030 AND 2050 DECARBONISATION TARGETS

2022

2023

2024

2025

2027

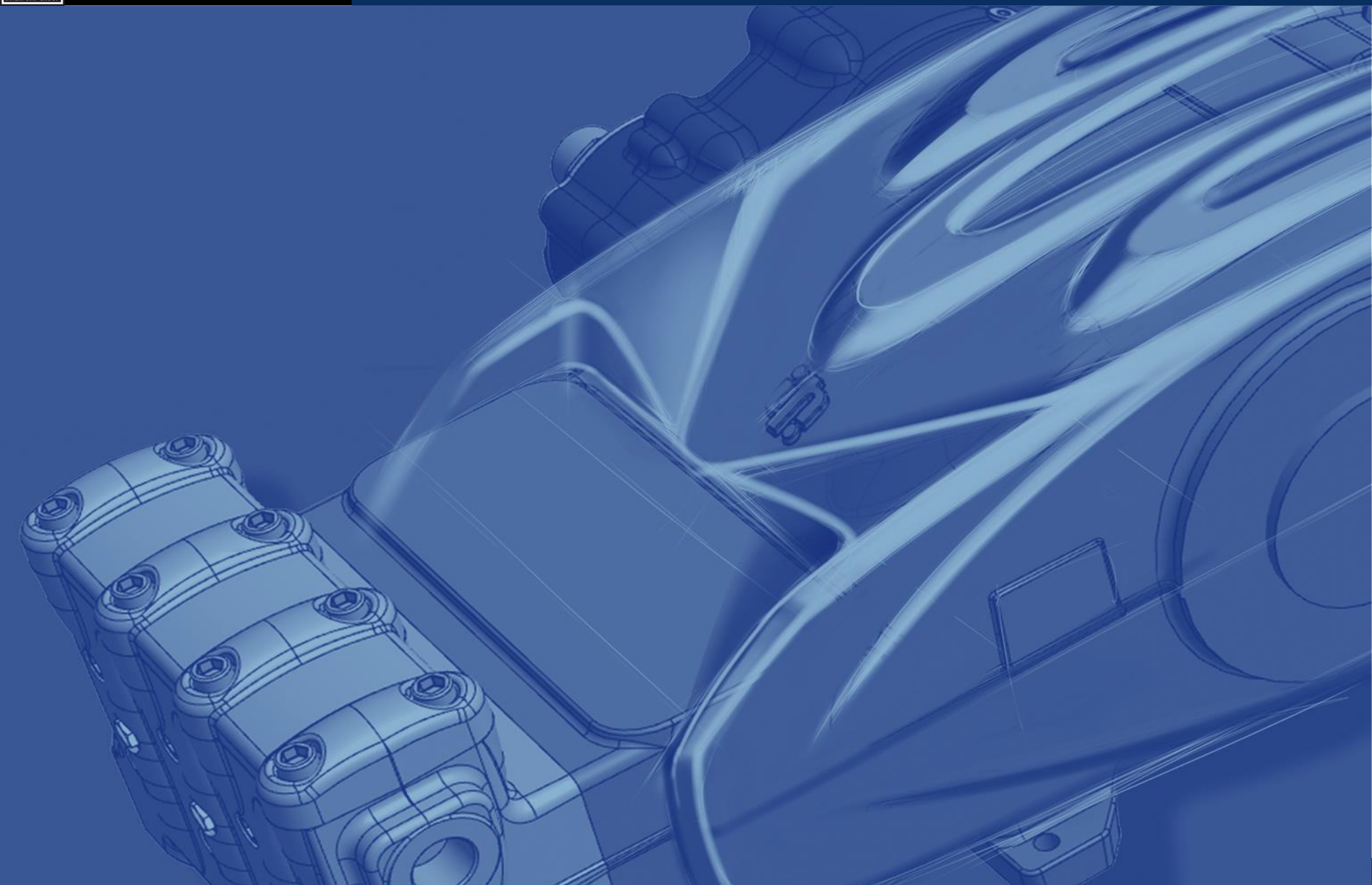
- **E.1** - Carbon neutrality strategy
- **E.4** - Circular economy (phase 1)
- **E.7** - Product ECO-design

- **S.1** - Injury rate improvement
- **S.5** - ESG supply chain evaluation model definition
- **S.6** - ESG supply chain evaluation model extension

- **G.1** - Board ESG Committee
- **G.2** - Code of Ethics revision
- **G.3** - Succession plan formalisation
- **G.4** - Tax Control Framework adoption
- **G.5** - GR1 207-4 information updating

- **E.2** - Carbon intensity reduction
- **E.3** - Increase of renewable energy consumption
- **E.5** - Circular economy (phase 2)
- **E.6** - Water monitoring system
- **S.2** - ISO 45001 extension
- **S.3** - Increase of non-compulsory training
- **S.4** - Global mobility program
- **S.7** - Diversity&inclusion model definition

ANALYSIS, MEASUREMENT, REVIEW AND FINETUNE



- Most recent trends ⁽¹⁾ confirmed summer evolution
 - Even if below € 1 billion, backlog is 3x Pre COVID level, assuring a consistent very high visibility
 - Ongoing normalisation in some Hydraulic market applications and ongoing Water Jetting strength
- 2023 targets
 - Sales: organic high-single digit guidance confirmed
 - Profitability: new record confirmed
 - ESG: delivery of last 2023 actions
- 2024 focus
 - Profitability protection: business model flexibility and Water Jetting support
 - Cash flow improvement: further benefits from TWC and “Post COVID” CAPEX plan softening

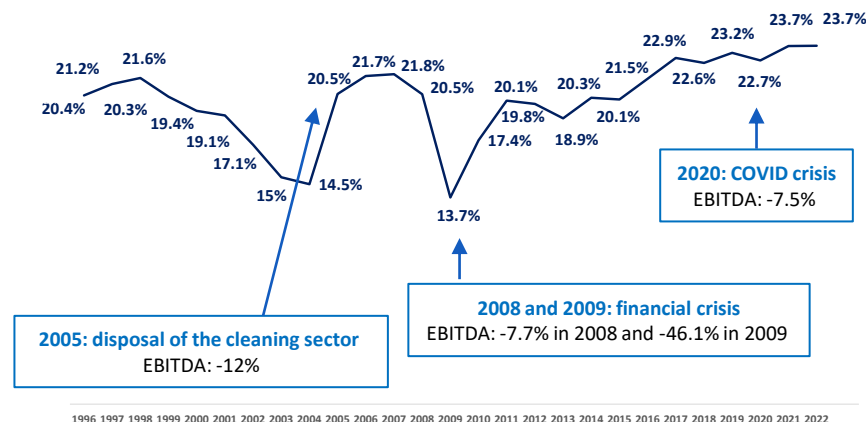
⁽¹⁾ Based on management estimates

- Since IPO in 1996 Group built a track record of excellence and resilience
- Sales: 1996-2022 C.A.G.R of more than 9% with only 4 years of decrease driven by Group strategic activities review or extraordinary external events
- EBITDA: 1996-2022 C.A.G.R around 10% with 5 years of decrease
 - Acquisitions – e.g. Hydrocontrol⁽¹⁾ and IMM⁽²⁾ in 2014 and White Drive⁽³⁾ in 2022 – successfully managed

