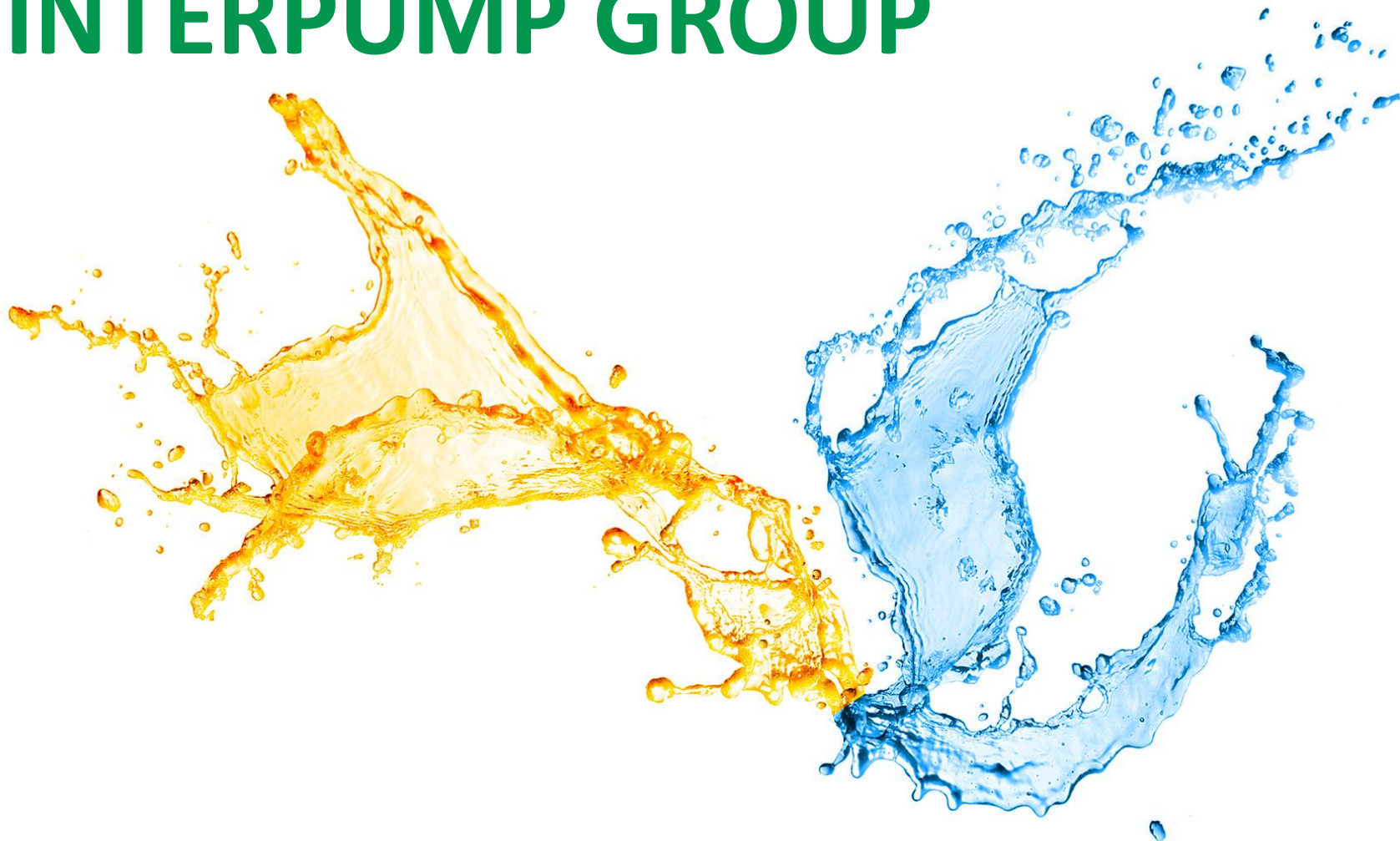


INTERPUMP GROUP

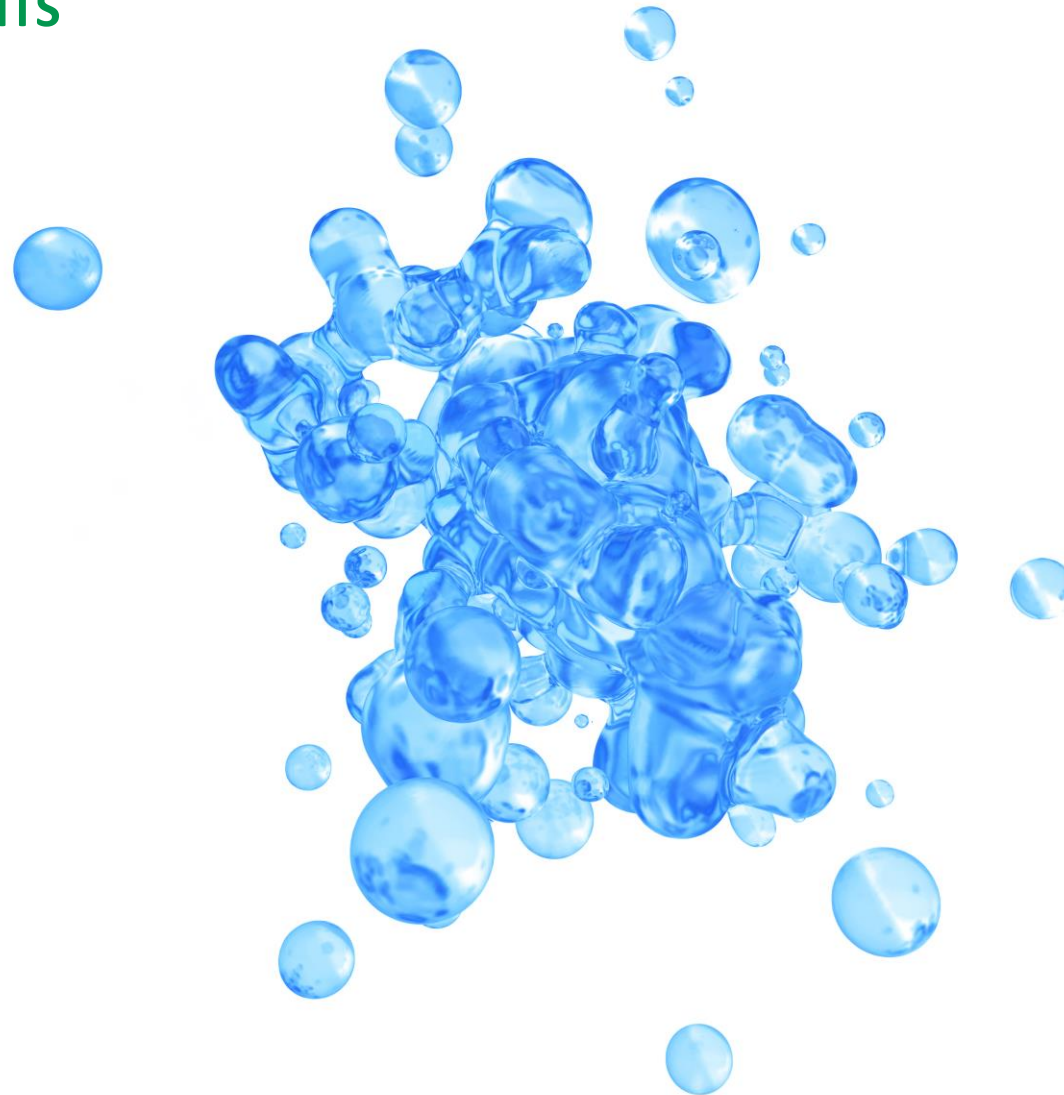


3Q2024 Financial Results - 14th November 2024

- **KEY HIGHLIGHTS**
- **3Q2024 FINANCIAL RESULTS**
- **ESG PATH**
- **OUTLOOK**
- **ANNEX**



■ KEY HIGHLIGHTS

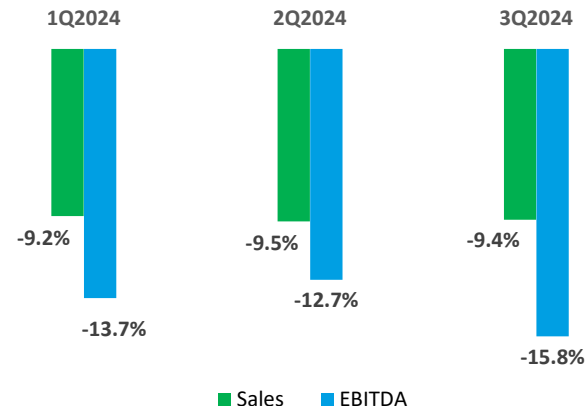


- Delivering margin protection and cash improvement
 - Delivering margin protection
 - Consistent profitability protection compared to a consistent sales decrease
 - Delivering cash flow improvement
 - Record level achieved

