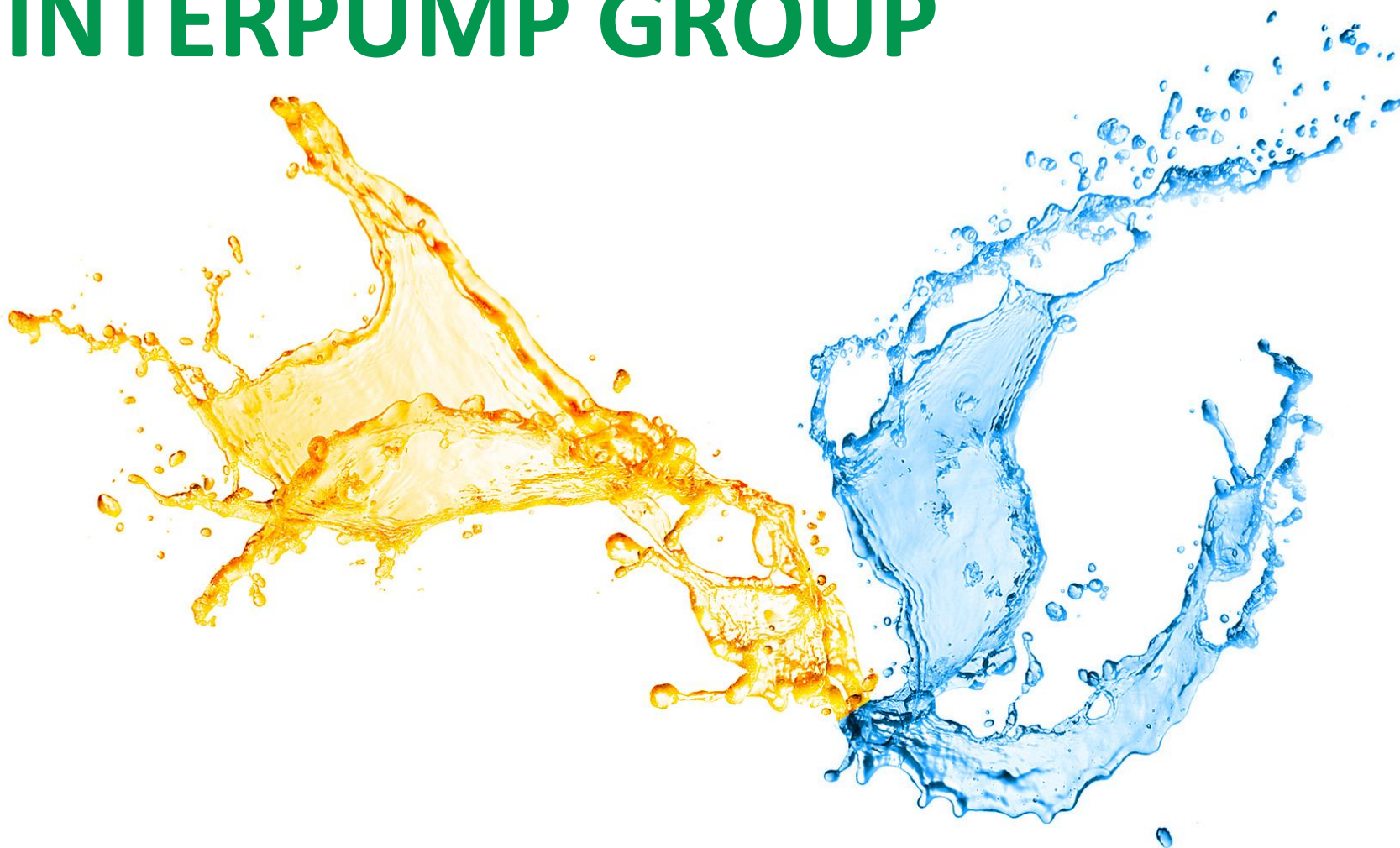


INTERPUMP GROUP

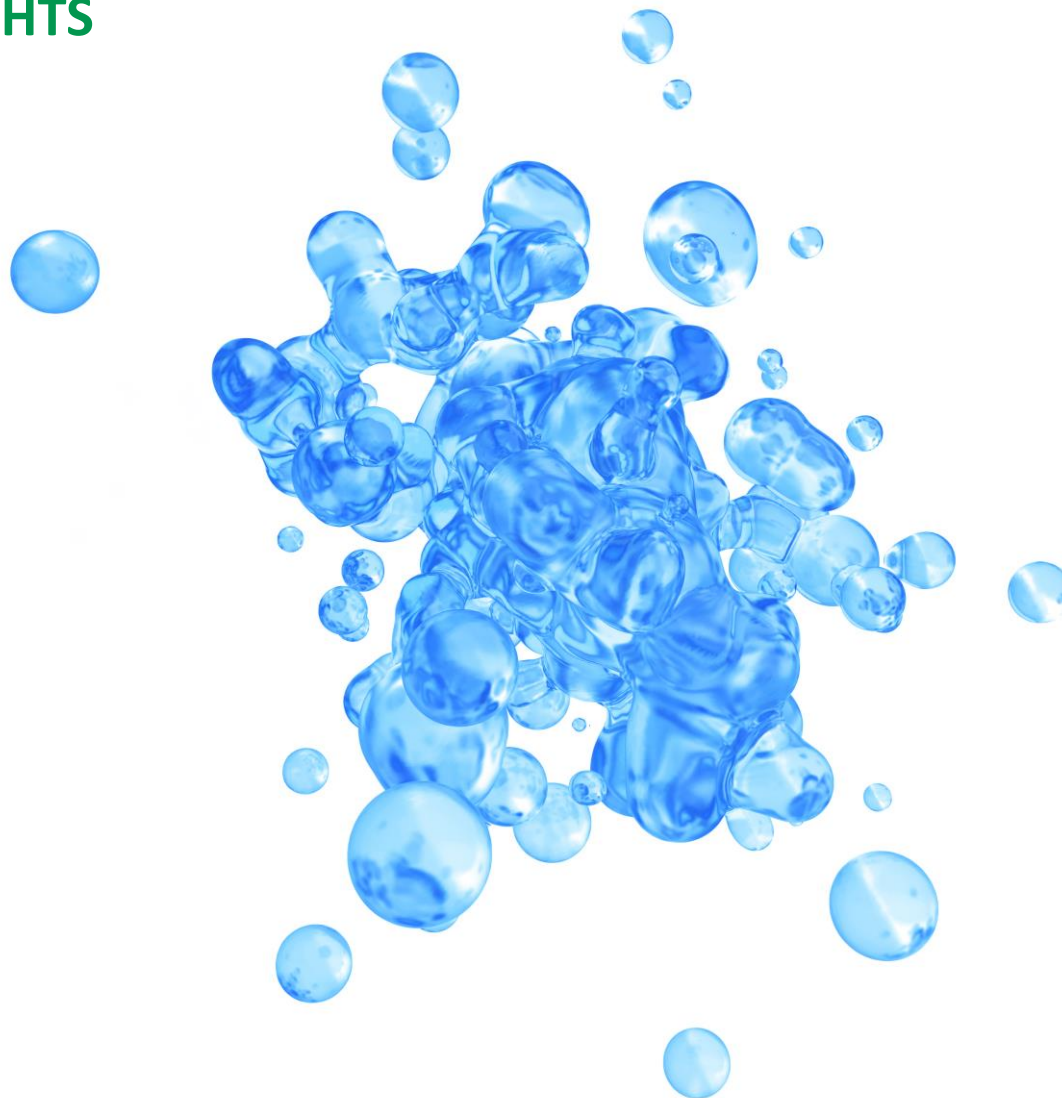


1Q2024 Financial Results - 15th May 2024

- KEY HIGHLIGHTS
- 1Q2024 FINANCIAL RESULTS
- ESG PATH
- OUTLOOK
- ANNEX



■ KEY HIGHLIGHTS

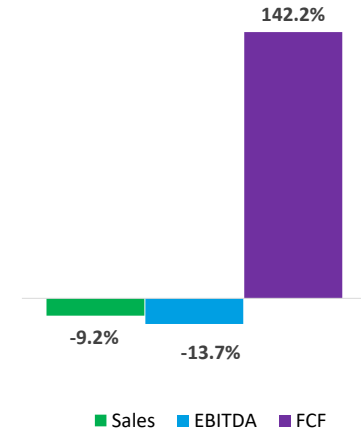


- On the right path to the goals of margin protection and FCF generation improvement
 - Effective margin protection
 - Organic sales: -9.2% ⁽¹⁾
 - Organic profitability: -13.7% with a margin of 23.4% from 24.7% ⁽²⁾
 - Strong cash flow generation
 - FCF: more than 2x

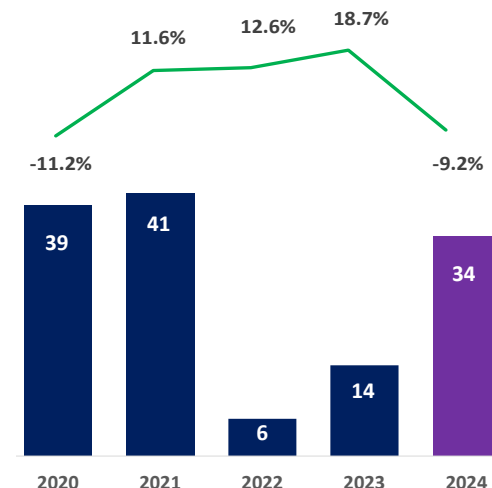
- Important steps to support the Group's future growth
 - US\$300m Private Shelf agreement ⁽⁴⁾
 - Enhancement of Group network presence

- Updating 2024 financial expectations
 - Sales: between -5% and +1% overall ⁽⁵⁾
 - Profitability: around 23.5%
 - Cash flow: continuation of material improvement

2024 SALES, EBITDA & FCF EVOLUTION ⁽²⁻³⁾
% change compared to previous reporting period



1Q GROUP ORGANIC GROWTH & FCF EVOLUTION
Million €



