





GROUP OVERVIEW

INDEX

2025 OUTLOOK

4Q2024 FINANCIAL RESULTS

ANNEX





GROUP OVERVIEW





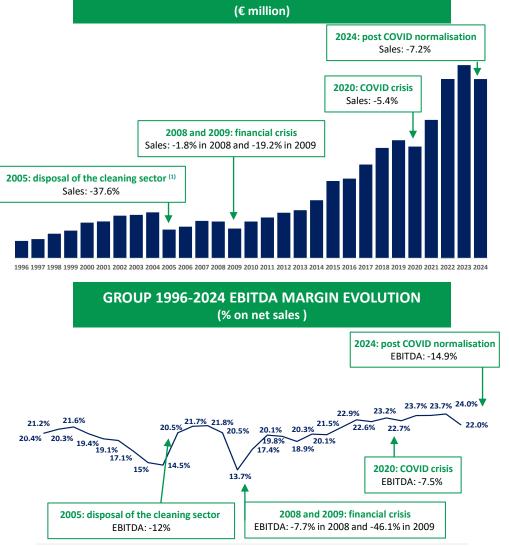
- € 2.078m of turnover and € 457m of EBITDA (22% on net sales) in 2024 divided between two divisions
 - Hydraulics and Water Jetting
- Hydraulics: around 70% of Group sales, EBITDA margin around 20%
 - Wide range of components for mobile and non-mobile hydraulics:
 PTOs, cylinders, gear pumps, valves, hoses, fittings, ...
 - Additional businesses: reduction gears, hoses, fittings for non-hydraulic applications
- Water Jetting: around 30% of Group sales and EBITDA margin above 26%
 - High-pressure plunger piston pumps
 - Additional businesses: flow handling components for food&beverage, cosmetics and pharmaceutical components







- Since IPO in 1996 a track record of excellence and resilience
- Sales: around 8% of growth⁽¹⁾, with only 5 years of decrease driven by strategic activities review⁽²⁾ or extraordinary external events
 - Diversification by division, geography, product and market application
 - Complementary nature of two divisions
 - Consistent organic growth enhanced by M&A
- EBITDA: 9% of growth⁽¹⁾, only 6 years of decrease
 - Business model and cost structure flexibility
 - Integration capability
 - E.g. Hydrocontrol⁽²⁾ and IMM⁽³⁾ in 2014 and White⁽⁴⁾ in 2022



GROUP 1996-2024 SALES EVOLUTION

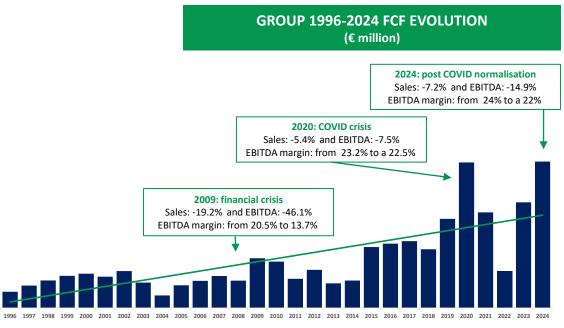
⁽¹⁾ C.A.G.R 1996-2024 - ⁽²⁾ April 2005: \in 293ml of sales with an EBITDA margin of around 10% in 2004 - ⁽³⁾ May 2013: \in 57m of sales with an EBITDA margin of around 12% in 2012 (⁴⁾ August 2013: \notin 62m of sales with an EBITDA margin of around 13% in 2013E - ⁽⁵⁾ June 2021: \notin 200ml of sales with an EBITDA margin of around 22% in 2022E

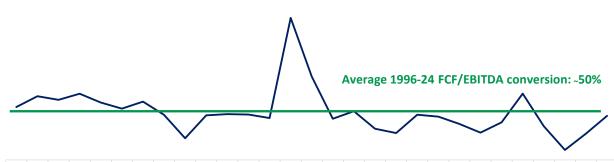
^{1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023 2024}



A DELIVERING GROUP – EXCELLENCE TRACK RECORD

- FCF: growing generation and consistent exploitation in worsening environment
 - EBITDA excellence and resilience
 - TWC proactive management
 - Customer quality
 - Tactical supply chain approach
 - Inventories fast adaptation capability
 - CAPEX flexibility



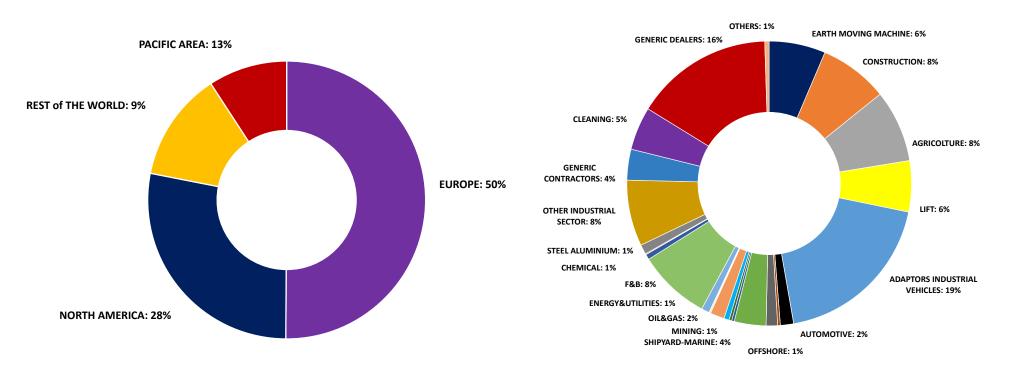


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A DELIVERING GROUP – SALES DIVERSIFICATION

GROUP 2024 sales: € 2.078m





A DELIVERING GROUP – MARKET DIVERSIFICATION

		WATER	JETTING					
	HYDRAULICS	HIGH PRESSURE PUMPS DEVICES & SYSTEMS	FLOW HANDLING COMPONENTS					
PRODUCTS	 Power take-offs, cylinders, hydraulic motors & gear pumps, valves Rubber and flexible metal hoses, rigid pipes, pipe system design and connection flanges Linear, orthogonal/planetary reduction gears for lightweight to very large-scale applications 	 Piston pumps 1-2,000hP used in high-pressure applications Standard or custom design Pump-based turnkey systems and assemblies 	 Stainless steel agitators, mixers, manifolds, tanks, cleaning-in- place systems, heat treatment, centrifugal separators, low-pressure pumps 					
MARKET								
Dimension	> € 50 bn / yr	€ 1 bn / yr	€ 9 bn / yr					
Features	Size and efficiency	Niches market and high operators' fragmentation	Extreme geographic & product diversification					
Organic & external growth opportunities	 Organic: long-term growth related to world GDP External: plentiful 	 Organic: on going development across various industries External: limited 	 Organic: leveraging on development & urbanization and nutritional awareness trends External: plentiful 					
GROUP COMPETITIVE ADVANTAGES	 Product range and geographical production footprint allow to supply the largest OEMs Volatility reduced by diversification Flexibility to adapt to any market phase M&A strategy as a driver to improve visibility, product range and cross-selling opportunities Manufacturing of key components (e.g. directional control valves) ensures sticky and long-lasting business relationships 	 Largest player in its niche Top-of-the-market product performance Premium positioning due to history and reputation After-sales revenues (~1/3 of sector total) 	 Hygienically sensitive applications require the same skills needed at even higher levels for high- pressure pumps: sophisticated flow design, high-precision metal machining & surface treatments Focus on high-margin components 					



A DELIVERING GROUP – APPLICATION DIVERSIFICATION

HYDRAULICS

WATER JETTING



EARTH MOVING Excavators Backhoe loaders Skid-steer loaders



TRUCK OUTFITTERS Tipping trucks Trash collection Firefighting Snow plowing **Towing - Car Carriers** Crane trucks

















FOOD, COSMETICS (1)

High-pressure homogenizers Water-jet food cutting, slicing, meat separation High-pressure sterilization

CONSTRUCTION

Hydro-demolition⁽²⁾ Surface preparation⁽²⁾ Infrastructures renewal⁽²⁾

TRUCKS

Lightweight high pressure pumps for sewer trucks Other utility vehicles

INDUSTRY Machine drilling & cutting⁽²⁾ Pulp & paper Fibers intertwining Overspray removal

STEEL / ALUMINUM Descaling of steel bars⁽²⁾ Cleaning of tanks & vessels⁽²⁾

CLEANING

Mid/high-power cleaning⁽²⁾ Car washing systems Airport tarmacs⁽²⁾ Fish-farming nets⁽²⁾



Rail engine heads deburring Bodywork cutting Welded seals cleanup

MARINE / SHIPYARDS

Water-blasting removal ⁽²⁾ Hull cleaning (2) Fuel pumps for methanolconverted marine engines



WATER PROCESSING Misting **Reverse-osmosis** desalination



CONTRACTORS

Sell or rent general-purpose high-pressure systems for cleaning and maintenance service (e.g. U.S. market)

OIL & GAS

Anti-icing and pressurerestoring fluids injections Underwater pumping Emergency valve operation Platform decommissioning



TRUCK Factory-fitted **PTOs**

CONSTRUCTION

Concrete mixing

elescopic handlers

Conditioning

refrigeration



AGRICOLTURE Farm tractors Front loaders Harvesting machines





INDUSTRIAL Machine tools Hydraulic power packs Automated assembly lines







⁽¹⁾ In addition to flow handling components - ⁽²⁾ Group can supply the entire turnkey system