GROUP 1996-2022 SALES EVOLUTION
(€ million)



GROUP 1996-2022 EBITDA MARGIN EVOLUTION
(% on net sales)

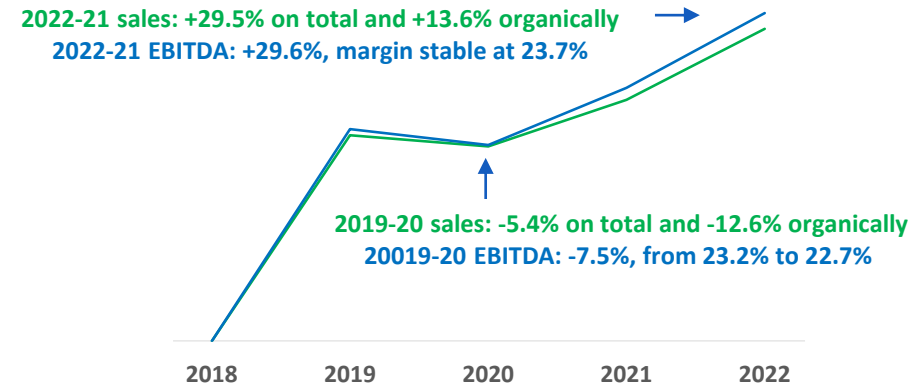


⁽¹⁾ May 2013: € 57m of sales with an EBITDA margin of around 12% in 2012 - ⁽²⁾ August 2013: € 62m of sales with an EBITDA margin of around 13% in 2013E

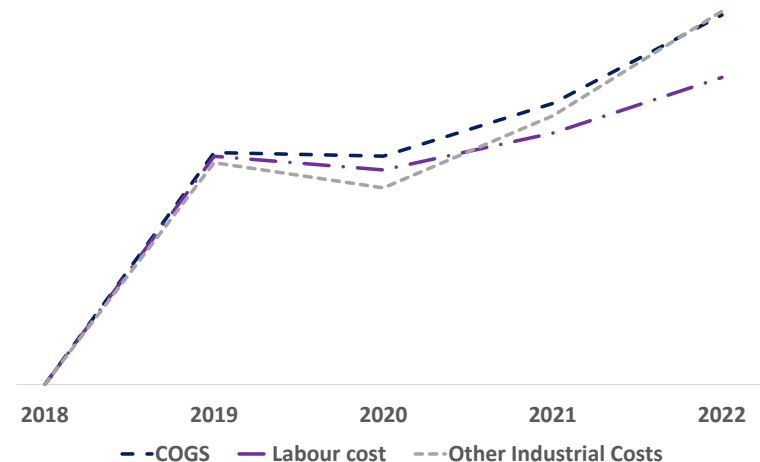
⁽³⁾ June 2021: € 200ml of sales with an EBITDA margin of around 22% in 2022E - ⁽⁴⁾ April 2005: € 293ml of sales with an EBITDA margin of around 10% in 2004

- Excellence and resilience are driven by
 - Strategic approach
 - Complementary nature of Group two divisions
 - Diversification by product, geography and final market application
 - Flexible business model and cost structure
 - Production continuity and saturation supported by inventories and external production partners
 - COGS, Labour cost and “Other Industrial Costs” are around 90% of Group cost base
 - Wise leverage parameters
 - To support growth in terms of inventory, CAPEX and acquisitions
 - To exploit cash generation when needed

**GROUP 2019-2022
SALES&EBITDA and FCF/EBITDA EVOLUTION ⁽¹⁾**
(Figures indexed to 2018 data)



**GROUP 2019-2022 COGS, LABOUR COST
and «OTHER INDUSTRIAL COSTS» EVOLUTION ⁽¹⁾**
(Figures indexed to 2018 data)

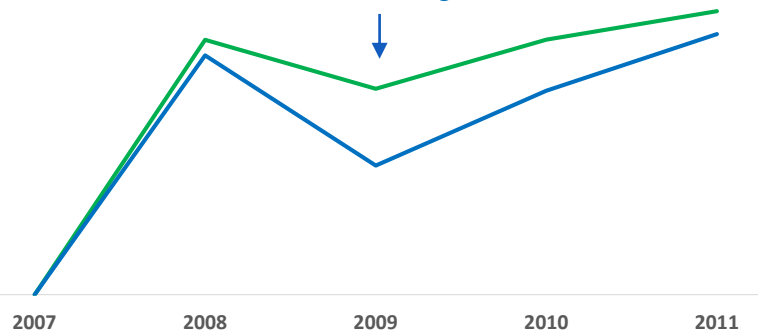


⁽¹⁾ 2019 EBITDA data including IFRS16 adoption impact

- Excellence and resilience are the results of a never ending process which allowed Group to successfully face external shocks
- 2008-09 financial and 2020-21 pandemic crisis are recalled as most difficult periods in Group recent history
- 2021-22 better reaction is driven by different dimension and better diversification and flexibility

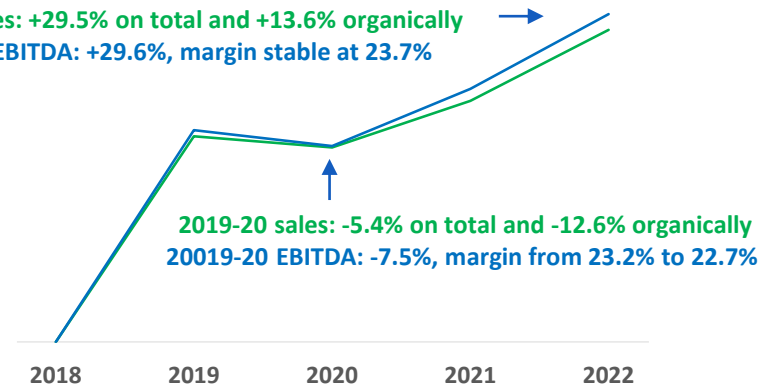
GROUP 2007-2011 SALES&EBITDA EVOLUTION
(Figures indexed to 2007 data)

2008-09 sales: -19.2% on total and -29.7% organically
2008-2009 EBITDA: -46.1%, margin from 20.5% to 13.7%



GROUP 2019-2022 SALES&EBITDA and FCF/EBITDA EVOLUTION ⁽¹⁾
(Figures indexed to 2018 data)