⁽¹⁾ Variation at constant perimeter and FX - ⁽²⁾ Excluding from 1Q2023 € 3.6m of insurance reimbursement correlated to IMM Romania - ⁽³⁾ Sales and EBITDA on organic bases, FCF on total basis - ⁽⁴⁾ US\$100 single tranche issued - ⁽⁵⁾ Including acquisitions performed YTD

- KEY HIGHLIGHTS

- 1Q2024 FINANCIAL RESULTS



■ 1Q2024

- Sales: normalisation trend exacerbated by comparison with best 1Quarter in Group history
- Profitability: effective margin protection thanks to division diversification and business model flexibility
- NFP: delivering improvement in cash flow generation

Million €	1QUARTER	
	2023	2024
Group Sales	592.3	545.9
Change,		-7.8%
of which		
▪ Organic		-9.2%
▪ Perimeter change ⁽¹⁾		+1.8%
▪ FX impact		-0.4%
EBITDA	149.6	127.4
Change		-14.9%
% on net sales	25.3%	23.3%
Net Income	86.0	67.6
NFP ⁽²⁾	533.9	452.8

**-13.7% and
from at 24.7% to 23.4%
on organic basis and excluding IMM one-off**

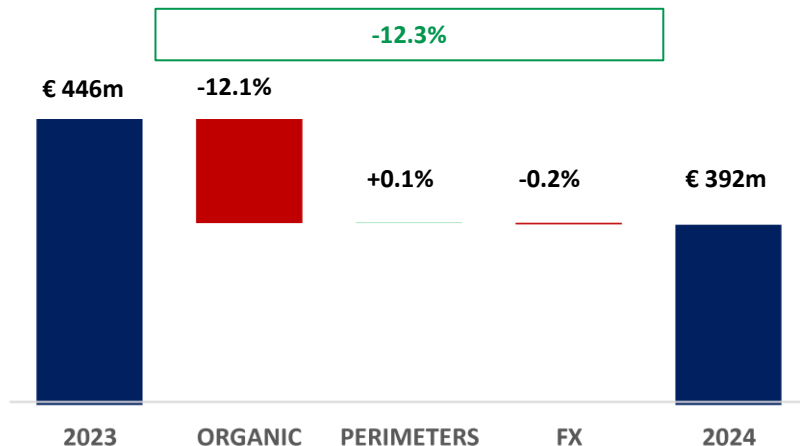
⁽¹⁾ 2024 perimeter change: Mouldtech (consolidated from April 2023), I.Mec and and Waikato (consolidated since May 2023) - ⁽²⁾ Excluding € 78.9m and € 65.0m of subsidiaries purchase commitments in 2024 and 2023 respectively