Mobile-fixed cranes Elevators Forklifts

Conveyor belts



DRILLING/TUNNELING Tunnel-boring machines





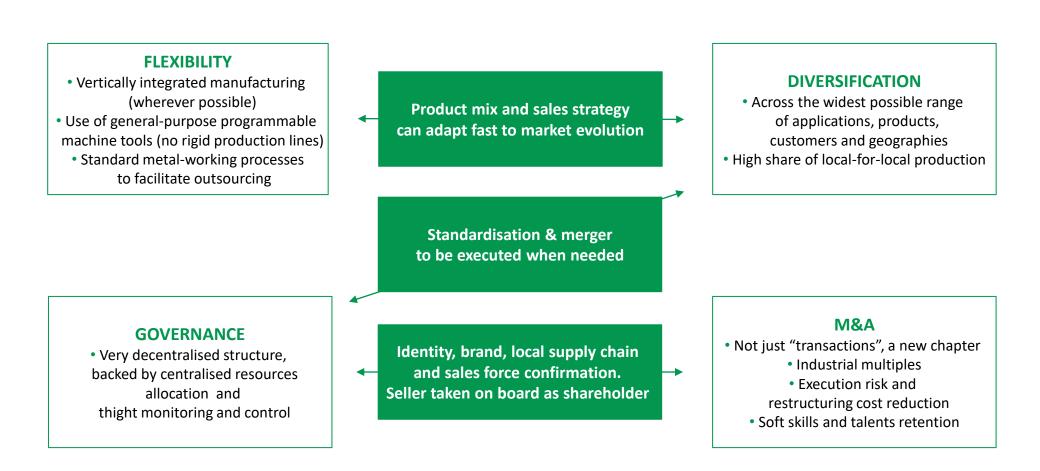
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A DELIVERING GROUP – BRAND&PRODUCT DIVERSIFICATION



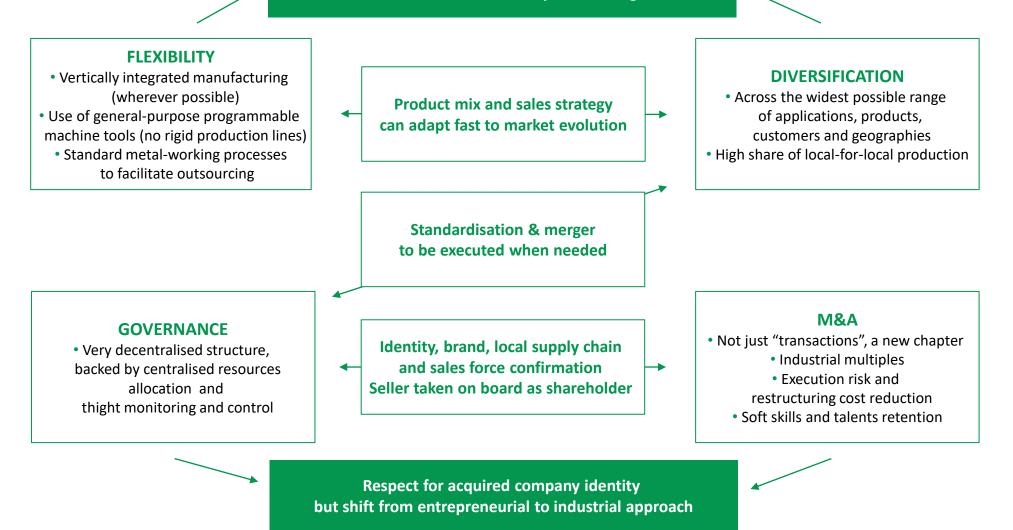






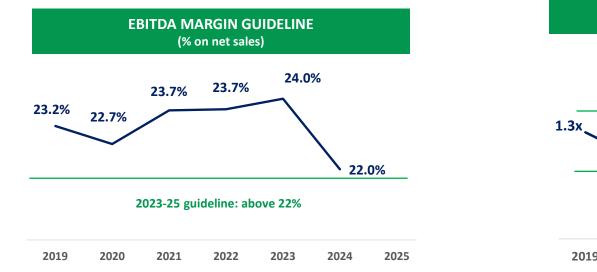
A DELIVERING GROUP – STRATEGY MILESTONES

Volatility reduction through multiple cycles exposure Effective reaction to unexpected swings



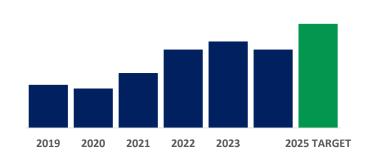


- 2023-25 commitments, 1 target with 2 guidelines⁽¹⁾
- One target: sales
 - around 25% of total growth $^{\scriptscriptstyle (2)}$
- Two guidelines: profitability and leverage
 - Profitability: above 22% EBITDA margin including possible M&A temporary diluition effect
 - Leverage $^{\scriptscriptstyle (3)}$: between 1.0x and 1.5x

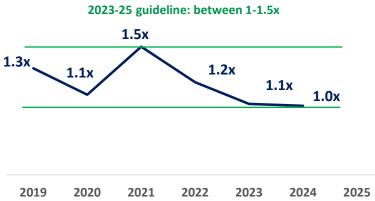


2023-25 GROUP EXPECTED SALES EVOLUTION (1)

2022-2025 sales growth: +25%



LEVERAGE RATIO GUIDELINE

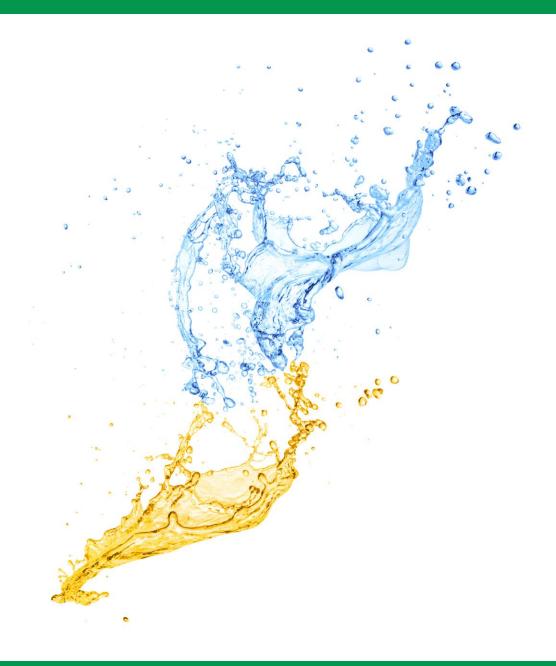


⁽¹⁾ At contract FX rate - ⁽²⁾ From both organic growth and M&A - ⁽³⁾ Total debt/EBITDA ("Total Debt" = NFP including commitments for the acquisition of investments



GROUP OVERVIEW

2025 OUTLOOK

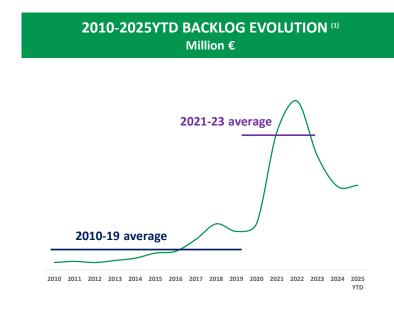




2025

SOLID BASES TO FACE THE FUTURE

- 2025 entrance consistent with 2024 trends⁽¹⁾
 - Water Jetting on going strength
 - Hydraulic stagnation at the curve bottom
- 2025 financial expectations
 - Sales: between -5% and +1% on organic basis
 - 2024 perimeter changes impact: around 2% (2)
 - Profitability: to protect of 2024 results
 - Cash flow: to maintain and even to improve 2024 achievement
- Working on 2025 commitments
 - Financials commitments: focus on opportunities consistent with both Group diversification and growth strategy and M&A approach
 - ESG commitments: entering and delivering last phase



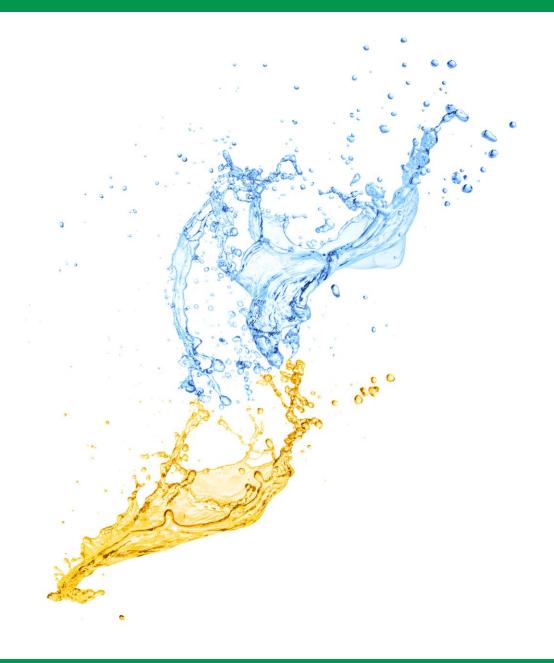


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4Q2024 FINANCIAL RESULTS





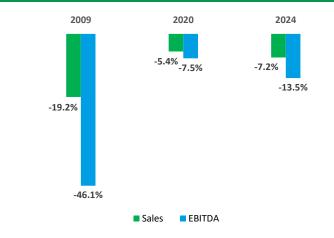
A DELIVERING GROUP – TOP LEVEL CASH GENERATION

- Margin protection and cash improvement delivered in the 2nd worst year of Group history in terms of sales ⁽¹⁾
 - Margin protection delivered