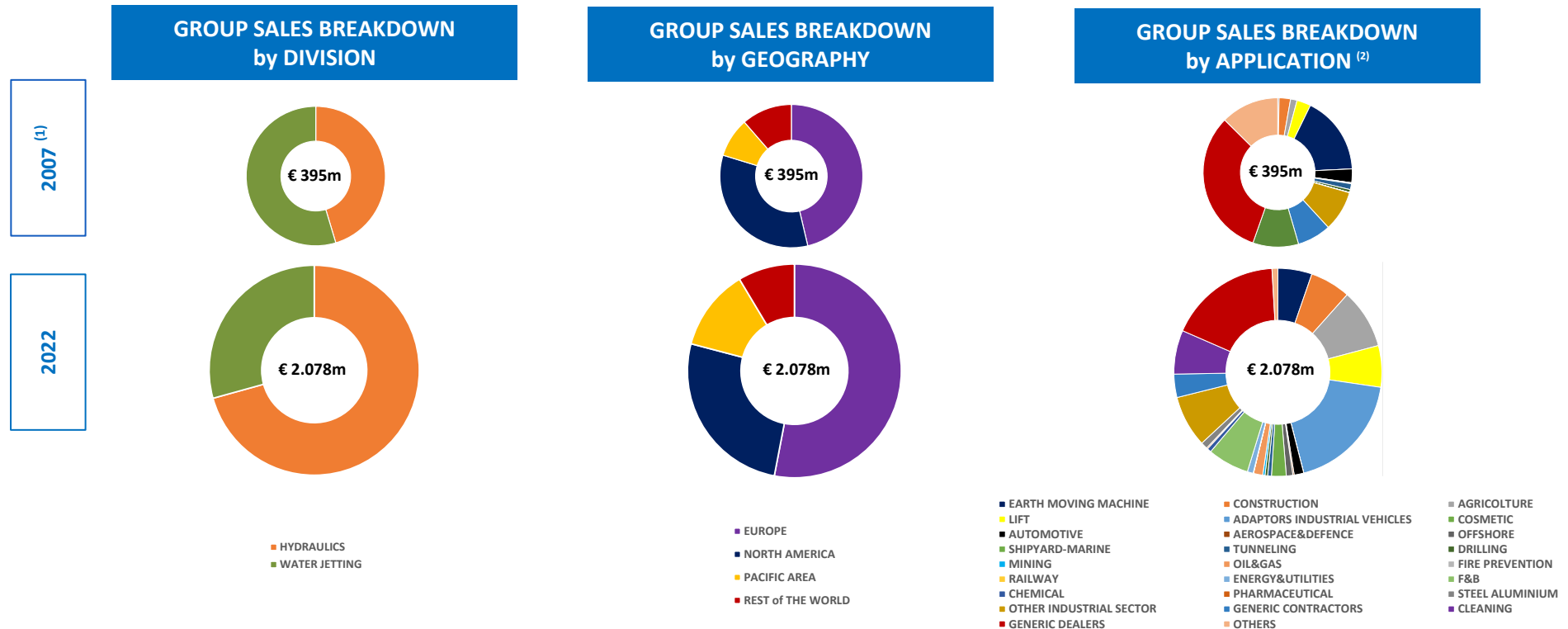
2022-21 sales: +29.5% on total and +13.6% organically
2022-21 EBITDA: +29.6%, margin stable at 23.7%



2019-20 sales: -5.4% on total and -12.6% organically
2019-20 EBITDA: -7.5%, margin from 23.2% to 22.7%

⁽¹⁾ 2019 EBITDA data including IFRS16 adoption impact

- Interpump today compared to Interpump in 2007
 - Better “division” breakdown with an improved fit to the different economic cycles
 - Better “geographic” breakdown, especially in Europe, with “Europe-ex-Italy” from 29% to 69% on total
 - Better “application” breakdown: expansion in new final market application – e.g. food&beverage – having decreased correlation to each one

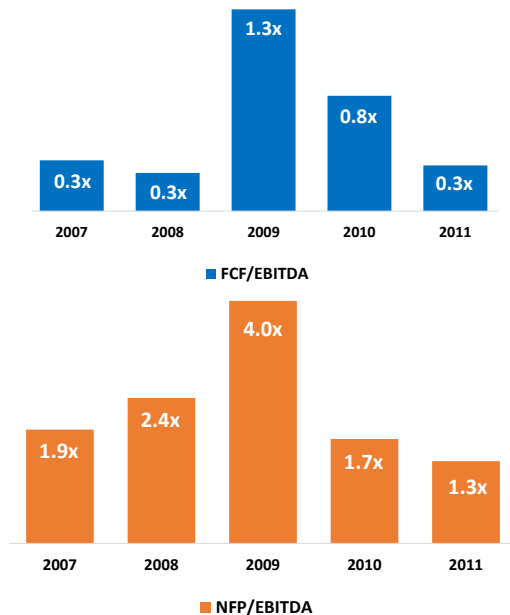


⁽¹⁾ 2007 excluding “Electric Motor” division subsequently disposed – ⁽²⁾ “Breakdown by application” based on oldest available data (2013) consistent with 2021 breakdown Intercompany sales excluded

- Wiser approach to growth with an unchanged capability to exploit consistent cash generation in worsening environment
 - Quality of customer, tactical supply chain approach and capability to fast adapt inventories

