



Presentation to Analysts and Investors

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Presentation to Analysts and Investors

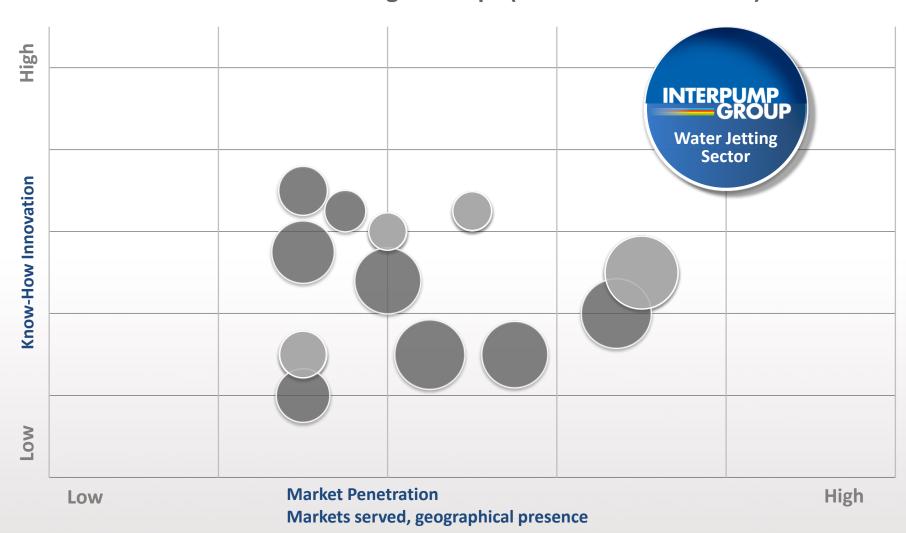
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Who We Are

The Worldwide Leader in the Niche Business of Very High Pressure Plunger Pumps (40-50% Market Share)