- Hydraulics
 - Sales: “agriculture” and “earth-moving machinery” in a stabilisation phase
 - EBITDA: countermeasures gradually kicking in
- Water-Jetting
 - Sales: “complete system” and “pressure pump” best performer among most important categories
 - EBITDA: 1Q2023 strong profitability confirmed by a successful sales mix management, first positive evidence in terms of G&A and cash from Waikato integration plan

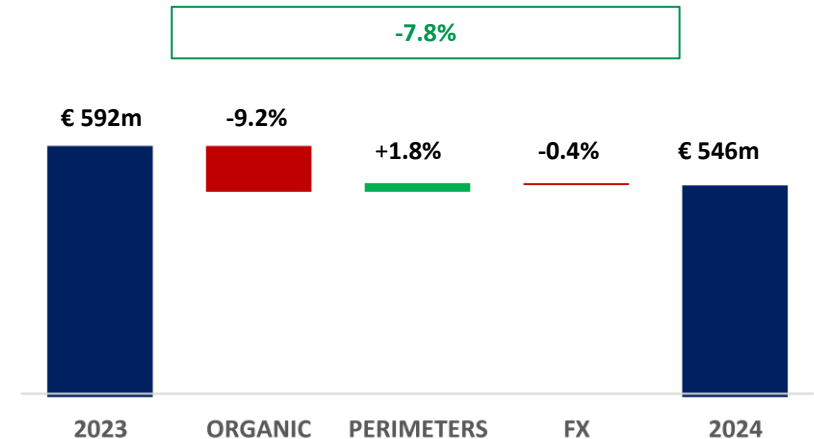
		1QUARTER		
Million €		2023	2024	
HYDRAULICS	SALES	446.5	391.7	
	Change		-12.3%	
	EBITDA ⁽¹⁾	108.7	85.6	
	Change		-21.3%	<div>-18.6% and from at 23.5% to 21.8% excluding IMM one-off</div>
	% on net sales	24.3%	21.8%	
WATER-JETTING	SALES	145.9	154.1	
	Change		+5.7%	
	EBITDA	40.9	41.8	
	Change		+2.2%	<div>Steady at 27.8% excluding acquisitions</div>
	% on net sales	27.8%	26.8%	

- 1Q2024: Hydraulics more impacted by normalisation, Water Jetting more influenced by comparison
 - Hydraulics: “orbital motors” and “power transmission” the weakest, “hoses, pipes & fittings» and «PTO & cylinders» the most resilient
 - Water Jetting: organic evolution distorted by comparison

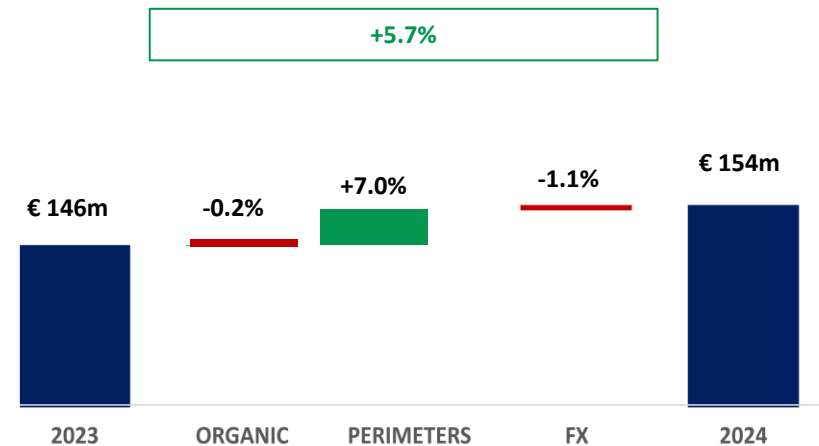
1Q2024 HYDRAULICS SALES EVOLUTION



1Q2024 GROUP SALES EVOLUTION

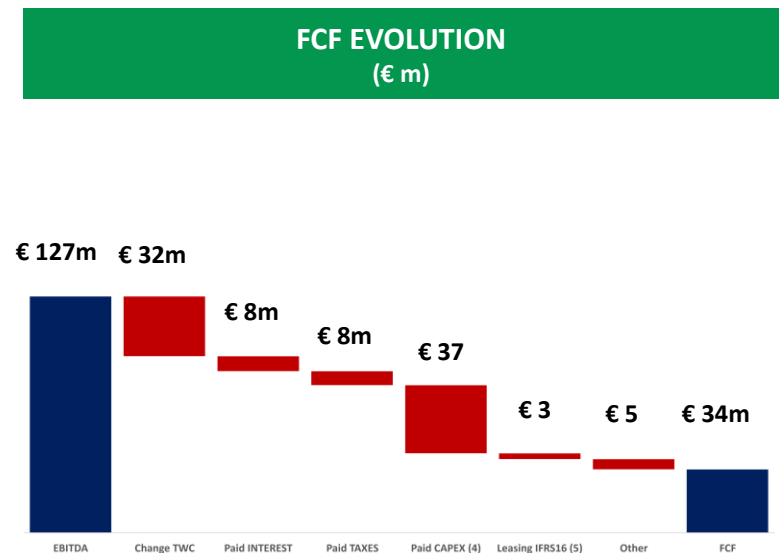
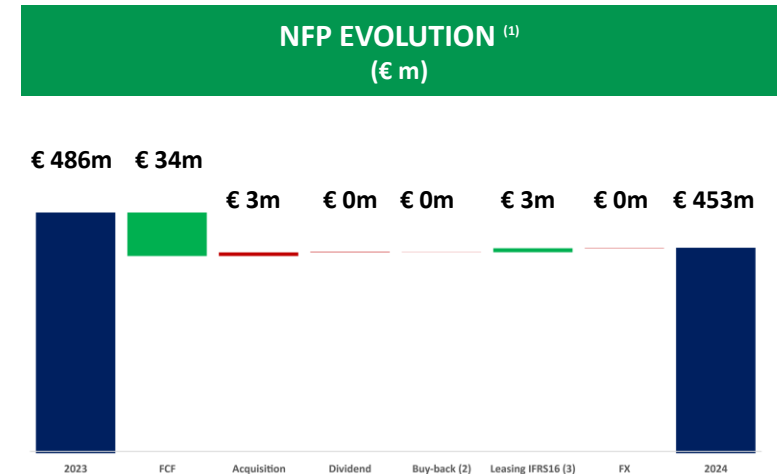