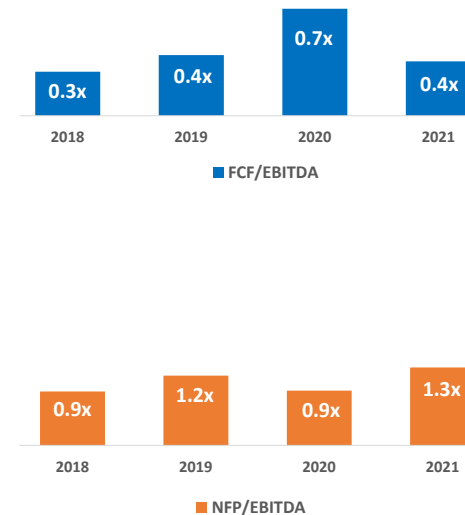
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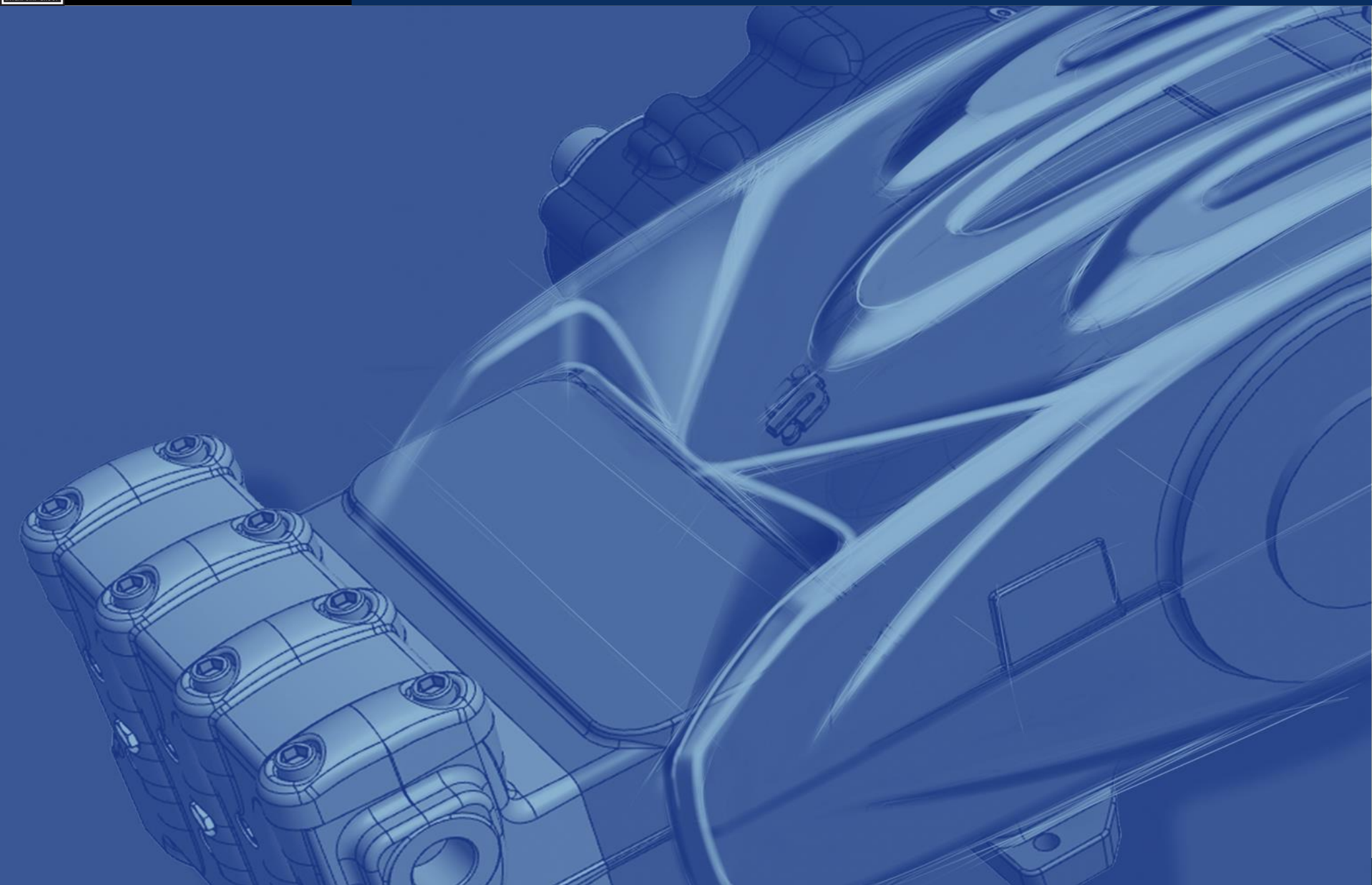
GROUP 2019⁽¹⁾-2021 FCF/EBITDA and NFP/EBITDA EVOLUTION

2019-20 sales: -5.4% on total and -12.6% organically
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⁽¹⁾ 2019 data including IFRS16 adoption impact

- **DISCLAIMER**
- **3Q-3Q2023YTD ADDITIONAL DATA**
- **2023-2025 ESG JOURNEY – 2023 ACTIONS**
- **2022 SALES DETAILS**



The Group uses several alternative measures that are not identified as accounting parameters in the framework of IFRS standards, to allow better evaluation of the trend of economic operations and the Group's financial position. Such indicators are also tools that assist the directors in identifying operating trends and in making decisions on investments, resource allocation and other business matters. Therefore, the measurement criterion applied by the Group may differ from the criteria adopted by other groups and hence may not be comparable with them. Such alternative performance indicators are constituted exclusively starting from the Group's historical data and measured in compliance with the matters established by the Guidelines on Alternative Performance Measures issued by ESMA/2015/1415 and adopted by Consob with communication no. 92543 of 3 December 2015. These indicators refer only to performance in the period illustrated in this Interim Board of Directors' Report and the comparative periods and not to expected performance and must not be taken to replace the indicators required by the reference accounting standards (IFRS). Finally, the alternative indicators are processed with continuity and using uniform definition and representation for all the periods for which financial information is included in this Interim Board of Directors' Report.

The performance indicators used by the Group are defined as follows:

- **Earnings/(Losses) before interest and tax (EBIT):** Net sales plus Other operating income less Operating costs (Cost of sales, Distribution costs, General and administrative expenses, and Other operating costs)
- **Earnings/(Losses) before interest, tax, depreciation and amortization (EBITDA):** EBIT plus depreciation, amortization, writedowns and provisions;
- **Net indebtedness (Net financial position):** calculated as the sum of Loans obtained and Bank borrowing less Cash and cash equivalents;
- **Capital expenditure (CAPEX):** the sum of investment in property, plant and equipment and intangible assets, net of divestments;
- **Free Cash Flow:** the cash flow available for the Group, defined as the difference between the cash flow of operating activities and the cash flow for investments in tangible and intangible fixed assets;
- **Capital employed:** calculated as the sum of shareholders' equity and net financial position, including debts for the acquisition of equity investments;
- **Return on capital employed (ROCE):** $\text{EBIT} / \text{Capital employed}$;
- **Return on equity (ROE):** $\text{Net profit} / \text{Shareholders' equity}$.

The Group's income statement is prepared by functional area (also called the "cost of sales" method). This form is deemed to be more representative than its "type of expense" counterpart, which is nevertheless included in the notes to the Annual Financial Report. The chosen form, in fact, complies with the internal reporting and business management methods. The cash flow statement was prepared using the indirect method.

This document has been prepared by Interpump Group S.p.A for use during meetings with investors and financial analysts and is solely for information purposes. The information set out herein has not been verified by an independent audit company.