Prestigious Brands for Diversified Applications



The 'Prototype' and the Most Versatile in Semi Professional Applications



Leader in Contractor Business in US



The Leader in Sewer Cleaning and Lightness

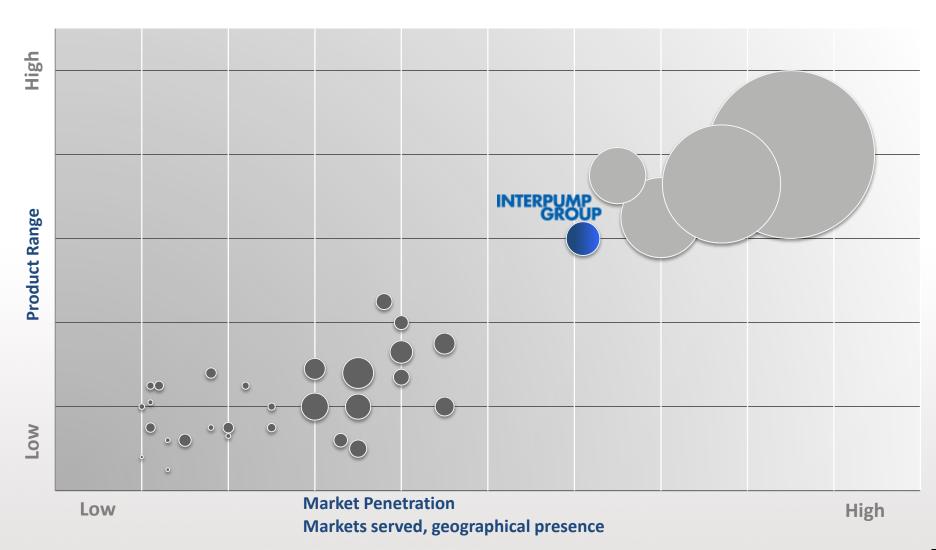


The Most Innovative Brand in Challenging Markets



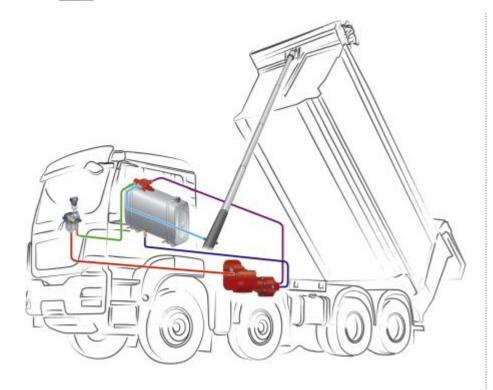
Who We Are

A Fast Growing Global Player in the Huge Business of Hydraulic



Who We Are





Leader in the Truck Business (~50% Market Share in PTO's).

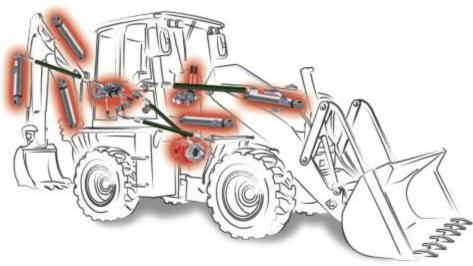












Fast Growing in Mobile (Agriculture, Earth Moving) and Industrial Businesses.









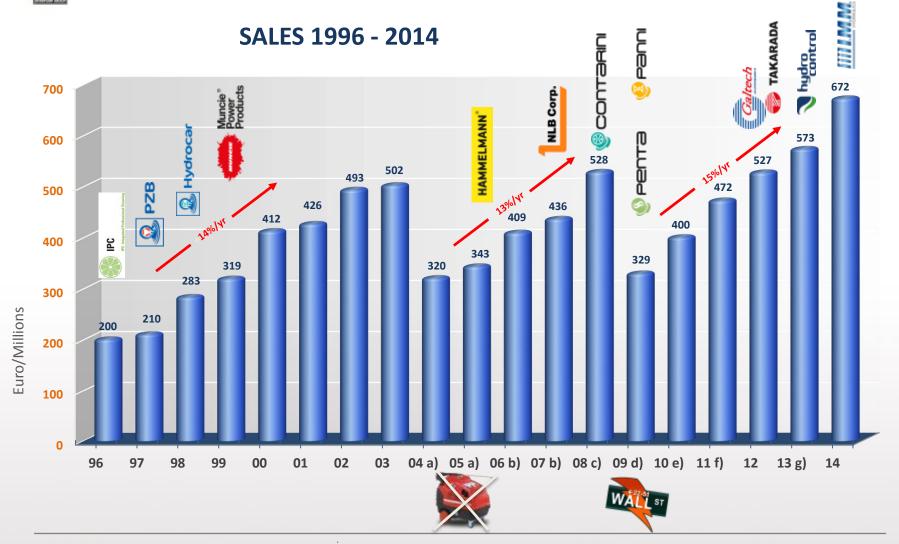








Trend by Year: Constantly Improving



From 2004 to 2013 figures are prepared in accordance with International Financial Reporting Standards (IFRS).

From 1996 to 2003 figures are prepared in accordance with Italian Accounting Standards.

- a. Pro-forma with Hammelmann 12 months, without Cleaning Sector.
- b. Pro-forma with NLB 12 months
- Pro-forma with Modenflex, Contarini, Panni, Cover, H.S. Penta and IKO 12 months.
- d. Pro-forma with H.S. Penta 12 months without Unielectric.

- e. Without Unielectric
- f. Pro-forma with American Mobile Power 12 Months.
- g. Pro-forma With Hydrocontrol Group 12 Months