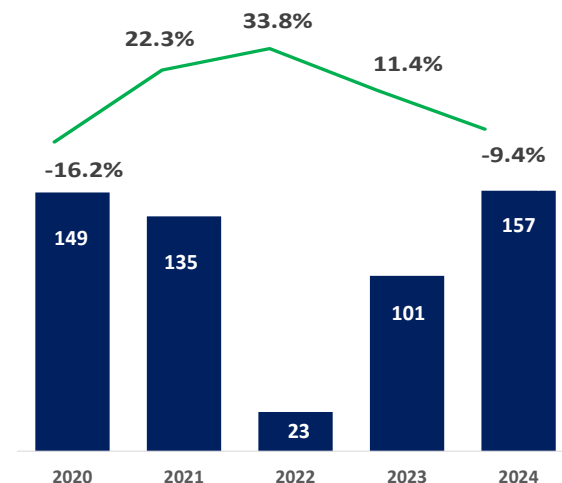
- Group’s future growth enhancement
 - US\$300m Private Shelf agreement ⁽²⁾
 - Acquisitions consistent with Group strategy
 - Delivery of 2023-25 ESG Journey actions

- 2024 financial expectations
 - Sales: high single digit organic decrease
 - Profitability: EBITDA margin between 22.5% and 23%
 - Cash flow: on the way to a record level

2024 SALES & EBITDA EVOLUTION ⁽¹⁾ % change compared to previous reporting period



3QYTD GROUP ORGANIC GROWTH & FCF EVOLUTION Million €



For Group accounting definitions see please slides 29-31 - ⁽¹⁾ On organic bases – 1Q and 2Q2024 EBITDA excluding 1Q and 2Q2023 IMM fire positive one-off too

⁽²⁾ €100 single tranche issued

- KEY HIGHLIGHTS

- 3Q2024 FINANCIAL RESULTS



3Q2024

- Sales: enduring Hydraulic normalisation mitigated by Water Jetting increasing strength and acquisitions
- Profitability: consistent protection capability
- NFP: reduction driven by a record FCF generation

Million €	3QUARTER		3QUARTER YTD	
	2023	2024	2023	2024
Group Sales	535.9	492.8	1,720.4	1,588.5
Growth,	+3.3%	-8.0%	+11.4%	-7.7%
of which				
▪ Organic	+4.0%	-9.5%	+10.4%	-9.5%
▪ Perimeter change ⁽¹⁾	+3.2%	+1.8%	+2.5%	+1.9%
▪ FX impact	-3.8%	-0.4%	-1.6%	-0.2%
EBITDA ⁽²⁾	130.3	111.5	425.6	363.5
Growth	+5.6%	-14.4%	+16.6%	-14.6%
% on net sales	24.3%	22.6%	24.7%	22.9%
Net Income	72.1	50.3	240.6	240.6
NFP ⁽³⁾			526.1	441.1

-12.8% and from 24.2% to 23.0% on organic basis and excluding IMM positive one-off

⁽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 2024), Alltube (consolidated since May 2024), Alfa Valvole (consolidated since June 2024) and H.S. (consolidate since July 2024)

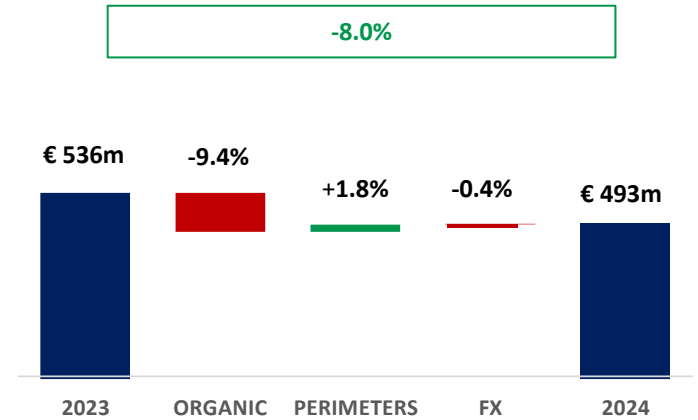
⁽²⁾ Excluding € 46.0m and € 75.1m of subsidiaries purchase commitments in 2024 and 2023 respectively

- Hydraulics
 - Sales: a combination between stagnation and normalisation
 - EBITDA: ongoing margin protection
- Water-Jetting
 - Sales: growth driven by organic evolution
 - EBITDA: acquisitions impact almost completely absorbed

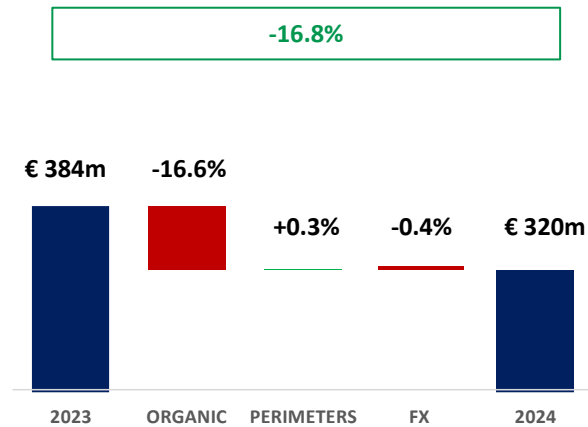
Million €		3QUARTER		3QUARTER YTD		
		2023	2024	2023	2024	
HYDRAULIC	SALES	383.9	319.5	1,268.6	1,091.0	
	Growth	+0.4%	-16.8%	+10.5%	-14.0%	
	EBITDA ⁽¹⁾	86.8	64.8	298.5	231.5	
	Growth	+3.9%	-25.3%	+19.0%	-22.5%	
	<i>% on net sales</i>	22.6%	20.3%	23.5%	21.2%	-20.1% and from 22.8% to 21.2% on organic basis and excluding positive IMM one-off
WATER-JETTING	SALES	152.0	173.3	451.8	497.5	
	Growth	+11.5%	+14.0%	+14.0%	+10.1%	
	EBITDA	43.5	46.7	127.2	132.0	
	Growth	+9.0%	+7.3%	+11.2%	+3.8%	
	<i>% on net sales</i>	28.4%	26.8%	27.9%	26.4%	From 27.9% to 27.0% on organic basis
						From 28.4% to 26.9% on organic basis

- 3Q2024: different trends emphasis
 - Hydraulics: normalisation widespread to almost all-important activities
 - Water Jetting: organic consistent acceleration during the year