1Q2024 WATER JETTING SALES EVOLUTION



- January: US\$300m Private Shelf agreement
 - US\$100 single tranche issued
 - 8 years average duration and 4.17% coupon
 - Gross debt average life from 2.5 to 3 years

- March: NFP of € 453m compared to € 486m as of December 2023⁽¹⁾
 - FCF: more than 2x
 - TWC⁽²⁾: cash absorption more than halved driven by efficient inventory management and sales decrease impact
 - CAPEX: € 43m compared to € 49
 - Start of the decrease from peak



⁽¹⁾ Excluding € 78.9m and € 81.2m of subsidiaries purchase commitments in 2024 and 2023 – ⁽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



- New Interpump Hydraulics headquarter
 - 62,000 sq. metres, a total area increase of around 30%
 - Best environmental standards
 - Photovoltaic plants with an estimated 2,300,000 kWh annual production and consequently 1.219 Tco2 savings
 - 10x better thermal isolation compared to the current building



Interpump Hydraulics – The rendering and the March wip status of the new headquarters in Sala Bolognese (Italy)

- **KEY HIGHLIGHTS**
- **1Q2024 FINANCIAL RESULTS**
- **ESG PATH**



“A falling tree makes more noise than a growing forest”

Lao Tzu

2023-2025 ESG JOURNEY		
2024 ACTIONS		UPDATINGS
E.7	Product ECO-design	
S.1	Injury rate improvement	
S.6	ESG supply chain evaluation model extension	
G.4	Tax compliance consolidation in line with best practices	
G.5 ⁽¹⁾	GR1 207-4 information updating	
G.6 ⁽¹⁾	Updating on ESG journey	

⁽¹⁾ Annual target

- KEY HIGHLIGHTS

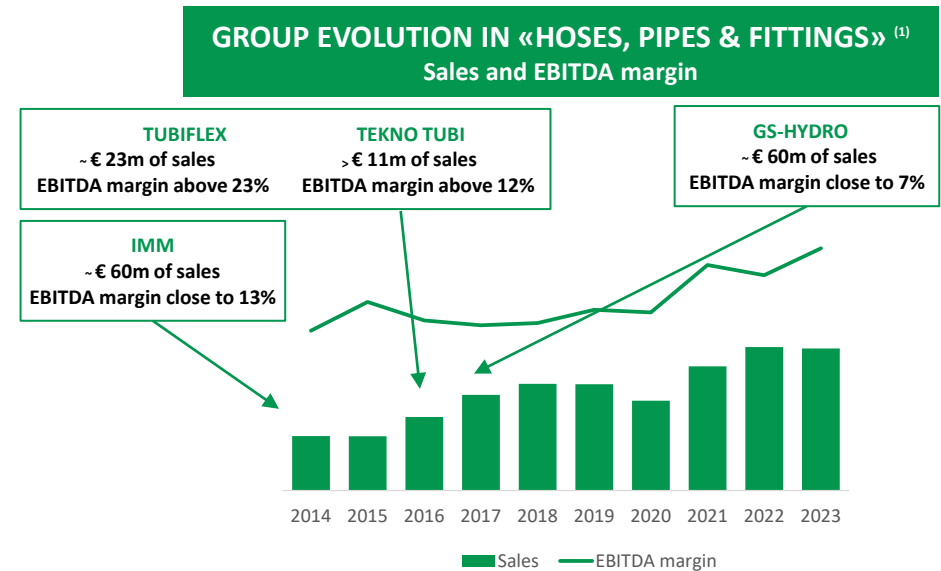
- 1Q2024 FINANCIAL RESULTS

- ESG PATH

- OUTLOOK



- Enhancement of Group's network presence
 - Water Jetting: 3rd step in Flow Processing in less than one year
 - China: entry into the plant engineering market and expansion in the components market with the support of a trustworthy management
 - Hydraulics: technical improvement in “Hose, pipes & fittings»
 - UK: adding rigid pipe fabrication and manipulation in the region



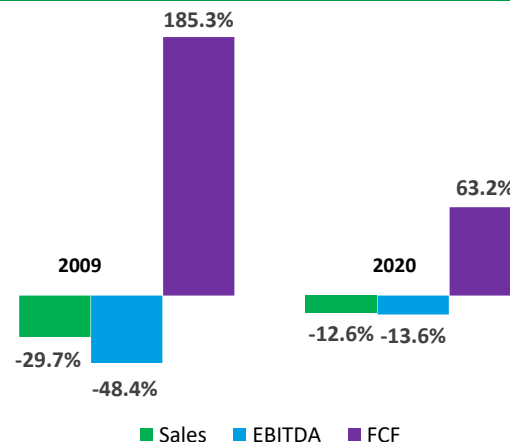
- First Spring trends underline ⁽²⁾
 - Water Jetting: steady growth of both the backlog and the most important market applications
 - Hydraulics: initial signs of expected improvement for some market applications but only a stabilisation for others

⁽¹⁾ 2022 and 2023 include IMM Romania fire impacts - ⁽²⁾ Based on management report

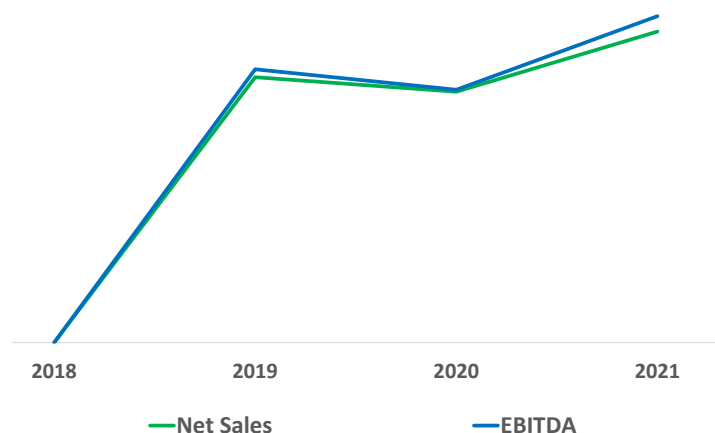
- Updating 2024 financial expectations updating
- Sales: between -5% and +1% overall ⁽¹⁾
 - Impact of 2023 acquisitions: January-March for Mouldtech and January-April for I.Mec and Waikato
 - Impact of 2024 acquisitions: from April for Process Partners China, YRP (Shanghai) Flow Technology and from May for Alltube
- Profitability: around 23.5%
 - Business model flexibility
 - Continuous deployment of countermeasures
- Cash flow: material improvement continuation
 - TWC and CAPEX normalisation