Highly Cash Generative Over Time

From 1st Jan '97 to 31 Dec '14

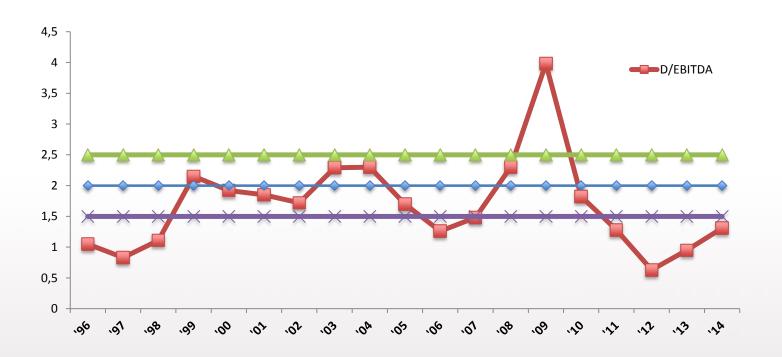
	Euro/r	million
Operating cash flow		857
Capital expenditures		(284)
Net cash flow before acquisitions and dividends		573
Dividends	(297)	
Buy back	(85)	(272)*
Share capital increase	110	
Sub-total		301
Acquisitions		(634)
Disposal of investments		224
Change in net financial position		(109)

^{*} Since listing (Dec. 1996), IPG has returned to shareholders about 119% of the IPO capitalisation



Net Debt

Net Debt/EBITDA (12 M)

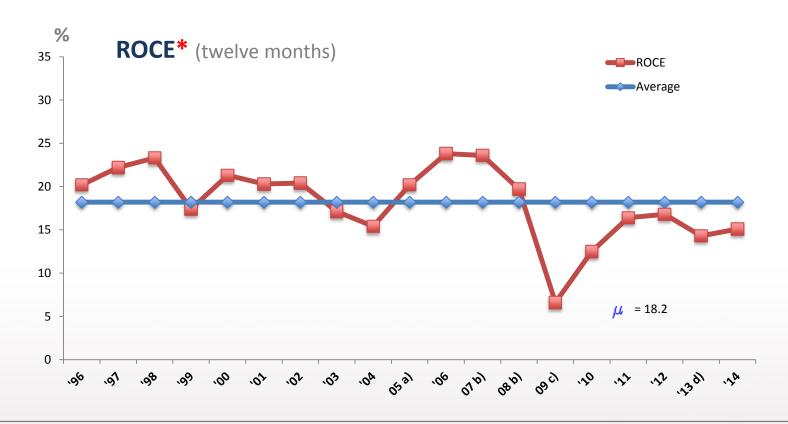


Net debt*, after the peak in 2009, rapidly declined and today D/EBITDA ratio is lower than 1.5x.

 $[\]mbox{\ensuremath{^{\ast}}}$ Net of treasury stock and including commitments for purchase of investments.



Trend by Year: Very High Profitability



^{*} From 2004 to 2014 figures are prepared in accordance with International Financial Reporting Standards (IFRS). From 1996 to 2003 figures are prepared in accordance with Italian Accounting Standards.

- a) With Hammelmann 12 months, without the Cleaning Sector;
- b) With Contarini, Modenflex and IKO 12 months;
- c) With H.S. Penta six months;
- d) Whit Hydrocontrol eight months.

ROCE: Operating profit/(consolidated shareholder's equity + net debt).



12 Mo's 2014 Financial Results

(euro/million)	2013	2014	Changes
SALES	556.5	672.0	+20.8%
EBITDA	105.2	136.1	+29.4%
% sales	18.9%	20.3%	
NPAT	44.1	57.7	+31.0%
% sales	7.9%	8.6%	
NET DEBT (31.12)			
Net Financial Position	88.7	152.0	+63.3
Valuation of Put Options	32.7	74.1	+41.4
TOTAL DEBT	OTAL DEBT 121.4 226.1		+104.7



12 Mo's 2014 Financial Results By Sector

(euro/million)		SALES				EBITDA		
Sectors	2013	2014	Growth	2013	%	2014	%	Growth
HYDRAULIC	294.1	396.2	+34.7%	41.4	14.1%	69.4	17.5%	+67.6%
WATER JETTING	262.4	275.8	+5.1%	63.7	24.2%	66.7	24.1%	+4.6%
OTHER	-	-		-	n.s.	-	n.s.	n.s.
TOTAL	556.5	672.0	+20.8%	105.1	18.9%	136.1	20.3%	+29.4%