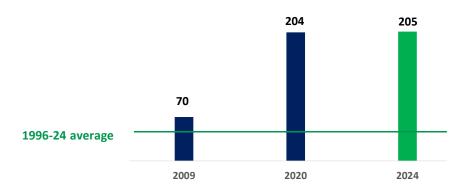
4Q-2024 RESULTS

- Profitability resilience confirmed
- Cash flow improvement delivered
 - Top level cash generation
- Important steps to support Group's future growth
 - US\$300m Private Shelf agreement $^{\scriptscriptstyle (3)}$
 - Acquisitions delivered Group growth strategy
 - 2023-2025 ESG Journey: conclusion of "foundation" phase ⁽⁴⁾
- 2025 financial expectations
 - Sales: between -5% and +1% on organic basis
 - Profitability: to protect of 2024 results
 - Cash flow: to maintain and even to improve 2024 achievement







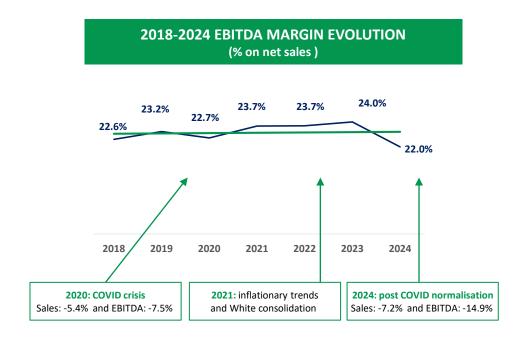


⁽¹⁾ Excluding 2005 with disposal of IP Cleaning (€ 293m) - ⁽²⁾ 2023 EBITDA net of € 9m insurance reimbursement correlated to IMM Romania fire - ⁽³⁾ €100 single tranche issued ⁽⁴⁾ S. 1 e G.5 actions data will be disclosed in March 2025, after having collected and processed all the data required for the annual financial and non-financial reporting



- 2024 EBITDA: profitability resilience confirmed
- Capability to match extraordinary market swings and acquisitions dilution impact
 - Complementary nature of two divisions
 - Increased diversification by division, geography, product and market application
 - Business model and cost structure flexibility
 - Integration capability

4Q-2024 RESULTS



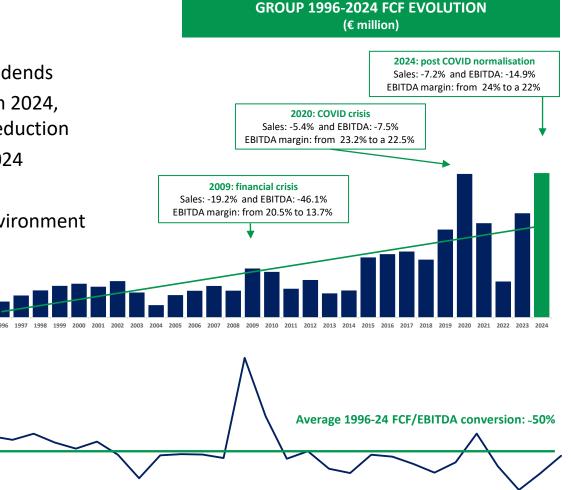


A DELIVERING GROUP – TOP LEVEL CASH GENERATION

2024 FCF: top level cash generation

4Q-2024 RESULTS

- Slightly better than 2020 despite worst addends
 - Organic sales: -12.6% in 2020 and -9% in 2024, theoretically lower benefit from sales reduction
 - CAPEX: € 61m in 2020 and € 128m in 2024
- Capability to exploit cash in worsening environment
 - EBITDA resilience
 - TWC proactive management
 - Customer quality
 - Tactical supply chain approach
 - Inventories fast adaptation capability
 - CAPEX flexibility



1996 1997 1998 1999 2000 2011 2002 2003 2004 2005 2006 2007 2008 2009 2010 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023 2024



2024

4Q-2024 RESULTS

- Sales: normalisation in Hydraulics much heavier than expected
- Profitability: diversification, business model flexibility and integration capability allowed to minimise negative flow through
- NFP: execution of FCF commitment drove leverage to 1x

Million €	4QUA	RTER	FULL	YEAR	
	2023	2024	2023	2024	
Group Sales Growth, of which • Organic • Perimeter change ⁽¹⁾ • FX impact	519.6	489.9 - 5.7% -7.8% 0.0% +2.1%	2,240.0	2,078.4 -7.2% -9.0% +1.9% -0.2%	
EBITDA ⁽²⁾ Growth	111.1	93.1 -16.2%	536.7	456.6 -14.9%	-14.8% an from 23.6% to on organic bas
% on net sales	21.4%	19.0%	24.0%	22.0%	excluding IN
Net Income	37.0	48.1	277.7	228.5	positive one-o
NFP ⁽³⁾			486.5	409.0	

⁽¹⁾ 2024 perimeter change: Mouldtech (consolidated from April 2023), I.Mec and and Waikato (consolidated since June 2023), PP China, YRP Flow Technologies (consolidated since April), Alltube (consolidated since May), Alfa Valvole (consolidated since June), H.S. (consolidate since July) and Hidrover (consolidated since December)
 ⁽²⁾ Excluding € 67.1m and € 81.2m of subsidiaries purchase commitments in 2024 and 2023 respectively

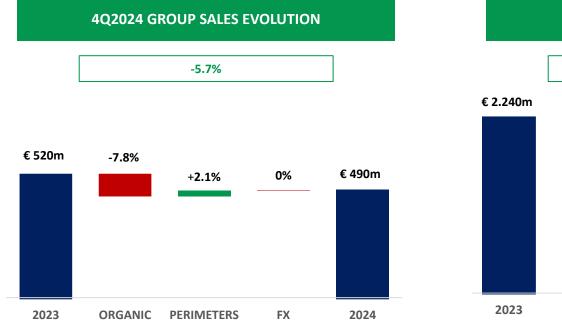


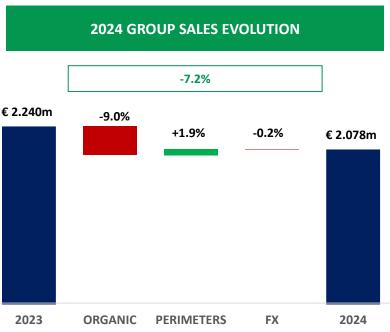
- Hydraulics
 - Sales: normalisation much heavier than expected
 - Profitability: margin protection effective for the most part of the year
- Water-Jetting
 - Sales: post COVID recovery going on
 - Profitability: improved capability to manage production inefficiencies

		4QU	4QUARTER		FULL	YEAR		
	Million €	2023	2024		2023	2024		
				-				
ILICS	SALES Growth	365.7	316.5 - 13.5%		1,634.3	1,407.5 - 13.9%	г	
HYDRAULICS	EBITDA Growth % on net sales ⁽¹⁾	70.4 19.2%	48.4 -31.3% 15.2%		368.9 22.5%	279.8 -24.2% 19.8%		-22.3% and from 22.0% to 19.8% on organic basis and excluding IMM
								positive one-off
DNILLING	SALES Growth	153.9	173.4 + 12.7%		605.7	670.9 + 10.8%		
	EBITDA Growth	40.6	44.8 +10.1%		167.8	176.8 +5.4%		From 27.5% to 26.8%
From 26.2% to 26.0%	% on net sales	26.2%	25.7%		27.5%	26.2%	┝	excluding acquisitions



- 4Q2024: normalisation still affecting Hydraulics
 - Hydraulics: "Earth moving machine" and "Construction" are still stagnating at the bottom, while "Agri" and "Lift" decrease halved
 - Water Jetting: "revenues for projects" and "process pump" best performers
- 2024: Water Jetting strength and acquisitions mitigated Hydraulics weakness
 - Hydraulics: normalisation spread to all products
 - Water Jetting: strong organic growth compounded by acquisitions

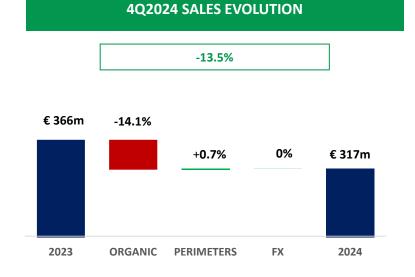


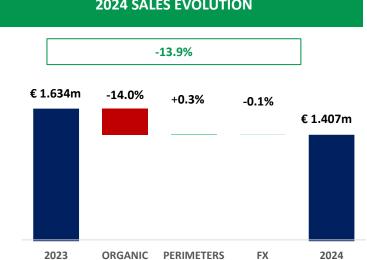


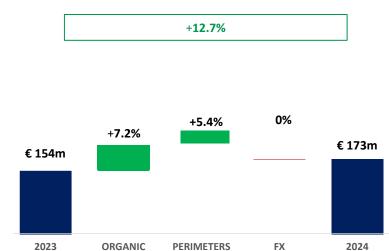


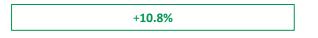
4Q-2024 RESULTS SALES – NORMALISATION VERSUS GROWTH