⁽¹⁾ Including acquisitions performed YTD

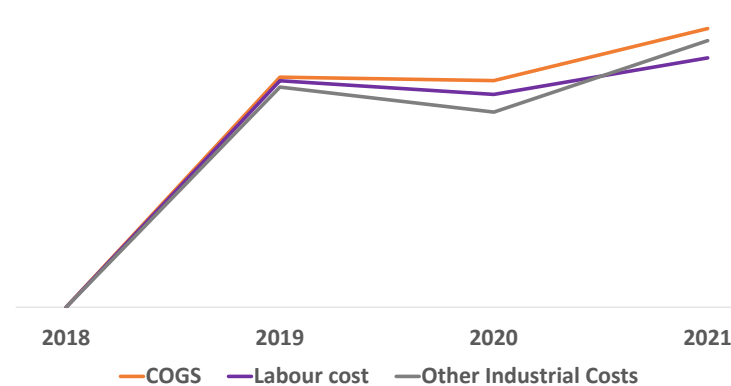
2009 & 2020 SALES, EBITDA & FCF EVOLUTION ⁽¹⁾ % change compared to previous reporting period



GROUP 2019-2021 SALES&EBITDA EVOLUTION ⁽²⁾ (Figures indexed to 2018 data)



GROUP 2019-2021 COGS, LABOUR COST and «OTHER INDUSTRIAL COSTS» EVOLUTION ⁽²⁻³⁾ (Figures indexed to 2018 data)

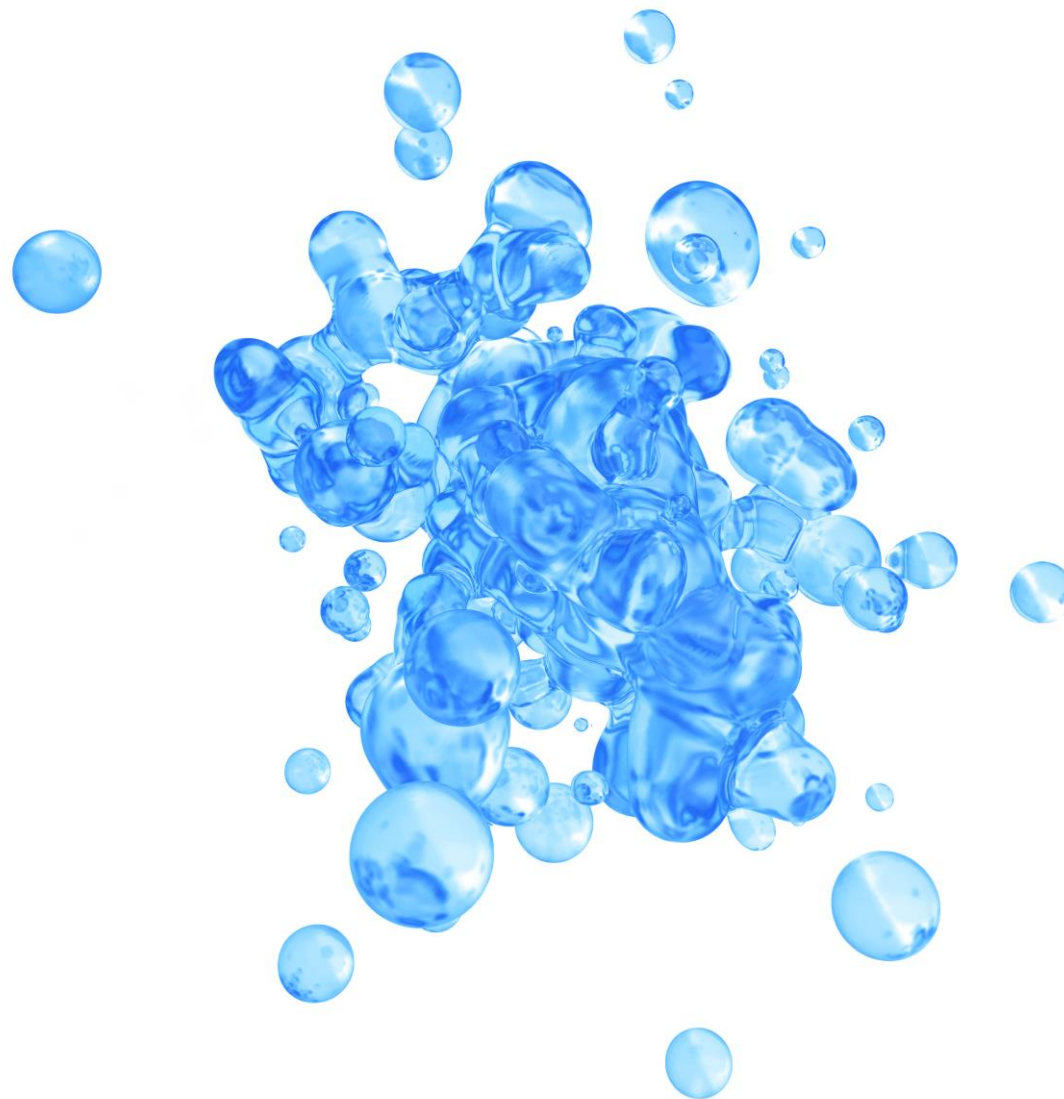


⁽¹⁾ Sales and EBITDA on organic bases, FCF on total basis - ⁽²⁾ 2019 EBITDA data including IFRS16 adoption impact - ⁽³⁾ COGS, Labour cost and "Other industrial costs" are around 90% of Group cost base

- KEY HIGHLIGHTS
- 1Q2024 FINANCIAL RESULTS
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■ DISCLAIMER



The Group uses several alternative measures that are not identified as accounting parameters in the framework of the IFRS standards in order to allow the trend of economic operations and the Group's financial position to be better evaluated. Such indicators can also assist the directors in identifying operating trends and making decisions on investments, resource allocation and other business matters. The measurement criterion applied by the Group may therefore differ from the criteria adopted by other groups and so 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 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, so they must not be seen as replacing the indicators required by the reference accounting standards (IFRS). Finally, the alternative indicators are processed with continuity and using uniform definitions and representations 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, write-downs 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 to 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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The information set out in this document is provided as of the date indicated herein. Unless so required by applicable laws and regulations, the Company assumes no obligation to provide updates of any of the aforementioned forward-looking statements.