First Half 2015 Financial Results

(euro/million)	2014	2015	Changes
SALES	341.2	467.0	+36.9%
EBITDA	71.0	96.6	+36.0%
% sales	20.8%	20.7%	
NPAT	33.1	80.6	+143.7%
% sales	9.7%	17.3%	
NET DEBT (31.03)			
Net Financial Position	154.4	282.5	+128.1
Valuation of Put Options	65.2	42.4	-22.8
TOTAL DEBT	219.6	324.9	+105.3



First Half 2015 Financial Results By Sector

(euro/million)	SALES				EBITDA			
Sectors	2014	2015	Growth	2014	%	2015	%	Growth
HYDRAULIC	205.4	297.8	+45.0%	37.3	18.1%	53.8	18.1%	+44.4%
WATER JETTING	135.9	169.2	+24.5%	33.8	24.8%	42.7	25.1%	+26.3%
OTHER	-	-		(0.1)	n.s.	(0.1)	n.s.	n.s.
TOTAL	341.2	467.0	+36.9%	71.0	20.8%	96.6	20.7%	+36.0%



Worldwide Presence



Water Jetting Sector

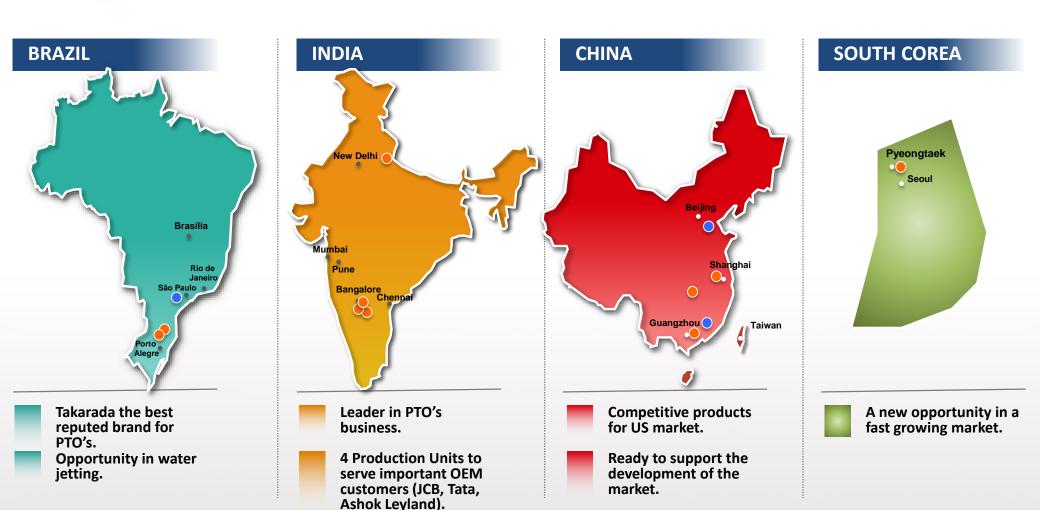
AREA	PLANTS	EMPLOYEES
ITALY	3	467
REST OF EUROPE	2	322
NORTH AMERICA	3	335
REST OF THE WORLD	2	34
TOTAL	10	1,158

Hydraulic Sector

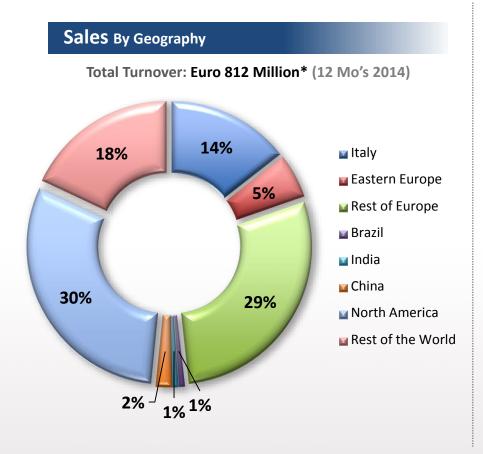
AREA	PLANTS	EMPLOYEES
ITALY	12	2,106
REST OF EUROPE	6	275
NORTH AMERICA	5	467
REST OF THE WORLD	13	807
TOTAL	36	3,655