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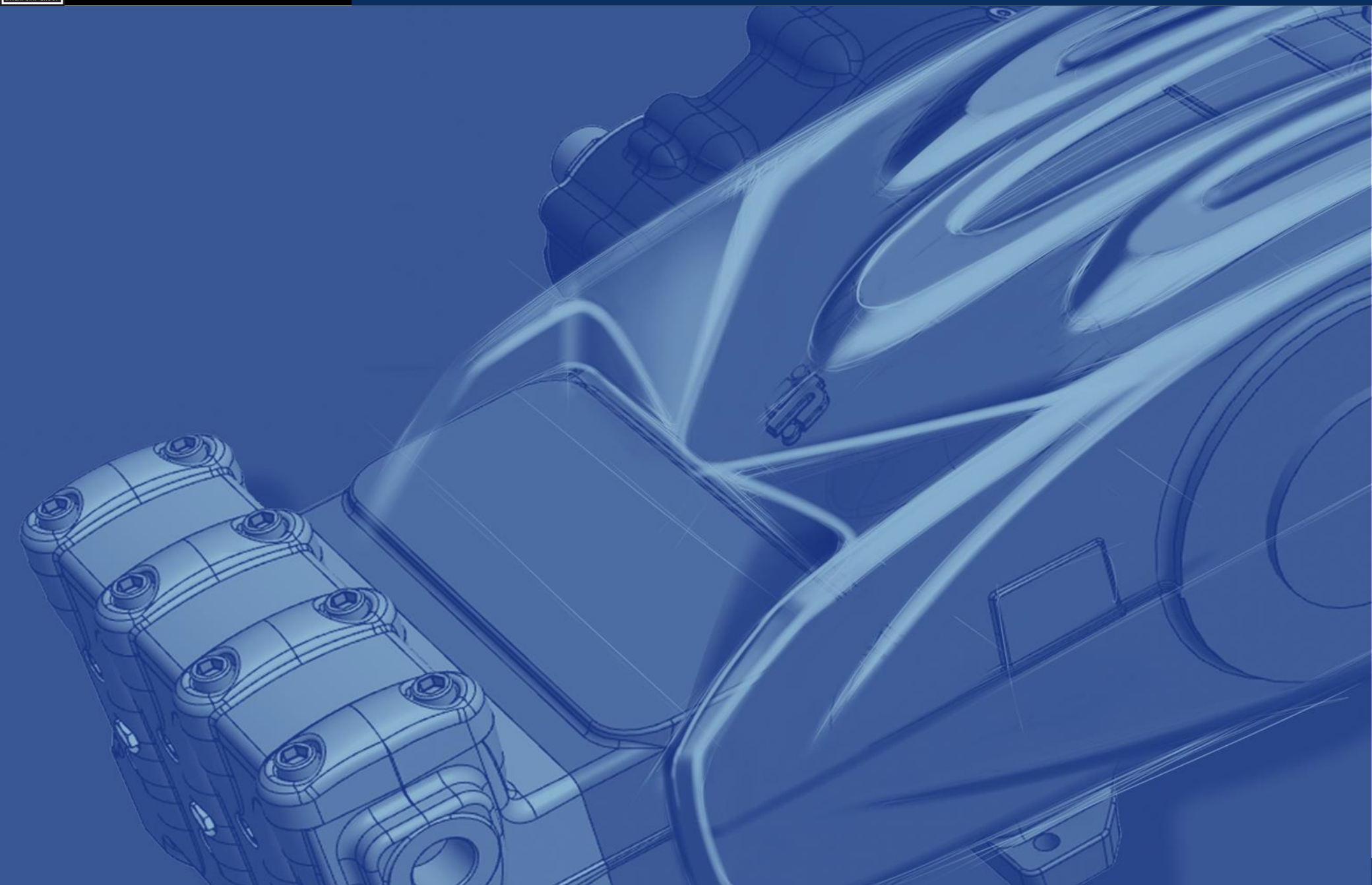
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The information set out in this document is provided as of the date indicated herein. Except as required by applicable laws and regulations, the Company assumes no obligation to provide updates of any of the aforesaid forward-looking statements.

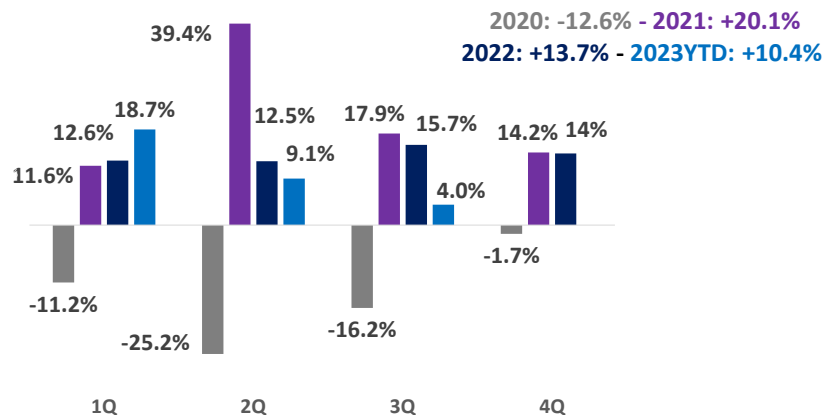
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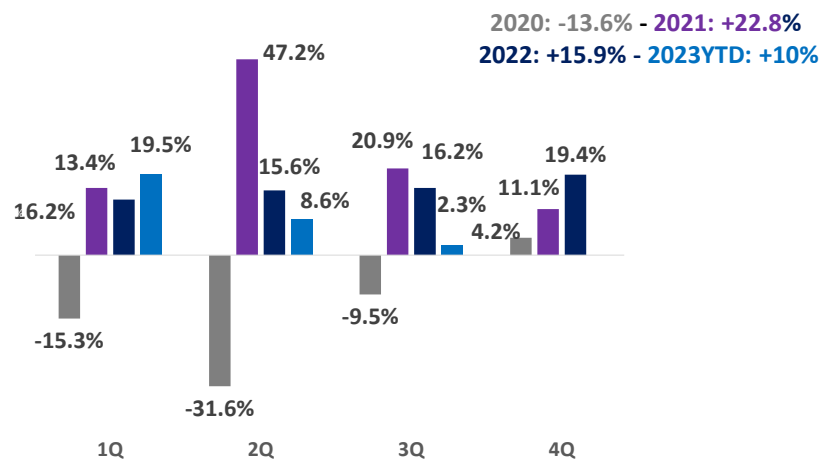
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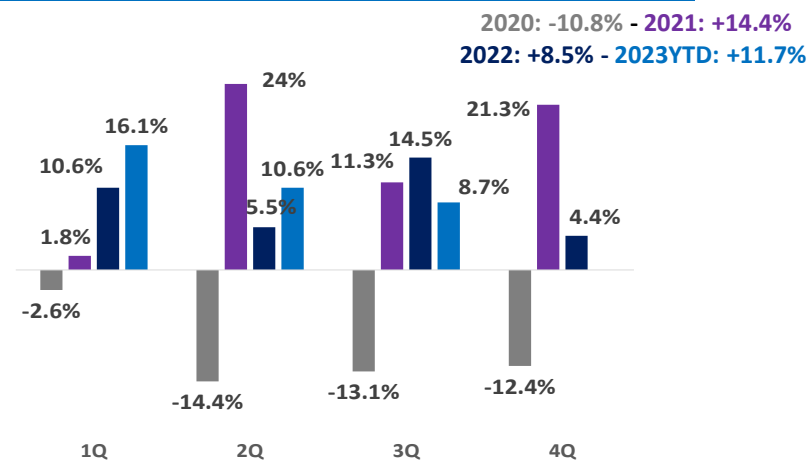
GROUP 2020-2023 ORGANIC GROWTH EVOLUTION by QUARTER