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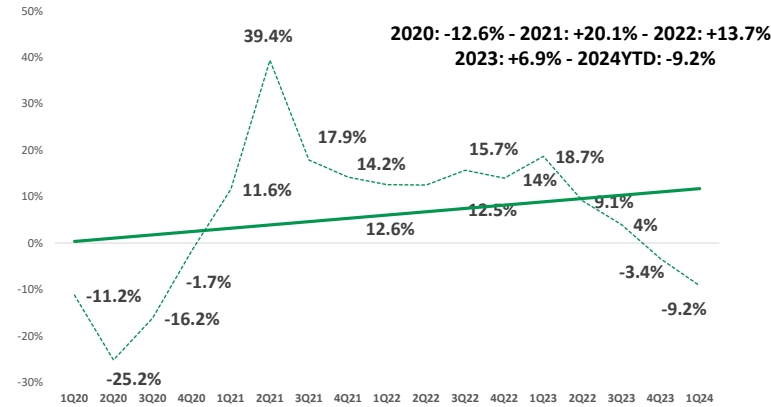
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- **DISCLAIMER**
- **1Q2024 SALES DETAILS**

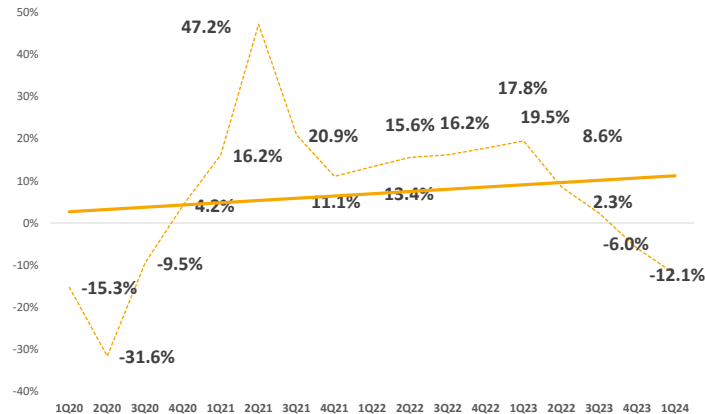


GROUP 2020-2024 ORGANIC GROWTH EVOLUTION by QUARTER



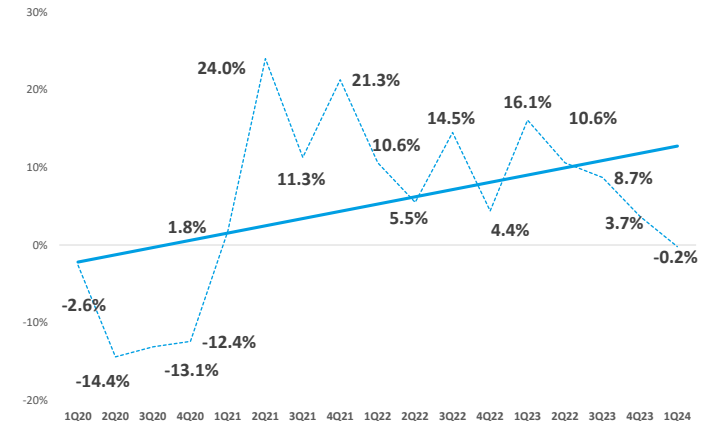
HYDRAULICS 2020-2024 ORGANIC GROWTH EVOLUTION by QUARTER