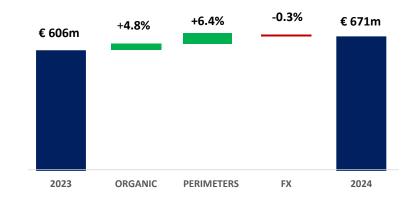
HYDRAULICS









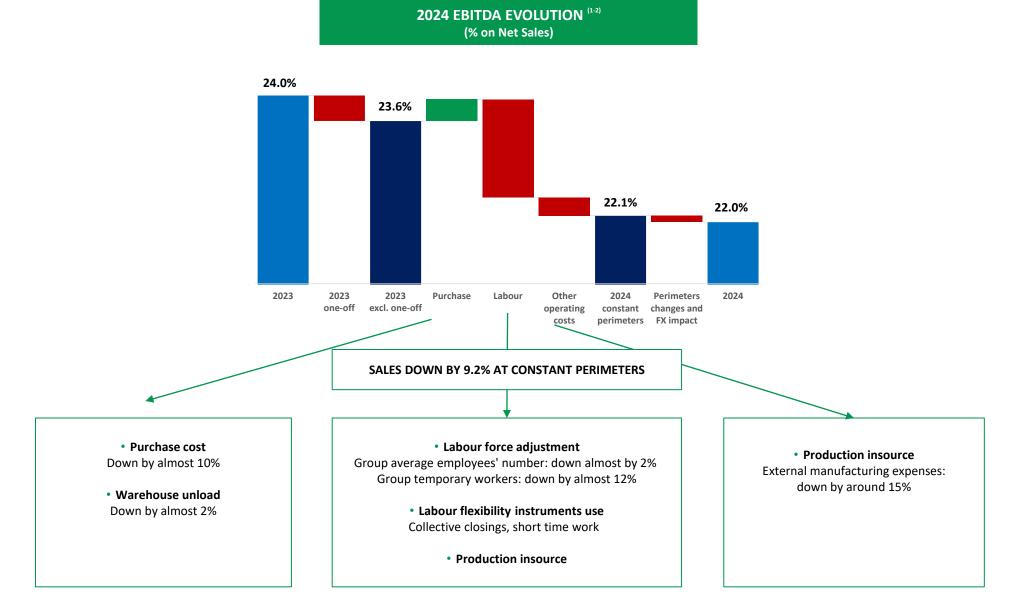


2024 SALES EVOLUTION



4Q-2024 RESULTS

EBITDA – MINIMISING NORMALISATION



⁽¹⁾ Management controlling system data – ⁽²⁾ In the graph "purchase" is net of "inventories changes" and "total other income"



- NFP equal to € 409m compared to € 486m of December 2023⁽¹⁾
- Cash generation at top level: FCF up by almost 40%, to € 205m
 - TWC⁽²⁾: € 60m of cash generation
 - CAPEX: down almost by 20% to € 135m, delivering the normalisation process
 - Acquisitions: € 92m

4Q-2024 RESULTS

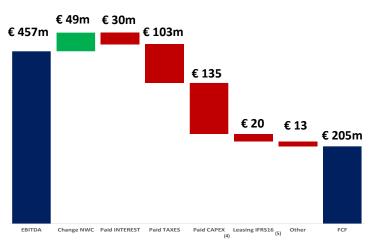
• New companies and put-call options exercise (e.g. Transtecno remaining 20% stake)



NFP EVOLUTION⁽¹⁾

(€ m)

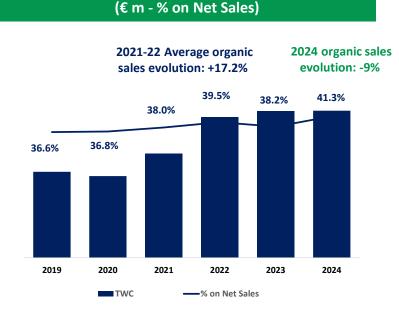




⁽¹⁾ Excluding \in 67.1m and \in 82.1m of subsidiaries purchase commitments in 2023 and 2022 - ⁽²⁾ Trade Working Capital = NWC with "Trade Payable" net of CAPEX Trade Payable ⁽³⁾ Principal portion of finance lease installments +/- new leasing contracts arranged +/- remeasurement and early close-out of leasing contracts - ⁽⁴⁾ "Investment in property, plant & equipment" less "Proceeds from the sales of property, plant & equipment + Investment in other intangible assets" - ⁽⁵⁾ Principal portion of finance lease installments

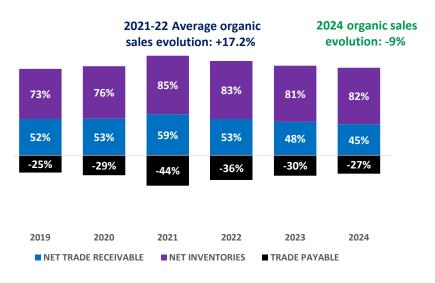


- Normalisation process slowed down by sales drop
 - Trade receivable and payable evolution consistent with sales evolution
 - Inventory lower adjustment
 - More difficult to promptly and consistently follow sales evolution
- Commitment remain the same



2019-2024 TRADE WORKING EVOLUTION

2019-2024 TRADE WORKING DETAILS Breakdown by components





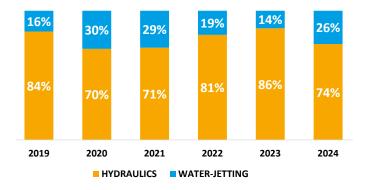
NFP – CAPEX – DELIVERING NORMALISATION

 CAPEX⁽¹⁾ normalisation process ongoing: down by around 20%, from € 165m to € 128m

4Q-2024 RESULTS

- Different evolution, different CAPEX approach
 - Hydraulics down according to the final steps of 2021-2023 Post COVID plan
 - Water Jetting increase driven by Hammelmann and Inoxpa
 - Hammelman: follow "process pump" market demand
 - Inoxpa: strength presence in India to improve overall efficiency

2019-2024 CAPEX BREAKDOWN by DIVISION ⁽²⁾ (Total amount - % on total CAPEX)

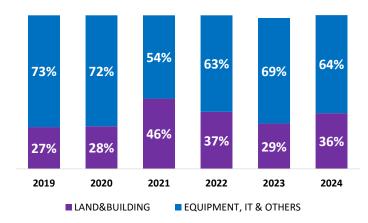


(% on total CAPEX) 7.3% 5.4% 4.7% 6.1% 6.1% 6.2% 6.2% 2019 2020 2021 2022 2023 2024

2019-2024 CAPEX EVOLUTION



2019-2024 CAPEX BREAKDOWN by CATEGORY (Total amout - % on total CAPEX)



⁽¹⁾ Accounted CAPEX (Increase of fixed assets used in the production process) - ⁽²⁾ Management estimates



NFP – CAPEX – DELIVERING NORMALISATION



- New Interpump Hydraulics headquarter
 - 62,000 sq. metres, a total area increase of around 30%
 - Best environmental standards

4Q-2024 RESULTS

- Relocation started at 2024 end
 - New machine delivered, shipping and PTOs assembly departments already transferred
- Transfer ongoing, main target is to protect Operations continuity and minimise inefficiencies



New Machining Centre DMC 100U duoBLOCK for the processing of EFP-1 Engine Flywheel PTO



The rendering and the January wip status of the new headquarters in Sala Bolognese (Italy)



INTERPUMP GROUP

NFP – CAPEX – DELIVERING NORMALISATION



New Inoxpa India headquarter

4Q-2024 RESULTS

- A total area of 32,000 sq. metres, of which 17,500 for the factory and 4,500 for office space
- Investment main targets
 - Increase of production capacity
 - Operations centralization
 - Alignment of working environment to Group best practices
 - Strengthen of brand perception
- Relocation done last summer, Operations now fully on track





IExternal facade and factory partial view of new headquarter in Pune



- Acquisitions with a perfect fit with Group growth and diversification strategy
 - Strengthening Group's global network
 - PP China & YRP, "Flow Processing" in China: entry into the plant engineering market and expansion in the components market with the support of a trustworthy management
 - Alltube, "Hose, pipes & fittings» in UK: adding rigid pipe fabrication and manipulation in the region
 - Hidrover, "Cylinders" in Brasil: a product in total synergy with the Group's portfolio
 - Completing Group product catalogue
 - Alfa Valvole, "Pressure pump" in Italy: dosing pump for precision fluid metering and injection applications and ball valves for any fluid control
- Most relevant put-call options exercise
 - 20% of Transtecno to 100% of the total equity
 - 20% Draintech to 100% of the total equity

2024 INTERPUMP GROUP ACQUISITIONS ⁽¹⁾						
ACQUIRED COMPANIES		FINANCIAL DATA ⁽²⁾				
		Sales	EBITDA Margin	IMPLIED EV/EBITDA		
9 April	PP CHINA - China YRP FLOW TECNOLOGY - China	€10m	10%	2.9x		
22 April	ALLTUBE – U.K.	€ 5m	15%	1.7x		
3 June	ALFA VALVOLE - Italy	€ 28m	26%	6.1x		
24 October	HIDROVER - Brasil	€23m	26%	4.4x		

⁽¹⁾ See please slide 35 for additional details on 2024 acquisitions - ⁽²⁾ 2023 Reported for PPChina & YRP Flow Technology, Alltube and Alfa Valvole and 2024 Forecast for Hidrover