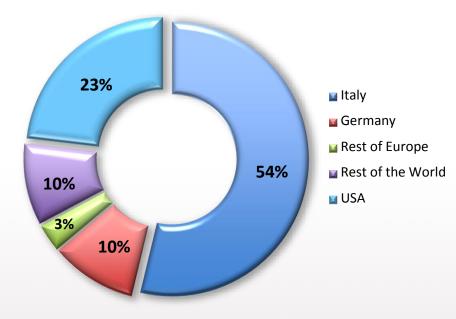
Emerging Markets: A Well-Balanced Presence







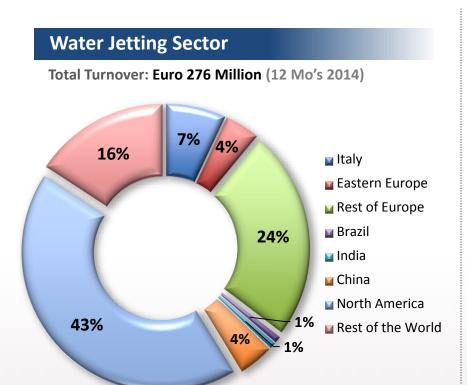
Production By Country (FY 2014)*

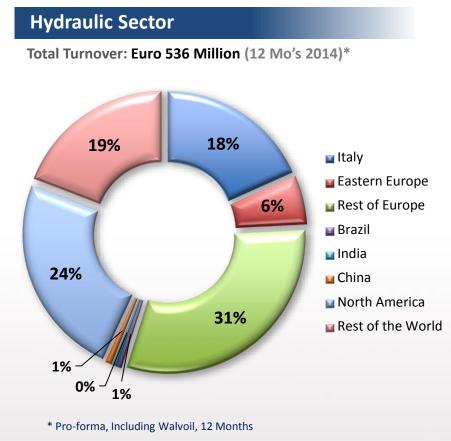


^{* 12} Mo's 2014, pro-forma including Walvoil



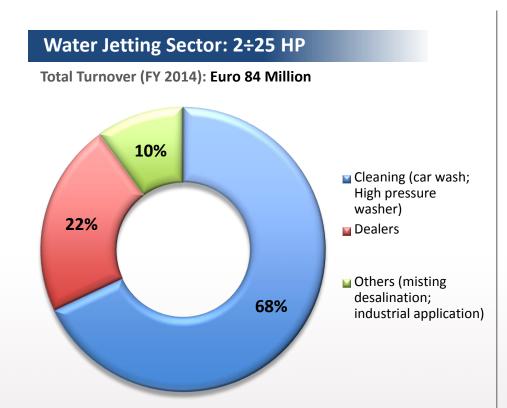
Breakdown of Sales by Sector-Geography

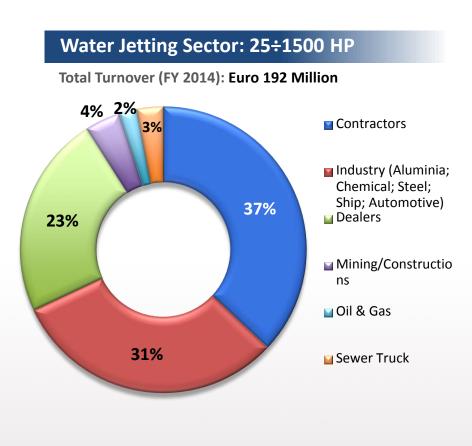






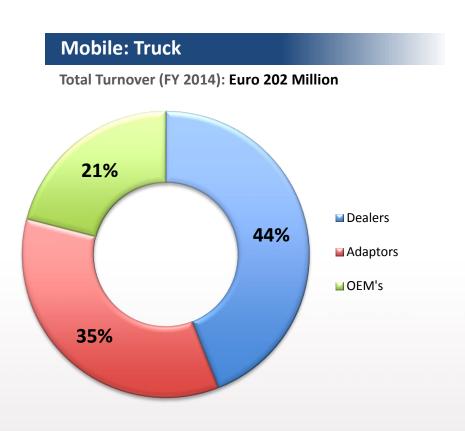
Water Jetting: Breakdown of Sales by Application Field