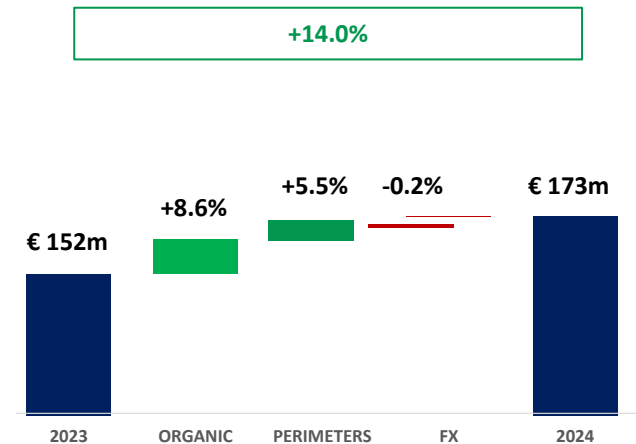
3Q2024 GROUP SALES EVOLUTION



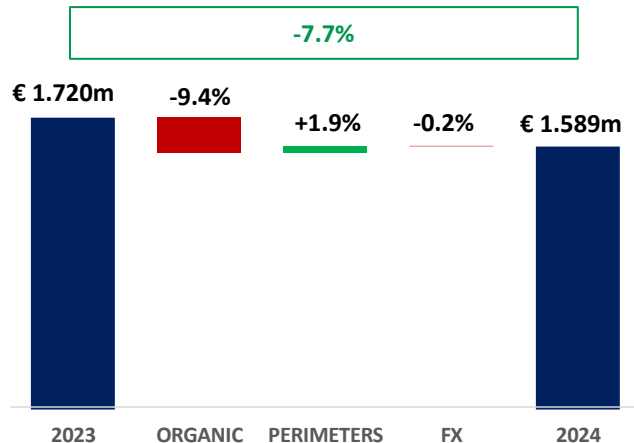
3Q2024 HYDRAULICS SALES EVOLUTION



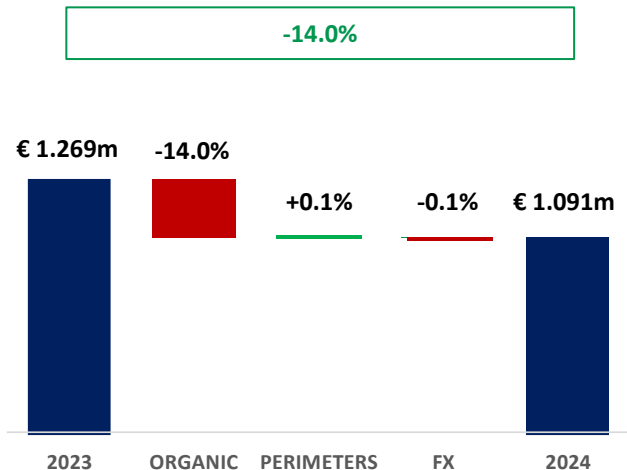
3Q2024 WATER JETTING SALES EVOLUTION



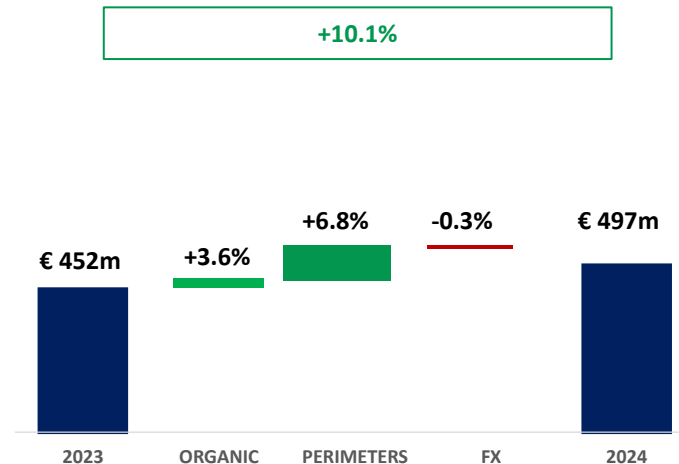
3Q2024YTD GROUP SALES EVOLUTION



3Q2024YTD HYDRAULICS SALES EVOLUTION



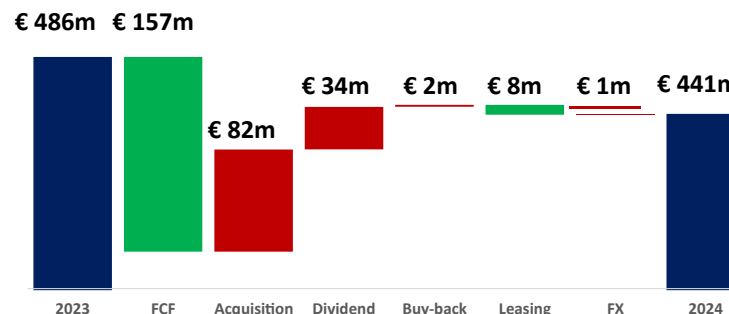
3Q2024YTD WATER JETTING SALES EVOLUTION



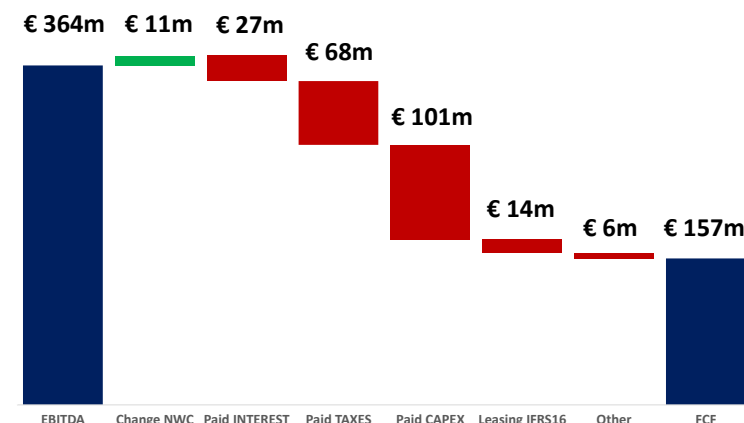
- January: US\$300m Private Shelf agreement
 - € 100m single tranche issued
 - 8 years average duration and 4.17% coupon

- September: NFP of € 441m compared to € 486m as of December 2023⁽²⁾
 - FCF: € 157m, record level achievement
 - TWC: in 3Q cash generation again
 - CAPEX: reduction from € 123m to € 101
 - Last important project in the final phase
 - Acquisitions: € 82m
 - New companies and put-call options exercise (e.g. Transtecno remaining 20% stake)

NFP EVOLUTION ⁽¹⁾ (€ m)



FCF EVOLUTION (€ m)



⁽¹⁾ Excluding € 46.0m and € 75.1m of subsidiaries purchase commitments in 2024 and 2023



- New Interpump Hydraulics headquarter
 - 62,000 sq. metres, a total area increase of around 30%
 - Best environmental standards
- Next steps
 - December: new machines arrival
 - From January 2025: gradual transfer of all activities starting from shipping department, main target is to protect operations continuity and minimise inefficiencies



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

- Acquisitions with a perfect fit with Group growth and diversification strategy in 1H2024
 - 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

- 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⁾		IMPLIED EV/EBITDA
		Sales	EBITDA Margin	
9 April	PP CHINA - China YRP FLOW TECHNOLOGY - 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 34 for additional details on 2024 acquisitions - ⁽²⁾ 2023 Reported for PPChina & YRP Flow Technology, Alltube and Alfa Valvole and 2024 Forecast for Hidrover

- Hidrover
 - A product in total synergy with the Group's portfolio
 - Hydraulic cylinders: “double action” and “special” cylinders
 - A motivated and competent management team
 - 2024: effective margin protection in a sales normalisation trend driven by “construction” and “agriculture” exposure
 - Strengthening of Group presence in as major a country as Brazil
 - One of the most import South American market with all global players present

- Growth opportunities to be supported
 - Renewed focus on consolidated customers
 - New application for new customers (e.g. crane and bus link)