2020: -13.6% - 2021: +22.8% - 2022: +15.9% - 2023: +5.9% - 2024YTD: -12.1%

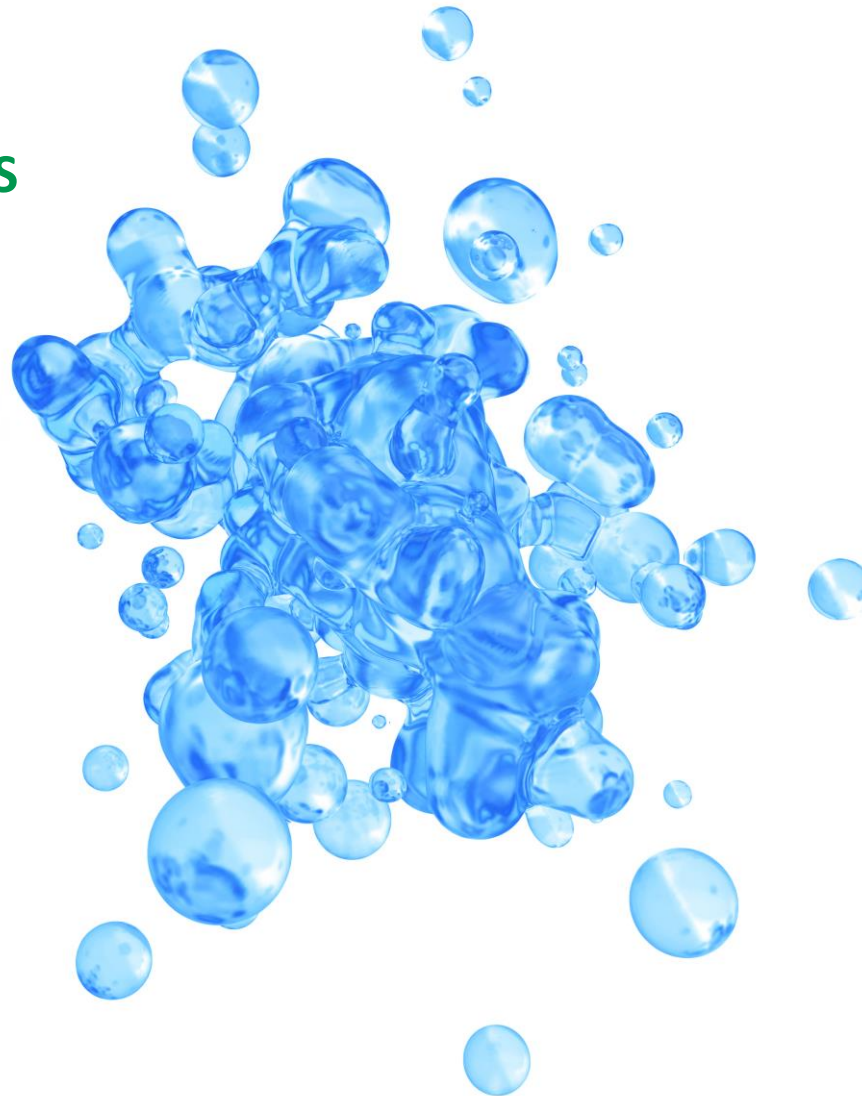


WATER-JETTING 2020-2024 ORGANIC GROWTH EVOLUTION by QUARTER

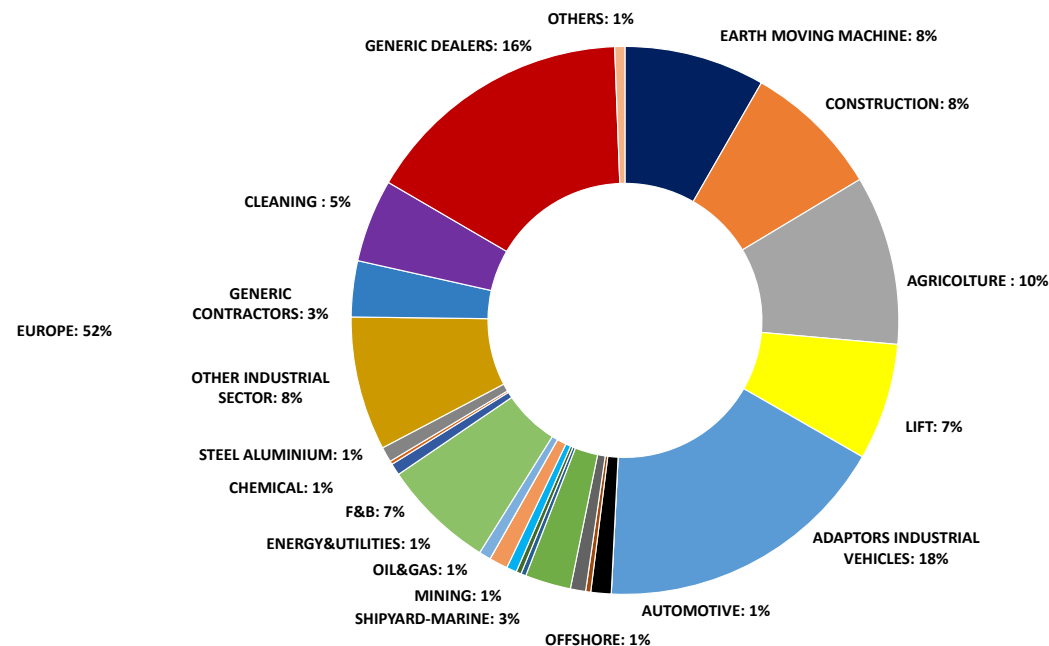
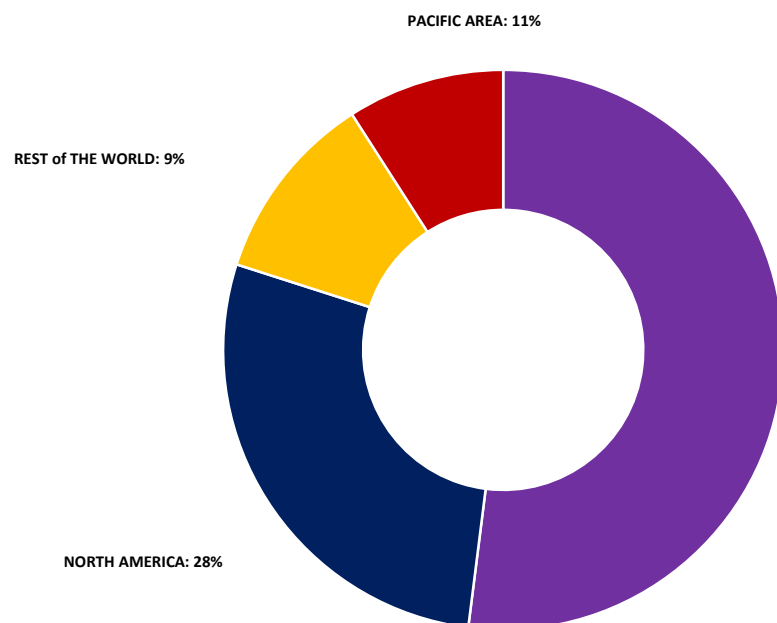
2020: -10.8% - 2021: +14.4% - 2022: +8.5% - 2023: +9.5% - 2024YTD: -0.2%