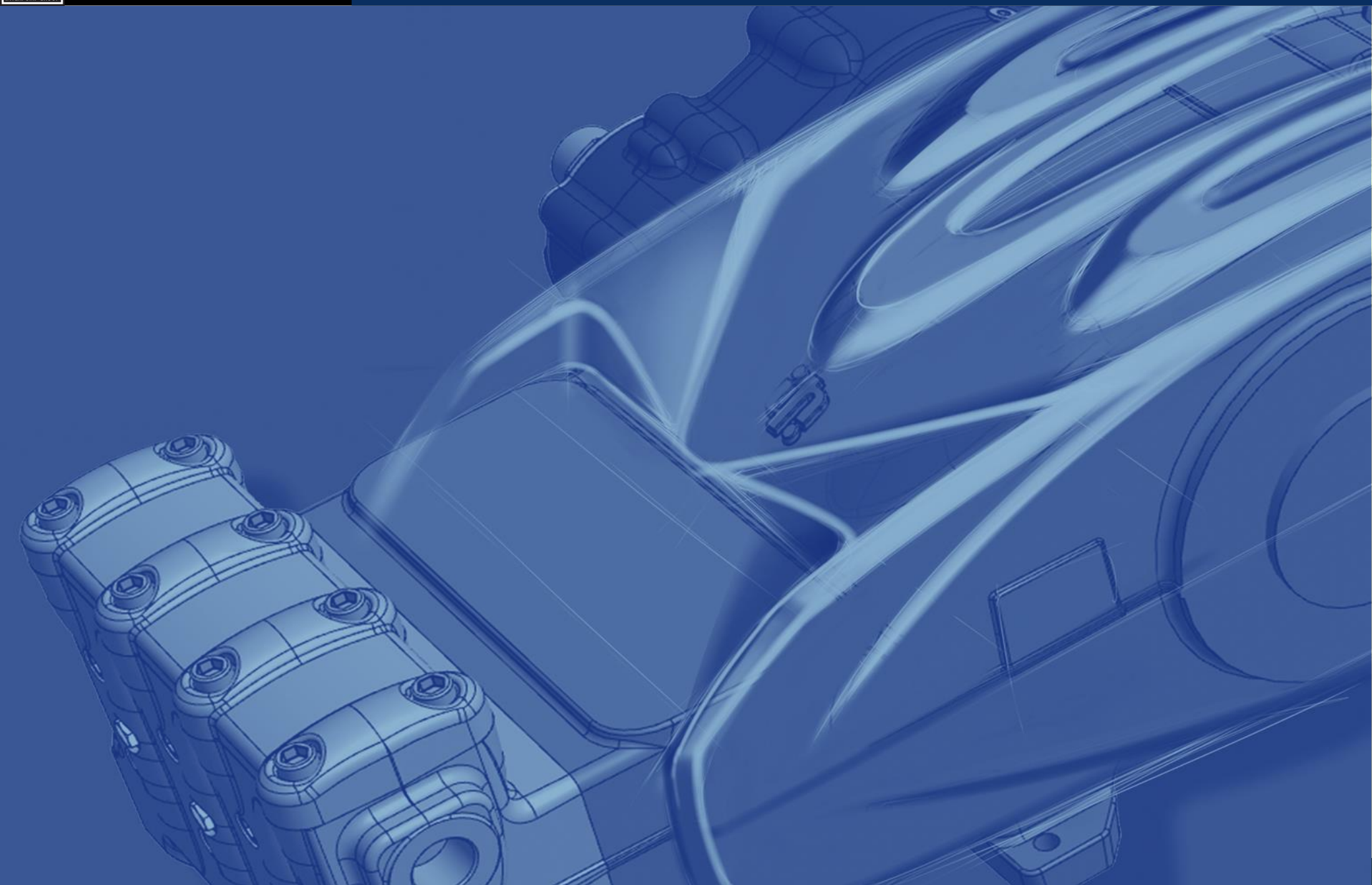
HYDRAULICS 2020-2023 ORGANIC GROWTH EVOLUTION by QUARTER



WATER-JETTING 2020-2023 ORGANIC GROWTH EVOLUTION by QUARTER



■ 2020 ■ 2021 ■ 2022 ■ 2023



- New Code of Ethics
 - To reflect Group Sustainability commitments undertaken with 2023-25 ESG Journey
- Sustainability commitments
 - E: sustainable growth and reduction of environmental impacts
 - S: human & labor rights protection and skills & knowledge development
 - G: confidential information management and whistleblowing

PREVIOUS CODE OF ETHICS

UPDATED CODE OF ETHICS

2. SUSTAINABILITY AND CORPORATE SOCIAL RESPONSIBILITY

[New Paragraph]

Interpump Group S.p.A. and its subsidiaries are inspired by principles of impartiality, honesty, fairness, confidentiality, transparency, equity, cohesion, collaboration, teamwork, professional ethics and respect for diversity.

The Parent Company, Interpump Group S.p.A., adopts a corporate governance system aligned with international best practices in corporate governance and ensures maximum transparency, in terms of sustainability and corporate social responsibility, through dialogue with and involvement of its

Please refers to Group web site for specific documentation of the topics ("Investor Relation" section, "Presentation" for detailed documentation)

PREVIOUS CODE OF ETHICS

UPDATED CODE OF ETHICS

Stakeholders, i.e. those categories of individuals, groups or institutions whose contribution is required to achieve the mission of Interpump and who have significant interests gravitating around the company's activities.

Interpump Group promotes sustainable development and is committed to creating long-term value for the benefit of its Stakeholders and the surrounding community. In carrying out its business activities, Interpump promotes respect for human rights, labour, environmental protection, social, economic and cultural rights, as well as the protection of individual freedom, in all its forms, repudiating any discrimination, violence, corruption, forced labour or exploitation of child labour.

Interpump Group adheres to the OECD Guidelines for Multinational Enterprises and to the United Nations Guiding Principles on Business and Human Rights. Interpump Group is also committed to measuring and communicating externally its sustainability performance, particularly in the ESG areas.