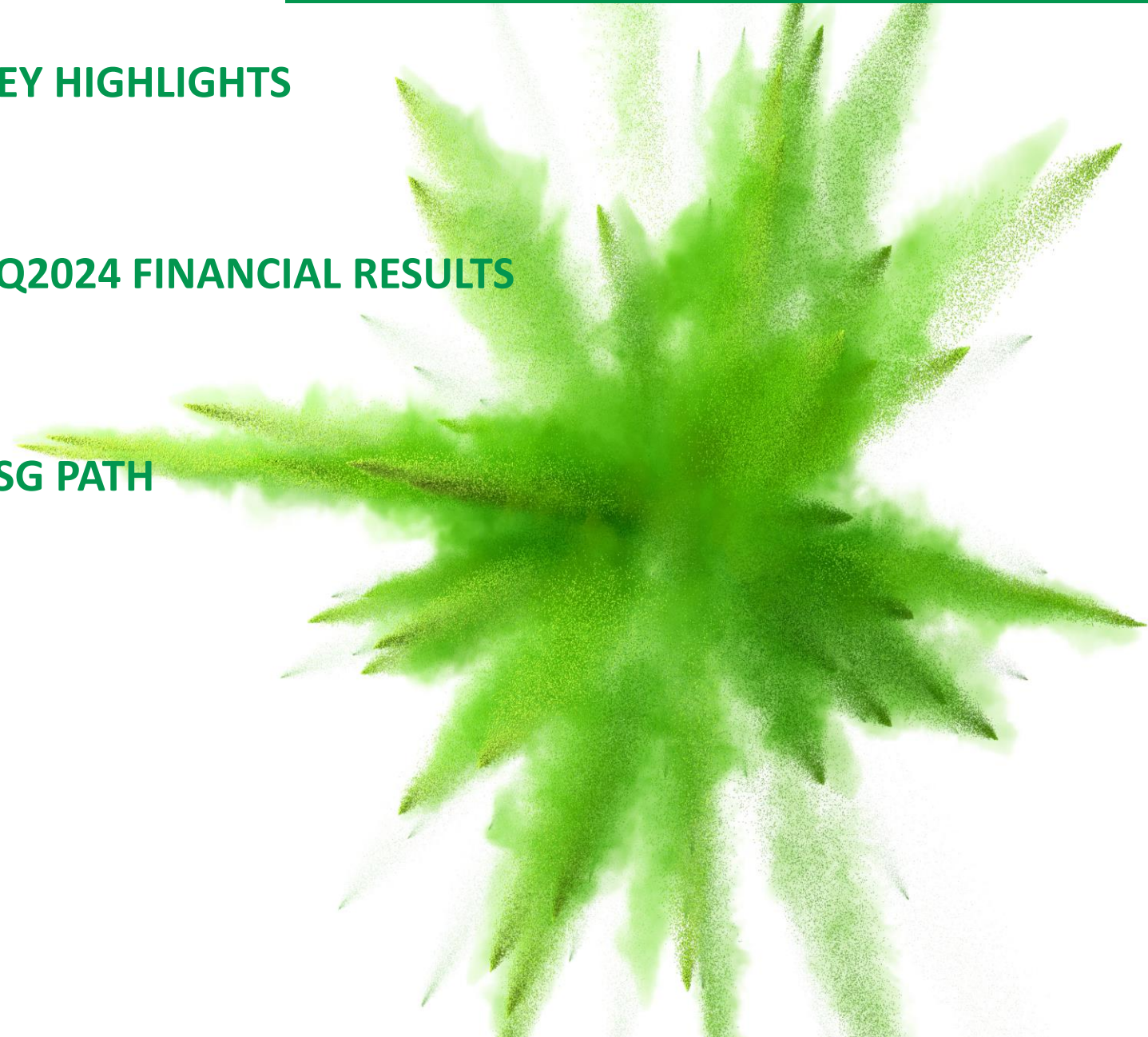


Hidrover – “Double action” cylinders



Hidrover – Example of “bus link” and cylinder for articulated and bi-articulated buses

- **KEY HIGHLIGHTS**
- **3Q2024 FINANCIAL RESULTS**
- **ESG PATH**



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

Lao Tzu

2023-2025 KEY TARGETS

SUPPORTED GRI and SDG



<ul style="list-style-type: none"> ▪ Definition of Group “Carbon neutrality” strategy 	2023
<ul style="list-style-type: none"> ▪ Reduction of Group “Carbon intensity” 	2025
<ul style="list-style-type: none"> ▪ Increase of renewed electricity consumption 	2025



305-1 and 2
302-1



<ul style="list-style-type: none"> ▪ Injury rate improvement 	2024
<ul style="list-style-type: none"> ▪ ESG supply chain evaluation 	2023 & 2024
<ul style="list-style-type: none"> ▪ ISO 45001 extension 	2027



403-9
308-1 / 414-1



<ul style="list-style-type: none"> ▪ Establishment of Board ESG Committee 	2023
<ul style="list-style-type: none"> ▪ Succession plan formalisation 	2023
<ul style="list-style-type: none"> ▪ Tax compliance consolidation 	2024



207-1, 2 and 3



- 2024 actions: G.4. action approved by Group board ⁽¹⁾
 - Other 2024 actions in the finalisation phase
 - E.7: the analysis of the EU Regulation 2024/1781 confirmed the quality of the preparatory activity done and now the last steps of the finetuning process is undergoing;
 - S.1.: data will be available in March for first CSRD
 - S.6: new ESG supply chain evaluation model deployed to all Italian entities and distributed to suppliers involved, December end as due date for feed backs

- 2025 actions: S.4. action approved by Group board
 - A driver to achieve some important steps
 - Group strategy implementation
 - Group 2023-25 ESG Journey alignment
 - Fast track for professional growth
 - Value creation

2023-2025 ESG JOURNEY	
2024 ACTIONS	
E.7	Product ECO-Design
S.1 ⁽²⁾	Injury rate improvement
S.6	ESG supply chain evaluation model extension to all Italian manufacturing entities
G.4	Tax compliance consolidation in line with best practices
G.5 ⁽³⁾	GR1 207-4 information updating
G.6 ⁽³⁾	Updating on ESG journey
2025 ACTIONS	
S.4	Global mobility program

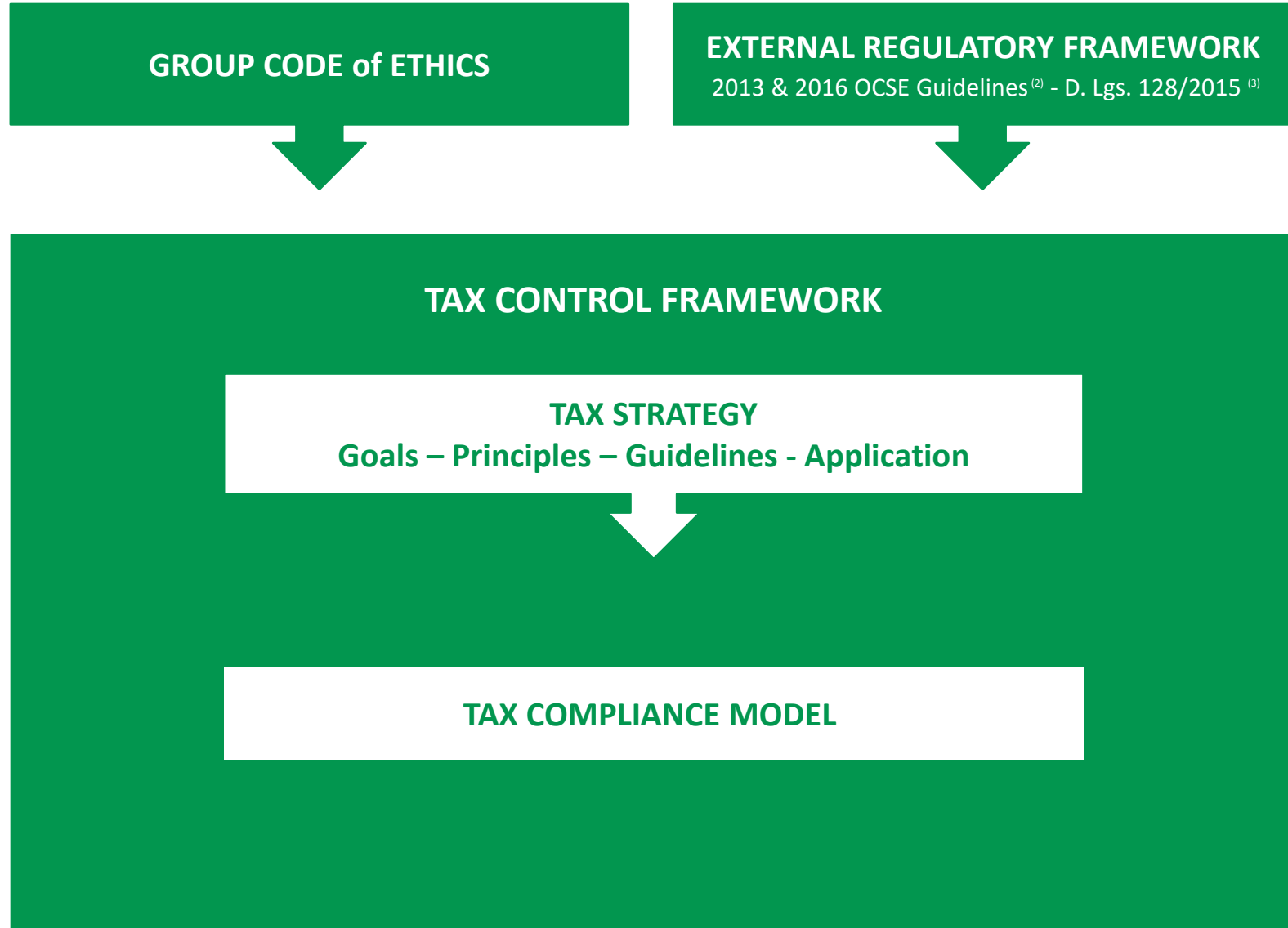
⁽¹⁾ See please “Tax Compliance Consolidation – 14 November 2024” presentation on Corporate web site - ⁽²⁾ 2023-24 multi-year target - ⁽³⁾ Ongoing annual target