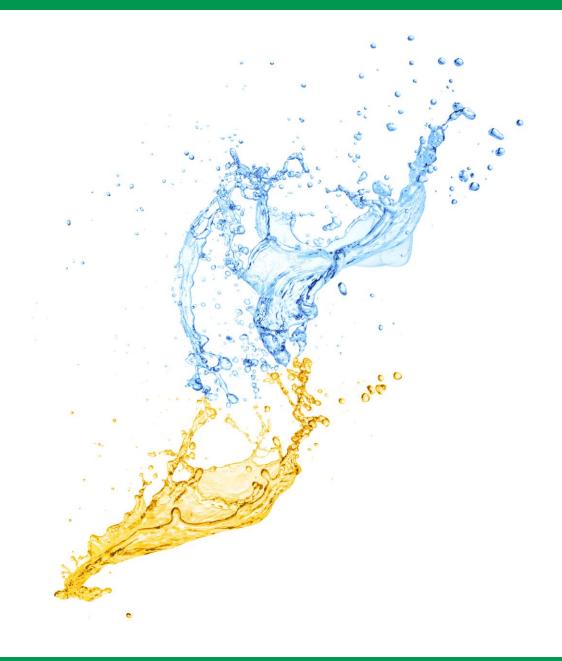
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4Q2024 FINANCIAL RESULTS

ESG PATH





ESG PATH

"A falling tree makes more noise than a growing forest" Lao Tzu



All 2024 ESG Plan actions delivered ⁽¹⁾

ESG PATH

- 2023-2025 ESG Journey: conclusion of "foundation" phase
- Multi annual actions delivery on track
 - S.4 action of 2025 Global Mobility Program anticipated to 2024
- Each action drove Group enhancement
 - CPPA ⁽²⁾: for the first time a coordinated and unitary execution
 - Eco-Design: definition of guidelines which will drive decisions and actions at subsidiaries level
 - Responsible Supply Chain: subsidiary best practice spread to most important Italian entities
- Group corporate functions leading the way
- Clear vision on possible next steps to pursue and enhance Group ESG Journey
 - Already working on 2026-2028 Plan



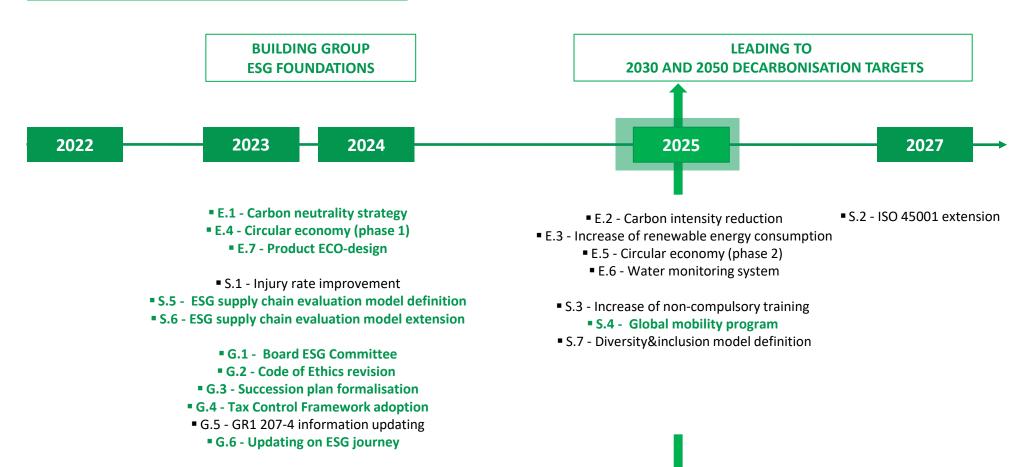
ESG PATH

THREE PRIORITIES FOR THREE PILLARS

	2023-2025 KEY TARGETS	SUPPORTED GRI and SDG		
E	 Definition of Group "Carbon neutrality" strategy Reduction of Group "Carbon intensity" Increase of renewed electricity consumption 	2023 2025 2025	Image: Construction of the second	
S	 Injury rate improvement ESG supply chain evaluation ISO 45001 extension 	2024 2023 & 2024 2027	403-9 308-1 / 414-1	
G	 Establishment of Board ESG Committee Succession plan formalisation Tax compliance consolidation 	2023 2023 2024	207-1, 2 and 3	



ESG PATH



ANALYSIS, MEASUREMENT, REVIEW AND FINETUNE



GROUP OVERVIEW

2025 OUTLOOK

4Q2024 FINANCIAL RESULTS

ANNEX





- DISCLAIMER
- 4Q-2023 DETAILS
- 2023-2025 ESG JOURNEY

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DISCLAIMER

ANNEX





DISCLAIMER – PERFORMANCE INDICATORS

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): EBIT / Capital employed;
- **Return on equity (ROE)**: Net profit / 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.

ANNEX

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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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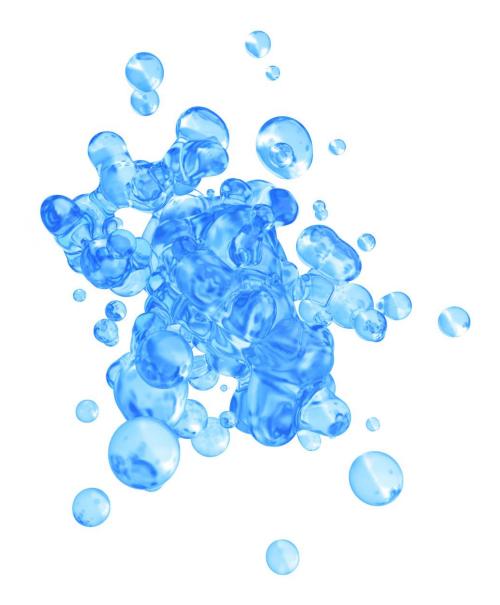
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4Q-2023 DETAILS

- DISCLAIMER
- 4Q-2024 DETAILS

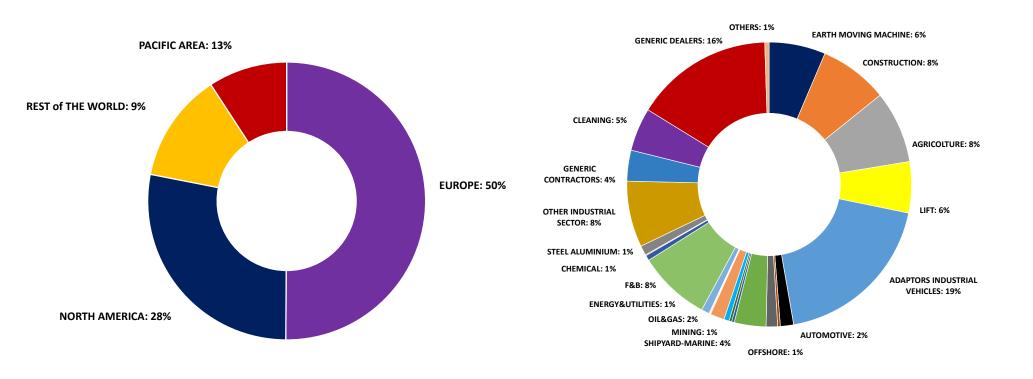
ANNEX





SALES DETAILS – SALES BREAKDOWN ⁽¹⁾ – GROUP

GROUP 2024 sales: € 2.078m

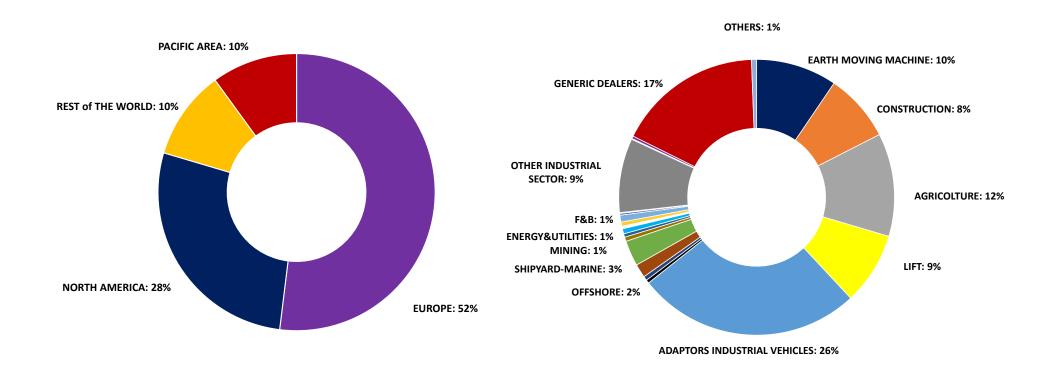


⁽¹⁾ Market application breakdown: incidence below 0.5% not indicated, incidence between 0.5-1% rounded to 1%



SALES DETAILS – SALES BREAKDOWN ⁽¹⁾ – HYDRAULIC

HYDRAULICS 2024 sales: € 1.407m

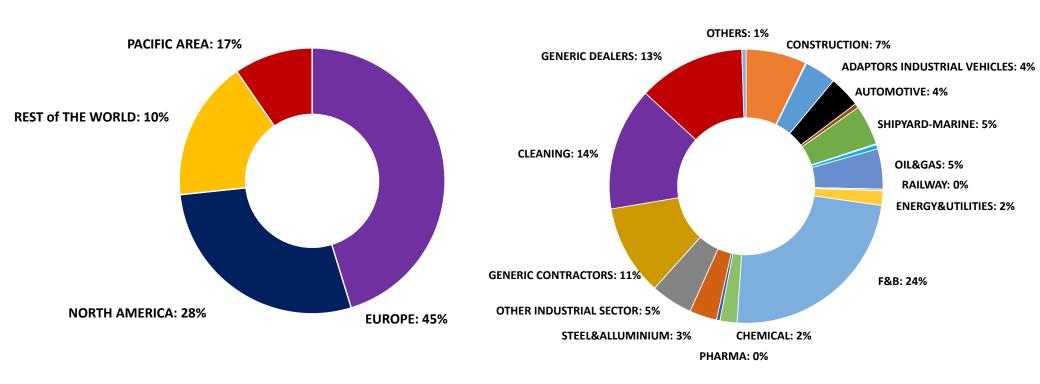


⁽¹⁾ Market application breakdown: incidence below 0.5% not indicated, incidence between 0.5-1% rounded to 1%