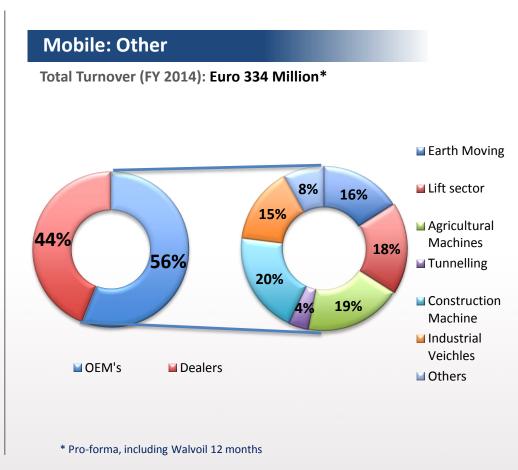






Hydraulic Sector: Breakdown of Sales by Application Field







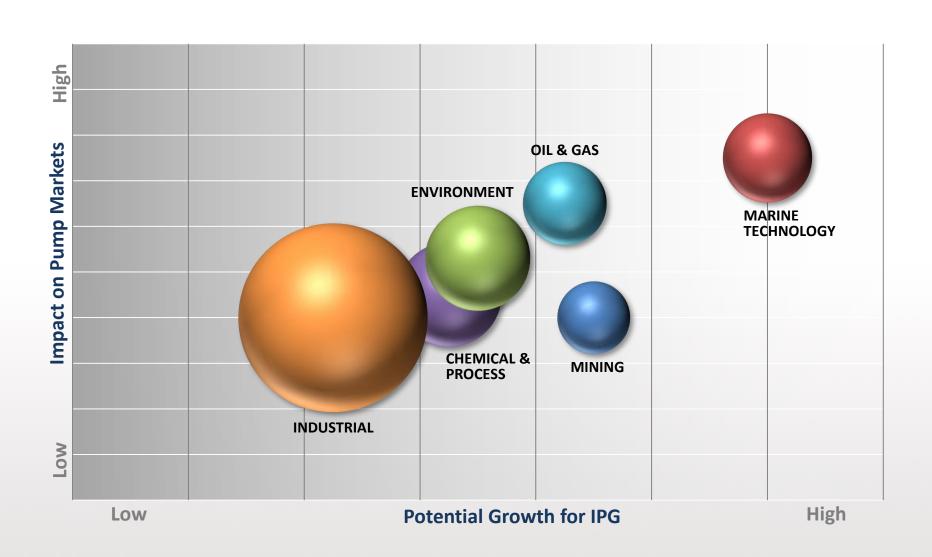
INTERPUMP GROUP Strengths

Worldwide Markets Diversified Markets 3 **Market Niches Wide Range of Products Numerous Customers** 5 **Prestigious Brands** 6 Low level of fixed costs **Strong Know-how and stable technologies** 8 **Significant Track record in Acquisitions** 9 10 **Leadership in Big Part of his Business**



Developing Strategy

Water Jetting: Challenging Market Drivers





Developing Strategy

Water Jetting: New Challenging Development



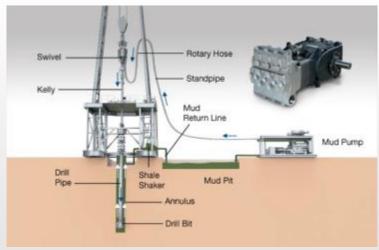
Fuel injection pump for ship diesel engine.



Offshore and underwater pump for oil and gas



Zero Emission Pump



Mud pump.