- Through action G. 4 of 2023-25 ESG Journey - Tax Control Framework (“TCF”) adoption – Group aims to
 - Integrate the fiscal strategy inside the Group strategy definition and execution
 - Take an important step toward fiscal transparency
 - Italian Tax Cooperative Compliance Program adoption anticipated by 2 years

- The solidity of Interpump fiscal approach was confirmed
 - “Entity level” focus, in line with a “soft integration” philosophy applied to acquired companies
 - Harmonisation among different fiscal frameworks connected to Group different presence countries
 - A transparent and fair approach of “transfer pricing” management

- Interpump Group S.p.A. first step will support the adoption of the TCF by other Group entities
 - Significant effort from an organisational point of view

⁽¹⁾ See please “Tax Compliance Consolidation – 14 November 2024” presentation on Corporate web site



⁽¹⁾ See please “Tax Compliance Consolidation – 14 November 2024” presentation on Corporate web site

⁽²⁾ 2013: Cooperative Compliance Framework – 2016: Building Better Tax Consolidation Framework - ⁽³⁾ And further D. Lgs. 221/2023

TAX CONTROL FRAMEWORK
Detect, measure, manage and control the tax risk



4 GOALS



4 PILLARS



⁽¹⁾ See please “Tax Compliance Consolidation – 14 November 2024” presentation on Corporate web site

⁽²⁾ Abstracts from “Interpump Group S.p.A. Tax Compliance Model”, see please on Group web site the complete document

2025

- **Interpump Group S.p.A TCF model and controls testing**
 - “Test of design” and “test of effectiveness”
- **Evaluation of possible extension to other Group Italian entities**
 - Parameter: annual sales

2026-27

- Interpump Group S.p.A. TCF model finetuning
 - Annual ongoing activity
- Other Group Italian entities TCF model and controls testing

Pending release of implementation guidelines by Italian Tax Authorities

- Attestation from authorised certifier according to the new provisions of Legislative Decree 221/2023
- Interpump Group S.p.A. optional access to Italian Tax Cooperative Compliance Program ⁽¹⁾
 - Exclusion of administrative penalties related to tax risks reported in a timely and comprehensive manner, prior to the filing of tax returns or before the relevant tax deadlines have occurred
 - Non-punishment with respect to specific tax related crimes

⁽¹⁾ See please “Tax Compliance Consolidation – 14 November 2024” presentation on Corporate web site

⁽²⁾ Abstracts from “Interpump Group S.p.A. Tax Compliance Model”, see please on Group web site the complete document

2028

- Interpump Group S.p.A. TCF model finetuning
 - Annual ongoing activity

- Other Group Italian entities TCF model finetuning
 - Annual ongoing activity

Pending release of implementation guidelines by Italian Tax Authorities

- Interpump Group S.p.A. full access to Italian Tax Cooperative Compliance Program

⁽¹⁾ See please “Tax Compliance Consolidation – 14 November 2024” presentation on Corporate web site

⁽²⁾ Abstracts from “Interpump Group S.p.A. Tax Compliance Model”, see please on Group web site the complete document

GLOBAL MOBILITY PROGRAM

4 GOALS

Group strategy implementation

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

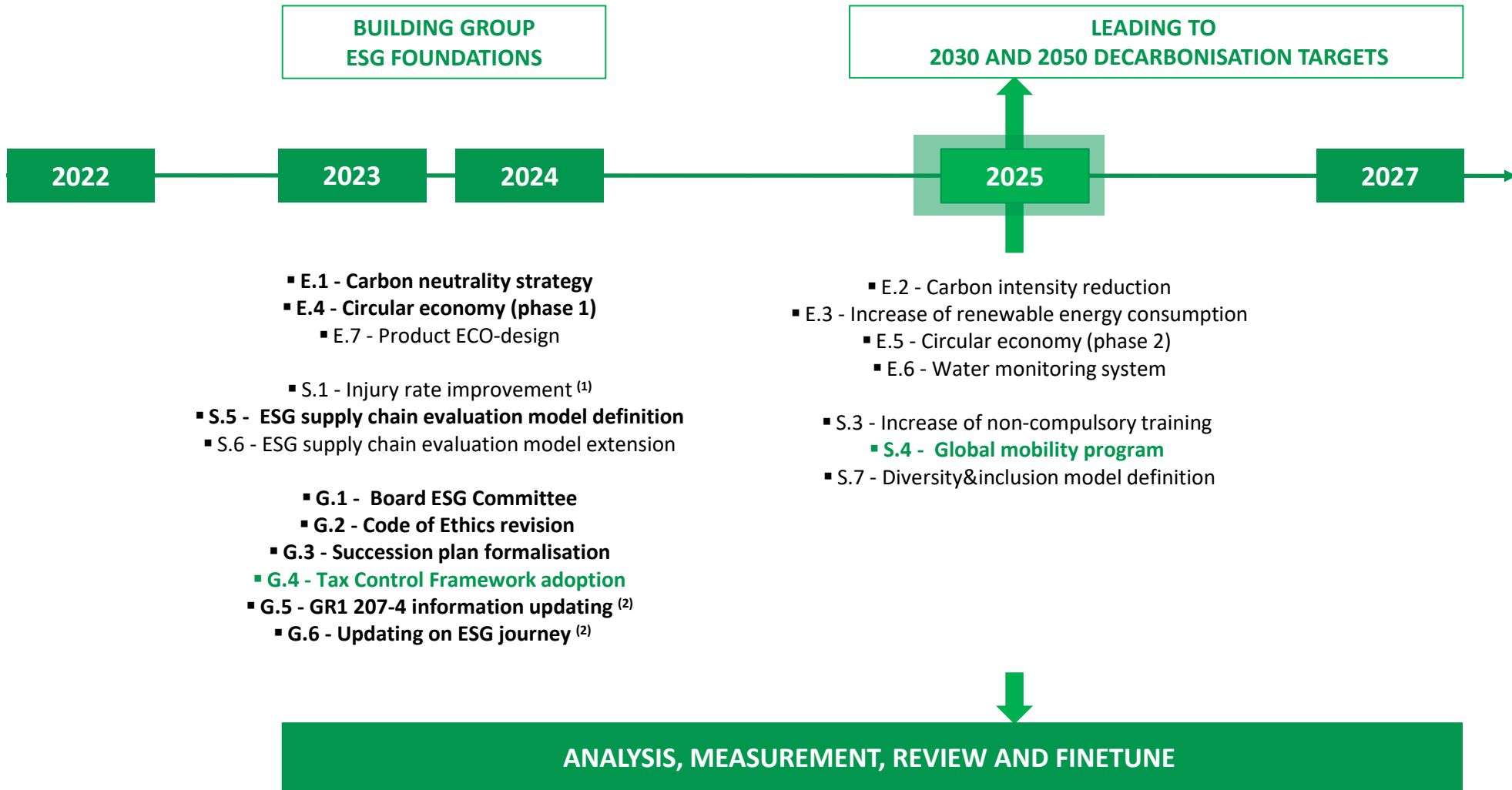
Mobility accelerates professional growth, acting as a catalyst for career advancement. It enhances skills development and fast-tracks the achievement of key career milestones, offering diverse experiences and exposure to different roles and environments.

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.