SALES DETAILS – SALES BREAKDOWN ⁽¹⁾ – WATER JETTING

WATER JETTING 2024 sales: € 671m

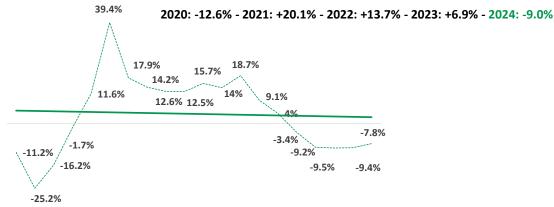


⁽¹⁾ Market application breakdown: incidence below 0.5% not indicated, incidence between 0.5-1% rounded to 1%

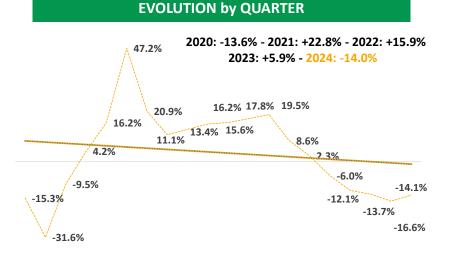


SALES DETAILS – ORGANIC EVOLUTION

GROUP 2020-2024 ORGANIC GROWTH EVOLUTION by QUARTER

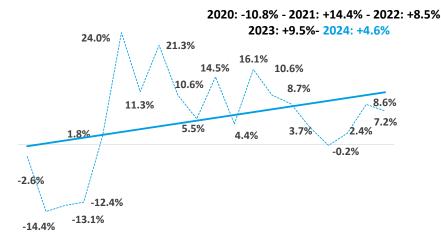


1Q20 2Q20 3Q20 4Q20 1Q21 2Q21 3Q21 4Q21 1Q22 2Q22 3Q22 4Q22 1Q23 2Q22 3Q23 4Q23 1Q24 2Q24 3Q24 4Q24



HYDRAULICS 2020-2024 ORGANIC GROWTH

WATER-JETTING 2020-2024 ORGANIC GROWTH EVOLUTION by QUARTER



1Q20 2Q20 3Q20 4Q20 1Q21 2Q21 3Q21 4Q21 1Q22 2Q22 3Q22 4Q22 1Q23 2Q22 3Q23 4Q23 1Q24 2Q24 3Q24 4Q24

1Q20 2Q20 3Q20 4Q20 1Q21 2Q21 3Q21 4Q21 1Q22 2Q22 3Q22 4Q22 1Q23 2Q22 3Q23 4Q23 1Q24 2Q24 3Q24 4Q24



2024 INTERPUMP GROUP ACQUISITIONS

ACQUIRED COMPANIES		FINANCIAL DATA (1)				IMPLIED	First consolidation
		Sales	EBITDA Margin	Additional Information	Total consideration	EV/EBITDA	Group division
9 April	PP CHINA YRP FLOW TECNOLOGY China	€ 10m	10%	-	€ 2.9m	2.9x	April 2024 Water Jetting division
22 April	ALLTUBE U.K.	€ 5m	15%	€ 1m of cash	€ 2.3m	1.7x	May 2024 Hydraulics division
3 June	ALFA VALVOLE Italy	€ 28m	26%	€ 11m of cash	€ 55.2m	6.1x	June 2024 Water Jetting division
24 October	HIDROVER Brasil	€ 23m	26%	€ 3m of cash	€ 17.5m	4.4x	December 2024 Hydraulics division

⁽¹⁾ 2023 Reported for PPChina & YRP Flow Technology, Alltube and Alfa Valvole and 2024 Forecast for Hidrover



2024 ACTIONS

- DISCLAIMER
- 4Q-2023 DETAILS

ANNEX

- 2023-2025 ESG JOURNEY
 - 2024 ACTIONS (1)
 - 2023-2025 ESG JOURNEY

⁽¹⁾ Please refers to Group web site for specific documentation on the topic ("2024 ESG Actions Overview", January 2025)

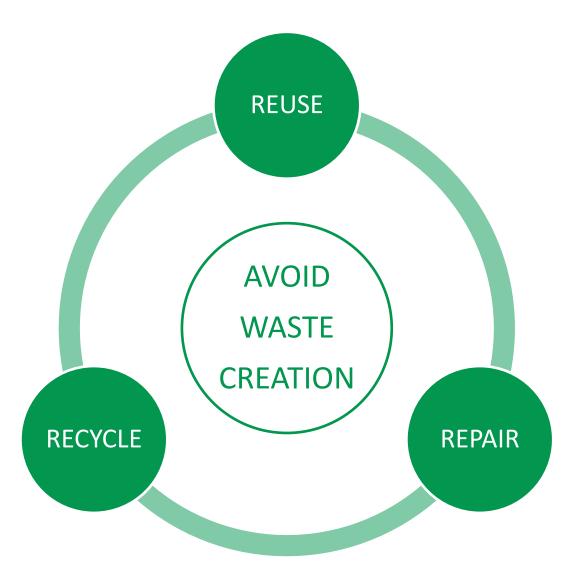


POWER PURCHASE AGREEMENT MAIN FEATURES

Plant technology	Photovoltaic – New plant
Plant location	Italy
PPA typology	Physical sleeved
Consumption volumes	20GWh ⁽¹⁾
Contract length	10 years, starting from 1° January 2025
Price	Fix
Contract perimeters	5 Italian Group companies IMM, Interpump Group, Interpump Hydraulics, Reggiana Riduttori and Walvoil
Energy destination	Self-consumption
Energy provider	Statkraft Markets GmbH









CORE PRINCIPLES	GOALS
Efficient material management	 Increased use of renewable energy sources Seeking design solutions to reduce materials used while preserving performance levels Adopt cross-product logics to optimise production and warehousing (especially for intra-group collaborations)
Efficient water management	 Designing products that optimise customers' water consumption Recovery of water for reuse in the production cycle
Efficient energy management	 Streamlining company production processes through updating technical knowledge, processes and plants Optimising consumption for customers
Harmful material use reduction	 Reduction in the use of industrial products & processes with hazardous substances, replacing them instead with less toxic and polluting equivalents
Products useful life extension	 Product design that also incorporates possible end-of-life scenario Sensorisation ("Internet of things"), planned maintenance and customer collaboration
Local supply chain & logistic improvement	 Attention to local suppliers and promotion of collaboration based on proximity Optimisation of internal and external logistics

Ε



GLOBAL MOBILITY PROGRAM

4 GOALS

Group strategy implementation

ANNEX

Mobility is a key lever for achieving growth, innovation and competitiveness. Managers' mobility is designed to support Group presence in key markets, facilitating the transfer of critical skills, meeting local needs of the hosted company.

Group 2023-25 ESG Journey alignment

Mobility promotes greater diversity, equity, and inclusion within the organization. It fosters cultural exchange and global collaboration, helping to create a more sustainable and responsible work environment.

Professional growth fast track

Mobility accelerates professional growth, acting as a catalyst for career advancement. It enhances skills development and fast-tracks the achievement of key career milestones, offering diverse experiences and exposure to different roles and environments.

Value creation

Mobility is key tool for driving growth by enabling strategic allocation of talent and expertise where needed. Deploying skilled employees in strategic roles directly contributes to operational efficiency, increasing productivity and supporting the implementation of new projects.



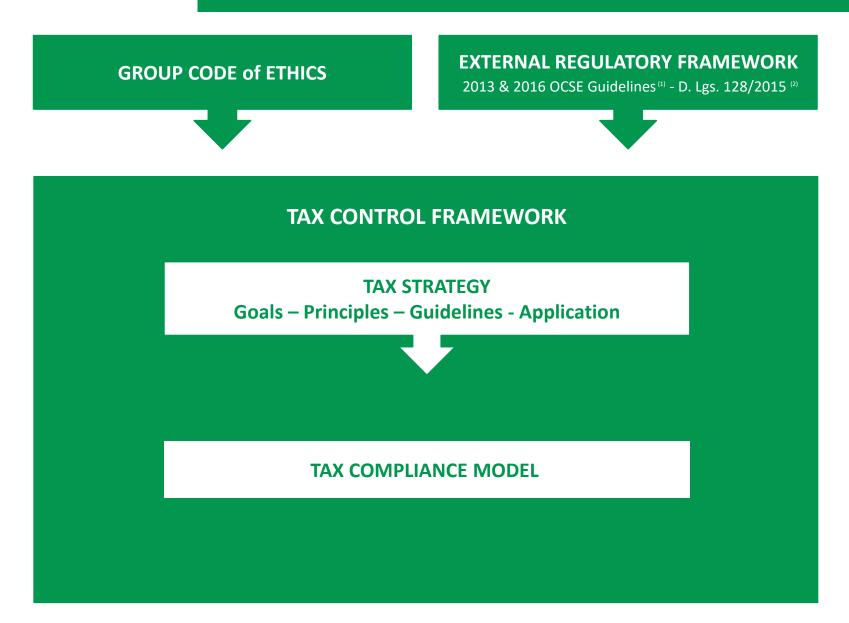
- Approach: leverage on existing best practices at subsidiaries level
- Methodology: internally performed activities
 - Harmonise business model variety between and inside divisions
 - Overcome decentralised organisation at operational level
 - Consider the relatively small and streamlined structure of Group suppliers
- Principles: concreteness and applicability
 - Analysis of questionnaire received from Group's customers
 - Benchmark with industry sectors best practices
 - Brainstorming with internal functions (e.g. Procurement, "Internal Audit, Risk & Compliance")
- Goal: development of a methodology which overcomes both Group variety and decentralisation and suppliers' features
 - Solid foundation for future next steps (e.g. sample enlargement, audit activities)