Developing Strategy

Hydraulic: Cross Selling in Many Different Markets





Most Significant Events 2015

Walvoil Acquisition

Walvoil Group, headquartered in Reggio Emilia, one of the most significant international players in the manufacture and sale of hydraulic valves and distributors.

Main Figures in 2014		
SALES	€ 140.3 million	
EBITDA	€ 19.2 million	
NET DEBT	€ 31.8 million	

Total acquisition price, for 100%

♦ € 116.4 million*

€ 45,8 million Payment: through the sale of n. 4,004,341 shares listed Interpump Group S.p.A. and through the payment of € 70.9 million in cash.







Most Significant Events 2015

InoxiHP Acquisition

InoxiHP, based in Nova Milanese (MB), manufacturer of high- and very-high pressure water systems and leader in steel-plant applications.

Main Figures in 2014		
SALES	€ 10.8 million	
EBITDA	Over 30%	
NET CASH	€ 0.7 million	

Total acquisition price, for 52.72%

♦ € 6.5 million by cash and through the sale of n. 156,160 shares listed Interpump Group S.p.A.







Most Significant Events 2015

Bertoli Acquisition

Bertoli, located in Parma, one of worldwide players in the market of the industry for the design and building of high pressure homogenizers with plunger pumps, mainly for the food industry, but also for chemistry and cosmetichs

Main Figures in 2014	
SALES	€ 11.2 million
EBITDA	€ 2.3 million
NET CASH	€ 1.0 million

Total acquisition price, for 100%

♦ € 7.3 million by cash.







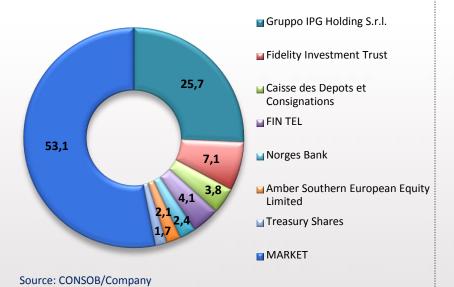
April 30, 2015

Appendix

Stock and Governance: Increasing stock performances

Management Team		
Fulvio Montipò	Chairman & CEO	
Paolo Marinsek	Deputy Chairman & CEO	
Carlo Banci	CFO	

Shareholders Structure



Interpump Stock Performance

Since the listing until September 16, 2015 the total return to shareholders' (stock price increase + dividends + buy-back) has been 12% per Year.

September 16, 2015

Share price	12.66
Market	€ 1.378 N
Capitalization	€ 1.376 W
Performance 3 M:	-9.60%
Performance 1 Y:	+25.68%
Performance 2 Y:	+58.99%
Average daily	237.435
V o I u m e	237.433

Source: Milan Stock Exchange

IP MI Price Trend





Appendix

Procurement Costs

Purchases as % of Sales										
Year	1 st half	12 Mo's								
2007	41.0%	40.8%								
2008	41.1%	40.1%								
2009	41.8%	42.2%								
2010	39.7%	39.8%								
2011	40.7%	40.7%								
2012	39.4%	39.2%								
2013	39.0%	39.0%								
2014	38.5%	38.3%								
2015	38.0%	-								
Average	39.9%	40.0%								

IPG deployed a strong effort in reducing procurement costs. In 2015, procurement costs decreased by 0.5 points as a percentage of sales.



Appendix

Free Cash Flow

Free Cash Flow 12 Months													
(euro/million)	2009	2010	2011	2012	2013	2014							
Cash Flow from Operations	25.4	54.7	60.4	65.6	65.2	96.8							
Working Capital	44.7	5.5	(21.5)	(14.8)	(0.9)	(21.5)							
Capex	(9.2)	(8.7)	(11.8)	(15.8)	(29.8)	(34.1)							
Other	2.2	5.5	3.8	3.6	(0.2)	(2.9)							
Free Cash Flow	63.1	57.0	30.9	38.6	34.3	38.3							

In 2014, Free Cash Flow is negatively affected by the increase of the working capital and negatively affected by the higher capex mainly related to new building of Hammelmann.