⁽¹⁾ Abstracts from "Interpump Group S.p.A. Global Mobility Policy"

ANALYSIS AND MEASUREMENT



⁽¹⁾ 2023-24 multi-year target - ⁽²⁾ Ongoing annual target

- KEY HIGHLIGHTS

- 3Q2024 FINANCIAL RESULTS

- ESG PATH

- OUTLOOK

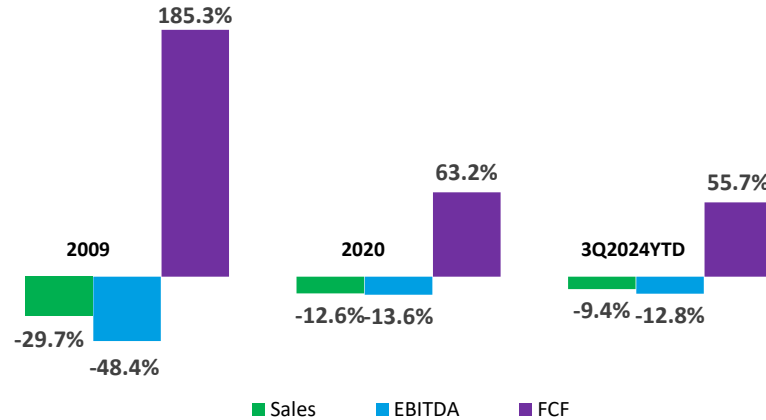


- Most recent trends underline ⁽¹⁾
 - Hydraulics: normalisation trend confirmed
 - Water Jetting: acceleration trend confirmed

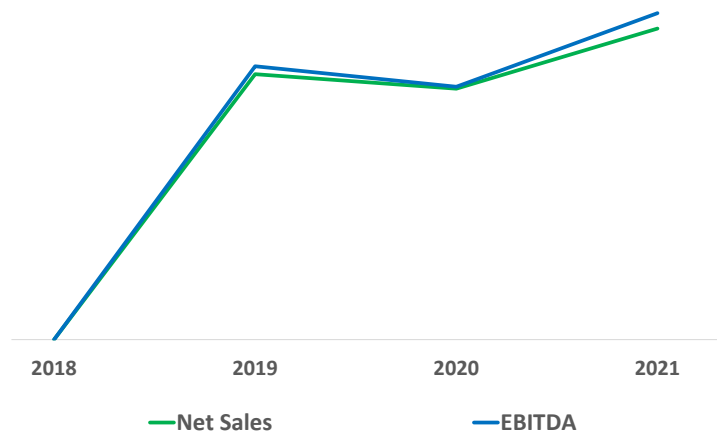
- 2024 financial expectations updating
 - Sales: high single digit organic decrease
 - Impact of all 2024 perimeters changes: around 2% ⁽²⁾
 - Profitability: between 22.5% and 23%
 - Business model flexibility and countermeasures continuous deployment
 - Cash flow: on the way to a record level
 - TWC and CAPEX normalisation

⁽¹⁾ Management controlling system data - ⁽²⁾ Impact of 2023 (Mouldtech, I.Mec and Waikato) and 2024 (PP China and YRP, Alltube , Alfa Valvole, H.S. and Hydrover) acquisitions calculated on 2023 reported sales

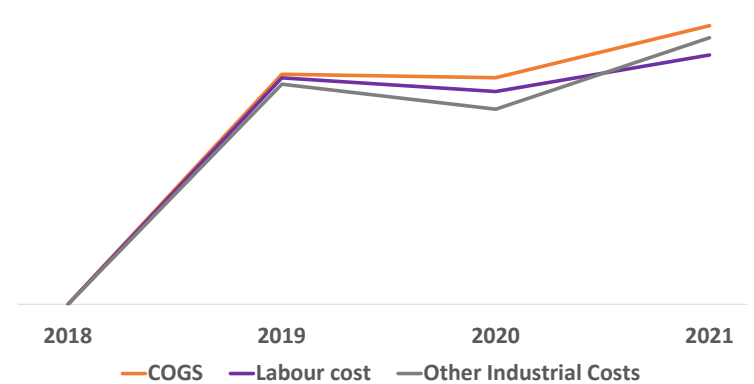
2009, 2020 and 3Q2024YTD SALES, EBITDA & FCF EVOLUTION ⁽¹⁻²⁾
 % change compared to previous reporting period



GROUP 2019-2021 SALES&EBITDA EVOLUTION ⁽³⁾
 (Figures indexed to 2018 data)



GROUP 2019-2021 COGS, LABOUR COST and «OTHER INDUSTRIAL COSTS» EVOLUTION ⁽³⁻⁴⁾
 (Figures indexed to 2018 data)

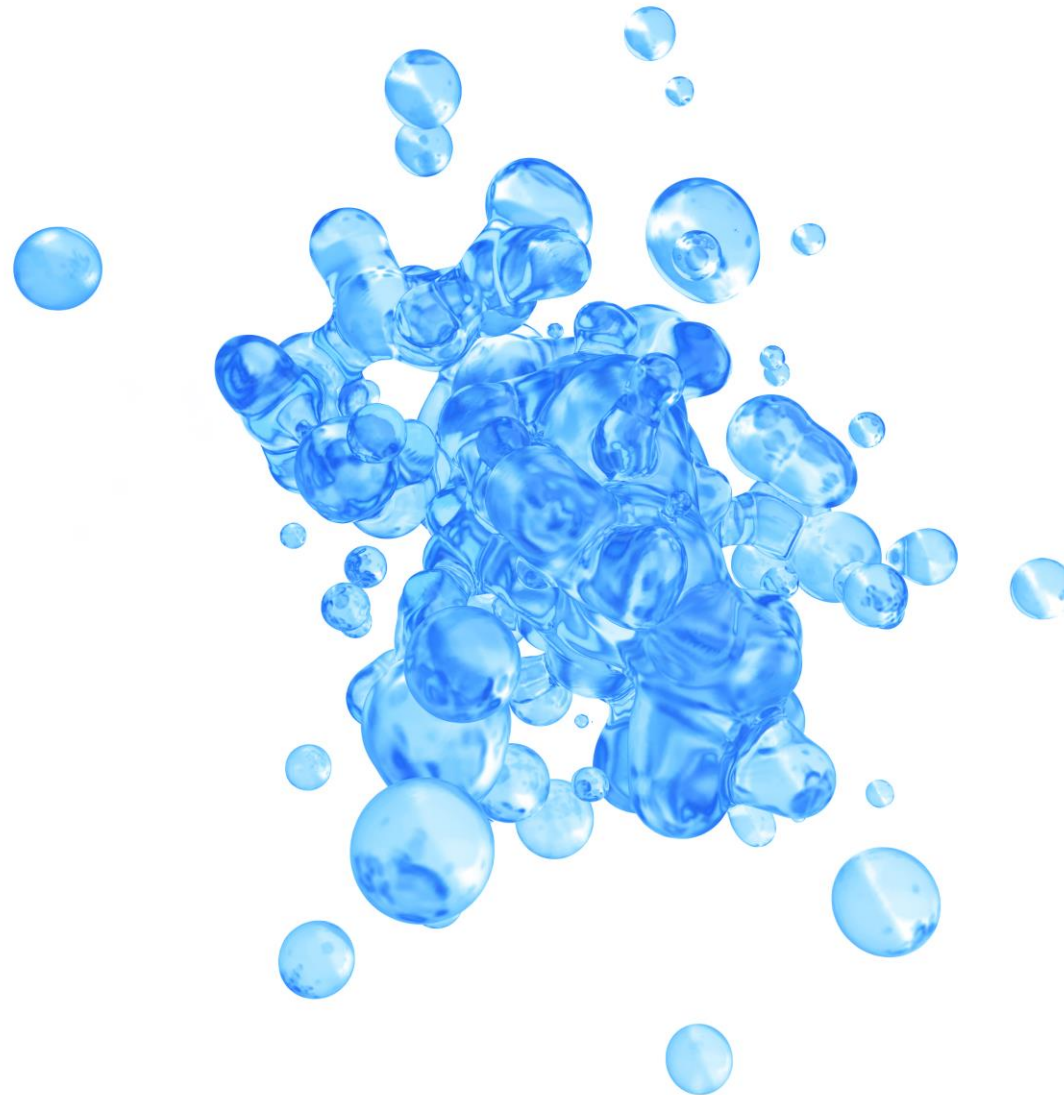


⁽¹⁾ Sales and EBITDA on organic bases, FCF on total basis - ⁽²⁾ 3Q2024YTD EBITDA excluding IMM fire positive one-off - ⁽³⁾ 2019 EBITDA data including IFRS16 adoption impact - ⁽⁴⁾ COGS, Labour cost and “Other industrial costs” are around 90% of Group cost base

- **KEY HIGHLIGHTS**
- **3Q2024 FINANCIAL RESULTS**
- **OUTLOOK**
- **ANNEX**



■ 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):** 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.