- Focus: "Cost of sales", the most important cost item of P&L
 - 4 most important cost items
 - Purchase of raw materials, semi-finished products, finished products
 - External manufacturing costs
 - Consumable tools
 - Consumables
- Sample: all Italian manufacturing companies
 - 18 companies
 - Among most important Group subsidiaries: IMM, Interpump Group⁽¹⁾, Interpump Hydraulics, Reggiana Riduttori, Transtecno and Walvoil
- Coverage: at least 50% of "Cost of sales" sample



ACTION G.4 – TAX COMPLIANCE CONSOLIDATION





TAX CONTROL FRAMEWORK

Detect, measure, manage and control the tax risk

4 GOALS

	Tax culture spread	Sustainable development and Group asset integrity	Tax regulations application consistency and reliability and litigation prevention	Tax and reputational minimization
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4 PILLARS

Internal regulatory instruments	Role & Responsibilities	Processes	Information flows & Reporting

G



- Improvement of communication transparency
 - 360° approach, not only ESG topics
- 2023-25 ESG Journey
 - Quarterly updating
 - Ad hoc presentations
 - «Tax Compliance Consolidation», 14 November 2024
 - «Corporate Purchase Power Agreement», 21 November 2024
 - «Eco-Design Guidelines for Group Products», 20 December 2024
 - «Responsable Supply Chain», 13 January 2025
 - «ESG 2024 Activities», January 2025
- Governance topics
 - Ad hoc presentations
 - 2023 Remuneration Policy, April 2024
 - «Approach to Governance & Sustainability», June 2024











G.6 UPDATING ON ESG JOURNEY

Webranking

CO comprene

WEBRANKING HIGHLIGHTS 2024-25

Tutta l'Europa punta a una comunicazione più trasparente, con medie complessive in crescita. Risultati polarizzati per l'Italia: cinque aziende brillano nella top 10, ma undici si posizionano nelle ultime cento.

Per il quarto anno consecutivo, le aziende italiane dominano il podio dei Webranking Europe 500, con Terna, Poste Italiane e Snam nelle prime tre posizioni, seguite da Eni al guarto posto e Generali al guinto.

L'Italia si distingue con un punteggio medio di 53,7, registrando un lieve miglioramento di 0.1 rispetto al 53.6 dell'anno scorso. Questo risultato, superiore alla media europea di 48.4, colloca l'Italia al terzo posto tra i Paesi. europei, preceduta solo da Finlandia e Svezia. Ben sette aziende italiane compaiono nella Top 20 europea, cinque delle quali occupano le prime sei posizioni.

vertici del settore "Banks & Financial Services". mentre Amplifon guida il settore "Healthcare." Nonostante i successi, il panorama Italiano rimane disomogeneo; oltre un terzo delle aziende si trova nelle ultime 100 posizioni. La competizione per i primi posti è serrata, con aziende di Svezia, Svizzera e Finlandia in evidenza. Vonovia, la società immobiliare tedesca, si distingue come "Best Improver". guadagnando 254 posizioni (+18,2 punti). Tra le italiane, interpump registra la crescita più marcata (+9,5 punti), seguita da Poste Italiane (+6,9).

29

AZIENDE ITALIANE INCLUSE

Mediobanca e Intesa Sanpaolo si affermano al

500

AZIENDE IN EUROP/

PER	ORMA	NCE	PAE	SI EU'		٦	TOP 10 EU	ROPE	Α
POSIZIONE	PAESE	AZIENDE	MEDIA	POSIZIONE		POSIZIONE	AZIENDA	PAESE	PUNTEGOIO
1	Finlandia	16	70,6	(1	Terna	0	95,3
2	Svezia	42	53,9	÷		2	Poste Italiane	0	94,1
3	Italia	29	53,7	(3	Snam	0	93,8
4	Austria	6	52,6	^		4	Eni	0	92,7
5	Germania	58	52,5	4		5	Sandvik	12	87,8
6	Spagna	18	51,2	(6	Generali	0	85,3
7	Svizzera	45	49.7	(7	Valmet	-	84,8
8	Norvegia	14	48.0	÷		8	Givaudan	0	84,3
9	Regno Unito	109	47,5	1		9	Wärtsilä	80	84
10	Danimarca	18	45,7	4		10	Kesko	84	82,2
11	Olanda	25	44,0	4					
12	Francia	65	43,0	Υ.		B	EST IMPR	OVER	FU
13	Irlanda	9	41,8	1			OVIA +18 2: WDD		
14	Belgio	14	40,6	4					1.14
15	Polonia	9	35,5	←	1	_			
16	Turchia	6	33,6	÷	(BEST IMPROVER IT INTERPUMP +9,5; POSTE ITALIANE +6,9; NEXI +6			
17	Grecia	6	32,7	÷	\mathbf{N}			E +8,9;	
	nsiderate per qu ny Comprend	eta classific	a I paesi e	uropel con plù di	4 azler 4	de incluse nells		ne italiana a c	ure di Lundqu

DATA STAMPA 09-DIC-2024 Settimanale - Dir. Resp.: Luciano Fontana Tiratura: N.D. Diffusione: N.D. Lettori: 1697000 (DS0001772) 43°Anniversario da pag. 37/ foglio 1/2 COMUNICAZIONE **TERNA, POSTE E SNAM REGINE D'EUROPA**

L'Economia

È tutto italiano il podio delle società che offrono l'informazione online

più trasparente. Lo dice l'indagine di Lundquist-Comprend, che analizza le 500 principali quotate del Continente. Ora una nuova

prova: differenziarsi nel mare magnum delle rendicontazioni Esg

A completare la top 10 anche Eni e Generali. Ma non siamo il Paese più virtuoso in assoluto: davanti a noi ci sono Finlandia e Svezia

di ANDREA BONAFEDE

e aziende italiane si confermano al vertice della trasparenza nella comunicazione digitale. A stabilirlo è la Webraking 2024-2025, l'indagine — giunta alla 28esima edizione — realizzata da Lundquist, in collaborazione con la società svedese Comprend, che valuta il livello di trasparenza dell'informazione societaria online delle 500 principali imprese quotate europee. Le prime quattro posizioni sono infatti occupate da aziende italiane: si tratta di Terna (95,3, il punteggio massimo è 100), Poste Italiane (94,1), Snam (93,8) ed Eni (92,7). E se si aggiunge il sesto posto di Generali (85,3), metà della top 10 è composta da società del nostro Paese. Inoltre, Mediobanca e Intesa Sannaolo si affermano ai vertici del settore «Banks & Financial Services», mentre Amplifon guida il settore «Healthcare». Tra le società italiane che si sono migliorate di più figurano <u>interpump</u> (+9,5%), Poste Italiane (+6,9%) e Nexi (+6%).

L'Italia si distingue con un punteggio medio di 53.7, superiore alla media europea di 48,4, posizionandosi però «solo» terza tra i Paesi del Continente, dietro Finlandia e Svezia, Se da un lato, infatti, le primissime po-

sizioni siano occupate da imprese del nostro Paese, dall'altro ben u società si trovano nelle ultime 100 posizioni. «Questo succede perché, a differenza della Finlandia o della Svezia che hanno risultati più omogenei, la cultura della trasparenza non è così diffusa a livello di Paese, ma è più caratteristica di alcune singole grandi

aziende», spiega Joakim Lundquist, ceo di Lundquist e responsabile di Webranking.

La fotografia

Secondo l'indagine, le aziende itallane si distinguono in Europa per l'efficacia nella comunicazione verso i candidati e i dipendenti, e nell'ambito della sostenibilità. Mentre tra la sezione in cui le società del Vecchio Continente, non solo quelle italiane, mostrano i risultati peggiori è quella relativa agli «Investor Relators»: le aziende infatti faticano a mettere in evidenza le informazioni più rilevanti e a offrirne una lettura completa, dalla strategia all'investment case, dall'outlook finanziario al profilo del debito. La comunicazione resta, infatti, ancorata a report e presentazioni per analisti, i cui contenuti non vengono veicolati all'interno del sito corporate: solo il 47% delle società incluse presenta un investment case, fondamentale

per il mercato, mentre solo il 32% presenta obiettivi finanziari concretamente misurabili Tra i settori, a spiceare per virtuosi tà è il «Basic Resources» — con un punteggio di 57,7 la media europea è

48.4 —, malgrado nessuna delle sue

aziende figuri nella top 20 Europe Seguono «Energia» (che avanza dalla quarta posizione alla seconda) e «Telecomunicazioni». A far registrare i punteggi complessivi più bassi sono i comparti di «Retail», «Vlaggi», «Media» e «Real Estate». Le sfide

> L'indagine mette inoltre evidenza i grandi cambiamenti a cui sta andano incontro la comunicazione azier dale. A partire dal fattore sostenibilità. La Direttiva Csrd dell'Unione europea, infatti, estenderà - dai bilanci del 2024 - l'obbligo di rendicontazione Esg a una vasta platea di aziende, spingendole verso una trattazione sempre più tecnica e omogenea. In questo contesto. il ruolo di una comunicazione credibile, distintiva e rivolta a tutti gli stakeholder diventa una leva competitiva per qualsiasi azienda. «La "compliance" rischia di standardizzare la comunicazione della trasparenza - sostiene Lundquist -... Le imprese devono differenziarsi dalla concorrenza, ma per riuscirci dovranno pensare a una comunicazione strategica. In questo senso, tutti i "touchpoint" digitali possono riaffermarsi come stru-