- April 2023, new Group Board
 - Sustainability Committee appointment, with Group CEO as a member
 - Separation between Chairman and CEO role

INTERPUMP GROUP BOARD

Chairperson: F. Montipò
 Deputy Chairperson: G. Tamburi
Chief Executive Officer: F. Marasi
 A. Di Bella ⁽¹⁾
 N. Dubini ⁽¹⁾
 M. Margotto ⁽¹⁻²⁾
 F. Menichetti ⁽¹⁾
 R. Pierantoni ⁽¹⁾
 R. Rolli ⁽¹⁾
 A. Svelto ⁽¹⁾

APPOINTMENT COMMITTEE

Chairperson: M. Margotto
 Member: F. Menichetti
 Member: G. Tamburi

RELATED PARTIES TRANSACTIONS COMMITTEE

Chairperson: F. Menichetti
 Member: A. Di Bella
 Member: N. Dubini

REMUNERATION COMMITTEE

Chairperson: M. Margotto
 Member: F. Menichetti
 Member: G. Tamburi

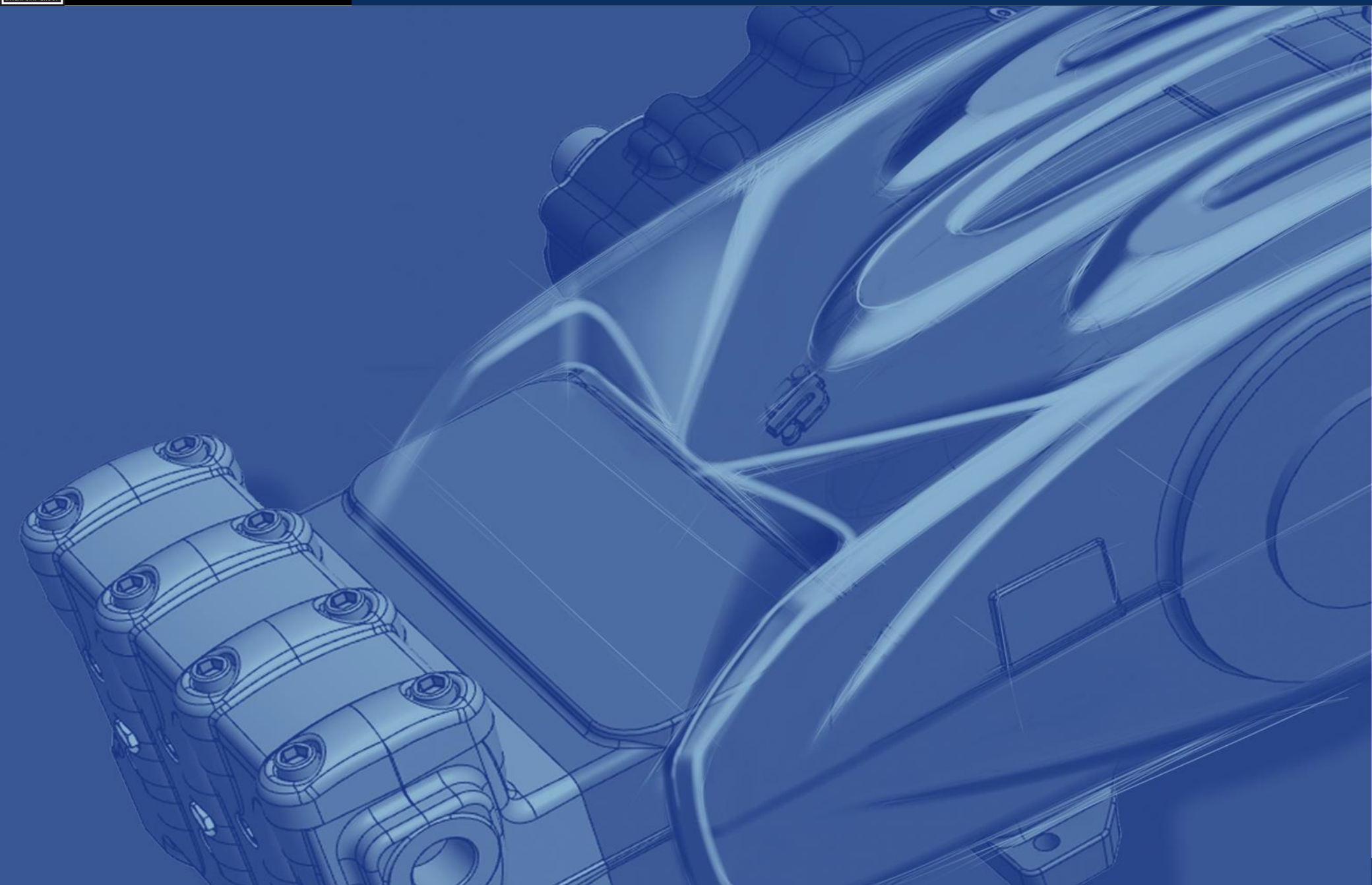
RISK & CONTROL COMMITTEE

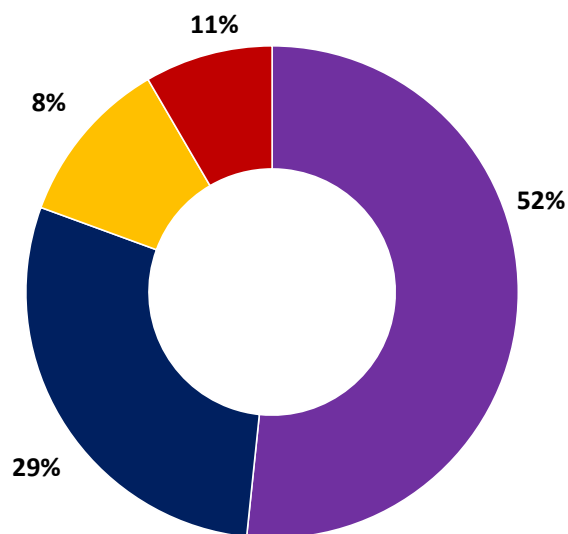
Chairperson: F. Menichetti
 Member: A. Di Bella
 Member: N. Dubini

SUSTAINABILITY COMMITTEE

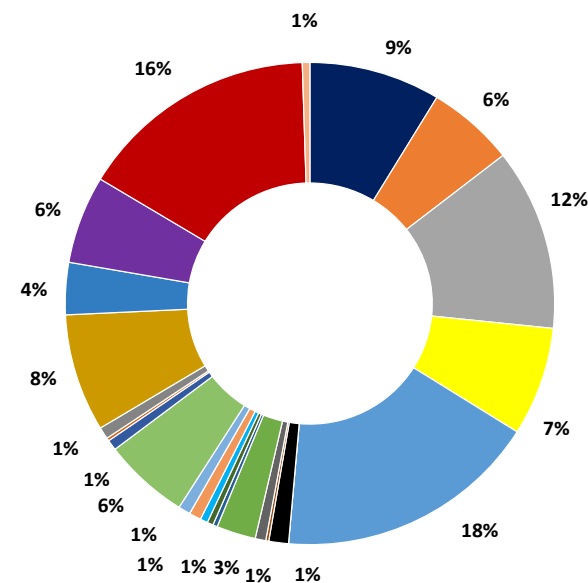
Chairperson: R. Rolli
Member: F. Marasi
 Member: A. Svelto