The Group uses some additional terms too, below the related definitions:

- **Organic variation:** variation at constant perimeter and FX
- **Trade Working Capital:** NWC with “Trade Payable” net of CAPEX Trade Payable
- **Buy-back:** purchase of treasury shares less Proceeds from the sale of treasury shares to stock option beneficiaries
- **Leasing IFRS 16:** principal portion of finance lease installments +/- new leasing contracts arranged +/- remeasurement and early close-out of leasing contracts
- **Paid CAPEX:** investment in property, plant & equipment - proceeds from the sales of property, plant & equipment + investment in other intangible assets

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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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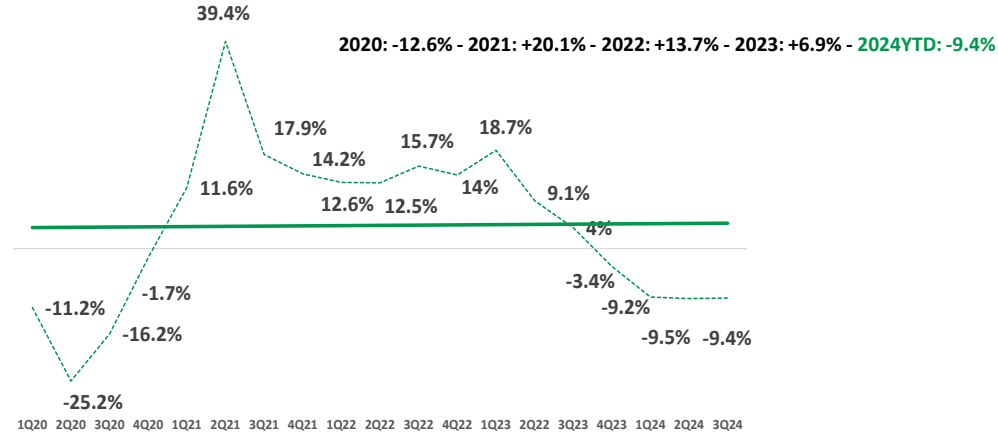
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- **3Q2024 SALES DETAILS**



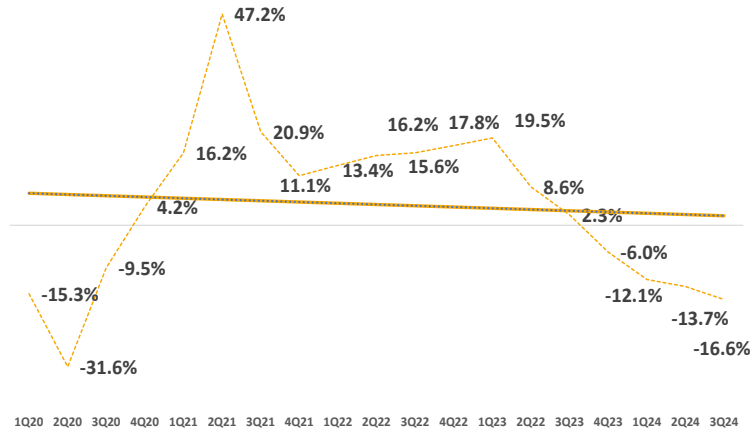


GROUP 2020-2024 ORGANIC GROWTH EVOLUTION by QUARTER



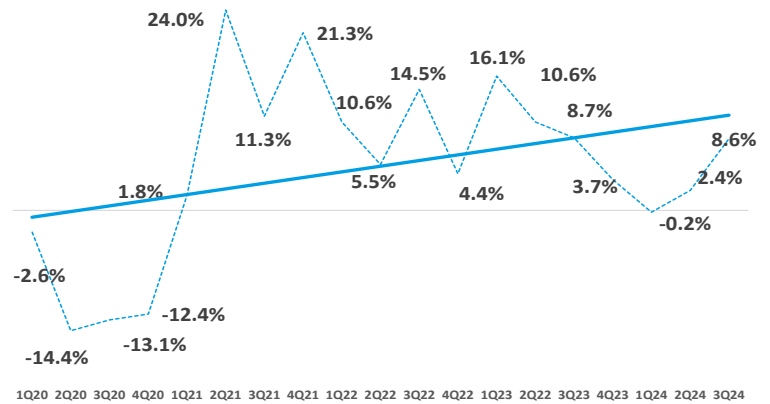
HYDRAULICS 2020-2024 ORGANIC GROWTH EVOLUTION by QUARTER

2020: -13.6% - 2021: +22.8% - 2022: +15.9% - 2023: +5.9% - 2024YTD: -14%



WATER-JETTING 2020-2024 ORGANIC GROWTH EVOLUTION by QUARTER

2020: -10.8% - 2021: +14.4% - 2022: +8.5% - 2023: +9.5% - 2024YTD: 3.6%

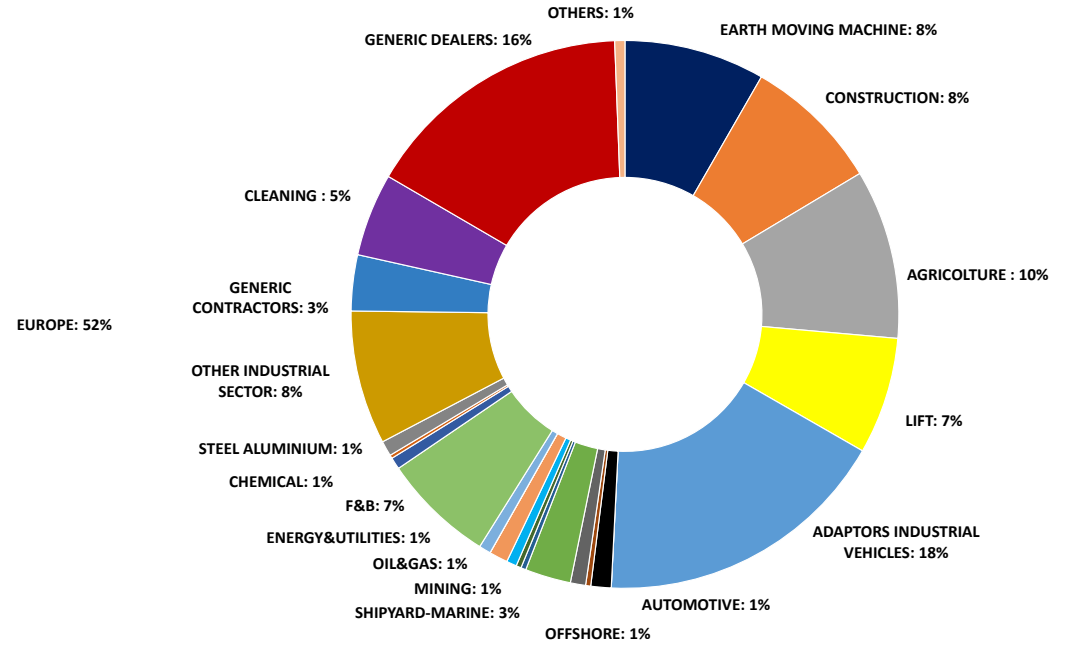
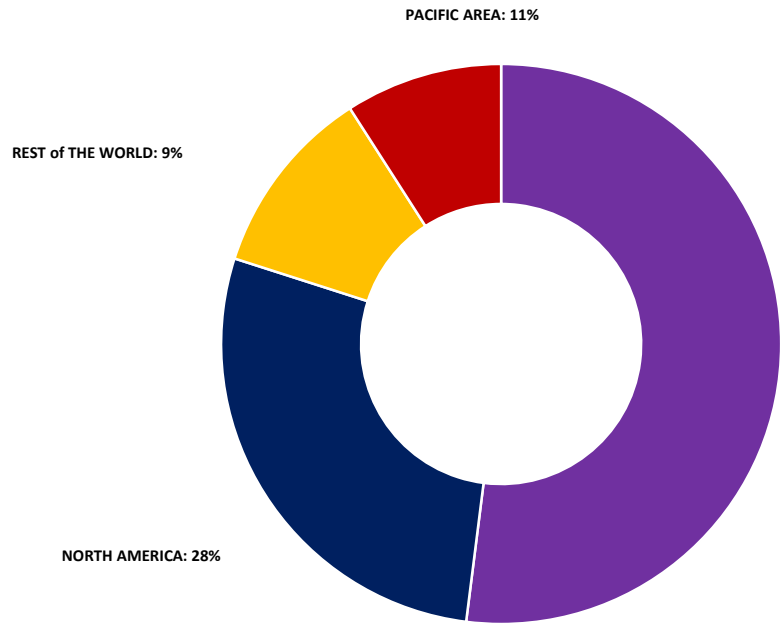