2023-2025 ESG JOURNEY

- DISCLAIMER
- 4Q-2023 DETAILS

ANNEX

- 2023-2025 ESG JOURNEY
 - 2024 ACTIONS (1)
 - 2023-2025 ESG JOURNEY

⁽¹⁾ Please refers to Group web site for specific documentation on the topic ("2024 ESG Actions Overview", January 2025)



- 3 main streams
 - Climate change
 - Product life cycle
 - Water efficiency
- Formalisation of Group "E" strategy and policies is the cornerstone
- Approximately € 10m of CAPEX and not material impact on Group G&A in the plan horizon
 - CAPEX: around 40% already included in 2022 projects
 - G&A: most activities will be performed internally

	ACTION ID	DESCRIPTION	GRI and SDG	КРІ	TIMING
CLIMATE CHANGE	E.1	 Carbon neutrality strategy definition To be applied to the entire Group perimeter and to all carbon emission categories (Scope 1, 2 and 3) Fundamental support to reach timely 2030 and 2050 EU target 	7 defense of Constant of 11 defense 13 defense Constant of Constant of Consta	N.A.	Base year: 2022 Target year: 2023



ESG 2023-25 PLAN – LEADING TO 2030-50 TARGETS



	ACTION ID	DESCRIPTION	GRI and SDG	КРІ	TIMING
CHANGE	E.2	 Carbon intensity reduction Focus on Scope 1 and 2 Main leverages: photovoltaic plants installation and renewable purchase energy agreement Italian manufacturing site as PPA starting point 	305-1 and 2	K.P.I. tCO ₂ eq/€ ⁽¹⁾ Target: -30% (from 0.040 ⁽²⁾ to 0.028)	Base year: 2021 Target year: 2025
CLIMATE CHANGE	E.3	 Increase of renewable energy consumption Main leverages: photovoltaic plants installation and renewable purchase energy agreement Italian manufacturing site as PPA starting point 	302-1 7 ####################################	K.P.I. Total renewable EE (GJ)/Total energy Base: 3% Target: 25%	Base year: 2021 Target year: 2025
LIFE CYCLE	E.4	 Circular economy – Phase 1 Waste assessment and potential by-products analysis Network with partner entities at regional level Pilot project in IPG and IMM subsidiaries 	6 End water Experiment 12 Experiment A for the second A for th	N.A.	Base year: 2022 Target year: 2023
PRODUCT LIFE CYCLE	E.5	 Circular economy – Phase 2 Feasibility study on Phase 1 project extension Italian manufacturing site as possible perimeter 	6 ENDERNAME CONTACTOR 12 ENDERNET CONTACTOR 13 ENDERNET CONTACTOR 14 ENDERNET CONTACTOR 15 ENDERNET CONTACTOR 16 ENDERNET 17 ENDERNET 18 ENDERNET 18 ENDERNET 18 ENDERNET 19 ENDERNET 18 ENDERNET 19 ENDERNET 19 ENDERNET 19 ENDERNET 19 ENDERNET 10	N.A.	Base year: 2023 Target year: 2025



ESG 2023-25 PLAN – LEADING TO 2030-50 TARGETS



	ACTION ID	DESCRIPTION	GRI and SDG	КРІ	TIMING
WATER EFFICIENCY	E.6	 Water monitoring system Phase 1: mapping of the installed water monitoring systems across the Group Phase 2: implementation of a continuous water monitoring system in all Group factories 	303-3 and 4	N.A.	Base year: 2022 Target year: 2025
PRODUCT LIFE CYCLE	E.7	 Product ECO-design Phase 1: definition of a Group ECO-design policy Phase 2: implementation of Group policy through procedures reflecting business model heterogeneities 	6 constanting Constanting 12 constanting Constanting	N.A.	Base year: 2022 Target year: 2024



- 4 main streams
 - Health & safety
 - People development
 - Responsible supply chain
 - Diversity & inclusion
- "Pilot projects" will be crucial to capitalise on already existing best practices at subsidiaries level
 - Walvoil for "ESG supply chain evaluation model definition" and Muncie for "diversity & inclusion"
- Not material financial impacts in the implementation horizon
 - Around € 3m of incremental costs for both ISO 45001 extension and non-compulsory training

	ACTION ID	DESCRIPTION	GRI and SDG	КРІ	TIMING
НЕАLTH & SAFETY	S.1	Injury rate improvement Keep injury frequency below 2019-21 average 	403-9 3 Stylester 403-9 3 Stylester 3 St	K.P.I. Injury rate ⁽¹⁾ Average 2019-21: 2,2 ⁽²⁾	Base year: 2021 Target year: 2024

⁽¹⁾ (Total n° of employees injuries above 1 day / Total n° of hours worked) x 200.000 - ⁽²⁾ Please refer to Non-financial statements as of 31 December 2019, 2020 and 2021 for details



ESG 2023-25 PLAN – EXPANDING THE SILENT GROWING FOREST ^s

	ACTION ID	DESCRIPTION	GRI and SDG	КРІ	TIMING
HEALTH & SAFETY	S.2	 ISO 45001 extension Focus on subsidiaries with manufacturing sites 	3 KOD KATE AT HELERE B KOD KATE B KOD K	K.P.I. % Group turnover Base: 22% Target: 45%	Base year: 2021 Target year: 2027
'ELOPMENT	S.3	 Increase of non-compulsory training Focus on "below - in line" target subsidiaries Definition of Group guidelines and identification of training areas 	4 BENTR BECAN B CASH AND AND B CASH AND AND B	K.P.I. About 35% increase average training hours x employee ⁽¹⁾	Base year: 2021 Target year: 2025
PEOPLE DEVELOPMENT	S.4	 Global mobility program Define and implement a worldwide mobility program across Group subsidiaries 	4 mun bio 6 conversion 6 co	N.A.	Base year: 2022 Target year: 2025
RESPONSIBLE SUPPLY CHAIN	S.5	 ESG supply chain evaluation model definition Updated suppliers' evaluation model with environmental and social criteria Initial focus on "material" suppliers Execution of a pilot project in Walvoil Group 		N.A.	Base year: 2022 Target year: 2023



ESG 2023-25 PLAN – EXPANDING THE SILENT GROWING FOREST ^s

	ACTION ID	DESCRIPTION	GRI and SDG	KPI	TIMING
RESPONSIBLE SUPPLY CHAIN	S.6	 ESG supply chain evaluation model extension First focus on Italy (100% of manufacturing subsidiaries) Feasibility study for a worldwide application 		N.A.	Base year: 2023 Target year: 2024
DIVERSITY & INCLUSION	S.7	 Diversity & inclusion model definition Systematic and consistent mapping of HR evolution and development from a diversity & inclusion point of view Execution of a pilot project in Muncie 	405-1	N.A.	Base year: 2023 Target year: 2025



- 3 main streams
 - ESG as governance cornerstone
 - Spread of ESG principles, actions and results inside and outside the Group
 - Tax compliance consolidation in line with best practices
- "G" actions will follow the natural path of Group governance activities
 - Mostly be addressed by 2023 annual shareholders meeting
- Almost all activities will be performed internally
 - Possible support on certain areas from specialised external consultants

	ACTION ID	DESCRIPTION	GRI and SDG	КРІ	TIMING
ESG CORNERSTONE	G.1	 Establishment of Board ESG Committee Separation between "Control & Risk" and "Sustainability" committees Inclusion of executive directors 	8 Recret Note we Concerned convert 16 Pass Autors In Comments In C	N.A.	Base year: 2022 Target year: 1H2023



ESG 2023-25 PLAN – BUILDING ESG FOUNDATIONS

	ACTION ID	DESCRIPTION	GRI and SDG	КРІ	TIMING
ESG PRINCIPLES-ACTIONS-RESULTS SPREAD	G.2	Code of Ethics revision To reflect ESG principles in Code of Ethics 		N.A.	Base year: 2022 Target year: 1H2023
	G.3	Succession plan formalization Succession plan formalization (starting from Interpump Group S.p.A.) 	5 fiber 8 manual memory 8 manual memory 6 manual memory 7 manual mem	N.A.	Base year: 2022 Target year: 2023
ALIGNMENT TO TAX BEST PRACTICES	G.4	 Tax compliance consolidation in line with best practices Tax strategy formalization Tax governance and tax risk management and control enhancement Internal compliance review for OECD Pillar II 	207-1, 2 and 3	N.A.	Base year: 2022 Target year: 2024
ALIGNMENT TO TA	G.5	 GR1 207-4 information updating Country-by-country report refresh and annual updating 	207-4 16 Mar and Constant of the second seco	N.A.	Base year: 2022 Target year: annual



ESG 2023-25 PLAN – BUILDING ESG FOUNDATIONS

	ACTION ID	DESCRIPTION	GRI and SDG	КРІ	TIMING
ESG PRINCIPLES-ACTIONS- RESULTS SPREAD	G.6	Updating on ESG journey Periodic updating on actions implementation 	9 Norman and and 13 Admin 13 Admin 14 Admin 15 Admin 16 Fash Admin 16 Fash Admin 16 Fash Admin 17 Admin 18	N.A.	Base year: 2022 Target year: annual

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, 14 November 2024

Mauro Barani OC 0