⁽¹⁾ Independent Director ⁽²⁾ Lead Independent Director





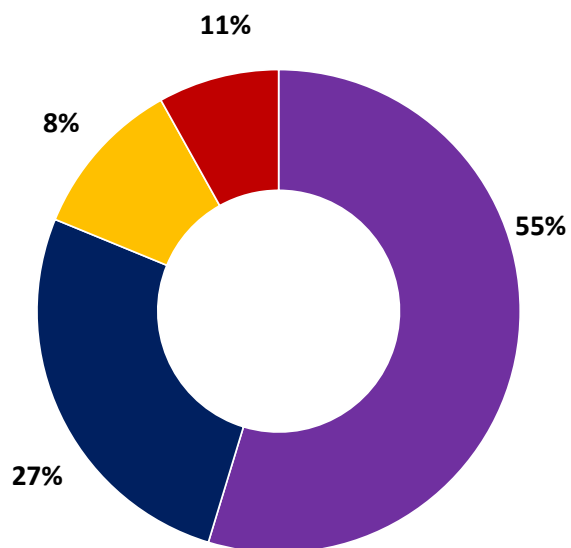
GROUP
2022 sales: € 2.078m



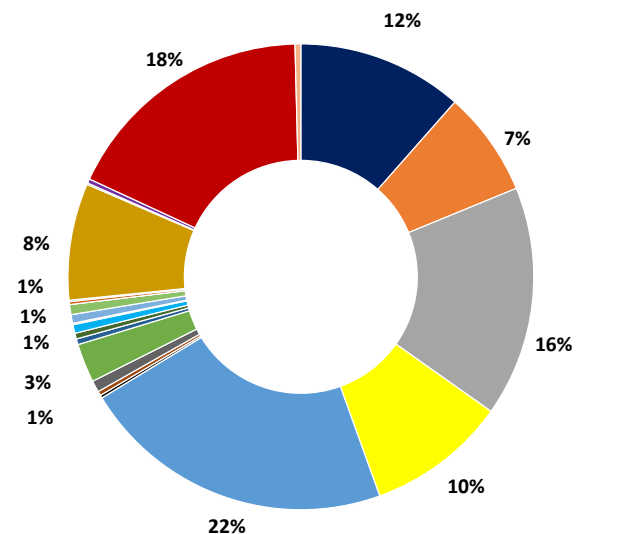
- EUROPE
- NORTH AMERICA
- PACIFIC AREA
- REST of THE WORLD

- EARTH MOVING MACHINE
- AGRICULTURE
- ADAPTORS INDUSTRIAL VEHICLES
- AUTOMOTIVE
- OFFSHORE
- TUNNELING
- MINING
- FIRE PREVENTION
- ENERGY&UTILITIES
- CHEMICAL
- STEEL ALUMINIUM
- GENERIC CONTRACTORS
- GENERIC DEALERS
- CONSTRUCTION
- LIFT
- COSMETIC
- AEROSPACE&DEFENCE
- SHIPYARD-MARINE
- DRILLING
- OIL&GAS
- RAILWAY
- F&B
- PHARMACEUTICAL
- OTHER INDUSTRIAL SECTOR
- CLEANING
- OTHERS

⁽¹⁾ Market application breakdown: incidence below 0.5% not indicated, incidence between 0.5-1% rounded to 1%



HYDRAULIC
2022 sales: € 1.542m



■ EUROPE

■ NORTH AMERICA

■ PACIFIC AREA

■ REST of THE WORLD

■ EARTH MOVING MACHINE

■ AGRICULTURE

■ ADAPTORS INDUSTRIAL VEHICLES

■ AUTOMOTIVE

■ OFFSHORE

■ TUNNELING

■ MINING

■ FIRE PREVENTION

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■ STEEL ALUMINIUM

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■ LIFT

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■ AEROSPACE&DEFENCE

■ SHIPYARD-MARINE

■ DRILLING

■ OIL&GAS

■ RAILWAY

■ F&B

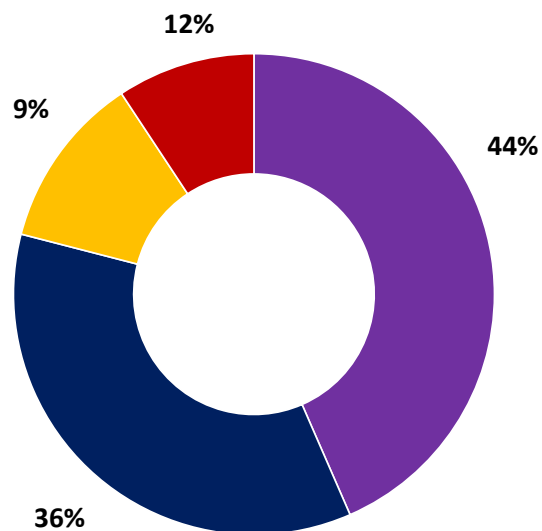
■ PHARMACEUTICAL

■ OTHER INDUSTRIAL SECTOR

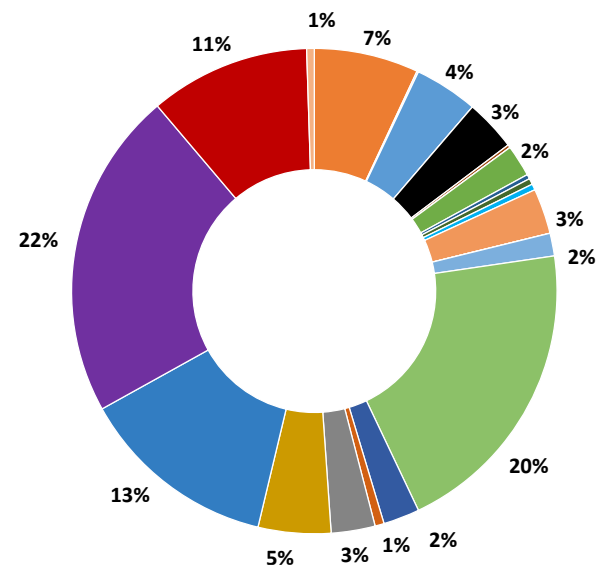
■ CLEANING

■ OTHERS

⁽¹⁾ Market application breakdown: incidence below 0.5% not indicated, incidence between 0.5-1% rounded to 1%



WATER JETTING
2022 sales: € 541m



- EUROPE
- NORTH AMERICA
- PACIFIC AREA
- REST of THE WORLD

- EARTH MOVING MACHINE
- AGRICULTURE
- ADAPTORS INDUSTRIAL VEHICLES
- AUTOMOTIVE
- OFFSHORE
- TUNNELING
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- PHARMACEUTICAL
- OTHER INDUSTRIAL SECTOR
- CLEANING
- OTHERS

⁽¹⁾ Market application breakdown: incidence below 0.5% not indicated, incidence between 0.5-1% rounded to 1%

The Manager in charge of preparing the company's financial reports declares - pursuant to paragraph 2 of Article 154-bis of the Consolidated Law on Finance - that the accounting information contained in this presentation corresponds to the document results, books and accounting records.

S. Ilario d'Enza, 10 November 2023

Mauro Barani