The 2009 and 2010 was positively affected by the reduction of working capital due to the queue of the 2009 crisis.



Appendix

Synthesis of Results (Twelve Months*)

Euro/million	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005 a	2006 b	2007 с	2008 d	2009 e	2010	2011 f	2012	2013 g	2014
Net Sales	199.6	221.3	283.4	319.3	411.7	426.1	492.9	501.7	531.7	331.6	364.9	432.2	424.5	342.9	424.9	472.3	527.2	556.5	672.0
EBITDA	40.7	46.8	61.1	64.9	79.8	81.4	84.5	75.2	77.3	68.0	79.1	94.3	87.0	46.9	74.1	94.7	105.8	105.2	136,1
Margin	20.4%	21.2%	21.6%	20.3%	19.4%	19.1%	17.1%	15.0%	14.5%	20.5%	21.7%	21.8%	20.5%	13.7%	17.4%	20.0%	20.1%	18.9%	20.3%
EBIT	35.5	40.5	52.4	55.1	67.2	67.6	69.2	59.2	60.5	57.4	69.7	82.2	75.7	29.2	54.7	75.7	84.1	79.2	104.4
Margin	17.8%	18.3%	18.5%	17.2%	16.3%	15.9%	14.0%	11.8%	11.4%	17.3%	19.1%	19.0%	17.8%	8.5%	12.9%	16.0%	15.9%	14.3%	15.5%
Net Profit	7.6	13.8	16.6	22.2	19.0	21.4	21.1	14.3	19.7	27.1	41.6	42.9	40.2	14.0	27.4	42.6	53.2	44.1	57.7
Margin	3.8%	6.2%	5.9%	6.9%	4.6%	5.0%	4.3%	2.8%	3.7%	8.2%	11.4%	9.9%	9.5%	4.1%	6.4%	9.0%	10.1%	7.9%	8.6%
Operating Cash Flow	18.4	28.8	42.9	36.5	59.3	43.6	51.6	35.5	17.5	31.7	37.9	44.7	38.1	69.6	65.0	39.0	53.3	65.3	95.8
Net Fin. Debt	43.0	38.8	67.9	139.3	153.2	150.7	145.4	172.3	178.4	115.8	99.9	139.6	200.5	186.5	134.9	121.6	66.1	100.3	178.8
(net of treasury stock and including commitments for purchase of investments)																			
Shareholder's Equity	133.1	143.7	157.1	177.1	162.0	182.8	193.4	173.8	179.9	156.7	155.9	147.1	178.0	242.8	291.5	315.2	396.9	432.9	466.6
Debt/Equity	0.32	0.27	0.43	0.79	0.95	0.82	0.75	0.99	0.99	0.74	0.64	0.95	1.13	0.77	0.46	0.39	0.16	0.23	0.38

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a) With Hammelmann 9 months, without Cleaning Sector.

b) With Hammelmann 12 months, without Cleaning Sector.

c) With NLB 11 months.

d) With Modenflex 5 months, Contarini 2 months, IKO 1 month.

e) With H.S. Penta 6 months.

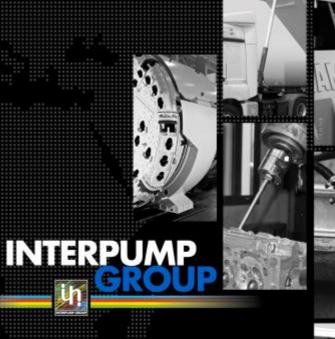
f) Without Unielectric and with American Mobile Power 9 Months.

g) With Hydrocontrol Group 8 months.



The Manager responsible for preparing the company's financial reports, Carlo Banci, 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.llario d'Enza, August 6, 2015 The Manager responsible for preparing the company's financial reports Carlo Banci



Presentation to Analysts and Investors

STAR Conference 2015 London, October, 5th and 6th, 2015