- **DISCLAIMER**
- **1Q2024 SALES DETAILS**
- **2024 SALES DETAILS**

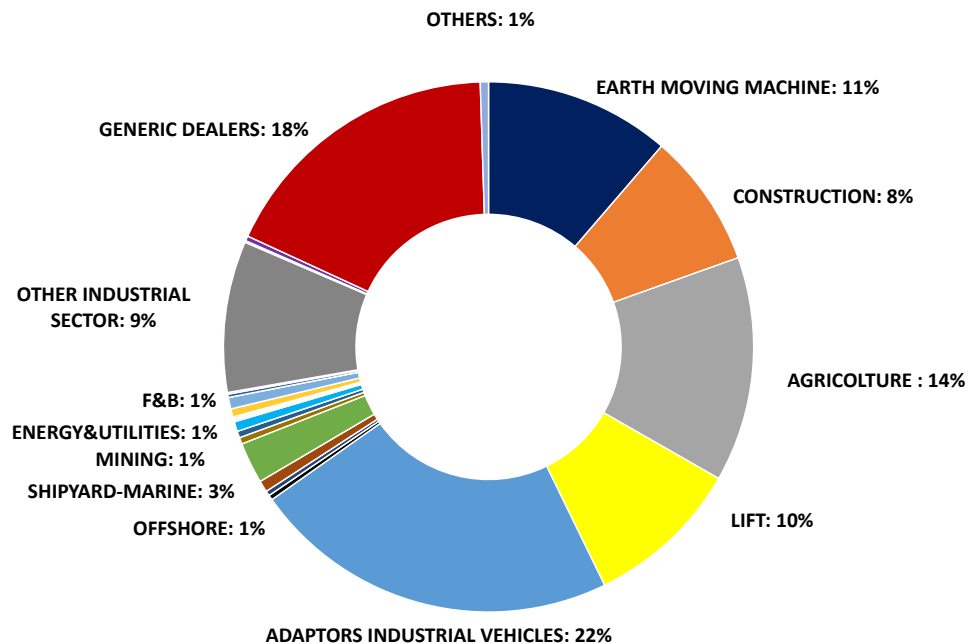
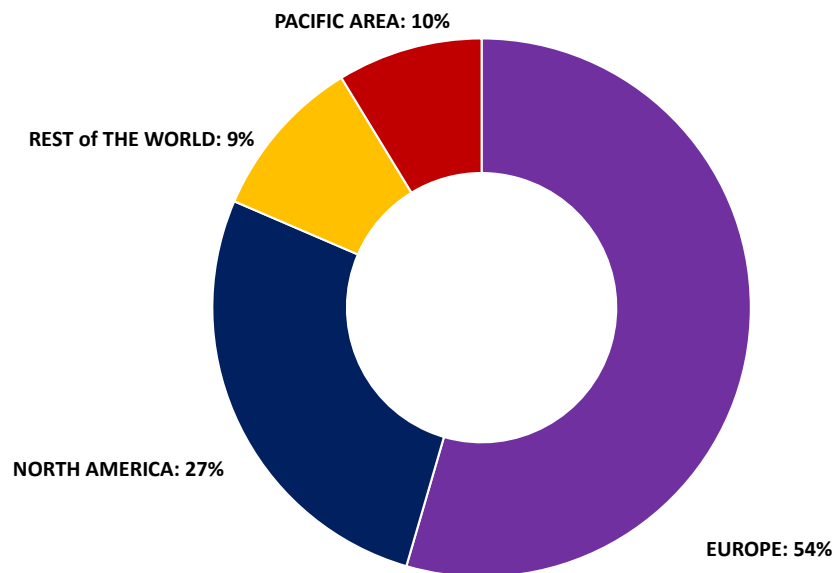


GROUP
2023 sales: € 2,240m



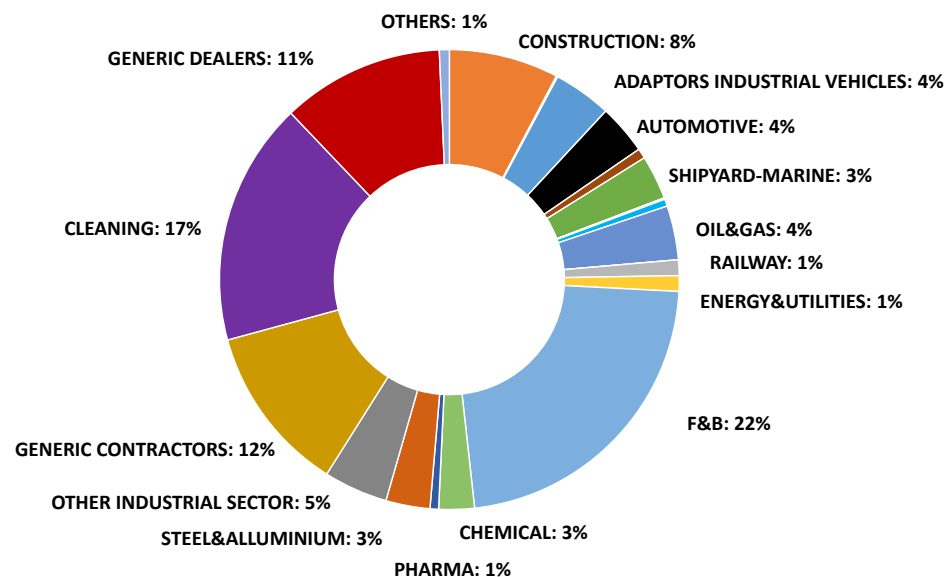
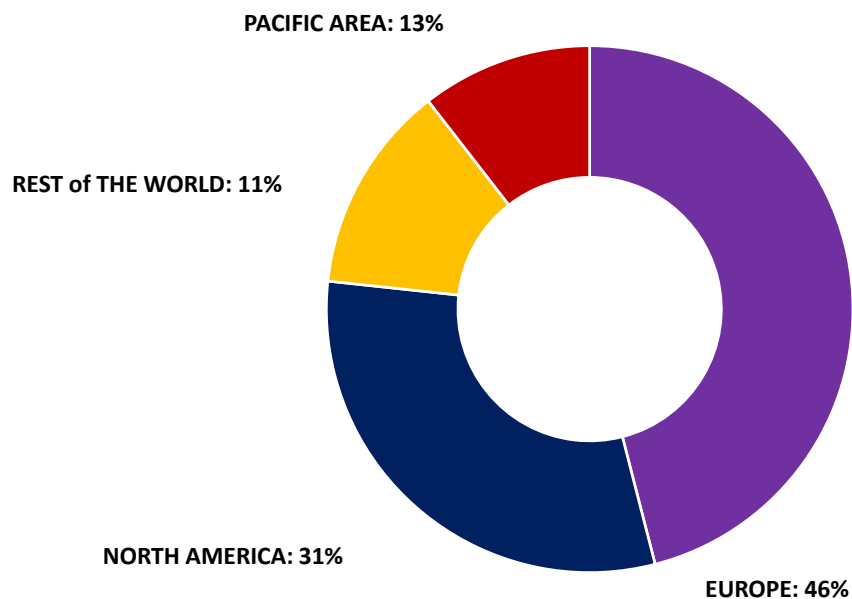
⁽¹⁾ Market application breakdown: incidence below 0.5% not indicated, incidence between 0.5-1% rounded to 1%

HYDRAULICS
2023 sales: € 1,634m



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

WATER JETTING
2023 sales: € 606m



⁽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, 15 May 2024

Mauro Barani