2024 INTERPUMP GROUP ACQUISITIONS

ACQUIRED COMPANIES		FINANCIAL DATA ⁽¹⁾			Total consideration	IMPLIED EV/EBITDA	Consolidated since Where
		Sales	EBITDA Margin	Additional Information			
9 April	PP CHINA YRP FLOW TECHNOLOGY 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

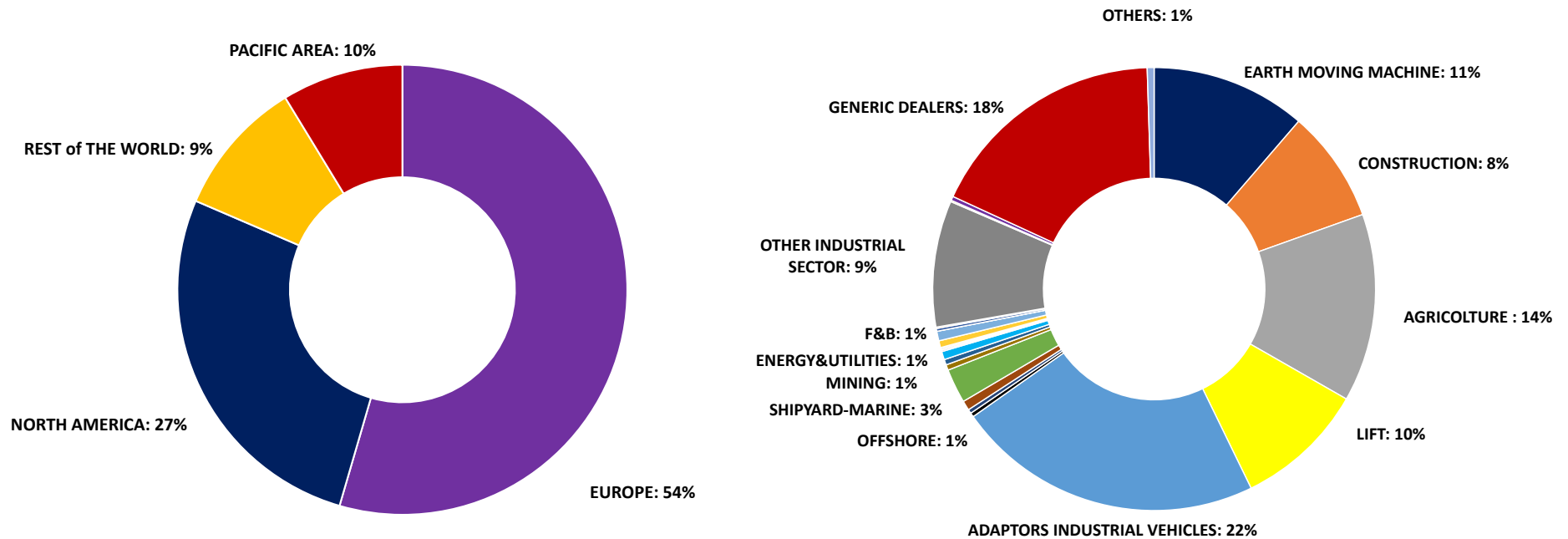
⁽¹⁾ 2023 Reported for PPChina & YRP Flow Technology, Alltube and Alfa Valvole and 2024 Forecast for Hidrover

GROUP
2023 sales: € 2,240m



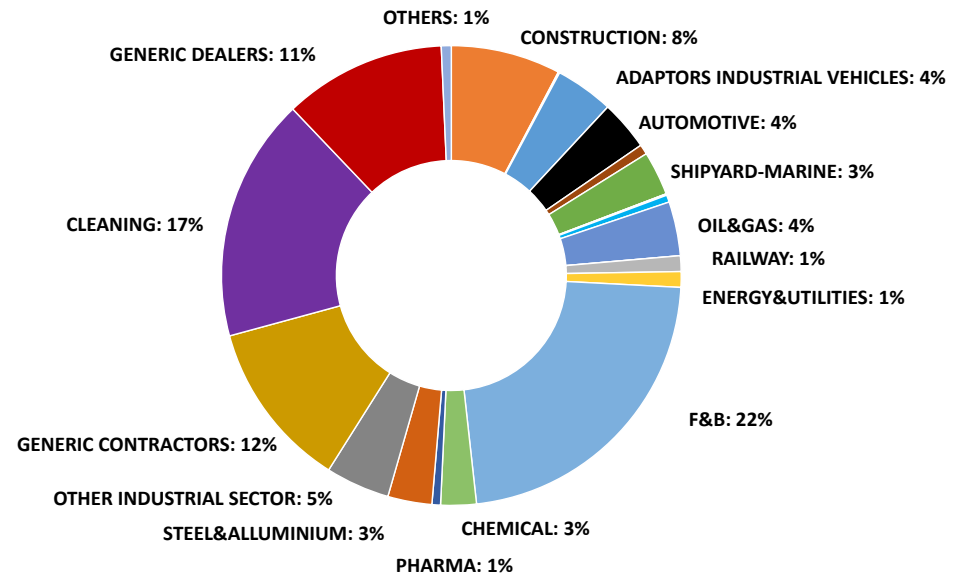
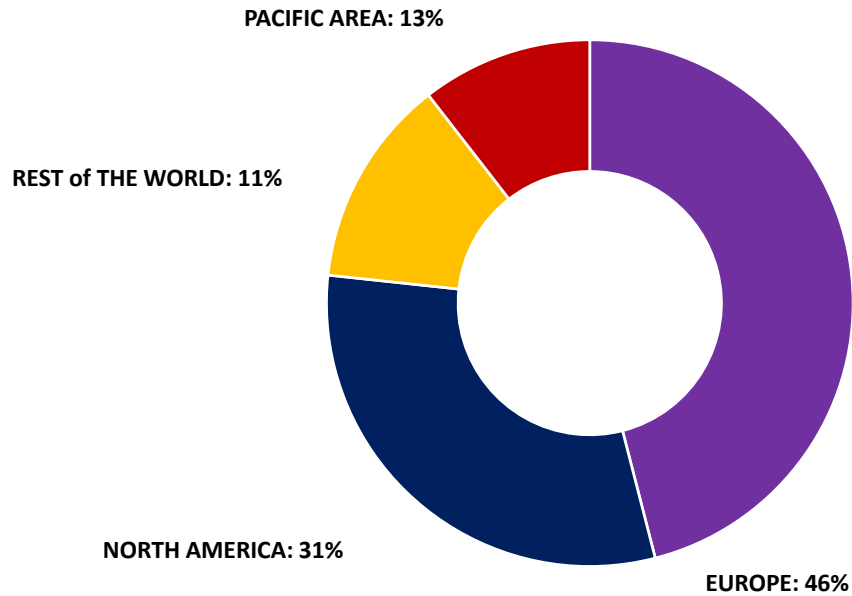
⁽¹⁾ Market application breakdown: incidence below 0.5% not indicated, incidence between 0.5-1% rounded to 1%

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, 14 November 2024

Mauro Barani

